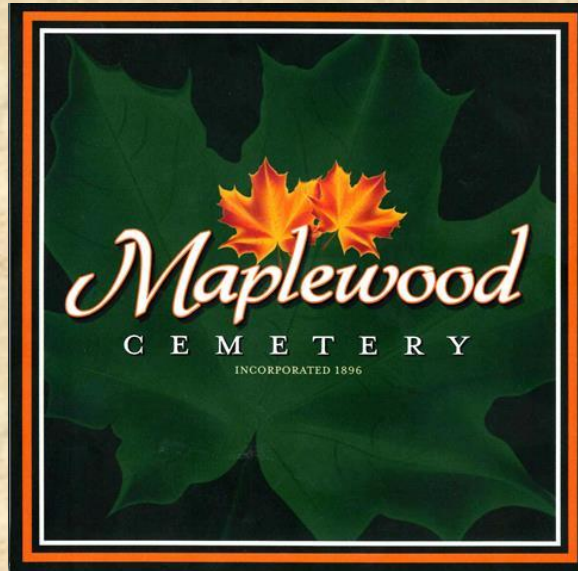
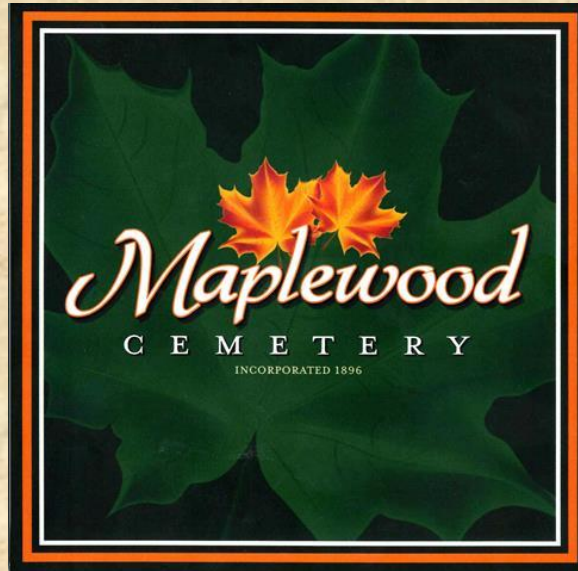


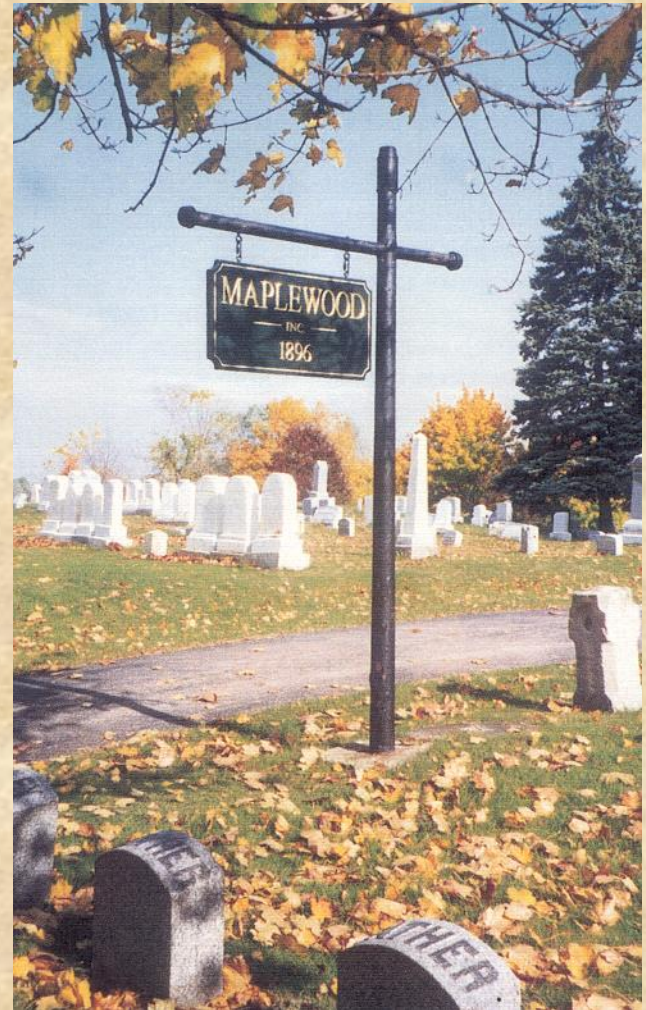
**Welcome to the
126th Annual Meeting of the
Maplewood Cemetery Association**



**Welcome to the
126th Annual Meeting of the
Maplewood Cemetery Association**



March 1, 2023



About Us....



- **Maplewood Cemetery** is owned and operated by the **Maplewood Cemetery Association** which was incorporated in 1896 as a NY Cemetery Corporation.
- **Maplewood Cemetery is a not-for-profit, volunteer run, charitable organization made up of member-owners elected to the Association Board of Directors.** The Board of Directors manages the cemetery corporation, appoints a superintendent, elects Officers for various functions and positions to make sure the cemetery grounds and business is properly operated, maintained and meets all of the required NY state and Federal regulations for cemeteries and non-profit corporations.
- **Maplewood Cemetery Association is closely regulated, audited and inspected by the N.Y.S. Division of Cemeteries and operates in the public interest rather than as a profit-making venture.**
- **Maplewood Cemetery** is also a member of the **N.Y. State Association of Cemeteries** which is dedicated to the furtherance of effective cemetery management and operation for better community service.





CEMETERY REGULATION IN NEW YORK STATE

New York is the most populous of the six states (including, Connecticut, Massachusetts, Maine, New Jersey, and Wyoming) in which **cemeteries are required to be operated only on a non-profit basis**. New York State's historical not for profit cemetery structure "*for the mutual benefit of plot owners therein*" is based upon the following aims:

- to protect the well-being of its citizens;**
- to promote the public welfare;**
- to prevent cemeteries from falling into disrepair and dilapidation; and**
- to prevent cemeteries from becoming a burden upon the community. "for the mutual benefit of plot owners therein."** Not-for-Profit Corporation Law (N-PCL) §1501.

In 1847 New York passed its first general law "authorizing the incorporation of rural cemetery associations." Over the next 100 years, many provisions were added relative to cemetery associations or corporations, resulting in the Membership Corporations Law (MCL) Article 9 (sections 70-105). This portion of the MCL was repealed and replaced with no change in form or substance by N-PCL §1401, effective in 1970. In 1977 N-PCL §1401, with all its myriad subdivisions, was enacted into current N-PCL Article 15 (sections 1501-1515).

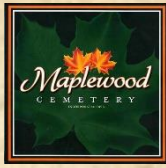
The New York State Cemetery Board was created by statute in 1949 following a 1949 Report of the Attorney General, which was a study of operations and financial activities harmful to cemeteries.



The **Division of Cemeteries** and the **New York State Cemetery Board** regulate only those cemeteries that are incorporated under the **Not-for-Profit Corporation Law**. Cemeteries that do not fall under our jurisdiction include religious, municipal, private, national and family cemeteries.

The **Cemetery Board** oversees the **Division of Cemeteries'** operations and administers the New York State Cemetery Law. The Cemetery Law sets standards for the establishment, maintenance, and preservation of burial grounds in New York State.

The Cemetery Board is made up of the New York State Secretary of State, the New York State Attorney General and the New York State Commissioner of Health.

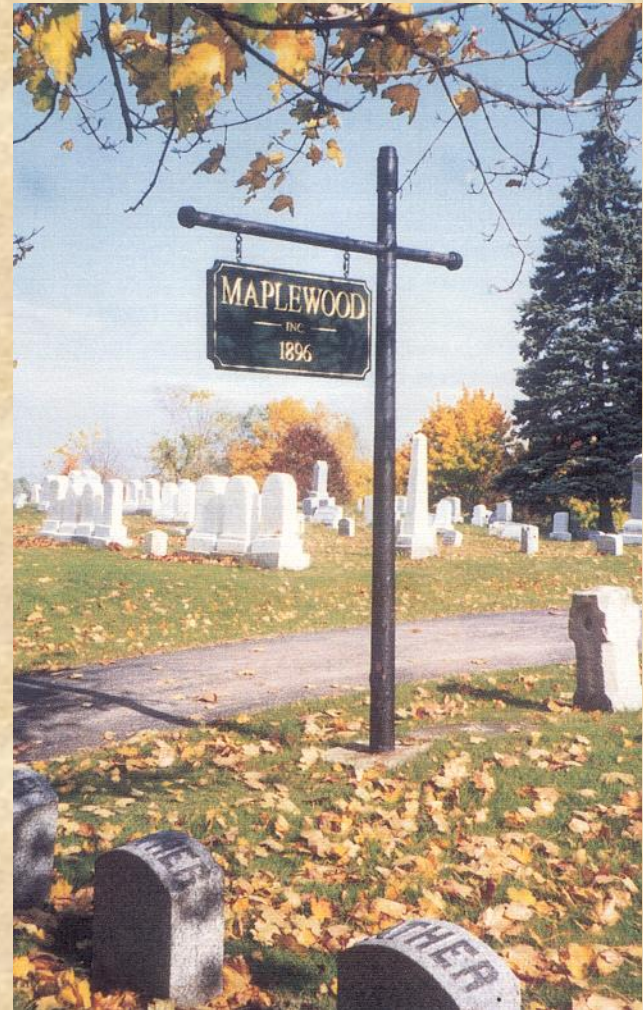


Welcome to the 126th Annual Meeting of the Maplewood Cemetery Association

Meeting Agenda:

- ➡ **Secretary** – Read minutes from 2022 Annual Meeting
- **Treasurer** – Business report for FY2022
- **Finance** – Investment report for FY2022
- **Superintendent** – Operations report
- **Grounds** – Grounds status and activities
- **Sunshine** – Report of events
- **Nominating** – Review upcoming Board terms, changes and openings
- **Web and Database** - status and updates
- **Donations** –Program review
- **New Business** - Projects, Discussions, Next Steps
- **General Discussions** – Feedback, Issues

March 1, 2023





Maplewood Cemetery Association
150 MIDDLE ROAD
HENRIETTA, NY 14467
125th Annual Meeting
 (Reviewing 2021)

Held on March 2, 2022, at Henrietta Town Hall

President Mark Feasel called the Annual Meeting to order.

Secretary Report: The minutes of the last annual meeting of March 2021 were read by Linda Stockmaster. Carol made a motion to approve the minutes, seconded by John and approved.

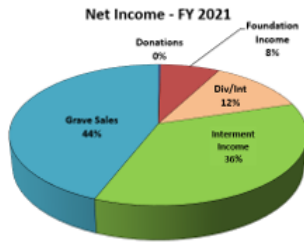
Treasurer Report: Gary provided a summary of the financial position in the Treasurer's business report.

Business Report as of 12/31/2021		FY 2021					
Checking:	Key Bank	General Savings:	Vanguard (B)	General Accounts:	FY	Balance Forward	PM Accounts:
Balance Forward	\$ 86,832.77	Balance Forward	\$ 137,218.17	\$ 224,050.94	\$ 333,414.45	\$ -	\$ 333,414.45
Receipts/Deposit	\$ 128,986.60	Receipts/Deposits	\$ 23,556.29	\$ 152,542.89	Receipts/Deposits	\$ 48,900.65	\$ -
Expenses	\$ (163,332.00)	Expenses	\$ (163,332.00)	Expenses	\$ -	\$ -	\$ -
Balance	\$ 45,725.32	Balance	\$ 100,774.46	\$ 206,499.78	Balance	\$ 382,315.10	\$ -

Note: MWC returned \$5,574 received from the NYS Vandalism fund

Business Report	FY 2021	Last Year (FY 2020)	Average (last 5 years)
Grave Sales	48	52	48
Interments - Full (Total)	21 (55)	27 (55)	42 (combined)
Interments - Cremated	34 (4 Out of NY)	26	
Foundations	36	33	

Section Availability	# Graves	Income - YTD	Net Income	
C	1	Donations	\$ 388.00	
D	13	Foundation Income	\$ 8,384.00	
E*	5	Div/Int	\$ 13,818.66	
H	1	Interment Income	\$ 26,738.00	
J	487	Grave Sales	\$ 45,898.00	
K	252		\$ 113,094.66	
Total Available:	799			
Total Sold: J & K	291	- J & K: (since 6/2013)	29%	
* Includes Buy-Backs		Donation Notes: Vet Flag Holders (Adj)	\$ 6,298.00	
		(since inception)	\$ 8 for Trees (Adj)	\$ 15,417.00



A motion was made by Ray and seconded by Scott to approve the treasurer's FY2021 business report and it was approved.

Finances: George presented the FY 2021 finance report. Good investment into Vanguard with a 17.2% increase.

PM & Perpetual Care Accounts	1/1/2021	12/31/2021	Change	%Change	Morningstar
1 - PM Equity Income	\$ 74,021	\$ 86,048	\$12,027	16.2%	VEIRX 5*
2 - PM GNMA Bond Fund	\$ 25,760	\$ 25,280	(\$480)	-1.9%	VFHIX 4**
2 - PM Intermediate Bond Fund	\$ 29,353	\$ 27,721	(\$1,632)	-5.6%	VBILX 4**
6 - PC Flower STAR Fund	\$ 5,665	\$ 5,822	\$157	2.8%	VGSTX 5**
5 - Perpetual Care STAR Fund	\$ 1,716	\$ 1,764	\$48	2.8%	VGSTX 5**
3 - PM (New) HI Div Yield Fund (#)	\$ 142,748	\$ 174,524	\$31,776	22.3%	VHYAX 4**
3 - PM (New) TIPS Bond Fund (#)	\$ 60,956	\$ 61,156	\$200	0.3%	VAIPX 4*
Total PM + Perpetual Care (#)	\$ 340,219	\$ 382,315	\$42,096	12.4%	
General Operating Funds	1/1/2021	12/31/2021	Change	%Change	Morningstar
4 - Gen Balanced Fund (@)	\$ 99,540	\$ 113,691	\$14,151	14.2%	VBIAV 5*
4 - Brokerage 077	\$ 37,678	\$ 47,084	\$9,406	25.0%	VGT 4/VPU 3
Total Vanguard Mutual Funds (@@)	\$ 137,218	\$ 160,775	\$23,557	17.2%	

"1/1/21" balances include \$6,806 deposited during 2021

@ "1/1/21" balances include \$0 deposited during 2021.

Superventor's Report:

Carol reported it has been slow lately. Things have been good.

The Grounds Report:

- The drainage in Section J & K are doing well.
- Plywood stand was improved.
- New barrier was installed for topsoil.
- New and expanded dumpster pad is working great.
- New Tractor helped push back snow to assist with plowing the driveways.
- The new tractor will be a great help in the spring for topping graves.
- Eagle Project to improve East hill garden looks good and is easier to maintain.
- Carol will start dumpster service March 15th and investigate competitive bids from other companies. Gary will send her our current payments for our service.

Sunshine Committee: Cards were sent to George who fractured his arm and Linda who broke her ankle. She also wished Ray well on his prostate cancer. He may start treatment soon.

Old Business: None

Nominating:

Gary read the list of directors whose terms are ending, George Zornow, Hank Wallace, John Hatch, Ray Feasel 2-- Open Positions.

The new officer nominations are President - Margaret Hayes, 1st Vice - George Zornow, 2nd Vice -- Sue Comstock Superintendent - Carol Feasel, Secretary - Linda Stockmaster and Treasurer - Gary Stockmaster

Note: The board still has two openings. We should look for 1 or 2 possible new candidates for director positions.

Website: Gary stated that the website continues to be used and was able to sell a grave over the phone.

Database: The database continues to be updated.

Open Forum: No visitors attended.

Carol made a motion to adjourn the annual meeting with a second by Scott and all approved.

Next Annual Meeting -- Thursday, March 2nd, 2023 (subject to change)

Directors and Officers Present:

Ray and Carol Feasel, Gary and Linda Stockmaster, John Hatch, Mark Feasel, Margaret Hayes, George Zornow, Scott Neval Hank Wallace and Sandra Ann Wilson.

Secretary

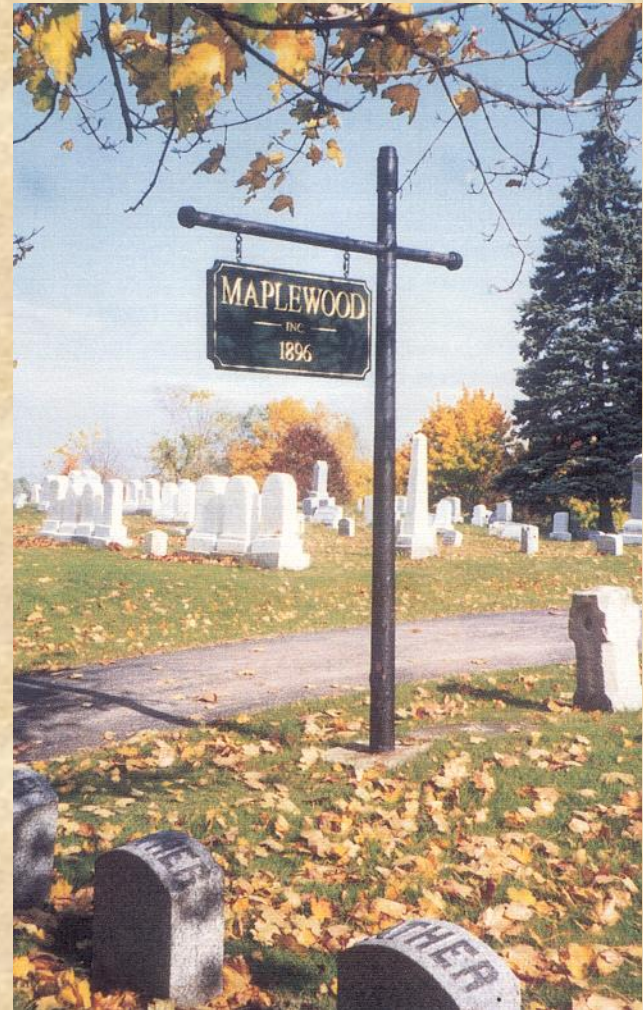


Welcome to the 126th Annual Meeting of the Maplewood Cemetery Association

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- **Secretary** – Read minutes from FY2022 Annual Meeting
- ➡ **Treasurer** – Business report for FY2022
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March 1, 2023

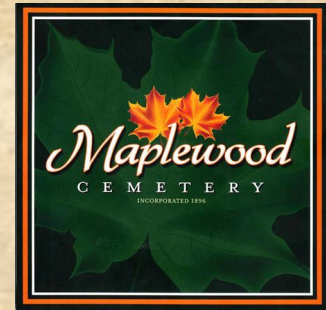


Maplewood Cemetery Association – 2023 Annual Meeting

Business Report - Reviewing 2022

2022 by the Numbers

- Sections J & K are now 10 years old
 - 335 Graves sold in J & K so far (33%)
- 2022 Grave Sales: 25
- Total Interments: 44
 - Interments - Full Burial: 16
 - Interments - Cremated: 28
 - *Pets: 0*
- New Monuments & Foundations: 19
- 3 Available Graves in Section F
 - Section F unused graves are being purchased and resold
- Cemetery Voicemail call volume: 275 calls



Maplewood Cemetery Association – 2023 Annual Meeting

Business Report as of 1/30/2023

FY 2022



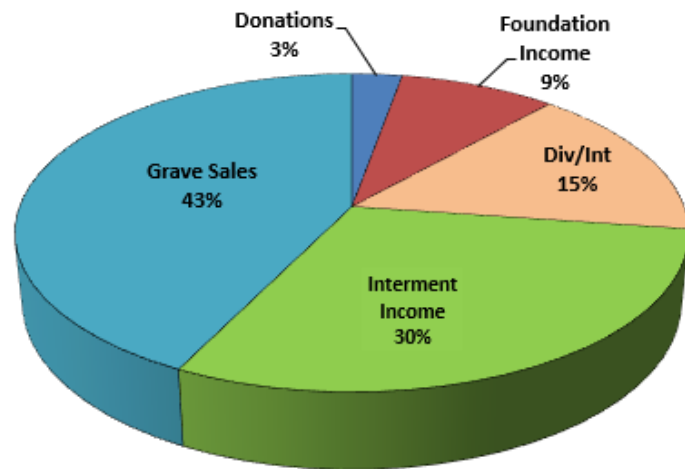
Checking:	Key Bank	General Savings:	Vanguard (3)	General Accounts FY	PM Accounts:	Vanguard	Key Bank (PM)	PM Accounts YTD
Balance Forward	\$ 45,725.32	Balance Forward	\$ 152,786.97	\$ 198,512.29	Balance Forward	\$ 386,474.00	\$ -	\$ 386,474.00
Receipts/Deposit (1)	\$ 95,088.66	Receipts/Deposits			Receipts/Deposits		\$ -	\$ -
Expenses	\$ (120,372.77)	Expenses			Expenses		\$ -	\$ -
Balance	\$ 20,615.13	Balance	\$ 129,700.97	\$ 150,316.10	Balance	\$ 352,350.26	\$ -	\$ 352,350.26
			FY2022	(\$48,196.19)			YTD2022 - FY2021	(\$34,123.74)

(1) \$10,000 xfer from General Savings to Checking

Business Report	FY 2022	Last Year (FY 2021)	Average (past 52 years)
Grave Sales	25	48	43
Interments - Full (total)	16 (44)	21 (55)	43 (combined)
Interments - Cremated	28	34 (4 Out of NY)	
Foundations	19	36	-

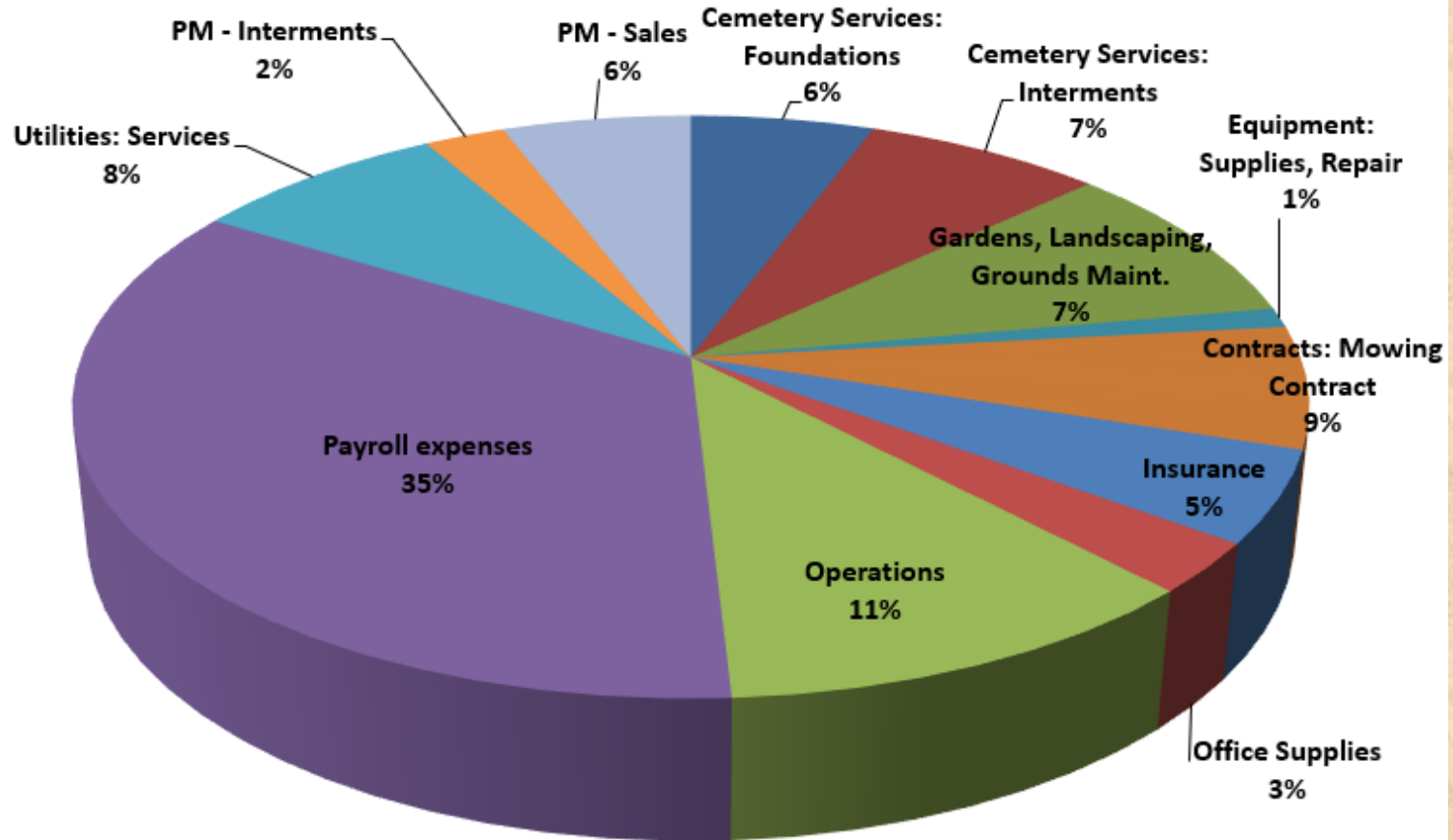
Section Availability	# Graves	Income - YTD	Net Income
C	4	Donations	\$ 1,680.00
D	13	Foundation Income	\$ 5,238.00
F*	3	Div/Int	\$ 9,299.80
H	1	Interment Income	\$ 17,900.00
J	429	Grave Sales	\$ 25,400.00
K	242		\$ 59,517.80
Total Available:	692		
Total Sold: J & K	335	J & K: (since 6/2013)	33%
* Includes Buy-Backs	Donation Notes:	Vet Flag Holders (All	\$ 6,449.00
	(since inception)	\$\$ for Trees (All)	\$ 15,417.00

Net Income - FY 2022



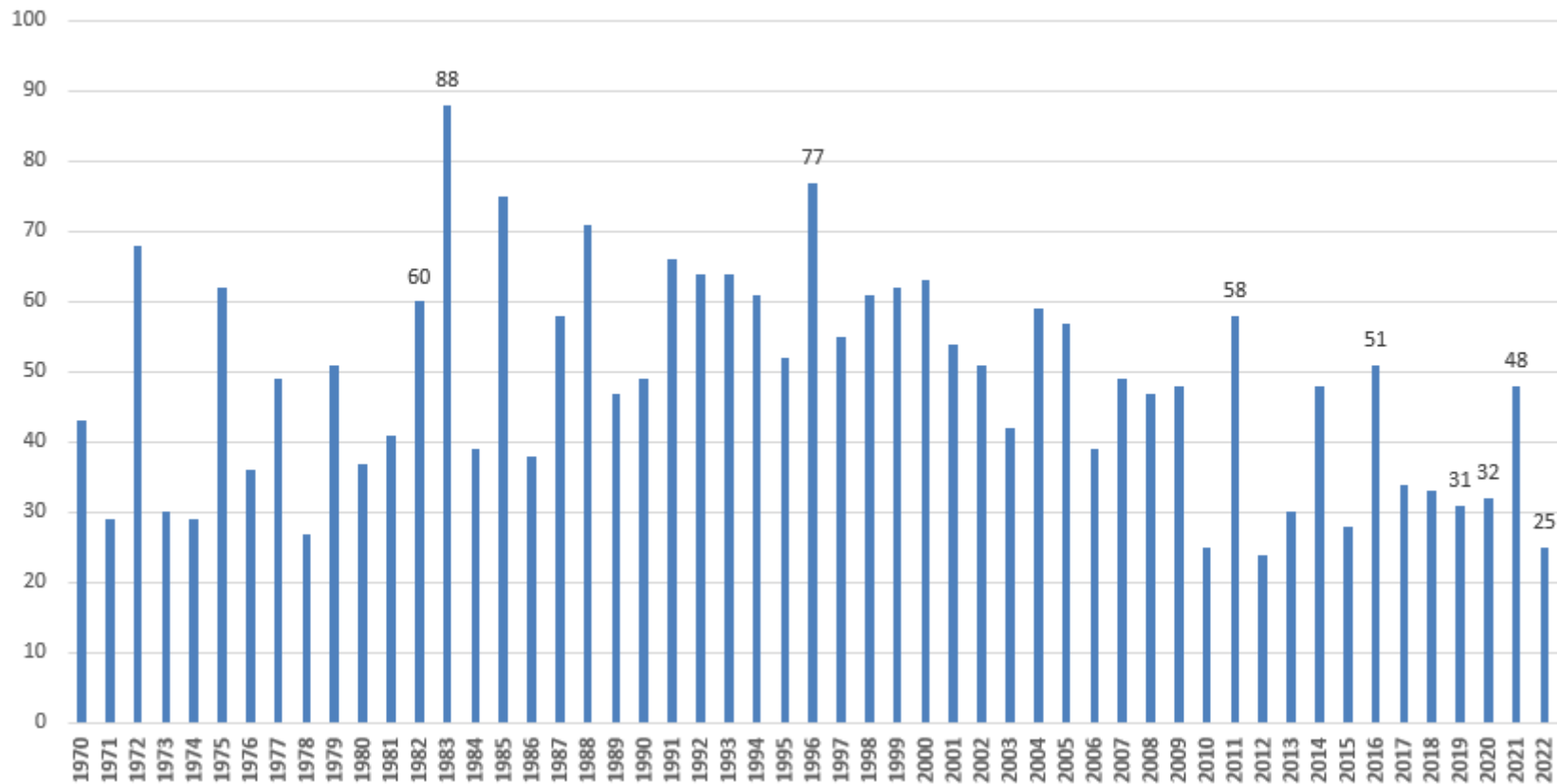
Maplewood Cemetery Association – 2023 Annual Meeting

Business Report - Reviewing 2022 – Major Expense Categories



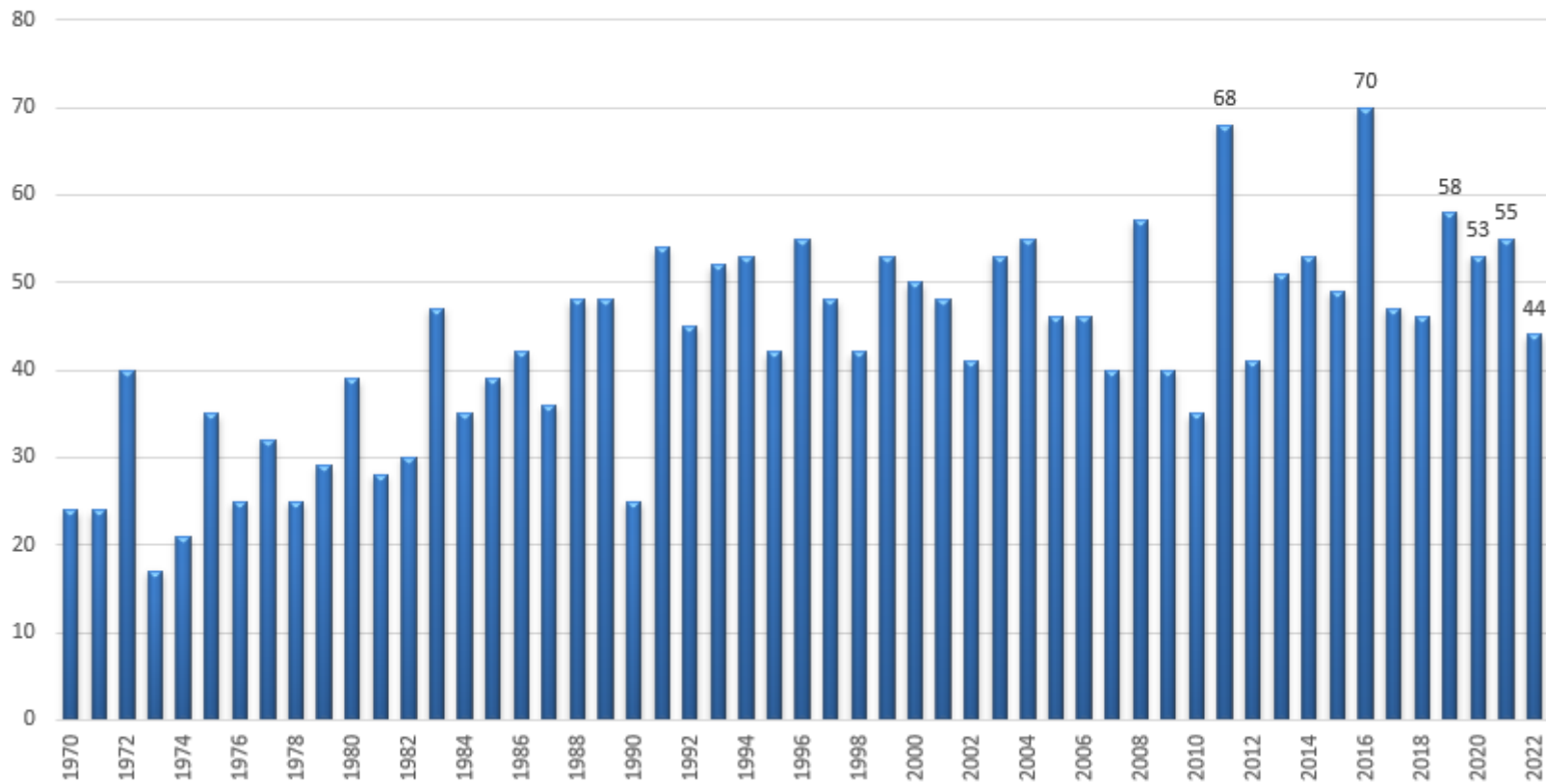
Maplewood Cemetery Association – 2023 Annual Meeting

Grave Sales: Annual Totals

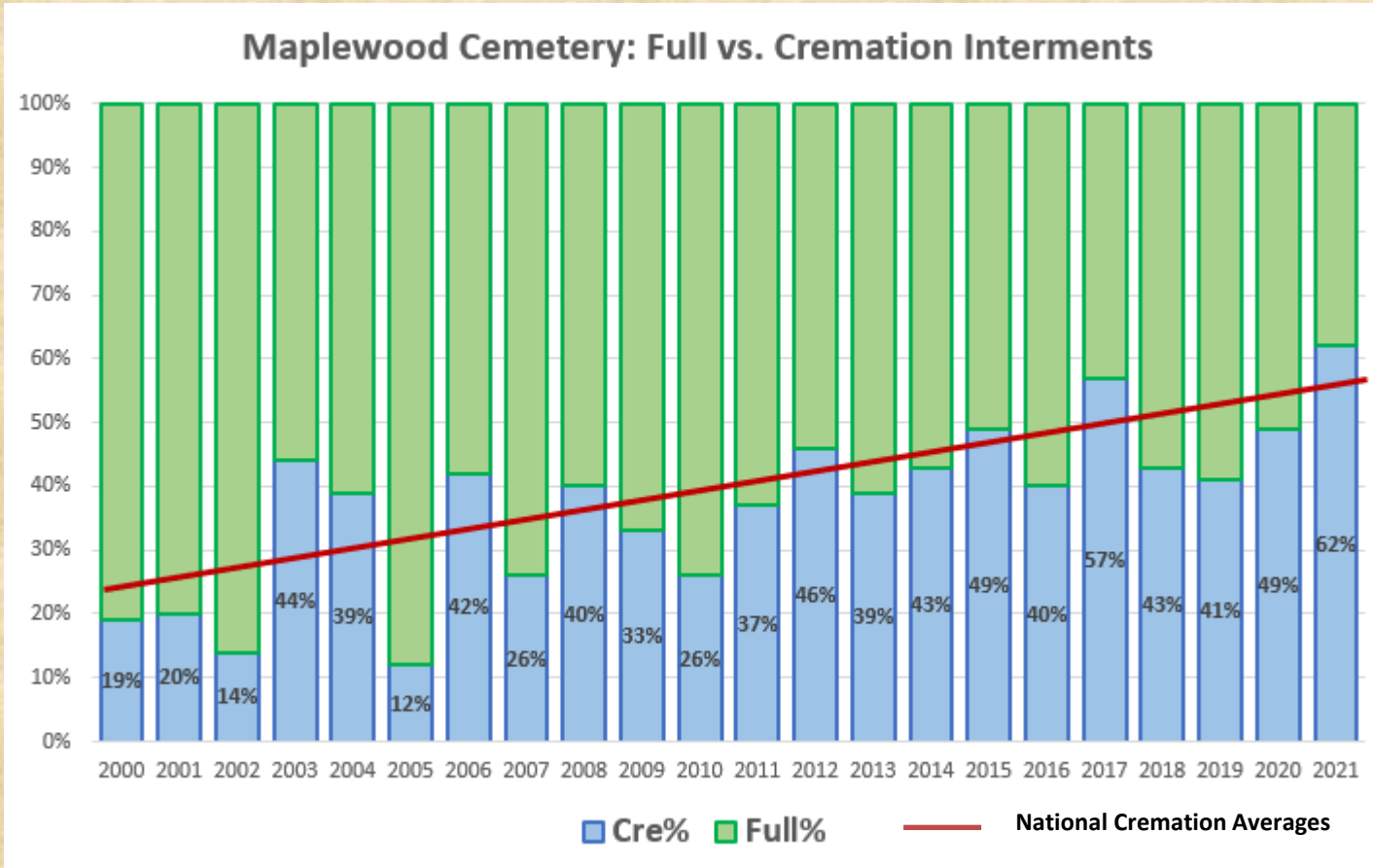


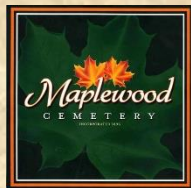
Maplewood Cemetery Association – 2023 Annual Meeting

Interments: Annual Totals



Maplewood Cemetery Association – 2023 Annual Meeting





Welcome to the 126th Annual Meeting of the Maplewood Cemetery Association

Meeting Agenda:

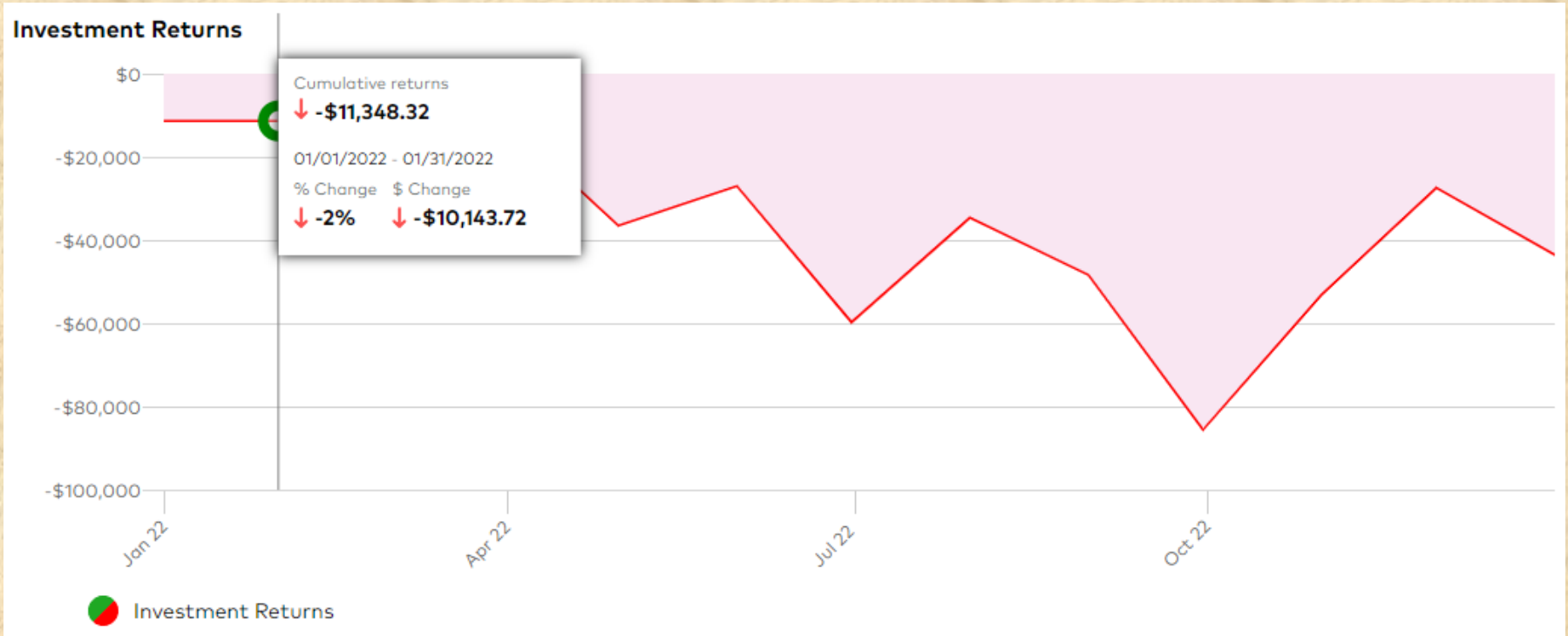
- Introduction – About Us and NY Cemetery Law
- Secretary – Read minutes from 2022 Annual Meeting
- Treasurer – Business report for FY2022
- ➔ **Finance** – Investment report for FY2022
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March 1, 2023



Maplewood Cemetery Association – 2023 Annual Meeting

Finance Report - Reviewing 2022 – Investment Year Performance



Maplewood Cemetery Association – 2023 Annual Meeting

Finance Report - Reviewing 2022 – Investment Year Performance

PM & Perpetual Care Accounts	1/1/2022	12/31/2022	Change	%Change	Morningstar
1 - PM Equity Income	\$ 86,048	\$ 78,966	(\$7,082)	-8.2%	VEIRX 5*
2 - PM GNMA Bond Fund	\$ 25,280	\$ 22,042	(\$3,238)	-12.8%	VFIIX 4**
2 - PM Intermediate Bond Fund	\$ 27,721	\$ 23,501	(\$4,220)	-15.2%	VBILX 4*
6 - PC Flower STAR Fund	\$ 5,822	\$ 4,404	(\$1,418)	-24.4%	VGSTX 4*
5 - Perpetual Care STAR Fund	\$ 1,764	\$ 1,334	(\$430)	-24.4%	VGSTX 4*
3 - PM (New) Hi Div Yield Fund (#)	\$ 176,074	\$ 170,038	(\$6,036)	-3.4%	VHYAX 4*
3 - PM (New) TIPS Bond Fund (#)	\$ 63,765	\$ 52,065	(\$11,700)	-18.3%	VAIPX 4*
Total PM + Perpetual Care (#)	\$ 386,474	\$ 352,350	(\$34,124)	-8.8%	

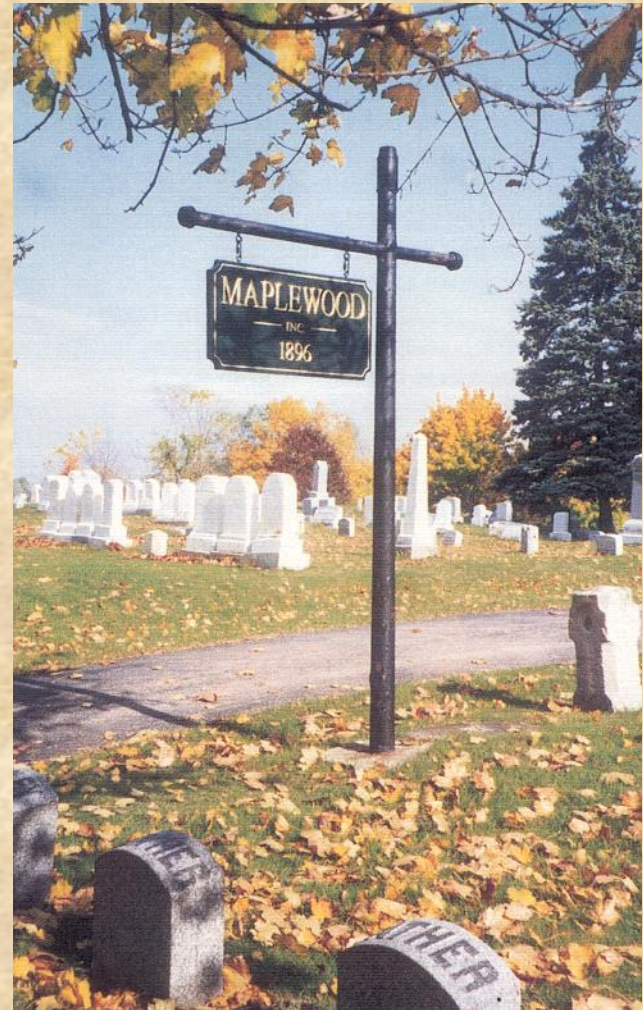
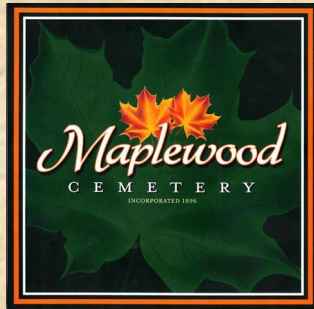
General Operating Funds	1/1/2022	12/31/2022	Change	%Change	Morningstar
4 - Gen Balanced Fund	\$ 113,691	\$ 84,680	(\$29,011)	-25.5%	VBIAX 4*
4 - Brokerage 077	\$ 47,084	\$ 38,765	(\$8,319)	-17.7%	VGT 4/VPU 3
Total Vanguard Mutual Funds (#)	\$ 160,775	\$ 123,445	(\$37,330)	-23.2%	

"1/1/22" balances include \$3,304 deposited during 2022.

2022: Dow -8.78% S&P 500 -19.4% NASDAQ -33.1%

Reports:

- Superintendent
- Sunshine
- Grounds
- Nominating
- Web and Data Base
- Donations



Maplewood Cemetery Association

2023 Annual Meeting – Nominating: Officers & Directors

Officers: (1 Year Term) Directors: (3 Year Term)

President

1st Vice President

2nd Vice President

Superintendent

Secretary

Treasurer

• Gary Stockmaster

• Carol Feasel

• Margaret Hayes

• *Scott Nevol*

•

1 – Open Position

 Maplewood Cemetery Association Directors and Officers – 2022						
Name	Phone #	Address	Term	Position	Committee(s)	
		OPEN	2019	Director		
Carol Feasel	334-3068(H) 737-7394(C)	280 Ward Hill Road Henrietta, NY 14457 Superintendent@MaplewoodCemetery.org	2023	Superintendent	Sunshine, Gardens, Sales	
Gary Stockmaster	473-2609(H) 820-7289(C)	24 Finton Run Churchville, NY 14428 Gary@MaplewoodCemetery.org	2023	Director, Treasurer	Web, Database, Grounds, Finance	
George W. Zornow	334-5557	1325 Erie Station Rd Henrietta, NY 14457 GWZornow@Yahoo.com	2025	Director, 1 st Vice President	Audit, Finance	
Hank Wallace	334-5302 (H) 265-6035 (C)	635 Middle Road Henrietta, NY 14457 hwallace@att.net	2025	Director	Audit	
Jan Comstock	721-9739 (C)	27 Tree Top Lane West Henrietta, NY 14586 j127top@aol.com	2024	Director		
John Hatch	334-4268 (H) 738-8912 (C)	118 Wright Rd Henrietta, NY 14457 johndh@TWC.com	2025	Director		
Linda Stockmaster	473-2609(H) 820-7289(C)	24 Finton Run Churchville, NY 14428 Linda@MaplewoodCemetery.org	2024	Director, Secretary	Database, Gardens	
Margaret Hayes	334-5007	15 Beaknash Lane West Henrietta, NY 14586 jm@MHayes@aol.com	2023	Director, President		
Mark Feasel	226-9636 (H) 314-4823 (C)	2500 Bronson Hill Rd Aron, NY 14414 MFeasel@Comcast.net	2024	Director	Grounds	
Paul Macaulay	334-8050	1635 Lehigh Station Rd Henrietta, NY 14457	2025	Director		
Ray Feasel, Jr.	334-3068(H) 737-7394(C)	280 Ward Hill Road Henrietta, NY 14457	2025	Director	Grounds	
Sandra Ann Wilson	334-2884 (H)	132 Heather-Gale Circle Henrietta, NY 14457 sawilson1231@aol.com	2024	Director		
Scott Nevol	721-3240 (C)	87 Lysander Dr Rochester, NY 14623 scottnevol@gmail.com	2023	Director	Grounds	
Sebold Tomo	978-5477	9 Brandywine Terrace Rochester, NY 14623 seboldtomo@gmail.com	2023	Director		
Susan Comstock	520-6854 (C)	27 Tree Top Lane West Henrietta, NY 14586 j127top@aol.com	2024	Director, 2 nd Vice President		

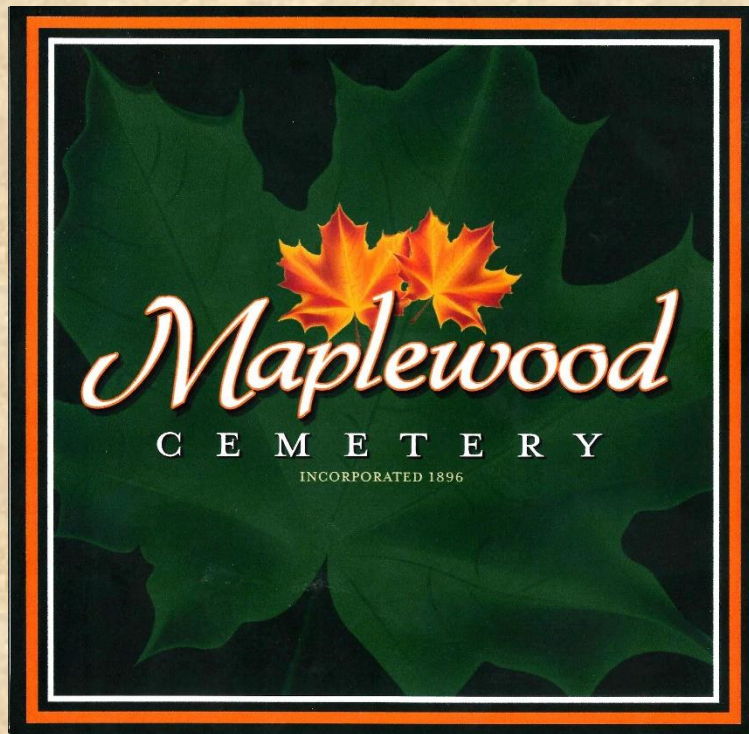
Note: *Term* indicates the last year of the listed Director's 3-year term.
 Maplewood Cemetery Viceemail: (585) 673-1020
 Maplewood Cemetery Business Office: (585) 473-2609
 Maplewood Cemetery Email: info@MaplewoodCemetery.org

Visit www.MaplewoodCemetery.org
 MWC 2022 Board (20220302).docx Revised 3/2/2022
 Gary Stockmaster

Leadership Rotation Schedule:

	2020	2021	2022	2023	2024	2025
President	Hank Wallace	Mark Feasel	Margaret Hayes	George Zornow	Sue Comstock	John Hatch
1st VP	Mark Feasel	Margaret Hayes	George Zornow	Sue Comstock	John Hatch	Scott Nevol
2nd VP	Margaret Hayes	George Zornow	Sue Comstock	John Hatch	Scott Nevol	Hank Wallace
	George Zornow	Sue Comstock	John Hatch	Scott Nevol	Hank Wallace	Mark Feasel
	Sue Comstock	John Hatch	Scott Nevol	Hank Wallace	Mark Feasel	Margaret Hayes
	John Hatch	Scott Nevol	Hank Wallace	Mark Feasel	Margaret Hayes	George Zornow
	Scott Nevol	Hank Wallace	Mark Feasel	Margaret Hayes	George Zornow	Sue Comstock

Web Site & Database





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[Rules & Regs](#)

[Donations](#)

[News & Events](#)

[FAQs](#)

[Photo Gallery](#)

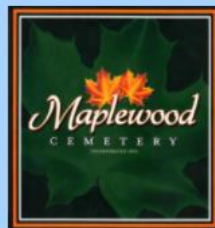
[Contact Us](#)

Welcome to Maplewood Cemetery - Henrietta, NY Since 1896

Maplewood Cemetery is *active* and growing to serve the needs of the Henrietta Community.

Silently, reverently, the Maplewood Cemetery has been entrusted with loved ones of families who established the Henrietta community as well as those who were temporary residents since 1896.

Maplewood Cemetery continues to grow and strives to meet the needs of the Henrietta area community while remaining true to the traditions upon which it was established over one hundred years ago. We are ready to help you and your family with your future planning or more urgent needs.



See what Maplewood Cemetery has to offer!

Let us help you with your planning.....

Welcome to our website!

Some of our menus have changed. You can find the people-finder, veterans list and the section-lot-grave list by clicking on the 'Listings Menu' selection from the main menu at the left.

Click on '[News & Events](#)' for the latest news and updates!

Maplewood Cemetery Donation Programs



Maplewood Cemetery is a not-for-profit, volunteer run, charitable organization, and asks for your help to beautify our Cemetery. Please consider a donation, large or small



The content presented is believed to be accurate and is for informational purposes only.

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Questions? Please use the 'contact us' menu bar for email.

Updated 2/10/2022

Having trouble navigating? Not seeing a menu area at the left?

Make sure you start at:

<http://www.maplewoodcemetery.org/>



Maplewood Mobile Menu



Rev: (20220221)

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[Last](#)

[Sec-Lot](#)

[Photos](#)

[Int Yr](#)

[Sold Yr](#)

[MWC Calendar](#)



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[Foundation \\$](#)

[Foundation Chart](#)

[Mnt Co](#)

[Rules & Regs](#)

[Sales Form](#)

Maps Menu



[Lists by Name](#)

[Lists by Section](#)

[Vet-VFHolder](#)

[Vet-Photos](#)

[Vets by War](#)

[Pet Report](#)

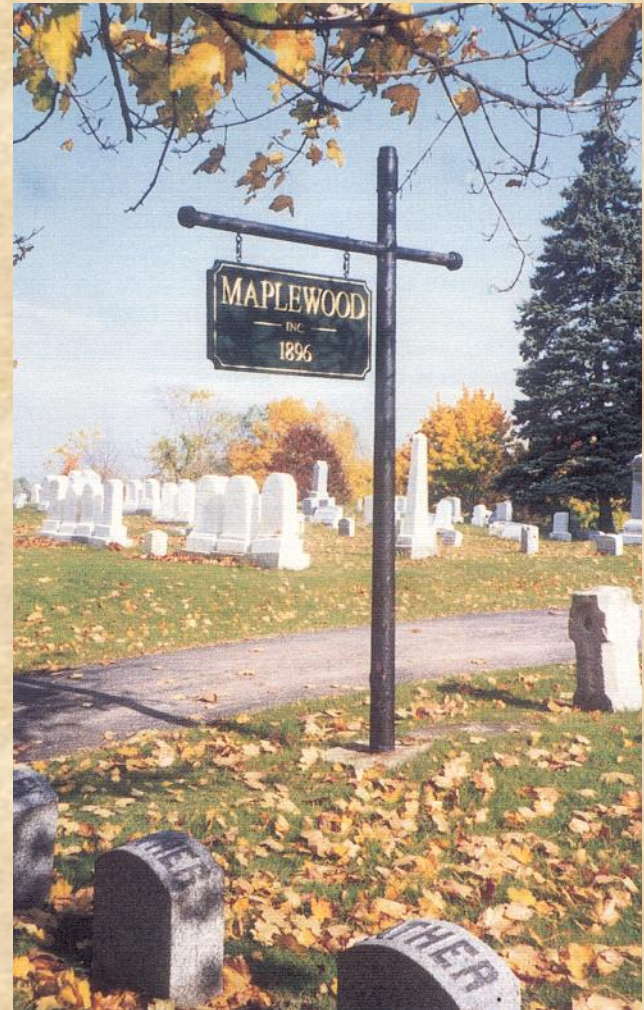
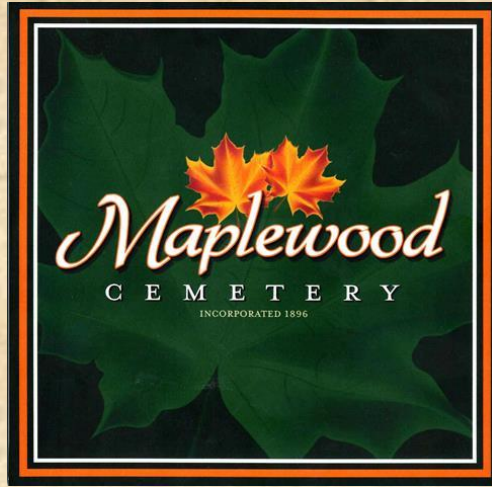
[Reports](#)

Maplewood Cemetery Association – 2023 Annual Meeting

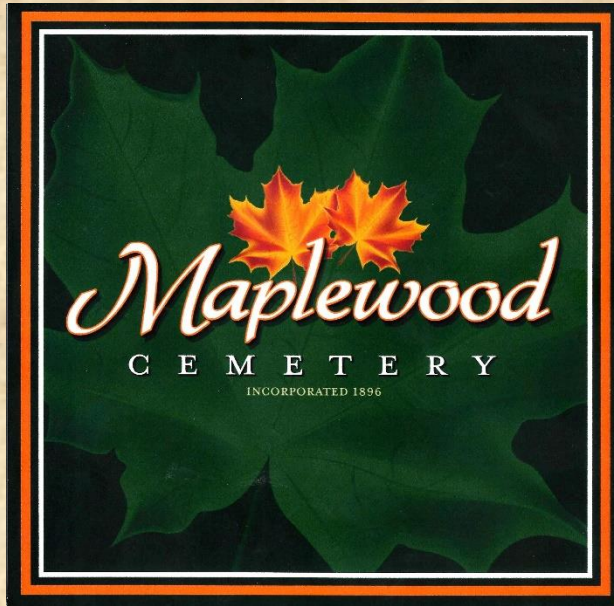
Web Site Traffic

Summary by Month										
Month	Daily Avg				Monthly Totals					
	Hits	Files	Pages	Visits	Sites	KBytes	Visits	Pages	Files	Hits
Feb 2023	25	0	11	10	17	5	10	11	0	25
Jan 2023	1341	784	94	48	2079	292120	1516	2935	24326	41584
Dec 2022	618	363	125	62	2866	505910	1928	3875	11254	19177
Nov 2022	1019	697	140	62	2074	585867	1871	4208	20939	30592
Oct 2022	923	556	174	72	2092	853254	2247	5423	17236	28635
Sep 2022	1644	955	127	58	1455	564702	1745	3827	28677	49346
Aug 2022	791	473	147	57	1442	514780	1789	4584	14691	24532
Jul 2022	876	535	138	57	1553	447006	1773	4289	16607	27176
Jun 2022	675	421	115	51	1449	445325	1530	3474	12658	20278
May 2022	777	473	152	57	1563	485585	1781	4729	14690	24105
Apr 2022	657	363	117	60	1672	430139	1806	3517	10892	19727
Mar 2022	704	385	108	53	1852	369993	1662	3349	11963	21836
Totals						5494686	19658	44221	183933	307013

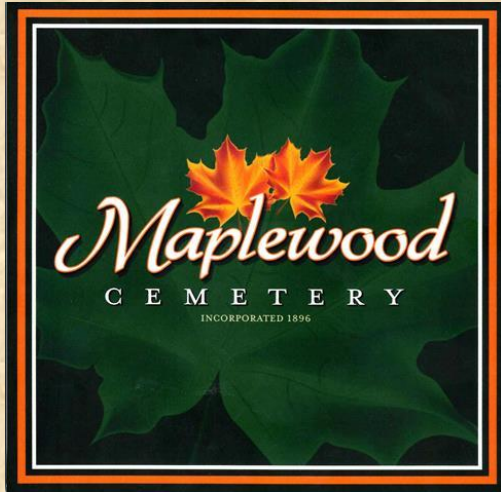
New Business General Discussion



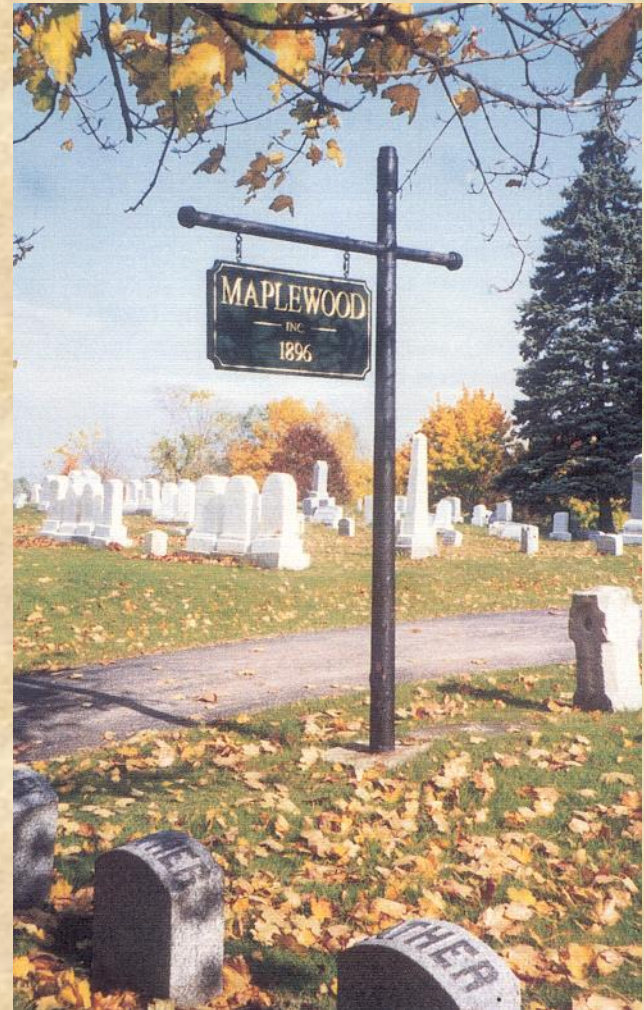
**Thank you for attending the
126th Annual Meeting of the
Maplewood Cemetery Association**



Welcome to the 1Q 2023 Directors Meeting of the Maplewood Cemetery Association



March 1, 2023





Maplewood Cemetery Association

1Q 2023 Directors Meeting

Meeting Agenda:

- ➡ **Secretary** – Read minutes from last meeting
- **Treasurer** – Business report for 1Q 2023
- **Finance** – Investment update for 1Q 2023
- **Superintendent** – Operations update
- **Grounds** – 1Q Grounds status and activities
- **Sunshine** – Updates
- **Nominating** – Elections of officers and directors
- **'Old' Business** – review, discussion
- **New Business** - Projects, Discussions, Next Steps
- **General Discussions** – Feedback, Issues

March 1, 2023



Maplewood Cemetery Association – 4Q 2022 Directors Meeting

Maplewood Cemetery Association
24 Flinton Run
Churchville, NY 14428



Maplewood Cemetery Association Quarterly Board Report December 18, 2022

This is the December 2022 (Q4) Quarterly Board Report in place of a physical meeting.

Treasurer's Business Report: Gary's Business Report 4th Quarter 2022. Lower sales volume for all income items and negative investment fund returns across the board. Cremations outpaced full interments.

Business Report as of 12/15/2022

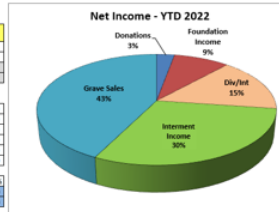
YTD 2022

Checking	Key Bank	General Savings	Vanguard (S)	General Accounts (F)	PM Accounts	Vanguard	Key Bank (PM)	PM Accounts
Balance Forward	\$ 45,725.32	Balance Forward	\$ 232,786.97	\$ 198,512.29	Balance Forward	\$ 382,515.10	\$ -	\$ 382,515.10
Receipts/Deposits (S)	\$ 86,171.18	Receipts/Deposits			Receipts/Deposits	\$ -	\$ -	\$ -
Expenses	\$ (113,577.72)	Expenses			Expenses	\$ -	\$ -	\$ -
Balance	\$ 18,490.10	Balance	\$ 236,995.79	\$ 198,512.29	Balance	\$ 382,515.10	\$ -	\$ 382,515.10
			YTD2022 - FY2021	(\$15,623.41)		YTD2022 - FY2021	(\$15,623.41)	

(\$150,000 after from General Savings to Checking)

Business Report	YTD 2022	Last Year (FY 2021)	Average (last 52 weeks)
Grave Sales	25	48	43
Interments - Full (total)	18 (all)	21 (S)	43 (combined)
Interments - Cremated	28	34 (S Out of 101)	
Foundations	19	36	

Section Availability	# Graves	Income - YTD	Net Income
C	4	Donations	\$ 1,680.00
D	13	Foundation Income	\$ 5,210.00
F	3	Dividends	\$ 5,290.00
H	1	Interest Income	\$ 17,900.00
J	429	Grave Sales	\$ 25,400.00
K	242		\$ 36,510.00
Total Available:	692		
Total Sold: J & K	675	I & R (over 6/2021)	37%
* includes Day Burials		Donation Notes: Net Flag Holders (AD)	\$ 6,440.00
		Net Flag Holders (AD)	\$ 10,417.00



Finance Report: George reported we had a negative return, but it was not as bad compared to the S & P 500.

PM & Perpetual Care Accounts	1/1/2022	12/9/2022	Change	%Change	Morningstar
1 - PM Equity Income	\$ 86,048	\$ 80,571	(\$5,477)	-6.4%	VEIRX 5*
2 - PM GNMA Bond Fund	\$ 25,280	\$ 22,978	(\$2,302)	-9.1%	VFII 4**
2 - PM Intermediate Bond Fund	\$ 27,721	\$ 24,317	(\$3,404)	-12.3%	VBILX 4*
6 - PC Flower STAR Fund	\$ 5,822	\$ 4,814	(\$1,008)	-17.3%	VGSTX 4*
5 - Perpetual Care STAR Fund	\$ 1,764	\$ 1,458	(\$306)	-17.3%	VGSTX 4*
3 - PM (New) HI Div Yield Fund (#)	\$ 175,674	\$ 162,594	(\$13,080)	-7.4%	VHYAX 4*
3 - PM (New) TIPS Bond Fund (#)	\$ 63,310	\$ 56,720	(\$6,590)	-10.4%	VAIPX 4*
Total PM + Perpetual Care (#)	\$ 385,619	\$ 353,452	(\$32,167)	-8.3%	

General Operating Funds	1/1/2022	12/9/2022	Change	%Change	Morningstar
4 - Gen Balanced Fund	\$ 113,691	\$ 97,121	(\$16,570)	-14.6%	VBIA 4*
4 - Brokerage 077	\$ 47,084	\$ 39,701	(\$7,383)	-15.7%	VG 4/VPU 3
Total Vanguard Mutual Funds (#)	\$ 160,775	\$ 136,822	(\$23,953)	-14.9%	

"1/1/22" balances include \$3,304 deposited during 2022.

YTD: Dow -13.3% S&P 500 -17.0%



Maplewood Cemetery Association

1Q 2023 Directors Meeting

Meeting Agenda:

- **Secretary** – Read minutes from last meeting
- ➔ • **Treasurer** – Business report for 1Q 2023
- **Finance** – Investment update for 1Q 2023
- **Superintendent** – Operations update
- **Grounds** – 1Q Grounds status and activities
- **Sunshine** – Updates
- **Nominating** – Elections of officers and directors
- **'Old' Business** – review, discussion
- **New Business** - Projects, Discussions, Next Steps
- **General Discussions** – Feedback, Issues

March 1, 2023



Maplewood Cemetery Association

1Q 2023 Directors Meeting

2023 Business Forecast:

- What does it cost to 'run' the cemetery?

Year	Expenses	Income	Projects*	P/L	Type
2023	\$ 54,208	\$ 56,633	\$ -	\$2,426	Forecast
2022	\$145,598	\$ 98,689	\$32,943	(\$46,909)	Actual
2020	\$ 92,152	\$121,517	\$ 6,204	\$29,365	Actual
2018	\$ 76,139	\$ 97,542	\$10,099	\$21,403	Actual

Projects*: Amounts included in Expenses

2023 Expenses are annualized, 'static' expenses. Additional expenses are not shown

2023 Income is forecast to meet or exceed the expenses (net income).

How much do we want to sell?

Maplewood Cemetery Association

1Q 2023 Directors Meeting

2022 Expenses:

- What does it cost to 'run' the cemetery?

Annual Expenses:					
Category	Type	Period	Amount	Span	Ave/year
Office Supplies	Expense	2022	\$ 2,200.00	1	\$ 2,200.00
Mow & Trim (2) (Employees)	Expense	2022	\$ 15,131.00	1	\$ 15,131.00
Mow & Trim (2) (Employees)	Expense	2022			
Mow & Trim (Contractor)	Expense	2022	\$ 7,095.00	1	\$ 7,095.00
Fuel	Expense	2022	\$ 850.00	1	\$ 850.00
Fuel	Expense	2022	\$ 2,072.00	3	
Landscaping	Expense	2022	\$ 5,248.00	1	\$ 5,248.00
Lawn Maintenance	Expense	2022	\$ 1,804.00	1	\$ 1,804.00
NY Cem Div - Vandalism	Expense	2022	\$ 155.00	1	\$ 155.00
NY Assoc of Cemeteries	Expense	2022	\$ 105.00	1	\$ 105.00
Insurance	Expense	2022	\$ 3,934.00	1	\$ 3,934.00
Payroll (2) (Salaried only)	Expense	2022	\$ 11,525.00	3	\$ 3,841.67
Utilities: Spectrum	Expense	2022	\$ 1,300.00	1	\$ 1,300.00
Utilities: RG&E	Expense	2022	\$ 450.00	1	\$ 450.00
Utilities: Accessline	Expense	2022	\$ 145.00	1	\$ 145.00
Utilities: Waste Management	Expense	2022	\$ 4,040.00	1	\$ 4,040.00
Website	Expense	2022	\$ 150.00	1	\$ 150.00
other (QB total expenses)	Expense	2022	\$ 52,041.33	1	\$ 52,041.33
Project Expenses	Expense	2022	\$ 32,943.00	1	\$ 32,943.00
Total: Annual Expenses	Expense				\$ 131,433.00

Maplewood Cemetery Association

1Q 2023 Directors Meeting

2023 Business Forecast:

- What does it cost to 'run' the cemetery?

Forecast Targets:					
Category	Type	Period	Amount	QTY	Forecast
Grave Sales	Income	2023	\$ 1,200.00	25	\$ 30,000.00
Foundations (Ave net per ea)	Income	2023	\$ 263.33	10	\$ 2,633.30
Interments - Full (Ave net)	Income	2023	\$ 400.00	10	\$ 4,000.00
Interments - CRE (Ave net)	Income	2023	\$ 400.00	15	\$ 6,000.00
PM Dividends and Interest	Income	2023	\$ 14,000.00	1	\$ 14,000.00
Total Income:					\$ 56,633.30
Profit / Loss:					\$2,425.63

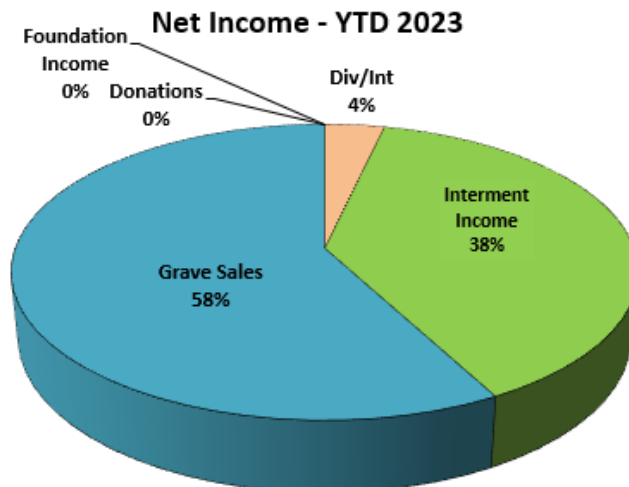
Maplewood Cemetery Association – 1Q 2023 Directors Meeting

YTD 2023 Business Report

Business Report		as of 2/27/2023		YTD 2023					
									
Checking:	Key Bank	General Savings:	Vanguard (3)	General Accounts FY	PM Accounts:	Vanguard	Key Bank (PM)	PM Accounts YTD	
Balance Forward	\$ 20,615.13	Balance Forward	\$ 129,700.97	\$ 150,316.10	Balance Forward	\$ 352,350.00	\$ -	\$ 352,350.00	
Receipts/Deposit	\$ 8,610.99	Receipts/Deposits			Receipts/Deposits		\$ -	\$ -	
Expenses	\$ 8,663.20	Expenses			Expenses		\$ -	\$ -	
Balance	\$ 20,562.92	Balance	\$ 126,801.00	\$ 147,363.92	Balance	\$ 352,468.00	\$ -	\$ 352,468.00	

Business Report	YTD 2023	Last Year (FY 2022)	Average (past 52 years)
Grave Sales	3	48	43
Interments - Full (total)	3 (0)	21 (55)	43 (combined)
Interments - Cremated	0	34 (4 Out of NY)	
Foundations	0	36	-

Section Availability	# Graves	Income - YTD		Net Income	
C	4	Donations	\$ -		
D	13	Foundation Income	\$ -		
F*	3	Div/Int	\$ 224.00		
H	1	Interment Income	\$ 2,400.00		
J	431	Grave Sales	\$ 3,600.00		
K	240		\$ 6,224.00		
Total Available:	692				
Total Sold: J & K	335	- J & K: (since 6/2013)		33%	
* Includes Buy-Backs	Donation Notes: Yet Flag Holders (All \$ 6,449.00				
	(since inception) \$\$ for Trees (All) \$ 15,417.00				



Maplewood Cemetery Association

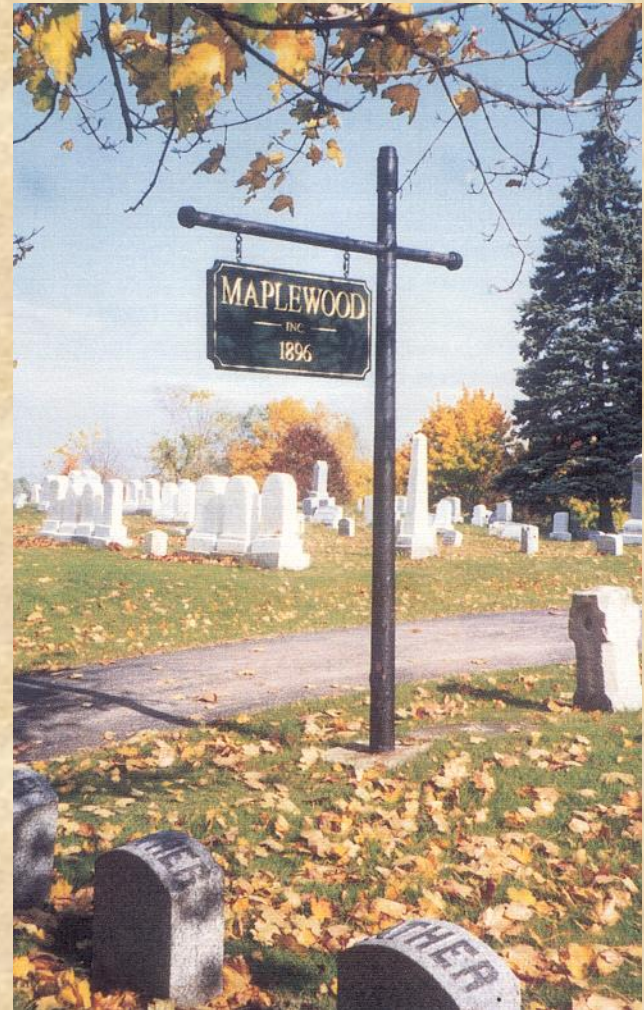
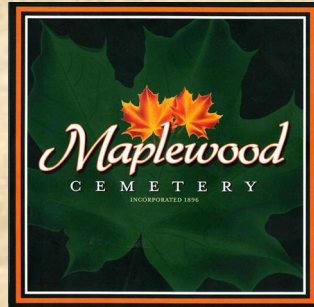
1Q 2023 Directors Meeting

Reports:



Finance

- Superintendent
- Grounds
- Sunshine
- Nominating



Maplewood Cemetery Association – 1Q 2023 Directors Meeting

Finance Report - YTD 2023 – Investment Performance

PM & Perpetual Care Accounts	1/1/2023	2/26/2023	Change	%Change	Morningstar
1 - PM Equity Income	\$ 78,966	\$ 78,583	(\$383)	-0.5%	VEIRX 5*
2 - PM GNMA Bond Fund	\$ 22,042	\$ 21,997	(\$45)	-0.2%	VFIIX 4**
2 - PM Intermediate Bond Fund	\$ 23,501	\$ 23,451	(\$50)	-0.2%	VBILX 4*
6 - PC Flower STAR Fund	\$ 4,404	\$ 4,557	\$153	3.5%	VGSTX 4*
5 - Perpetual Care STAR Fund	\$ 1,334	\$ 1,381	\$47	3.5%	VGSTX 4*
3 - PM (New) Hi Div Yield Fund (#)	\$ 170,858	\$ 169,747	(\$1,111)	-0.7%	VHYAX 4*
3 - PM (New) TIPS Bond Fund (#)	\$ 52,695	\$ 52,752	\$57	0.1%	VAIPX 4*
Total PM + Perpetual Care (#)	\$ 353,800	\$ 352,468	(\$1,332)	-0.4%	

General Operating Funds	1/1/2023	2/26/2023	Change	%Change	Morningstar
4 - Gen Balanced Fund	\$ 84,680	\$ 86,987	\$2,307	2.7%	VBIAX 4*
4 - Brokerage 077	\$ 38,765	\$ 39,814	\$1,049	2.7%	VGT 4/VPU 3
Total Vanguard Mutual Funds (#)	\$ 123,445	\$ 126,801	\$3,356	2.7%	

"1/1/23" balances include \$1,450 deposited during 2023.

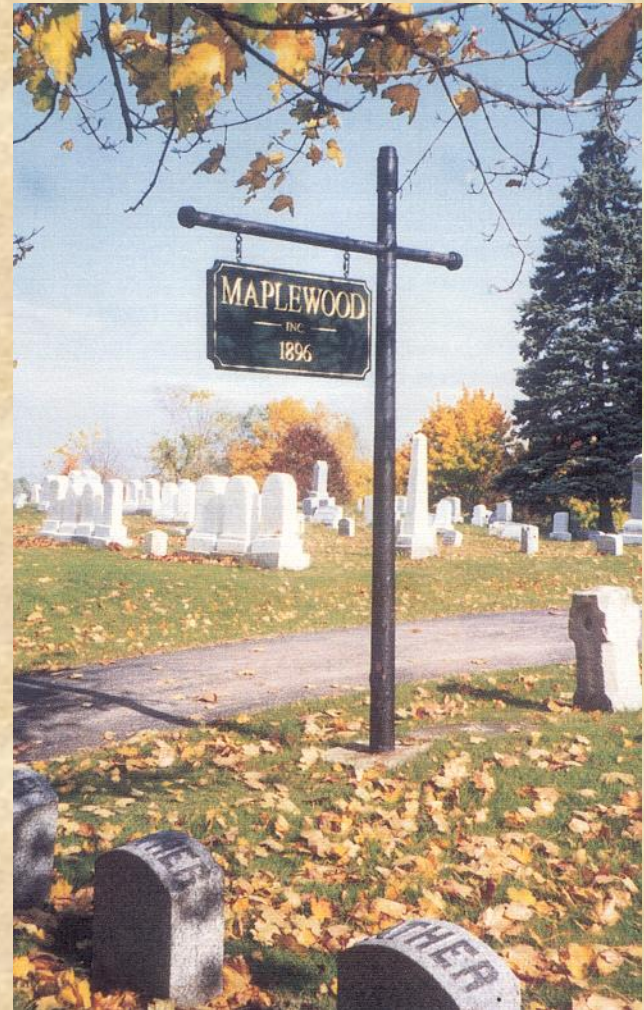
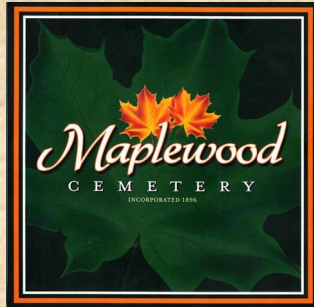
YTD: Dow -1.0% S&P 500 +3.4% NASDAQ +14%

Maplewood Cemetery Association

1Q 2023 Directors Meeting

Reports:

- Finance
- Superintendent
- Grounds
- Sunshine

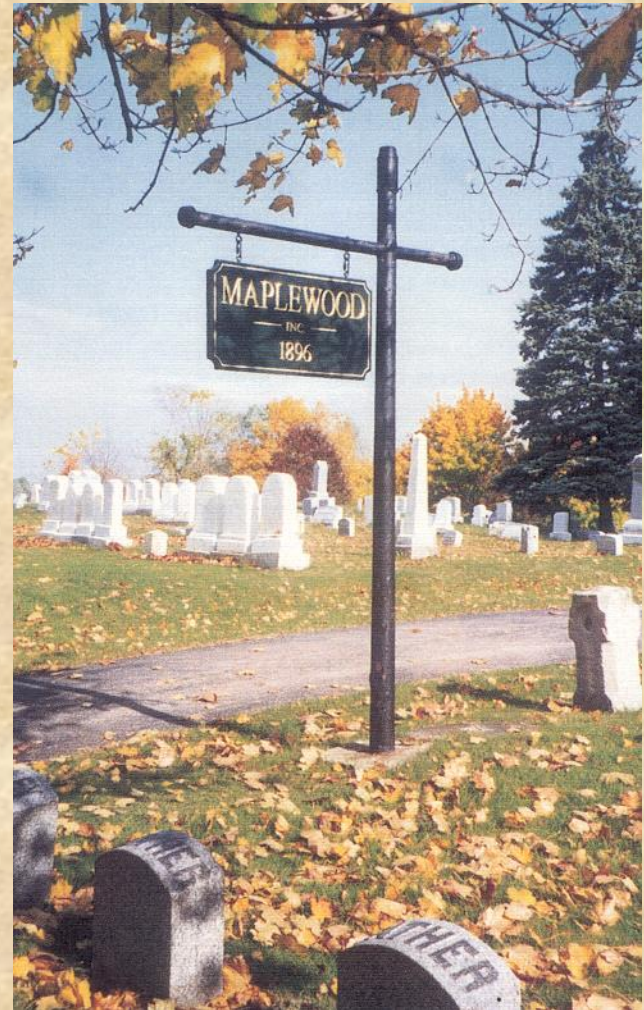
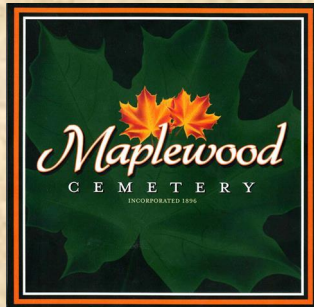


Maplewood Cemetery Association

1Q 2023 Directors Meeting

Reports:

- Finance
- Superintendent
- Grounds
- Sunshine
- **Nominating**



Maplewood Cemetery Association

1Q 2023 Directors Meeting – Nominating: Officers & Directors

Officers: (1 Year Term)

President:

George Zornow

1st Vice President:

Sue Comstock

2nd Vice President:

John Hatch

Superintendent:

Carol Feasel

Secretary:

Linda Stockmaster

Treasurer:

Gary Stockmaster

Directors: (3 Year Term)

- Carol Feasel
- Margaret Hayes
- Scott Nevol
- Gary Stockmaster
- 1 – Open Position

Leadership Rotation Schedule:

	2020	2021	2022	2023	2024	2025
President	Hank Wallace	Mark Feasel	Margaret Hayes	George Zornow	Sue Comstock	John Hatch
1st VP	Mark Feasel	Margaret Hayes	George Zornow	Sue Comstock	John Hatch	Scott Nevol
2nd VP	Margaret Hayes	George Zornow	Sue Comstock	John Hatch	Scott Nevol	Hank Wallace
	George Zornow	Sue Comstock	John Hatch	Scott Nevol	Hank Wallace	Mark Feasel
	Sue Comstock	John Hatch	Scott Nevol	Hank Wallace	Mark Feasel	Margaret Hayes
	John Hatch	Scott Nevol	Hank Wallace	Mark Feasel	Margaret Hayes	George Zornow
	Scott Nevol	Hank Wallace	Mark Feasel	Margaret Hayes	George Zornow	Sue Comstock



Maplewood Cemetery Association

Directors and Officers – 2023

Name	Phone #	Address	Term	Position	Committee(s)
Carol Feasel	334-3008(H) 737-7596(C)	280 Ward Hill Road Henrietta, NY 14467 Superintendent@MaplewoodCemetery.org	2026	Superintendent	Surpluses, Sales
Gary Stockmaster	473-2609(H) 626-7289(C)	24 Flinton Run Churchville, NY 14428 Gary@MaplewoodCemetery.org	2026	Treasurer	Web, Database, Grounds, Finance
George W. Zornow	334-5537	1128 Erie Station Rd Henrietta, NY 14467 GWZORNOW@aol.com	2026	Director, President	Audit, Finance
Hank Wallace	334-5333 (H) 260-6035 (C)	859 Mince Road Henrietta, NY 14467 hw@hwl.com	2026	Director	Audit
Jim Comstock	721-9739 (H)	27 Tree Top Lane West Henrietta, NY 14596 J27Top@aol.com	2024	Director	
John Hatch	334-6268 (H) 738-9912 (C)	118 Wright Rd Henrietta, NY 14467 johnh@TWC.com	2026	Director, 2 nd Vice President	
Linda Stockmaster	473-2609(H) 626-7289(C)	24 Flinton Run Churchville, NY 14428 Linda@MaplewoodCemetery.org	2024	Director, Secretary	Database, Gardens
Margaret Hayes	305-6487(C)	15 Bearbrush Lane West Henrietta, NY 14596 mh@ltyes@aol.com	2026	Director	
Mark Feasel	226-9636 (H) 314-4823 (C)	2500 Bronson Hill Rd Avon, NY 14414 Mfeasel@rochester.rr.com	2024	Director	Grounds
Melanie Rajaphoomy	727-2195 (C)	16 Monaco Dr Rochester, NY 14624 bagave17@yahoo.com	2026	Director	
Ray Feasel, Jr.	334-3008(H) 737-7596(C)	280 Ward Hill Road Henrietta, NY 14467	2026	Director	Grounds
Sandra Ann Wilson	334-2684 (H)	102 Heather-Cole Circle Henrietta, NY 14467 StipashV411@gmail.com	2024	Director	
Scott Nevol	721-3240 (H)	87 Lyander Dr Rochester, NY 14623 scottnevol@protonmail.com	2026	Director	Grounds
Susan Comstock	520-6834 (C)	27 Tree Top Lane West Henrietta, NY 14596 J27Top@aol.com	2024	Director, 1 st Vice President	
OPEN			2023	Director	

Note: *Term: indicates the last year of the listed Director's 3-year term.

Maplewood Cemetery Voicemail: (585) 672-1020

Maplewood Cemetery Business Office: (585) 473-2609

Maplewood Cemetery Email: info@MaplewoodCemetery.org

MWC Admin: <http://www.MaplewoodCemetery.org/mwcadmin>



Visit #Maplewood Cemetery on the web: <http://www.MaplewoodCemetery.org>

MWC 2023 Board (20230131).docx

Gary Stockmaster

Revised 3/1/2023.

Maplewood Cemetery Association

1Q 2023 Directors Meeting

Old Business :

- MWC By-Laws review. John recommends a committee of himself, Gary, Scott, George and Melanie work on the By-Laws and present their findings at the annual meeting. Margaret should also be invited. Gary agreed to host at his house and will setup to review meetings.
- Some discussion was had about the salary we currently pay employees.
- Scott has agreed to work with Carol to learn what she does as superintendent.
- 2022 Sales and revenues are lower than anticipated.

Maplewood Cemetery Association

1Q 2023 Directors Meeting

New Business:

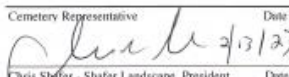
- Grounds – Gardens: Spring Cleanup renewal
 - Proposal from Chris Shafer, \$1,150
 - **Includes:**
 - Designated gardens
 - All 'new' trees with a mulch border
- Spring Clean-up, remove leaves and debris
- Edge designated gardens and tree beds
- Mulch these garden and tree beds
- Price includes materials and labor
- All work to be completed prior to Memorial Day


Putting Customer Service First since 1991

Maplewood Cemetery
150 Middle Rd
Henrietta, NY 14467

Shafer Landscape
Chris Shafer
5475 Scotsburg Road
Groveand, NY 14462
(585) 721-1310
2/13/23

Estimate For Work - Maplewood Cemetery Inc.

Date	Description	Amount
2023 Season	Work does NOT include beds circled in black on attached "Shafer Exclusion Map" Beds NOT included are described as: Berm around maintenance garage All beds along Middle rd Memorial garden	
	1. Spring clean-up Spring Clean-up - prior to mulch installation Remove leaves and debris.	Included
	2. Spring mulch in existing beds Round up 2x prior to mulch Round up 2x french drain Edge beds with hand power edger Price includes materials and labor - Black Mulch All work to be completed prior to Memorial Day	Included
	Total :	\$1,150.00
	Cemetery Representative  Chris Shafer - Shafer Landscape, President	Date 2/13/23 Date

Maplewood Cemetery Association

1Q 2023 Directors Meeting

New Business:

- Grounds – Annual Landscape Maintenance renewal
 - Proposal from Cardinal Landscape, \$5,200
 - **Includes:**
 - Pruning of shrubs, weed, edge and mulch garage berm, front berms, Veterans garden and Memorial garden.
 - Pruning 2/year, June & August
 - Weeding monthly April - October
 - Price includes materials and labor



Maplewood Cemetery Association

1Q 2023 Directors Meeting

Other New Business:

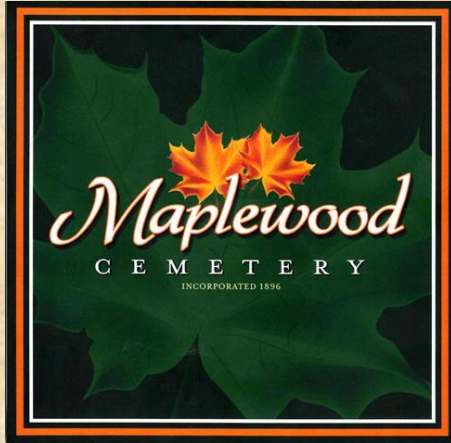
Maplewood Cemetery Association

1Q 2023 Directors Meeting

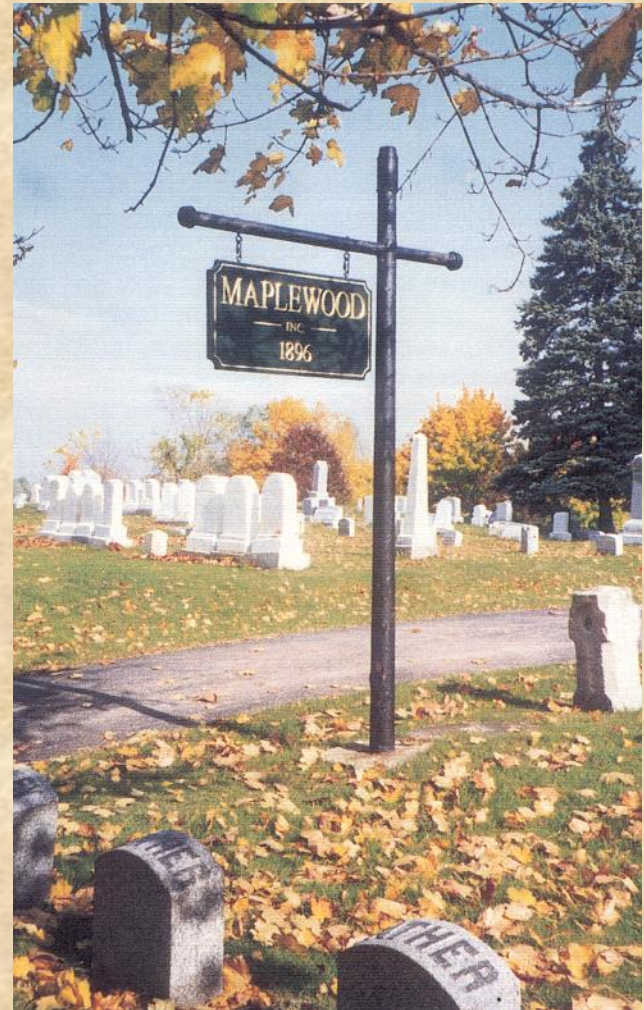
Other New Business:

**Next Quarterly Board Meeting: Wednesday June 7th
At the Cemetery Shed**

**Thank You for attending the
1Q 2023 Directors Meeting of the
Maplewood Cemetery Association**



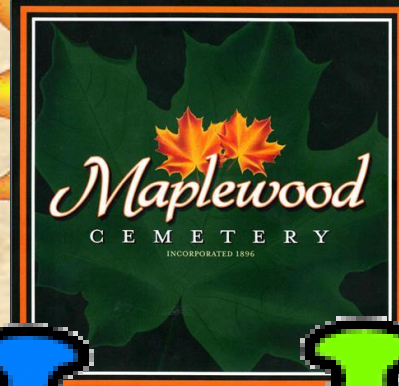
March 1, 2023



Cemetery Operations:

- Burial Scheduling
- Vendor scheduling
- Landscape & Grounds Management
 - Mowing
 - Trimming
 - Grave topping & seeding
 - Roads
- Equipment Management
 - Purchases
 - Repairs
 - Supplies
 - Shed
 - Tools
 - Hydrants

Customers



Operations

Business

Board of Directors

**Planning, Pricing, Rules & Regulations,
Policies, Bylaws, Staffing, Audit**

Business Management of:

- Sales transactions
- Financial records
- Inventory records and maps
- Customer data
- Employee payroll
- Vendor transactions
- Federal and NY taxes and filings
- Insurance contracts
- Compliance with NYS & Cemetery Laws
- Communications, marketing and social-public media, website
- Infrastructure technology
- Security requirements

Current positions:

- **Secretary**
- **Treasurer**
- No Finance Officer position
- No backup for secretary or treasurer tasks
- How will a new treasurer or secretary be brought in and trained?



Proposed Clarification and Changes:

- Define tasks that could be assigned for a segment of the business.
- Add a **Business Manager** position
 - Coordinates all business activities
 - Primary Sales Contact
 - Trainer and Backup for other Business positions
- **Secretary**
 - Sales Data Entry
 - Inventory Management
 - Deed management
- **Treasurer**
 - Add '**Vice**' treasurer
 - Backup for Secretary
- Add **Finance Officer**
 - Investment management
 - Backup for treasurer ('Vice Treasurer')
- Add **Infrastructure Management**
 - Webmaster
 - Security



Business Office



Customers



Vendors



Finance

- Banking
- Payroll – direct deposit
- Email – Bank Transfers
 - Invoicing, A/R
 - Bill Pay, A/P
 - Customers
 - Vendors

Records Management
Inventory

Audit
Communications
Collaboration

Data Security
Accessibility

