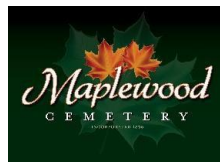


Maplewood Cemetery Association
24 Flinton Run
Churchville, NY 14428



Maplewood Cemetery Association
Quarterly Board Meeting
June 7, 2023

President George Zornow brought the Directors Quarterly meeting to order.

Secretary's Report: Linda read the minutes of the 1st Quarterly report. A motion to approve was made by John, seconded by Jim, and approved.

Treasurer's Business Report: Gary's Business Report –2nd Quarter 2023. A motion to accept was made by John, seconded by Carol and approved.

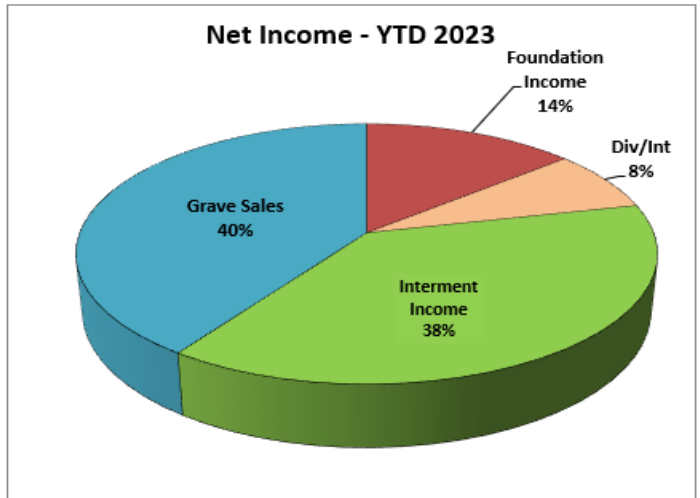
Business Report as of 6/2/2023

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	\$ 42,497.38	Receipts/Deposits			Receipts/Deposits		\$ -	\$ -
Expenses	\$ 31,551.50	Expenses			Expenses		\$ -	\$ -
Balance	\$ 35,151.92	Balance	\$ 133,674.28	\$ 168,826.20	Balance	\$ 341,479.78	\$ -	\$ 341,479.78

Business Report	YTD 2023	Last Year (FY 2022)	Average (past 52 years)
Grave Sales	11	48	43
Interments - Full (total)	9 (22)	21 (55)	43 (combined)
Interments - Cremated	13	34 (4 Out of NY)	
Foundations	14	36	-

Section Availability	# Graves	Income - YTD	Net Income
C	4	Donations	\$ -
D	13	Foundation Income	\$ 4,519.00
F*	2	Div/Int	\$ 2,485.92
H	1	Interment Income	\$ 12,500.00
J	423	Grave Sales	\$ 13,200.00
K	251		\$ 32,704.92
Total Available:	694		
Total Sold: J & K	332	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 updated the YTD expenses and income and presented our status. It costs about \$56,633 to 'run' the cemetery with a profit of \$2,425. (based on the forecast presented at the 1st Quarter meeting).

Forecast Targets:						ACTUALS
Category	Type	Period	Amount	QTY	Forecast	June (YTD)
Grave Sales	Income	2023	\$ 1,200.00	25	\$ 30,000.00	\$ 13,200.00
Foundations (Ave net per ea)	Income	2023	\$ 263.33	10	\$ 2,633.30	\$ 4,519.00
Interments - Full (Ave net)	Income	2023	\$ 400.00	10	\$ 4,000.00	\$ 3,600.00
Interments - CRE (Ave net)	Income	2023	\$ 400.00	15	\$ 6,000.00	\$ 5,200.00
PM Dividends and Interest	Income	2023	\$ 14,000.00	1	\$ 14,000.00	\$ 2,485.92
Total Income:					\$ 56,633.30	\$ 29,004.92
Profit / Loss:					\$ 2,425.63	(\$25,202.75)

Finance Report: George reported:

PM & Perpetual Care Accounts	1/1/2023	5/31/2023	Change	%Change	Morningstar
1 - PM Equity Income	\$ 78,966	\$ 74,711	(\$4,255)	-5.4%	VEIRX 4*
2 - PM GNMA Bond Fund	\$ 22,042	\$ 22,258	\$216	1.0%	VFIIIX 4**
2 - PM Intermediate Bond Fund	\$ 23,501	\$ 23,967	\$466	2.0%	VBILX 4*
6 - PC Flower STAR Fund	\$ 4,404	\$ 4,690	\$286	6.5%	VGSTX 4*
5 - Perpetual Care STAR Fund	\$ 1,334	\$ 1,421	\$87	6.5%	VGSTX 4*
3 - PM (New) Hi Div Yield Fund (#)	\$ 170,998	\$ 160,090	(\$10,908)	-6.4%	VHYAX 4*
3 - PM (New) TIPS Bond Fund (#)	\$ 53,295	\$ 54,343	\$1,048	2.0%	VAIPX 3*
Total PM + Perpetual Care (#)	\$ 354,540	\$ 341,480	(\$13,060)	-3.7%	

General Operating Funds	1/1/2023	5/31/2023	Change	%Change	Morningstar
4 - Gen Balanced Fund	\$ 84,680	\$ 90,017	\$5,337	6.3%	VBIAX 4*
4 - Brokerage 077	\$ 38,765	\$ 43,657	\$4,892	12.6%	VGTX 4/VPU 3
Total Vanguard Mutual Funds (#)	\$ 123,445	\$ 133,674	\$10,229	8.3%	

"1/1/23" balances include \$2,190 deposited during 2023.

YTD: Dow -0.7% S&P 500 +8.9% NASDAQ +26.88%

Sunshine Committee: Nothing to report.

Superintendent's Report: 13 cremations were caught up from winter. Carol anticipates more full interments. She has been very busy. Several great comments about how nice the cemetery looks.

Grounds Report: A tree has been replaced in the center of sections J&K. A new Cleveland Select Pear has been added to be consistent with the other trees in the center row. A maple tree on the back road looks bad. Mark said there are hanging limbs in D & F sections. There was talk about renting equipment and Mark and Scott will take care of it.

Website: Gary has created a new WordPress-based customer website. The same MaplewoodCemetery.org website address will take you there. The internal website, MaplewoodCemetery.org/mwadmin has been updated.

Database: It continues to be updated locally and uploaded to the MaplewoodCemetery.org/mwadmin site.

Old Business:

- **Anniversary time!** Sections J&K have been open for 10 years, tomorrow... A YouTube video is available showing the development of these sections, the east hill, the south area and our roads.
- Note: The Bylaws revisions have not been completed. No meeting schedule has been set.
- Gary presented an update of 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. The MaplewoodCemetery.org/mwadmin site should be our business reference vs. printed listings. Things change too fast to keep printed listings up to date.
 - 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.
 - Shafer Landscape is the 1st contractor to transact electronically vs. paper-based invoices and checks.

New Business:

- Security review. How to respond to issues that are identified on Reolink. It was decided that we should call 911 if a serious problem was seen.
- We should begin planning the next phase of expansion in the next 5 years.
- Two plaques will be installed to recognize Sarah and Owen Ellis for their Eagle Projects.

The meeting was adjourned with a motion by Carol and seconded by Ray.

Next Meeting – The next meeting, our 3rd Quarter meeting of 2023, is scheduled for Wednesday September 6th @ 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 and Sue Comstock, and Sandra Ann Wilson



Secretary