DIVISION OF CEMETERIES

STATE OF NEW YORK DEPARTMENT OF STATE

ONE COMMERCE PLAZA 99 WASHINGTON AVENUE ALBANY, NY 12231-0001 TELEPHONE: (518) 474-6226 FAX: (518) 473-0876 HTTPS://DOS.NY.GOV KATHY HOCHUL GOVERNOR

CEMETERY BOARD
ROBERT J. RODRIGUEZ
SECRETARY OF STATE

LETITIA JAMES

MARY T. BASSETT, M.D., M.P.H.
COMMISSIONER OF HEALTH

TO: New York State Cemetery Board

FROM: Alicia Young, Assistant Director

SUBJECT: Troy (Oakwood) Cemetery 42-034

RE: Application for Approval of a Permanent Maintenance Loan

DATE: October 24, 2022

Exhibits:

1. October 21, 2022 letter from the cemetery

- 2. September 30, 2022 Permanent Maintenance investment statements
- 3. Crematory invoice due October 28, 2022
- 4. Installation estimate from Duncan & Cahill
- 5. Draft Petition and Proposed Order

Summary:

Troy (Oakwood) Cemetery, a combination cemetery and crematory, received approval August 13, 2022, to replace its 1976 retort. The estimated cost to replace the retort is \$250,506.48 including installation and removal of the old unit. This project was to be funded by a loan from their investment company Merrill Lynch.

On October 21, 2022, the cemetery has informed us that Merrill Lynch will not be loaning the funds to the cemetery as they were not aware that the Permanent Maintenance investment account could not be used as collateral. The cemetery believes that other lenders will not lend it funds for the same reason.

The cemetery is now seeking a loan from its PM fund to finance the project. This may in fact be a better financing avenue as there will not be any interest payments. The cemetery's board anticipated the investment portfolio would generate a greater return than the interest rate charged on the loan. However, in light of the recent downturn in the market and uptick in interest rates, a PM loan is likely to be a wiser financing strategy.

In a letter from the cemetery dated October 21, 2022, the cemetery proposes a Permanent Maintenance loan in the amount of \$240,000, with repayment in 24 years payable at \$10,000 per year. The cemetery's two Permanent Maintenance Fund investment accounts combined market value as of September 30, 2022 totaled \$2,299,969.60 (\$1,955,307.47 at cost). The letter showed a higher market value for the accounts as there is a portion of the account that is pooled bequests and gifts that may



be restricted. I excluded this portion to calculate the amount available for a loan. The \$240,000 loan represents 10% of the market value of the Permanent Maintenance fund and will have a minimal impact on the income generated from the fund.

There is an installment payment due on October 28, 2022, on the retort in the amount of \$144,850.98. The cemetery believes it can scrape enough together form the general funds to make this payment, but this will make meeting operating expenses difficult if not replenished by a loan. The Division has heard from several sources that retort manufacturers are unwilling to extend price locks beyond the dates provided in existing contracts and that prices have increased significantly, so it is critical that the cemetery meet this deadline and close on the contract as is.

In 2009 a Permanent Maintenance loan was granted to fund a pond and road rehabilitation project. The amount granted was \$215,500. Repayment was to be an annual deposit of \$5,000. The cemetery has made it a practice to deposit \$10,000 annually. The outstanding balance as of 10/31/21 was \$110,500.

The Division recommends that the Cemetery Board recommend Supreme Court approval of a PM Loan, as described above.



www.oakwoodcemetery.org Fax: 518-272-7521 Not-For-Profit Cemetery o Founded in 1848



October 21, 2022

Alicia Young NYS Dept. of State Division of Cemeteries One Commerce Plaza 99 Washington Avenue Albany, NY 12231-0001

Re:

Troy Cemetery Association Inc. Oakwood 42-034 Rensselaer County Seeking approval for a loan from our Permanently Restricted Fund

Dear Alicia:

The purpose of this letter is to seek assistance in the matter of obtaining funding for the purchase of our new Matthews Environmental Solution Cremator and the costs associated with its installation charges and the removal of our 1976 ALL cremator.

In our application to the Division for the Project dated May 11, 2022 and approved at the Cemetery Board meeting held in August 2022, we had planned on using a Merrill Lynch (LMA) Loan Management Account program rather than seeking to borrow from our permanently restricted funds. We thought that over the course of our repayment term ca 24 years, that our investment rate of return would outperform the loan rate.

Upon engaging the loan program for the full funding of \$240,000. we were shocked to find out that Merrill Lynch declined our loan application as they do not permit permanent maintenance funds be used as collateral to secure loans.

At this time we are asking the Division of Cemeteries for their support in permitting Oakwood to obtain a loan from our Permanently restricted Funds in the amount of \$240,000. to cover the cost of this important purchase. We feel a repayment plan with a term of 24 years payable at \$10,000. per annum would be acceptable.

At September 30, 2022 our permanently restricted funds total \$4,333,101.26. (see attached) Though the withdrawl of funds will decrease our income dividend cash, I feel the acquisition of the new cremator is paramount to Oakwood's ability to remain a vital going concern.

This has been a long process beginning back in December of 2021 when we ordered the new unit.

The delivery date of the new Cremator is set for November 22, 2022 at 8AM. Our General Contractor Duncan & Cahill of Troy NY has arranged all of the Trades (Riggers, Crane, Roofer, Electrical & pipe fitters) to be present on that day to begin the installation.

We have received the progress billing from Matthews that \$144,850.98 is due on Friday October 28, 2022 in the amount of \$144,850.98.

The Contractors have made ready the crematory building. The new roof stack opening is completed, walls redone, the concrete block front wall enlarged and the old 1976 Cremator has been removed, disassembled and properly scraped.

At this writing we have 1 crematory unit in operation. We are managing the daily caseload so far so good.

Thanking you in advance for your assistance in this matter.

Sincerely,

Bernard F. Vogel Administrator



Primary Account: 5NN-02396

TROY CEMETERY ASSOCIATION INC PERMANENTLY RESTRICTED FUNDS 50 101ST ST TROY NY 12180-1124

WEALTH MANAGEMENT REPORT

September 01, 2022 - September 30, 2022

Securities You Transferred In/Out Your liabilities Net Portfolio Value Your Net Cash Flow (Inflows/Outflows) Your Dividends/Interest Income Your assets PORTFOLIO SUMMARY Your Market Gains/(Losses) Subtotal Investment Earnings Subtotal Net Contributions \$3,047,020.51 \$3,047,020.51 (\$207,984.36) September 30 (\$216,314.04) (\$8,630.60) (\$8,630.60)\$8,329.68 \$3,263,635.47 \$3,263,635.47 (\$84,378.82) (\$91,490.41) (\$9,413.73) (\$9,413.73)\$7,111.59 August 31 (\$216,614.96) (\$216,614.96) Month Change

If you have questions on your statement, call 24-Hour Assistance: (866) 4MLBUSINESS (866) 465-2874

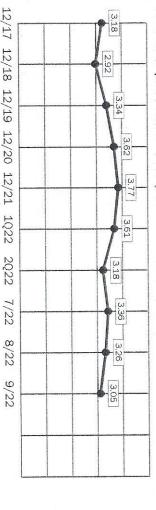
Investment Advice and Guidance: Call Your Financial Advisor Access Code: 63-566-02396

Your Financial Advisor:
DANIEL P VARTIGIAN
449 453 ROUTE 146
CLIFTON PARK NY 12065
daniel.vartigian@ml.com
1.518.383-8990

Up-to-date account information can be viewed at: www.mymerrill.com, where your statements are archived for three or more years.

Questions about MyMerrill? Click the "help" tab at the top of the screen once you log in.

Total Value (Net Portfolio Value plus Assets Not Held/Valued By MLPF&S, if any) in millions, 2017-2022



KEEP THINGS SIMPLE - CHOOSE ONLINE DELIVERY

For faster and secure access to your statements and documents, use online delivery. Enroll now at MyMerrill.com® or download the mobile app

Merrill Lynch, Pierce, Fenner & Smith Incorporated (also referred to as "MLPF&S" or "Merrill") makes available certain investment products sponsored, managed, distributed or provided by companies that are affiliates of Bank of America Corporation (BofA Corp). MLPF&S is a registered broker-dealer, Member SIPC and a wholly owned subsidiary of BofA Corp. Investment products:

| Are Not FDIC Insured | Are Not Bank Guaranteed | May Lose Value | May



300



Primary Account: 5NN-02397

TROY CEMETERY ASSOCIATION INC PERMANENTLY RESTRICTED FUNDS 50 101ST ST TROY NY 12180-1124

If you have questions on your statement, call 24-Hour Assistance: (866) 4MLBUSINESS

(866) 465-2874

Access Code: 63-566-02397

Investment Advice and Guidance: Call Your Financial Advisor

Your Financial Advisor:
DANIEL P VARTIGIAN
449 453 ROUTE 146
CLIFTON PARK NY 12065
daniel.vartigian@ml.com
1-518-383-8990

Up-to-date account information can be viewed at: www.mymerrill.com, where your statements are archived for three or more years.

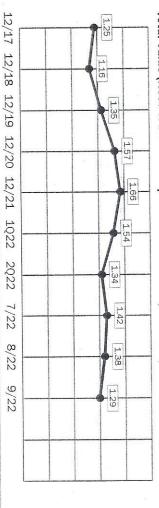
Questions about MyMerrill? Click the "help" tab at the top of the screen once you log in.

WEALTH MANAGEMENT REPORT

September 01, 2022 - September 30, 2022

(\$1,003.42) \$2,205.53 (\$41,061.75) (\$38,856.22)	(\$975.19) \$3,301.45 (\$92,984.31) (\$89,682.86)	Subtotal Net Contributions Your Dividends/Interest Income Your Market Gains/(Losses) Subtotal Investment Earnings
(\$1,003.42)	(\$975.19)	Your Net Cash Flow (Inflows/Outflows)
		Your liabilities
\$1,376,738.80	\$1.286.080.75	<>>:- >>:- >>:- >>:- >>:- >>:- >>:- >>:-
\$1,376,738.80	\$1,286,080.75	Net Portfolio Value
August 31	September 30	PORTFOLIO SUMMARY

Total Value (Net Portfolio Value plus Assets Not Held/Valued By MLPF&S, if any) in millions, 2017-2022



KEEP THINGS SIMPLE - CHOOSE ONLINE DELIVERY

For faster and secure access to your statements and documents, use online delivery. Enroll now at MyMerrill.com® or download the mobile app.

by companies that are affiliates of Bank of America Corporation (BofA Corp). MLPF&S is a registered broker-dealer, Member SIPC and a wholly owned subsidiary of BofA Corp. Merrill Lynch, Pierce, Fenner & Smith Incorporated (also referred to as "MLPF&S" or "Merrill") makes available certain investment products sponsored, managed, distributed or provided

Investment products: Are Not FDIC Insured | Are Not Bank Guaranteed | May Lose Value



800

+

TCA Inc

	Grand Total Net Fur	nd Balar	nces				\$ 4,333,101.26
	Α		В		С		
	PC		Endow		PM		
	\$ 1,728,456.55		\$ 230,768.13		\$ 1,724,539.34	=	\$ 3,683,764.02
Cost %	46.92%	+	6.26%	+	46.81%	=	100.00%
			B & C cost %		Cost of B & C Net Value B & C		\$ 1,955,307.47 \$ 2,299,969.60

Cremator Invoice - Troy Cemetery - Customer #1003517 - Order 106485437

From: Abarca, Veronica (vabarca@matw.com)

To: oakwood_cemetery@yahoo.com

Cc: jaluna@matw.com; kmessenger@matw.com

Date: Friday, October 14, 2022 at 02:47 PM EDT

Dear Thomas O. Maggs:

Your cremator is scheduled to ship soon; please find attached your invoice. As per the contract the second payment is now due. Please remit payment on or/before 10/28/2022.

If you wish to send payment via wire transfer our banking information is shown below.

Bank Name:

CITIZEN BANK OF PENNSYLVANIA

Bank Address:

525 WILLIAM PENN PLACE

PITTSBURGH, PA 15219

ABA Number:

036076150

Account Name:

MATTHEWS INTERNATIONAL CORPORATION

Account Number:

6235691665

Swift Code:

CTZIUS33

If you have any questions please do not hesitate to contact me.

Best regards,

Veronica Abarca

BILLING CLERK



O: 407.886.5533 Ext. 206-6169 | F: 407.886.5990

vabarca@matw.com | MatthewsEnvironmentalSolutions.com

2045 Sprint Blvd. | Apopka, FL. 32703-7762

Matthews Environmental Solutions and Matthews Memorialization are (MATW) Matthews International companies.



CREMATION

Matthews Cremation Division 2045 Sprint Blvd Apopka, FL 32703 USA

Phone: 1-407-886-5533 Fax: 1-407-886-5990

Internet www.mattewscremationdivision.com

CONTRACT INVOICE

Bill-to-Party	
TROY CEMETERY	
50 - 101ST STREET	
TROY	
NY	
12180-1124	
Ship-to-Party	
TROY CEMETERY	
50 - 101ST STREET	
TROY	
100 DECEMBER 100 DECEMBER 1	

	106485437
,	10/14/2022
	11/18/2022
	106485437
	12/20/2021
	1003517
	Due Upon Receipt
	Ron Salvatore
	Thomas O. Maggs
	oakwood_cemetery@yahoo.com
	518-272-7520
	25-0644320
	ž

Material	Description	Qty		Unit Price	Value
Cremation Equi	pment:				
71086192	Cremator, SPP Plus, 1PH, 2.0, FC	1.00	EA	\$ 163,001.00	\$ 163,001.00
	Backhaul / Disposal of existing unit	1.00		\$ 10,710.00	\$ 10,710.00
40200043.1	LT-1BS, Lift Table Battery w/Scale	1.00	EA	Included	Included
41211529	Kit, Temperature Adder, One Pen Recorder	1.00	EA	\$ 1,737.00	\$ 1,737.00
41211523	Stack, 29 Inch, Additional	5.00	EA	\$ 468.00	\$ 2,340.00
Discounts:					
	Loyalty	4.00%			\$ (7,111.52
Services:					
86002141	PLC, MPYRE2.0, 1 Year Subscription, Full	1.00	EA	\$ 1,788.00	\$ 1,788.00
Change Order:					
	Backhaul / Disposal of existing unit	1.00		\$ 10,710.00	\$ (10,710.00)
	Loyalty	4.00%			\$ 428.40
86182200	Price Adjustment to Current Market Conditions				\$ 10,567.68
	Remove Mpyre OP system and replace with Timers and Switches				\$ (5,444.00)
	Loyalty	4.00%			\$ 217.76
86002141	PLC, MPYRE2.0, 1 Year Subscription, Full	1.00	EA	\$ 1,788.00	\$ (1,788.00)

Estimated Freight

\$ 5,148.93

) INCRAS

Banking Transfer Information	
Bank Name: CITIZEN BANK OF PENNSYLVANIA	
Bank Address: PITTSBURGH, PA 15258	
ABA Number: 036076150	
Account Name: MATTHEWS INTERNATIONAL C	ORPORAT

Account Name: MATTHEWS INTERNATIONAL CORPORATION Account Number: 6235691665 Swift Code: CTZIUS33
 Total before Tax
 \$ 170,885.25

 Sales and Use Tax
 Estimated
 \$

 Total Amount (USD)
 \$ 170,885.25

 Less Equipment Deposit # 1
 \$ (17,747.45)

 Payment Due Prior to Shipping
 \$ 144,850.98

 Balance Due 30 Days from Shipping or at Start Up
 \$ 8,286.82

 Whichever Comes First
 **

110/28/22

No goods may be returned for credit without written permission. 15% restocking fee. No Discounts on Shipping is permitted

INVOICE REMITTANCE STUB
Matthews Cremation Division
RETURN THIS PORTION WITH PAYMENT

Send Payments to:
MATTHEWS INTERNATIONAL
ATTN: VERONICA ABARCA
2045 SPRINT BLVD
APOPKA, FL 32703

Comment:

APOPRA, FL 32703
Bill to
TROY CEMETERY
50 - 101ST STREET
TROY
NY
12180-1124

Invoice No. (Sales Order) 106485437 Invoice Date 10/14/2022 Customer No. 1003517 Ship to TROY CEMETERY Customer PO No. 50 - 101ST STREET Ref Sales Order No. 106485437 TROY USD Currency Term of Payment Due Upon Receipt 12180-1124 Total Balance Due: \$ 153,137.80

Payment Applied: \$

Cremation Division



#83,742.

Alisa Cahill Henderson

April 22, 2022

Oakwood Cemetery 50 101st Street Troy, NY 12180

Attn: Tom Maggs and Bernard Vogel

Re: Alterations to earl chapel crematorium

Gentlemen,

Duncan & Cahill Inc. proposes to furnish and install the necessary labor and material to perform the following scope of work

Scope:

- 1. Mobilize and setup shoring scaffold for roof support
- 2. Remove exterior doors, structural C-Channels and save for reuse
- 3. Sawcut masonry CMUs to expand opening for unit installation
- 4. Remove interior walls
- 5. Remove a portion of sheetrock ceiling above existing unit location
- 6. Remove Interior doors and frame and save for reuse
- 7. Remove existing furnace stack through the roof
- 8. Remove gas lines and electrical lines from old unit for removal
- 9. Remove outdated unit and place at owners' location
- 10. Provide temporary protection at CMU door opening and roof openings during construction
- 11. Remove a portion of EPDM roofing material to expose wood roof framing
- 12. Reframe roof joists to accept new stack location and prep for new EPDM installation
- 13. Fabricate and install thimble and collar in preparation for new stack vent
- 14. Install new EPDM rubber roofing at areas of removal
- 15. Patch ceiling Sheetrock/tape/sand/paint
- 16. Receive delivery of new unit and place inside building along with installing new stack vent
- 17. Repair CMU masonry walls and reinstall C-Channels and salvaged doors/frame/hardware
- 18. Frame interior walls to owners desired layout so both units are separated from each other
- 19. GWB/Tape/Sand/Paint new interior walls
- 20. Repair small dent on interior doors and paint after reinstallation into adjacent wall
- 21. Reconnect natural gas to new unit with spec'd regulator within the gas line running to unit
- 22. Core drill floor slab for new electrical conduit and gas lines
- 23. Provide spec'd power from new unit to existing electrical panel. Unit must be single phase power setup
- 24. Install a new outlet at new interior wall
- 25. Remove all temp protection, shoring and cleanup to GC provided dumpsters





Alisa Cahill Henderson President

Total Cost of Project: \$83,742.00

Thank you for the opportunity to quote this scope of work.

Sincerely,

Duncan & Cahill Inc.

D. Ian Henderson

CASH NEEDED TO PAY BALANCE ON PROJECT \$ 236,879.80

Note: Shipping was estimated at \$5,148.93 December 2021 Round up cash needed to \$240,000. to cover expected additional freight costs.

\$ 144,850.98 Due 3 weeks prior to delivery

8,286.82 Due at startup

\$ 153,137.80 Grand Total Due to Matthews

\$ 83,742.00 Duncan Cahill

\$ 17,747.45 Previously paid to matthews

Summary of Project

- \$ 170,885.25 Retort Cost
- \$ 83,742.00 Duncan Cahill

\$ 254,627.25 Total Project

STATE OF NEW YORK
SUPREME COURT COUNTY OF RENSSELAER

IN THE MATTER OF THE APPLICATION OF TROY CEMETERY ASSOCIATION, INC. (aka OAKWOOD),

Petitioner

REQUESTING AN ORDER PERMITTING THE USE OF A PART OF ITS PERMANENT MAINTENANCE FUNDS FOR A CAPITAL EXPENSE TO PURCHASE AND INSTALL A NEW CREMATORY UNIT, AND REMOVAL OF THE OLD EXISTING CREMATORY UNIT.

PETITION

Troy Cemetery Association, Inc. (aka Oakwood) (hereinafter "Petitioner"), by its undersigned attorneys, for a Verified Petition, hereby states as follows:

- 1. Petitioner is a domestic not for profit corporation created on December 29, 1924, which has continued to operate, to date, as a cemetery and crematorium. Petitioner's main office is located at 50 101st Street, Troy, New York but the cemetery occupies a significant amount of land in that area, which includes many lots, graves, monuments, mausoleums, chapels and crematoriums.
- 3. This petition is submitted pursuant to Section 1507 (a) of the Not-For-Profit Corporation Law of the State of New York and requests an order permitting Petitioner to use part of the principal of its permanent maintenance fund.
- 4. Petitioner has (2) cremation retorts, the oldest is from 1976. The New York Department of Environmental Conservation regulations will soon render the 1976 cremation retort obsolete. Petitioner seeks to replace this unit with a new

Super Power Pak Plus unit from Matthews Environmental Solutions of 2045 Sprint Blvd. Apopka, Florida at a total cost of \$254,627.25. There are additional costs, including removal and installations costs. The total costs for the new retort are \$254,627.25.

- 5. As of September 30, 2022, the balance of the permanent maintenance fund is \$4,333,101.26. As of September 30, 2022, Petitioner has a loan outstanding from its permanent maintenance fund in the amount of only \$110,500.00 (hereinafter "Existing Loan"). The Existing Loan was taken out on April 7, 2009 for the purpose of the Pond project and Road resurfacing. A copy of the court order approving that loan is attached hereto as Exhibit A. Petitioner has repaid the amount of \$105,000. and is current in its obligation to repay its Existing Loan.
- 6. Petitioner desires to borrow from the permanent maintenance fund an amount of \$240,000 to complete the aforementioned equipment purchase and installation. Petitioner will repay this loan in the amount of \$10,000.00 annually beginning on October 31, 2023 and continuing thereafter for 24 years until the \$240,000 has been repaid in full.
- 8. Petitioner's Board of Trustees, at a meeting duly called on April 28, 2022, approved the borrowing the permanent maintenance fund an amount of \$240,000.00 to complete the aforementioned equipment purchase and installation. Section 1507 (a) of the Not-For-Profit Corporation Law of the State of New York and require an order from this court permitting Petitioner to use part of the principal of its permanent maintenance fund.

WHEREFORE, petitioner respectfully requests an order permitting Troy

Cemetery Association, Inc. (Oakwood), to borrow \$240,000 from its permanently

restricted funds for the purpose of a capital expenditure as set forth in this petition

to be repaid as set forth above, along with such further relief as the Court may deem

just and proper.

Dated:

November 2, 2022

Albany, New York

O'CONNELL AND ARONOWITZ

By:

Kevin Laurilliard, Esq.

Attorneys for Petitioner

Office and P.O. Address
54 State Street, 9th Floor

Albany, New York 12207-2501

VERIFICATION

STATE OF NEW YORK)
COUNTY OF) ss.:)
I, THOMAS O. MAG	GGS, named in the foregoing petition, being duly sworn,
depose and say:	
That I am the pres	ident of Petitioner and have read the foregoing petition
subscribed by me and kno	ow the contents thereof; that the same is true to my
knowledge, except as to	the matters therein stated to be alleged upon information
and belief, and as to thos	se matters, I believe it to be true.
	THOMAS O. MAGGS
Sworn to before me this_	
day of, 20	22.
Notary Public	

STATE OF NEW YORK
SUPREME COURT COUNTY OF RENSSELAER

IN THE MATTER OF THE APPLICATION OF TROY CEMETERY ASSOCIATION, INC. (aka OAKWOOD),

Petitioner

REQUESTING AN ORDER PERMITTING THE USE OF A PART OF ITS PERMANENT MAINTENANCE FUNDS FOR A CAPITAL EXPENSE TO PURCHASE AND INSTALL A NEW CREMATORY UNIT, AND REMOVAL OF THE OLD EXISTING CREMATORY UNIT.

ORDER

Troy Cemetery Association, Inc. (aka Oakwood) (hereinafter "Petitioner") having petitioned this court for an Order permitting Petitioner to borrow \$240,000 from its permanently restricted funds for the purpose of a capital expenditure as set forth in the petition and to be repaid by payments of \$10,000.00 annually beginning on October 31, 2023 and continuing thereafter for 24 years until the \$240,000 has been repaid in full;

Upon the petition verified by Thomas O. Maggs, the president of Petitioner and the exhibits attached thereto, along with the papers submitted in response thereto; it is hereby

Dated:	
repaid in full.	
October 31, 2023 and continuing thereafter	for 24 years until the \$240,000 has been
the petition, which is to be repaid by paymo	ents of \$10,000.00 annually beginning on
permanently restricted funds for the purpo	se of a capital expenditure as set forth in
ORDERED that Petitioner is hereby permitte	d to borrow \$240,000 from its

Justice of the Supreme Court