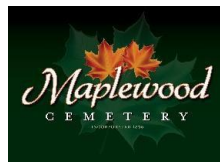


Maplewood Cemetery Association
24 Flinton Run
Churchville, NY 14428



Maplewood Cemetery Association
Quarterly Board Meeting
March 1, 2023

President Margaret Hayes brought the Directors Quarterly meeting border.

Secretary's Report: Linda read the minutes of the YTD 2023 Quarterly report. A motion to approve was made by George, seconded by Carol, and approved.

Treasurer's Business Report: Gary's Business Report –1st Quarter 2023. A motion to accept was made by Scott seconded by Jim and approved.

Business Report as of 2/27/2023		YTD 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

Gary reviewed the expenses and income and presented our future forecast. It cost about \$56,633 to 'run' the cemetery with a profit of \$2,425.

Finance Report: George reported

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%

Sunshine Committee: Nothing to report.

Superintendent's Report: We had a lot of snow, and it was hard to find grave markings.

Grounds Report:

- **John Deere Tractor needs maintenance and a problem fixed.**
- **Changed the battery in the large mower.**

Nominations:

- Carol Feasel, Margaret Hayes, and Scott Nevol were approved for another 3-year term as Board Directors.
- The following officers were approved for a 1-year term:
 - George Zornow – President
 - Sue Comstock – 1st VP
 - John Hatch – 2nd VP
 - Carol Feasel – Superintendent
 - Linda Stockmaster – Secretary
 - Gary Stockmaster - Treasurer

Website: Gary is working on a new website to make it easier to maintain.

Database: It continues to be updated.

Old Business:

- MWC By-Laws review. John recommends a committee of himself, Gary, Scott, George and Melanie, work on the Bylaws and present their findings at the annual meeting. Margaret should also be invited. Gary agreed to host at his house.
 - Note: The Bylaws have not been completed. No meeting schedule has been set.
- 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.

New Business:

- An Executive Committee reviewing salaries agreed to include the Treasurer as a paid employee.
 - The annual salary was set at \$5,100.
- Chris Shafer changed his gardening maintenance. Spring Cleanup to \$1,150.
 - Includes: All 'new' trees with a mulch border. Remove leaves and debris, edge and mulch most gardens and tree beds in the spring. Price includes materials and labor. All work to be completed prior to Memorial Day.
- New contract with Cardinal Landscaping for shed berm, memorial garden. front garden and East hill garden is \$5,200. A motion from Jim and seconded by Linda was approved for both.
- Gary presented his vision of moving to a more cloud-based operation for additional people to access.
 - It was noted that most of the applications we use to operate the business and operations functions of the cemetery are already cloud-based.
 - QuickBooks, used for financial management, has been migrated to the 'On-line' version from the 'Desktop' version. Payroll has been moved to direct-deposit from check-based.
 - Vendors are being encourage transact electronically vs. paper-based invoices and checks.

The meeting was adjourned with a motion from by George and seconded by Mark.

Next Meeting – The next meeting, 2nd Quarter meeting of 2023, is scheduled for Wednesday June 7th @ 7 PM at the shed. Meeting reminders will be sent out as usual.

Directors and Officers Present Ray and Carol Feasel, Gary and Linda Stockmaster, Mark Feasel, Margaret Hayes, George Zornow, Scott Nevol, Jim Comstock, Melanie Rajaphoumy and Sandra Ann Wilson.



Secretary