

DIVISION OF CEMETERIES

STATE OF NEW YORK
DEPARTMENT OF STATE
ONE COMMERCE PLAZA
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ALBANY, NY 12231-0001
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KATHY HOCHUL
GOVERNOR

CEMETERY BOARD

ROBERT J. RODRIGUEZ
SECRETARY OF STATE
CHAIR

LETITIA JAMES
ATTORNEY GENERAL

JAMES V. McDONALD, M.D., M.P.H.
COMMISSIONER OF HEALTH

TO: NEW YORK STATE CEMETERY BOARD

FROM: LEWIS A. POLISHOOK, Director

CC: ROBERT VANDERBLES, Counsel

SUBJECT: FERNCLIFF CEMETERY, No. 60-006

RE: ADDITIONAL CRYPTS IN EXISTING MAUSOLEUM

DATE: FEBRUARY 6, 2023

Ferncliff Cemetery, located in Hartsdale, New York, in Westchester County (the Cemetery) seeks approval of the addition of 49 double crypts in an area currently set aside to be sold as a private room. The Division recommends approval, contingent on subsequent receipt of all required local permits.

Exhibits

- A. January 25, 2023 Spreadsheet Prepared by Assistant Director Alicia Young
- B. January 11, 2023 Letter from David F. Fleming, attaching:
 - 1. Resolution approving project;
 - 2. Project specifications;
 - 3. Construction budget—projections; and
 - 4. Cemetery's Annual Financial Report (Dec. 31, 2021)
- C. January 20, 2023 Application of Ferncliff Cemetery, attaching:
 - 1. Schedule of Income, Expenses, and Fund Balances (Schedule A); and
 - 2. Projected Return on Investment (Schedule B).

Background

The Cemetery dates from 1902 and is approximately 76 acres, of which 62 are developed. The Cemetery is consistently well maintained and responds rapidly to address issues that arise. The Cemetery appears to be in compliance with all applicable Division statutes and regulations. The Cemetery mostly sells graves in crypt and niche space and lawn crypts and continues to have a strong market for all of these products.

The Project

The Cemetery plans to install 49 double crypts in an area of its Rosweood Mausoleum originally set aside as a private family space within an area of its Garden Conservatory Mausoleum that currently just has plain granite walls. The project will not noticeably change the aesthetic of that section of the mausoleum (the alcove will no longer exist, but the new area will look just like existing areas of the mausoleum).

During the work, seven crypts will be inaccessible for up to 30 days, because that section of hallway will be closed while the crypt forms are stored in the hall and installed within the wall.

Four of these seven existing crypts have entombments in them. The Cemetery will notify all affected families before starting work. Should the Cemetery need to perform an entombment in any of these crypts during that period, it will place the remains in temporary space at no additional cost to the family. The Cemetery intends to commence and complete work to allow visiting by Mother's Day.

Compliance With 19 NYCRR section 201.11

- 1. Whether the proposed construction has the approval of the corporation's lot owners, obtained at a special or regular meeting. If not, a description of the authorization or approval obtained.**

The Cemetery's board approved this project; the meeting minutes are attached as Exhibit 1 to the Cemetery's initial letter (which is Exhibit B).

- 2(A). The name of the licensed architect or engineer and the estimated total costs of construction, including land to be appropriated, landscaping, embellishments and other features.**

The architect on the project is Mangan Group Architects (Exh. 2 to Exh. B). The total estimated cost is \$324,270.

- (B) A map or sketch indicating the location of the building, together with a general description including the number of crypts and niches.**

Exhibits 2 shows the placement of the new crypts. There will be 49 double crypts.

- (C) Whether the proposed construction is the complete structure or whether units are to be added later. If future units are contemplated, the extent of such commitment or plan.**

The proposed addition is the complete structure.

- 3. The source of funds to pay for the construction and the terms of payment.**

The Cemetery will pay for this project out of its general fund, which as of December 31, 2021 was just over \$237 million.

- 4. An estimate of the trust funds and the current maintenance funds required to maintain and preserve the facility, covering the year-to-year maintenance and long-term preservation.**

The additional niches will not require any additional funds for maintenance of the mausoleum.

- 5. An estimate of the cumulative total revenues from sales based on the projected selling prices.**

See the accompanying spreadsheet of Assistant Director Alicia Young; the Cemetery estimates gross revenue of \$1,384,740 and net revenue of just over \$1 million (note that the Cemetery allocated no selling costs to these niches).

- 6. A full disclosure to the extent outstanding certificates of indebtedness or land shares are to participate in the sales proceeds.**

The Cemetery's President holds all of its outstanding certificates; the certificate holder will not participate in the sales proceeds, as these are certificates of indebtedness and do not give the holder rights to a portion of proceeds of sales.

7. **The projected disposition of the total estimated sales revenues, including but not limited to the amounts to be allocated for: (A) permanent maintenance and current maintenance funds; (B) supplemental trust or special fund; (C) estimated selling expenses, including disclosure of promotional plans; (D) recovery of construction costs; (E) general fund use or retention; and (F) building operation.**

See the accompanying spreadsheet of Assistant Director Alicia Young.

8. **8. (A) A copy of the drawing required by paragraph (B) of this subdivision along with an indication of the location of the proposed building, and a statement that the notices required by such paragraph have been posted in accordance with its provisions.**

Not applicable; the project is fewer than 250 additional niches in an existing building.

Recommendation

This project will take currently unused space in one of the Cemetery's mausoleums and turn it into double crypts, for which the Cemetery has had consistently strong demand, and eliminate a private space in this community mausoleum that has not sold. The cost of the project is relatively small in light of the Cemetery's funds, and the Cemetery anticipates recovering over three times that amount in sales of these niches.

The Division recommends approval, contingent on receipt of all required local permits (the Cemetery states that it only needs a building permit from the Town of Greenburgh).

EXHIBIT A

60-006 Ferncliff Cemetery: Rosewood Crypt Application January 2023

Level	# of Crypts	Expected Sales Price	Sales Revenue	Interment Revenue (Current Day)	Inscription Revenue (Current Day)	Total Revenue
				*	**	
7	7	19910	139,370	17,934	5,327	162,631
6	7	22330	156,310	17,934	5,327	179,571
5	7	26840	187,880	17,934	5,327	211,141
4	7	34980	244,860	17,934	5,327	268,121
3	7	40150	281,050	17,934	5,327	304,311
2	7	40920	286,440	17,934	5,327	309,701
1	7	31900	223,300	17,934	5,327	246,561
			1,519,210	125,538	37,289	1,682,037
Costs of Construction						
Installation of Crypts						212,270
Marble Costs						62,000
Terrazzo						27,000
Other Estimated HVAC, Terrazzo, Electrical						23,000
Total Estimated Construction Costs						324,270
Selling Expenses						
10% PM Fund Contribution						151,921
Marketing and Advertising						0
Sales Commission						41,778
Total Selling Expenses						193,699
Other Costs						
Inscription Charges						18,645
Estimated Profit						1,145,423

* Current Interment of \$1,281 per person times two individuals

** Current Inscription average of \$453 first and \$308 second

EXHIBIT B



**FEATHERSTONHAUGH,
WILEY & CLYNE, LLP**
ATTORNEYS AND COUNSELLORS AT LAW

111 WASHINGTON AVENUE, SUITE 501
ALBANY, NEW YORK 12210
WEBSITE: FWC-LAW.COM

DAVID F. FLEMING, JR.
CHIEF OPERATING OFFICER
dff@fwc-law.com

PHONE: (518) 436-0786
FAX: (518) 427-0452

January 11, 2023

VIA ELECTRONIC MAIL DELIVERY

Lewis Polishook, Esq., Director
New York State Division of Cemeteries
Department of State
99 Washington Avenue
Albany, New York 12210

**Re: Ferncliff Cemetery Association (60-006), Westchester County
Crypt Conversion – Rosewood Mausoleum**

Dear Director Polishook:

Thank you for the recent conversation regarding the conversion of a double private room in Ferncliff's Rosewood Mausoleum to instead be a single bank of crypts. This change in an already existing unfinished area of the mausoleum would provide a better return for the Cemetery.

The finishing and conversion of this space would be covered by the Cemetery's General Fund at a cost of \$324,270 with an estimated profit of \$1,357,767. The building itself was approved by the State Cemetery Board in the 1990's and has been finished in stages over that time. This area was designated for a private room but the public interest in such products has declined.

Pursuant to your request, the following materials outline the work to be done to execute this beneficial change in the interior finishing of the building. Our firm stands ready to answer any questions you might have in order to move this project forward. Please let me know if you require any additional information.

Very truly yours,

Featherstonhaugh, Wiley & Clyne, LLP

David F. Fleming, Jr.

Attachments

Rosewood Project Change - Overview

PROJECT:

The project will convert an empty double private room in the Rosewood Mausoleum into 49 end companion crypts, which will require the demolition of the existing non-structural wall, pouring of 49 end companion crypts, and the finishing of the project with marble crypt fronts. The purpose of the project is to add traditional inventory (end companions) in the building that is above grade (most of the remaining inventory is in the lower level below grade) with a much greater financial return than selling the area as a double private room.

The conversion will allow 49 families the opportunity to purchase double crypts resulting in 98 interment spaces versus 1 family owning a room with 14 interment spaces. This change will also increase the cemetery revenue through interment charges, inscriptions, cameos, and related sales.

No niches will be added. The end companion crypts will maximize the space and the revenue returns.

Length of anticipated construction:

Four to five weeks for crypt pouring, with a start to finish expectation of 6 months or less.

Project Operations:

Hours of operation of the project will be during the regular work day, however the contractor is aware that all work must cease if there is an interment in the area.

Engineering/architectural firm:

Mangan Group Architects, 7034 Carroll Ave, Suite 3, Takoma Park, MD 20912

Approvals Necessary or Obtained:

The only local requirement is a building permit from the Town of Greenburgh.

Posting:

The Cemetery will post signs about the project as well as directional signs that will allow families to access the bathrooms through an alternative route.

Financial Considerations:

Payback Period – The Cemetery has at least 10 families interested in purchasing these crypts, which would make the payback period two months.

Proposed pricing:

Please see the attached project overview budget and costs.

Ongoing Operations:

Mullen Construction advised us that in order to pour the crypts, they will need to block off the aisle for a period of approximately one month. While the blockage will require visitors to walk down the front aisle of the building, through the pass way, and back down the rear aisle, the bathrooms will be open during the construction. However, seven crypts in Rosewood may not be immediately accessible during this period.

Ferncliff Change Order Exhibits Presented

Exhibit 1	Resolution Related to the Project and Authorization
Exhibit 2	Specifications for Niches and Placement
Exhibit 3	Construction Budget – Projections
Exhibit 4	Latest Financial Report

Exhibit 1

Resolution Related to the Project and Authorization

**CORPORATE RESOLUTION
OF THE
BOARD OF DIRECTORS
OF THE
FERNCLIFF CEMETERY ASSOCIATION**

The following resolution was unanimously approved by electronic mail on December 21 and 22, 2022 by the Board of Directors of the Ferncliff Cemetery Association including:

Kevin M. Boyd, President & Director
Philip J. Tassi, Executive Vice President, CFO, COO, Treasurer, & Director
Neal Bastable, Director
Edward Foley, Jr., Director
James Mullaney, Director
Steven Sloane, Director
Christopher Taylor, Director

WHEREAS, Ferncliff Cemetery has an unsold and unfinished double private room on the Promenade Level of its Rosewood Mausoleum; and

WHEREAS, Ferncliff has a demand and need for end companion crypts on the Promenade Level of the Rosewood Mausoleum; and

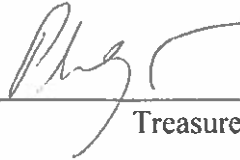
WHEREAS, the unfinished double private room can be converted to seven banks of seven high end companions for a total of 49 such crypts, and

WHEREAS, the project is expected to generate a gross profit of \$1,357,767 based on total projected revenues of \$1,682,037 including \$1,519,210 of burial rights sales, \$125,538 of interment charges, and \$37,289 of inscription fees less total projected expenses of \$324,270; and

WHEREAS, if the space was to remain a double private room, given the costs of constructing the crypts and installing the marble and other finishes of the double private room, in order to generate the same gross profit of the 49 crypts, Ferncliff would need to sell the double private room at a price of between \$1.5 million and \$2.0 million (or more than twice the sale price of other double private rooms in the Rosewood Mausoleum); and

WHEREAS, the project is in the best financial interests of the Association, will meet the demand for end companion crypts on the Promenade Level of the Rosewood Mausoleum, and allow Ferncliff to fulfill its public mission of providing superior burial space to the public;

NOW, THEREFORE, BE IT RESOLVED that the Board of Directors of the Ferncliff Cemetery Association hereby approves the proposed private room conversion plan and authorizes the President and Executive Vice President to execute any and all documents necessary to effectuate said plan.



Treasurer

THE UNIVERSITY OF CHICAGO
LIBRARY
540 EAST 58TH STREET
CHICAGO, ILL. 60637

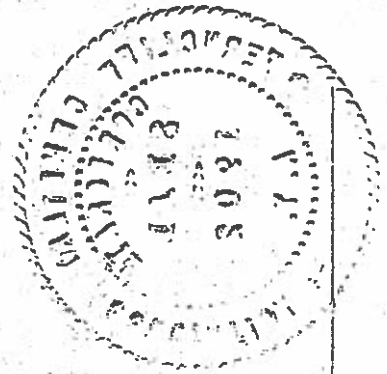


Exhibit 2

Specifications for Niches and Placement

Builder / Contractor Information
Name & Address: _____

Key Plan

Project Information
Project Name: _____
Project Number: _____

Rosewood Infill

Crypts

2800 2nd St NW
Hartsville, MD 21034

- Project Issue Status:
- ☐ PRELIMINARY DESIGN
 - ☐ DESIGN DEVELOPMENT
 - ☐ PERMIT SUBMISSION
 - ☐ CONSTRUCTION DOCUMENTS
 - ☐ CONSTRUCTION ADMINISTRATION
 - ☐ PERMIT DOCUMENTS

Project Submission Issue Date: _____

Revised Log

Δ A: Date: _____ Description: _____

Drawing Sheet Information

Sheet Number: _____

Project Name: _____

Project Number: _____

Project Issue Status: _____

Project Submission Issue Date: _____

Project Issue Status: _____

Project Submission Issue Date: _____

Project Issue Status: _____

Project Submission Issue Date: _____

Project Issue Status: _____

Project Submission Issue Date: _____

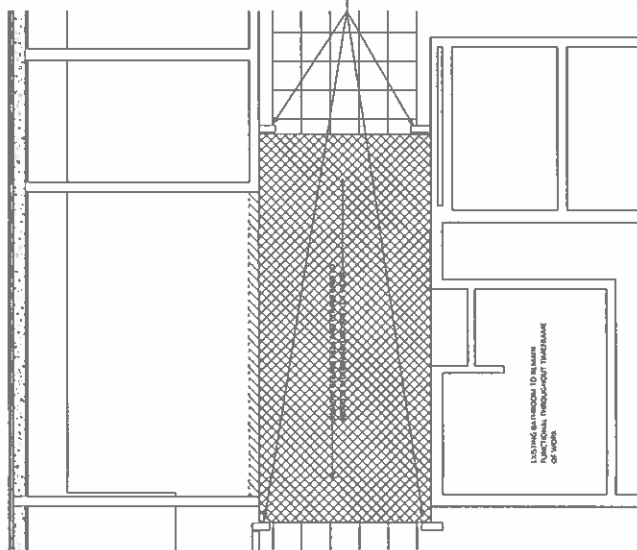
Project Issue Status: _____

Project Submission Issue Date: _____

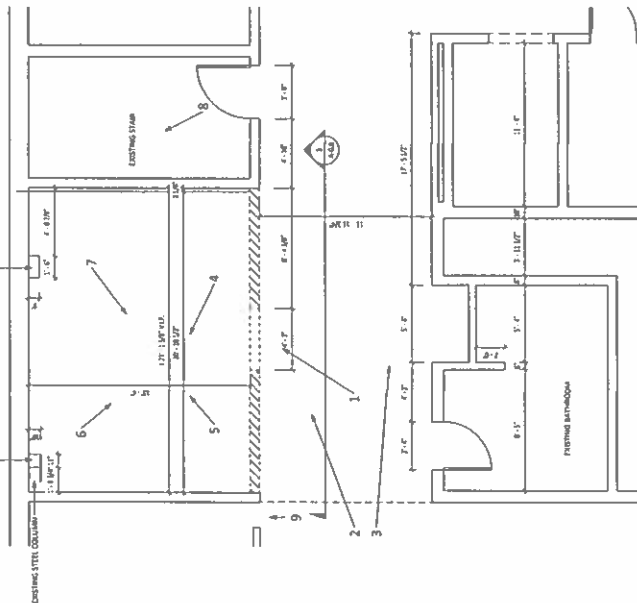
Project Issue Status: _____

Project Submission Issue Date: _____

Project Issue Status: _____



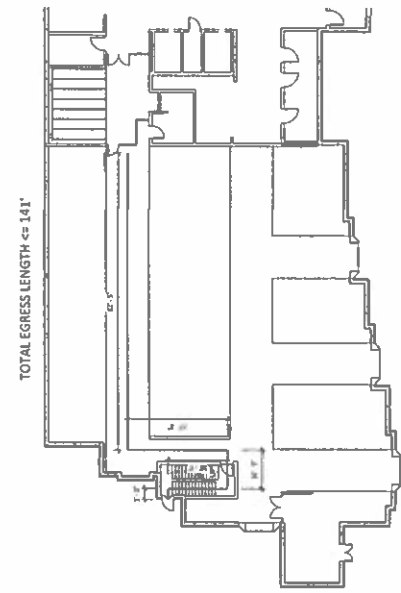
2 | Existing/Demo Partial First Floor Reflected Ceiling Plan

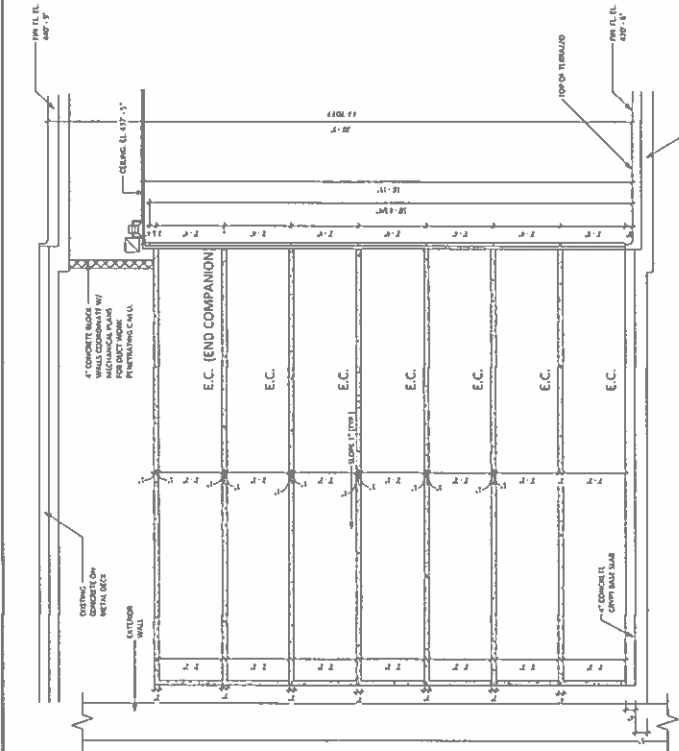


1 | Existing/Demo Partial First Floor Plan

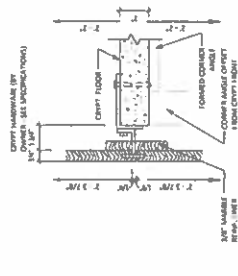


4 | EGRESS PLAN

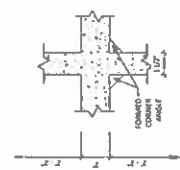




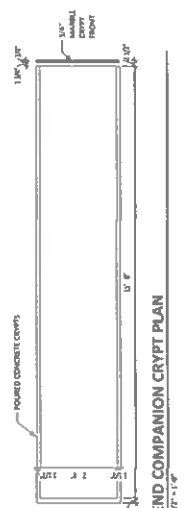
6. SECTION A-A THRU BASEMENT CRYPTS
A-01 1/2" x 1/2"



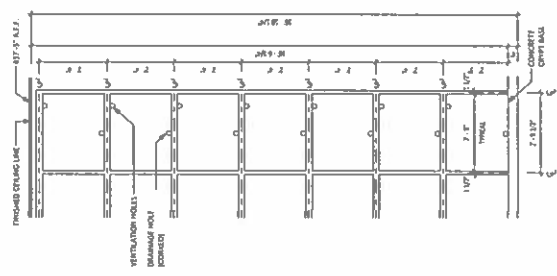
2. CRYPT FRONT PIN SUPPORT BRACKET - SECTION
A-02 1/2" x 1/2"



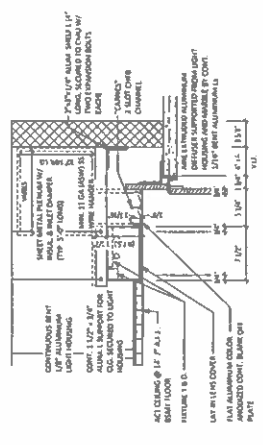
1. CRYPT FRONT CORNER ELEVATION
A-03 1/2" x 1/2"



5. END COMPANION CRYPT PLAN
A-04 1/2" x 1/2"



4. END COMPANION SECTION
A-05 1/2" x 1/2"



3. DETAIL AT STRIPLIGHT W/ LINEAR DIFFUSER OR BLANK PLATE
A-06 1/2" x 1/2"

MANGAN
GROUP ARCHITECTS
7034 CARROLL AVE., SUITE 3
TAKOMA PARK, MD 20912
(301) 261-5950
(301) 261-5951
WWW.MANGANGROUP.COM

Builder / Contractor Information
Name & Address: _____

Very Plan

Project Information
Project Number: _____

Project Name: **Rosewood Infill**

Project Address: **Crypts**

280 Secor Road
Hartsville, NY 10530

Project Status:
☐ PRELIMINARY DESIGN
☐ DESIGN DEVELOPMENT
☒ PERMIT SUBMISSION
☐ CONSTRUCTION DOCUMENTS
☐ CONSTRUCTION ADMINISTRATION
☐ PERMIT DOCUMENTS

Project Submission Date: 1/14/2021

Revision Log

Rev.	Date	Description
1	1/14/2021	Initial Design
2	1/14/2021	Revised Design
3	1/14/2021	Final Design

Drawing Sheet Information

Sheet Number: **A-0.2**

Author: _____

Checker: _____

Scale: 1/4" = 1'-0"

Notes: _____

Table: _____

Details: _____

Sheet Number: _____

Exhibit 3

Construction Budget – Projections

Level	# of Crypts	Expected Sales Price	Sales Revenue	Interment Revenue (Current Day) *	Inscription Revenue (Current Day) **	Total Revenue
7	7	19910	139,370	17,934	5,327	162,631
6	7	22330	156,310	17,934	5,327	179,571
5	7	26840	187,880	17,934	5,327	211,141
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1	7	31900	223,300	17,934	5,327	246,561
			1,519,210	125,538	37,289	1,682,037
Costs of Construction						
Installation of Crypts						212,270
Marble Costs						62,000
Other Estimated HVAC, Terrazzo, Electrical						50,000
Total Estimated Costs						324,270
Estimated Profit						1,357,767

* Current Interment of \$1,281 per person times two individuals

** Current Inscription average of \$453 first and \$308 second

Exhibit 4

Latest Financial Report

Ferncliff Cemetery Association

Financial Statements

December 31, 2021 and 2020

Independent Auditors' Report

**Board of Directors
Ferncliff Cemetery Association**

Report on the Financial Statements

Opinion

We have audited the accompanying financial statements of Ferncliff Cemetery Association (a nonprofit organization), which comprise the statement of financial position as of December 31, 2021, and the related statements of activities and cash flows for the year then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Ferncliff Cemetery Association as of December 31, 2021, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Ferncliff Cemetery Association and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Ferncliff Cemetery Association's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditors' Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements, including omissions, are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Ferncliff Cemetery Association's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Ferncliff Cemetery Association's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Report on Summarized Comparative Information

We have previously audited Ferncliff Cemetery Association's 2020 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated March 29, 2021. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2020, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The Schedule of Operating Revenue and Cost of Sales and Schedule of Select Expenses are presented for purposes of additional analysis and are not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Report on Compliance

With respect to Rule of Procedure 200.4 of the New York State Cemetery Board and in connection with our audit, we confirmed with depositories all cash account balances and we confirmed with the custodians the investments held as of December 31, 2021. We also considered Ferncliff Cemetery Association's system of internal accounting control relative to cash and investments to the extent we considered necessary to evaluate the system as required by auditing standards generally accepted in the United States of America. The purpose of our consideration was to determine the nature, timing and extent of the auditing procedures necessary for expressing an opinion on Ferncliff Cemetery Association's financial statements taken as a whole. In connection with our audit, nothing came to our attention that would cause us to believe that Ferncliff Cemetery Association is not in compliance with Section 1507(c)(d) of the Not-For-Profit Corporation Law. However, it should be noted that our audit was not directed primarily toward obtaining knowledge of such compliance and we express no opinion or conclusion and provide no assurance on compliance.

Other Matters

Ferncliff Cemetery Association's records for the Permanent Maintenance Fund identifies separately cumulative principal reflecting allocations from the proceeds of the sales of lots, crypts and niches and cumulative capital gains or losses from investments. As more fully described in Note 2 to the financial statements, Ferncliff Cemetery Association reflects income in the form of interest and ordinary dividends ("investment income") earned on the investment of such funds in the operations of the General Fund as permitted by the New York State Cemetery Board. Accordingly, there is no cumulative investment income retained for use in future years.

Ferncliff Cemetery Association's records for the Perpetual Care Fund identify separately the cumulative principal for endowment, the cumulative capital gains or losses from investments and the cumulative income retained for use in future years.

PKF O'Connor Davies, LLP

March 31, 2022

Ferncliff Cemetery Association

Statement of Financial Position December 31, 2021 (with summarized totals at December 31, 2020)

	2021					2020
	General Fund	Permanent Maintenance Fund	Perpetual Care Fund	Special Funds	Total	Total
ASSETS						
Cash and cash equivalents	\$ 2,067,718	\$ 1,118,221	\$ 134,873	\$ -	\$ 3,320,812	\$ 3,540,970
Investments	216,880,451	71,851,544	559,989	11,745	289,303,729	258,770,596
Accounts receivable	3,880,134	-	-	-	3,880,134	4,099,263
Accrued income and prepaid expenses	1,169,818	59,071	14	-	1,228,903	962,515
Inventory of space, net	7,781,728	-	-	-	7,781,728	8,726,865
Property and equipment, net	15,182,315	-	-	-	15,182,315	14,402,311
Other assets	1,000,739	-	-	-	1,000,739	936,138
	<u>\$ 247,962,903</u>	<u>\$ 73,028,836</u>	<u>\$ 694,876</u>	<u>\$ 11,745</u>	<u>\$ 321,698,360</u>	<u>\$ 291,438,658</u>
LIABILITIES AND NET ASSETS						
Liabilities						
Accounts payable and accrued expenses	\$ 2,003,372	\$ 186,001	\$ 154,266	\$ -	\$ 2,343,639	\$ 1,714,336
Loan payable	7,900,000	-	-	-	7,900,000	7,900,000
Other liabilities	63,822	-	-	-	63,822	54,351
Construction reserve	144,293	-	-	-	144,293	177,166
Accrued pension withdrawal liability	-	-	-	-	-	730,259
Non interest-bearing certificates of indebtedness	35,000	-	-	-	35,000	35,000
Total Liabilities	<u>10,146,487</u>	<u>186,001</u>	<u>154,266</u>	<u>-</u>	<u>10,486,754</u>	<u>10,611,112</u>
Net Assets Without Donor Restrictions						
Available for general operations	237,816,416	-	-	-	237,816,416	215,855,855
Restricted by state law	-	72,842,835	540,610	11,745	73,395,190	64,971,691
Total Net Assets Without Donor Restrictions	<u>237,816,416</u>	<u>72,842,835</u>	<u>540,610</u>	<u>11,745</u>	<u>311,211,606</u>	<u>280,827,546</u>
Total Liabilities and Net Assets	<u>\$ 247,962,903</u>	<u>\$ 73,028,836</u>	<u>\$ 694,876</u>	<u>\$ 11,745</u>	<u>\$ 321,698,360</u>	<u>\$ 291,438,658</u>

See notes to financial statements

Ferncliff Cemetery Association

Statement of Activities Year Ended December 31, 2021 (with summarized totals for the year ended December 31, 2020)

	2021					2020
	General Fund	Permanent Maintenance Fund	Perpetual Care Fund	Special Funds	Total	Total
OPERATING REVENUE						
Sales of space	\$ 7,205,438	\$ -	\$ -	\$ -	\$ 7,205,438	\$ 7,785,550
Cremation fees	1,965,860	-	-	-	1,965,860	2,103,988
Other sales	1,360,307	-	-	-	1,360,307	1,249,029
Other services	1,114,824	-	-	-	1,114,824	1,226,940
Total Operating Revenue	11,646,429	-	-	-	11,646,429	12,365,507
COST OF SALES						
Depletion of construction costs	1,823,815	-	-	-	1,823,815	1,990,515
Cost of reacquired space sold	62,841	-	-	-	62,841	41,783
Contribution to permanent maintenance fund	753,016	-	-	-	753,016	814,222
Cost of other sales	509,063	-	-	-	509,063	465,483
Cost of other services	188	-	-	-	188	-
Total Cost of Sales	3,148,923	-	-	-	3,148,923	3,312,003
Gross Profit on Operating Revenue	8,497,506	-	-	-	8,497,506	9,053,504
OTHER SUPPORT						
Required contribution from general fund	-	753,016	-	-	753,016	814,222
Miscellaneous revenues	37,638	-	-	-	37,638	3,005
Gain on alternative investments	22,389	-	-	-	22,389	56,556
Interest on installment contracts	32,959	-	-	-	32,959	17,890
Dividend and interest income, net	3,467,679	886,726	8,956	107	4,363,468	4,091,421
Realized gains on investments	15,217,019	3,973,230	-	146	19,190,395	3,581,807
Unrealized gains on investments	4,801,731	3,627,690	69,493	(183)	8,498,731	21,177,051
Professional services on investment activities	(1,066,117)	-	-	-	(1,066,117)	(905,771)
Investment software and tools	(38,121)	-	-	-	(38,121)	(26,361)
Interest on bank loan	(118,989)	-	-	-	(118,989)	(121,123)
Interfund transfers						
Interest and dividends	895,682	(886,726)	(8,956)	-	-	-
Total Other Support	23,251,870	8,353,936	69,493	70	31,675,369	28,688,697
Gross Profit and Other Support	31,749,376	8,353,936	69,493	70	40,172,875	37,742,201

See notes to financial statements

Ferncliff Cemetery Association

Statement of Activities Year Ended December 31, 2021 (with summarized totals for the year ended December 31, 2020) (continued)

	2021					2020
	General Fund	Permanent Maintenance Fund	Perpetual Care Fund	Special Funds	Total	Total
EXPENSES						
Cemetery program services	\$ 6,799,126	\$ -	\$ -	\$ -	\$ 6,799,126	\$ 6,457,372
Management and administrative	3,012,789	-	-	-	3,012,789	3,018,194
Total Expenses	<u>9,811,915</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>9,811,915</u>	<u>9,475,566</u>
Excess of Revenue over Expenses						
Before Other Changes	21,937,461	8,353,936	69,493	70	30,360,960	28,266,635
OTHER CHANGES						
Gain on fixed assets disposition	23,100	-	-	-	23,100	-
Union pension mass withdrawal change in estimate	-	-	-	-	-	91,861
Change in Net Assets	<u>21,960,561</u>	<u>8,353,936</u>	<u>69,493</u>	<u>70</u>	<u>30,384,060</u>	<u>28,358,496</u>
NET ASSETS WITHOUT DONOR RESTRICTIONS						
Beginning of year	<u>215,855,855</u>	<u>64,488,899</u>	<u>471,117</u>	<u>11,675</u>	<u>280,827,546</u>	<u>252,469,050</u>
End of year	<u>\$ 237,816,416</u>	<u>\$ 72,842,835</u>	<u>\$ 540,610</u>	<u>\$ 11,745</u>	<u>\$ 311,211,606</u>	<u>\$ 280,827,546</u>

See notes to financial statements

Ferncliff Cemetery Association

Statements of Cash Flows Year Ended December 31, 2021 (with comparative amounts for year ended December 31, 2020)

	2021	2020
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ 30,384,060	\$ 28,358,496
Adjustments to reconcile change in net assets to net cash from operating activities		
Net realized gains on sales of investments and alternative investments	(19,212,784)	(3,638,363)
Unrealized gains on investments	(8,498,731)	(21,177,051)
Depletion	1,823,815	1,990,515
Depreciation	646,843	627,203
Gain on fixed assets disposition	(23,100)	-
Union pension mass withdrawal change in estimate	-	(91,861)
Changes in operating assets and liabilities		
Accounts receivable	219,129	(424,435)
Accrued income and prepaid expenses	(266,388)	101,593
Inventory of space	(878,678)	(422,251)
Other assets	(64,601)	(4,154)
Accounts payable and accrued expenses	629,303	(65,602)
Other liabilities	9,471	6,411
Accrued pension withdrawal liability	(730,259)	(60,134)
Net Cash from Operating Activities	<u>4,038,080</u>	<u>5,200,367</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Proceeds from the sale of investments	126,162,732	104,089,917
Purchases of investments	(128,984,350)	(106,404,385)
Proceeds from the sale of fixed assets	23,100	-
Construction reserve	(32,873)	-
Capital expenditures	<u>(1,426,847)</u>	<u>(1,092,333)</u>
Net Cash from Investing Activities	<u>(4,258,238)</u>	<u>(3,406,801)</u>
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds of loan payable	7,900,000	7,900,000
Repayment of loan payable	<u>(7,900,000)</u>	<u>(7,900,000)</u>
Net Cash from Financing Activities	<u>-</u>	<u>-</u>
Net Change in Cash and Cash Equivalents	(220,158)	1,793,566
CASH AND CASH EQUIVALENTS		
Beginning of year	<u>3,540,970</u>	<u>1,747,404</u>
End of year	<u>\$ 3,320,812</u>	<u>\$ 3,540,970</u>
SUPPLEMENTARY CASH FLOW INFORMATION		
Cash paid for interest	\$ 123,101	\$ 134,162
Cash paid for taxes	2,541	775

See notes to financial statements

Ferncliff Cemetery Association

Notes to Financial Statements
December 31, 2021 and 2020

1. Organization and Nature of Operations

Ferncliff Cemetery Association ("Ferncliff") is a not-for-profit, nonsectarian cemetery corporation organized under the laws of the State of New York. Ferncliff is exempt from federal income tax under Internal Revenue Code section 501(c)(13), and subject to the provisions of the New York State Cemetery Law.

Ferncliff's primary business is the sale of space for interments and the performance of cremations. The cemetery has a memorial park as well as three community mausoleums (Ferncliff Mausoleum, Shrine of Memories, Rosewood Mausoleum) available for interments. In addition, related sales and services are provided including funerals, receiving vault rentals, annual care, inscriptions, memorials and grave decorations. It is estimated that the remaining economic life of Ferncliff's burial space approximates 75 years.

2. Significant Accounting Policies

Basis of Presentation and Use of Estimates

The accompanying financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America ("U.S. GAAP"). The preparation of financial statements in accordance with U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Net assets without donor restrictions consist of net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objective of Ferncliff. Net assets without donor restrictions consist of the following:

Available for general operations: Include all resources of the General Fund, which are expendable for daily operations.

Restricted by state law: Include all resources of the Permanent Maintenance Fund, Perpetual Care Fund and Special Funds, which are required to remain in compliance with Section 1507 of the New York State Not-for-Profit Corporation Law.

Net assets with donor restrictions consist of net assets subject to stipulations imposed by donors. Some donor restrictions are temporary in nature or satisfied by the passage of time. Other donor restrictions are perpetual in nature, whereby the donor has stipulated the funds be held in perpetuity. Ferncliff does not have net assets with donor imposed restrictions.

Cash and Cash Equivalents

Cash and cash equivalents consist of highly liquid debt instruments with maturities of three months or less at the time of purchase. Cash and cash equivalents do not include cash and investments whose use is limited or restricted cash.

Ferncliff Cemetery Association

Notes to Financial Statements
December 31, 2021 and 2020

2. Significant Accounting Policies *(continued)*

Investments Valuation

Investments are carried at fair value.

Fair Value of Financial Instruments

Ferncliff follows U.S. GAAP guidance on fair value measurements which defines fair value and establishes a fair value hierarchy organized into three levels based upon the input assumptions used in pricing assets. Level 1 inputs have the highest reliability and are related to assets with unadjusted quoted prices in active markets. Level 2 inputs relate to assets with other than quoted prices in active markets which may include quoted prices for similar assets or liabilities or other inputs which can be corroborated by observable market data. Level 3 inputs are unobservable inputs and are used to the extent that observable inputs do not exist.

Pursuant to U.S. GAAP guidance, alternative investments where fair value is measured using the Net Asset Value ("NAV") as a Practical Expedient for fair value are not categorized within the fair value hierarchy.

Investments Income Recognition

Purchases and sales of securities are recorded on a trade-date basis. Interest income is recorded on the accrual basis and dividends are recorded on the ex-dividend date. Realized and unrealized gains and losses are included in the determination of the change in net assets.

Inventory

Inventory is stated at the lower of developed cost (specific identification) or net realizable value.

Property and Equipment

Capital purchases greater than \$1,000 with a life in excess of 2 years are recorded as property and equipment at cost. Depreciation is computed using the straight-line method over the estimated useful lives of the asset as follows:

<u>Description of Assets</u>	<u>Estimated Useful Lives</u>
Buildings and improvements	40 years
General cemetery development	20 years
Equipment and furnishings	5 to 10 years

Ferncliff Cemetery Association

Notes to Financial Statements
December 31, 2021 and 2020

2. Significant Accounting Policies *(continued)*

Impairment of Long-Lived Assets

Long-lived assets such as property and equipment are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Ferncliff records impairment losses on long-lived assets used in operations if the undiscounted cash flows estimated to be generated by those assets are less than the carrying amount of those assets. No impairment charges were required to be recognized for the years ended December 31, 2021 and 2020.

Conditional Asset Retirement Obligations

Ferncliff accounts for Conditional Asset Retirement Obligations ("CARO") in accordance with U.S. GAAP, which defines a conditional asset retirement obligation as a legal obligation to perform an asset retirement activity in which the timing and/or method of settlement are conditional on a future event that may or may not be within the control of the entity. Uncertainty with respect to the timing and/or method of settlement of the asset retirement obligation, does not defer recognition of a liability. The fair value of the CARO is recorded on a discounted basis and accreted over time for the change in fair value. Management has determined that there are no CARO liabilities that are required to be recorded at December 31, 2021 and 2020.

Funds

Pursuant to Article 15, §1507 (Trust Funds) of New York State Not-for-Profit Corporation Law, not less than 10 percent of the proceeds from cemetery property sales must be deposited into permanent maintenance funds. The income in the form of interest and ordinary dividends from these funds is used for maintenance of the cemetery, but principal must generally be held in perpetuity. In addition, the board of Ferncliff may appropriate for expenditure, solely for the maintenance and preservation of the cemetery grounds, a portion of the net appreciation, in the fair value of the principal of the trust, as is prudent under the standards established by New York State law. In the event that Ferncliff seeks to appropriate any percentage of its net appreciation in its permanent maintenance fund, Ferncliff shall provide notice of such proposed appropriation by certified mail to the New York State Cemetery Board not less than sixty days in advance of such proposed appropriation. Ferncliff recognizes and withdraws currently all dividends and interest income earned to the extent that applicable expenses to maintain the property previously sold equals or exceeds the income generated.

Pursuant to Article 15, §1507 (Trust Funds) of New York State Not-for-Profit Corporation Law, Ferncliff has on occasion entered into agreements with lot owners, to perpetually care for specific lots, plots or parts thereof, to the extent that the income derived from the amount fixed in the agreement will permit. The income arising therefrom is used solely for the perpetual care and maintenance of the lots or plots or parts thereof for which such income has been provided.

Ferncliff Cemetery Association

Notes to Financial Statements
December 31, 2021 and 2020

2. Significant Accounting Policies (*continued*)

Funds (continued)

Special funds are held in accordance with the laws of the State of New York pertaining to Perpetual Care Funds. These agreements were established to provide for specific requests for individual properties. The income arising therefrom, as well as principal as required, is used for the specific property.

Revenue Recognition

As shown on the statement of activities, Ferncliff has several revenue sources. Ferncliff has concluded that each of its contracts includes a single performance obligation that is satisfied either at a point in time or over time, which is satisfied over Ferncliff's year. Because no performance obligation spans beyond Ferncliff's year, all such obligations are satisfied by Ferncliff's year end.

Ferncliff has concluded that all revenue recognized is probable of collection based on Ferncliff's strong collection experience. As permitted by the guidance, Ferncliff has applied a portfolio approach to evaluating the customers' ability to pay, rather than evaluating each customer's ability to pay separately.

Revenue from the sale of burial rights is recorded as revenue at the time the sales contract is signed. Cost of space sold is expensed based on the cost of construction of the specific space.

All other related sales and services are recorded as revenue at the time services are performed.

Functional Allocation of Expenses

The financial statements report certain categories of expenses that are attributable to the program or supporting functions of Ferncliff. Those expenses include depreciation, the administration office and grounds maintenance. Depreciation is allocated to program, except for administration equipment, the office expenses are allocated based on estimates of time and effort and certain costs of the grounds maintenance are allocated based on estimates of time and effort.

Advertising

Advertising is expensed as it is incurred.

Ferncliff Cemetery Association

Notes to Financial Statements

December 31, 2021 and 2020

2. Significant Accounting Policies (*continued*)

Prior Year Summarized Comparative Information

The financial statements include certain prior year summarized comparative information in total but not by fund level. Accordingly, such information should be read in conjunction with Ferncliff's financial statements as of and for the year ended December 31, 2020, from which the summarized comparative information was derived.

Accounting for Uncertainty in Income Taxes

Ferncliff recognizes the effect of income tax positions only if those positions are more likely than not to be sustained. Management has determined that Ferncliff had no uncertain tax positions that would require financial statement recognition or disclosure. Ferncliff is no longer subject to examinations by applicable taxing jurisdictions for periods prior to December 31, 2018.

Subsequent Events Evaluation by Management

Management has evaluated subsequent events for disclosure and/or recognition in the financial statements through the date that the financial statements were available to be issued, which date is March 31, 2022.

3. Investments

The objective of the investment program is to produce ordinary income and capital appreciation sufficient to maintain Ferncliff currently and in perpetuity. To achieve this objective, Ferncliff establishes and periodically reviews guidelines for the asset allocation within each fund, taking into account the current and future needs of Ferncliff and changing market conditions. The values of the investments will fluctuate as market conditions and asset allocations change and the amount of gain or loss in any subsequent period cannot be determined.

Ferncliff Cemetery Association

Notes to Financial Statements December 31, 2021 and 2020

3. Investments (continued)

Investments, stated at fair value, are summarized as follows at December 31:

	2021		2020	
	Cost	Fair Value	Cost	Fair Value
General Fund				
Cash equivalents	\$ 10,220,435	\$ 10,220,435	\$ 11,860,222	\$ 11,860,222
Alternative investments	10,723,533	17,542,334	8,511,735	13,828,881
Marketable equity securities	94,116,628	124,848,267	85,518,279	110,860,433
Debt securities	<u>63,858,629</u>	<u>64,269,415</u>	<u>56,103,921</u>	<u>58,604,116</u>
Total General Fund	<u>\$ 178,919,225</u>	<u>\$ 216,880,451</u>	<u>\$ 161,994,157</u>	<u>\$ 195,153,652</u>
Permanent Maintenance Fund				
Cash equivalents	\$ 1,541,547	\$ 1,541,547	\$ 2,151,279	\$ 2,151,279
Alternative investments	4,465,023	6,500,453	2,989,987	4,351,309
Marketable equity securities	29,710,449	41,406,438	28,857,344	37,050,546
Debt securities	<u>22,409,762</u>	<u>22,403,106</u>	<u>19,028,020</u>	<u>19,570,569</u>
Total Permanent Maintenance Fund	<u>\$ 58,126,781</u>	<u>\$ 71,851,544</u>	<u>\$ 53,026,630</u>	<u>\$ 63,123,703</u>
Perpetual Care Fund				
Cash equivalents	\$ 88,131	\$ 88,131	\$ 79,238	\$ 79,238
Marketable equity securities	<u>195,888</u>	<u>471,858</u>	<u>195,851</u>	<u>402,328</u>
Total Perpetual Care Fund	<u>\$ 284,019</u>	<u>\$ 559,989</u>	<u>\$ 275,089</u>	<u>\$ 481,566</u>
Special Funds				
Cash equivalents	\$ 1	\$ 1	\$ 1	\$ 1
Debt securities	<u>11,642</u>	<u>11,744</u>	<u>11,389</u>	<u>11,674</u>
Total Special Funds	<u>\$ 11,643</u>	<u>\$ 11,745</u>	<u>\$ 11,390</u>	<u>\$ 11,675</u>
All Funds				
Cash equivalents	\$ 11,850,114	\$ 11,850,114	\$ 14,090,740	\$ 14,090,740
Alternative investments	15,188,556	24,042,787	11,501,722	18,180,190
Marketable equity securities	124,022,965	166,726,563	114,571,474	148,313,307
Debt securities	<u>86,280,033</u>	<u>86,684,265</u>	<u>75,143,330</u>	<u>78,186,359</u>
Total All Funds	<u>\$ 237,341,668</u>	<u>\$ 289,303,729</u>	<u>\$ 215,307,266</u>	<u>\$ 258,770,596</u>

Substantially all of Ferncliff's investments are under the control of one bank custodian. Dividend and interest income earned in the Permanent Maintenance Fund are reported in the statement of activities, net of investment advisor fees and custody fees of \$307,893 for 2021 and \$275,717 for 2020.

Ferncliff Cemetery Association

Notes to Financial Statements December 31, 2021 and 2020

3. Investments (continued)

The following are major categories of investments at fair value categorized by the fair value hierarchy at December 31:

	2021	2020
Level 1 (Quoted Prices in Active Markets for Identical Assets)		
Equities		
U.S. common stock	\$ 113,832,940	\$ 98,792,905
Mid cap / small cap funds	9,519,706	10,621,202
International	36,259,723	33,103,334
Other equity	7,114,194	5,795,866
Total Level 1	<u>166,726,563</u>	<u>148,313,307</u>
Level 2 (Other Observable Inputs)		
Corporate bonds	32,734,973	34,708,587
US Government Bonds/Agencies	26,734,559	25,872,195
Bond funds	25,945,271	16,491,437
International bonds	1,269,462	1,114,140
Total Level 2	<u>86,684,265</u>	<u>78,186,359</u>
Alternative investments (*)	<u>24,042,787</u>	<u>18,180,190</u>
Total of Fair Value	277,453,615	244,679,856
Cash equivalents, at cost	11,850,114	14,090,740
Total Investments	<u>\$ 289,303,729</u>	<u>\$ 258,770,596</u>

(*) As discussed in note 2, investments valued at NAV are excluded from the fair value hierarchy

There were no transfers between levels of the fair value hierarchy during 2021 and 2020.

Ferncliff Cemetery Association

Notes to Financial Statements December 31, 2021 and 2020

3. Investments (continued)

Information regarding investments valued at NAV at December 31, 2021 is as follows:

	Fair Value	Unfunded Commitments	Redemption Frequency (If Currently Eligible)	Redemption Notice Period
Private equity, venture capital and distressed debt alternative investments (see "a" below)	\$ 18,537,952	\$ 13,062,356	Quarterly	30 days
Macro hedge funds (see "b" below)	<u>5,504,835</u>	-	Quarterly	95 days
	<u>\$ 24,042,787</u>	<u>\$ 13,062,356</u>		

- a. This category includes forty private equity funds that invest primarily in U.S. domestic public and private companies, and six debt funds. Two private equity funds can only be redeemed quarterly after being held for six years. Management has estimated that the underlying assets of these funds will be liquidated over the next 1 to 2 years. The other thirty-eight private equity funds are estimated to have 4 to 12 years until final liquidation. Four debt funds have a three year commitment period with an 8 year fund term after the commitment period of which one to two years remain on the commitment period and 6 to 7 years on the term. Two debt funds have quarterly withdrawal opportunities. Once all funds reach their commitment period, they are redeemable quarterly.
- b. This category includes four long-short domestic funds that seek to provide investors with substantial returns primarily through long and short equity investments in a diversified range of issuers.

Information regarding investments valued at NAV at December 31, 2020 is as follows:

	Fair Value	Unfunded Commitments	Redemption Frequency (If Currently Eligible)	Redemption Notice Period
Private equity, venture capital and distressed debt alternative investments (see "a" below)	\$ 10,044,428	\$ 14,777,793	Quarterly	30 days
Macro hedge funds (see "b" below)	<u>8,135,762</u>	-	Quarterly	95 days
	<u>\$ 18,180,190</u>	<u>\$ 14,777,793</u>		

- a. This category includes twenty-six private equity funds that invest primarily in U.S. domestic public and private companies, and four debt funds. Two private equity funds can only be redeemed after being held for six years. Management's plan for the funds has an estimate that the underlying assets of two funds will be liquidated over the next 1 to 2 years. The other twenty-four private equity funds are estimated to have 4 to 12 years until final liquidation. The four debt funds have a three-year commitment period with an 8-year fund term after the commitment period of which one to two years remain on the commitment, they are redeemable quarterly.
- b. This category includes two long-short domestic funds (with the same manager) that seek to provide investors with substantial returns primarily through long and short equity investments in a diversified range of issuers.

Ferncliff Cemetery Association

Notes to Financial Statements December 31, 2021 and 2020

4. Inventory of Space

Inventory of space, net of accumulated depletion, consists of the following at December 31:

	<u>2021</u>	<u>2020</u>
Rosewood Mausoleum	\$ 6,425,531	\$ 7,009,263
Shrine of Memories	5,884	5,884
Ferncliff Mausoleum	603,186	637,329
Hickory Terrace	27,476	45,644
Knollwood Cremation Garden	498,584	537,214
Reacquired grave space and crypts	108,033	115,988
Hillcrest Garden	109,321	318,723
Wittenberg and Hillcrest Estate Garden	3,713	56,820
	<u>\$ 7,781,728</u>	<u>\$ 8,726,865</u>

5. Property and Equipment

Property and equipment consist of the following at December 31:

	<u>2021</u>	<u>2020</u>
Cemetery, Shrine, Rosewood and Mausoleum buildings	\$ 8,548,640	\$ 8,424,901
General cemetery development	7,907,973	7,196,191
Unimproved land	6,724,256	6,532,789
Crematory equipment	1,323,788	1,305,988
Cemetery equipment	1,939,058	1,876,847
Office equipment and furnishings	943,986	821,642
Office buildings	606,134	606,734
Mausoleum equipment and furnishings	1,217,667	1,198,525
Shrine equipment and furnishings	712,208	695,337
Rosewood equipment and furnishings	1,560,658	1,510,859
	31,484,368	30,169,813
Accumulated depreciation	(16,302,053)	(15,767,502)
Net Book Value	<u>\$ 15,182,315</u>	<u>\$ 14,402,311</u>

During the year ended December 31, 2021, fully depreciated cemetery equipment was sold for \$23,100 and had an original cost of \$104,247 and an additional \$8,045 of fully depreciated property and equipment was disposed of. During the year ended December 31, 2020, fully depreciated software was disposed of in the amount of \$5,241,791.

Ferncliff Cemetery Association

Notes to Financial Statements December 31, 2021 and 2020

6. Loans Payable

Ferncliff replaced the revolving credit agreement of \$10,000,000, which expires July 31, 2022 and \$5,000,000 term loan expiring July 15, 2025 with new loans expiring on the same dates on December 30, 2021. The loans are fully collateralized by investments of \$43,849,782 at December 31, 2021 in two specified accounts. The loans bear interest calculated, at Ferncliff's option, using one of two variable interest rate bases.

At December 31, the following loans were outstanding:

2021			2020		
Maturity Date	Interest Rate	Principal	Maturity Date	Interest Rate	Principal
7/15/2025	1.7500%	\$ 5,000,000	7/15/2025	1.7500%	\$ 5,000,000
7/31/2022	1.0250%	2,900,000	7/31/2022	1.0875%	2,900,000
		<u>\$ 7,900,000</u>			<u>\$ 7,900,000</u>

Interest expense was \$118,989 and \$121,123 during 2021 and 2020.

7. Pension Plans

Pension Union Mass Withdrawal

On December 8, 2017, the trustees of the Cemetery Workers Supplemental Union Pension Fund (the "Fund") determined that (i) "substantially all" of the Fund's participating employers had withdrawn from the Fund; (ii) the Fund had, therefore, experienced a "mass withdrawal" as provided by Section 4219(c)(1)(D) of the Employee Retirement Income Security Act of 1974 (ERISA), as amended; and (iii) the "mass withdrawal valuation date" is December 31, 2017.

ERISA requires the Fund to calculate a "mass withdrawal liability" for any participating employer that withdraws from a multi-employer pension fund during a period of three (3) consecutive plan years within which "substantially all" employers have withdrawn from the fund presumably "pursuant to an agreement or arrangement to withdraw", a rebuttable presumption that may be disproven by an employer by a preponderance of the evidence.

Mass withdrawal liability consists of the sum of an employer's (i) initial (or standard) liability, (ii) redetermination liability, and (iii) reallocation liability. Redetermination and reallocation liabilities are only assessed following a declaration of a mass withdrawal.

Initial or standard liability is assessed when an employer withdraws from a fund and is an employer's proportionate share of a fund's unfunded vested benefit ("UVB") calculated using the fund's standard rules and the fund actuary's actuarial assumptions. The employer's proportionate share (or "initial allocable share") of the UVB is its proportionate share or percentage of the fund's average annual "contribution base units" (participant weeks for this Fund) during the three plan years immediately preceding the employer's withdrawal.

Ferncliff Cemetery Association

Notes to Financial Statements
December 31, 2021 and 2020

7. Pension Plans (continued)

Pension Union Mass Withdrawal (continued)

Redetermination liability is assessed only after a mass withdrawal is declared and are the amounts deducted from an employer's initial withdrawal liability under both (i) the "de minimis" reduction (by which initial withdrawal liability can be reduced by up to \$50,000 if the initial withdrawal liability is not over \$150,000) and (ii) the 20-year cap on periodic initial withdrawal liability payments.

Reallocation liability is assessed only after a mass withdrawal is declared and is an employer's additional proportionate share of a fund's UVB and is generated by calculating the UVB using the more conservative actuarial assumptions of the Pension Benefit Guaranty Corporation ("PBGC") which must be used to calculate the UVB under a mass withdrawal and which results in a higher UVB than that calculated using a fund's standard rules and actuarial assumptions. As with the initial or standard withdrawal liability, the employer's proportionate share (or "initial allocable share") of the UVB is its proportionate share or percentage of the fund's average annual "contribution base units" (participant weeks for this Fund) during the three plan years immediately preceding the employer's withdrawal. Under a "substantially all" mass withdrawal, an employer is subject to reallocation liability if it withdrew pursuant to an agreement or arrangement to withdraw; it is not liable for relocation liability if it did not withdraw pursuant to such an agreement or arrangement.

Ferncliff withdrew from the Fund on December 30, 2016 under the collective bargaining agreement it executed with Local 74 (which administers the Fund) covering the period of January 1, 2016 through December 31, 2018.

Ferncliff (i) was assessed an initial or standard withdrawal liability in February 2017 which it satisfied in a single sum payment in June 2017, such amount was \$730,266 and was accrued as of December 31, 2016; (ii) will not be subject to redetermination liability as its initial withdrawal liability was neither "de minimis" nor capped as its schedule of periodic initial withdrawal liability payments did not exceed 20 years; and (iii) will be assessed reallocation liability no later than January 30, 2020, as it must be assessed thirty (30) days after the date the Fund actuary calculates the amount of the reallocation liability which, in turn, must be calculated no later than one year after the Fund trustees declare the "reallocation record date" which must be no earlier than January 1, 2017 (the date of the actuarial report of the plan year in which the "substantially all" mass withdrawal was declared) and no later than December 31, 2018 (one year after the "mass withdrawal valuation date").

Ferncliff Cemetery Association

Notes to Financial Statements December 31, 2021 and 2020

7. Pension Plans (continued)

Pension Union Mass Withdrawal (continued)

Ferncliff retained BPAS Actuarial & Pension Services ("BPAS") to estimate its reallocation liability by estimating the vested benefits of the Fund under mass withdrawal assumptions, the expense load and asset value of the Fund, the resultant unfunded vested benefit of the Fund, and Ferncliff's "initial allocable share" or proportionate share of the UVB. BPAS estimated Ferncliff's reallocation liability to be \$1,214,000, which had been recorded in accrued pension withdrawal liability on the statement of financial position as of December 31, 2018. On January 29, 2020, Ferncliff received from Local 74 United Service Workers Union the actual calculated reallocation liability of \$882,254, payable in 40 quarterly payments commencing April 1, 2020, and reduced the reallocation liability by \$331,746. On March 2, 2021 Ferncliff entered into a settlement agreement with the Cemetery Workers Supplemental Pension Plan in full and complete satisfaction of the assessment in the lump sum amount of \$709,979, further reducing the reallocation liability by \$91,861, which had been reflected in the accrued pension withdrawal liability as of December 31, 2020. As of December 31, 2021, no liability remained.

Defined Contribution Plan

Ferncliff sponsors a 401(k) Profit Sharing Plan (the "Plan") covering substantially all of its employees (except those covered under a collective bargaining agreement). The Plan allows for employees to make elective deferral contributions equal to a portion of their salary. Ferncliff has elected the 401(k) safe harbor provisions using Qualified Non-elective contributions ("QNEC") equal to 3% of salary for the Plan year for active participants. In 2021 and 2020, the QNEC contribution was \$68,927 and \$63,490. Additionally, Ferncliff may make additional contributions each plan year, determined annually by the Board of Directors, which may range from 0% to 22% of employee compensation. In 2021 and 2020, the Board authorized additional contributions of \$457,911 and \$432,106.

Multiemployer Pension Plan and Welfare Plan

In accordance with Ferncliff's collective bargaining agreement with Local 74 United Service Workers Union ("USWU"), Ferncliff is obligated to contribute 3.5% of gross wages for the year commencing January 1, 2019, increasing to 4.0% for the year commencing January 1, 2020 to the Local 74 USWU 401(k) Savings Plan for union employees. The pension cost was \$40,110 in 2021 and \$41,018 in 2020. Additionally, Ferncliff is obligated to make monthly contributions to the Local 74 USWU Welfare fund at either a family rate, single rate or seasonal rate. The contribution levels were \$2,305, \$955 and \$955 in 2021 and \$2,200, \$905 and \$905 in 2020. Total contributions were \$304,069 in 2021 and \$286,285 in 2020.

Ferncliff Cemetery Association

Notes to Financial Statements December 31, 2021 and 2020

8. New York State Restricted Funds

Ferncliff maintains various New York State restricted funds for the purpose of maintaining and preserving the cemetery, including all lots, crypts, niches, plots and parts thereof. In classifying such funds for financial statement purposes as with or without donor restrictions, the Board of Directors looks to provisions of the laws of the State of New York. All New York State restricted funds are without donor restrictions. There are no board designated endowment funds. The interest and ordinary dividends of the Permanent Maintenance Fund is withdrawn and used to maintain and preserve the cemetery. The income from the Perpetual Care Fund and Special Funds is withdrawn based on cost of care and maintenance for which a perpetual care agreement has been made.

The following is a reconciliation of the activity in these funds:

	Permanent Maintenance Fund	Perpetual Care Fund	Special Funds	Total
Balance, December 31, 2019	\$ 58,651,734	\$ 447,626	\$ 11,088	\$ 59,110,448
Contributions and other	815,187	-	-	815,187
Interest and dividend income, net	877,898	8,316	242	886,456
Capital depreciation	5,021,978	23,491	345	5,045,814
Appropriation for expenditure	<u>(877,898)</u>	<u>(8,316)</u>	<u>-</u>	<u>(886,214)</u>
Balance, December 31, 2020	64,488,899	471,117	11,675	64,971,691
Contributions and other	753,016	-	-	753,016
Interest and dividend income, net	886,726	8,956	107	895,789
Capital appreciation	7,600,920	69,493	(37)	7,670,376
Appropriation for expenditure	<u>(886,726)</u>	<u>(8,956)</u>	<u>-</u>	<u>(895,682)</u>
Balance, December 31, 2021	<u>\$ 72,842,835</u>	<u>\$ 540,610</u>	<u>\$ 11,745</u>	<u>\$ 73,395,190</u>

Ferncliff Cemetery Association

Notes to Financial Statements December 31, 2021 and 2020

9. Functional Expenses

The functional classification of expenses are as follows for the years ended December 31:

	2021			2020		
	Cemetery Program Services	Management and Administrative	Total	Cemetery Program Services	Management and Administrative	Total
Salaries and payroll taxes	\$ 2,928,856	\$ 1,637,031	\$ 4,565,887	\$ 2,853,743	\$ 1,637,263	\$ 4,491,006
Employee benefits	961,650	640,285	1,601,935	906,396	655,872	1,562,268
New York State interment assessment	17,430	-	17,430	12,456	-	12,456
Advertising	213,372	-	213,372	194,430	-	194,430
Christmas, Easter, holiday expenses	21,868	3,833	25,701	11,168	3,787	14,955
Representatives' expenses	1,914	-	1,914	602	-	602
Sales events and functions	3,022	-	3,022	-	-	-
Meetings and conventions	-	9,292	9,292	-	11,099	11,099
Contributions	-	7,800	7,800	-	8,376	8,376
Office expenses	213,968	185,140	399,108	208,669	179,933	388,602
Professional fees	80,501	96,705	177,206	95,744	103,757	199,501
Board of directors fees	-	166,750	166,750	-	171,750	171,750
Board of directors travel	-	-	-	-	2,047	2,047
Vandalism fund	26,915	-	26,915	29,125	-	29,125
General insurance	181,563	80,247	261,810	167,103	66,880	233,983
Employee events and functions	-	1,244	1,244	-	3,863	3,863
General expenses	-	6,830	6,830	-	8,480	8,480
Interest on supplemental pension	-	4,112	4,112	-	13,039	13,039
Real estate taxes	30,887	-	30,887	13,067	-	13,067
Bank charges and fees	111,565	12,396	123,961	98,958	10,995	109,953
Utilities	597,917	55,818	653,735	503,347	49,133	552,480
Miscellaneous expenses and UBIT taxes	-	2,541	2,541	-	2,859	2,859
Maintenance, service and supplies	817,226	46,394	863,620	768,974	55,448	824,422
Depreciation	590,472	56,371	646,843	593,590	33,613	627,203
Total Expenses	<u>\$ 6,799,126</u>	<u>\$ 3,012,789</u>	<u>\$ 9,811,915</u>	<u>\$ 6,457,372</u>	<u>\$ 3,018,194</u>	<u>\$ 9,475,566</u>

10. Concentration of Credit Risk

Financial instruments that potentially subject Ferncliff to concentrations of credit risk consist principally of cash, investments and accounts receivable. At times, the cash balance may be in excess of the Federal Deposit Insurance Corporation ("FDIC") insurance limits. The cash deposits in excess of FDIC insurance were \$3,120,826 and \$3,340,982 at December 31, 2021 and 2020. Ferncliff does not believe that a significant risk of loss due to the failure of a financial institution presently exists. The investment portfolio is diversified by type and industry concentrations so that no individual or group of investments represents a significant concentration of credit risk. Accounts receivable arise from installment sales of the Cemetery and are expected to be collected in full.

Ferncliff Cemetery Association

Notes to Financial Statements December 31, 2021 and 2020

11. Availability and Liquidity of Financial Assets

The following represents Ferncliff Cemetery Association's financial assets at December 31, 2021 and 2020:

	2021	2020
Financial Assets at year end:		
Cash and cash equivalents	\$ 3,320,812	\$ 3,540,970
Investments	289,303,729	258,770,596
Accounts receivable	3,880,134	4,099,263
Accrued income	492,011	327,042
Total Financial Assets	296,996,686	266,737,871
Less amounts not available to be used within one year:		
Investments restricted as loan collateral	43,849,782	42,138,238
Restricted for permanent maintenance fund	72,969,765	64,205,384
Restricted for perpetual care fund	694,876	616,428
Non Liquid Investments	24,042,787	18,180,190
Financial Assets Available to Meet General Expenditures Over the Next Twelve Months	<u>\$ 155,439,476</u>	<u>\$ 141,597,631</u>

Liquidity Management

Ferncliff's goal is generally to maintain financial assets to meet 60 days of operating expenses (approximately \$1,500,000). As part of its liquidity plan, excess cash is invested in short-term investments including money market accounts and U.S. Treasury Bills and Notes. Ferncliff also has a line of credit of \$15,000,000, of which \$7,100,000 is still available to be drawn to meet cash flow needs.

12. Risks and Uncertainties

The COVID-19 pandemic has resulted in substantial volatility in the global financial markets. The value of Ferncliff's investments has and may continue to fluctuate in response to the changing market conditions. The amount of losses that may be recognized in subsequent periods cannot be reasonably estimated.

Ferncliff Cemetery Association

Supplementary Information

Years Ended December 31, 2021 and 2020

Schedule of Operating Revenue and Cost of Sales
Year Ended December 31, 2021
(with summarized totals for the year ended December 31, 2020)

See independent auditors' report

Schedule of Operating Revenue and Cost of Sales
Year Ended December 31, 2021
(with summarized totals for the year ended December 31, 2020)
(continued)

See independent auditors' report

Ferncliff Cemetery Association

Schedule of Operating Revenue and Cost of Sales
Year Ended December 31, 2021
(with summarized totals for the year ended December 31, 2020)
(continued)

	2021					2020
	General Fund	Permanent Maintenance Fund	Perpetual Care Fund	Special Funds	Total	Total
Cost of Other Services						
Funerals:						
Mausoleum	\$ 63	-	\$ -	-	\$ 63	\$ -
Shrine	63	-	-	-	63	-
Rosewood	62	-	-	-	62	-
Total Cost of Other Services	\$ 188	\$ -	\$ -	\$ -	\$ 188	\$ -

See independent auditors' report

Ferncliff Cemetery Association

Schedule of Select Expenses Year Ended December 31, 2021 (with summarized totals for the year ended December 31, 2020)

	2021				2020
	General Fund	Permanent Maintenance Fund	Perpetual Care Fund	Special Funds	Total
SALARIES AND PAYROLL TAXES					
Salaries					
Officers	\$ 1,032,004	\$ -	\$ -	\$ -	\$ 946,675
Office	783,598	-	-	-	754,859
Sales	527,773	-	-	-	570,781
Supervisory	614,067	-	-	-	568,305
Operating	1,156,871	-	-	-	1,228,336
Total Salaries	4,114,313	-	-	-	4,068,956
Social security and Medicare	275,751	-	-	-	269,758
New York State unemployment insurance	20,261	-	-	-	12,166
NY Metropolitan commuter surcharge	13,952	-	-	-	13,496
Federal unemployment insurance	2,154	-	-	-	2,063
Workmen's compensation insurance	139,456	-	-	-	124,567
Total Salaries and Payroll Taxes	\$ 4,565,887	\$ -	\$ -	\$ -	\$ 4,491,006
EMPLOYEE BENEFITS					
Group hospital and group life insurance	\$ 708,668	\$ -	\$ -	\$ -	\$ 712,818
Disability insurance	22,250	-	-	-	26,551
Union welfare fund	304,069	-	-	-	286,285
Union pension fund	40,110	-	-	-	41,018
Safe harbor contribution	68,927	-	-	-	63,490
Profit sharing	457,911	-	-	-	432,106
Total Employee Benefits	\$ 1,601,935	\$ -	\$ -	\$ -	\$ 1,562,268
OFFICE EXPENSES					
Dues and subscriptions	\$ 22,468	\$ -	\$ -	\$ -	\$ 19,651
Computer service and supplies	55,547	-	-	-	43,574
Annual software maintenance	28,409	-	-	-	44,614
Computer programs and programming	157,756	-	-	-	146,253
Postage	29,300	-	-	-	23,524
Stationery, printing, office supplies	75,477	-	-	-	79,116
Telephone	30,151	-	-	-	31,870
Total Office Expenses	\$ 399,108	\$ -	\$ -	\$ -	\$ 388,602

See independent auditors' report

Schedule of Select Expense
Year Ended December 31, 2021
(with summarized totals for the year ended December 31, 2020)
(continued)

See independent auditors' report

EXHIBIT C



Division of Cemeteries

New York State
Department of State
DIVISION OF CEMETERIES
One Commerce Plaza
99 Washington Avenue
Albany, NY 12231-0001
Telephone: (518) 474-6226
www.dos.ny.gov

APPLICATION FOR APPROVAL OF A MAUSOLEUM OR COLUMBARIUM

BASIC INFORMATION

Cemetery Name Ferncliff Cemetery Association		New York State Cemetery Five Digit ID Number 60 — 006	
Location of Cemetery: Street Address 280 Secor Road, P.O. Box 217			
City Hartsdale	or Town and Village New York	NY	Zip Code 10530
Contact Person Name: Philip J. Tassi		Title COO	
Contact Person Mailing Address: Same			
Contact Person's Phone Number: 914-693-4700	Contact Person's Email: ptassi@ferncliffcemetery.com		Date Form Completed 01/20/2023
Cemetery Total Acres: 76.00	Cemetery Developed Acres: 62.00	Cemetery Acres Sold: 58.00	
Number of Current Mausoleum Structures: 3	Number of Current Columbarium Structures: 9		
Does the cemetery have certificates of indebtedness or land shares? (This is not common.) <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No If so, will they participate in the proceeds of this project? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No If yes, describe:			

PROJECT DESCRIPTION

Select one: <input checked="" type="checkbox"/> Mausoleum <input type="checkbox"/> Columbarium <input type="checkbox"/> Both
<p>Explain the proposed project and why it is in the cemetery's best interest.</p> <p>The project will convert an empty double private room in the Rosewood Mausoleum into 49 end companion crypts, which will require the demolition of the existing non-structural wall, pouring of 49 end companion crypts, and the finishing of the project with marble crypt fronts. The purpose of the project is to add traditional inventory (end companions) in the building that is above grade (most of the remaining inventory is in the lower level below grade) with a much greater financial return than selling the area as a double private room.</p> <p>The conversion will allow 49 families the opportunity to purchase double crypts resulting in 98 interment spaces versus 1 family owning a room with 14 interment spaces. This change will also increase the cemetery revenue through interment charges, inscriptions, cameos, and related sales.</p> <p>No niches will be added. The end companion crypts will maximize the space and the revenue returns.</p>

APPLICATION FOR APPROVAL OF A MAUSOLEUM OR COLUMBARIUM

COMPLIANCE WITH NEW YORK STATE CEMETERY BOARD REGULATIONS

State the number and type of proposed niches/ crypts (e.g., 15 indoor crypts, 30 outdoor crypts, 25 indoor glass-front niches, 50 indoor granite-front niches, etc.).

49 indoor companion crypts.

Will units be added later? ☐ Yes ☒ No

If yes, please explain and include the number of proposed units, niches and crypts along with the anticipated date of addition.

Is this part of a prior application? ☒ Yes ☐ No Date of prior application:

State the manufacturer/ brand of the unit and the name of the architect/ engineer for the project (small prefabricated units do not require an architect or engineer):

Magan Group Architects, OLA Consulting Engineers

Total existing niches/ crypts: 23,698

Total number of these still available: 543

List all permits required to complete this project and attach copies of permits already obtained:

Town of Greenburgh Building Permit

Describe the status of permits that you have not yet obtained:

In process.

If applicable, state the date on which the cemetery posted the sign required by New York State Cemetery Board regulations: (see "Additional Required Documents" on page 3).

COST

State the total cost of construction of the project: \$ 324,270.00

What is the source of funding for the project? Indicate the amount from each source.

☒ General Fund: \$ 324,270.00

☐ PM Fund Loan (needs court approval, must submit separate application): \$

☐ Commercial Loan (specify whether the loan is collateralized and, if so, what the collateral is.) \$

☐ No Collateral ☐ Collateral (Describe below):

☐ Other (please explain) \$

APPLICATION FOR APPROVAL OF A MAUSOLEUM OR COLUMBARIUM

ADDITIONAL REQUIRED DOCUMENTS

- Minutes or resolution of board or lot owners approving project.
- Map of the cemetery with location of project indicated.
- Rendering or sketch of the project.
- Photo of sign. State regulations require that you post a sign at all entrances to the cemetery, the site of the project and office. The sign must:
 - describe in plain language the proposed mausoleum or columbarium,
 - be posted for at least 60 days to allow for comments from lot owners and the community,
 - include a sketch or rendering of the mausoleum or columbarium,
 - include an address and telephone number for submission of comments about the project; and
 - include the deadline for submission of comments.

Note: If the project is an addition to an existing mausoleum or columbarium of 250 spaces or fewer, the cemetery does not need to post the sign described above.

- Copy of proposal from vendor/contractor.
- Detailed list of all costs associated with the project including the costs of construction, professional fees, cost at current prices of graves that could otherwise be developed on the land to be used, landscaping, embellishments, and other features.
- Copy of any permits issued for this project.
- For structures for which local permits are required, provide an architect's or engineer's report.
- List of service charges (e.g., entombment, inurnment) for the mausoleum or columbarium (unless the cemetery already has a mausoleum or columbarium and will use its existing service charges).
- Copy of the cemetery's conflict of interest policy.
- Does the cemetery file Form 990 or Form 990-EZ with the IRS?
 - If the cemetery files Form 990, attach the Part VII Compensation of Officers, Directors, Trustees for the last four years.
 - If the cemetery files 990-EZ, attach Part VI.
 - If the cemetery files Form 990-N – Electronic Notice (e-Postcard), no additional attachments are required.

REQUIRED SCHEDULES

Schedule A: summary detailing the last four years of income and expenses and fund balances as reported on your annual reports; use the form found at <https://dos.ny.gov/cemetery-operators#forms>.

- Schedule B-1: anticipated annual revenue and expenses from the project and total return on investment; use the form found at <https://dos.ny.gov/cemetery-operators#forms>.
- If you are borrowing money to finance the project:
 - If the loan will come from the cemetery's permanent maintenance (PM) fund, complete a separate "Application for Approval of a Loan or Grant from a Cemetery's Permanent Maintenance Fund" found at <https://dos.ny.gov/cemetery-operators#forms>, or
 - If the loan is a commercial loan, attach an amortization schedule.
- Does the proposed project involve a related party? If yes, please complete Schedule C: Related Party Transactions.
 - A related party is an officer, director, or key person of the cemetery or their relatives, or entities of which these people own a specific percentage. For purposes of applications, entities affiliated with cemeteries (such as funeral entities for grandfathered standalone crematories) are related parties. For more information, please see the New York State Office of the Attorney General's guide to Conflict of Interest Policies available at: https://www.charitiesnys.com/pdfs/Charities_Conflict_of_Interest.pdf.



Division of Cemeteries

Department of State
DIVISION OF CEMETERIES
One Commerce Plaza
99 Washington Avenue
Albany, NY 12231-0001
Telephone: (518) 474-6226
www.dos.ny.gov

SCHEDULE A – INCOME AND EXPENSES AND FUND BALANCES

For any income or expense category where there is a significant increase or decrease in income or expenses, please provide a brief explanation. Not all cemeteries will have income and expenses in all of these categories

Cemetery Name Fencliff Cemetery Association		New York State Cemetery Five Digit ID Number 60 — 006			
YEAR ENDING (enter last date of year reporting for each column, i.e. 12/31/20)	2021	2020	2019	2018	
SIZE AND INVENTORY					
Acres-Total	76.00	76.00	76.00	76.00	
Acres-Developed	55.00	55.00	55.00	55.00	
Acres-Developed and Available	3.00	3.00	3.00	3.00	
BURIALS AND LOT SALES					
Burials	1,058	1,123	928.00	938.00	
Number of lots (graves, crypts, niches) sold	662	656	499.00	501.00	
INCOME (RECEIPTS)					
Lots and grave sales	\$ 7,205,438.00	\$ 7,785,550.00	\$ 5,929,926.00	\$ 6,113,343.00	
Interment fees	\$ 1,114,824.00	\$ 1,226,940.00	\$ 954,753.00	\$ 985,934.00	
Foundations	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	
Dividends and interest	\$ 4,363,468.00	\$ 4,091,422.00	\$ 4,881,148.00	\$ 4,922,523.00	
Donations	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	
Other-specify; See Schedule on Excel attach additional sheet(s) as needed	\$ 30,638,068.00	\$ 27,950,292.00	\$ 28,025,304.00	-\$ 17,143,740.00	
Other-specify; attach additional sheet(s) as needed					
Other-specify; attach additional sheet(s) as needed					
TOTAL RECEIPTS	\$ 43,321,798.00	\$ 41,054,204.00	\$ 39,791,131.00	-\$ 5,121,940.00	

SCHEDULE A – INCOME AND EXPENSES AND FUND BALANCES

Cemetery Name Fencliff Cemetery Association		New York State Cemetery Five Digit ID Number 60 006		
YEAR ENDING	2021	2020	2019	2018
EXPENSES (DISBURSEMENTS)				
Employee Wages	\$ 3,082,308.00	\$ 3,122,281.00	\$ 2,719,307.00	\$ 2,659,383.00
Independent Contractor Grave Openings	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Independent Contractor Maintenance and Mowing	\$ 59,220.00	\$ 52,220.00	\$ 56,366.00	\$ 48,162.00
Salaries of Officers	\$ 1,032,004.00	\$ 946,675.00	\$ 910,238.00	\$ 869,939.00
Supplies and Repairs				
Equipment				
Insurance – General Liability	\$ 261,810.00	\$ 233,983.00	\$ 231,034.00	\$ 213,965.00
Workers Compensation	\$ 139,457.00	\$ 124,568.00	\$ 115,467.00	\$ 173,088.00
Commercial Crime/ Employee Dishonesty				
Vandalism and Assessment Fee	\$ 44,345.00	\$ 41,581.00	\$ 32,862.00	\$ 31,157.00
Other – specify; See Schedule Attached attach additional sheet as needed	\$ 8,318,595.00	\$ 8,174,400.00	\$ 7,540,157.00	\$ 7,711,210.00
Other – specify; attach additional sheet as needed				
Other – specify; attach additional sheet as needed				
TOTAL DISBURSEMENTS	\$ 12,937,739.00	\$ 12,695,708.00	\$ 11,605,431.00	\$ 11,706,904.00
OPERATING SURPLUS (LOSS)	\$ 30,384,059.00	\$ 28,358,496.00	\$ 28,185,700.00	-\$ 16,828,844.00
INTER-FUND TRANSFERS				
Transfers				
To Operating Account				
From permanent maintenance fund (retained income from previous years)	\$ 895,680.00	\$ 886,214.00	\$ 1,091,960.00	\$ 1,116,969.00
From other funds (i.e., perpetual care, special, bequests, pre-need, etc.)	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
TOTAL TRANSFERS FROM OTHER FUNDS TO OPERATING ACCOUNT	\$ 895,680.00	\$ 886,214.00	\$ 1,091,960.00	\$ 1,116,969.00
Transfers				
From Operating Account				
To permanent maintenance fund	\$ 753,016.00	\$ 814,222.00	\$ 620,386.00	\$ 639,114.00
To other funds (i.e., perpetual care, special, bequests, pre-need, etc.)	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
TOTAL TRANSFERS FROM OTHER FUNDS FROM OPERATING ACCOUNT	\$ 753,016.00	\$ 814,222.00	\$ 620,386.00	\$ 639,114.00

SCHEDULE A – INCOME AND EXPENSES AND FUND BALANCES

Cemetery Name Fencliff Cemetery Association	New York State Cemetery Five Digit ID Number 60 006
--	--

YEAR ENDING	2021	2020	2019	2018
FINANCIAL ASSETS (FUND BALANCES)				
General Fund	\$ 237,816,415.00	\$ 215,855,854.00	\$ 193,358,602.00	\$ 172,974,386.00
Permanent Maintenance Fund	\$ 72,842,835.00	\$ 64,488,899.00	\$ 58,651,734.00	\$ 50,919,902.00
Perpetual Care	\$ 540,611.00	\$ 471,118.00	\$ 447,626.00	\$ 378,729.00
Special Trust	\$ 11,744.00	\$ 11,675.00	\$ 11,088.00	\$ 10,333.00
Other	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
TOTAL FINANCIAL ASSETS	\$ 311,211,605.00	\$ 280,827,546.00	\$ 252,469,050.00	\$ 224,283,350.00

PER ACRE ANALYSIS`

Total Income Per Developed Acre	\$ 787,669.05	\$ 746,440.07	\$ 723,475.11	-\$ 93,126.18
Total Expense Per Developed Acre	\$ 235,231.62	\$ 230,831.05	\$ 211,007.84	\$ 212,852.80
Net Income (Loss) Per Developed Acre	\$ 552,437.44	\$ 515,609.02	\$ 512,467.27	-\$ 305,978.98
Funds Per Developed Acre	\$ 5,658,392.82	\$ 5,105,955.38	\$ 4,590,346.36	\$ 4,077,879.09

Permanent Maintenance Loan

Approved Date	
Original Loan Amount	
Current Balance	

NOTES:

Schedule of Other Income (Receipts) and Expenses

	12/31/2021	12/31/2020	12/31/2019	12/31/2018
Income (Receipts)				
Cremation Fees	1,965,860	2,103,988	1,466,096	1,350,514
Memorials and Vases	560,186	506,560	341,699	356,861
Grave Decorations and Flowers	128,678	110,481	122,758	124,387
Annual Care	8,390	0	5,011	5,263
Summer Plantings	125,164	114,655	119,779	121,424
Mausoleum Plant Sales	188,024	167,713	186,184	186,528
Inscriptions	281,411	281,992	215,588	233,666
Other	436	426	-8,462	18,997
Cameos	62,115	61,875	49,624	50,619
Urns	5,902	5,325	7,071	8,782
Contribution to PM Funds (Statutory)	753,016	814,222	620,386	639,114
Miscellaneous Revenues	37,638	3,005	44,347	10,680
Gain (Loss) on Alternative Investments	22,389	56,556	89,144	201,200
Interest on Installment Contracts	32,959	17,890	22,520	24,316
Realized Gains on Investments	19,190,395	3,581,806	1,967,480	3,841,435
Unrealized Gain (Loss) on Investments	8,498,731	21,177,051	23,925,513	-23,173,867
Professional Services on Investments	-1,066,117	-905,771	-890,693	-885,976
Investment Software and Tools	-38,121	-26,361	-24,839	-23,241
Interest on Bank Loans	-118,989	-121,123	-233,902	-234,442
Total Other Income (Receipts)	30,638,068	27,950,292	28,025,304	-17,143,740
Expenses and Cost of Sales				
Amortization of Constuction Costs	1,823,815	1,990,515	1,596,423	1,663,167
Cost of Reacquired Space	62,841	41,783	76,451	33,881
Contribution to Permanent Maintenance Fund	753,016	814,222	620,386	639,114
Cost of Other Sales				
Memorials, Vases	214,114	181,573	179,697	166,074
Grave Decorations	71,470	55,531	58,281	58,314
Annual Care	0	0	2,506	2,632
Summer Planting	9,645	9,319	14,440	14,840
Mausoleum Plants	100,745	91,803	105,501	104,055
Inscriptions	90,374	103,490	89,719	83,582
Cameos	22,114	21,134	17,149	19,174
Urns	602	2,632	3,368	3,227
Cost of Other Services	188	0	767	492
Payroll Taxes	312,118	297,483	272,636	255,161
Employee Benefits				

Group Hospital, Life and Disability	730,918	739,369	699,782	685,069
Union Welfare, Pension	344,179	327,303	321,045	284,866
401K Safe Harbor and Profit Share	526,838	495,596	512,171	527,365
Union Pension Mass Withdrawal Expense	0	-91,860	-331,746	0
Advertising	213,372	194,430	311,845	346,578
Holiday Expenses	25,701	14,954	28,574	27,711
Representatives Expenses	4,936	602	5,165	6,041
Meetings and Conventions	9,292	11,099	24,199	30,005
Contributions	7,800	8,376	12,155	9,625
Office Expense and Computer Software and Service	399,110	388,602	478,129	306,241
Professional Fees	177,206	199,501	163,907	145,174
Board of Director Fees	166,750	173,797	147,188	145,313
Employee Events and Functions	1,244	3,863	4,771	5,901
General Expenses	6,830	8,480	53,260	7,443
Real Estate Taxes	30,887	13,067	12,928	11,216
Bank Charges, Fees and Credit Card Fees	128,073	122,993	88,490	89,540
Utilities	653,735	552,480	563,354	645,698
Miscellaneous Expense	800	0	2,751	10,421
Maintenance, Service and Supplies				
Cemetery	293,317	258,603	264,398	274,494
Autos and Trucks	71,372	59,089	84,529	74,511
Mausoleum	113,344	140,506	108,861	99,054
Rosewood	147,458	143,807	151,490	137,802
Shrine	74,042	79,299	74,236	79,181
Crematory	6,859	-5,071	13,107	12,452
Flowers/Plantings	6,836	6,764	6,025	6,671
Water	90,371	89,205	79,528	61,091
Depreciation	646,841	627,203	622,691	638,034
Gain/Loss on Sale of Fixed Assets	-23,100	0	0	0
Income and Sales Tax Expense	2,541	2,859	0	0
Total Other Expenses	8,318,595	8,174,400	7,540,157	7,711,210



Division of Cemeteries

Department of State
DIVISION OF CEMETERIES
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SCHEDULE B – MAUSOLEUM/COLUMBARIUM/ LAWN CRYPT/NEW SECTION RETURN ON INVESTMENT

Cemetery Name		New York State Cemetery Five Digit ID Number	
TYPE OF APPLICATION <input type="checkbox"/> MAUSOLEUM <input type="checkbox"/> COLUMBARIUM <input type="checkbox"/> LAWN CRYPT Check all that apply <input type="checkbox"/> FULL BODY BURIAL SPACES <input type="checkbox"/> CREMAINS BURIAL SPACES			
ANNUAL GROSS REVENUE			
	Number of Spaces Per Year*	Average Price per Space	Annual Gross Revenue
Crypts			
Niches			
Lawn Crypts			
Full Body Burial Spaces			
Cremains Burial Spaces			
Totals			
*Provide a reasonable estimate of annual sales			
TOTAL GROSS REVENUE ON ALL INVENTORY SOLD			
	Total Number of Spaces	Average Price per Space	Gross Revenue**
Crypts			
Niches			
Lawn Crypts			
Full Body Burial Spaces			
Cremains Burial Spaces			
Totals			
**For purposes of this calculation, we assume the final 10 percent of spaces will not sell. Consequently, Gross Revenue represents sales of 90 percent of spaces multiplied by average cost.			
ESTIMATED YEARS UNTIL PROJECT SELLS OUT			
	Number of Years	Number of Years	
Crypts		Full Body Burial Spaces	
Niches		Cremains Burial Spaces	
Lawn Crypts			
EXPENSES			
Development and construction costs (include contractors, professional fees, setup and delivery, permitting, etc.)			
Permanent Maintenance Allocation (minimum of 10 percent of Gross Revenue)***			
Total Selling Expenses			
Loan Interest Expenses			
Other (specify)			
Total Expenses			
NET REVENUE			
***Most cemeteries allocate 10 percent of gross revenue from lot sales to Preventive Maintenance. Some cemeteries allocate a higher percentage; those that do must use that higher percentage.			