

APPENDIX F

10 YEAR COMPARATIVE & 5 YEAR PROJECTION

	ACTUAL - FISCAL YEAR ENDED JANUARY 31st										Average of Last 5 Years	PROJECTIONS - FISCAL YEAR ENDING JANUARY 31st Current Structure (No changes except increase in Perpetual Care Sales)					
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017		Total	2013 - 2017	2018	2019	2020	2021
Operating Revenue:																	
Interest Income	21,612	27,267	28,596	28,336	28,200	27,264	24,060	22,276	21,398	17,645	246,654	22,529	11,902	6,670	4,246	4,019	4,019
Dividend Income	-	-	-	-	-	-	-	-	-	-	2,999	600	10,366	17,580	21,245	22,442	23,339
Gain on Sale of Investment	-	-	-	-	-	-	-	-	-	5,194	5,194	1,039	-	-	-	-	-
Base Preparation - Monuments	1,000	2,100	1,650	1,550	1,700	1,650	2,300	2,600	2,000	2,200	18,750	2,150	2,150	2,193	2,237	2,282	2,327
Annual Care of Lots	710	1,190	1,230	230	190	690	190	190	150	150	4,920	274	150	150	150	150	150
Donations	1,670	1,360	2,750	602	3,100	3,400	1,155	3,495	1,512	4,020	23,064	2,716	1,000	1,000	1,000	1,000	1,000
Bequests	96,853	1,500	15,322	1,000	-	1,000	-	3,000	500	-	119,175	900	-	-	-	-	-
Other Income	60	-	370	60	10	-	-	410	420	128	1,458	192	-	-	-	-	-
Total Operating Revenue	\$ 121,905	\$ 33,417	\$ 49,918	\$ 31,778	\$ 33,200	\$ 34,004	\$ 27,705	\$ 31,971	\$ 25,980	\$ 32,336	\$ 422,214	\$ 30,399	\$ 25,568	\$ 27,594	\$ 28,878	\$ 29,893	\$ 30,835
Operating Expenses:																	
Wages and benefits	24,643	26,986	26,475	25,884	25,936	27,066	28,392	28,527	28,045	28,366	241,954	28,079	28,641	29,214	29,798	30,394	31,002
Machinery Expenses	3,167	4,003	3,035	3,035	3,049	3,932	3,688	3,465	3,570	2,794	30,944	3,490	3,560	3,631	3,703	3,777	3,853
Loam, Gravel & Fill	2,354	2,684	2,484	2,782	2,328	2,887	2,576	2,553	2,415	2,588	23,062	2,604	2,656	2,709	2,763	2,818	2,875
Honorariums	1,450	1,450	1,450	1,450	1,450	1,450	1,450	1,450	1,450	1,950	13,050	1,550	1,950	1,950	1,950	1,950	1,950
Insurance - Equipment & Liab.	850	750	750	750	750	750	650	650	717	743	6,617	702	1,316	1,342	1,369	1,397	1,425
Depreciation - Machinery	1,146	1,259	1,259	1,073	1,073	1,073	960	1,236	1,358	1,404	10,438	1,206	1,230	1,255	1,280	1,306	1,332
Office - Postage, Paper etc.	121	112	262	135	43	403	662	205	109	570	2,053	390	398	406	414	422	430
Equipment, Supplies & Seed	405	296	510	160	215	237	385	356	321	157	2,885	291	297	303	309	315	322
Miscellaneous	142	344	368	74	59	78	67	56	62	106	1,250	74	75	77	78	80	81
Total Operating Expenses	\$ 34,278	\$ 37,884	\$ 36,594	\$ 35,343	\$ 34,903	\$ 37,876	\$ 38,830	\$ 38,498	\$ 38,047	\$ 38,678	\$ 332,253	\$ 38,386	\$ 40,122	\$ 40,886	\$ 41,665	\$ 42,459	\$ 43,269
Net Operating Revenue	\$ 87,627	\$ (4,467)	\$ 13,325	\$ (3,565)	\$ (1,703)	\$ (3,872)	\$ (11,125)	\$ (6,527)	\$ (12,067)	\$ (6,342)	\$ 89,961	\$ (7,987)	\$ (14,554)	\$ (13,292)	\$ (12,787)	\$ (12,566)	\$ (12,434)
Perpetual Care Sales (No Columbarium)	14,000	45,650	26,650	26,200	15,480	39,340	22,830	17,300	17,500	24,250	249,200	24,244	31,900	31,400	30,800	30,300	29,700
<i>Net Revenue with Perpetual Care Sales</i>	<i>101,627</i>	<i>41,183</i>	<i>39,975</i>	<i>22,635</i>	<i>13,777</i>	<i>35,468</i>	<i>11,705</i>	<i>10,773</i>	<i>5,433</i>	<i>17,908</i>	<i>339,161</i>	<i>16,257</i>	<i>17,346</i>	<i>18,108</i>	<i>18,013</i>	<i>17,734</i>	<i>17,266</i>
Perpetual Care Sales (with Columbarium)	14,000	45,650	26,650	26,200	15,480	39,340	22,830	17,300	17,500	24,250	249,200	24,244	31,900	33,000	32,400	32,600	33,300
<i>Net Revenue with Perpetual Care Sales</i>	<i>101,627</i>	<i>41,183</i>	<i>39,975</i>	<i>22,635</i>	<i>13,777</i>	<i>35,468</i>	<i>11,705</i>	<i>10,773</i>	<i>5,433</i>	<i>17,908</i>	<i>339,161</i>	<i>16,257</i>	<i>17,346</i>	<i>19,708</i>	<i>19,613</i>	<i>20,034</i>	<i>20,866</i>
<i>Increase from Columbarium</i>	-	-	-	-	-	-	-	-	-	-	-	-	-	1,600	1,600	2,300	3,600

Appendix A
Appendix B-1

*Expenses projected to increase 2% per year (except honorariums)

Appendix E-1

Appendix E-2

APPENDIX G

5 YEAR PROJECTION WITH CHANGES TO BY-LAWS

	PROJECTIONS - FISCAL YEAR ENDING JANUARY 31st (WITHOUT COLUMBARIUM)						PROJECTIONS - FISCAL YEAR ENDING JANUARY 31st (WITH COLUMBARIUM)					
	2018	2019	2020	2021	2022	Total	2018	2019	2020	2021	2022	Total
Operating Revenue:												
Interest Income "Appendix A"	11,902	6,670	4,246	4,019	4,019	30,856	11,902	6,670	4,246	4,019	4,019	30,856
Dividend Income "Appendix B"	10,366	16,857	19,809	20,307	20,534	87,873	10,366	16,857	19,821	20,331	20,575	87,950
Perpetual Care Sales (75%) "Note 1"	23,925	23,550	23,100	22,725	22,275	115,575	23,925	24,750	24,300	24,450	24,975	122,400
Base Preparation - Monuments	2,150	2,193	2,237	2,282	2,327	11,189	2,150	2,050	1,950	1,850	1,750	9,750
Annual Care of Lots	150	150	150	150	150	750	150	150	150	150	150	750
Donations	1,000	1,000	1,000	1,000	1,000	5,000	1,000	1,000	1,000	1,000	1,000	5,000
Bequests	-	-	-	-	-	-	-	-	-	-	-	-
Other Income	-	-	-	-	-	-	-	-	-	-	-	-
Total Operating Revenue	\$ 49,493	\$ 50,420	\$ 50,542	\$ 50,483	\$ 50,305	\$ 251,243	\$ 49,493	\$ 51,477	\$ 51,467	\$ 51,800	\$ 52,469	\$ 256,706
Operating Expenses:												
Wages and benefits	28,641	29,214	29,798	30,394	31,002	149,048	28,641	29,214	29,798	30,394	31,002	149,048
Machinery Expenses	3,560	3,631	3,703	3,777	3,853	18,524	3,560	3,631	3,703	3,777	3,853	18,524
Loam, Gravel & Fill	2,656	2,709	2,763	2,818	2,875	13,821	2,656	2,709	2,763	2,818	2,875	13,821
Honorariums	1,950	1,950	1,950	1,950	1,950	9,750	1,950	1,950	1,950	1,950	1,950	9,750
Insurance - Equipment & Liab.	1,316	1,342	1,369	1,397	1,425	6,849	1,316	1,342	1,369	1,397	1,425	6,849
Depreciation - Machinery	1,230	1,255	1,280	1,306	1,332	6,403	1,230	1,255	1,280	1,306	1,332	6,403
Office - Postage, Paper etc.	398	406	414	422	430	2,069	398	406	414	422	430	2,069
Equipment, Supplies & Seed	297	303	309	315	322	1,546	297	303	309	315	322	1,546
Miscellaneous	75	77	78	80	81	391	75	77	78	80	81	391
Snow Removal	3,000	3,060	3,121	3,184	3,247	15,612	3,000	3,060	3,121	3,184	3,247	15,612
Total Operating Expenses	\$ 43,122	\$ 43,946	\$ 44,786	\$ 45,643	\$ 46,516	\$ 224,013	\$ 43,122	\$ 43,946	\$ 44,786	\$ 45,643	\$ 46,516	\$ 224,013
Net Operating Surplus	\$ 6,371	\$ 6,474	\$ 5,756	\$ 4,840	\$ 3,789	\$ 27,230	\$ 6,371	\$ 7,531	\$ 6,681	\$ 6,157	\$ 5,953	\$ 32,693
<i>*Any Surplus is to be Deposited into a Saving Account specifically for Capital Projects</i>												
Note 1												
Perpetual Care Sales "Appendix E"	31,900	31,400	30,800	30,300	29,700	154,100	31,900	33,000	32,400	32,600	33,300	163,800
75% to be included in Operating Revenue	23,925	23,550	23,100	22,725	22,275	115,575	23,925	24,750	24,300	24,450	24,975	122,850
25% to be treated as Trust Funds	7,975	7,850	7,700	7,575	7,425	38,525	7,975	8,250	8,100	8,150	8,325	40,950