

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 |