

DIVISION OF CEMETERIES

STATE OF NEW YORK
DEPARTMENT OF STATE
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GOVERNOR

CEMETERY BOARD

ROSANNA ROSADO
SECRETARY OF STATE
CHAIR

LETITIA JAMES
ATTORNEY GENERAL

DR. HOWARD A. ZUCKER
COMMISSIONER OF HEALTH

TO: NEW YORK STATE CEMETERY BOARD

FROM: LEWIS A. POLISHOOK, Director

CC: ROBERT VANDERBLES, Counsel

DATE: MAY 27, 2020

RE: FERNCLIFF CEMETERY, NO. 60-006
INSTALLATION OF LAWN CRYPTS

By application dated April 22, 2021, Ferncliff Cemetery Association (the Cemetery) seeks confirmation that the New York State Cemetery Board does not object to its April 22, 2021 application to amend its May 24, 2020 application to develop additional lawn crypts adjacent to a section, the Hillcrest Family Estate, approved by the New York State Cemetery Board in 2017. The Board stated that it did not object to the installation of lawn crypts in this area at its July 14, 2020 meeting.

Ferncliff Cemetery consists of 76 acres (including a parcel of approximately 12 acres across Secor Road from the rest of the cemetery that contains no burials), and is located in the Town of Greenburgh, in Westchester County. It has a series of mausoleum buildings and a five-retort crematory, in addition to offering traditional in-ground burials and lawn crypts. The cemetery and crematory appear to be in compliance with all Division regulations; the cemetery is consistently well-maintained and generates few lot owner complaints.

The Cemetery maintains a conflict of interest policy. The Cemetery states that no related parties are involved in this transaction. An excerpt from the Cemetery's most recent 990 showing compensation is included as an exhibit. As of my visit on April 28, 2021, the Cemetery appeared very well maintained.

Summary of Recommendation

The Division recommends that the Board not object to the project and approve the associated major alteration subject to receipt of the extensive list of local permits described by the Cemetery and included at the end of this memorandum. The Cemetery has a demonstrated track record of selling such burial spaces profitably, and has built them before, so it is familiar with the additional engineering requirements of lawn crypts. The changes to the project will improve the appearance of the area and provided better tree coverage to the neighbors adjacent to this portion of the Cemetery.

Exhibits

- A. May 19, 2021 Report of Senior Accountant Vince Gimondo
- B. April 22, 2021 application by Cemetery, including cover letter, overview of the project, major renovation report, project budget and development costs, rendering, and July 15, 2020 approval letter from the Division, and attaching:
 1. Board resolution authorizing the project;
 2. Maps of the Cemetery and location of the project;

3. Financial information, including
 - a. Schedule A (Four-Year Comparison of income, Expenses, and Fund Balances)
 - b. 2020 annual report;
 - c. Excerpt from Cemetery 990 showing compensation;
4. Specifications for Lawn Crypts
 - a. June 17, 2020 manufacturer certification;
 - b. May 13, 2020 soil percolation test report;
 - c. Technical drawings;
 - d. March 3, 2020, Report of Tim Miller Associates re Soil Conditions;
 - e. Report of Gary Munkelt, P.E., dated May 19, 2020, with technical drawings and calculations;
5. Cemetery conflict of interest policy

OVERVIEW OF FINANCES

As the accompanying memorandum of Senior Accountant Vincent Gimondo indicates, the Cemetery has presented the financials for this application by showing the increase in revenue, cost, and profit over what was submitted to the Board in July 2020. The additional projected revenue is \$2,011,100, with additional costs of \$488,543, leaving a net additional profit of \$1,522,557. The Division cannot calculate a rate of return with precision but given Ferncliff's track record of selling lawn crypts these projections seem reasonable.*

Unfortunately, the Cemetery reports that the Covid-19 pandemic had increased demand in 2020.

THE PROJECT

The proposed extension of the Hillcrest Family Estate is located on a hillside that contains lawn crypts installed in 2017. The drawings and rendering show what the site will look like. I visited the Cemetery on April 28, 2021 and viewed the site. The current lawn crypts have, as expected, beautified the area which was previously a bare hillside. The area of new lawn crypts will be located north and west of the 2017 project, on a hillside sloping toward a road. The section was originally supposed to end before a row of trees that separates the Cemetery from its neighbors and stop about 45 feet short of the property line.

As modified, the proposal will add another 194 lawn crypts, plus 15 graves and three (multi-grave) plots. Part of the reconfiguration involves eliminating a wall and modifying the slope of the hillside. This change will not be noticed by anyone other than the landscape architect. However, another change will bring the project much closer to the property line, but no more than 20 feet from the edge of the property at its closest point.

The Cemetery has had sometimes contentious relations with its neighbors. The Cemetery described the following steps it will take or has taken:

1. Planting new trees to replace the 50 spruce trees that will be removed that will be thicker and provide better coverage between the developed portion of the Cemetery and the neighboring houses.
2. Replacing the chain-link fence with a more attractive and more opaque fence.
3. Noticing a special meeting with neighbors concerning the modifications—only four of 36 people noticed attended the meeting, and the Cemetery reports that they were more

* The Cemetery estimates that the entire project, as modified (i.e., including both the aspects previously approved and the changes described in this application) will yield \$9,682,600 in sales revenue with costs of \$2,618,405, yielding net income of net profit of \$7,064,195 at the original projected sales rate.

concerned with the new tree cover blocking their views of the mausoleum buildings than they were about the proximity of lawn crypts; the Cemetery states that the new fence and trees will provide better cover in both regards.

Given the foregoing steps, the Division is not concerned that the additional lawn crypts will somehow impinge on the Cemetery's neighbors.

As noted above, the Cemetery reports increased sales this year, presumably as a result of the Covid-19 pandemic. Ferncliff lawn crypt sales have been as follows:

<u>Year</u>	<u>Sale</u>
2017	99
2018	62
2019	82
2020	100

In addition to lawn crypts, this project includes a small number of cremation estates (18) and conventional two-grave (47), three-grave (5), and four-grave (2) plots, plus three additional plots and 15 additional graves.

The Cemetery attributes the decline in lawn crypt sales in 2018 to a lack of inventory.

COMPLIANCE WITH 19 NYCRR SECTION 201.17

19 NYCRR §201.17(b)(1) (source of funds): The Cemetery will finance the project from its General Fund. As of December 31, 2020, the Cemetery had over \$197 million at market in its General Fund (over \$165 million at cost).

19 NYCRR §201.17(b)(2) (method of drainage; results of percolation test): Per the May 13, 2020 report of Diego Villareale, P.E., (part of Exhibit 4 to the Application), the existing soils in this portion of the Cemetery "exhibit moderate permeability characteristics suitable for cover over proposed lawn crypts" without further installation of drainage systems. More particularly, percolation tests showed a 1" drop in 60-77 minutes. A further description of the percolation tests performed can be found in the report.

19 NYCRR § 201.17(b)(3) (certification): The manufacturer of the lawn crypts, Creter Vault Corp., and its retained engineer, Gary Munkelt, P.E., have certified that the lawn crypts meet the design and performance standards of 19 NYCRR § 201.17(c).

19 NYCRR § 201.17(c): Per the May 19, 2020 report of Gary Munkelt, P.E., the project meets the design and performance standards specified by this subparagraph. More particularly:

1. The concrete will have a strength of at least 5,000 psi at the end of 28 days, exceeding the required 4,500 psi.
2. As certified by the manufacturer, entrained air will be five percent to nine percent by volume.
3. Per the Munkelt report at 2 and sheets 4, 5, 7, 9, 10, and 12, the live and dead load requirements of 19 NYCRR § 201.17(c)(3) are satisfied.
4. Per the Munkelt report sheets 9, 11, and 12, the standards for lateral earth pressure loads are satisfied.

Major Renovation Factors

This project involves changes in grading, the addition of features, and numerous local permits. Consequently, even though lawn crypts are not considered a major alteration (19 NYCRR § 201.16(b)(1)), the Division has reviewed the application for compliance with the regulation concerning major alterations. Because the Cemetery has listed each major alteration factor in a

report included in its application, the Division has omitted a factor-by-factor analysis and highlighted only those areas where additional comments or concerns may be warranted.

19 NYCRR § 201.16(c)(6-8) (community impact): As noted above, this project will necessitate the removal of approximately 50 spruce trees that currently form a buffer between the developed portion of the Cemetery and neighboring houses, and will also replace an existing chain link fence. When I visited the site, I saw that some of the 50 trees referenced did in fact appear to the naked eye to be diseased, but others appeared healthy. Nevertheless, the Cemetery's planned replacement trees will provide thicker coverage at ground level, which the four neighbors who met with the Cemetery seemed to prefer to the existing spruces, and the replacement fence will be more attractive than the current one. Further, per the Town's requirements, most of the trees will be replaced with new plantings in various parts of the Cemetery; the Cemetery represents that the new trees will be better suited to the local environment.

19 NYCRR § 201.16(d) (permits): The Cemetery has provided a list of local permits it must obtain from the Town of Greenburgh:

1. Site plan approval
2. Building Permit
3. Tree Removal Permit
4. Stormwater Management Control Permit (because the site will disturb more than 500 sq. ft.)
5. Steep Slopes Permit (for developing on grades in excess of 15%)
6. Clean Fill Permit (for the disposition of the roughly 2,000 cubic yards of displaced soil)

EXHIBIT A

DIVISION OF CEMETERIES

STATE OF NEW YORK
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99 WASHINGTON AVENUE
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MEMORANDUM**DEPARTMENT OF STATE-DIVISION OF CEMETERIES**

TO: LEWIS A. POLISHOOK, Director
FROM: VINCENT GIMONDO, Senior Accountant
SUBJECT: FERNCLIFF CEMETERY, No. 60-006
RE: MAJOR RENOVATION– INSTALLATION OF LAWNCRYPTS
Hillside West Lawn Crypt installation expansion
DATE: May 19, 2021

By letter dated 4/22/21, The Ferncliff Cemetery has submitted to the Division approval for the expansion of its Hillside West section of lawn crypts previously approved on July 14, 2020.

This project will add 194 crypts, 15 graves and 3 plots. It will generate an additional gross profit of \$1,522,557.00 based on sales of \$2,011,100.00 and costs of \$488,543.00.

The cemetery is comprised of 76 acres, 55 of which are sold, 21 of which are undeveloped and unsold, while 3 are developed and available. This active cemetery performs over 900 burials per year and operates a crematory. Conflict of interest statements are signed by the cemetery's officers and trustees annually, and there are no related parties in this transaction. A review of the federal 990 indicates a proper balance of cemetery-employed officers, and ones that are not. There are no Permanent Maintenance loans. Ferncliff Cemetery is in compliance all Division requirements and operates each year in a surplus.

Currently, the cemetery has a balance of \$64,588,899 in its Permanent Maintenance Fund. This translates to \$1,174,343.00 per acre sold.

Cemetery assets as of December 31, 2020 are as follows:

General Funds	\$ 215,855,854.00
Permanent Maintenance	\$ 64,588,899.00
Perpetual Care	\$ 4,711,118.00
Special Fund	\$ 11,675.99
TOTAL	\$ 285,067,546.00

Annual Return on Project:

Net Cash Flow prediction (based on historical data supplied by cemetery):

Ferncliff expects to sell out this area within 5-7 year and recoup their entire investment within two years (assuming a seven-year sell-out). The payment will be withdrawn from the General fund.

Return on Investment:

With an investment of \$488,543 and sales of \$2,011,100 and a gain of \$1,522,557, the cemetery will realize 3.11 times their investment of \$488,543.00. They expect this to happen between five and seven years.

Recommendation:

The development of a new section is a frequent at a cemetery this large with so much activity and available land. Ferncliff considered this project with careful planning and community input. Using Zoom, the cemetery invited 36 homeowners to discuss this development and agreed to install a privacy fence around the perimeter.

The current inventory of this product, which has historically sold well, is nearly depleted. Approval will give the cemetery an estimated five to seven years of additional inventory. The investment of \$ 488,543.00 will results in sales of \$2,011,100.00. This necessary project will result in a good return with minimal risk.

From an accounting perspective, the Division recommends approval of this project.

EXHIBIT B

New York State Cemetery Board

Major Renovation Application

Hillcrest West Lawn Crypt Installation Expansion

Ferncliff Cemetery Association

April 22, 2021



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

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April 22, 2021

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
Major Renovation – Hillcrest West Lawn Crypt Expansion**

Dear Director Polishook:

Attached herewith please find a copy of Ferncliff Cemetery Association's application for the expansion of its Hillcrest West Section of lawn crypts previously approved by the State Cemetery Board on July 14, 2020.

This addition and limited reconfiguration of the previously approved project would enable the Cemetery to add 194 lawn crypts, 15 graves, and 3 plots, and would generate an additional gross profit of \$1,522,557 based on sales of \$2,011,100 and costs of \$488,543.

This project change proposes the removal of fifty (50) dead and dying spruce trees. However, Ferncliff has more than adequately addressed the visual impact with its proposed landscape screening plan that is included in this application. As the computer renderings illustrate, the neighbors will have less depth in screening but more density which will be total and immediate.

It should also be noted that as part of the project expansion development, the town invited 36 homeowners to a virtual meeting about the project and only four homeowners attended. Of the four, only three attended an on-site meeting at which they indicated they wanted a privacy fence more to hide their view of the Ferncliff Mausoleum to the west of Hillcrest West than of Hillcrest West itself.

Lewis Polishook, Esq.

April 22, 2021

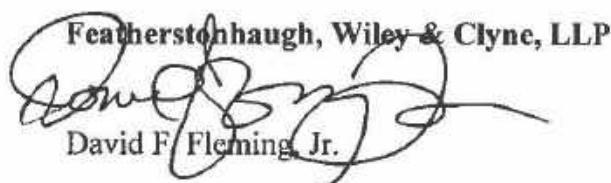
Page 2

The proposed expansion would increase the sales life of the Hillcrest West Section from five to seven years, pay for itself in less than one year, and be financed from Ferncliff's General Fund.

Ferncliff's Board has provided unanimous support of this application which involves no related party transactions. The estimated construction period for this project is approximately six (6) months.

Our firm stands ready to answer any questions you might have in order to move this project forward for final approval of the State Cemetery Board as soon as possible.

Very truly yours,


Featherstonhaugh, Wiley & Clyne, LLP
David F. Fleming, Jr.

Ferncliff Cemetery Association

Hillcrest West Expansion

Lawn Crypt Project Inventory Development

Project Overview:

The Board of Directors of the Ferncliff Cemetery Association has provided unanimous consent to submit this application for the expansion of its new Hillcrest West Section of lawn crypts previously approved by the State Cemetery Board on July 14, 2020.

The proposed expansion would add 194 lawn crypts, 15 graves, and 3 plots, and generate an additional gross profit of \$1,522,557 based on sales of \$2,011,100 and costs of \$488,543.

The proposed expansion would increase the sales life of the Hillcrest West Section from five to seven years, pay for itself in less than one year, and be financed from Ferncliff's General Fund.

Major Renovation Report

**Ferncliff Cemetery Association
Westchester County, New York**

§201.16 Major Renovation Information:

The Ferncliff Cemetery Association has provided unanimous consent to submit this application relative to the expansion of the previously approved July 2020 Hillcrest West lawn crypt project which is adjacent to other existing lawn crypt projects.

This expansion involves the addition of 194 lawn crypts, 15 graves, and 3 plots.

The following is an outline of §201.16 required information related to the scope of this project.

(c)(1): Any modification or interference with existing graves and markers, crypts, mausoleums, roadways, and pathways resulting from the project

The renovation proposed will not result in any destruction, damage to, modification, or interfere with existing graves and markers, crypts, mausoleums, roadways, or paths. There are buffer areas between graves not yet sold and the overall construction area. Once the installation is complete, the area will be returned to landscaped grave space.

(c)(2) Location, design, and duration of the major renovation

The location and design of the lawn crypts conform to the existing area and immediately adjacent to two other approved lawn crypt projects and is within the project area approved in July 2020 by the State Cemetery Board. The project would commence when scheduling allows and would be completed within approximately six months.

The construction work in this area will not interfere with normal operations of the cemetery with the only exception being the excavation for the crypts themselves.

(c)(3) Financial impact on the applicant

This project will have a positive financial impact on the Cemetery generally as well as the PM fund from sales. The project estimated cost is \$488,543 and the estimated sales are \$2,011,100. The gross sales proceeds expected are \$1,522,557.

(c)(4) Impact on lot owners

The lawn crypt installation will not interfere with any lot owners. There will be a positive financial beneficial benefit to the overall financial condition of the Ferncliff Cemetery Association.

(c)(5) Appropriateness for cemetery purposes

The renovation will be very appropriate for the cemetery's purposes as it is a continuation of existing burial inventory. The project will provide revenue for the care and maintenance of the Cemetery.

(c)(6) Any adverse impact on the surrounding community

The renovation will not have an adverse impact on the surrounding community.

This project change proposes the removal of 50 dead and dying spruce trees. However, Ferncliff has more than adequately addressed the visual impact with its proposed landscape screening plan that is included in this application. As the computer renderings illustrate, the neighbors will have less depth in screening but more density which will be total and immediate.

It should also be noted that the town invited 36 homeowners to a virtual meeting about the project and only four attended. Of this four, only three attended an on-site meeting at which they indicated they wanted a privacy fence more to hide their view of the Ferncliff Mausoleum to the west of Hillcrest West than of Hillcrest West itself.

There will be no casketed remains closer to the property line than 20' in this project.

(c)(7) Effect on public health and safety, the environment, or natural resources

This project will not have any potential to adversely affect the public health and safety, the environment, or any natural resources.

(c)(8) Measures taken to minimize or eliminate hazards to public health and safety, the environment, or natural resources.

The implementation of this project will not have any potential to adversely affect the public health and safety, the environment, or any natural resources.

(d) Approvals and Permits

Resolution of the Ferncliff Cemetery Association Board authorizing the project may be found attached as an exhibit.

The Cemetery requires the Division of Cemeteries and the State Cemetery Board approval.

The following local approvals will be required for the completion of the entire Hillcrest West project. The town does not segment such projects:

- Town sit plan approval
- Building Permit
- Tree Removal Permit for the removal of approximately 50 mostly dead spruce trees

- Stormwater Management Control Permit because the site will disturb more than 500 sq. ft
- Steep Slopes Permit for developing on grades in excess of 15%
- Clean Fill Permit for the disposition of the roughly 2,000 cubic yards of displaced soil

Hillcrest West Expanded Application

	Total Project	Original Project	194 Lawn Crypts, 15 Graves and 3 Plots
Site Work	413,730.00	259,130.00	154,600.00
Construction Items	1,217,453.00	1,116,833.00	100,620.00
Landscape	289,076.00	190,073.00	99,003.00
Owner Provided Items	514,960.00	458,960.00	56,000.00
Soft Costs	58,500.00	58,500.00	0.00
Contingency	124,686.00	46,365.86	78,320.14
Total Project Costs	2,618,405.00	2,129,861.86	488,543.14

Previous Number of Lawn Crypt Sales Per Year

2017	99
2018	62 *Note: Lack of Available Inventory Impacted Sales
2019	82
2020	100

Projected Number of Lawn Crypt Sales Per Year

2021	92
2022	96
2023	102
2024	109
2025	114
2026	110
2027	94

Development Costs:	Number of Units	Cost Per Unit	Total Cost
Lawn Crypts	194	2,289.74	444,209.56
Single Graves	15	583.88	8,758.20
2 Grave Plots	3	11,858.46	35,575.38
Total Cost of Expanded Project			488,543.14

Sales of Bruijal Rights	Number of Units	Sales Price Per Unit	Total Sales
Lawn Crypts	194	9,400.00	1,823,600.00
Single Graves	15	5,000.00	75,000.00
2 Grave Plots	3	37,500.00	112,500.00
Total Sales for Expanded Project			2,011,100.00

Annual Return on Project

This portion of the project will pay for itself in less than 1 year

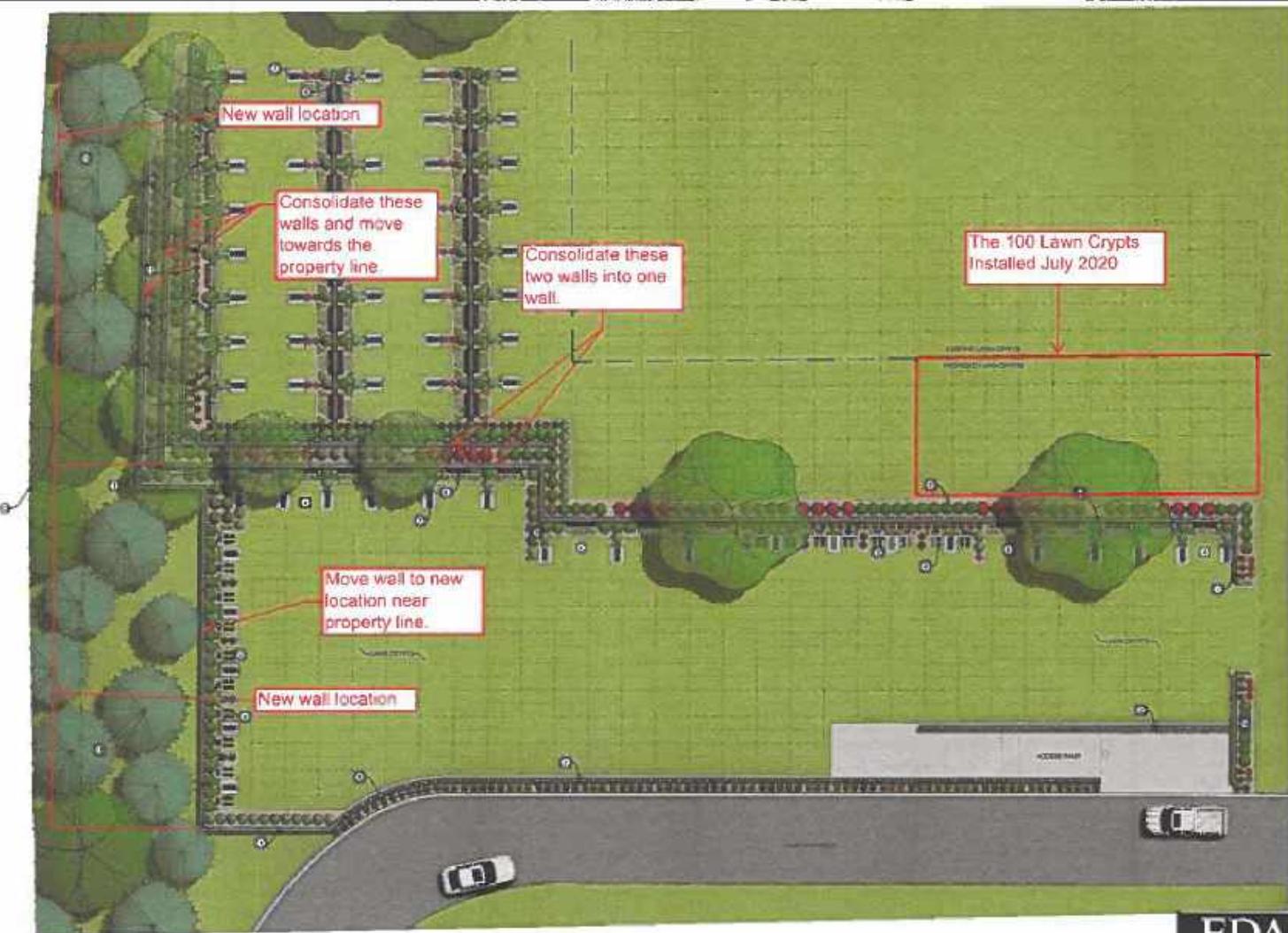
On average, Ferncliff sells approximately 94 lawn crypts per year

We anticipate that the expanded project will add two years of sales life

This will extend the total project from a five year sell out to seven year sell out

LEGEND

- ① Retaining Wall, Typical
- ② Decorative Safety Rail on Wall
- ③ Cremation Estates, Typical
- ④ 2 Space Bench Estate, Typical
- ⑤ 3 Space Bench Estate, Typical
- ⑥ 4 Space Bench Estate, Typical
- ⑦ Granite Bench, Typical
- ⑧ Granite Marker, Typical
- ⑨ Concrete Mowcurb, Typical
- ⑩ Shrub and Perennial Planting, Typical
- ⑪ Proposed Trees
- ⑫ Existing Trees
- ⑬ Existing Fence



Not to Scale
March 20, 2020

HILLCREST WEST
Ferncliff Cemetery

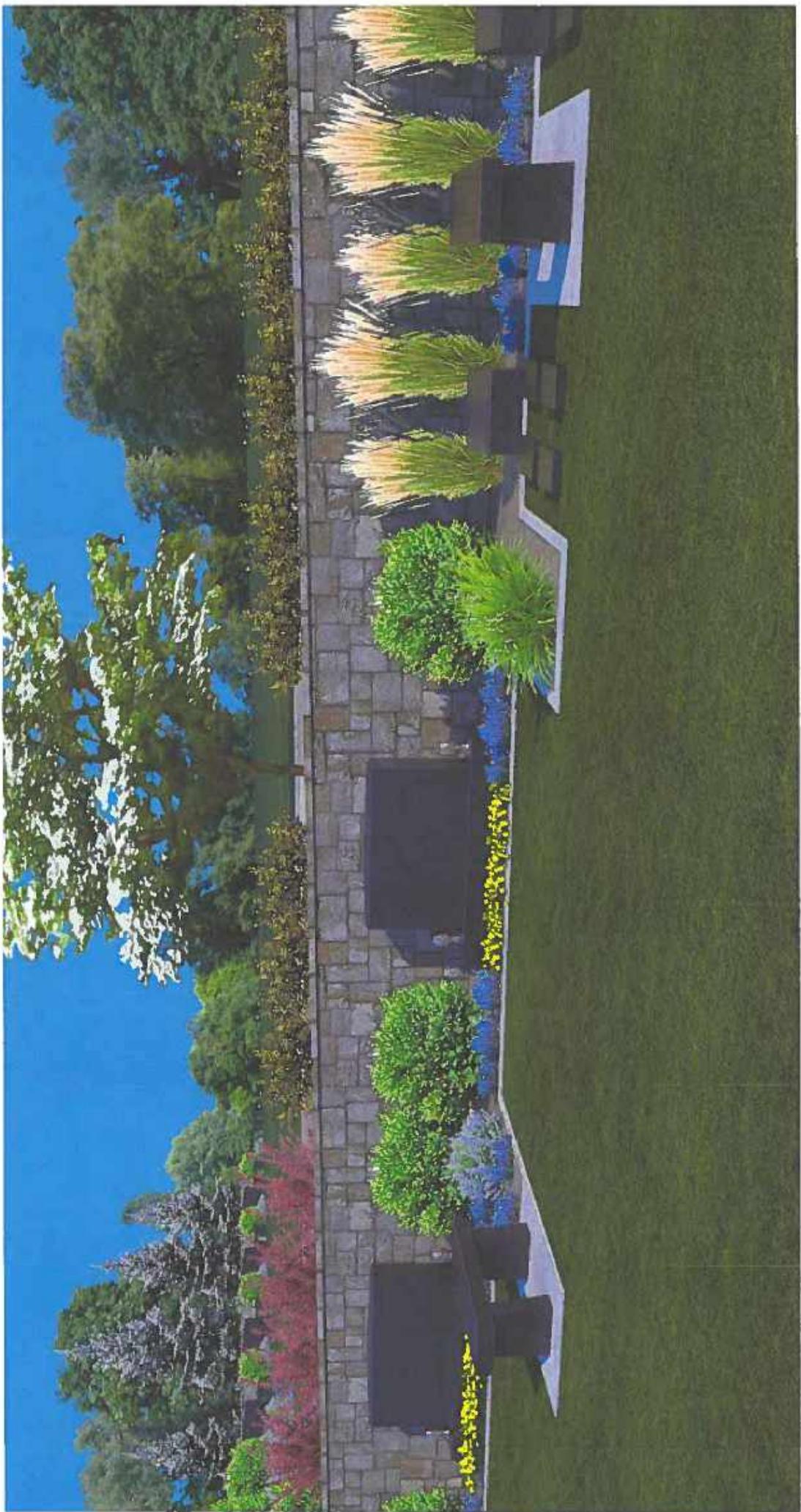
EDA

LAND
PLANNING, P.C.

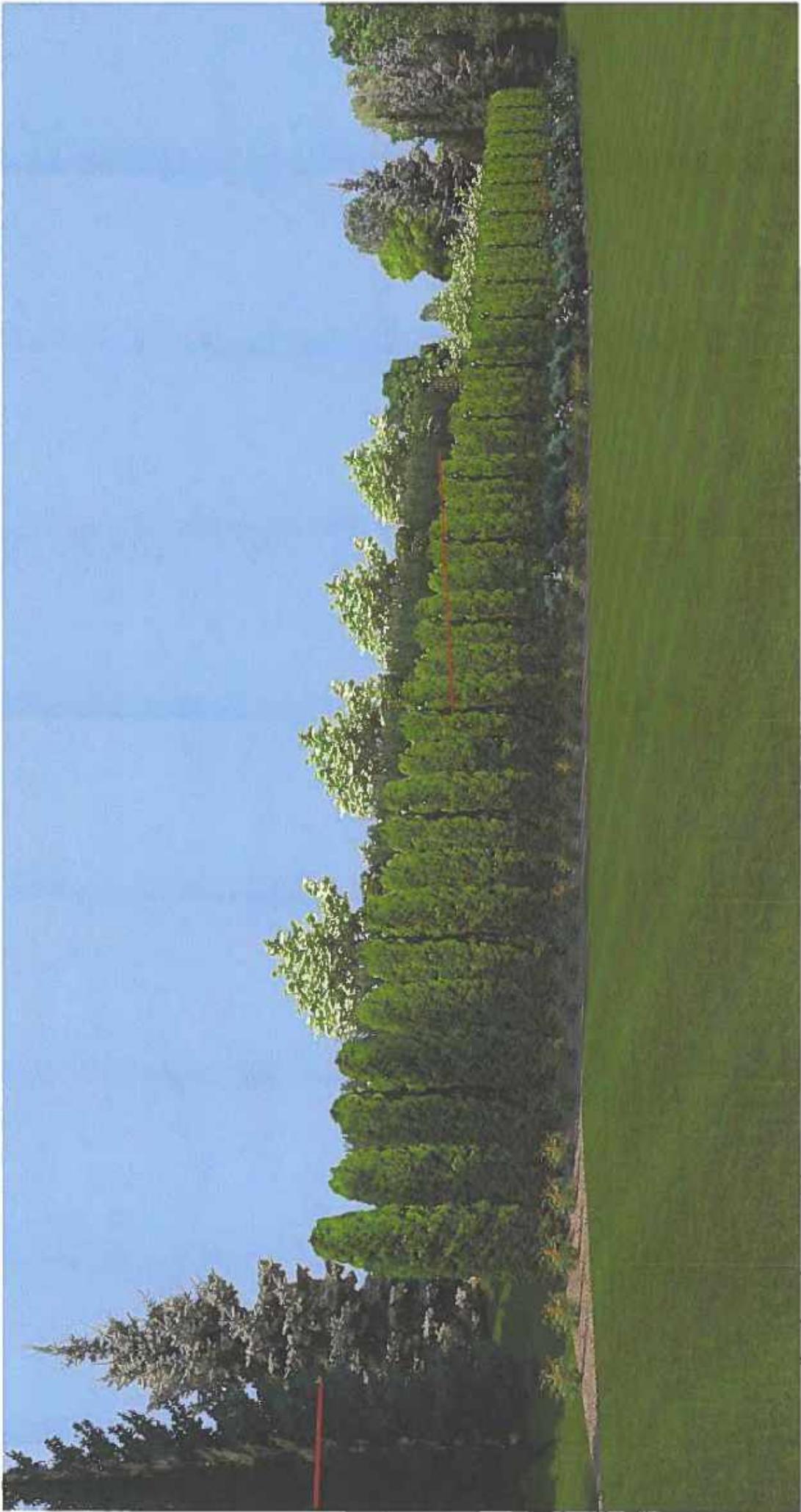
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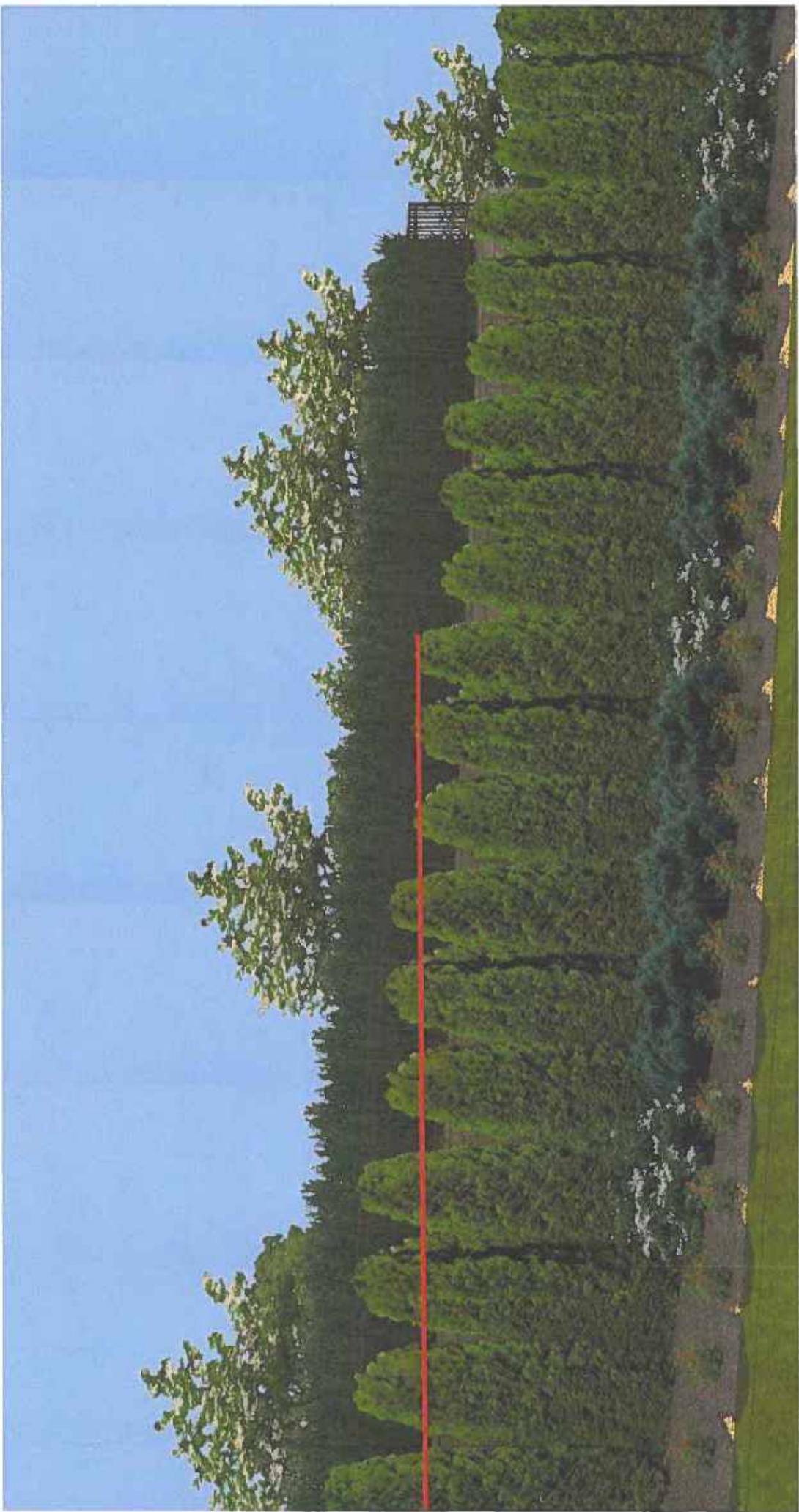
Lok Sabha
Parliament
PlotsPlan of
plots ready
for projectREVENUE MAP
NO. 776
NAME OF THE
TALUK - ANANTAPUR
DISTRICT - ANDHRA PRADESH
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	101	102	103	104	105	106	107	108	109	110	111	112	113	114	115	116	117	118	119	120	121	122	123	124	125	126	127	128	129	130	131	132	133	134	135	136	137	138	139	140	141	142	143	144	145	146	147	148	149	150	151	152	153	154	155	156	157	158	159	160	161	162	163	164	165	166	167	168	169	170	171	172	173	174	175	176	177	178	179	180	181	182	183	184	185	186	187	188	189	190	191	192	193	194	195	196	197	198	199	200	201	202	203	204	205	206	207	208	209	210	211	212	213	214	215	216	217	218	219	220	221	222	223	224	225	226	227	228	229	230	231	232	233	234	235	236	237	238	239	240	241	242	243	244	245	246	247	248	249	250	251	252	253	254	255	256	257	258	259	260	261	262	263	264	265	266	267	268	269	270	271	272	273	274	275	276	277	278	279	280	281	282	283	284	285	286	287	288	289	290	291	292	293	294	295	296	297	298	299	300	301	302	303	304	305	306	307	308	309	310	311	312	313	314	315	316	317	318	319	320	321	322	323	324	325	326	327	328	329	330	331	332	333	334	335	336	337	338	339	340	341	342	343	344	345	346	347	348	349	350	351	352	353	354	355	356	357	358	359	360	361	362	363	364	365	366	367	368	369	370	371	372	373	374	375	376	377	378	379	380	381	382	383	384	385	386	387	388	389	390	391	392	393	394	395	396	397	398	399	400	401	402	403	404	405	406	407	408	409	410	411	412	413	414	415	416	417	418	419	420	421	422	423	424	425	426	427	428	429	430	431	432	433	434	435	436	437	438	439	440	441	442	443	444	445	446	447	448	449	450	451	452	453	454	455	456	457	458	459	460	461	462	463	464	465	466	467	468	469	470	471	472	473	474	475	476	477	478	479	480	481	482	483	484	485	486	487	488	489	490	491	492	493	494	495	496	497	498	499	500	501	502	503	504	505	506	507	508	509	510	511	512	513	514	515	516	517	518	519	520	521	522	523	524	525	526	527	528	529	530	531	532	533	534	535	536	537	538	539	540	541	542	543	544	545	546	547	548	549	550	551	552	553	554	555	556	557	558	559	560	561	562	563	564	565	566	567	568	569	570	571	572	573	574	575	576	577	578	579	580	581	582	583	584	585	586	587	588	589	590	591	592	593	594	595	596	597	598	599	600	601	602	603	604	605	606	607	608	609	610	611	612	613	614	615	616	617	618	619	620	621	622	623	624	625	626	627	628	629	630	631	632	633	634	635	636	637	638	639	640	641	642	643	644	645	646	647	648	649	650	651	652	653	654	655	656	657	658	659	660	661	662	663	664	665	666	667	668	669	660	661	662	663	664	665	666	667	668	669	670	671	672	673	674	675	676	677	678	679	680	681	682	683	684	685	686	687	688	689	690	691	692	693	694	695	696	697	698	699	700	701	702	703	704	705	706	707	708	709	710	711	712	713	714	715	716	717	718	719	720	721	722	723	724	725	726	727	728	729	730	731	732	733	734	735	736	737	738	739	740	741	742	743	744	745	746	747	748	749	750	751	752	753	754	755	756	757	758	759	760	761	762	763	764	765	766	767	768	769	770	771	772	773	774	775	776	777	778	779	770	771	772	773	774	775	776	777	778	779	780	781	782	783	784	785	786	787	788	789	790	791	792	793	794	795	796	797	798	799	790	791	792	793	794	795	796	797	798	799	800	801	802	803	804	805	806	807	808	809	800	801	802	803	804	805	806	807	808	809	810	811	812	813	814	815	816	817	818	819	810	811	812	813	814	815	816	817	818	819	820	821	822	823	824	825	826	827	828	829	820	821	822	823	824	825	826	827	828	829	830	831	832	833	834	835	836	837	838	839	830	831	832	833	834	835	836	837	838	839	840	841	842	843	844	845	846	847	848	849	840	841	842	843	844	845	846	847	848	849	850	851	852	853	854	855	856	857	858	859	850	851	852	853	854	855	856	857	858	859	860	861	862	863	864	865	866	867	868	869	860	861	862	863	864	865	866	867	868	869	870	871	872	873	874	875	876	877	878	879	870	871	872	873	874	875	876	877	878	879	880	881	882	883	884	885	886	887	888	889	880	881	882	883	884	885	886	887	888	889	890	891	892	893	894	895	896	897	898	899	890	891	892	893	894	895	896	897	898	899	900	901	902	903	904	905	906	907	908	909	900	901	902	903	904	905	906	907	908	909	910	911	912	913	914	915	916	917	918	919	910	911	912	913	914	915	916	917	918	919	920	921	922	923	924	925	926	927	928	929	920	921	922	923	924	925	926	927	928	929	930	931	932	933	934	935	936	937	938	939	930	931	932	933	934	935	936	937	938	939	940	941	942	943	944	945	946	947	948	949	940	941	942	943	944	945	946	947	948	949	950	951	952	953	954	955	956	957	958	959	950	951	952	953	954	955	956	957	958	959	960	961	962	963	964	965	966	967	968	969	960	961	962	963	964	965	966	967	968	969	970	971	972	973	974	975	976	977	978	979	970	971	972	973	974	975	976	977	978	979	980	981	982	983	984	985	986	987	988	989	980	981	982	983	984	985	986	987	988	989	990	991	992	993	994	995	996	997	998	999	990	991	992	993	994	995	996	997	998	999	1000	1001	1002	1003	1004	1005	1006	1007	1008	1009	1000	1001	1002	1003	1004	1005	1006	1007	1008	1009	1010	1011	1012	1013	1014	1015	1016	1017	1018	1019	1010	1011	1012	1013	1014	1015	1016	1017	1018	1019	1020	1021	1022	1023	1024	1025	1026	1027	1028	1029	1020	1021	1022	1023	1024	1025	1026	1027	1028	1029	1030	1031	1032	1033	1034	1035	1036	1037	1038	1039	1030	1031	1032	1033	1034	1035	1036	1037	1038	1039	1040	1041	1042	1043	1044	1045	1046	1047	1048	1049	1040	1041	1042	1043	1044	1045	1046	1047	1048	1049	1050	1051	1052	1053	1054	1055	1056	1057	1058	1059	1050	1051	1052	1053	1054	1055	1056	1057	1058	1059	1060	1061	1062	1063	1064	1065	1066	1067	1068	1069	1060	1061	1062	1063	1064	1065	1066	1067	1068	1069	1070	1071	1072	1073	1074	1075	1076	1077	1078	1079	1070	1071	1072	1073	1074	1075	1076	1077	1078













DIVISION OF CEMETERIES

STATE OF NEW YORK
DEPARTMENT OF STATE
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NEW YORK, NY 10038
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ANDREW M. CUOMO
GOVERNOR

CEMETERY BOARD

ROSSANA ROSADO
SECRETARY OF STATE
CHAIR

LETITIA JAMES
ATTORNEY GENERAL

DR. HOWARD A. ZUCKER
COMMISSIONER OF HEALTH

July 15, 2020

Mr. Kevin M. Boyd, President
Ferncliff Cemetery Association
280 Secor Road
P.O. Box 217
Hartsdale, NY 10530

RE: Ferncliff Cemetery Association
Westchester County – 60-006
Installation of Lawn Crypts

Dear Mr. Boyd:

The May 24, 2020 application (the Application) of Ferncliff Cemetery Association (the Cemetery) for approval of a proposed lawn crypt plan, was reviewed at a meeting of the New York State Cemetery Board held on July 14, 2020.

The Cemetery proposes to develop a new section of lawn crypts, consisting of 623 lawn crypts plus a small number of cremation estates and conventional plots) adjacent to its existing Hillcrest lawn crypt section (note that the 623 include 100 lawn crypts reviewed at the Board's June 9, 2020 meeting). The estimated total cost of the project is approximately \$1,876,843 (including \$220,000 for the portion of this project reviewed at the Board's June 9 meeting). The total cost of the new lawn crypt section is to be financed using the Cemetery's general fund.

Motion was made, seconded and unanimously adopted by the New York State Cemetery Board confirming that the Board has no objection to the proposed development of a lawn crypt section.

Very truly yours,

Lewis A. Polishook
Director



**Department
of State**

Exhibits Presented

Exhibit 1 Resolution Related to the Project and Authorization

Exhibit 2 Map of the Cemetery and Location of Project

Exhibit 3 Cemetery Financial Reports

Exhibit 4 Specifications for Lawn Crypts

Exhibit 5 Signage for Project

Exhibit 6 Cemetery's Conflict of Interest Policy

Exhibit 1

Resolution Related to the Project and Authorization

RESOLUTION OF THE FERNCLIFF CEMETERY ASSOCIATION

April 15, 2021

The following resolution was presented for consideration by the Board of Directors of the Ferncliff Cemetery Association on April 13, 2021. The resolution authorizes the expansion of the new Hillcrest West Section of lawn crypts in accordance with the site plan documents and financial return projections presented to the Board of Directors.

WHEREAS, on May 7, 2020, the Ferncliff Board of Directors unanimously approved via electronic mail the development of the new Hillcrest West Section of lawn crypts (and the immediate development of one hundred of those lawn crypts because of the Covid-19 pandemic);

WHEREAS, on July 14, 2020, the New York State Cemetery Board approved the development of the new Hillcrest West Section of lawn crypts (after approving, on June 9, 2020, the immediate development of one hundred of those lawn crypts because of the Covid-19 pandemic);

WHEREAS, Ferncliff determined that it could expand the Hillcrest West Section to add 194 individual lawn crypts, 3 lawn crypt estates, and 15 single graves generating more than \$2 million of additional revenue and more than \$1.5 million of additional gross profit; and

WHEREAS, the Development Committee of the Board of Directors has reviewed the site plan documents and financial return projections, and voted unanimously via electronic mail to recommend approval by the Board of Directors of the proposed expansion of the Hillcrest West Section; and

WHEREAS, the Board of Directors has reviewed the site plan documents and financial return projections of the proposed expansion of the Hillcrest West Section; and

WHEREAS, the Board of Directors has determined that the proposed expansion of the Hillcrest West Section is consistent with the development plans of Ferncliff, would financially benefit Ferncliff, and serve the interest of its lot owners; and

WHEREAS, the Board of Directors has determined that the projected cost of the proposed expansion of the Hillcrest West Section will be paid by the General Fund of the Ferncliff Cemetery Association; and

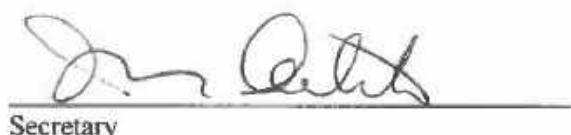
WHEREAS, the proposed expansion of the Hillcrest West Section requires approval by the New York State Cemetery Board;

NOW, THEREFORE, IT IS

RESOLVED, that the Board of Directors of the Ferncliff Cemetery Association hereby authorizes the expansion of the new Hillcrest West Section of lawn crypts as defined in the site plan documents and financial return projections presented to the Board of Directors.

AND BE IT FURTHER RESOLVED, that the President, Kevin M. Boyd, and Executive Vice President, Philip J. Tassi, are hereby authorized, on behalf of the Board of Directors, to (i) file any and all applications and documentation with the New York State Division of Cemeteries and New York State Cemetery Board necessary to secure approval of the expansion of the new Hillcrest West Section of lawn crypts; and (ii) if such approval is secured, negotiate and execute any and all contracts necessary to implement the approved expansion in accordance with the terms of this Resolution.

The preceding Resolution was unanimously approved via electronic mail by the Board of Directors of the Ferncliff Cemetery Association on this day, April 15, 2021.



Secretary

All Ferncliff Cemetery Association Board Members participated in the April 15, 2021 approval of the resolution authorizing the proposed lawn crypt project and all voted in favor:

Kevin Boyd

Philip Tassi

Steve Sloane

John Ferguson

Chris Taylor

Neal Bastable

James Mullaney

Edward Foley Jr

Exhibit 2

Map of the Cemetery and Location of the Project

Untitled Map

Write a description for your map

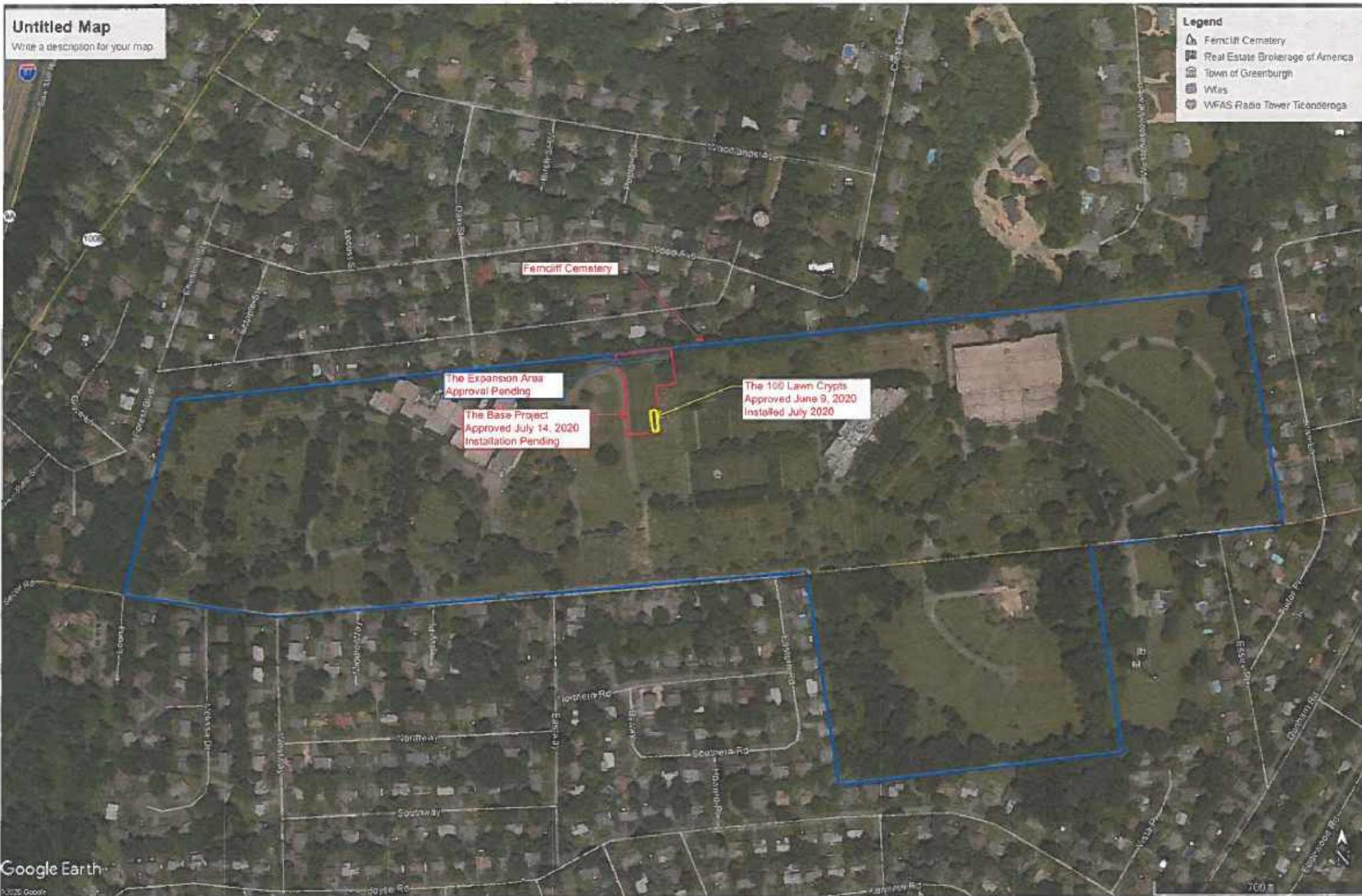




Exhibit 3

Cemetery Financial Reports



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	New York State Cemetery Five Digit ID Number				
	YEAR ENDING	12/31/20	12/31/19	12/31/18	12/31/17
SIZE AND INVENTORY					
Acres-Total		76.00	76.00	76.00	76.00
Acres-Developed and Sold		55.00	55.00	55.00	55.00
Acres-Developed and Unsold		3.00	3.00	3.00	3.00
BURIALS AND LOT SALES					
Burials		1,123.00	928.00	938.00	901.00
Number of lots (graves, crypts, niches) sold		655.00	499.00	501.00	492.00
INCOME (RECEIPTS)					
Lots and grave sales		\$ 7,785,550.00	\$ 5,929,926.00	\$ 6,113,343.00	\$ 6,567,920.00
Interment fees		\$ 1,226,940.00	\$ 954,753.00	\$ 985,934.00	\$ 937,363.00
Foundations		\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Dividends and interest		\$ 4,091,422.00	\$ 4,881,148.00	\$ 4,922,523.00	\$ 4,327,193.00
Donations		\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Other-specify; See Schedule Attached		\$ 27,950,292.00	\$ 28,025,304.00	-\$ 17,143,740.00	\$ 20,714,697.00
attach additional sheet(s) as needed					
Other-specify;					
attach additional sheet(s) as needed					
Other-specify;					
attach additional sheet(s) as needed					
TOTAL RECEIPTS		\$ 41,054,204.00	\$ 39,791,131.00	-\$ 5,121,940.00	\$ 32,547,173.00

SCHEDULE A – INCOME AND EXPENSES AND FUND BALANCES

Cemetery Name Ferncliff Cemetery Association		New York State Cemetery Five Digit ID Number 60 006		
YEAR ENDING EXPENSES (DISBURSEMENTS)	12/31/20	12/31/19	12/31/18	12/31/17
Employee Wages	\$ 3,122,281.00	\$ 2,719,307.00	\$ 2,659,383.00	\$ 2,602,181.00
Independent Contractor Grave Openings	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Independent Contractor Maintenance and Mowing	\$ 52,220.00	\$ 56,366.00	\$ 48,162.00	\$ 44,453.00
Salaries of Officers	\$ 946,675.00	\$ 910,238.00	\$ 869,939.00	\$ 863,828.00
Supplies and Repairs	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Equipment	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Insurance – General Liability	\$ 233,983.00	\$ 231,034.00	\$ 213,965.00	\$ 216,213.00
Workers Compensation	\$ 124,567.00	\$ 115,467.00	\$ 173,088.00	\$ 215,771.00
Commercial Crime/ Employee Dishonesty	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Vandalism and Assessment Fee	\$ 41,581.00	\$ 32,862.00	\$ 31,157.00	\$ 28,883.00
Other – specify; See Schedule Attached	\$ 8,174,400.00	\$ 7,540,157.00	\$ 7,711,210.00	\$ 9,185,043.00
attach additional sheet as needed				
Other – specify;				
attach additional sheet as needed				
Other – specify;				
attach additional sheet as needed				
TOTAL DISBURSEMENTS	\$ 12,695,707.00	\$ 11,605,431.00	\$ 11,706,904.00	\$ 13,156,372.00
OPERATING SURPLUS (LOSS)	\$ 28,358,497.00	\$ 28,185,700.00	-\$ 16,828,844.00	\$ 19,390,801.00
INTER-FUND TRANSFERS				
Transfers <u>To Operating Account</u>	\$ 886,214.00	\$ 1,091,960.00	\$ 1,116,969.00	\$ 995,830.00
From trust funds (retained income from previous years)	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
From other funds (i.e., special, bequests, pre-need, etc.)	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
TOTAL TRANSFERS FROM OTHER FUNDS TO OPERATING ACCOUNT	\$ 886,214.00	\$ 1,091,960.00	\$ 1,116,969.00	\$ 995,830.00

SCHEDULE A – INCOME AND EXPENSES AND FUND BALANCES

Cemetery Name Ferncliff Cemetery Association		New York State Cemetery Five Digit ID Number 60 006		
YEAR ENDING				
FINANCIAL ASSETS (FUND BALANCES)	12/31/20	12/31/19	12/31/18	12/31/17
General Fund	\$ 215,855,854.00	\$ 193,358,602.00	\$ 172,974,386.00	\$ 186,422,729.00
Permanent Maintenance Fund	\$ 64,488,899.00	\$ 58,651,734.00	\$ 50,919,902.00	\$ 54,271,204.00
Perpetual Care	\$ 4,711,118.00	\$ 447,626.00	\$ 378,729.00	\$ 407,941.00
Special Trust	\$ 11,675.00	\$ 11,088.00	\$ 10,333.00	\$ 10,320.00
Other	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
TOTAL FINANCIAL ASSETS	\$ 285,067,546.00	\$ 252,469,050.00	\$ 224,283,350.00	\$ 241,112,194.00
PER ACRE ANALYSIS				
Total Income Per Developed Acre	\$ 746,440.07	\$ 723,475.11	-\$ 93,126.18	\$ 591,766.78
Total Expense Per Developed Acre	\$ 230,831.04	\$ 211,007.84	\$ 212,852.80	\$ 239,206.76
Net Income (Loss) Per Developed Acre	\$ 515,609.04	\$ 512,467.27	-\$ 305,978.98	\$ 352,560.02
Funds Per Developed Acre	\$ 5,183,046.29	\$ 4,590,346.36	\$ 4,077,879.09	\$ 4,383,858.07
Permanent Maintenance Loan				
Approved Date				
Original Loan Amount				
Current Balance				
NOTES:				

Schedule of Other Income (Receipts) and Expenses

	12/31/2020	12/31/2019	12/31/2018	12/31/2017
Income (Receipts)				
Cremation Fees	2,103,988	1,466,096	1,350,514	1,233,613
Memorials and Vases	506,560	341,699	356,861	415,943
Grave Decorations and Flowers	110,481	122,758	124,387	126,823
Annual Care	0	5,011	5,263	5,465
Summer Plantings	114,655	119,779	121,424	120,903
Mausoleum Plant Sales	167,713	186,184	186,528	189,165
Inscriptions	281,992	215,588	233,666	211,434
Other	426	-8,462	18,997	7,078
Cameos	61,875	49,624	50,619	52,022
Urns	5,325	7,071	8,782	6,854
Contribution to PM Funds (Statutory)	814,222	620,386	639,114	683,615
Miscellaneous Revenues	3,005	44,347	10,680	39,515
Gain (Loss) on Alternative Investments	56,556	89,144	201,200	-78,235
Interest on Installment Contracts	17,890	22,520	24,316	19,653
Realized Gains on Investments	3,581,806	1,967,480	3,841,435	6,951,848
Unrealized Gain (Loss) on Investments	21,177,051	23,925,513	-23,173,867	11,726,759
Professional Services on Investments	-905,771	-890,693	-885,976	-812,652
Investment Software and Tools	-26,361	-24,839	-23,241	-21,446
Interest on Bank Loans	-121,123	-233,902	-234,442	-163,660
Total Other Income (Receipts)	27,950,292	28,025,304	-17,143,740	20,714,697
Expenses and Cost of Sales				
Amortization of Construction Costs	1,990,515	1,596,423	1,663,167	1,923,420
Cost of Reacquired Space	41,783	76,451	33,881	42,033
Contribution to Permanent Maintenance Fund	814,222	620,386	639,114	683,615
Cost of Other Sales				
Memorials, Vases	181,573	179,697	166,074	177,906
Grave Decorations	55,531	58,281	58,314	47,598
Annual Care	0	2,506	2,632	0
Summer Planting	9,319	14,440	14,840	21,148
Mausoleum Plants	91,803	105,501	104,055	103,541
Inscriptions	103,490	89,719	83,582	76,039
Cameos	21,134	17,149	19,174	18,353
Urns	2,632	3,368	3,227	7,669
Cost of Other Services	0	767	492	1,533
Payroll Taxes	297,483	272,636	255,161	261,679
Employee Benefits				

Group Hospital, Life and Disability	739,369	699,782	685,069	602,960
Union Welfare, Pension	327,303	321,045	284,866	246,989
401K Safe Harbor and Profit Share	495,596	512,171	527,365	516,553
Union Pension Mass Withdrawal Expense	-91,860	-331,746	0	1,214,000
Advertising	194,430	311,845	346,578	362,779
Holiday Expenses	14,954	28,574	27,711	28,258
Representatives Expenses	602	5,165	6,041	5,505
Meetings and Conventions	11,099	24,199	30,005	19,791
Contributions	8,376	12,155	9,625	8,165
Office Expense and Computer Software and Service	388,602	478,129	306,241	282,286
Professional Fees	199,501	163,907	145,174	138,365
Board of Director Fees	171,750	147,188	145,313	144,250
Employee Events and Functions	3,863	4,771	5,901	5,185
General Expenses	23,565	53,260	7,443	5,348
Real Estate Taxes	13,067	12,928	11,216	11,010
Bank Charges, Fees and Credit Card Fees	109,954	88,490	89,540	75,691
Utilities	552,480	563,354	645,698	589,143
Miscellaneous Expense	2,859	2,751	10,421	19,793
Maintenance, Service and Supplies				
Cemetery	258,603	264,398	274,494	262,732
Autos and Trucks	59,089	84,529	74,511	65,811
Mausoleum	140,506	108,861	99,054	84,325
Rosewood	143,807	151,490	137,802	152,842
Shrine	79,299	74,236	79,181	64,872
Crematory	-5,071	13,107	12,452	15,616
Flowers/Plantings	6,764	6,025	6,671	9,185
Water	89,205	79,528	61,091	69,870
Depreciation	627,203	622,691	638,034	819,185
Income and Sales Tax Expense		0	0	0
Total Other Expenses	8,174,400	7,540,157	7,711,210	9,185,043

	12/31/2020	12/31/2019
Acres-Total	76	76
Acres-Developed	55	55
Acres-Developed and Available	3	3
 Burials		928
Number of lots (graves, crypts, niches) sold		499
 Income (Receipts)		
Lots and grave sales	7,785,550	5,929,926
Interment Fees	1,226,940	954,753
Foundations	0	0
Dividends and Interest	4,091,422	4,881,148
Donations	0	0
Other:		
See Schedule Other Inc and Exp	27,950,292	28,025,304
 Total Receipts	41,054,203	39,791,131
 Expenses:		
Employee Wages	3,122,281	2,719,307
Independent Contractor Grave Openings	0	0
Independent Contractor Maintenance and Mowing	52,220	56,366
Salaries of Officers	946,675	910,238
Supplies and Repairs		Part of Maint
Equipment		Part of Maint
Insurance - General Liability	233,983	231,034
Workers Compensation	124,567	115,467
Commercial Crime/Employee Dishonesty		Included in Gen
Vandalism and Assessment Fee	41,581	32,862
Other:		
See Schedule Other Inc and Exp	8,174,400	7,540,157
 Total Disbursements	12,695,707	11,605,431
 Operating Surplus (Loss)	28,358,496	28,185,700
 Inter-Fund Transfers:		
Transfers to Operating Account	886,214	1,091,960
From Trust Funds (Interest and Dividend Income)	0	0
From Other Funds	0	0
 Total Transfers From Other Funds to Operating Account	0	0

Financial Assets (Fund Balances)		
General Fund	215,855,854	193,358,602
Permanent Maintenance Fund	64,488,899	58,651,734
Perpetual Care Fund	471,118	447,626
Special Trusts	11,675	11,088
Other	0	0
Total Financial Assets	280,827,545	252,469,050

Per Acre Analysis

Total Income per Developed Acre	746,440	723,475
Total Expense per Developed Acre	230,831	211,008
Net Income (Loss) per Developed Acre	515,609	512,467
Funds Per Developed Acre	5,105,955	4,590,346

12/31/2018 12/31/2017

76	76
55	55
3	3

938	901
501	492

6,113,343	6,567,920
985,934	937,363
0	0
4,922,523	4,327,193
0	0

-17,143,740	20,714,697
-------------	------------

-5,121,940	32,547,173
------------	------------

2,659,383	2,602,181
0	0
48,162	44,452
869,939	863,828

aintenance on Other Expense Line

aintenance on Other Expense Line

213,965	216,213
173,088	215,771

eneral Insurance Commercial Package

31,157	28,883
--------	--------

7,711,210	9,185,043
-----------	-----------

11,706,904	13,156,371
------------	------------

-16,828,844	19,390,802
-------------	------------

1,116,969	995,830
0	0
0	0

0	0
---	---

172,974,386	186,422,729
50,919,902	54,271,204
378,729	407,941
10,333	10,320
0	0

224,283,350	241,112,194
-------------	-------------

-93,126	591,767
212,853	239,207
-305,979	352,560
4,077,879	4,383,858



Division of Cemeteries

New York State
Department of State
DIVISION OF CEMETERIES
One Commerce Plaza
99 Washington Avenue
Albany, NY 12221-0653
Telephone: (518) 474-6226
dos.ny.gov

ANNUAL FINANCIAL REPORT OF CEMETERY CORPORATION

CEMETERIES THAT FILE CPA REPORTS MUST ALSO COMPLETE THIS REPORT. ATTACH ADDITIONAL PAGES IF NEEDED

PART ONE – GENERAL INFORMATION

Reporting Year End Date – Report due 90 days after end of fiscal year (March 31 for most cemeteries)

December 31, 2020

Cemetery Name Ferncliff Cemetery Association	Cemetery County Westchester
New York State – Cemetery Five Digit ID Number 6 0 — 0 0 6	Federal ID Number – Nine Digit ID Number 13-0701750
Mailing Address (include name if address is that of an Officer) PO Box 217	
City, Town or Village Hartsdale	NY Zip Code 10530

PERSON KEEPING FINANCIAL RECORDS

Name and Title Philip J Tassi, Exec Vice President/Treasurer/CFO	Mailing Address PO Box 217 Hartsdale, NY 10530
Telephone Number 914-468-8144	E-Mail Address plass@ferncliffcemetery.com

NUMBER OF BURIALS – FOR REPORTING YEAR			CEMETERY LANDS – IN ACRES	
Number of Body Burials 804	Current Lot Price if multiple prices write various	Various	Sold – To Date	52
Number of Cremains Buried from NYS Crematories 189	Adult Interment Fee	1176/1416	Unsold – Developed	3
Number of Cremains Buried from Out-of-State Crematories 130	Cremation Interment Fee	428/381	Unsold - Undeveloped	21
Total Burials for Reporting Year 1123	Cremation Fee for Crematory Use only	452	Total Acreage	76
Number Cremations Performed 4891	Estimated Burial Spaces Remaining Including In Ground, Mausoleum Crypts and Columbarium niches			0

INSURANCE COVERAGE – Commercial Crime/Employee Dishonesty

\$1,000,000

2/23/21 (renewed to 2/23/22)

AMOUNT OF COVERAGE

Directors, Officers & Employees

EXPIRATION DATE OF POLICY

Executive Risk Indemnity Policy #B165-0804

CLASSES OF PERSONS INSURED: DIRECTORS, OFFICERS, ETC. (check one)

Check if the Division has previously granted a reduction, waiver or modification of this requirement.

Directors and trustees must annually disclose any possible conflicts of interest in a written statement. Check here to confirm that your directors and trustees have done so. Do not attach the statements to your Annual Financial Report.

FINANCIAL STATEMENT CERTIFICATION

The undersigned officials of the Ferncliff Cemetery Association

Cemetery Corporation certify that we have thoroughly reviewed this Annual Financial Report. To the best of our knowledge this Annual Financial Report and the cemetery's operating statement and accounting assets are complete, accurate, free from any misstatements and are not misleading in any respect.

X TRUSTEE SIGNATURE

Kevin M Boyd, President

3-29-2021

DATE

NAME AND TITLE (PRINT)

X

TRUSTEE SIGNATURE

Philip J Tassi, Executive Vice President/CFO

3-29-2021

DATE

NAME AND TITLE (PRINT)

ANNUAL FINANCIAL REPORT OF CEMETERY CORPORATION

PART TWO – OPERATING STATEMENT

CEMETERY NUMBER AND NAME

Ferncliff Cemetery Association

DATE – Reporting Year End

12/31/2020

① Operating Account Balance – Beginning.....	\$ _____
RECEIPTS (INCOME)	
(You may attach a statement of income and expense in lieu of completing this section if it contains all the information required below. ALL BOLDED LINES MUST BE FILLED OUT)	
a. Lot Sales (gross) (includes niche, crypts, mausoleums, etc.)	\$ _____
b. Interment Income	\$ _____
c. Foundations	\$ _____
d. Dividends and Interest (deposited in reporting year)	\$ _____
e. Donations and Bequests	\$ _____
f. Other Receipts (complete schedule on next page)	\$ _____
g. SUBTOTAL - OPERATING REVENUES (Add lines a – f)	+ \$ _____ 0.00
DISBURSEMENTS (EXPENSES)	
h. Employee Wages	\$ _____
i. Independent Contractor - Grave Opening	\$ _____
j. - Maintenance and Mowing	\$ _____
k. Salaries of Officers and Directors	\$ _____
l. Supplies and Repairs	\$ _____
m. Equipment	\$ _____
n. Insurance - General Liability	\$ _____
o. - Workers Compensation	\$ _____
p. - Commercial Crime/Employee Dishonesty	\$ _____
q. Vandalism and Assessment Fee	\$ _____
r. Other Disbursements (complete schedule on next page)	\$ _____
s. SUBTOTAL - DISBURSEMENTS (Add lines h – r)	- \$ _____ 0.00
② Net Operating Surplus OR Deficit (Operating Revenue – line g Less Disbursements - line s)	\$ _____ 0.00
TRANSFERS TO OPERATING ACCOUNT (COMPLETE THIS ENTIRE SECTION EVEN IF YOU FILE A CPA REPORT)	
From Trust Funds (Retained Income from Previous Years)	\$ 1399705.00
From Other Funds (i.e. Special Bequests, Pre-need, etc.)	\$ _____
③ TOTAL TRANSFERS TO OPERATING ACCOUNT.	+ \$ 1399705.00
TRANSFERS FROM OPERATING ACCOUNT	
To Permanent Maintenance Fund*	
Minimum of 10% of Lot Sales	\$ 874944.00
\$35 per Interment	\$ 37820.00
Other (Loan Payments, etc.)	\$ _____
To Perpetual Care Fund	\$ _____
To Other Funds	\$ _____
④ TOTAL TRANSFERS FROM OPERATING ACCOUNT TO PM, PC, AND OTHER FUNDS.	- \$ 912364.00
Operating Account Balance – ENDING (Total lines 1 – 3 less line 4)	\$ 487341.00
DIVIDENDS AND INTEREST	
Total Dividends and Interest Earned in the Reporting Year (from all accounts)	\$ 3204964.00

*By law, a cemetery must deposit into its Permanent Maintenance fund at least 10% of the gross proceeds of lot and grave sales, and \$35.00 for every interment including cremated remains.

ANNUAL FINANCIAL REPORT OF CEMETERY CORPORATION

PART TWO – OPERATING STATEMENT

CEMETERY NUMBER AND NAME

DATE - Reporting Year End

Ferncliff Cemetery Association

12/31/2020

Other Receipts – Detail Schedule

**Other Receipts (must equal total
on line 1 on previous page)** \$ **0.00**

Other Disbursements – Detail Schedule

**Other Disbursements (must equal
total on line 1 on previous page) \$** 0.00

PART THREE – STATEMENT OF OPERATING FUNDS & TRUST FUNDS

GENERAL FUND (GF) – SCHEDULE OF ACCOUNTS and BALANCES

Use reporting year end balances of all accounts containing GF. For all investment accounts also list cost basis. Attach schedules if additional space is required.

Financial Institution

Last 4 Digits Type
of Account # of Account

**Balance Reporting
Year End-
at Market**

1 See Attached Schedule of Investment

Government funds

137523093.00 164383597.00

Total of General Fund Assets at Reporting Year End

S 147528093-00 S 147528093-00

Type = CD, Mutual Fund, Savings Account, Stocks, etc

ANNUAL FINANCIAL REPORT OF CEMETERY CORPORATION

PART THREE – STATEMENT OF OPERATING FUNDS & TRUST FUNDS

CEMETERY NUMBER AND NAME

Ferncliff Cemetery Association

DATE – Reporting Year End

12/31/2020

PERMANENT MAINTENANCE FUND – SCHEDULE OF ACCOUNTS and BALANCES

Permanent Maintenance (PM) Assets – List reporting year end balances of all accounts containing PM funds. For all investment accounts, also list cost basis. You may attach a schedule or list all on separate sheet if additional space is required, but you must complete Line A, below.

Financial Institution	Last 4 Digits of Account #	Type* of Account	Balance-Reporting Year End- at Market	Balance-Reporting Year End- at Cost
1. See Attached Schedule of Investments			\$	\$
2. PM Funds			\$ 64205164.00	\$ 54108311.00
3.			\$	\$
4.			\$	\$
5.			\$	\$
A. Total of Permanent Maintenance Assets at Reporting Year End			\$ 64205164.00	\$ 54108311.00

*Type = CD, Mutual Fund, Savings Account, Stocks, etc

PERMANENT MAINTENANCE (PM) FUND RECONCILIATION

1. PM Fund Balance – Beginning \$ 53169445.00

ADDITIONS TO PM

2. Allocations from Lot Sales (at least 10% of gross lot sales) \$ 774337.00
3. Allocations from Interments (\$35 per interment) \$ 39885.00
4. Allocations from Installment Payments (from Part 5A) \$ _____
5. Income (Interest and Dividends) \$ 877898.00
6. Realized Capital Gains \$ 407191.00
7. PM Loan Repayments \$ _____
8. Other Additions to PM \$ 965.00

9. SUBTOTAL ADDITIONS (Lines 2 through 8) + \$ 2100276.00

WITHDRAWALS/DEDUCTIONS FROM PM

10. Transfer of Income
(Interest and Dividends) \$ 877898.00
11. Realized Capital Losses \$ _____
12. PM Loans withdrawn \$ _____
13. Deduction of 2/3 of investment advisory fees
on PM account \$ _____

14. SUBTOTAL DEDUCTIONS (Lines 10 through 13) - \$ 877898.00
15. Balance at Reporting Year End
(Line 1 plus Line 9, minus Line 14) \$ 54391823.00

ANNUAL FINANCIAL REPORT OF CEMETERY CORPORATION

PART THREE – STATEMENT OF OPERATING FUNDS & TRUST FUNDS

CEMETERY NUMBER AND NAME

Ferncliff Cemetery Association

DATE – Reporting Year End

12/31/2020

SPECIAL TRUST FUNDS – SCHEDULE OF ACCOUNTS and BALANCES (IF THE CEMETERY HAS SUCH TRUST FUNDS)

List reporting year end balances of all accounts containing Special Trust Funds (such as restricted donations or bequests). For all investment accounts, also list cost basis. Attach schedule or list all on separate sheet if additional space is required. Attach copies of instruments establishing new bequests received during the reporting year. Attach schedule or list all on separate sheet if additional space is required.

Financial Institution	Last 4 Digits of Account #	Type* of Account	Balance-Reporting Year End- at Market	Balance-Reporting Year End- at Cost
1. See Schedule of Special Funds			\$ 11675.00	\$ 11390.00
2.			\$	\$
3.			\$	\$
4.			\$	\$
5.			\$	\$
Total of Special Trust Fund Assets at Reporting Year End			\$ 11675.00	\$ 11390.00

*Type = CD Mutual Fund Savings Account, Stocks, etc

ANNUAL FINANCIAL REPORT OF CEMETERY CORPORATION

1. Does your cemetery currently, or has it ever, offered perpetual care?

YES or NO

Perpetual care is a voluntary contractual arrangement with the cemetery for additional care of a lot, plot, or part thereof.

If you answered YES to this Question, go online to

<http://www.dos.ny.gov/cmty/forms.htm> and download and file Part

Four A— Perpetual Care Trust Fund—Schedule of Accounts and Balances, and Perpetual Care Fund Reconciliation.

2. Does your cemetery have a Permanent Maintenance Fund loan outstanding? If you answered YES to this question, go online to

YES or NO

<http://www.dos.ny.gov/cmty/forms.htm> and download and file

Part Four B – Permanent Maintenance Loan Balance.

3. Does your cemetery sell lots on an installment basis?

YES or NO

If you answered YES to this question, go online to

<http://www.dos.ny.gov/cmty/forms.htm> and download

and file Part Five A – Supporting Schedules.

4. Does your cemetery sell merchandise such as bronze markers or interment services on a pre-need basis?

YES or NO

If you answered YES to this question, go online to

<http://www.dos.ny.gov/cmty/forms.htm> and download

and file Part Five B – Supporting Schedules.

5. Does your cemetery file Form 990 or Form 990-EZ with the IRS?

YES or NO

If you answered YES to this question:

Form 990 filers attach Part VII Compensation of Officers, Directors, Trustees.

Form 990-EZ filers attach Part VI.

If your cemetery files Form 990-N – Electronic Notice (e-Postcard), no additional attachments are required.

If you answered **NO** to **ALL** of the above five questions and your cemetery

has less than \$1,000,000 in total financial assets, **STOP HERE**.

You do not have to fill out any additional schedules.

*Total financial assets means the market value of all general funds, permanent maintenance funds, perpetual care funds, special trust funds and other funds under the control of the cemetery, including both restricted and unrestricted funds, regardless of the form in which they are held. Total financial assets do not include the cemetery's land, buildings, equipment, etc.

ANNUAL FINANCIAL REPORT OF CEMETERY CORPORATION

PART FOUR A – PERPETUAL CARE TRUST FUNDS

CEMETERY NUMBER AND NAME Ferncliff Cemetery Association	DATE – Reporting Year End 12/31/2020
--	---

PERPETUAL CARE FUND – SCHEDULE OF ACCOUNTS and BALANCES (IF PERPETUAL CARE IS OR HAS BEEN OFFERED)

Perpetual Care (PC) Assets – List reporting year end balances of all accounts containing PC funds. For all investment accounts also list cost basis. Attach schedule or list all on separate sheet if additional space is required

Financial Institution	Last 4 Digits of Account #	Type* of Account	Balance-Reporting Year End- at Market	Balance-Reporting Year End- at Cost
1	See Attached Perpetual Care Schedule of Investments		\$ 616427.00	\$ 409951.00
2			\$	\$
3			\$	\$
4			\$	\$
5			\$	\$
A. Total of Perpetual Care Assets at Reporting Year End			\$ 616427.00	\$ 409951.00

*Type = CD Mutual Fund Savings Account Stocks, etc

PERPETUAL CARE (PC) FUND RECONCILIATION

① PC Fund Balance –

\$ 264,641.00

ADDITIONS TO PC

2 Allocations from Endowments	\$
3 Income (Interest and Dividends)	\$ 8,316.00
4 Realized Capital Gains	\$
5 Other Additions to PC	\$

⑥ SUBTOTAL ADDITIONS (Lines 2 through 5)

+ \$ 8,316.00

WITHDRAWALS/DEDUCTIONS FROM PM

7 Transfer of income (Interest and Dividends)	\$ 8,316.00
8 Realized Capital Losses	\$
9 Deduction of 2/3 of investment advisory fees on PC account	\$

⑩ SUBTOTAL DEDUCTIONS (Lines 7 through 9)

- \$ 8,316.00

11 Balance at Reporting Year End

(Line 1 plus Line 6, minus Line 10)

\$ 264,641.00

ANNUAL FINANCIAL REPORT OF CEMETERY CORPORATION

PART FOUR B– PERMANENT MAINTENANCE TRUST FUNDS

CEMETERY NUMBER AND NAME	DATE – Reporting Year End
Ferncliff Cemetery Association	12/31/2020

PERMANENT MAINTENANCE LOAN BALANCE – as approved by the NYS Cemetery Board**Schedule A**

1 Beginning of Reporting Year Unpaid Balance	\$ _____ N/A
2 Less: Loan Repayments made in the Current Reporting Year – from line 5 of PM Fund Reconciliation	\$ _____
3 Plus: New Loans Granted in Reporting Year – from line 9 of PM Fund Reconciliation	\$ _____
4 Balance-End of Reporting Year	\$ _____

*If the cemetery has multiple PM Loans provide a separate schedule for each loan

ANNUAL FINANCIAL REPORT OF CEMETERY CORPORATION

PART FIVE – A – SUPPORTING SCHEDULES

CEMETERY NUMBER AND NAME	DATE – Reporting Year End
Ferncliff Cemetery Association	12/31/2020

INSTALLMENT PAYMENTS ON LOT SALES – RECEIVED CURRENT REPORTING YEAR

Schedule A

Select which method of making deposits to the PM Fund you elected

- 1) By depositing the full amount required by N-PCL Section 1507 on the entire sale in lump sum at the time the installment sale contract is signed and any initial payment is received. (19 NYCRR §201.20[B][1])

OR

- 2) by depositing at least ten percent (10%) of any initial payment; and each installment payment as such payments are received until the full amount required by N-PCL Section 1507 on the entire sale has been deposited to the fund (19 NYCRR §201.20[B][2])

If you selected 1) above, complete Schedule A-1. If you selected 2) above, complete Schedule A-2

Schedule A-1

1 Total Value of New Installment Payment Contracts	\$ 7,743,667
2 10% of Line 1.	\$ 774,367
3 Less PM Funds Returned on Cancelled Installment Lot Sales	(\$)
4 Net PM Allocation on Installment Lot Sales (Line 2 minus Line 3)	\$ 774,367

Schedule A-2

1 Installment Payments Collected	\$ _____
2 Less Payments Returned on Cancelled Installment Lot Sales	(\$ _____)
3 Net Installment Lot Sales (Line 1 minus Line 2)	\$ _____
4 PM Allocation _____ % of Line 3	\$ _____

Enter amount from Line 4 of either Schedule A-1 or A-2 on Page 4 Line 4 Allocations from Installment Lot Sales on Part Three Of Annual Financial Report.

¹Enter percentage of Lot sales allocated to PM pursuant to Election 2 NOTE Cannot be less than (10) percent

ANNUAL FINANCIAL REPORT OF CEMETERY CORPORATION

PART FIVE – B – SUPPORTING SCHEDULES

CEMETERY NUMBER AND NAME	DATE – Reporting Year End
Ferncliff Cemetery Association	12/31/2020

PRE-NEED SALES CONTRACTS RECEIVED RECONCILIATION INTERMENT AND OTHER SERVICES AND MERCHANDISE

Schedule B

	Interment Services	Merchandise
Balance – Beginning of Reporting Year	\$	\$
Sales		
Add - Payments Received This Reporting Year	\$	\$
Less - Payments Received on Contracts Cancelled This Reporting Year	\$	\$
Less - Contracts Delivered This Reporting Year	\$	\$
Balance – End of Reporting Year	\$	\$

PRE-NEED TRUST FUNDS – RECONCILIATION (IF THE CEMETERY HAS SUCH TRUST FUNDS)

List cash and investments of Pre-Need Trust Funds – Include accounts for pre-need sales of merchandise such as bronze markers and services such as interment fees. For all investment accounts also list cost basis. Attach schedule or list all on separate sheet if additional space is required

Financial Institution	Last 4 Digits of Account #	Type * of Account	Balance-Reporting Year End-at Market	Balance-Reporting Year End-at Cost
1			\$	\$
2			\$	\$
3			\$	\$
4			\$	\$
5			\$	\$
Total Pre-Need Trust Fund Assets at Reporting Year End			\$	\$

*Type = CD, Mutual Fund, Savings Account, Stocks, etc.

PRE-NEED CONTRACTS DELIVERED RECONCILIATION SERVICES AND MERCHANDISE

Schedule C

	Sale Amount Collected	Reporting Year Delivery Cost	Difference
Delivered Contracts Reporting Year			
Pre-Need Services	\$	\$	\$
Pre-Need Merchandise	\$	\$	\$
Totals	\$	\$	\$



**Division of
Cemeteries**

STATE OF NEW YORK
DEPARTMENT OF STATE
Division of Cemeteries
One Commerce Plaza
99 Washington Avenue
Albany, NY 12231-0001

Cemetery Trustee Contact Update Form

60006

Ferncliff Cemetery Association

Listed here are the names and contact information of all cemetery trustees of record for this cemetery. Please review for accuracy. Submit corrections in your online annual report submission OR return this form by mail with any required corrections, additions, or deletions. If mailing, send to the address provided above.

Title	Name	Mailing Address	Phone	Email
DIRECTOR	BASTABLE, NEAL	112 GOLF TERRACE DRIVE, HAMPSTEAD, NC 28443		
PRESIDENT	BOYD, KEVIN M	73 PUNTER HOUSE ROAD, AMENIA, NY 12501		
DIRECTOR	FERGUSON, JOHN F J	3 CEDAR HILL, GREENWICH, CT 068930		
DIRECTOR	FOLEY, EDWARD M M	80 ROLLING HILLS RD, THORNWOOD, NY 10594		
DIRECTOR	MULLANEY, JAMES G G	4 FRANKLIN DRIVE, BEDFORD HILLS, NY 10507		
DIRECTOR	SLOANE, STEVEN G G	1130 GRANT BLVD, SYRACUSE, NY 13208		
VP/TREA/DI	TASSI, PHILIP	29 TEAL LANE, BREWSTER, NY 10509		
DIRECTOR	TAYLOR, CHRISTOPHER J J	900 OCEAN DRIVE UNIT 306, JUNO BEACH, FL 33408		



FERNCLIFF CEMETERY ASSOCIATION

P.O. BOX 217
DAWESDALE, NEW YORK 10530

TELE: 914-567-9722

FAX: 914-563-4180

TELE: 914-567-9721
FAX: 914-567-9863

March 31, 2021

Mr. Lewis A. Polishook, Director
State of New York
Department of State
Division of Cemeteries
One Commerce Plaza
99 Washington Avenue
Albany, New York 12231-0001

Re: Ferncliff Cemetery Association
Filing of Annual Report
Cemetery No. 60006

Dear Mr. Polishook

Enclosed is the 2020 Ferncliff Cemetery Association Annual Financial Report of Cemetery Corporations. Additionally, we have included the following items as requested by the Division:

- 1 Audited Financial Statements as of December 31, 2020.
- 2 Division of Cemeteries Annual Report
- 3 List of Officers and Directors with home addresses for the year 2020
- 4 Form 990 (2018) Part VII – Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors
- 5 General Fund Schedule of Investments at December 31, 2020
- 6 Permanent Maintenance Fund Schedule of Investments at December 31, 2020
- 7 Perpetual Care Fund Schedule of Investments at December 31, 2020
- 8 Special Funds Schedule of Investments at December 31, 2020

Due to the COVID-19 pandemic, the auditors are unable to provide a bound copy of the audited financial statements. We have included a print out of the digital version.

Please acknowledge receipt by stamping the enclosed copy of this letter and return it in the enclosed self-addressed envelope.

Very truly yours,

FERNCLIFF CEMETERY ASSOCIATION

Philip J. Tassi, Vice President/Treasurer

Cc: Kevin M. Boyd

Sent via email to: Lewis.Polishook@dos.ny.gov & Cc: Alicia.Young@dos.ny.gov

Ferncliff Cemetery Association

Financial Statements

December 31, 2020 and 2019



Independent Auditors' Report

Board of Directors
Ferncliff Cemetery Association

Report on the Financial Statements

We have audited the accompanying financial statements of Ferncliff Cemetery Association, which comprise the statement of financial position as of December 31, 2020 and the related statements of activities and cash flows for the year then ended and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes 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.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements 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 the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

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, 2020, 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.

PKF O'CONNOR DAVIES, LLP
665 Fifth Avenue, New York, NY 10022-1 Tel: 212 267 8100 or 212 283 2900 | Fax: 212 286 4080 | www.pkfdod.com

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Board of Directors
Ferncliff Cemetery Association
Page 2

Report on Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying information on pages 22 to 26 is presented for purposes of additional analysis and is 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, 2020. 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 identify 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 29, 2021

Ferncliff Cemetery Association

Statement of Financial Position
December 31, 2020
(with summarized totals at December 31, 2019)

	2020					2019 Total
	General Fund	Permanent Maintenance Fund	Perpetual Care Fund	Special Funds	Total	
ASSETS						
Cash and cash equivalents	\$ 2,324,428	\$ 1,061,681	\$ 124,967	\$ -	\$ 3,540,976	\$ 1,747,404
Investments	195,153,652	53,123,702	481,586	11,675	256,770,595	231,040,714
Accounts receivable	4,059,263	-	-	-	4,059,263	3,574,828
Accrued income and prepaid expenses	678,999	263,513	-	-	952,515	1,064,108
Inventory of space, net	5,726,865	-	-	-	5,726,865	10,295,129
Property and equipment, net	14,402,311	-	-	-	14,402,311	13,937,181
Other assets	936,138	-	-	-	936,138	931,934
	\$ 226,321,666	\$ 64,488,399	\$ 616,428	\$ 11,675	\$ 291,436,658	\$ 263,291,348
LIABILITIES AND NET ASSETS						
Liabilities						
Accounts payable and accrued expenses	\$ 1,569,025	\$ -	\$ 145,311	\$ -	\$ 1,714,336	\$ 1,779,936
Loan payable	7,900,000	-	-	-	7,900,000	7,900,000
Other liabilities	54,351	-	-	-	54,351	47,940
Construction reserve	177,156	-	-	-	177,156	137,156
Accrued pension withdrawal liability	730,259	-	-	-	730,259	882,254
Non-interest-bearing certificates of indebtedness	35,000	-	-	-	35,000	35,000
Total Liabilities	10,465,801	-	145,311	-	10,611,112	10,822,268
Net Assets Without Donor Restrictions						
Available for general operations	215,855,655	-	-	-	215,855,655	193,358,002
Restricted by state law	-	64,488,399	471,117	11,675	64,971,061	59,110,548
Total Net Assets Without Donor Restrictions	215,855,655	64,488,399	471,117	11,675	280,827,546	252,469,050
Total Liabilities and Net Assets	\$ 226,321,666	\$ 64,488,399	\$ 616,428	\$ 11,675	\$ 291,436,658	\$ 263,291,348

See notes to financial statements

Ferncliff Cemetery Association

Statement of Activities
Year Ended December 31, 2020
(with summarized totals for the year ended December 31, 2019)

	2020					2019
	General Fund	Permanent Maintenance Fund	Perpetual Care Fund	Social Funds	Total	Total
REVENUE						
OPERATING REVENUE						
Sales of space	\$ 7,788,950	\$	\$	\$	\$ 7,788,950	\$ 5,929,326
Cremation fees	2,103,928				2,103,928	1,466,096
Other sales	1,249,029				1,249,029	1,039,252
Other services	1,226,940				1,226,940	354,703
Total Operating Revenue	12,366,807				12,366,807	9,300,027
COST OF SALES						
Depreciation of construction costs	1,860,515				1,860,515	1,585,422
Cost of required space sold	41,783				41,783	75,451
Contribution to permanent maintenance fund	314,223				314,223	620,395
Cost of other sales	465,483				465,483	470,681
Cost of other services						751
Total Cost of Sales	2,312,203				2,312,203	2,764,598
Gross Profit on Operating Revenue	9,053,604				9,053,604	6,535,320
OTHER SUPPORT						
Required contribution from general fund		814,223			814,223	620,388
Miscellaneous revenue	5,040	669			3,306	44,347
Gain on alternative investments	56,556				56,556	83,146
Interest on installment contracts	17,890				17,890	22,520
Dividend and interest income net	3,204,965	877,898	3,316	262	4,087,421	4,081,138
Renticed gains on investments	3,174,565	407,101			3,581,567	1,861,480
Unrealized gains on investments	16,938,478	4,614,797	23,481	294	21,577,052	23,915,513
Professional services on investment activities	(780,771)				(926,771)	(890,593)
Investment software and tools	(26,361)				(26,361)	(34,639)
Interest on bank loan	(121,123)				(121,123)	(233,902)
Inter-fund transfers						
Interest and dividends	886,214	187,935	8,316	12	1,082,467	1,082,467
Total Other Support	22,827,564	5,037,165	23,481	587	35,636,507	30,401,164
Gross Profit and Other Support	31,280,965	5,837,165	23,481	587	37,747,201	37,000,443

See notes to financial statements:

Ferncliff Cemetery Association
 Statement of Activities
 Year Ended December 31, 2020
 (with summarized totals for the year ended December 31, 2019)
(continued)

	2020					2019 Total
	General Fund	Permanent Maintenance Fund	Perpetual Care Fund	Special Fund	Total	
EXPENSES						
Cemetery program services	\$ 8,457,372	\$ -	\$ -	\$ -	\$ 8,457,372	\$ 8,644,536
Management and administrative	3,018,194	-	-	-	3,018,194	3,621,983
Total Expenses	9,475,566	-	-	-	9,475,566	9,172,489
Excess of Revenue over Expenses Before Other Changes	22,405,392	5,837,158	25,491	567	28,760,048	27,853,954
OTHER CHANGES:						
Union pension memo withdrawal change in estimate	91,861	-	-	-	91,861	331,746
Change in Net Assets	22,482,263	5,837,158	25,491	567	28,358,490	28,185,700
NET ASSETS WITHOUT DONOR RESTRICTIONS						
Beginning of year	193,358,602	56,651,734	447,670	51,086	257,459,050	244,283,050
End of year	\$ 215,655,856	\$ 64,488,895	\$ 471,117	\$ 11,875	\$ 280,827,946	\$ 252,469,050

See notes to financial statements.

Ferric Cliff Cemetery Association

Statements of Cash Flows
Year Ended December 31, 2020
(with comparative amounts for year ended December 31, 2019)

	2020	2019
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ 28,358,496	\$ 28,185,700
Adjustments to reconcile change in net assets		
to net cash from operating activities		
Net realized gains on sales of investments and alternative investments	(3,638,363)	(2,059,824)
Unrealized gains on investments	(21,177,051)	(23,925,513)
Depletion	1,980,515	1,595,423
Depreciation	627,203	622,691
Union pension plan withdrawal change in estimate	(91,851)	(331,748)
Changes in operating assets and liabilities		
Accounts receivable	(424,435)	342,522
Accrued income and prepaid expenses	101,583	173,050
Inventory of space	(422,251)	(242,820)
Other assets	(4,154)	(40,980)
Accounts payable and accrued expenses	(65,602)	(360,342)
Other liabilities	6,411	(3,812)
Accrued pension withdrawal liability	(60,134)	-
Net Cash from Operating Activities	<u>5,200,387</u>	<u>3,956,639</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Proceeds from the sale of investments	104,089,917	128,437,699
Purchases of investments	(106,404,385)	(130,329,870)
Construction reserve	-	(112,974)
Capital expenditures	(1,092,330)	(1,871,243)
Net Cash from Investing Activities	<u>(3,400,801)</u>	<u>(3,876,388)</u>
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds of loan payable	7,900,000	-
Repayment of loan payable	(7,900,000)	(300,000)
Net Cash from Financing Activities	<u>-</u>	<u>(300,000)</u>
Net Change in Cash and Cash Equivalents	<u>1,703,586</u>	<u>(269,749)</u>
CASH AND CASH EQUIVALENTS		
Beginning of year	1,747,404	1,957,153
End of year	<u>3,350,970</u>	<u>1,747,404</u>
SUPPLEMENTARY CASH FLOW INFORMATION		
Cash paid for interest	\$ 134,162	\$ 233,502
Cash paid for taxes	775	775

See notes to financial statements

Ferncliff Cemetery Association

Notes to Financial Statements December 31, 2020 and 2019

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.

Ferncliff Cemetery Association

Notes to Financial Statements December 31, 2020 and 2019

2. Significant Accounting Policies (*continued*)

Revenue Recognition

As shown on the statement of activities, Ferncliff has several revenue sources. Ferncliff has reviewed its various revenue sources and 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 customer's 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.

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.

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 undobservable 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.

Ferncliff Cemetery Association

Notes to Financial Statements
December 31, 2020 and 2019

2. Significant Accounting Policies (*continued*)

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:

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

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 recognized for the years ended December 31, 2020 and 2019.

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, 2020 and 2019.

Ferncliff Cemetery Association

Notes to Financial Statements December 31, 2020 and 2019

2. Significant Accounting Policies (*continued*)

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.

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.

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, 2020 and 2019

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, 2019, 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, 2017.

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 29, 2021.

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, 2020 and 2019

3. Investments (*continued*)

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

	2020		2019	
	Cost	Fair Value	Cost	Fair Value
General Fund				
Cash equivalents	\$ 11,780,222	\$ 11,860,222	\$ 14,597,209	\$ 14,597,209
Alternative investments	8,511,735	13,828,881	9,964,566	10,232,564
Marketable equity securities	86,518,274	110,830,433	91,244,411	102,438,658
Debt securities	55,103,921	58,604,115	45,246,675	45,184,447
Total General Fund	\$ 161,994,157	\$ 195,153,852	\$ 160,811,867	\$ 173,432,878
Permanent Maintenance Fund				
Cash equivalents	5 2,151,276	\$ 2,151,276	\$ 4,748,652	\$ 4,748,652
Alternative investments	2,589,087	4,031,308	2,216,152	2,760,698
Marketable equity securities	28,857,344	37,050,546	31,145,268	34,938,768
Debt securities	19,028,020	19,570,569	15,151,602	15,308,875
Total Permanent Maintenance Fund	\$ 53,026,630	\$ 63,123,703	\$ 52,204,708	\$ 57,746,904
Perpetual Care Fund				
Cash equivalents	\$ 79,238	\$ 79,238	\$ 70,881	\$ 70,881
Marketable equity securities	195,851	402,326	195,882	378,873
Total Perpetual Care Fund	\$ 275,089	\$ 481,565	\$ 260,769	\$ 449,754
Special Funds				
Cash equivalents	\$ 1	\$ 1	\$ 1	\$ 1
Debt securities	11,369	11,674	11,096	11,097
Total Special Funds	\$ 11,369	\$ 11,675	\$ 11,097	\$ 11,096
All Funds				
Cash equivalents	\$ 14,090,740	\$ 14,090,740	\$ 19,416,743	\$ 19,416,743
Alternative investments	11,501,722	18,120,190	9,186,722	12,983,262
Marketable equity securities	114,571,474	148,313,307	120,346,597	131,758,350
Debt securities	75,143,330	78,185,359	60,406,374	61,464,409
Total All Funds	\$ 213,307,206	\$ 258,770,593	\$ 209,354,438	\$ 231,640,714

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 \$275,717 for 2020 and \$239,782 for 2019.

Ferncliff Cemetery Association

Notes to Financial Statements
December 31, 2020 and 2019

3. Investments (*continued*)

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

	2020	2019
Level 1 (Quoted Prices in Active Markets for Identical Assets)		
Equities		
U.S. common stock	\$ 98,792,505	\$ 88,232,671
Mid cap / small cap funds	10,621,202	8,781,830
International	33,103,334	34,262,494
Other equity	<u>5,795,866</u>	<u>6,479,305</u>
Total Level 1	<u>148,310,307</u>	<u>137,756,300</u>
Level 2 (Other Observable Inputs)		
Corporate bonds	34,708,587	31,346,006
U.S. Government Bonds/Agencies	25,872,195	29,227,226
Bond funds	10,491,437	-
International bonds	1,114,140	911,177
Total Level 2	<u>78,180,359</u>	<u>61,484,409</u>
Alternative investments (*)	<u>18,180,190</u>	<u>12,983,262</u>
Total of Fair Value	<u>244,679,856</u>	<u>212,223,971</u>
Cash equivalents at cost	<u>14,090,740</u>	<u>19,416,743</u>
Total investments	<u>\$258,770,596</u>	<u>\$231,640,714</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 2020 and 2019.

Ferncliff Cemetery Association

Notes to Financial Statements
December 31, 2020 and 2019

3. Investments (*continued*)

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

	Fair Value	Unfunded Commitments	Redemption Frequency (#)	Redemption Notice Period
	Fair Value	Unfunded Commitments	Currently Eligible	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>6,135,762</u>	<u>-</u>	Quarterly	90 days
	\$16,180,190	\$ 14,777,793		

- 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 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 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 period and 6 to 7 years on the term. Once all funds reach their commitment period, 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.

Information regarding investments valued at NAV at December 31, 2019 is as follows:

	Fair Value	Unfunded Commitments	Redemption Frequency (#)	Redemption Notice Period
	Fair Value	Unfunded Commitments	Currently Eligible	Notice Period
Private equity, venture capital and distressed debt alternative investments (see 'a' below)	\$ 7,719,973	\$ 11,822,520	Quarterly	30 days
Macro hedge funds (see 'b' below)	<u>5,253,289</u>	<u>-</u>	Quarterly	90 days
	\$12,973,262	\$ 11,822,520		

- a This category includes eighteen private equity funds that invest primarily in U.S. domestic public and private companies, and two 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 sixteen private equity funds are estimated to have 4 to 12 years until final liquidation. The two debt funds have a three-year commitment period with an 8 year fund term after the commitment period of which two years remain on the commitment period and 7 years on the term.
- 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, 2020 and 2019

4. Inventory of Space

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

	2020	2019
Rosewood Mausoleum	\$ 7,009,263	\$ 8,607,839
Shrine of Memories	5,884	5,884
Ferncliff Mausoleum	637,329	661,697
Hickory Terrace	45,644	72,740
Knollwood Cremation Garden	537,214	570,874
Reacquired grave space and crypts	115,988	115,054
Hillcrest Garden	318,723	133,946
Wittenberg and Hillcrest Estate Garden	56,820	127,095
	<u>\$ 8,726,865</u>	<u>\$ 10,295,129</u>

5. Property and Equipment

Property and equipment consist of the following at December 31:

	2020	2019
Cemetery, Shrine, Rosewood and Mausoleum buildings	\$ 8,424,901	\$ 8,391,957
General cemetery development	7,196,191	12,157,131
Unimproved land	5,532,789	6,151,033
Crematory equipment	1,305,988	1,303,063
Cemetery equipment	1,870,847	1,749,614
Office equipment and furnishings	821,642	733,545
Office buildings	606,734	591,299
Mausoleum equipment and furnishings	1,198,525	1,153,042
Shrine equipment and furnishings	695,337	688,168
Rosewood equipment and furnishings	1,510,859	1,400,419
	<u>30,169,813</u>	<u>34,319,271</u>
Accumulated depreciation	<u>(15,767,502)</u>	<u>(20,382,090)</u>
Net Book Value	<u>\$ 14,402,311</u>	<u>\$ 13,937,181</u>

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, 2020 and 2019

6. Loan Payable

Ferncliff replaced the revolving credit agreement of \$10,000,000, which expired May 31, 2020 with a new line of credit facility of \$10,000,000 expiring July 31, 2022 and a \$5,000,000 term loan maturing July 15, 2025. The loans are fully collateralized by investments of \$42,138,238 at December 31, 2020 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

2020			2019		
Maturity Date	Interest Rate	Principal	Maturity Date	Interest Rate	Principal
7/15/2025	1.7500%	\$5,000,000	5/31/2020	2.4625%	\$7,900,000
7/31/2022	1.0675%	<u>2,900,000</u>			
		<u>\$7,900,000</u>			<u>\$7,900,000</u>

Interest expense was \$121,123 and \$233,902 during 2020 and 2019.

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, 2020 and 2019

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, 2020 and 2019

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 U/B. 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 has been reflected in the accrued pension withdrawal liability as of December 31, 2020.

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 2020 and 2019, the QNEC contribution was \$63,490 and \$68,151. 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 2020 and 2019, the Board authorized additional contributions of \$432,106 and \$444,020.

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 \$41,018 in 2020 and \$31,493 in 2019. 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 \$2,200, \$905 and \$905 in 2020 and \$2,100, \$845 and \$845 in 2019. Total contributions were \$286,285 in 2020 and \$289,552 in 2019.

Ferncliff Cemetery Association

Notes to Financial Statements
December 31, 2020 and 2019

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, 2018	\$ 50,919,962	\$ 378,729	\$ 10,333	\$ 51,308,964
Contributions and other	821,676	-	-	821,676
Interest and dividend income, net	1,083,309	8,652	226	1,092,186
Capital appreciation	7,110,156	68,897	530	7,179,583
Appropriation for expenditure	(1,083,309)	(8,652)	-	(1,091,961)
Balance, December 31, 2019	58,851,734	447,620	11,088	59,110,448
Contributions and other	815,157	-	-	815,157
Interest and dividend income, net	877,898	8,316	242	896,456
Capital appreciation	5,021,978	23,491	345	5,045,814
Appropriation for expenditure	(877,898)	(8,316)	-	(895,214)
Balance, December 31, 2020	\$ 64,488,899	\$ 471,117	\$ 11,675	\$ 64,971,691

Ferncliff Cemetery Association

Notes to Financial Statements December 31, 2020 and 2019

9. Functional Expenses

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

	2020	2019		2020	2019
	Operating Expenses	Management fees		Operating Expenses	Management fees
Salaries and wages \$1,046,643	\$ 1,233,743	\$ 100,163	\$ 1,451,102	\$ 1,251,001	\$ 114,841
Employee benefits	106,076	25,372	132,285	109,070	27,677
New York State Retirement System	74,874	-	74,874	74,874	-
Accounting	15,143	-	15,143	17,348	-
Contractor, Employee Benefits	11,797	175	14,500	12,234	11,300
Professional fees	10,465	-	10,465	12,543	-
Other administrative	1,221	-	1,221	-	-
Travel and entertainment	1,152	-	1,152	1,152	23,165
Utilities	1,070	-	1,070	1,070	21,172
Telephone	649,021	12,329	669,567	677,281	20,716
Professional fees	65,294	10,217	72,551	64,167	10,107
Marketing expenses	111,751	17,130	111,751	147,151	147,151
Marketing costs	11,147	-	11,147	11,147	-
Marketing fund	29,147	-	29,147	31,459	-
Energy expenses	25,504	2,059	26,551	22,510	21,172
Employee recruitment	1,763	-	1,763	1,721	4,371
General expenses	5,426	1,446	5,426	6,611	11,467
Postage and general supplies	2,031	1,018	2,031	-	-
Rental expenses	1,107	1,107	1,107	-	17,611
Rent, Management fees	88,558	10,135	98,558	78,141	6,142
Taxes	601,341	49,151	602,450	596,502	57,665
Utilities expenses and utilities	-	2,516	2,516	-	1,761
Telephone equipment and phone	26,374	5,401	30,042	34,237	3,546
Depreciation	523,359	15,912	547,052	499,324	22,728
Interest expense	50,457,372	6,330,158	59,476,914	52,544,506	5,272,483
Total expenses	\$ 6,245,372	\$ 6,330,158	\$ 6,476,914	\$ 5,254,506	\$ 5,172,483

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 \$3,340,982 and \$1,547,416 at December 31, 2020 and 2019. 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, 2020 and 2019

11. Availability and Liquidity

The following represents Ferncliff Cemetery Association's financial assets at December 31, 2020 and 2019.

	2020	2019
Financial Assets at year end		
Cash and cash equivalents	\$ 3,540,970	\$ 1,767,404
Investments	258,770,596	231,640,714
Accounts receivable	4,099,263	3,674,826
Accrued income	<u>327,042</u>	<u>452,139</u>
Total Financial Assets	<u>265,737,871</u>	<u>237,515,085</u>
Less amounts not available to be used within one year:		
Investments restricted as loan collateral	42,138,238	20,709,515
Restricted for permanent maintenance fund	64,205,384	58,789,750
Restricted for perpetual care fund	616,428	584,562
Non liquid investments	<u>18,180,190</u>	<u>12,983,232</u>
Financial Assets Available to Meet General Expenditures Over the Next Twelve Months	<u>\$141,597,631</u>	<u>\$144,447,993</u>

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, 2020 and 2019

Ferncliff Cemetery Association

Schedule of Operating Revenue and Cost of Sales Year Ended December 31, 2020 (with summarized totals for the year ended December 31, 2019)

	2020						2019 Total
	General Fund	Memorial Mortgage Fund	Perpetual Care Fund	Special Funds	Total		
REVENUE							
Sales of Space							
Cemetery space	\$ 1,625,300	\$	\$	\$	\$ 1,625,300	\$	\$ 1,446,450
Underground space	101,275				101,275		120,920
Pre-concert space	5,804,375				5,804,375		4,050,431
Honored space	193,200				193,200		291,225
Total Sales of Space	\$ 7,623,075				\$ 7,623,075		\$ 5,718,005
Chamber fees	\$ 2,155,388				\$ 2,155,388		\$ 1,460,306
OTHER SALES							
Memorials, vases and candles	\$ 605,500	\$	\$	\$	\$ 605,500	\$	241,981
Grave decorations, anniversary	110,451				110,451		122,758
Animal care of plantings							5,011
Funeral plantings	114,055				114,055		118,770
Miscellaneous, Rose and other gift sales	167,713				167,713		186,184
Planters							
Camellias	7,200				7,200		4,234
Shrubbery	48,100				48,100		50,801
Trees	34,277				34,277		37,750
Flowers	13,792				13,792		102,747
Other	420				420		10,483
Capacities	41,075				41,075		41,194
Leads	5,523				5,523		2,971
Total Other Sales	\$ 174,029				\$ 174,029		\$ 1,050,239
OTHER SERVICES							
Funerals							
Cemetery	\$ 424,548	\$	\$	\$	\$ 424,548	\$	370,424
Mausoleums	108,044				108,044		135,935
Funeral	245,037				245,037		125,094
Concretes	352,726				352,726		232,142
Memorial Dissemination Department Collection	40,075				40,075		33,075
Groundskeeping vault rental							2,937
Storage of cremated remains	280				280		1,140
Other	4,600				4,600		8,878
Total Other Services	\$ 1,279,640				\$ 1,279,640		\$ 954,753

See independent auditors' report

Ferncliff Cemetery Association

Schedule of Operating Revenue and Cost of Sales
 Year Ended December 31, 2020
 (with summarized totals for the year ended December 31, 2019)
(continued)

	<i>2020 Dollars (\$'000)</i>	<i>2019 Dollars (\$'000)</i>	<i>% Change (\$'000)</i>	<i>2020 Dollars (\$'000)</i>	<i>2019 Dollars (\$'000)</i>	<i>% Change (\$'000)</i>
REVENUE (Operating activities - General Fund)						
Interest	\$ 1,175	\$ 1,175	\$ 0	\$ 1,126	\$ 1,126	\$ 44,631
Other	10,493	10,493	0	10,493	10,493	18,842
Workshop	126	126	0	126	126	1
Interest	50,145	50,145	0	50,145	50,145	419,045
Interest Income from Investments	34,602	34,602	0	34,602	34,602	25,040
Interest Income from Investments	10,493	10,493	0	10,493	10,493	18,842
Interest Income from Investments	50,145	50,145	0	50,145	50,145	419,045
Total Revenue (Operating activities - General Fund)	\$ 114,213	\$ 114,213	\$ 0	\$ 114,213	\$ 114,213	\$ 420,680
COST OF SALES						
Interest Income from Investments	\$ 14,631	\$ 14,631	\$ 0	\$ 14,631	\$ 14,631	\$ 19,842
Other	1,740	1,740	0	1,740	1,740	1,851,221
Workshop	112,925	112,925	0	112,925	112,925	1,062,000
Interest Income from Investments	10,493	10,493	0	10,493	10,493	18,842
Interest Income from Investments	50,145	50,145	0	50,145	50,145	419,045
Interest Income from Investments	10,493	10,493	0	10,493	10,493	18,842
Interest Income from Investments	50,145	50,145	0	50,145	50,145	419,045
Total Cost of Sales (Operating activities - General Fund)	\$ 144,213	\$ 144,213	\$ 0	\$ 144,213	\$ 144,213	\$ 420,680
Cost of Revenue (Operating Activities)						
Interest Income from Investments	\$ 10,150	\$ 10,150	\$ 0	\$ 10,150	\$ 10,150	\$ 142,641
Other	14,493	14,493	0	14,493	14,493	14,631
Workshop	112,925	112,925	0	112,925	112,925	1,062,000
Interest Income from Investments	50,145	50,145	0	50,145	50,145	419,045
Interest Income from Investments	10,493	10,493	0	10,493	10,493	18,842
Interest Income from Investments	50,145	50,145	0	50,145	50,145	419,045
Interest Income from Investments	10,493	10,493	0	10,493	10,493	18,842
Interest Income from Investments	50,145	50,145	0	50,145	50,145	419,045
Total Cost of Revenue (Operating Activities)	\$ 144,213	\$ 144,213	\$ 0	\$ 144,213	\$ 144,213	\$ 420,680
Cost of Goods Sold						
Interest Income from Investments	\$ 14,631	\$ 14,631	\$ 0	\$ 14,631	\$ 14,631	\$ 19,842
Other	1,740	1,740	0	1,740	1,740	1,851,221
Workshop	112,925	112,925	0	112,925	112,925	1,062,000
Interest Income from Investments	50,145	50,145	0	50,145	50,145	419,045
Interest Income from Investments	10,493	10,493	0	10,493	10,493	18,842
Interest Income from Investments	50,145	50,145	0	50,145	50,145	419,045
Interest Income from Investments	10,493	10,493	0	10,493	10,493	18,842
Interest Income from Investments	50,145	50,145	0	50,145	50,145	419,045
Total Cost of Goods Sold	\$ 144,213	\$ 144,213	\$ 0	\$ 144,213	\$ 144,213	\$ 420,680
Net Income (Loss) Before Income Tax						
Interest Income from Investments	\$ 14,631	\$ 14,631	\$ 0	\$ 14,631	\$ 14,631	\$ 19,842
Other	1,740	1,740	0	1,740	1,740	1,851,221
Workshop	112,925	112,925	0	112,925	112,925	1,062,000
Interest Income from Investments	50,145	50,145	0	50,145	50,145	419,045
Interest Income from Investments	10,493	10,493	0	10,493	10,493	18,842
Interest Income from Investments	50,145	50,145	0	50,145	50,145	419,045
Interest Income from Investments	10,493	10,493	0	10,493	10,493	18,842
Interest Income from Investments	50,145	50,145	0	50,145	50,145	419,045
Interest Income from Investments	10,493	10,493	0	10,493	10,493	18,842
Interest Income from Investments	50,145	50,145	0	50,145	50,145	419,045
Total Net Income (Loss) Before Income Tax	\$ 41,493	\$ 41,493	\$ 0	\$ 41,493	\$ 41,493	\$ 477,661

See independent auditors' report

Ferncliff Cemetery Association

Schedule of Operating Revenue and Cost of Sales
 Year Ended December 31, 2020
 (with summarized totals for the year ended December 31, 2019)
(continued)

	2020					2019 Total
	General Fund	Permanent Maintenance Fund	Perpetual Care Fund	Special Funds	Total	
Cost of Other Services						
Funerals						
Cemetery	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,375
Mausoleum	-	-	-	-	-	(682)
Shrine	-	-	-	-	-	137
Rosewood	-	-	-	-	-	137
Total Cost of Other Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 767

See independent auditors' report

Ferncliff Cemetery Association

Schedule of Select Expenses
 Year Ended December 31, 2020
 (with summarized totals for the year ended December 31, 2019)

				2020				2019	
		General Fund	Permanent Maintenance Fund	Perpetual Con. Fund	Capital Funds	Fees	Total	General Fund	Permanent Maintenance Fund
SALARIES AND PAYROLL TAXES									
Salaries									
Officers	\$ 926,575	\$	\$	\$	\$	\$	\$	946,875	\$ 910,238
Office	754,835							754,835	827,847
Sales	570,781							570,781	488,887
Supervisory	568,305							568,305	506,732
Operating	1,228,335							1,228,335	1,037,348
Total Salaries	4,088,956							4,088,956	3,626,546
Social security and Medicare	259,728							259,728	240,282
New York State unemployment insurance	12,166							12,166	11,094
NY Metropolitan commuter surcharge	13,498							13,498	12,563
Federal unemployment insurance	2,093							2,093	1,797
Workers' compensation insurance	124,567							124,567	116,467
Total Salaries and Payroll Taxes	\$ 4,491,008							\$ 4,491,008	\$ 4,017,546
EMPLOYEE BENEFITS									
Group hospital and group life insurance	713,818							712,818	\$ 672,787
Disability insurance	26,851							29,581	27,030
Union welfare fund	288,285							288,285	288,552
Union pension fund	41,018							41,018	31,483
Safe harbor contribution	62,490							63,482	58,151
Pension plan	432,161							432,161	446,020
Total Employee Benefits	\$ 1,582,266							\$ 1,562,256	\$ 1,532,988
OFFICE EXPENSES									
Dues and subscriptions	19,051							18,651	\$ 18,277
Computer service and supplies	43,574							43,574	47,428
Annual software maintenance	14,814							14,814	16,326
Computer programs and programming	116,255							116,255	241,570
Postage	23,524							23,524	35,806
Stationery, printing, office supplies	75,115							75,115	55,801
Telephone	31,570							31,570	25,726
Total Office Expenses	\$ 388,502							\$ 388,502	\$ 478,729

See independent auditors' report.

Ferncliff Cemetery Association

Budgeted or Actual Expense
Year Ended December 31, 2018
(With unimurred detail for the year ended December 31, 2018, indicated)

	General Fund	Employment Discretionary Fund	Capital Dev. Fund	Special Funds	Total	2018 Total
PROFESSIONAL FEES						
Accounting and audit	\$ 34,016	4	8	5	\$ 34,020	\$ 31,852
Legal	49,915				49,915	48,771
Consulting	52,671				52,671	50,366
Other	71,911				71,911	70,211
Total Professional Fees	\$ 167,503	5	8	5	\$ 169,206	\$ 163,328
UTILITIES						
Gas for furnaces	\$ 174,775	9	17	18	174,775	174,975
Heat and lighting						
Mausoleum	58,265				58,265	54,852
Cemetery	2,982				2,982	—
Office	48,732				48,732	57,428
Reservoir	173,594				173,594	180,375
Stoves	114,506				114,506	110,725
Total Utilities	\$ 552,466	9	17	18	\$ 572,460	\$ 563,304
MAINTENANCE, SERVICE AND SUPPLIES						
Chambers	\$ 310,422	9	12	5	310,422	\$ 320,704
Autos and vehicles	72,084				72,084	34,528
Mausoleum	140,506				140,506	145,361
Shrubs	143,307				143,307	151,480
Shrubs	75,292				75,292	74,208
Cemetery	16,071				16,071	17,107
Flowers/plants/beds	6,794				6,794	5,005
Water	40,605				40,605	35,521
Total Maintenance, Service and Supplies	\$ 724,422	9	12	5	\$ 746,422	\$ 738,540
DEPRECIATION						
Cemetery	\$ 160,566	5	13	5	160,566	\$ 205,036
Mausoleum	120,028				120,028	161,070
Shrubs	27,968				27,968	32,268
Rosewood	17,697				17,697	17,500
Crematory	16,215				16,215	16,561
Administration	52,910				52,910	53,367
Total Depreciation expense	\$ 327,208	5	13	5	\$ 371,300	\$ 362,961

See independent auditors' report

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's current officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.

- List all of the organization's current key employees, if any. See instructions for definition of "key employee."

- List the organization's five current highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations.

- List all of the organization's former officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.

- List all of the organization's former directors or trustees that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations.

See instructions for the order in which to list the persons above.

Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)					(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee	Institutional trustee	Officer	Key empl/ empl/odict	Highest compensated employee			
(1) Kevin M Boyd President/Board	35	X		X			357,584		95,457
(2) Philip J Tassi VP/Treasurer/Board	35	X		X			345,052		95,457
(3) Fernando Santos Sales Representative	35				X		233,392		64,099
(4) Joanne Aliberto Vice President/Secretary	35				X		218,384		64,819
(5) Craig Burrows Sales Representative	35					X	149,441		62,756
(6) Michael Rizzi Sales Representative	35					X	149,143		74,706
(7) James Baumann Facilities Manager	40					X	147,090		73,725
(8) Michael Feinstein Cemetery Superintendent	40					X	104,453		48,150
(9) James Mullaney Director of Investments	17.50	X					102,923		
(10) Edward M Foley Jr Board/Investment Chair	8	X					34,625		
(11) Christopher Taylor Board/Audit Chair	4	X					33,063		
(12) Neal Bastable Jr. Board	2	X					26,500		
(13) John J Ferguson Board	2	X					26,500		
(14) Steven G Sloane Board	2	X					26,500		

Exhibit 4

Lawn Crypt Specifications

CRETER VAULT CORP.

Five Generations of Experience, Quality, Service



417 Route 202, Flemington, New Jersey 08822

Phone: 800-352-4890

908-782-7771

Fax: 908-782-4381

June 17, 2020

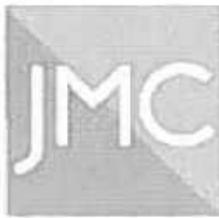
To whom it may concern,

The lawn crypts produced by Creter Vault for delivery to Ferncliff Cemetery meet the design and performance standards of subdivision (c) of section 201.17 Lawn Crypts of the New York Cemetery Law.

Sincerely,

Matthew Creter
Vice President
Creter Vault Corporation





Site Planning
Civil Engineering
Landscape Architecture
Land Surveying
Transportation Engineering

Environmental Studies
Entitlements
Construction Services
3D Visualization
Laser Scanning

MEMORANDUM

DATE: May 13, 2020

TO: Mr. Kevin Boyd, President
Ferncliff Cemetery Assoc.

FROM: Diego Villareale, PE
James Caris, AICP

RE: JMC Project 16048
Ferncliff Cemetery
Hillcrest West Lawn Crypts
280 Secor Road, Greenburgh, NY

SUBJECT: Soil Percolation Testing Report

In accordance with the requirements of the New York State Cemetery Board Regulations Section 201.17(b)(2), percolation tests were performed in the Hillcrest West section of Ferncliff Cemetery to determine the time required for 1" of stormwater infiltration into the existing soils. The results of the testing indicate that the existing soils exhibit moderate permeability characteristics suitable for cover over proposed lawn crypts. Detailed information is provided below.

Location: Ferncliff Cemetery, Hillcrest West Section

Test Date: May 5, 2020

Type of Facility: Proposed Lawn Crypts

Proposed Action: Installation of lawn crypts in an existing section of Ferncliff Cemetery grounds to accommodate for additional burials. New burials are to be subsurface crypts that will result in no additional impervious area.

Existing Soils: Based on both Westchester County GIS and USDA Natural Resources Conservation Service Web Soil Survey, the existing soils on Ferncliff Cemetery in the proposed expansion area are comprised of a Charlton-Chatfield Complex, CrC. This soil type typically has slopes ranging from 0-15% and is known to have moderate levels of permeability.

Soil Testing Data: Four soil infiltration tests were conducted in the proposed area. The depth at which these tests occurred was 30 inches. The basis of the test was to

confirm the ability of existing soils to convey stormwater and determine how long it will take stormwater to infiltrate one inch. The shortest observed time to obtain 1 inch of infiltration was 60 minutes while the longest was 77 minutes. See attached figure, A-1 "Percolation Test Locations", for the approximate location of each test hole.

The testing data sheet is provided on the next page.

Conclusion:

Based on the data obtained by the testing, the soil in the proposed lawn crypt area provided a moderate degree of permeability. For this application, with no proposed additional impervious coverage, these results indicate that the existing soils should be suitable to be used as cover and ultimately lawn over the proposed crypts. The contractor performing the installation of the lawn crypts should ensure that they are properly supported and backfilled per the manufacturer's specifications.

If additional information is required, please contact our office at 914-273-5225.

Sincerely,

JMC Planning Engineering Landscape Architecture & Land Surveying, PLLC



Diego Villareale, PE
Associate Principal



Site Planning
Civil Engineering
Landscape Architecture
Land Surveying
Transportation Engineering
Environmental Studies
Entitlements
Construction Services
3D Visualization
Laser Scanning

FERNCLIFF CEMETARY SOIL INFILTRATION TESTING DATA SHEETJOB # 16048

Owner Ferncliff Cemetery Association Address 280 Secor Road, Greenburgh, NY 10530
Located at (Street) Eastern Road
(Indicate nearest cross st.)
Municipality Greenburgh, NY Watershed Saw Mill River Basin

**SOIL INFILTRATION TEST
DATA**Presoak Date: N/A Run Date: 5/5/2020

Hole Number	Run No.	CLOCK TIME			INFILTRATION			
		Start	Stop	Elapsed Time Min.	Depth From Grd	To surface water	Water Drop In Inches	Soil Rate In/Hr Drop
1	1	9:58 AM	11:01 AM	63	30"	20"	1"	0.95
	2	11:01 AM	12:05 PM	64	30"	20"	1"	0.94
	3	12:06 PM	1:10 AM	64	30"	20"	1"	0.94
2	1	10:00 AM	11:15 AM	75	30"	20"	1"	0.80
	2	11:16 AM	12:33 PM	77	30"	20"	1"	0.78
	3	12:34 PM	1:51 AM	77	30"	20"	1"	0.78
3	1	10:03 AM	11:13 AM	70	30"	20"	1"	0.86
	2	11:14 AM	12:26 PM	72	30"	20"	1"	0.83
	3	12:28 PM	1:40 PM	72	30"	20"	1"	0.83
4	1	10:15 AM	11:14 AM	59	30"	20"	1"	1.02
	2	11:17 AM	12:17 PM	60	30"	20"	1"	1.00
	3	12:20 PM	1:20 PM	60	30"	20"	1"	1.00



FERNCLIFF CEMETARY ASSOCIATION

280 SECOR ROAD

TOWN OF GREENBURGH, NY

PERCOLATION TEST LOCATIONS

DATE 05/07/2020

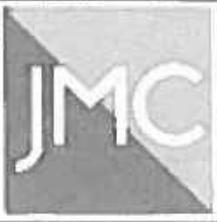
JMC PROJECT 16046

FIGURE. A-1

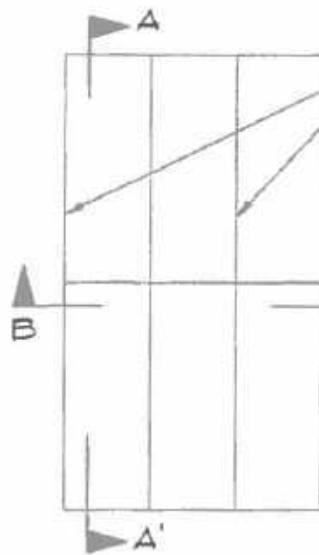
SCALE 1" = 50'



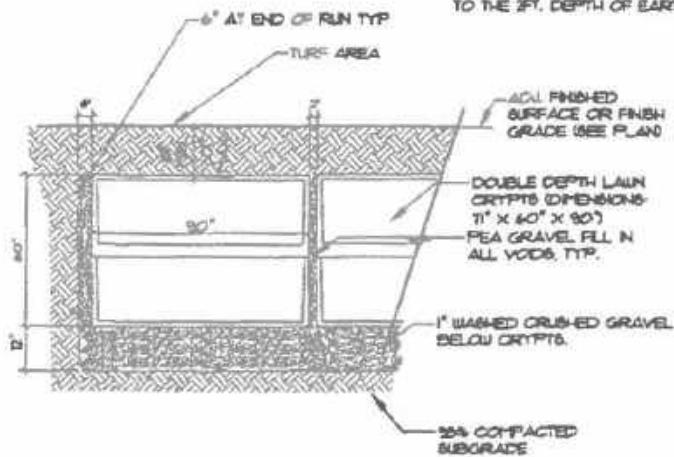
120 BEDFORD RD
ARMONK
NY 10504
(914) 273-5225
fax 273-2102
JMCPLLC.COM



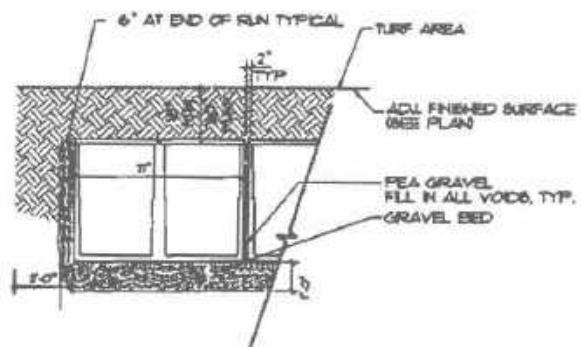
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DOUBLE DEPTH LAWN CRYPTS. SEE SECTION
A-A' & B-B'



SECTION A-A'
SCALE: 1/4" = 1'-0"



SECTION B-B'
SCALE: 1/4" = 1'-0"

NOTE:

1. THERE SHALL BE NO LESS THAN 18" AND NO MORE THAN 48" OF EARTH COVER ABOVE EACH LAWN CRYPT. (THIS PROJECT HAS A 30" MAX. COVER) AND NO LAWN CRYPT MAY BE WITHIN 6' OF THE EDGE OF A ROAD.
 2. THE CONCRETE CYLINDER COMPRESSIVE STRENGTH MUST TEST 4500 PSI PLUS OR MINUS 10% 28 DAYS AFTER MANUFACTURE AND ENTRAINED AIR MUST BE 3% - 5% BY VOLUME.
 3. THE MANUFACTURER OF THE LAWN CRYPTS MUST PROVIDE A CERTIFICATE SIGNED BY A PROFESSIONAL ENGINEER LICENSED BY THE STATE OF NEW YORK, THAT THE LAWN CRYPT WILL PERFORM TO WITHSTAND THE DEAD, LIVE, AND LATERAL EARTH PRESSURE LOADS DEFINED BELOW WHICH WILL PERMIT IT TO FUNCTION FOR THE PURPOSE OF A LAWN CRYPT.
- A) DEAD LOADS CONSISTING OF THE WEIGHT OF THE STRUCTURE, EARTH FILL, SNOW LOADS, AND ANY OTHER MATERIAL THAT MAY PRODUCE A STATIC LOAD,
- B) LIVE LOADS CONSISTING OF VEHICLE AND PEDESTRIAN LOADS NORMALLY ENCOUNTERED IN A CEMETERY AND A MINIMUM DESIGN WHEEL LOAD OF 4000 LBS.
- C) LATERAL EARTH PRESSURE LOADS AS COMPUTED BY THE RANKINE METHOD USING THE APPROPRIATE SOIL PARAMETERS, AND THE MINIMUM EQUIVALENT PRESSURE USED SHALL BE 36 PSF PER FOOT DEPTH. LATERAL PRESSURE INDUCED BY LIVE LOADS ON THE GROUND SURFACE SHALL BE CONSIDERED TO BE EQUIVALENT TO THE 2FT. DEPTH OF EARTH.

G | LAWN BURIAL DOUBLE DEPTH LAWN CRYPTS

The image displays a series of architectural drawings and blueprints for the construction of Hillcrest West in Ferncliff Cemetery. The drawings are arranged in a grid format, showing various sections and details of the building's design. Key components shown include a detailed foundation plan at the top left, multiple floor plans for different levels, and detailed views of interior rooms like a dining room and a kitchen. There are also exterior elevation drawings, including a large multi-story building with multiple windows and a prominent entrance. A section titled 'SECTION ESTATE' provides a longitudinal view of the building's height and structural details. Another section, 'PERIODIC REINFORCING PLATE', shows reinforcement plates for concrete structures. A detailed drawing of a window frame is included in the lower center. The bottom right corner features the logo of the New York City Department of Parks and Recreation (NYC D.P.R.). The overall document is a technical architectural manual.

**TIM
MILLER
ASSOCIATES, INC.**

10 North Street Cold Spring NY 10516 (645) 265-4449 265-4418 fax www.timmilleraassociates.com

March 3, 2020

Mr. Kevin Boyd
Ferncliff Cemetery Association
PO Box 217
Hartsdale, NY 10530

Dear Mr. Boyd:

Tim Miller Associates Inc (TMA) conducted a subsurface drilling investigation on November 7, 2019, at the Ferncliff Cemetery Property in the Town of Hartsdale, New York. Soil borings were completed at the Hillcrest portion of the property and specifically in the western portion of the Hillcrest area directly east of Oakwood Drive. The drilling was done to assess soil, groundwater and bedrock conditions.

The subsurface investigation was conducted to characterize soil conditions and to determine the depth of bedrock and/or groundwater. Soil borings were completed at nine locations (9) locations in the Hillcrest portion of the site. The borings were completed using a GeoProbe drilling rig. Soil borings were spaced generally 50 feet apart and locations are shown on Figure 1 - Boring Location Map.

Hillcrest Soil Borings

This area is generally located between a low stone wall on the east and Oakwood Drive on the west. The area measures approximately 80 feet in width and 190 feet in length. The ground slopes from east to west with lower elevations on Oakwood Drive.

The depth to bedrock at the west side of the Hillcrest area was quite consistent ranging from 8.5 feet to approximately 10 feet in depth. The depths to bedrock are provided in Table 1 below and on the attached Soil Boring Location Plan. At location B-6, the boring was ended at 10 feet without reaching refusal. Refusal or unyielding bedrock was found at the other eight locations. Groundwater was not encountered in any of the borings.

The soil was visually screened at locations B-4 and B-5. The soil observed was consistent with previous drilling done directly east of this area in 2013. Soil was characterized as: light brown fine to medium sand with some silt and clay and a trace of gravel. The lowest one foot to 1.5 feet of soil directly above the bedrock was grey and contained a higher percentage of gravel. No organic soils were observed.

Mr. Kevin Boyd
March 3, 2020

The table below summarizes the depth to bedrock in each boring

Table 1 Soil Boring Information		
Boring Number	Depth to Bedrock (ft bgs)	Notes
B-1	10.0 refusal	Weathered rock at 9.0'
B-2	9.5 refusal	Weathered rock at 9.0'
B-3	8.5 refusal	
B-4	8.5 refusal	Gravel at 8.0'
B-5	10.0 refusal	Gravel and coarse sand at 9.0'
B-6	10.0	Boring was ended at 10 w/out refusal
B-7	9.0 refusal	
B-8	9.0 refusal	
B-9	8.5 refusal	

Notes:
ft bgs - feet below ground surface
NA - No water observed in boring
* - Composite soil samples were collected for sieve analysis in the interval between the topsoil layer and the grey silty-clay layer above bedrock

If you have any question please feel free to contact us

Sincerely,



Jon P. Dahlgren
Senior Geologist
TIM MILLER ASSOCIATES, INC.

enclosure



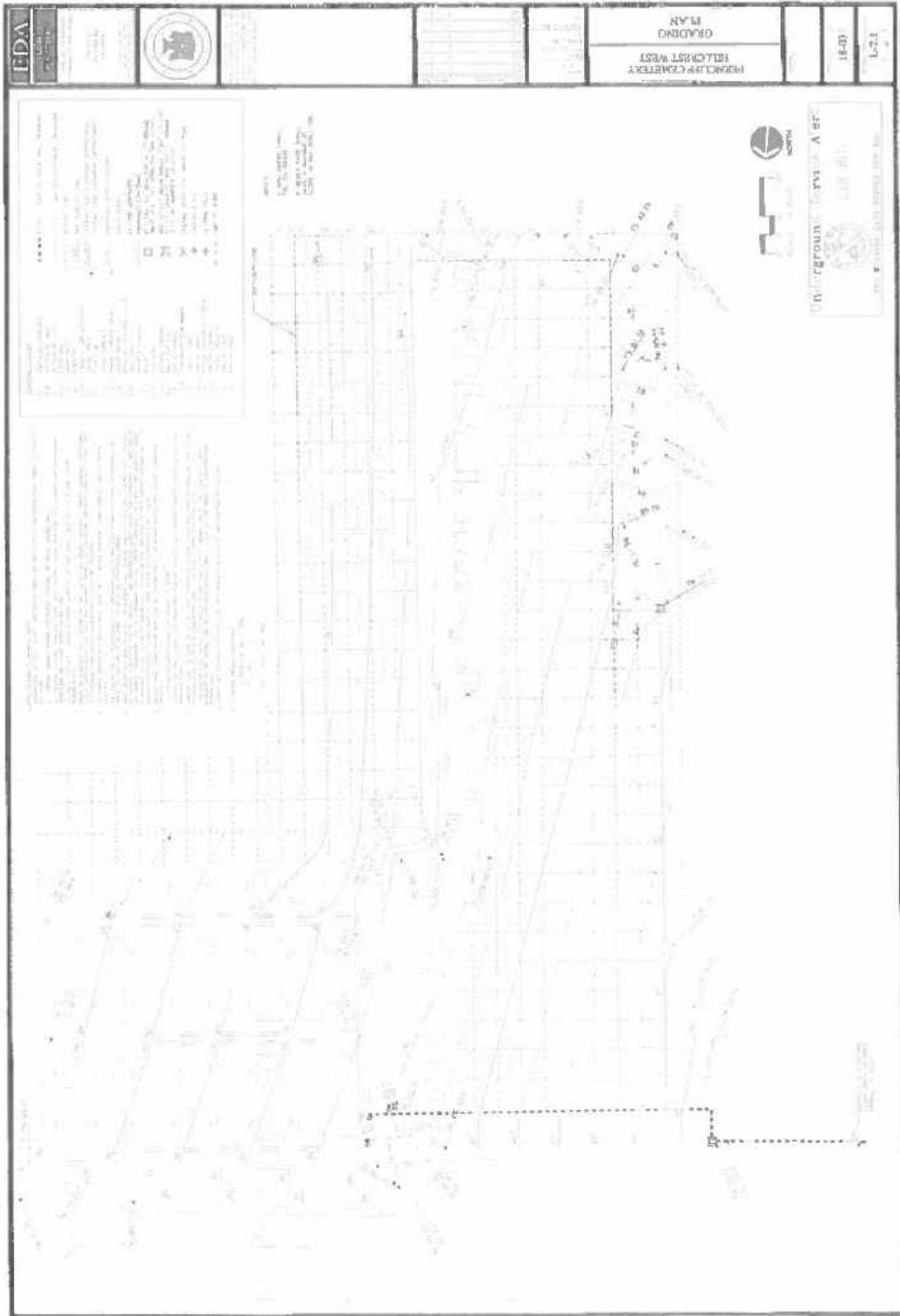
Figure 1: Soil Boring Locations
Ferncliff Cemetery
284 Secor Road, Hartsdale, New York
Approx. Scale: 1 in. = 45 ft.
Source: Google Maps

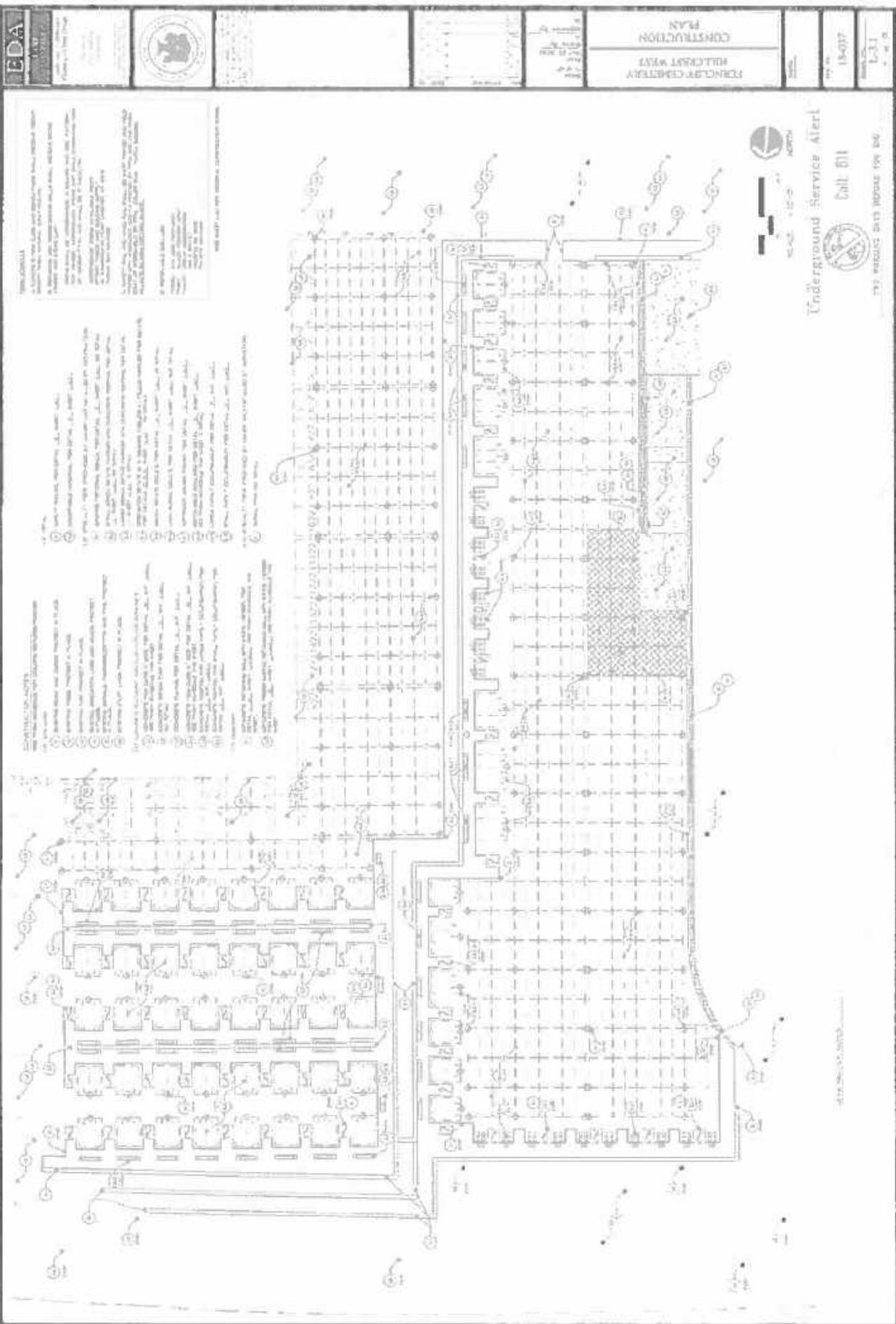
**FERNCLIFF CEMETERY
HILLCREST WEST**

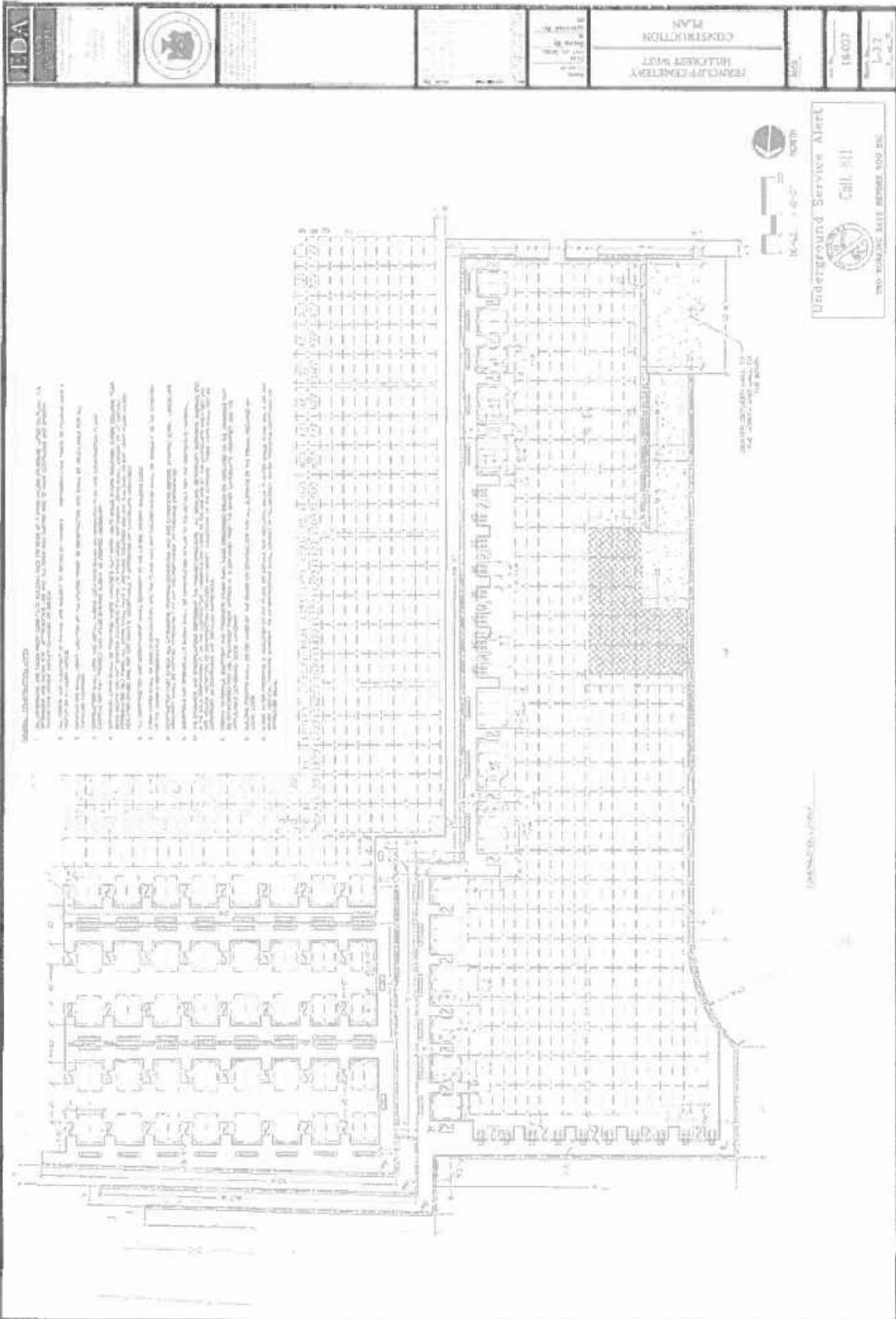
ADDRESS:
280 SECOR ROAD
HARSDALE, NY 10530

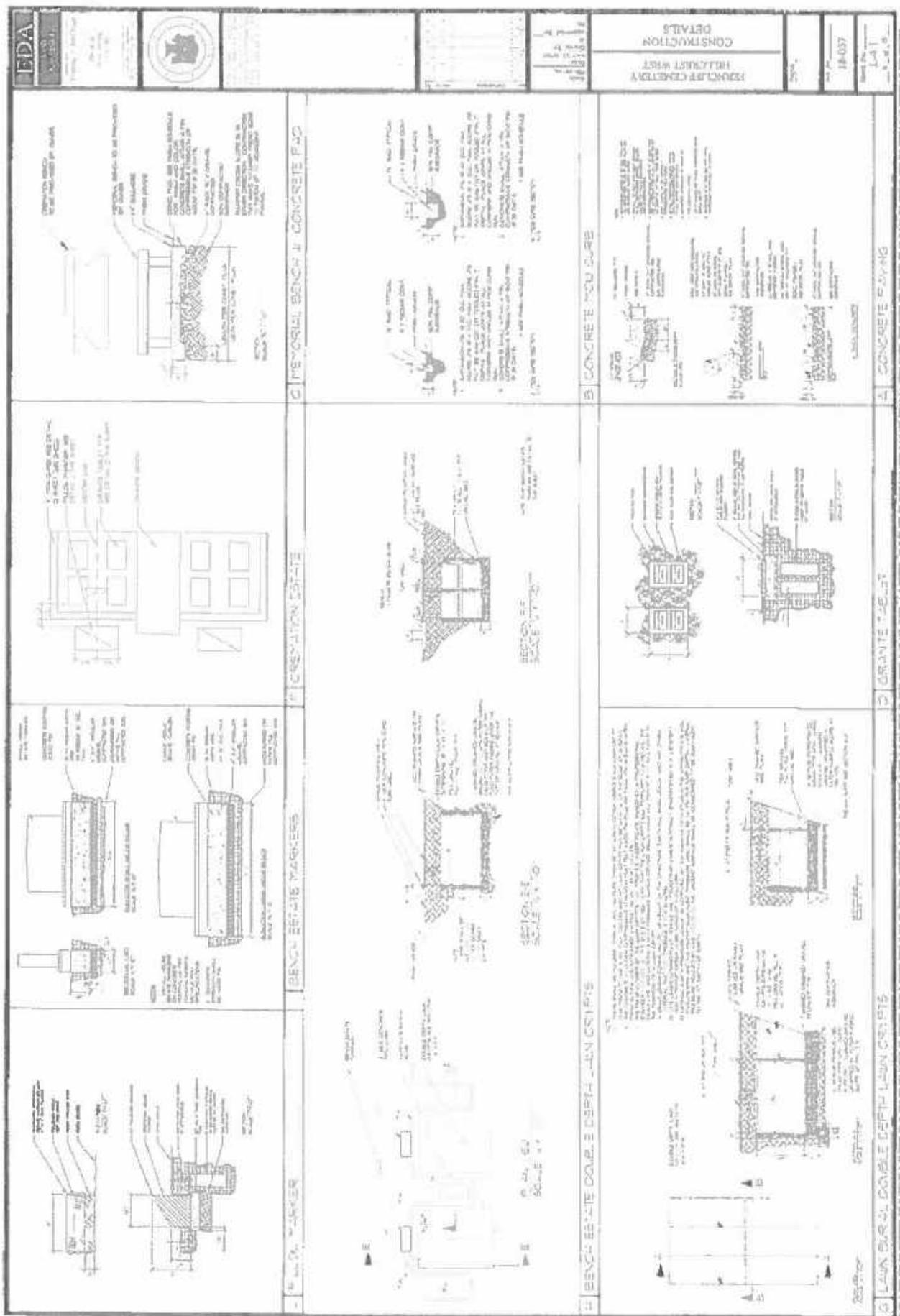
OWNERS REPRESENTATIVE
KEVIN BOYD
PH: (914) 693-4713
FAX: (914) 693-6403

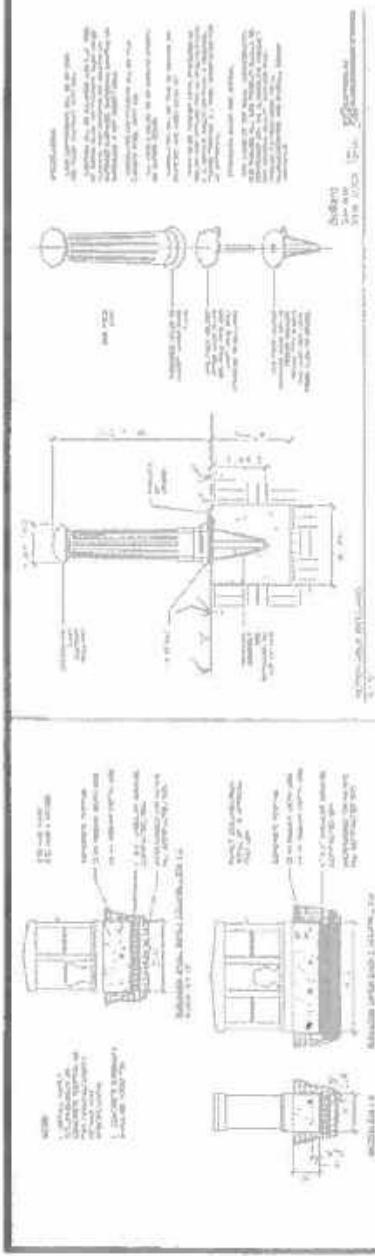
ABBREVIATIONS			CONSULTANTS		SHEET INDEX			
L-1000	EXISTING CONDITIONS	L-10	SOIL TEST	<u>LANDSCAPE ARCHITECT</u>				
L-1001	EXISTING DRAINAGE SYSTEM	L-11	ANNUAL	1000 E. LINDENWOOD 112 E. LINDENWOOD DR. SALT LAKE CITY, UT 84106 (801) 924-2296 (801) 924-2297 FAX				
L-1002	GATE ELEMENT	L-12	MONTH	DESIGNER 1000 EATON DEVELOPMENT CORP. ATTN: DANIEL CABLE 100 E. BEEHIVE RD. MURRAY, UT 84107 (801) 924-2296 (801) 924-2297 FAX				
L-1003	FAUCET MOUNTING POINT	L-13	YEAR	PERMITTER 1000 EATON DEVELOPMENT CORP. ATTN: DANIEL CABLE 100 E. BEEHIVE RD. MURRAY, UT 84107 (801) 924-2296 (801) 924-2297 FAX				
L-1004	FLASHING	L-14	DEPT OF CONSTRUCTION	L				
L-1005	FLASHING (S)	L-15	DEMOLITION	TITLE SHEET				
L-1006	FLASHING (T)	L-16	GRADING	DEMOLITION PLAN				
L-1007	FLASHING (W)	L-17	IRRIGATION	GRADING PLAN				
L-1008	FLASHING (Y)	L-18	IRRIGATION DESIGN	CONSTRUCTION PLAN				
L-1009	FLASHING (Z)	L-19	IRRIGATION HEAD	CONSTRUCTION DETAILS				
L-1010	FLASHING (A)	L-20	IRRIGATION LINE	IRRIGATION PLAN				
L-1011	FLASHING (B)	L-21	PLANTING	IRRIGATION DETAILS				
L-1012	FLASHING (C)	L-22	PLANTING DESIGN	IRRIGATION SPECIFICATIONS				
L-1013	FLASHING (D)	L-23	PLANTING LINE	PLANTING PLAN				
L-1014	FLASHING (E)	L-24	PLANTING POINT	PLANTING DETAILS				
L-1015	FLASHING (F)	L-25	PLANTING SPECIFICATIONS	PLANTING SPECIFICATIONS				
L-1016	FLASHING (G)	L-26	PLANTING SPOT					
L-1017	FLASHING (H)	L-27	PLANTING SPOTS					
L-1018	FLASHING (I)	L-28	PLANTING SPOT					
L-1019	FLASHING (J)	L-29	PLANTING SPOT					
L-1020	FLASHING (K)	L-30	PLANTING SPOT					
L-1021	FLASHING (L)	L-31	PLANTING SPOT					
L-1022	FLASHING (M)	L-32	PLANTING SPOT					
L-1023	FLASHING (N)	L-33	PLANTING SPOT					
L-1024	FLASHING (O)	L-34	PLANTING SPOT					
L-1025	FLASHING (P)	L-35	PLANTING SPOT					
L-1026	FLASHING (Q)	L-36	PLANTING SPOT					
L-1027	FLASHING (R)	L-37	PLANTING SPOT					
L-1028	FLASHING (S)	L-38	PLANTING SPOT					
L-1029	FLASHING (T)	L-39	PLANTING SPOT					
L-1030	FLASHING (U)	L-40	PLANTING SPOT					
L-1031	FLASHING (V)	L-41	PLANTING SPOT					
L-1032	FLASHING (W)	L-42	PLANTING SPOT					
L-1033	FLASHING (X)	L-43	PLANTING SPOT					
L-1034	FLASHING (Y)	L-44	PLANTING SPOT					
L-1035	FLASHING (Z)	L-45	PLANTING SPOT					
L-1036	FLASHING (A)	L-46	PLANTING SPOT					
L-1037	FLASHING (B)	L-47	PLANTING SPOT					
L-1038	FLASHING (C)	L-48	PLANTING SPOT					
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L-1040	FLASHING (E)	L-50	PLANTING SPOT					
L-1041	FLASHING (F)	L-51	PLANTING SPOT					
L-1042	FLASHING (G)	L-52	PLANTING SPOT					
L-1043	FLASHING (H)	L-53	PLANTING SPOT					
L-1044	FLASHING (I)	L-54	PLANTING SPOT					
L-1045	FLASHING (J)	L-55	PLANTING SPOT					
L-1046	FLASHING (K)	L-56	PLANTING SPOT					
L-1047	FLASHING (L)	L-57	PLANTING SPOT					
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L-1050	FLASHING (O)	L-60	PLANTING SPOT					
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L-1052	FLASHING (Q)	L-62	PLANTING SPOT					
L-1053	FLASHING (R)	L-63	PLANTING SPOT					
L-1054	FLASHING (S)	L-64	PLANTING SPOT					
L-1055	FLASHING (T)	L-65	PLANTING SPOT					
L-1056	FLASHING (U)	L-66	PLANTING SPOT					
L-1057	FLASHING (V)	L-67	PLANTING SPOT					
L-1058	FLASHING (W)	L-68	PLANTING SPOT					
L-1059	FLASHING (X)	L-69	PLANTING SPOT					
L-1060	FLASHING (Y)	L-70	PLANTING SPOT					
L-1061	FLASHING (Z)	L-71	PLANTING SPOT					
L-1062	FLASHING (A)	L-72	PLANTING SPOT					
L-1063	FLASHING (B)	L-73	PLANTING SPOT					
L-1064	FLASHING (C)	L-74	PLANTING SPOT					
L-1065	FLASHING (D)	L-75	PLANTING SPOT					
L-1066	FLASHING (E)	L-76	PLANTING SPOT					
L-1067	FLASHING (F)	L-77	PLANTING SPOT					
L-1068	FLASHING (G)	L-78	PLANTING SPOT					
L-1069	FLASHING (H)	L-79	PLANTING SPOT					
L-1070	FLASHING (I)	L-80	PLANTING SPOT					
L-1071	FLASHING (J)	L-81	PLANTING SPOT					
L-1072	FLASHING (K)	L-82	PLANTING SPOT					
L-1073	FLASHING (L)	L-83	PLANTING SPOT					
L-1074	FLASHING (M)	L-84	PLANTING SPOT					
L-1075	FLASHING (N)	L-85	PLANTING SPOT					
L-1076	FLASHING (O)	L-86	PLANTING SPOT					
L-1077	FLASHING (P)	L-87	PLANTING SPOT					
L-1078	FLASHING (Q)	L-88	PLANTING SPOT					
L-1079	FLASHING (R)	L-89	PLANTING SPOT					
L-1080	FLASHING (S)	L-90	PLANTING SPOT					
L-1081	FLASHING (T)	L-91	PLANTING SPOT					
L-1082	FLASHING (U)	L-92	PLANTING SPOT					
L-1083	FLASHING (V)	L-93	PLANTING SPOT					
L-1084	FLASHING (W)	L-94	PLANTING SPOT					
L-1085	FLASHING (X)	L-95	PLANTING SPOT					
L-1086	FLASHING (Y)	L-96	PLANTING SPOT					
L-1087	FLASHING (Z)	L-97	PLANTING SPOT					
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L-1089	FLASHING (B)	L-99	PLANTING SPOT					
L-1090	FLASHING (C)	L-100	PLANTING SPOT					
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L-1092	FLASHING (E)							
L-1093	FLASHING (F)							
L-1094	FLASHING (G)							
L-1095	FLASHING (H)							
L-1096	FLASHING (I)							
L-1097	FLASHING (J)							
L-1098	FLASHING (K)							
L-1099	FLASHING (L)							
L-1100	FLASHING (M)							
L-1101	FLASHING (N)							
L-1102	FLASHING (O)							
L-1103	FLASHING (P)							
L-1104	FLASHING (Q)							
L-1105	FLASHING (R)							
L-1106	FLASHING (S)							
L-1107	FLASHING (T)							
L-1108	FLASHING (U)							
L-1109	FLASHING (V)							
L-1110	FLASHING (W)							
L-1111	FLASHING (X)							
L-1112	FLASHING (Y)							
L-1113	FLASHING (Z)							
L-1114	FLASHING (A)							
L-1115	FLASHING (B)							
L-1116	FLASHING (C)							
L-1117	FLASHING (D)							
L-1118	FLASHING (E)							
L-1119	FLASHING (F)							
L-1120	FLASHING (G)							
L-1121	FLASHING (H)							
L-1122	FLASHING (I)							
L-1123	FLASHING (J)							
L-1124	FLASHING (K)							
L-1125	FLASHING (L)							
L-1126	FLASHING (M)							
L-1127	FLASHING (N)							
L-1128	FLASHING (O)							
L-1129	FLASHING (P)							
L-1130	FLASHING (Q)							
L-1131	FLASHING (R)							
L-1132	FLASHING (S)							
L-1133	FLASHING (T)							
L-1134	FLASHING (U)							
L-1135	FLASHING (V)							
L-1136	FLASHING (W)							
L-1137	FLASHING (X)							
L-1138	FLASHING (Y)							
L-1139	FLASHING (Z)							
L-1140	FLASHING (A)							
L-1141	FLASHING (B)							
L-1142	FLASHING (C)							
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L-1144	FLASHING (E)							
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L-1147	FLASHING (H)							
L-1148	FLASHING (I)							
L-1149	FLASHING (J)							
L-1150	FLASHING (K)							
L-1151	FLASHING (L)							
L-1152	FLASHING (M)							
L-1153	FLASHING (N)							
L-1154	FLASHING (O)							
L-1155	FLASHING (P)							
L-1156	FLASHING (Q)							
L-1157	FLASHING (R)							
L-1158	FLASHING (S)							
L-1159	FLASHING (T)							
L-1160	FLASHING (U)							
L-1161	FLASHING (V)							
L-1162	FLASHING (W)							
L-1163	FLASHING (X)							
L-1164	FLASHING (Y)							
L-1165	FLASHING (Z)							
L-1166	FLASHING (A)							
L-1167	FLASHING (B)							
L-1168	FLASHING (C)							
L-1169	FLASHING (D)							
L-1170	FLASHING (E)							
L-1171	FLASHING (F)							
L-1172	FLASHING (G)							
L-1173	FLASHING (H)							
L-1174	FLASHING (I)							
L-1175	FLASHING (J)							
L-1176	FLASHING (K)							
L-1177	FLASHING (L)							



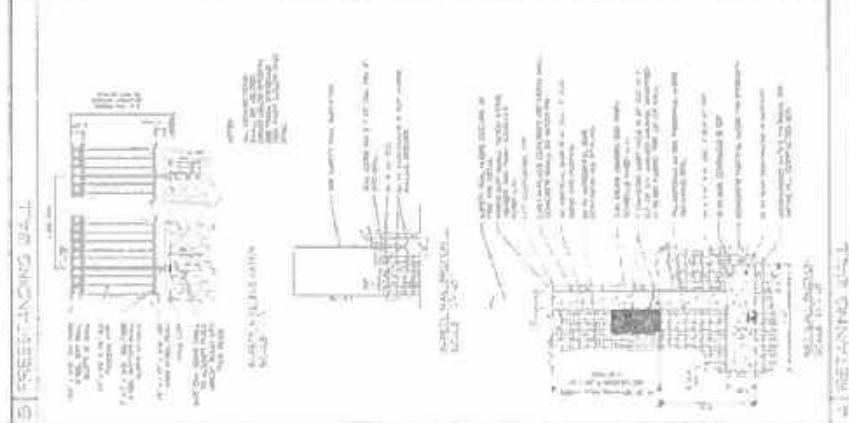




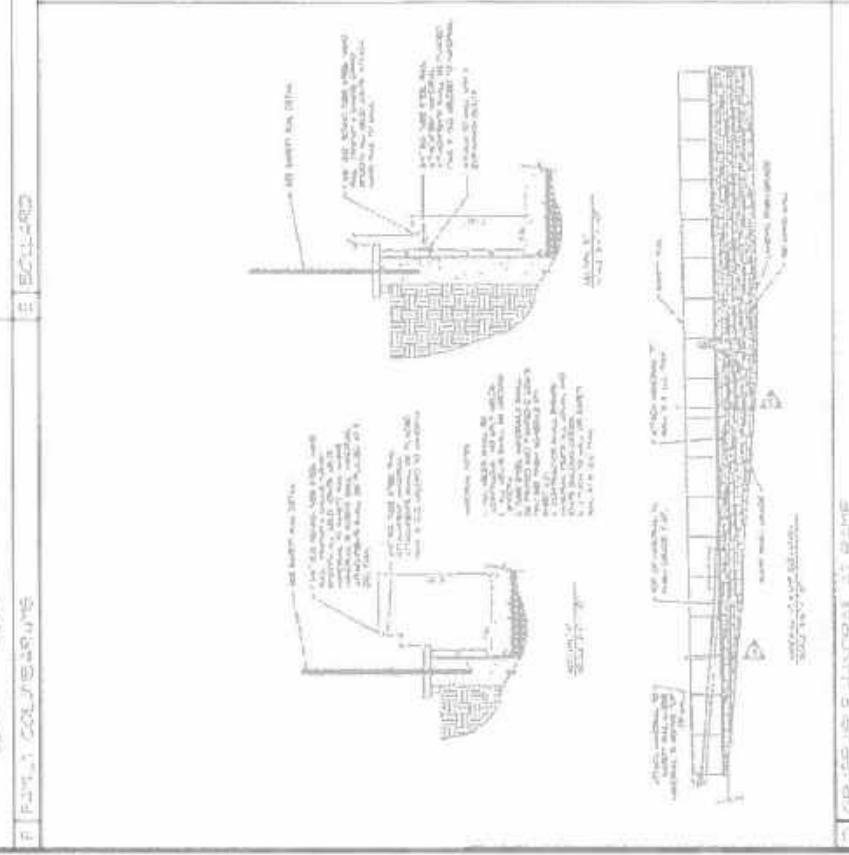




F. PLANTERS & CONCRETE



G. ELEVATED TERRACES

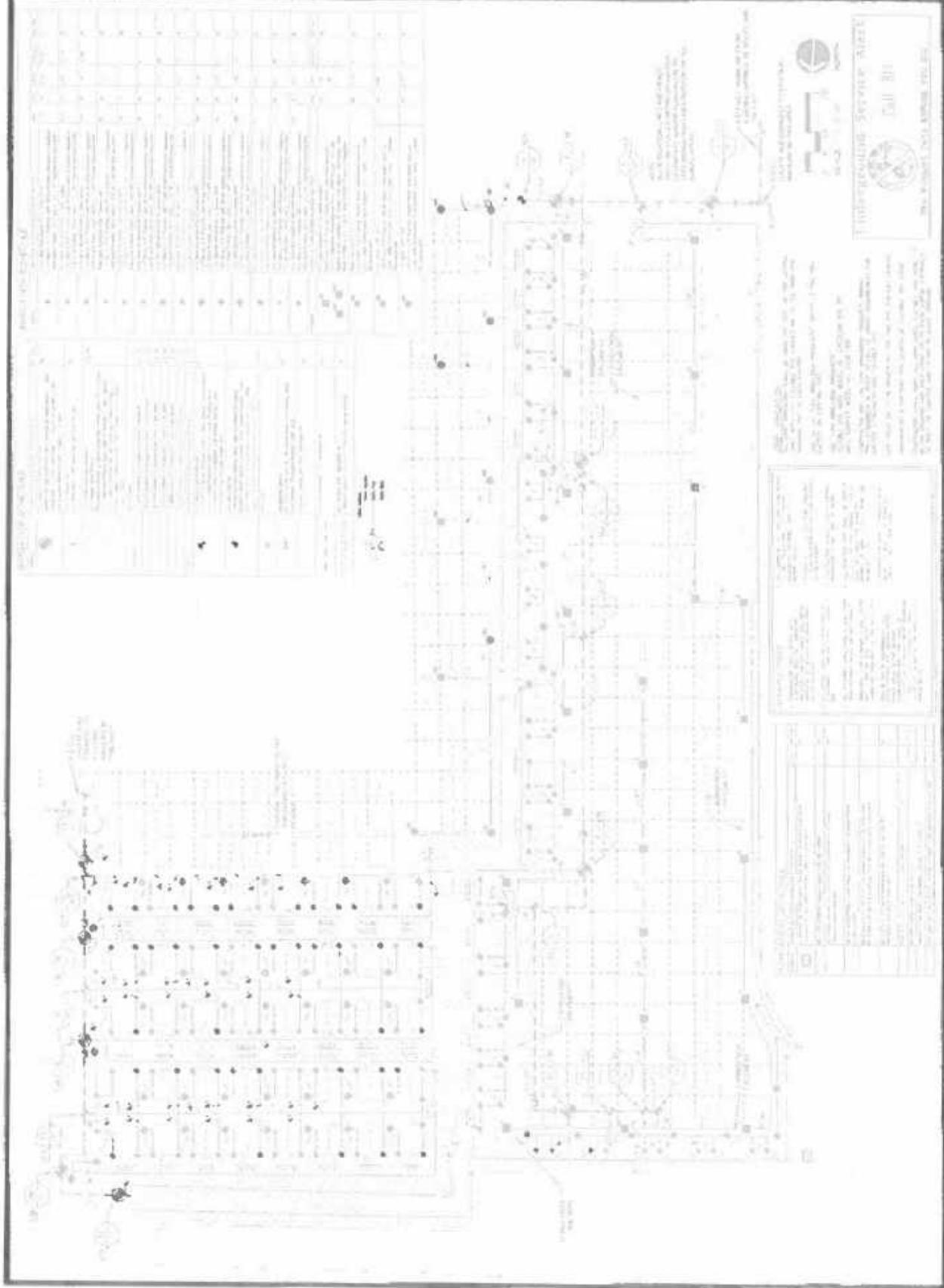


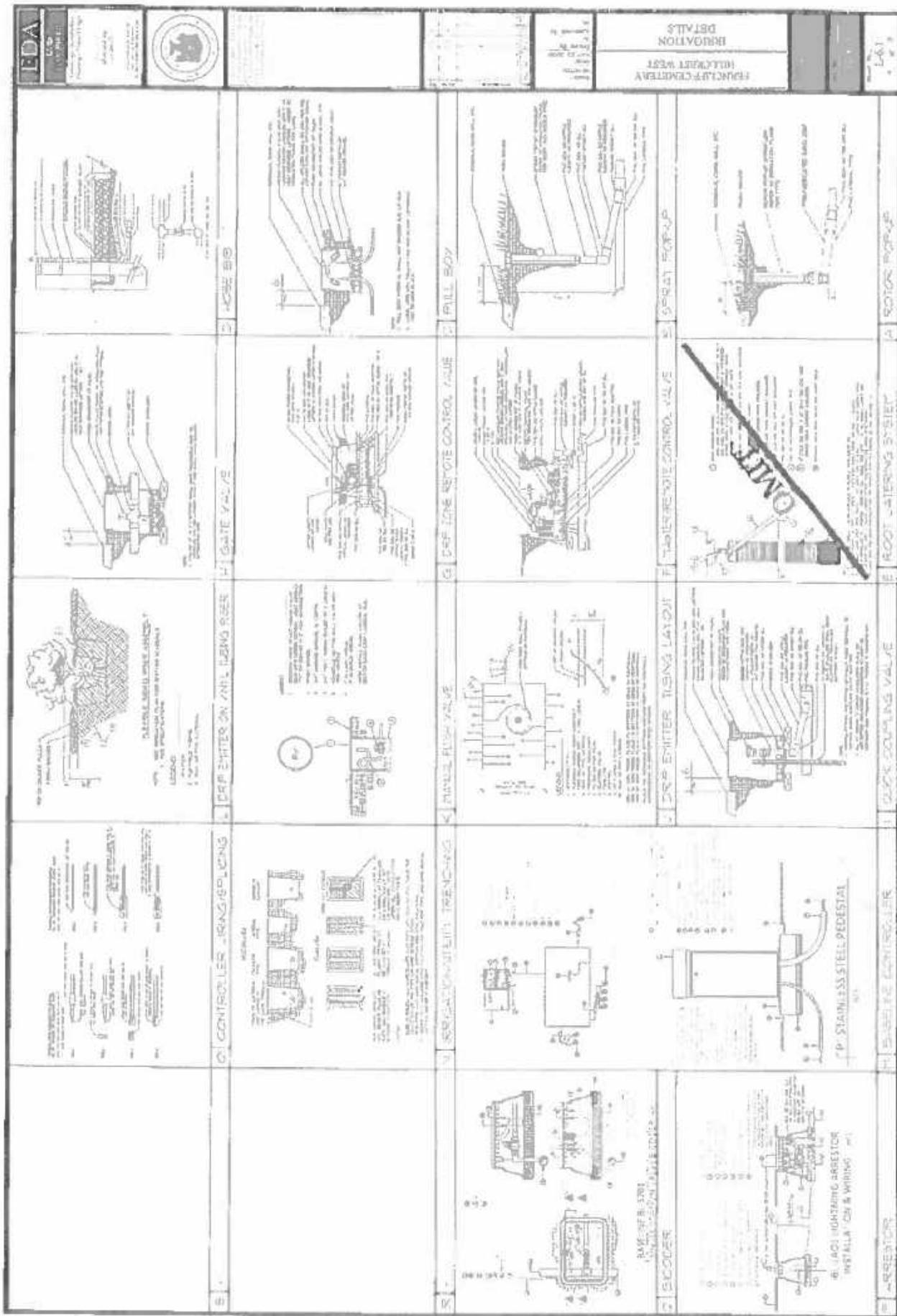
H. TERRACES ON GROUNDS FLOOR

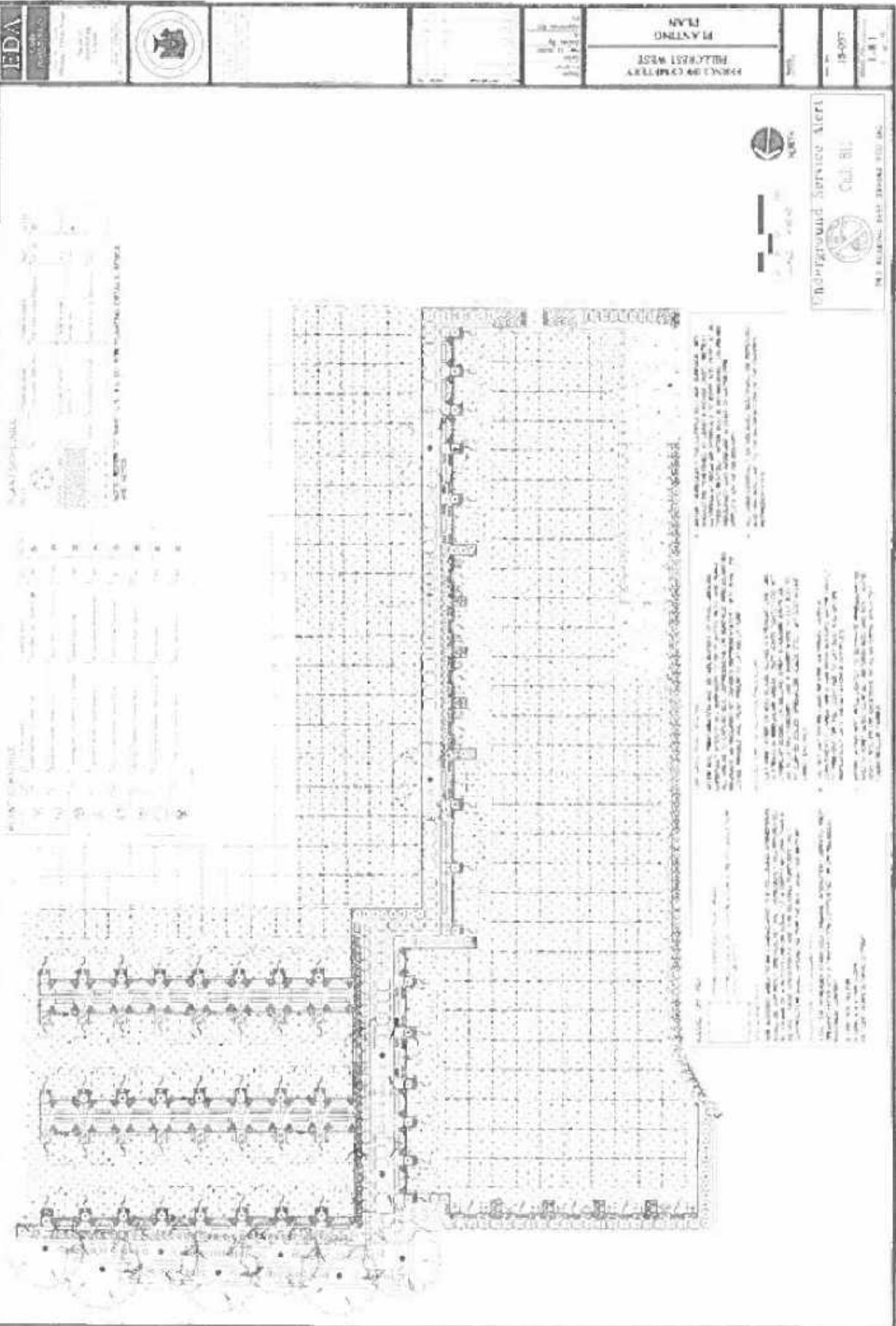


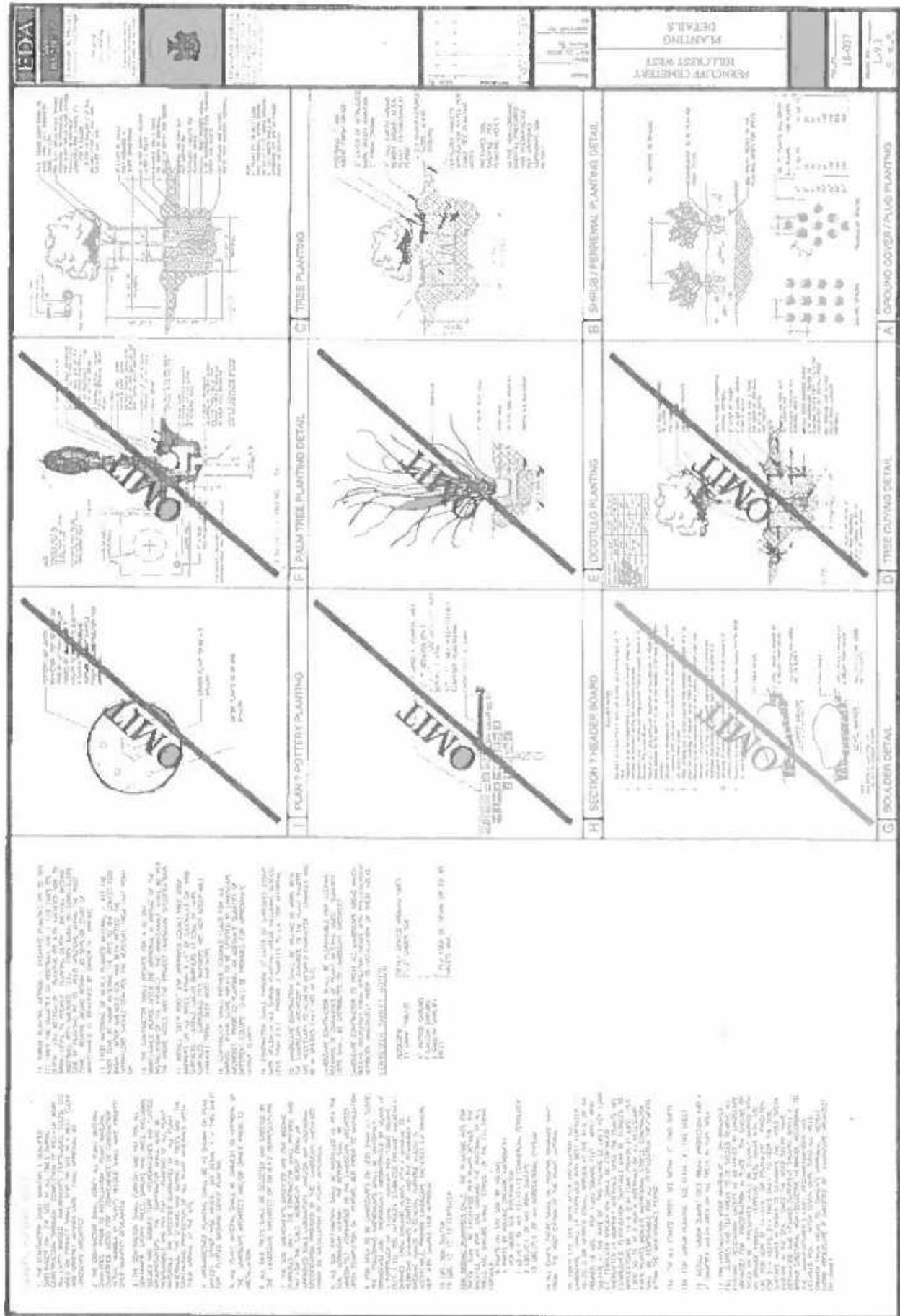
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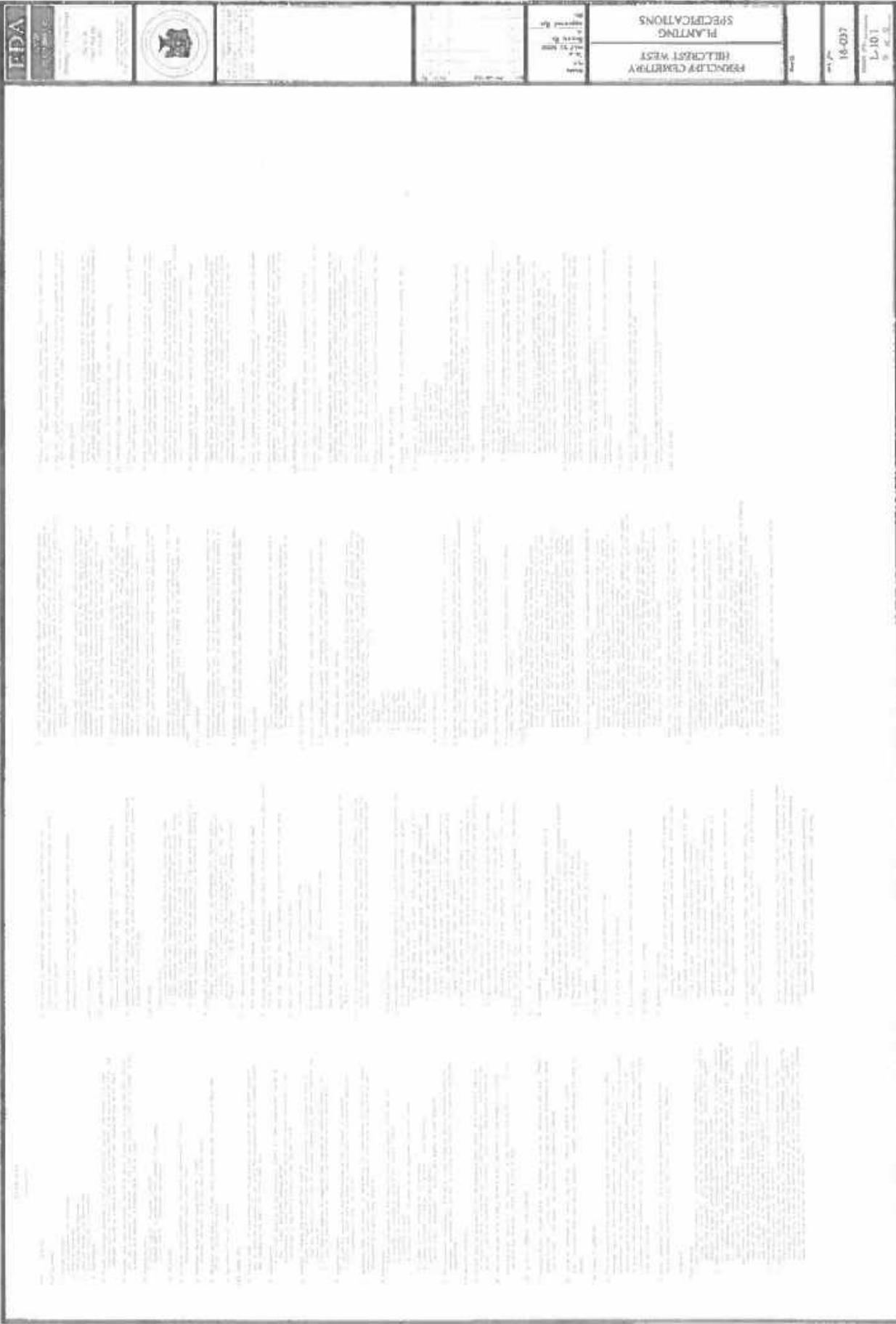
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GARY K. MUNKELT & ASSOCIATES ENGINEERING

Consulting Engineers
Precast Concrete, Structural, Civil

New York COA #082885

1180 Welsh Rd. Suite 190

North Wales, PA 19454

PROJECT: PRECAST CONCRETE BURIAL CRYPTS
& OVERSIZED BURIAL CRYPTS

CLIENT: CRETER VAULT CORPORATION
FLEMINGTON, NJ

JOB: FERNCLIFF CEMETERY
HARTSDALE, NY

TABLE OF CONTENTS

Title	Sheet
Scope of Work	2
Description of Product	3
Calculations	4 - 18
Appendix A - Shop Drawings	
Appendix B - Calculations for Intermediate Shelf	
Appendix C - Deflection Coefficients, PCA Literature	
Appendix D - Calculations for Oversized Burial Crypts	

Scope of Work

This report contains calculations to support the design of precast concrete burial crypts for the Ferncliff Cemetery in Hartsdale, NY.

The crypts will be placed adjacent to one another. Interior walls will only experience vertical loads from surface and top casket. Exterior crypts around the perimeter will be exposed to horizontal loads from the soil and from equipment at surface.

The crypts will be double deep and contain a removable shelf to support the upper casket.

Top slab will be removable and designed to carry 24 inches of soil plus weight of equipment (12,000 lb. axle load).

Materials:

Concrete 28 day compressive strength $f_c = 5,000 \text{ psi}$

Reinforcing Steel, Rebar - Grade 60 (60 ksi)

Reinforcing Steel, WWR - Grade 83 (83 ksi) - Standard Burial Crypts

Reinforcing Steel, WWR - Grade 70 (70 ksi) - Oversize Burial Crypts

The lawn crypts produced by Creter Vault meet the design and performance standards of subdivision (c) of section 201.17 Lawn Crypts of the New York Cemetery Law.

The burial vaults will be subjected to a functional load test. Per the project specifications, the burial vaults will be "covered with 24 inches of soil or covered to the maximum depth as shown on the drawings, whichever is greater."

As such, these calculations will be based on 24" of soil cover

2. (ii) Entrained air shall be five percent to nine percent by volume.

The air entrainment for the 5,000 psi concrete mix design for the crypts falls within the specified range of five to nine percent. The engineer is only concerned with the concrete mix design strength being 5,000 psi. As the crypt manufacturer, Creter Vault is certifying that the air entrainment falls within the specified range of five to nine percent and is incorporated in the concrete mix design. Creter Vault is an NPCA (National Precast Concrete Association) certified plant. The NPCA Plant Certification program has been continually refined over time and is the gold standard in certification. The precast concrete plant certification program is accredited by the American National Standards Institute (ANSI), ensuring the highest standards in all phases of the plant certification process. A copy of Creter Vault's NPCA plant certification is attached.

See attached

3. (iii) Live loads will consist of vehicle and pedestrian loads normally encountered in a cemetery and the minimum design wheel load shall be 4,000 lbs.

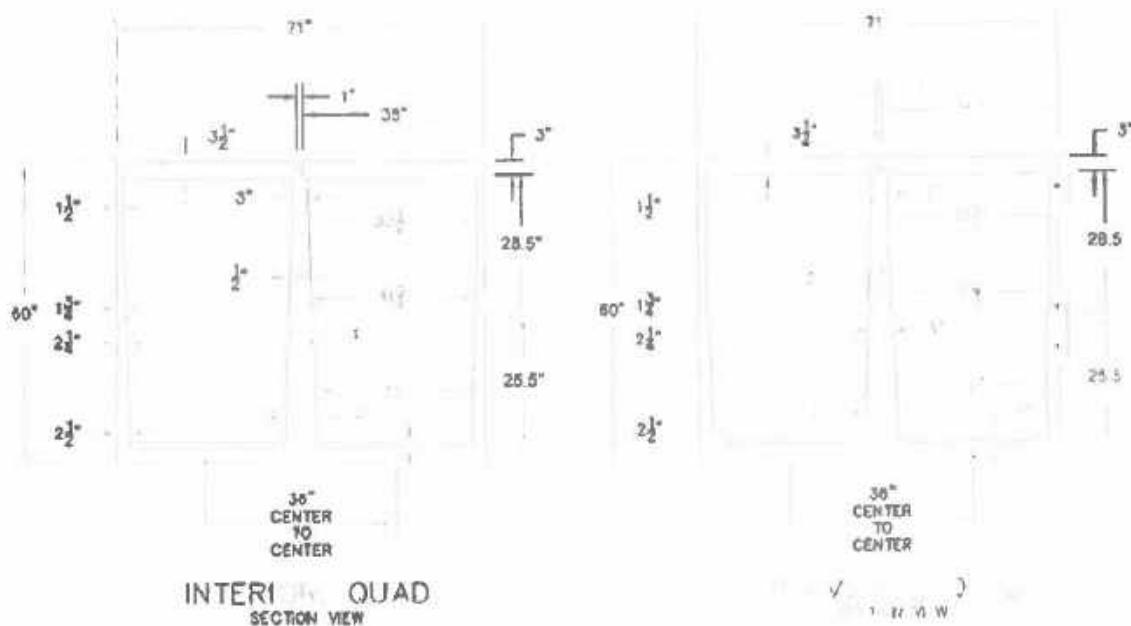
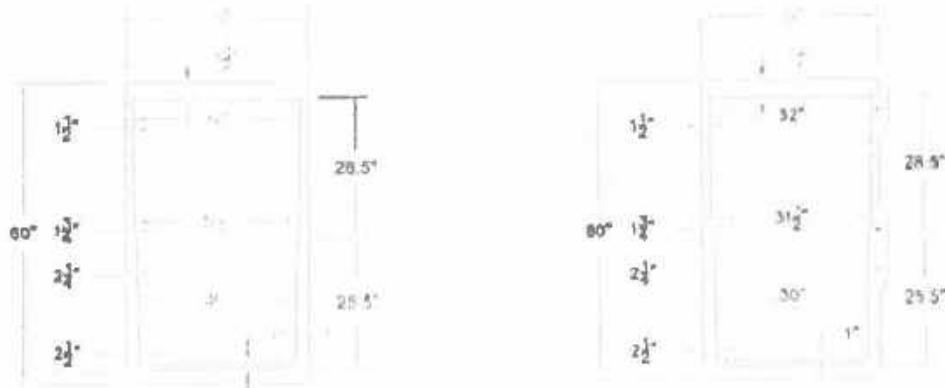
Please see page 2 of calculations for design criteria for 6,000 lb wheel load, and subsequent calculations on pages 81, 82, 84, 86, 88, 89, 91

3. (iv) Lateral earth pressure loads shall be computed by the Rankine Method using the appropriate soil parameters; the minimum equivalent pressure used shall be 36 psf per foot depth. Lateral pressure induced by live loads on the ground surface shall be considered to be equivalent to a 2' depth of earth.

Please see calculations on pages 86, 88, 89 and refer to below for more information on Rankine Method.

Also, I only see a Pennsylvania engineer's signoff on this. The regulations specifically call for a New York licensed engineer. If that is the only engineer reporting on structure, I can ask the Office of the Professions if we grant reciprocity.

Please see State of New York seal on page 78 of the design calculations.



BURIAL CRYPT PRODUCT DESCRIPTION

BURIAL CRYPT

SCALE:
DRAWN BY:
DATE:
FILE:

REV. NO. DATE:

40
IN LINES

Prob. DETERMINE LOADS ON TOP SLABCASE I ~~load~~ From Soil & EQUIP.

$$\text{DL} = \text{wt of soil} - 120 \text{ ft} \cdot 24 \frac{\text{in}}{\text{ft}} = 240 \text{ psf}$$

$$1.4 \cdot 150 \text{ psf} + 240 \text{ psf} = 44 \text{ psf}$$

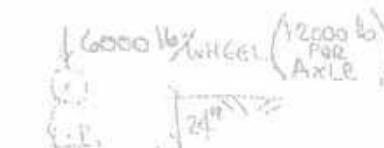
284 psf

$$\text{ULT. DL} = 1.4 \cdot 284 \text{ psf} = 398 \text{ psf}$$

LL - Frequency of wheel on slab will be low - impact will not go moving at 60 mph - NEGLECT IMPACT

LOAD ON TOP OF SLAB
~~1.4(0.83+1.05+1.0)~~

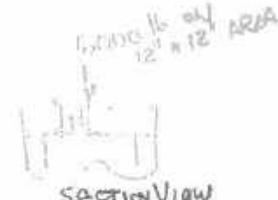
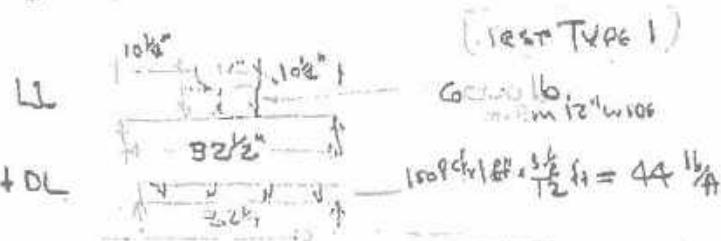
$$= 320 \frac{\text{lb}}{\text{ft}^2}$$



SECTION VIEW

Note: 3 ft. pile of dirt
will weigh
Av. of 180 psf

WORST CASE → $320 \frac{\text{lb}}{\text{ft}^2} \cdot 1.7 = 544 \frac{\text{lb}}{\text{ft}}$ ULL
in 12" wide beam.

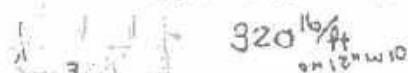
CASE II LOAD FOR TESTING

$$\text{Soil DL} = 120 \times 2.0 = 240 \text{ psf}$$

$$\text{concr. DL} = 180 \cdot \frac{3.5}{12} = 44 \text{ psf}$$

284 psf

$$\text{LL} = \frac{6000}{(0.83+1.05+2.0)^2} = 320 \text{ psf}$$



$320 \frac{\text{lb}}{\text{ft}^2} \cdot 8 \text{ ft} \cdot 10 \text{ ft}$

SECTION VIEW

CALC BY TAC DATE 1/20/2020

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SHEET 5 OF 18
PROJECT:

Pers. DETERMINE MORNING F.R. Topflng

Case I members due to live load.

use beam

36" wide
(NGG) Distribution
Steel to Accomplish
THIS)

2203

DL -

LL -

$$M_{max} = 108.8 \text{ ft-lb}$$

+ DL
2.7' -

$$+ 148.7 \text{ ft-lb}$$

+ LL

$$0.88 + 25.75 \text{ ft-lb}$$

TOTAL

$$M_{max} = \frac{16.37 \times 2.7^2}{33} = 148.7 \text{ ft-lb}$$

Case II

168 ft Type I



.16 DL -

2.7' LL

$$1.4 \times 3^2 \times 2.7 = 168 \text{ ft-lb}$$

+ DL

$$+ 688.5 \text{ ft-lb}$$

68 = 705.3

M TOTAL

$$\times 2.7 = 1087 \text{ ft-lb}$$

SS 17-12

SLP 1.7 x 36 x 3 ft = 163.2 ft³ DL -



2.7' LL

$$+ 2.7 = 1487 \text{ ft-lb}$$

$$= 0.87 + 1487 \text{ ft-lb}$$

= 2574

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Prob DESIGN Top LAB Max. U.L.
MOMENT = 7053 ft. lb SHT 5

DESIGN AS 1 WAY SLAB.

DISTRIBUTION STEEL REQD.
TO AVERAGE $b = 36"$

For WWR $9.5 \times 10 - D12 \times D12$ or equiv
 $A_s = 0.096$, $(36" \text{ section}) = 0.48 \text{ in}^2$

$$d = 3\frac{1}{2} - \frac{3}{4} - \frac{3}{16} = 2.56 \text{ in.}$$

SECTION VIEW

$$q = \frac{83}{5} \times \frac{0.48}{36 \times 2.56} = 0.09$$

$$M_u = 0.9 \times 36 \times 2.56^2 \times 5000 \times 0.09 \cdot (-0.59 \times 0) \frac{1}{12} \\ = 7540 \text{ ft. lb} > 7053 \text{ ft. lb - OK}$$

For DISTRIBUTION STEEL (50% of main steel)

$$A_s, \text{main} = (0.12 \text{ in}^2 \times 10 \text{ wires}) / (10" \text{ full}/12) = 0.16 \text{ in}^2/\text{ft}$$

$$A_s, \text{dist} = (0.12 \text{ in}^2 \times 4 \text{ wires}) / (35 \text{ wide}/12) = 0.165 \text{ in}^2/\text{ft} \text{ - OK}$$

For DIAGONAL SHEAR SHT 5
 $V_u = \frac{3 \times 398.27}{2} + 2203 = 3815 \text{ lb.}$

$$qV_u = 0.85 \times 2 \times 1000 \times 36 \times 2.56 \text{ in} = 11078 \text{ lb}$$

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DATE: 2/25/2020

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SHEET 7 OF 18
PROJECT

Prob. DETERMINING LOADS ON INTERIOR
WALLS

SINGLE WIDE VAULT

$$DL = 540 \text{ psf}$$

$$CONC = 284 \text{ psf}$$

$$ULT DL = 398 \text{ psf}$$

$$\text{AREA OF TOP CLF} = 21.9 \text{ ft}^2$$

$$21.9 \text{ ft}^2 \times 398 \text{ psf} = 8716 \text{ lb.}$$

NET LOAD ON WALLS AROUND PERIMETER

$$8716 \text{ lb} / 20.8 \text{ ft} = 419 \text{ lb/ft}$$

$$LL - \frac{1}{2} \times 6000 \text{ lb} = 1700 \text{ lb/ft}$$

$$R = 419 + 1700 = 2119 \text{ lb/ft}$$

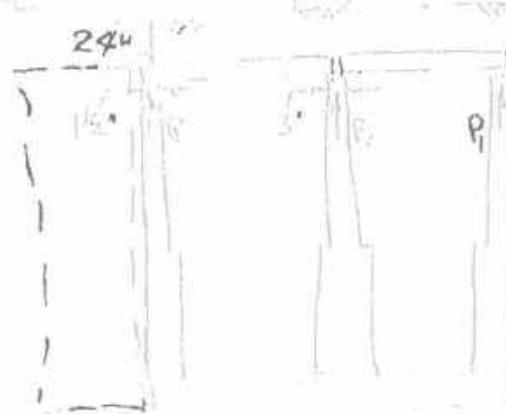
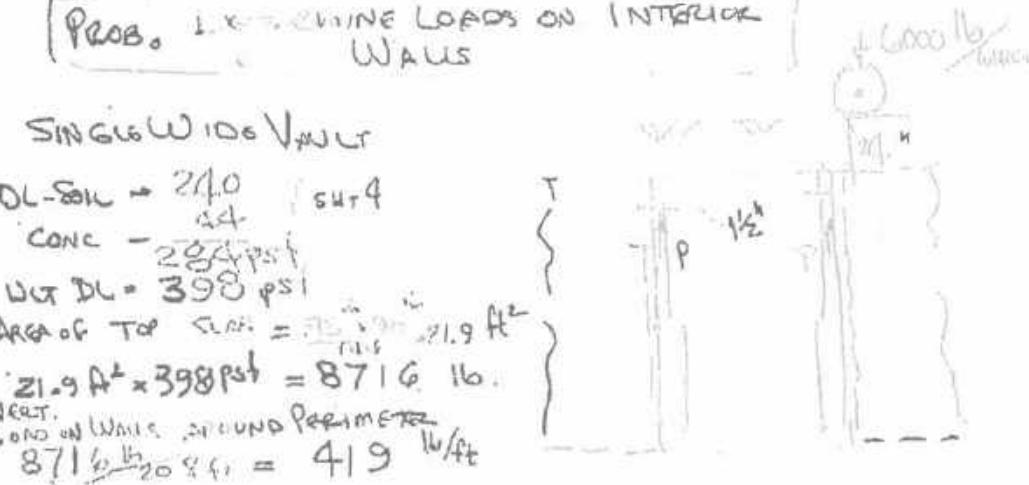
DOUBLE WIDE VAULT

$$q_1 = \text{same as above}$$

$$= 2119 \text{ lb/ft}$$

$$q_2 = 21398 \text{ lb/ft} + 1700$$

$$= 2496 \text{ lb/ft}$$



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REVIEWED BY: 8 OP 18
MUNKELT

**Please - Discuss Design of Interior
VAULT WALLS**

1. THESE WALLS WILL BE IN COMPRESSION
FROM TOP DOWN.

OUTER WALL of SINGLE-WIDE & DOUBLE-WIDE VAULT

$$\frac{21}{1.5 \times 12} = 118 \text{ psi} < 0.9 \times 5000 = 4500 \text{ psi}$$

INNER WALL of DOUBLE-WIDE VAULT

$$\frac{24.96}{3.0 \times 12} = 69 \text{ psi} - \text{OK}$$

2. LONG
WALLS ON INTERIOR VAULTS WILL EXPERIENCE
COMPRESSION WITH NO BENDING. THEY
ARE SUPPORTED LATERALLY AT EACH END BY END
WALLS (7'-2" unsupported LENGTH).

Please add loads on PERIMETER VAULT WALLS

ONE SIDE of PERIMETER VTS
WITH BG EXPOSED TO SOIL
AND SURFACE SURCHARGE



$$W = \frac{6000}{5.2} = 1154 \text{ psf}$$

$$1222 \text{ psf} \quad \downarrow \downarrow \quad W = 5.2$$

$$\text{For } K_a = 0.33 \text{ psf}$$

$$\text{Surf Load} = 0.33 \times 2.2 = 73 \text{ psf}$$

$$W_{\text{HLL}} = 1.7 \times 73 = 124 \text{ psf}$$

NOTE: PILE of DIRT ADJACENT TO WALL
(APPENDIX) WEIGHS
180 psf \times 6 ft = 5087 lb < 6000 lb

$$0.33 \times 5.2 = 178 \text{ psf}$$

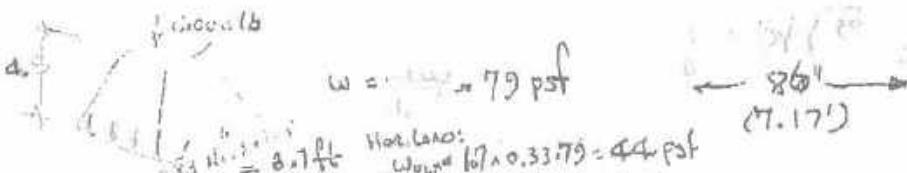
**Base (ref Top) will experience full load from
surcharge at surface + 2.5 ft. earth (when top slab removed)**

$$W_{\text{HLL}} = (1.7 \times 0.33 \times 2.2) + 124 + 178 = 292 \text{ psf}$$

(7.25')

Base at 4 1/2 ft below ground

$$W_{\text{HLL}} = 1.7 \times 178 + 44 = 347 \text{ psf}$$



$$W = 1154 \text{ psf}$$

$$1222 \text{ psf} \quad \downarrow \downarrow \quad W_{\text{HLL}} = 1.7 \times 0.33 \times 2.2 = 44 \text{ psf}$$

(7.17')

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R.VI

SHEET: 10 OF 18
2005025

Peer DESIGN BEAMS IN HEAVY WALL VAULTS

Top Beam | LOAD ON BEAM = 292 ft 44.16 ft

$$U_{u1} \text{ Moment} = 44.16 \times 1.25^2 = 2720 \text{ ft lb}$$

ASSUME NO RESISTANCE AT LIO

TRY ONE #5 BAR $A_s = 0.31 \text{ in}^2$

$$d = 3.5 - 0.75 = 2.44 \text{ in}$$

$$b = 6 \text{ in}$$

$$q = \frac{60}{5} \times \frac{1}{12 + 2.44} = 0.25$$

$$M_u = 0.9 \times 6 \times 2.44^2 \times 5000 \times 0.25 (1 - 0.59 \times 0.25) / 12 \\ = 2855 \text{ ft lb} > 2720 \text{ ft lb - OK}$$

$$\text{DAG SUGG. } V_u = 44.16 \times 7.25 / 2 = 1500 \text{ lb}$$

$$\phi V_N = 0.85 \times 2 \sqrt{5000} \times 12 \times 2.44 = 1760 \text{ lb.} > V_u \text{ OK}$$

MIDDLE BARS | A_s = 1.33 in²

$$\text{ROTATIONAL } M_u = 737 \frac{\text{ft}}{8} \times 1.17^2 = 1760 \text{ ft lb}$$

TRY TWO #5 BARS | A_s = 0.61 in²

$$d = 3.5 - 0.75 - \frac{1}{2} \times \frac{1}{8} = 2.44 \text{ in}$$

$$b = 12 \text{ in}$$

$$q = \frac{60}{5} \times \frac{0.61}{12 + 2.44} = 0.25$$

$$\text{ROTATIONAL } M_u = 0.9 \times 12 \times 2.44^2 \times 5000 \times 0.25 (1 - 0.59 \times 0.25) / 12 \\ = 710 \text{ ft lb} > 4736 \text{ ft lb. - OK}$$

$$\text{DAG SUGG. } V_u = 737 \times 7.17 / 2 = 2642 \text{ lb}$$

$$\phi V_N = 0.85 \times 2 \sqrt{5000} \times 12 \times 2.44 = 3520 \text{ lb} > V_u \text{ OK}$$

PROBLEM: DESIGN SHORT WALL FOR UPPER CASKET LEVEL

SOIL LOAD ON WALL:

$$P_{2.25} = 0.33 \times 120 \text{ psf} \times 2.25 \text{ ft} \\ = 90 \text{ psf}$$

$$P_{4.63} = 0.33 \times 120 \text{ psf} \times 4.63 \text{ ft} \\ = 183 \text{ psf}$$

$$P_{av} = 137 \text{ psf}$$

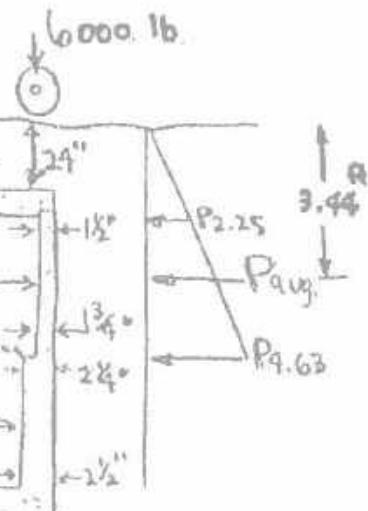
WALLS ARE CONTINUOUS AT CORNERS..

$$M_{om}^{neg} = - \frac{137 \text{ psf}}{12} \times \left(\frac{32}{12}\right)^2 \text{ ft}^2 = - 81. \text{ ft.lbf/12in.}$$

WALL THICKNESS AV.(h) = 1.625 in
SECTION MODULUS $= \frac{bh^2}{6} = \frac{12 \text{ in} \times 1.625^2}{6} \text{ in}^3 = 5.3 \text{ in}^3$

$$\text{From } M = f \cdot S \quad f = \frac{81 \text{ ft.lbf}}{5.3 \text{ in}^3} = 15.1 \text{ psi}$$

f=STRESS AT OUTER SURFACE OF WALL



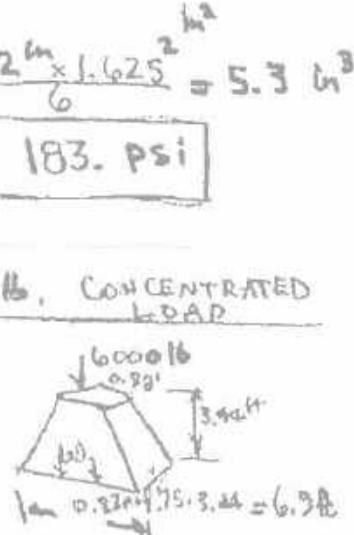
HOR. LOAD ON WALL DUE TO 6000lb. CONCENTRATED LOAD

$$W = \frac{6000 \text{ lb}}{6.92 \text{ in}^2} = 126 \text{ psf}$$

$$\text{HOR LOAD IN WALL} = 0.33 \times 126 \text{ psf} = 42 \text{ psf}$$

$$M_{om}^{neg} = - \frac{42 \times \left(\frac{32}{12}\right)^2}{12} = - 25 \text{ ft.lbf}$$

$$f = \frac{25 \times 12}{5.3} = 57 \text{ psi}$$



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18

PROBLEM: DESIGN SHORT
WALL FOR LOWER LASKE LEVEL

SOIL LOAD ON WALL

$$P_{4.63} = 183 \text{ psf}$$

$$P_{6.75} = 0.33 \times 120 = 40.75 \text{ psf}$$
$$= 267 \text{ psf}$$

$$P_{av} = 225 \text{ psf}$$

END
WALL IS CONTINUOUS
AT TWO SIDES AND BOTTOM.
SOME LOAD WILL GO TO BOTTOM
SLAB. CONSERVATIVELY CONSIDER
LOAD DISTRIBUTED ONLY TO SIDE WALLS.

$$\frac{HGG}{YI_{min}} = 225 \times \frac{(3\frac{1}{2})^2}{12} = 117 \text{ ft lb/in.}$$

WALL THICKNESS H (w) = 2.375 in

$$\frac{bh^2}{6} = \frac{12 \times 2.375^2}{6} = 11.3 \text{ in.}^3$$

$$\text{From } M = f s \quad f = \frac{117 \text{ ft lb} \times 12 \text{ in./in.}}{11.3 \text{ in.}^3} = 124 \text{ psi}$$

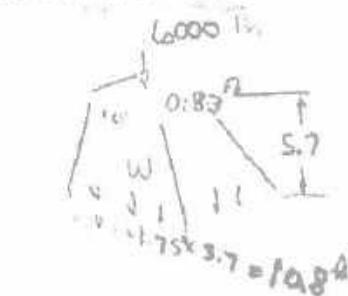
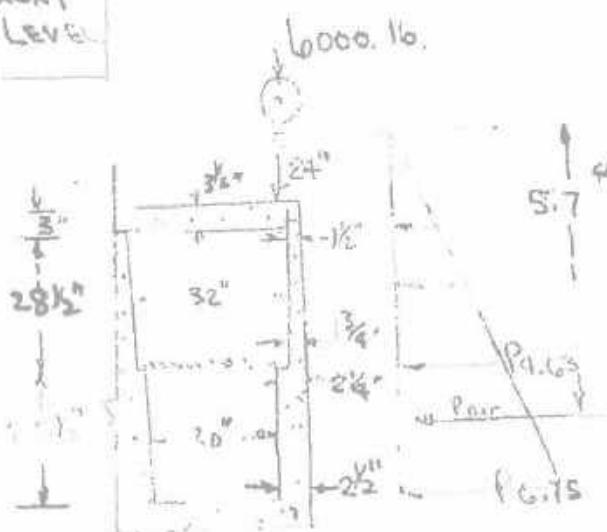
H.R. LOAD ON WALL DUE TO 6000 lb CONCENTRATED LOAD

$$w = \frac{6000 \text{ lb}}{10.82 \text{ ft}} = 51 \text{ psf}$$

$$\text{H.R. Load on wall} = 0.33 \times 51 \text{ psf} = 17 \text{ psf}$$

$$\frac{HGG}{YI_{min}} = \frac{17 \times (3\frac{1}{2})^2}{12} = 9 \text{ ft lb/in.}$$

$$f = \frac{9 \times 12}{11.3} = 10 \text{ psi}$$



TENSION CAPACITY OF CONCRETE

MANY YEARS AGO ACI 214 PUBLISHED RESULTS OF RESEARCH AND TESTING TO INDICATE THAT A CONCRETE WITH COMPRESSIVE STRENGTH of 5000 PSI HAD A TENSILE STRENGTH of 400 PSI THIS INFORMATION IS STILL PUBLISHED TODAY.

SUMMARY OF STRESSESSOIL LOAD w. 2 FT FILL

LOCATION	ACTUAL TENSILE	LOAD FACTOR ACI 318-14	FACTORED STRESS	ULTIMATE TENSION 5000 psi CONC
UPPER CASKET	183 psi x 1.6		293 ^{psi}	400 psi
LOWER CASKET	124 psi x 1.6		198 ^{psi}	400 psi

SOIL LOAD w. 2 FT FILL + 6000 lb CONCENTRATED LOAD

LOCATION	ACTUAL TENSILE	LOAD FACTOR ACI 318-14	FACTORED STRESS	ULT. TENSION 5000 psi CONC.
UPPER CASKET	(183+57) x 1.6		384 ^{psi}	400 psi
LOWER CASKET	(124+10) x 1.6		214 ^{psi}	400 psi

THE READER NEEDS TO REMEMBER :

- ① COMPRESSIVE STRENGTH OF CONCRETE WILL CONTINUE TO INCREASE AFTER REACHING 6000 PSI IN 28 DAYS
- ② QUALITY CONTROL AT MANY PRECAST PLANTS NORMALLY RECORD 28 DAY COMPRESSIVE STRENGTHS EXCEEDING 6000 PSI

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SHEET 14 OF 18
PROJECT 2005025

Prob. FIND LOADS ON BOTTOM SLAB.

21.9 ft

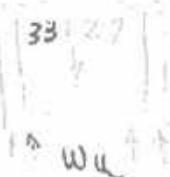
$$DL_{SOIL} = 1.4 \times 20 \text{ ft} \times 120 \text{ psf} \times 7.5 \times 2.92 = 7358.0 \text{ lb}$$

$$DL_{Soil} = 1.4 \times (5.5/12) \times 150 \text{ psf} \times 21.9 = 1341.1 \text{ lb}$$

$$DL_{UNLS} = (1.4 \times (2/12) \times (20 + 7.5 \times 4.5)) 2 = 2363.1 \text{ lb}$$
$$+ (1.4 \times 2/12 \times 120 + 2.92 \times 2) 2 = 920.1 \text{ lb}$$

$$LL_{SLAB} = 1.7 \times 10^{10} \text{ psf} \times 50.5/12 \times 86.5/12 = 1245$$

$$LL_{SURFACE} = 1.7 \times 12000 \quad \begin{matrix} \\ \text{Assume 1 ince on Vavur} \\ \text{CALC} \\ 12000 = \end{matrix} \quad = 20400$$
$$33627 \text{ lb.}$$



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DATE: 5 / 19 / 2020 REVISED

SHEET 15 OF 18
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Prob. Design Bottom
SLAB

33627 lb

SLABS WILL SIT
ON 4" MIN - COMPACTED
STONE SUBBASE
PROVIDING HARD DENSE
SURFACE. LOAD
WILL GO FROM WALLS
TO SOIL IN COMPRESSION



Area of subbase loaded:

$$2.92 \text{ ft} \times 7.5 \text{ ft} = 1.92 \times 6.5 = 9.42 \text{ ft}^2$$

Load on Stone $\frac{33627}{9.42} = 3570 \text{ psf} < 4000 \text{ psf}$
O.K.

Note: Reinforcing fibers may be added to reduce handling stresses at the discretion of the precaster

Problem Check DEFLECTION IN LONG
WALLS & compare TO CLEARANCE
of INTERMEDIATE SPBLF

(A) For INTERNAL VAULTS THERE WILL BE NO DEFLECTION
SINCE ONLY LOAD IS VERTICAL.

(B) For PERIMETRAL VAULTS CHECK DEFLECTION
of HEAVY DUTY WALL
WHEN LID IS NOT INSTALLED.

WALL DEFLECTION
CANNOT APPROACH "CLEARANCE"
OR DIVIDER BEAM WILL NOT
BE EASILY REMOVED.



$$\text{CLEARANCE} = (3\frac{1}{2}'' - 3\frac{1}{8}'') \times \frac{1}{2} = \frac{1}{8}''$$

1/8" is the result of 1/2 of BM.

WALL CANNOT DEFLECT MORE THAN $\frac{1}{8}'' = 0.125^{\text{in}}$

LOAD WILL BE APPLIED TO ENTIRE WALL
AND LOAD WILL BE DISTRIBUTED TO
CORNERS & BOTTOM SLAB.

THE TWO WAY ACTION WILL PROVIDE
SOME STIFFNESS TO HELP CONTROL DEFLECTION.

THE UPPER HALF WALL IS $\frac{3}{4}''$ THICK AND LOWER
HALF $2\frac{1}{4}''$ THICK WITH HOR. BEAM 12" W 106
RUNNING CORNER TO CORNER. SINCE TABLES
ARE SET UP FOR A UNIFORM THICKNESS,
CONSERVATIVELY USE $2''$ THICK WALL FOR
DEFLECTION CALC.

CALC BY: TAC
DATE: 5/19/2020

CHECK BY:
REVISED

SHEET: 17 0
PROJ# 1005025

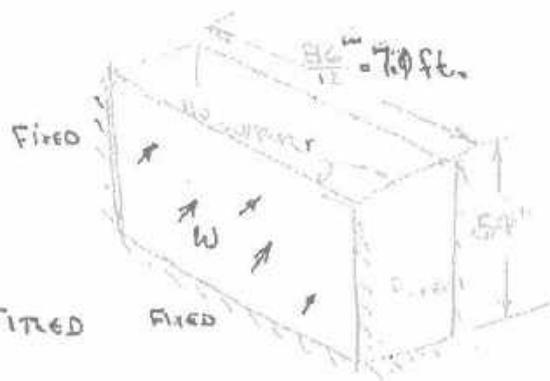
DEFLECTION CONC.

$$E = 57000 \sqrt{5000} \\ = 4.03 \times 10^6 \text{ psi}$$

$$\frac{b}{a} = \frac{7}{4.5} = 1.56$$

$$\frac{c}{a} = \frac{35}{54} = 0.6$$

From: PCA Book Titled
"RECTANGULAR
CONCRETE TANKS"

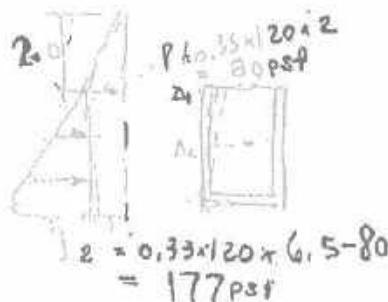


CASE 3 | From APPENDIX C1

For WALL WITH 2" UNIF. THICKNESS

$$\Delta_1 = \frac{4.03 \times 117 \text{ psi}}{1000 \times 77986.11 \text{ in.}^4} \times 54^4 = 0.018 \text{ in.}$$

$$\Delta_2 = 0.018 \times \frac{3-1}{4.5} = 0.012 \text{ in.}$$



$$2 = 0.33 \times 20 \times 6.5 - 80 \\ = 177 \text{ psi}$$

CASE 7 | From APPENDIX C2

For WALL WITH 2" UNIF. THICKNESS

$$\Delta_1 = 18.80 \times \frac{80}{144} \times 54^4 = 0.032 \text{ in.}$$

$$\Delta_2 = 0.032 \times \frac{9}{18.8} = 0.015 \text{ in.}$$



CALC BY: TAC
DATE: 5/17/2020

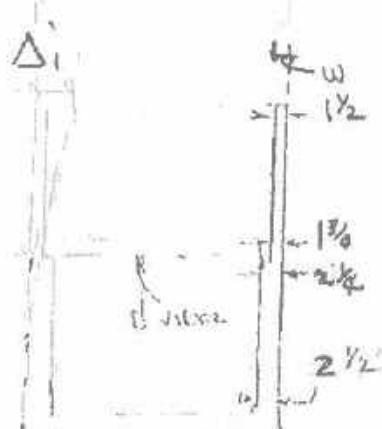
CHECK BY:
REVISED:

SHEET 18 OF 18
PROJECT

Deflection cont

CONCLUSIONS - DEFLECTIONS

Note: CONCLUSIONS BELOW
ARE BASED ON WALL
BEING $\frac{1}{2}$ " THICK.
FOR WIRE HEIGHT
OF BOX - THE THICKER
WALL IN BOTTOM HALF
OF BOX WILL MAKE WALL
STIFFER AND DEFLECTIONS
BELLOW SMALLER.



$$\Delta_1 = 0.018 \text{ in} + 0.032 \text{ in} = 0.050 \text{ in}$$

Dim. "w" IN TOP SLAB MUST BE ~~MINIMUM~~
THAN $1.500" + 0.05" = 1.55"$ ok

$$\Delta_2 = 0.012 \text{ in} + 0.015 \text{ in} = 0.027 \text{ in}$$

From PAGE 15 $\Delta \leq 0.125 \text{ in}$.
TO AVOID PINCHING DIVIDER

SINCE $\Delta_2 = 0.027 < 0.125 \text{ in}$ OK,

Quad Vault Design



App. A-2

1.5"
1"
2'-8"
3 Spaces @ 10"
4 - D12 0 x 7'-4"

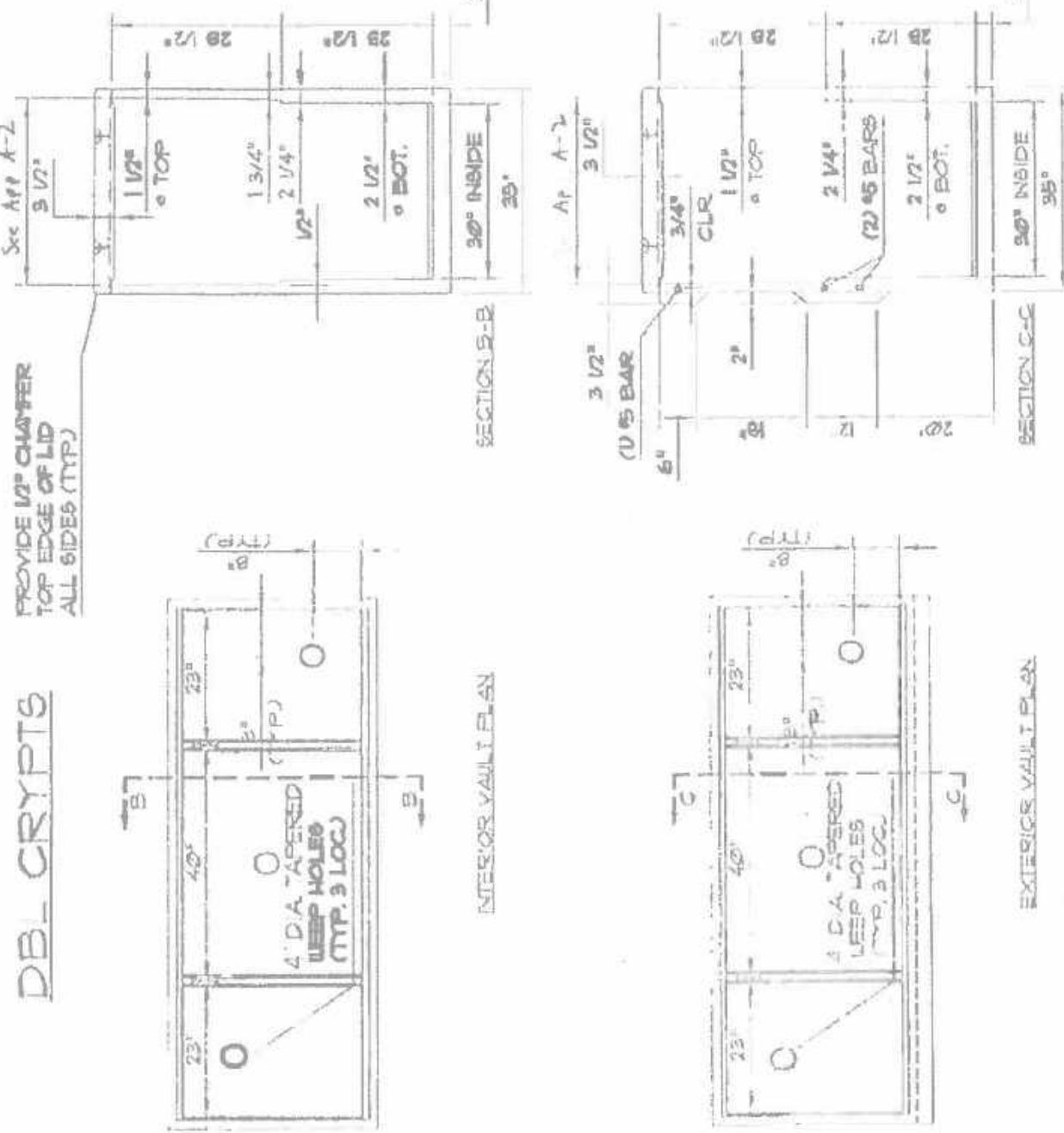
7'-4"
VARIABLE
10 - D12 0 x 7'-9"

1

10 x VAR D12.0 / D12.0 (GRADE 83) 30(+1.5, +1.5) x 7'-4"(1, 1)
VAR = 1" OH, 2@10", 1@9.5", 3@9", 1@9.5", 2@10", 1" OH

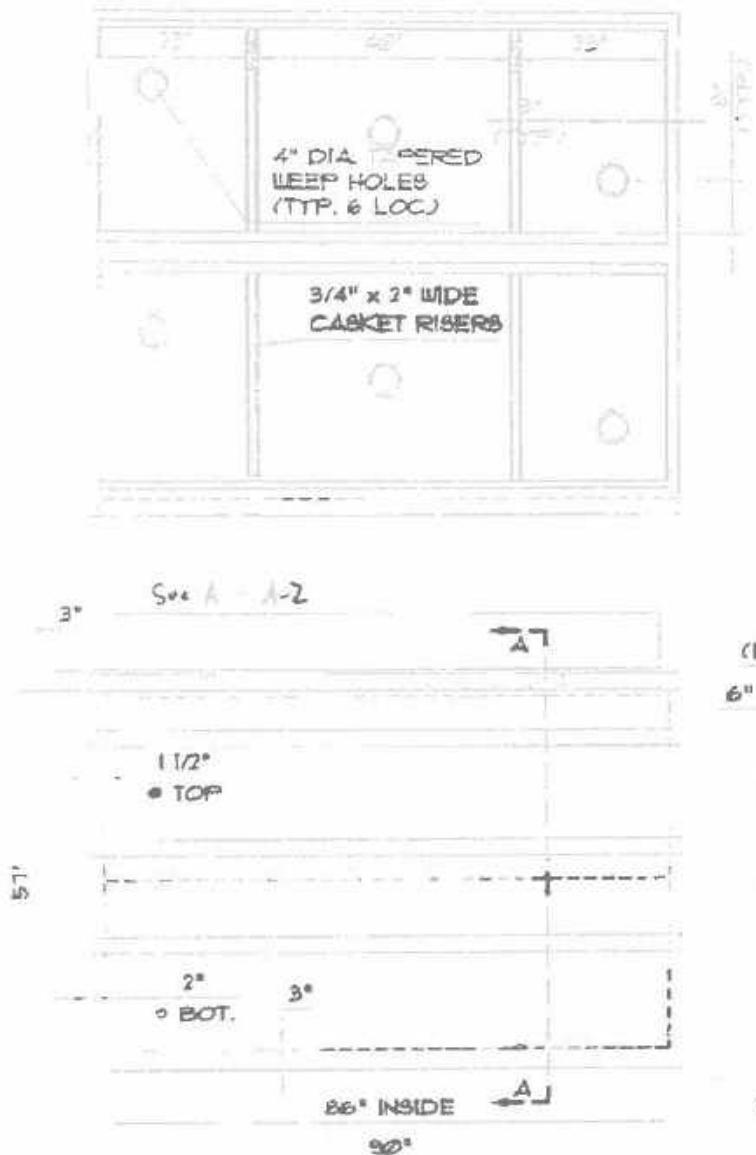
App. A-3

Double Crypt Design



Quad Vault Design

App. A-4



NOTES:

- CONCRETE FINISH - SMOOTH
- TOLERANCE ± 0.5±0.5
- LIFTING HARDWARE - GALVANIZED

WEIGHTS:

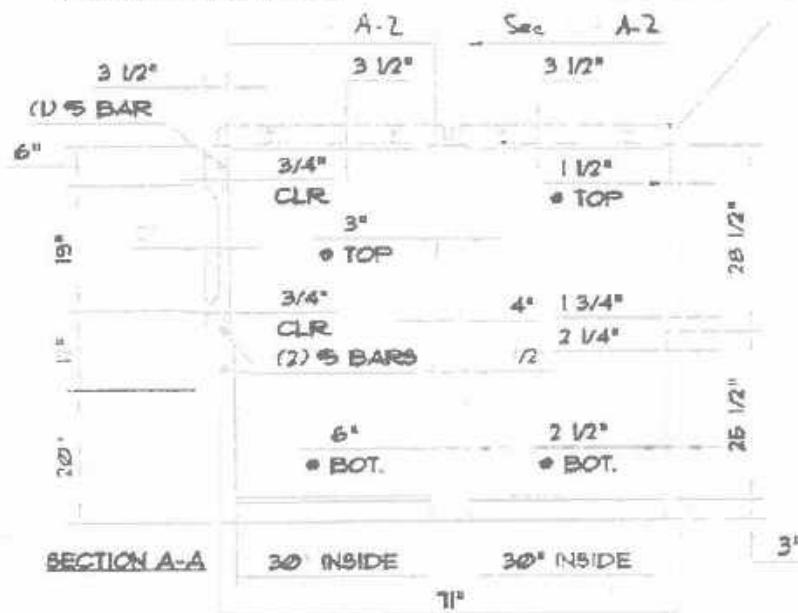
- TOP SLAB - APPROX 940³ EA. X 2 PCS.
- QUAD BOX - APPROX 6,592³
- TOTAL - 8,472³

CONCRETE:

- 3000 PSI
- 4 LBS/CU YD FIBER IN ALL BOX CONCRETE

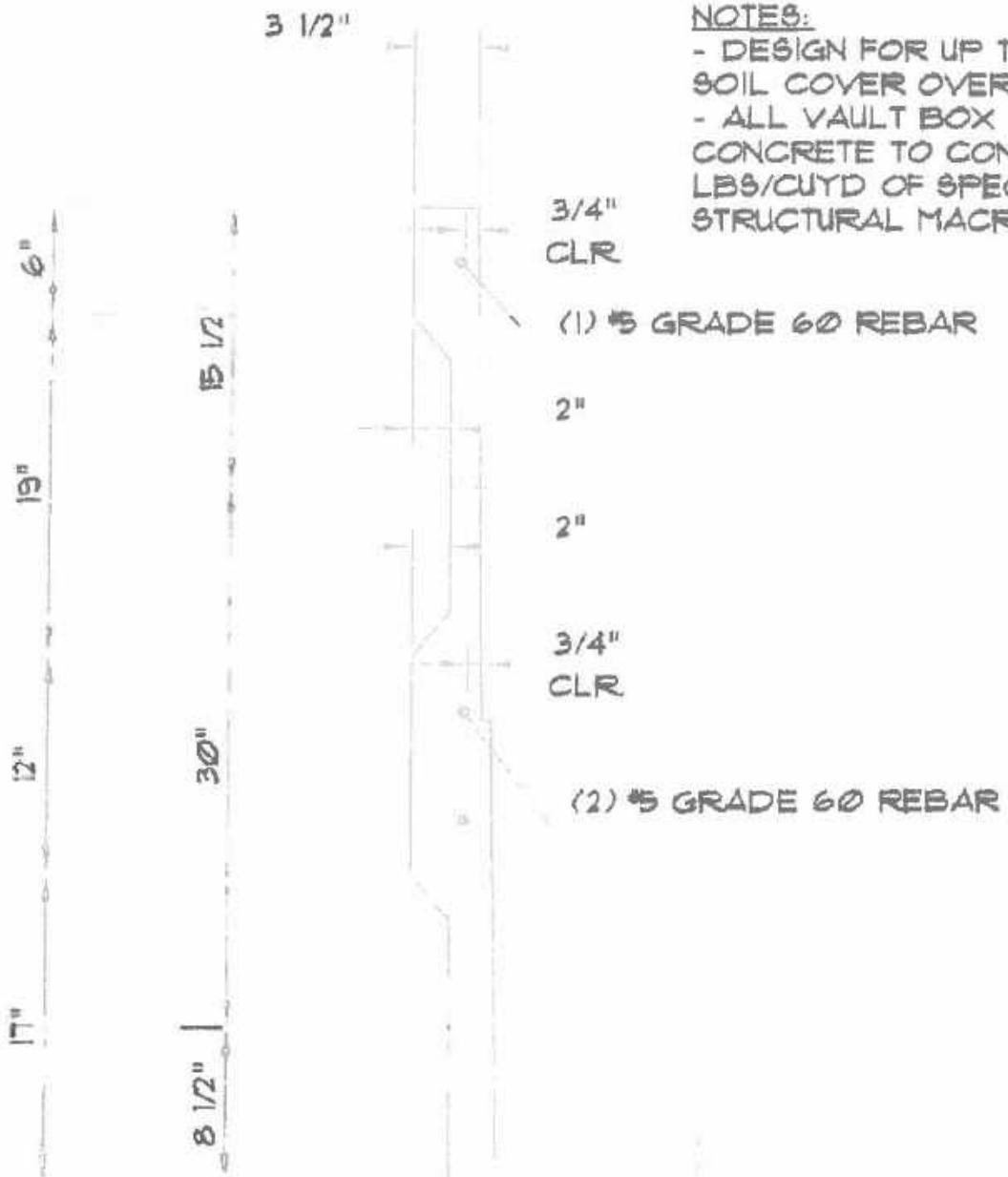
BEAMS & BARS ◊
PERIMETER UNITS ONLY

PROVIDE 1/2" CHAMFER
TOP EDGE OF LID
ALL SIDES (TYP.)



QUAD CRYPT

Quad Vault Design

NOTES:

- DESIGN FOR UP TO 24" SOIL COVER OVER LID
- ALL VAULT BOX CONCRETE TO CONTAIN 4 LBS/CUYD OF SPECIFIED STRUCTURAL MACROFIBERS

(1) #5 GRADE 60 REBAR

2"

2"

3/4"
CLR

(2) #5 GRADE 60 REBAR



DR ANCHORS

Hot Dipped Galvanized

DRA	D	L	D _b	L _b	W _d	W _a	V _d	Anchor
DRA01055HG	1.3	2-3/16"	0.76	3-1/4"	2/8"	"	3/4"	3/8"
DRA01068HG	1.3	2-6/16"	0.88	4-1/2"	2/8"	"	3/4"	3/8"
DRA01085HG	1.3	3-3/8"	"	5-3/4"	3/8"	"	3/4"	3/8"
DRA01120HG	1.3	4-11/16"	1	7-3/4"	3/8"	"	3/4"	3/8"
DRA01200HG	1.3	6	1	14-5/16"	2/8"	1"	3/4"	3/8"
DRA02045HG	2.5	1-3/4"	0.63	3-1/2"	9/16"	1-3/8"	1"	7/16"
DRA02065HG	2.5	2-3/16"	0.93	6"	9/16"	1-3/8"	"	7/16"
DRA02070HG	2.5	2-3/4"	1.2	4-3/4"	8/16"	1-3/8"	"	7/16"
DRA02085HG	2.5	3-3/8"	1.68	6-3/4"	8/16"	1-3/8"	"	7/16"
DRA02120HG	2.5	4-11/16"	2	7-3/4"	8/16"	1-3/8"	"	7/16"
DRA02140HG	2.5	6-1/2"	2	9"	8/16"	1-3/8"	"	7/16"
DRA02170HG	2.5	6-11/16	2	10-3/4"	9/16"	1-3/8"	1	7/16"
DRA02280HG	2.5	11"	2	12"	8/16"	1-3/8"	1	7/16"
DRA04075HG	5	3"	1.4	6-1/4"	2/4"	2"	1-7/16"	5/8"
DRA04085HG	5	3-3/4"	2.21	6-1/2"	3/4"	2"	1-7/16"	5/8"
DRA04110HG	5	4-5/16"	2.8	7-1/2"	"	2"	1-7/16"	5/8"
DRA04120HG	5	4-11/16"	3.22	8"	"	2"	1-7/16"	5/8"
DRA04140HG	5	5-3/2"	4	9-1/4"	"	2"	1-7/16"	5/8"
DRA04160HG	5	6-5/16"	4	11-1/4"	3/4"	"	1-7/16"	5/8"
DRA04185HG	5	7-1/16"	6	11-1/2"	3/4"	2"	1-7/16"	5/8"
DRA04240HG	5	9-7/16"	4	15"	3/4"	2"	1-7/16	5/8"
DRA06120HG	10	4-11/16"	3.44	7-3/4"	1-1/8"	2-3/4"	1-7/8"	5/8"
DRA06135HG	10	5-6/16"	4.17	8-3/4"	1-1/8"	2-3/4"	1-7/8"	5/8"
DRA06150HG	10	5-15/16"	4.86	9-3/4"	1-1/8	2-3/4"	1-7/8"	5/8"
DRA06170HG	10	6-11/16"	5.11	10-3/4"	1-1/8"	2-3/4"	1-7/8"	5/8"
DRA06220HG	10	8-7/8"	8	13-3/4"	1-1/8"	2-3/4"	1-7/8"	5/8"
DRA06250HG	10	9-7/8"	8	15-1/2"	1-1/8"	2-3/4"	1-7/8"	5/8"
DRA06340HG	10	13-3/8	8	21"	1-1/8	2-3/4"	1-7/8"	5/8"
DRA18250HG	20	9-7/8"	12.86	15-1/2"	1-1/2"	3-7/8"	2-3/4"	5/8"
DRA18600HG	20	18-11/16"	18	30"	1-1/2"	3-7/8"	2-3/4"	5/8"

Allowable SVA based on 4:1 safety factor in 3,000 psi normal weight concrete

APPENDIX - B-1

CALC BY:

CHECK BY:

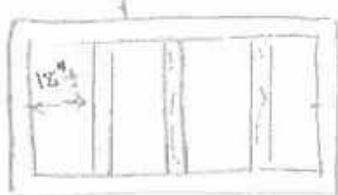
DATE:

REV:

PROJECT

Problem: DESIGN DIVIDER BEAM

From APPENDIX



PLAN VIEW



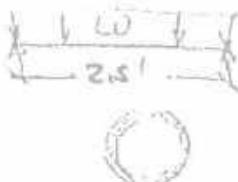
SECTION VIEW

FIND LOAD ON EACH BEAM:

$$\frac{400 \text{ lb}}{5 \text{ BMS}} = 80 \text{ lb/BM}$$

$$w = \frac{80 \text{ lb}}{2.5 \text{ ft}} = 32 \text{ lb/ft.}$$

$$\text{ACTUAL } M = \frac{32 \times 2.5^2}{8} = 25 \text{ ft.lb.}$$



DETAIL of DIVIDER
BEAM.

CHECK BENDING CAPACITY:

YIELD STRENGTH = 30000 psi

$$\text{USE } F_b = 0.5 \times 30000 \text{ psi} = 15000 \text{ psi} \quad S = 0.528 \text{ in}^3$$

$$\text{Allow Moment} = 15000 \text{ psi} \times 0.0528 \text{ in}^3 \times \frac{1}{2} = 66 \text{ ft.lb}$$

APPENDIX



Structural Grade Composites

Fiberglass Profiles - Glass Roving & Continuous Strand Mat Reinforced

Property	Test Method	Direction	Unit	Test Value
Mechanical:				
Tensile Strength	ASTM D-638	Longitudinal	psi	30,000 ← 30,000
		Transverse	psi	7,500 ← 1500
Tensile Modulus	ASTM D-638	Longitudinal	psi	2.5 x 10 ⁶
		Transverse	psi	0.8 x 10 ⁶
Flexural Strength	ASTM D-790	Longitudinal	psi	10,000 ← 30,000
		Transverse	psi	10,000 ← 10,000
Flexural Modulus	ASTM D-790	Longitudinal	psi	1.6 x 10 ⁶
		Transverse	psi	0.8 x 10 ⁶
Compressive Strength	ASTM D-695	Longitudinal	psi	30,000
		Transverse	psi	15,000
Compressive Modulus	ASTM D-695	Longitudinal	psi	2.1 x 10 ⁶
		Transverse	psi	1.3 x 10 ⁶
Shear Beam Shear	ASTM D-2146	Longitudinal	psi	150
Char-Impact (notched)	ASTM D-230	Longitudinal	ft.-lb/in.	23
		Transverse	ft.-lb/in.	4
Electrical:				
Dielectric Strength	ASTM D-149	Parallel	kV/in.	35
		Perpendicular	volts/mil	200
Volume Resistivity	ASTM D-257	—	ohms-cm	1 x 10 ¹³
Other:				
Barcol Hardness	—	—	—	43
Coefficient of Thermal Expansion	ASTM D-496	—	in./in./°F	5 x 10 ⁻⁶
Thermal Conductivity	ASTM C 177	—	BTU-in/in. ² /°F	4
Density	ASTM D-792	—	lb./in. ³	.002 - .070
Water Absorption (24 hrs.)	ASTM D-570	—	% max.	0.5

Notes: Fiberglass reinforced thermoset plastic composites are a non-homogeneous material, i.e., their behavior and properties are dependent upon the design of the composite with regards the fiber matrix and resin system.

Inside Shelf Design

The HDPE material is 30" wide X 86" long which provides a maximum visual barrier while's not binding against the inside walls of the crypt. The five PVC pipes that are attached to the visual barriers sit on the lip within the crypt and hold the caset. They are 31 1/8" long. The visual barrier as well as the PVC pipes have a 1/4" of space all around and do not bind against the inside walls of the crypt.



**Free Top
Fixed Base**

CASE 3
Wall $t = 2"$
 $\mu = 0.2$ for Concrete

Deflection Coefficients

$$\text{Deflection} = \frac{C_d \pi^4}{1000 D}$$

$$D = \frac{EI^3}{12(1-\mu^2)}$$

$$= 0.03 \times \frac{60 \times 23.1 \times 2.0}{12(1-0.2^2)} = 23986.1 \text{ in. lb.}$$

11.52

APPENDIX C-1



Long Side - Along Midspan ($x = b/2$)

b/a	c/a	y	0	0.1a	0.2a	0.3a	0.4a	0.5a	0.6a	0.7a	0.8a	0.9a	1.0a
4.0	3.0	0	0.70	0.40	4.80	7.50	10.50	13.50	15.70	18.00	22.60	26.00	
4.0	2.0	0	0.70	2.40	4.80	7.80	10.70	13.50	15.50	19.00	23.10	26.00	
4.0	1.5	0	0.70	2.40	4.80	7.70	10.60	13.50	17.10	20.30	23.40	26.00	
4.0	1.0	0	0.70	2.40	4.80	7.90	10.90	14.10	17.30	20.60	23.80	27.00	
4.0	0.5	0	0.70	2.40	4.80	7.80	10.00	14.10	17.40	20.80	23.80	27.00	
3.0	2.0	0	0.60	2.00	3.90	8.10	8.30	10.60	12.80	14.90	17.00	19.00	
3.0	1.5	0	0.60	2.00	4.00	8.20	8.60	10.90	13.20	16.40	17.60	19.70	
3.0	1.0	0	0.60	2.10	4.10	8.40	8.60	11.20	13.60	16.90	18.20	20.40	
3.0	0.5	0	0.60	2.10	4.10	8.40	8.90	11.30	13.70	16.00	18.30	20.60	
2.0	1.5	0	0.40	1.20	2.40	3.50	4.80	5.60	6.80	7.20	8.00	8.70	
2.0	1.0	0	0.40	1.40	2.60	3.80	5.10	6.20	7.20	8.10	9.00	9.90	
2.0	0.5	0	0.40	1.40	2.80	4.00	6.20	8.40	7.60	8.40	9.40	10.00	
1.5	1.0	0	0.30	0.90	1.60	2.20	2.80	0.20	3.80	3.80	4.00	4.00	
1.5	0.5	0	0.30	0.90	1.70	2.40	3.10	3.80	4.00	4.30	4.60	4.80	
1.0	0.5	0	0.20	0.50	0.80	1.00	1.20	1.20	1.20	1.20	1.20	1.20	

AT DIVIDES

Short Side - Along Midspan ($z = c/2$)

b/a	c/a	y	0	0.1a	0.2a	0.3a	0.4a	0.5a	0.6a	0.7a	0.8a	0.9a	1.0a
4.0	3.0	0	0.80	1.80	5.80	8.60	8.10	10.20	12.10	14.90	18.30	18.20	
4.0	2.0	0	0.30	1.10	2.10	3.00	3.40	4.60	6.20	8.70	8.10	8.60	
4.0	1.5	0	0.20	0.80	1.00	1.30	1.50	1.60	1.40	1.30	1.10	0.90	
4.0	1.0	0	0.10	0.10	0.10	-0.10	-0.30	-0.80	-1.00	-1.30	-1.70	-2.10	
4.0	0.5	0	0.00	-0.10	-0.30	-0.40	-0.60	-0.80	-1.00	-1.20	-1.30	-1.50	
3.0	2.0	0	0.30	1.10	2.10	3.10	3.90	4.70	5.50	5.80	6.30	6.80	
3.0	1.5	0	0.20	0.60	1.00	1.40	1.80	1.80	1.60	1.40	1.30	1.2	
3.0	1.0	0	0.10	0.10	0.10	0.00	-0.20	-0.50	-0.90	-1.20	-1.60	-1.90	
3.0	0.5	0	0.00	-0.10	-0.20	-0.40	-0.60	-0.80	-1.00	-1.10	-1.30	-1.40	
2.0	1.5	0	0.20	0.70	1.20	1.60	1.90	2.10	2.10	2.10	2.10	2.10	
2.0	1.0	0	0.10	0.20	0.30	0.20	0.00	-0.20	-0.40	-0.70	-0.90	-1.20	
2.0	0.5	0	0.00	-0.10	-0.20	-0.30	-0.50	-0.60	-0.80	-0.90	-1.00	-1.10	
1.5	1.0	0	0.10	0.30	0.40	0.40	0.40	0.20	0.10	-0.10	-0.30	-0.40	
1.5	0.5	0	0.00	-0.10	-0.10	-0.20	-0.40	-0.60	-0.50	-0.60	-0.70	-0.70	
1.0	0.5	0	0.00	0.00	0.00	-0.10	-0.20	-0.20	-0.20	-0.30	-0.30	-0.30	

Ref. "RECTANGULAR CONCRETE TANKS"
by PCA 5th EDITION

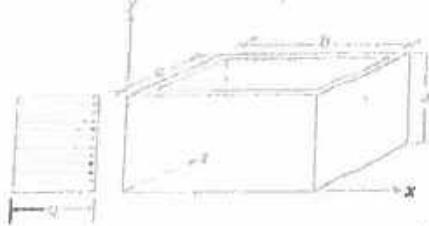
*Free Top
Fixed Base*

CASE 7

$$\text{Deflection} = \frac{C_{y,yz}}{1000 D}$$

$$D = \frac{E t^3}{12(1-\mu^2)}$$

APPENDIX C-2



Deflection Coefficients, $C_{y,yz}$

Long Side - Along Midspan ($x = b/2$)

b/a	c/b	0	0.1a	0.2a	0.3a	0.4a	0.5a	0.6a	0.7a	0.8a	0.9a	1.0a
4.0	3.0	0	2.00	7.40	15.30	21.60	35.90	47.70	59.80	72.10	84.60	95.80
6.0	2.0	0	2.00	7.40	15.40	23.20	36.20	48.20	60.50	72.00	85.00	98.10
4.0	1.5	0	2.00	7.50	15.60	25.50	36.70	48.70	61.50	73.90	86.80	98.40
4.0	1.0	0	2.10	7.60	16.70	25.50	37.20	49.40	62.00	74.80	87.80	100.80
4.0	0.8	0	2.10	7.60	15.80	26.80	37.30	49.80	62.20	75.10	88.00	101.00
2.0	2.0	0	1.80	8.00	12.10	16.50	27.70	38.30	45.10	53.00	62.60	71.40
3.0	1.3	0	1.70	6.10	12.40	20.10	28.50	37.40	45.50	55.80	64.70	73.80
3.0	1.0	0	1.70	6.20	12.80	20.70	29.40	38.70	45.10	57.50	67.00	76.40
3.0	0.8	0	1.70	6.30	17.00	20.80	29.60	38.90	45.40	57.90	67.40	77.00
2.0	1.5	0	1.00	3.40	6.70	10.50	14.40	18.30	22.20	25.90	28.50	32.20
2.0	1.0	0	1.10	3.70	7.30	11.50	15.90	20.40	24.70	29.00	33.10	37.30
2.0	0.8	0	1.10	3.80	7.80	11.90	18.50	21.10	25.80	30.00	34.00	38.70
1.5	1.0	0	0.60	2.10	4.00	6.10	8.10	10.00	11.80	15.80	16.10	18.70
1.5	0.8	0	0.70	2.30	4.40	6.70	8.60	11.30	13.20	16.10	16.00	18.80
1.0	0.5	0	0.30	0.90	1.70	2.40	3.10	3.60	3.90	4.30	4.70	5.00

Short Side - Along Midspan ($x = c/2$)

b/a	c/b	0	0.1a	0.2a	0.3a	0.4a	0.5a	0.6a	0.7a	0.8a	0.9a	1.0a
4.0	2.0	0	1.60	6.70	11.70	18.90	29.80	35.00	43.40	51.80	60.10	68.50
4.0	2.0	0	0.80	7.80	8.50	8.60	11.50	14.50	17.50	20.00	22.60	25.30
4.0	1.5	0	0.30	1.10	1.90	2.70	3.30	3.80	4.10	4.30	4.40	4.80
4.0	1.0	0	0.00	-0.20	-0.60	-1.30	-2.00	-2.90	-3.90	-4.80	-5.80	-6.70
4.0	0.8	0	-0.10	-0.60	-1.00	-1.50	-2.20	-2.90	-3.50	-4.20	-4.60	-5.50
2.0	2.0	0	0.80	2.90	4.80	8.70	11.90	14.90	17.90	20.70	23.40	28.20
3.0	1.5	0	0.40	1.20	2.10	2.90	3.70	4.20	4.60	4.90	5.20	5.50
3.0	1.0	0	0.00	-0.20	-0.50	-1.10	-1.80	-2.60	-3.50	-4.30	-5.20	-6.00
3.0	0.8	0	-0.10	-0.50	-0.90	-1.50	-2.10	-2.70	-3.30	-3.90	-4.50	-5.10
2.0	1.5	0	0.40	1.40	2.60	3.90	5.00	5.80	6.60	7.50	8.20	8.90
2.0	1.0	0	0.00	0.00	-0.10	-0.40	-0.60	-1.30	-1.60	-2.40	-2.90	-3.40
2.0	0.8	0	-0.10	-0.40	-0.70	-1.20	-1.70	-2.10	-2.60	-3.00	-3.40	-3.90
1.5	1.0	0	0.10	0.30	0.40	0.50	0.40	0.20	0.00	-0.20	-0.50	-0.70
1.5	0.5	0	-0.10	-0.30	-0.50	-0.80	-1.20	-1.50	-1.80	-2.10	-2.30	-2.60
0.8	0	0	0.00	-0.10	-0.20	-0.40	-0.50	-0.60	-0.70	-0.80	-0.90	-1.00

CALCULATIONS FOR OVERSIZE BURIAL CRYPTS

*FERNCLIFF CEMETERY
HARSDALE, NY*

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Calculations	D-2 through D-13
Drawings	D-14 through D-19

CALC BY: TAC
DATE: 5/19/2020

CHECK BY:
REVISED:

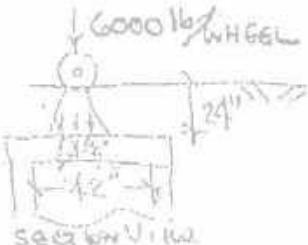
SHEET -2 OF 19
PROJECT 7105625

Prob. Determine Loads on TOP SLAB

CASE I LOAD FROM SOIL & EQUIP.

$$\begin{aligned} DL - \text{wt of soil} &= 120 \text{ psf} \times \frac{24}{12} = 240 \text{ psf} \\ \text{wt of truck} &= 150 \text{ psf} \times 3.8 \times \frac{24}{12} = 94 \text{ psf} \\ &\quad \underline{\underline{284 \text{ psf}}} \end{aligned}$$

$$ULL, DL = 1.4 \times 284 \text{ psf} = 398 \text{ psf}$$



LL - FREQUENCY OF WHEEL ON SLAB WITH
BG LOAD - EQUIP WILL NOT Q6 MOVING AT 60 mph - NEGLECT IMPACT

$$\begin{aligned} \text{LOAD ON TOP OF SLAB} &= 320 \text{ psf} \\ &= \frac{12000 \text{ lb}}{(0.83 + (1.75 \times 2.0))^2} = 320 \text{ psf} \end{aligned}$$

$$\begin{aligned} \text{Wt of } 3 \text{ ft. piece of track} &= 150 \text{ psf} \times 3 \text{ ft.} \times 12 \text{ in.} = 540 \text{ lb} \\ \text{TOTAL WEIGHT} &= 540 \text{ lb} \\ \text{Wt of } 18 \text{ ft. psf} &= 18 \text{ ft.} \times 12 \text{ in.} \times 1.75 \text{ psf} = 432 \text{ lb} \\ \text{CASE} &= 320 \text{ psf} \times 1.7 = 544 \text{ psf ULL LL} \\ &= 544 \text{ psf ULL LL} \\ &\quad \text{in 12' wide BM.} \end{aligned}$$

CASE II LOAD FOR TESTING

$$\begin{aligned} \text{LL} &= \frac{15}{(0.83 + 1.75 + 2.0)^2} = 6000 \text{ lb on } 12'' \times 12'' \text{ area} \\ &= 6000 \text{ lb on } 12'' \times 12'' \text{ area} \\ + DL &= \frac{150 \text{ psf} \times 12'' \times 3.8 \times \frac{24}{12} \text{ ft}}{12'' \times 12'' \times 1.75} = 44 \frac{1}{4} \text{ psf} \end{aligned}$$



$$\begin{aligned} \text{Soil DL} &= 120 \times 2.0 = 240 \text{ psf} \\ \text{conc. DL} &= 150 \times \frac{3.8}{12} = 42 \text{ psf} \\ &= 284 \text{ psf} \end{aligned}$$



$$\begin{aligned} \text{LL} &= \frac{6000}{(0.83 + 1.75 + 2.0)^2} = 320 \text{ psf} \\ &= 320 \text{ psf} \end{aligned}$$

SECTION VIEW

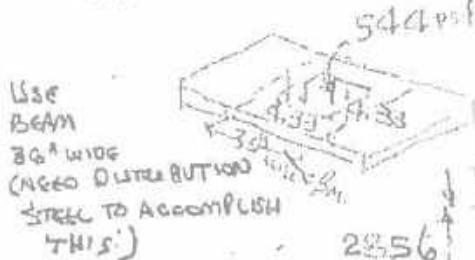
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SHEET: D-3 OF D-19
PROJECT: 7005025

Prob. DETERMINE Moments for Top Slab

CASE I)

Moments due to Unit Loads

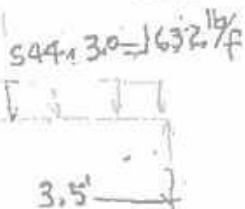


USE BEAM
8 ft wide
NEED DISTRIBUTION
STEEL TO ACCOMPLISH
THIS)

$$M_{MAX} = \frac{16(32) \times 3.5^2}{3} = 2432 \text{ ft-lb}$$

DL -

LL -



$$M_{DL} = \frac{3.5(393) \times 3.5^2}{8} = 1828.7 \text{ ft-lb}$$

ON 3' BM.

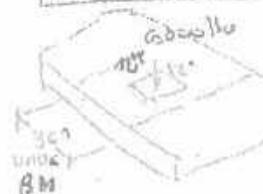
$$+ 2432 \text{ ft-lb}$$

$$= 1828.7 + 2432 = 4260 \text{ ft-lb}$$

TOTAL

CASE II)

TEST TYPE 1)



16 ft DL -

3.5 slabs

$$M_{MAX} = \frac{16(32) \times 3.5^2}{4} = 5250$$

M TOTAL

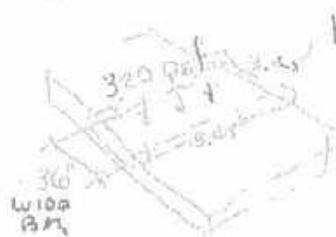
$$M_{TOTAL} = 1.7 \times 5250 = 8925$$

$$\text{Appendix D2} \\ 1.4 \times 8 \times 44 \times 3.5^2 = 283 \text{ ft-k}$$

$$+ 8925 \text{ ft-lb}$$

$$8925 + 283 = 9208$$

TEST TYPE 2)



$$1.7 \times 32 \times 3.5 = 632 \text{ ft-lb}$$

16

3.5

16

$$1.4 \times 28 \times \frac{2.4 \times 3.5^2}{8} = 182.6 \text{ ft-lb}$$

$$+ 2432$$

$$1632 \times \frac{3.5^2}{8} = 2432$$

$$= 182.6 + 2432$$

$$+ 2432 = 4320$$

CALC BY: TAC

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SHEET: 1

D-19

DATE: 1/19/2020

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PROJ#:

PRoB DESIGN TOP SLAB

MAX. U.L.

MOMENT = 9208 ft. lb.

DESIGN AS 1 WAY SLAB.

DISTRIBUTION STEEL REQD.

TO ALLOW $b = 36"$ For $\text{WWF } 6 \times 10 / \text{D15} \times \text{D17}$

$$\text{For } A_s = 0.30 \text{ in}^2 \text{ at } 36" \text{ SPAN}$$

$$A_s = 0.30 \text{ in}^2 \text{ at } 36" \text{ SPAN}$$

$$d = 3\frac{1}{2} - \frac{3}{4} - \frac{3}{16} = 2.56 \text{ in.}$$

SECTION LINE



$$q = \frac{70}{5} \times \frac{0.90}{36 \times 2.56} = 0.14$$

$$M_u = 0.9 \times 36 \times 2.56^2 \times 5000 \times 0.14 \cdot (1 - 0.59 \times 0.14) : 12 \\ = 11363 \text{ ft. lb.} > 9208 \text{ ft. lb. - OK}$$

For DISTRIBUTION STEEL USE 5.7% OF SLAB SPAN

WWF 6x10/D15/D17, $A_s = 0.2 \text{ in}^2$

$$0.5 \times 0.30 = 0.15 \text{ in}^2$$

For LONG SPAN STEEL $A_s = 0.2 \text{ in}^2$ OK.
(RESIST LINES.)

For DIAGONAL STRESS

$$V_u = 2.378 \times 3.5 + 2856 = 4946 \text{ lb.}$$

$$q V_N = 0.85 \times 2 \sqrt{5000 \times 36 \times 2.56} = 11078 \text{ lb}$$

CALC BY TAC
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SHEET: 1-5 OF 19
PROJECT:

[Prob. DETERMINE LOADS ON INTERIOR WALLS]

SINGLE WIDE VAULT

$$DL - SOIL = 240$$

$$CONC = 44$$

$$ULT DL = 398 \text{ psf}$$

$$\text{AREA OF TOP SLAB} = 47 \times 97 = 32.3 \text{ ft}^2$$

$$32.3 \text{ ft}^2 \times 398 \text{ psf} = 12855 \text{ lb.}$$

VERT. LOADS ON WALLS AROUND PERIMETER

$$12855 \text{ lb} / 22.1 \text{ ft} = 574 \text{ lb/ft}$$

$$LL - \frac{1.7 \times 6000 \text{ lb}}{1.57 \text{ ft}} = 1325 \frac{\text{lb}}{\text{ft}}$$

$$q_u = 574 + 1325 = 1899 \frac{\text{lb}}{\text{ft}}$$

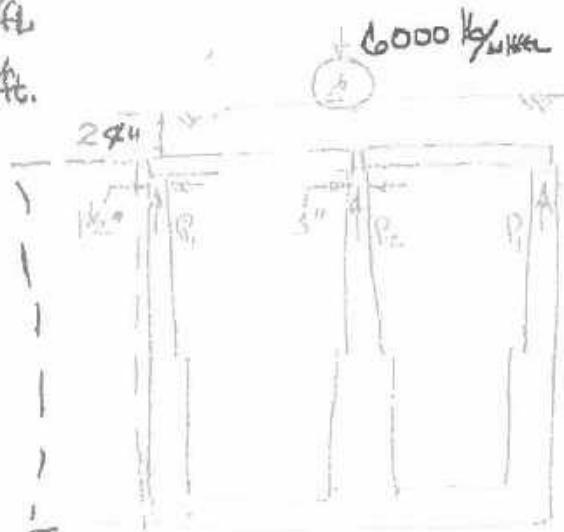
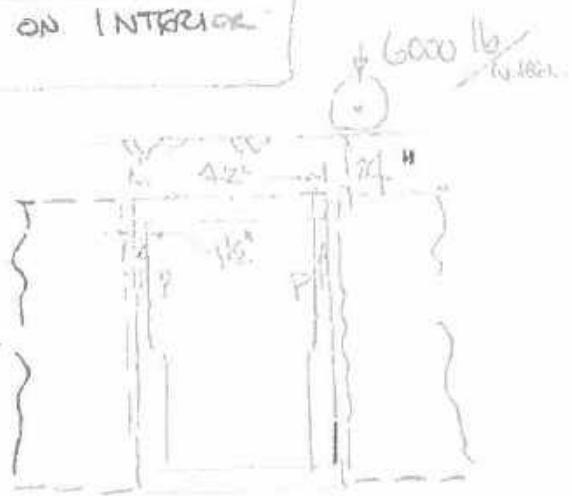
DOUBLE WIDE VAULT

$$q_u = \text{SAME AS ABOVE}$$

$$= 1899 \frac{\text{lb}}{\text{ft}}$$

$$q_2 = 2 \times 398 \frac{\text{lb}}{\text{ft}} + 1325 \frac{\text{lb}}{\text{ft}}$$

$$= 2121 \frac{\text{lb}}{\text{ft}}$$



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D-6 0F 2005025

D-19

REAS - DISCUSS DESIGN OF INTERIOR
VAULT WALLS

1. THESE WALLS WILL BE IN COMPRESSION
FROM TOP DOWN.

QUTSUE WALL OF SINGLE WIDE & DOUBLE WIDE VAULT

$$\frac{18 \times 10^{12}}{1.5 \times 12} = 106 \text{ psi} < 0.9 \times 5000 = 4500 \text{ psi}$$

INNER WALL OF DOUBLE WIDE VAULT

$$\frac{212}{3.0 \times 12} = 59 \text{ psi} - \text{OK}$$

2. LONG WALLS ON INTERIOR VAULTS WILL EXPERIENCE
COMPRESSION WITH NO BENDING. THEY ARE
SUPPORTED LATITUALLY AT EACH END BY END
WALLS (7'-2" UNSUPPORTED LENGTH).

CALC BY TAC

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SHEET

-2

-19

DATE: 5/11/2020

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PROJECT:

**Please FIND LOADS ON PERIMETER
VAULT WALLS**

ONE SIDE OF PERIMETER VENTS

WILL BE EXPOSED TO SOIL
AND SURFACE SURCHARGE



$$\approx 222 \text{ psf} \text{ at } 5.2 \text{ ft}$$

For $K_a = 0.33$ psf

$$\text{H.R. LOAD} = 0.33 \times 222 = 73 \text{ psf}$$

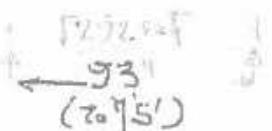
$$W_{\text{DEC}} = 1.7 \times 73 = 121 \text{ psf} - \text{LL}$$

Note: PILE OF DIRT

$$180 \text{ psf} \times (1.1 \times 6^2) = 5940 \text{ lb} < 6000 \text{ lb} \quad \text{OK}$$

SEAM AT TOP WILL EXPERIENCE VENT LOAD FROM
SURFACE GRANULAR SURFACE + 2.5 ft. EARTH (WHEN TOP SLAB REMOVED)

$$W_{\text{TOTAL}}^{(U)} = (1.7 \times 0.33 \times 25/20) + 121 \text{ psf} = 292 \text{ psf}$$



SEAM AT 4 1/2 ft BELOW

$$W_{\text{TOTAL}}^{(U)} = 1.7 \times 178.75 + 44 \text{ psf} = 347 \text{ psf}$$



$$W = 60000 = 79 \text{ psf}$$

$$W_{\text{DEC}} = 1.7 \times 0.33 \times 79 = 44 \text{ psf}$$

$$317 \text{ ft}$$

$$93 \text{ ft} \\ (7.25')$$

CALC BY TAC
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SH-1 D-8 OF D-19
PROJECT 2005025

Pearl Design Beams in Heavy Wall Vaults

TOP BEAM LOAD ON BM = $292 \text{ psf} \times \left(\frac{2}{3} + \frac{1}{3}\right) = 414 \frac{1}{2} \text{ ft}$

$$U\text{M Moment} = 414 \frac{1}{2} \times 1.15^2 = 3108 \text{ ft-lb}$$

ASSUME NO RESISTANCE FROM LID

TRY ONE #6 BAR $A_s = 0.44^2$

$$d = 3.5 - 0.75 - \frac{6}{8} = 2.38 \text{ in}$$

$$b = 6 \text{ in}$$

$$q = \frac{60}{5} \times \frac{0.44}{1.2 \times 2.38} = 0.37$$

$$\text{Assume } M_u = 0.9 \times 6 \times 2.38 \times 5000 \times 0.37 (1 - 0.59 \times 0.37) + 12 \\ = 3686 \text{ ft-lb} > 3108 \text{ ft-lb - OK}$$

$$\text{DIAg. SHEAR } V_u = 414 \times 7.75/2 = 1600 \text{ lb}$$

$$\phi V_N = 0.85 \times 2 \sqrt{5000} \times 12 \times 2.38 = 1717 \text{ lb.} > V_u \text{ OK}$$



MIDDEPTH BEAM

LOAD ON BM = $347 \text{ psf} \times \left(\frac{2}{3} + \frac{1}{3}\right)$

$$\text{Assume } M_u = 737 \frac{1}{2} \times 1.25^2 = 4842 \text{ ft-lb}$$

TRY TWO #6 BARS $A_s = 0.88 \text{ in}^2$

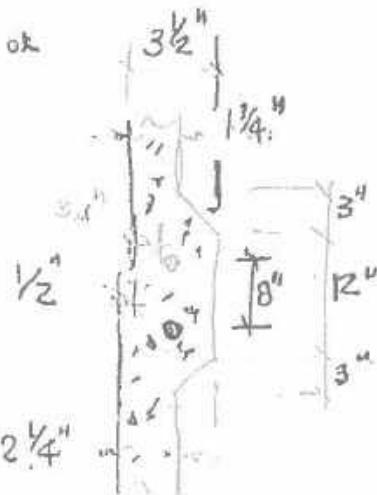
$$d = 3.5 - 0.75 - \frac{6}{8} = 2.38 \\ b = 12 \text{ in}$$

$$q = \frac{60}{5} \times \frac{0.88}{1.2 \times 2.38} = 0.57$$

$$\text{Assume } M_u = 0.9 \times 12 \times 2.38 \times 5000 \times 0.31 (1 - 0.59 \times 0.31) \\ = 7372 \text{ ft-lb} > 4842 \text{ ft-lb - OK}$$

$$\text{DIAg. SHEAR } V_u = 737 \times 7.25/2 = 2672 \text{ lb}$$

$$\phi V_N = 0.85 \times 2 \sqrt{5000} \times 12 \times 2.38 = 3433 \text{ lb} > V_u \text{ OK}$$



CALC BY TAC
DATE: 5/19/2020

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REVISED:

SHRINK 9 OF 13
PROJ. # 1005625

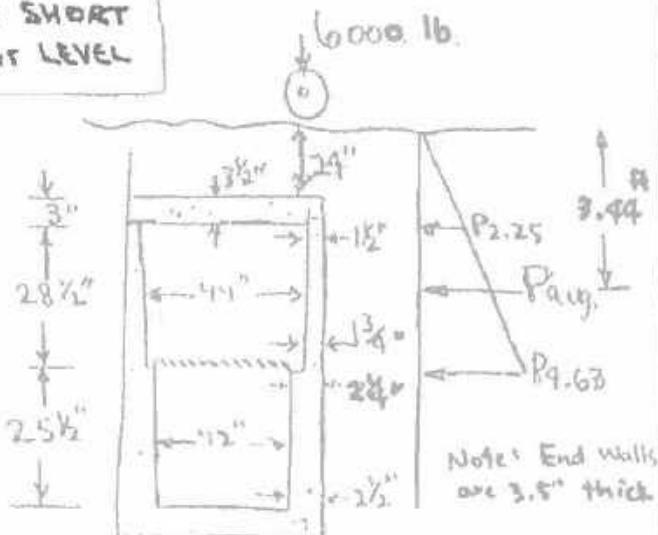
PROBLEM: DESIGN SHORT
WALL FOR UPPER FASHER LEVEL

Soil Load (in lb/ft):

$$P_{2.25} = 0.33 \times 120 \times 2.25 \text{ psf}$$
$$= 90 \text{ psf}$$

$$P_{4.63} = 0.33 \times 120 \times 4.63 \text{ psf}$$
$$= 183 \text{ psf}$$

$$P_{av} = 137 \text{ psf}$$



WEAK AND CONTINUOUS
AT CORNERS.

$$M_{max} = -137 \frac{\text{ft}}{12} \times \frac{44}{12} = -153 \text{ ft.lbf/ft}$$

WALL THICKNESS, AV.(h) = 3.5 in
SECTION MODULUS = $b_1 b^2 = \frac{12 \text{ in} \times 3.5^2}{6} = 24.5 \text{ in}^3$

From $M = f \cdot S$ $f = \frac{153 \text{ ft.lbf}}{24.5} = 75 \text{ psi}$

f = Stress at outer corner of wall

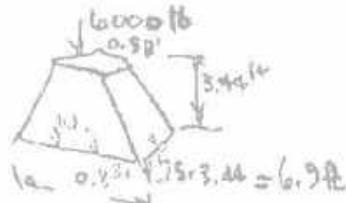
HOR. LOADS ON WALL DUE TO 6000 lb.

$$W = \frac{6000 \text{ lb}}{0.33 \text{ in}} = 120 \text{ psf}$$

$$\text{HOR LOAD ON WALL} = 0.33 \times 120 \text{ psf} = 42 \text{ psf}$$

$$M_{max} = -12 \times \frac{44}{12} = -47 \text{ ft.lb}$$

$$f = \frac{47 \times 12}{24.5} = 23 \text{ psi}$$



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SHET N-10 OF D-19
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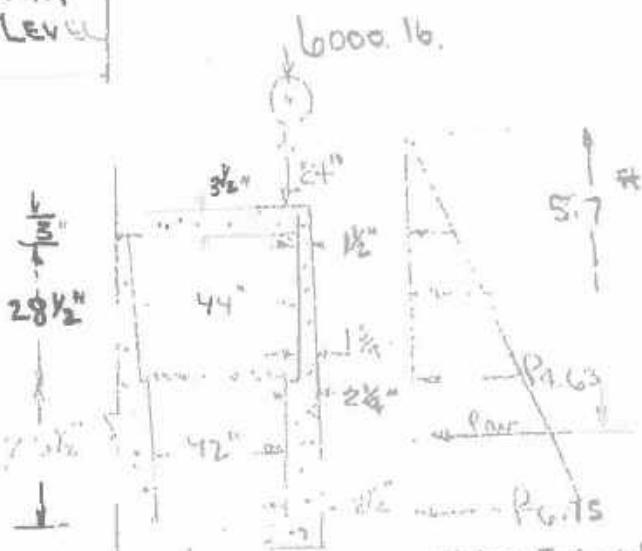
PROBLEM: DESIGN SHORT
WALL FOR LOWER LASKET LEVEL

SOIL LOAD ON WALL

$$P_{4.63} = 18.3 \text{ psf}$$

$$\begin{aligned} P_{6.75} &= 0.33 \cdot 120 + 6.78 \\ &= 267 \text{ psf} \end{aligned}$$

$$P_{\text{tot}} = 225 \text{ psf}$$



END
WALL IS CONTINUOUS
AT TWO SIDES AND BOTTOM.
SOME LOAD WILL GO TO MIDDLE.
SHEAR CONSERVATIVELY CONSIDER
LOAD DISTRIBUTED ONLY TO SIDEWALLS.

VIEW OF ENDWALL

Note: End walls
are 3.5" thick

$$M_{\text{neg}} = -225 \frac{\text{ft-lb}}{\text{in}} \times \left(\frac{42}{12}\right)^2 = -230 \text{ ft-lb/in.}$$

$$\text{WALL THICKNESS } AV(h) = 3.5 \text{ in}$$

$$\text{SECTION MODULUS } = \frac{b h^2}{6} = \frac{12 \times 3.5^2}{6} = 24.5 \text{ in}^3$$

$$\text{FROM } M = f S \quad f = \frac{230 \text{ ft-lb} \cdot 12 \text{ in}}{24.5 \text{ in}^3} = 113 \text{ psi}$$

HOR. LOAD ON WALL DUE TO 6000 lb (CENTRAL LOAD)

$$W = \frac{6000 \text{ lb}}{10.2 \text{ ft}} = 51 \text{ psf}$$

$$\text{HOR. LOAD ON WALL} = 0.33 \cdot 51 \text{ psf} = 17 \text{ psf}$$

$$M_{\text{neg}} = -17 \times \left(\frac{42}{12}\right)^2 = 17 \text{ ft-lb/in.}$$

$$f = \frac{17 \times 12}{24.5} = 8 \text{ psi}$$



TENSION CAPACITY OF CONCRETE

MANY YEARS AGO ACI 214 PUBLISHED RESULTS OF RESEARCH AND TESTING TO INDICATE THAT A CONCRETE WITH COMPRESSIVE STRENGTH OF 6000 PSI HAD A TENSILE STRENGTH @ 400 PSI. THIS INFORMATION IS STILL PUBLISHED TODAY.

SUMMARY OF STRESSES

SOIL LOAD w. 2 FT FILL

LOCATION	ACTUAL TENSILE	LOAD FACTOR ACI 318-14	FACTORED STRESS	ULTIMATE TENSION 5000 PSI CONC.
UPPER CASKET	75 psi	x 1.6	120 ^{psi}	400 psi
LOWER CASKET	113 psi	x 1.6	181 ^{psi}	400 psi

SOIL LOAD w. 2 FT FILL + 6000 lb CONCENTRATED LOAD

LOCATION	ACTUAL TENSILE	LOAD FACTOR ACI 318-14	FACTORED STRESS	ULT. TENSION 5000 PSI CONC.
UPPER CASKET	(75+23)	x 1.6	157 ^{psi}	400 psi
LOWER CASKET	(113+8)	x 1.6	194 ^{psi}	400 psi

THE READER NEEDS TO REMEMBER :

- ① COMPRESSIVE STRENGTH OF CONCRETE WILL CONTINUE TO INCREASE AFTER REACHING 6000 PSI IN 28 DAYS
- ② QUALITY CONTROL AT MANY PRECAST PLANTS NORMALLY RECORD 28 DAY COMPRESSIVE STRENGTHS EXCEEDING 6000 PSI

CALC BY: TAC
DATE: 5/19/2020

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SHEET: D-12 OF D-19
PROJECT: 00502C

Prob. FIND LBS ON BOTTOM SLAB

32 ft

$$DL_{SOIL} = 1.4 \times 20 \text{ ft} \times 120 \text{ psf} \times 3.92 \times 8.25 = 10866 \text{ lb}$$

ULF Soil Depth

$$DL_{SOIL} = 1.4 \times (3.5/12) \times 150 \text{ psf} \times 32 = 1960 \text{ lb}$$

Zone

$$DL_{WALLS} = (1.4 \times (3.5/12) \times 150 \times 8.25 \times 4.5) 2 = 2600 \text{ lb}$$
$$+ (1.4 \times 3.5/12 \times 150 \times 3.5 \times 4.5) 2 = 965 \text{ lb}$$

$$LL_{SHELF} = 1.7 \times \frac{40 \text{ lb/ft}^2}{2} \times 42/12 \times 92/12 = 1825$$

W=40
SHELF
2=12/12

$$LL-SURFACE = 1.7 \times 12000 = 20400$$

Assume 1 axle on Vans

$$= 34489 \text{ lb.}$$



$$w_u = \frac{34489}{252} = 1030 \text{ psf}$$

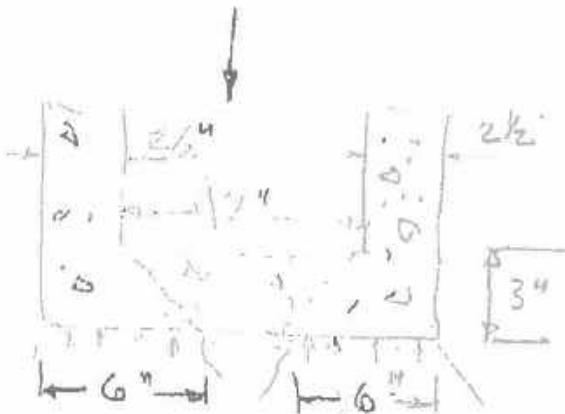
CALC BY: TAC CHECK BY
DATE: 5/29/2020 REVISED:

SHEET: P-13 OF P-19
PROJECT: 1005025

Prob. Design Bottom
SLAB

31489 lb

SLABS WILL SIT
ON 4" MIN - COMPACTED
STONE SUBBASE
PROVIDING HARD DENSE
SURFACE. LOAD
WILL GO FROM WALLS
TO SOIL IN COMPRESSION



AREA of SUBBASE LOADED:

$$3.92^{\text{ft}} \times 8.25^{\text{ft}} - 2 \cdot 92 \times 7.25 = 10.8 \text{ ft}^2$$

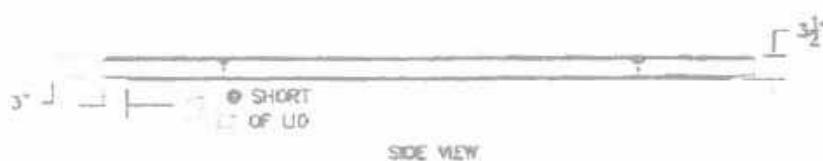
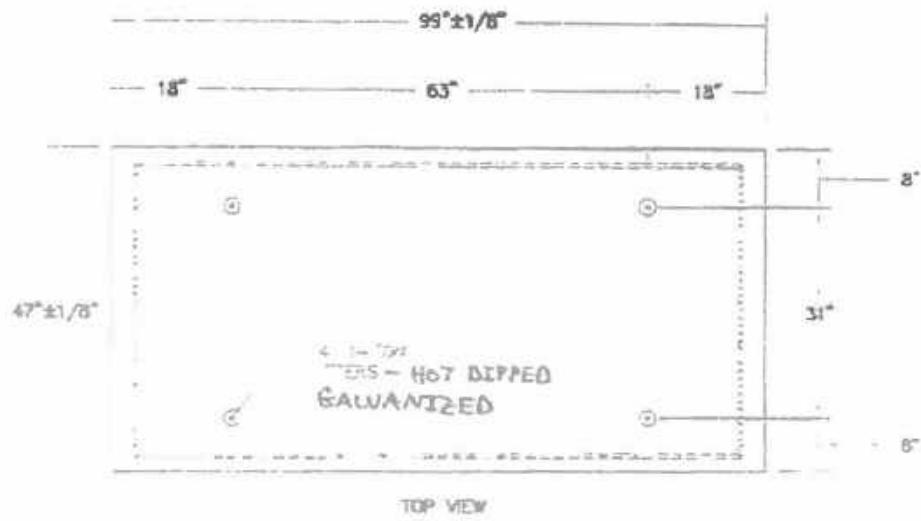
LOAD ON STONE

$$\frac{31489}{10.8} = 3193 \text{ psf} < 4000 \text{ psf}$$

O.K.

Note: Reinforcing fibers may be added to reduce handling stresses at the discretion of the precaster

**OVER SIZED
BURIAL VAULT LID**



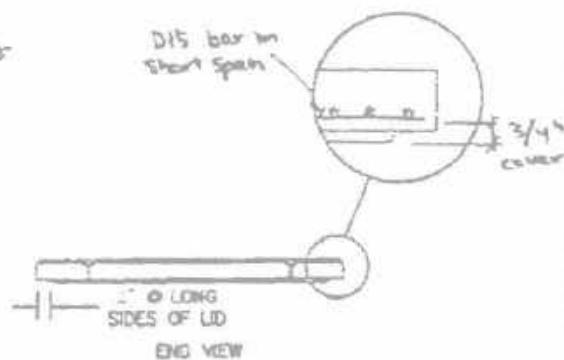
NOTES:

CONCRETE 3000 PSI
WWR - Fy = 70 KSI
WWR 6 X 10 - D15 X D17

DESIGNED:
FOR 24" SOIL COVER
PLUS 12,000 LB. AXLE LOAD (EQUIP.)

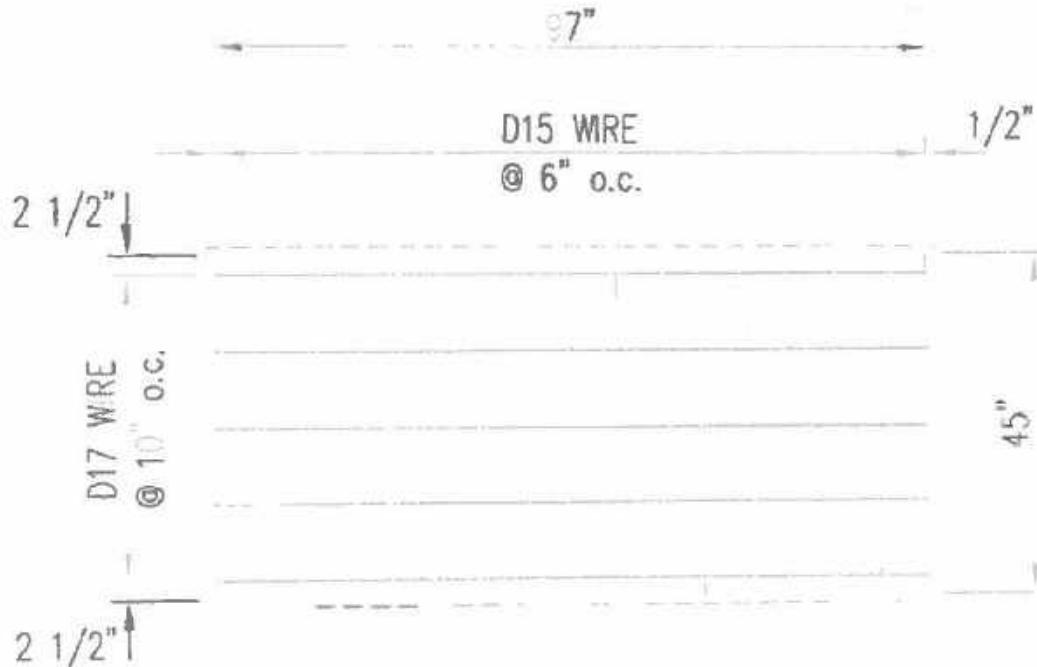
WEIGHTS:
TOP SLAB - APPROX. 1,400# EA.

ALL SURFACES TO BE SMOOTH FINISH



OVERSIZED CRYPT LID

A.D.P. - D.H.Y

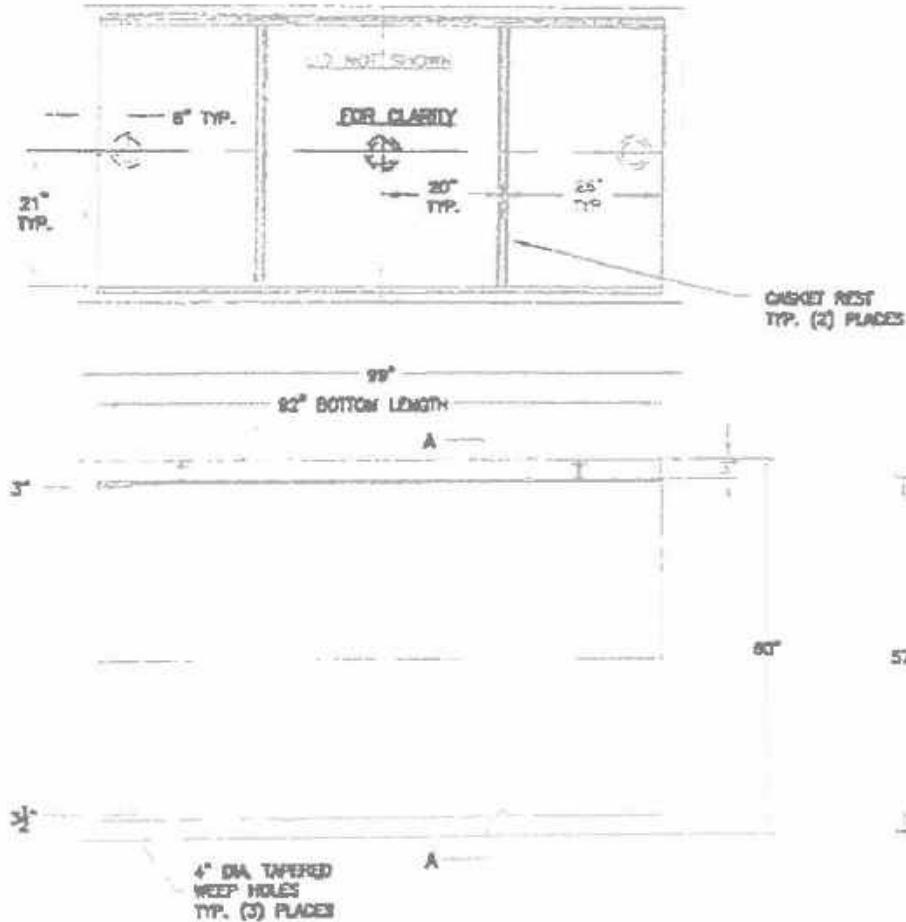


OVERSIZE LID REINFORCEMENT

NOTES:

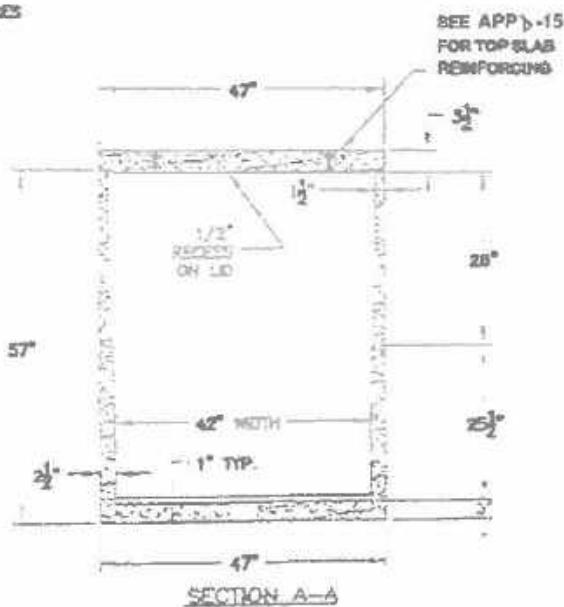
- WWR: 6x10-D15xD17
- STEEL MINIMUM YIELD STRENGTH
TO BE 70,000 PSI
- REINFORCING TO MEET ASTM A1064

INTERIOR
OVER-SIZED
BURIAL VAULT



NOTES:
 - CONCRETE FINISH = SMOOTH
 - TOLERANCE: +/- 1/8"

WEIGHTS:
 - TOP SLAB = APPROX. 1,400#
 - DOUBLE BOX = APPROX. 4,700#
 - TOTAL = 6,100#



NOTES:

- CONCRETE: 5000 PSI
- REBAR Fy = GRADE 60 (60 KSI)

DESIGNED:

- FOR 24" SOIL COVER
- PLUS 12,000 LB AXLE LOAD (EQUIP.)
- NO SOIL LOAD ON LONG WALLS

INTERIOR OVERSIZED CRYPT

**PERIMETER
OVER-SIZED
BURIAL VAULT**

NOTES:

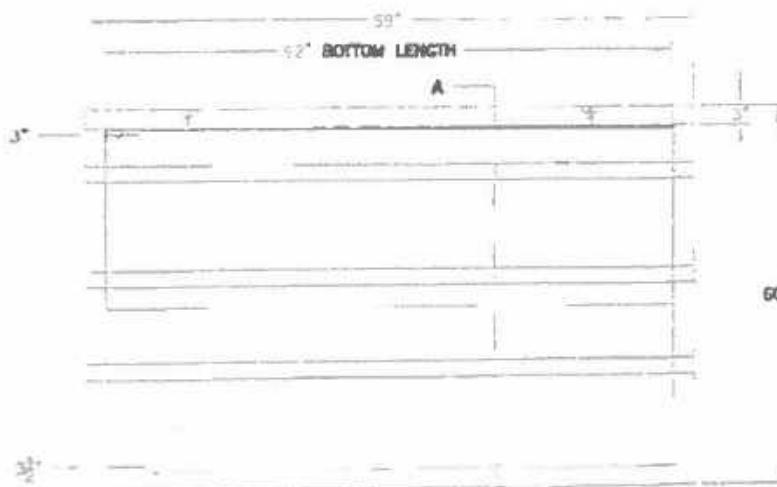
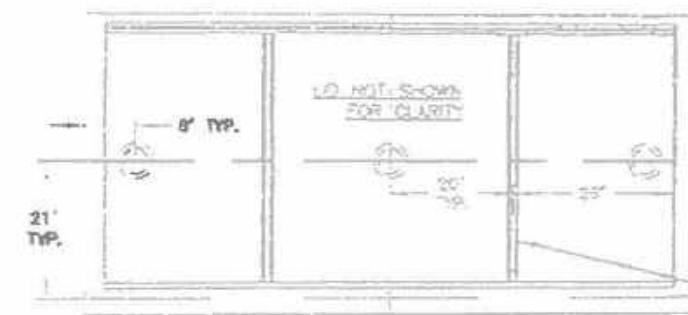
- CONCRETE: 5000 PSI
- REBAR Fy = GRADE 60 (60 KSI)

NOTES:

- CONCRETE FINISH - SMOOTH
- TOLERANCE ± 0.1575
- LIFTING HARDWARE - HOT DIPPED GALVANIZED

WEIGHTS:

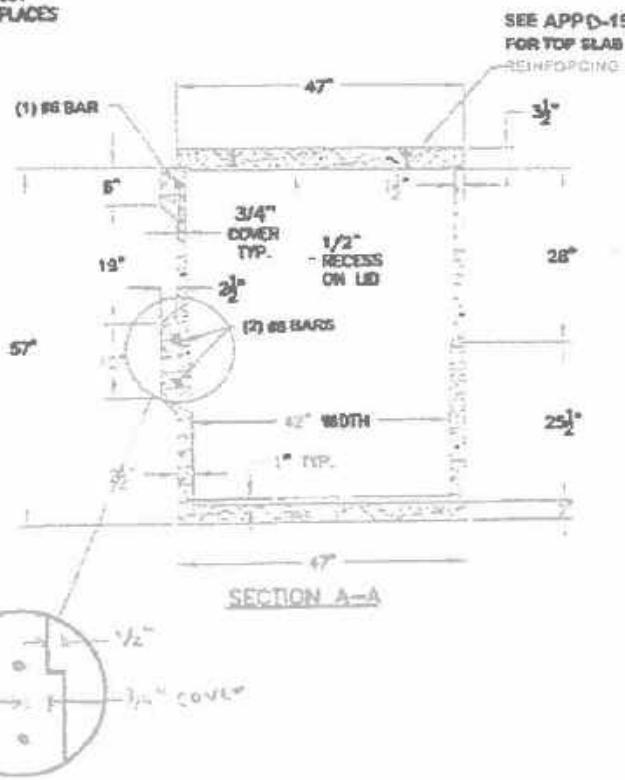
- TOP SLAB - APPROX. 1,400#
- DOUBLE BOX - APPROX. 4,700#
- TOTAL - 6,100#



4" DBL. TAPERED
WEEP HOLES
TYP. (3) PLACES

DESIGNED:

- FOR 24" SOIL COVER
- PLUS 12,000 LB AXLE LOAD (EQUIP.)
- NO SOIL LOAD ON LONG WALL WITHOUT REBAR



PERIMETER OVERSIZED CRYPT

APP. D-17

CALC BY: VAC
DATE: 5/23/02

CHECK BY:
REVISED:

SHEET: D-1X
PROJECT: 5

Divider Shelf

- HDPE Barrier with (5) 1 $\frac{1}{4}$ " Sch. 40 PVC Pipes
- 1 $\frac{1}{4}$ " Sch 40 PVC Pipe:
 - Yield Strength = 8,000 psi (tensile)
 - Area = 0.8 in²
 - Outside dia. = 1.9"
 - $S = 0.3262 \text{ in}^3$
 - Length = 42" = 3.5'
 - $\bar{y} = \frac{1.9''}{2} = 0.95''$
- Loading:
 - From Design Criteria in Appendix: "Capable of holding 400 lbs indefinitely"
 - $\frac{wL^2}{3} = 23 \text{ plf}$
- Bending:
 - $M_{\max} = \frac{1}{8} wL^2 = \frac{1}{8} (23 \text{ plf})(3.5 \text{ ft})^2 = 35 \text{ lb-ft} = 420 \text{ lb-in}$
 - $\frac{M}{S} = \frac{420 \text{ lb-in}}{0.3262 \text{ in}^3} = 1,288 \text{ psi} < 8,000 \text{ psi} \therefore \text{Bending OK}$
- Tension in Extreme Fiber:
 - $T = \frac{F_{all}}{n} = 442 \text{ lb tension}$
 - Tensile Capacity = $(\frac{F_{all}}{n}) (8,000 \text{ psi tensile str.}) = 3,200 \text{ lb capacity}$
 - 3,200 lb > 442 lb \therefore Tension OK
 - $(n = \frac{1,288 \text{ psi}}{442 \text{ lb}} \approx 7.2)$

Specification Section 03 48 21 17.C
Inside Shelf Design – Oversize

The HDPE privacy shelf material is 42" wide X 92" long which provides a maximum visual barrier while not binding against the inside walls of the crypt. The five PVC pipes are attached to the visual barrier using self-drilling screws and sit on the lip within the crypt to hold the casket. Each PVC pipe is 43 1/4" long and is 1 1/4" diameter Schedule 40 pipe. The visual barrier as well as the PVC pipes have a 1/4" of space all around and do not bind against the inside walls of the crypt.

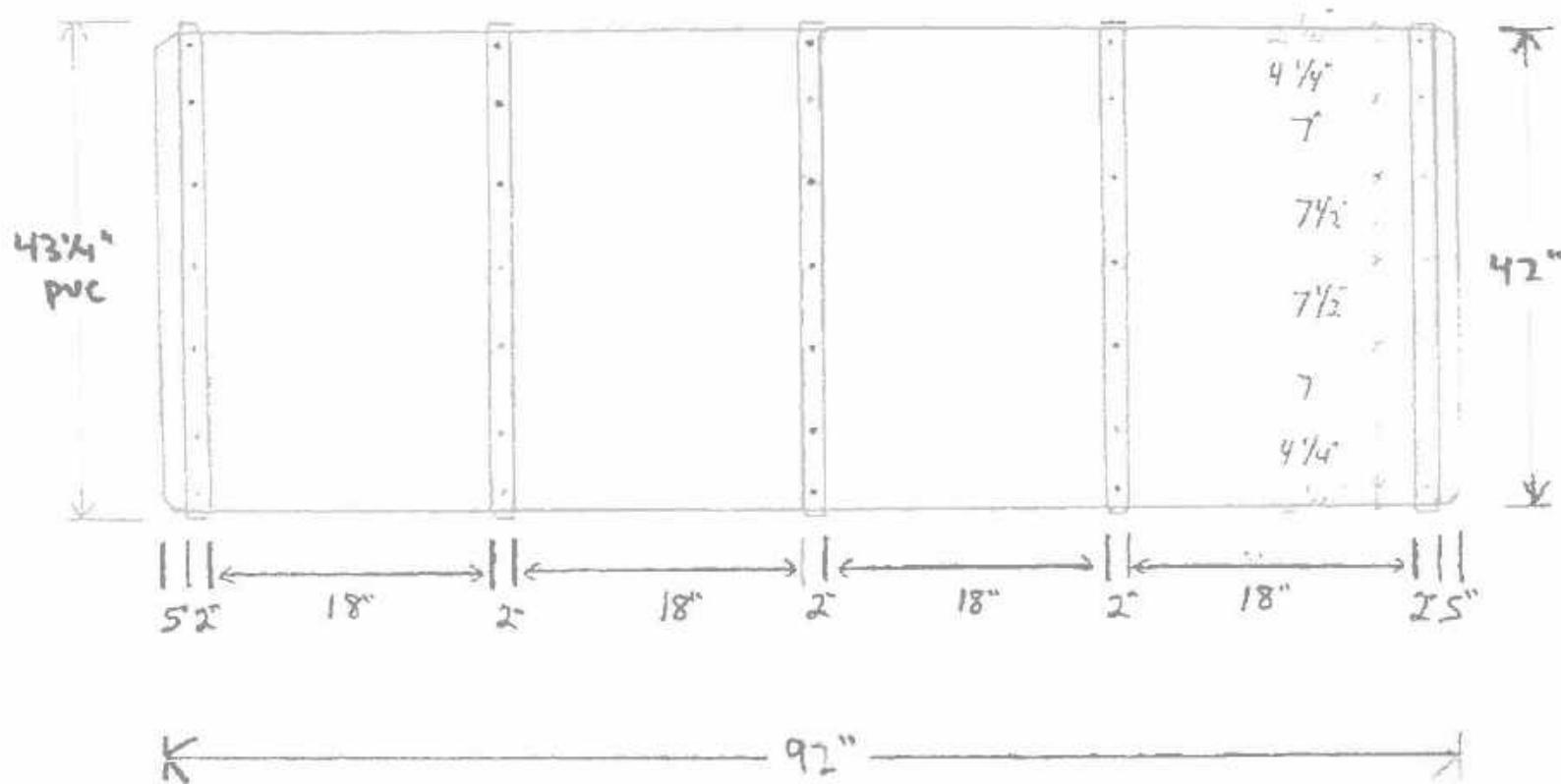


Exhibit 5

Signage for the Project

**HILLCREST ESTATE GARDEN II AND LAWN CRYPT
INSTALLATION**

FERNCLIFF IS DEVELOPING A SECTION OF LANDSCAPED PLOTS AND INSTALLING A SECTION OF LAWN CRYPTS IN THE HILLCREST SECTION OF THE CEMETERY.

PLEASE EXCUSE OUR APPEARANCE WHILE THIS AREA IS UNDER DEVELOPMENT.

SOLAR PANEL INSTALLATION

FERNCLIFF IS GOING GREEN AND INSTALLING SOLAR PANELS ON THE ROOF OF THE SHRINE OF MEMORIES AND THE FERNCLIFF MAUSOLEUM.

FOR MORE INFORMATION, PLEASE CONTACT JOANNE ALIBERTO AT 914-693-4700.

FERNCLIFF CEMETERY ASSOCIATION



Exhibit 6

Cemetery's Conflict of Interest Policy

FERNCLIFF CEMETERY ASSOCIATION

CODE OF ETHICS AND CONFLICT OF INTEREST POLICY

Revised and Restated: March 11, 2020

I. CORPORTATE CREED

It is the creed and policy of Ferncliff Cemetery Association (the "Association") that the Association's affairs shall be conducted in accordance with high standards of integrity and business ethics. The Association is committed to conducting its business in strict accordance with all applicable federal, state and local laws. All directors, officers and employees of the Association and its affiliates are obligated to conduct themselves in a lawful and ethical manner and must not compromise these standards under any circumstance.

II. PURPOSE

As of 2014, Not-for-Profit Corporation Law (N-PCL) § 715-a mandates all non-profits incorporated in New York to have a Conflict of Interest Policy. The purpose of the Conflict of Interest Policy is to set forth parameters in the event a director, officer, or other corporate insider has an outside interest or relationship that conflicts, or may conflict, with his or her ability to act strictly in the Association's best interests.

The Code of Ethics and Conflict of Interest Policy (the "Code") provides a framework for the conduct expected of all officers, directors and employees of the Association and its affiliates. It is expected that all such persons will not violate the specific guidelines nor conduct themselves in any manner which violates the spirit of the Code.

Each officer, director and key person of the Association has a fiduciary obligation to the Association and its membership when serving as an officer, director and/or board member. No individual shall use his or her position or the knowledge and information gain from being in such position, in any manner that is not in the best interest of the Association. All individuals are expected to use good business judgment and to conduct their affairs in such a manner as to avoid actual or potential conflicts between his or her personal interests and those interests of the Association.

III. DEFINITIONS

Affiliate – Means a person or entity that directly or indirectly through one or more intermediaries, controls, or is controlled by or is under common control of the Association.

Affiliated Person – A person that is a director, officer or controlling person of the Association, or a member of the immediate family of any such person, as well as any company controlled by any such person.

Apparent Conflict of Interest – Involves a situation where a Conflict of Interest or potential conflict of interest is perceived to exist regardless of whether a Conflict of Interest or potential conflict of interest exists in fact. The definition recognizes that a person may perceive that a Conflict of Interest or potential conflict of interest exists based on evidence that may or may not be factual, verifiable or scientifically valid.

Business of the Company – Cemetery and crematory operations and sales encompass all business relationships of the Company including, but not limited to, those involving suppliers, services, trade associations, depositors, consultants, brokers, borrowers, and joint ventures.

Company – Has the meaning set forth in the New York State General Corporation Law or any successor statute or regulation and includes a corporation, partnership, business trust, association or similar organization.

Confidential Information – Information received by the Association from third parties in confidence or regarding any aspect of the business or technologies of the Company or of its customers or suppliers not generally known to the public.

Conflict of Interest – Refers to any event or situation within the scope of the corporate rules and regulations of the State of New York where the financial interests of a director, officer, Key Person, and/or Controlling Person, has a directly or indirectly through an immediate family member, with a person or entity that the Association is considering entering into any transaction or arrangement. It also includes any other interest that may influence the judgment of an officer or director. An affiliation does not necessarily constitute a Conflict of Interest.

Controlling Person – Includes any natural person or company that owns or controls 10 percent or more of the voting stock of the Company, or exercises apparent authority over the organization and/or the Association.

Gifts (including goods, services and related items) – Anything of value offered in connection with Association's business, including, but not limited to, payments, commissions, loans, (other than loans from other banks on customary terms to finance proper and unusual activities), material goods, services, rewards, entertainment, travel or other business favors except nominal gifts as defined below.

Improperly Influence – Shall have the same meaning as the Security and Exchange Commission ("SEC") in addressing improperly influencing audits: coercing, manipulating, misleading, or fraudulently influencing the decision-making when the officer, director or other person knew or should have known that the action, if successful, could result in the outcome which the officer or director could not deliberate or vote on directly.

Immediate family member – Includes a spouse, father, mother, children, brothers, sisters and grandchildren; the father, mother, brothers and sisters of such person's spouse; and the spouse of a child, brother or sister of such person.

Key Person – A person who is in a position to exercise substantial influence over the affairs of the Association including, but not limited to, the Executive Director, financial officers or employees of the Association.

Officer – Generally understood to encompass only those employees who possess significant managerial and policy-making authority as set forth in applicable resolutions of the Association.

Nominal Gift – Anything or service of incidental value which is unsolicited and which is not offered as a quid pro quo with respect to any business of the Company.

Potential Conflict of Interest – A situation that is likely to develop into or become a Conflict of Interest based on assumptions that a reasonably prudent officer, director, employee or other affiliated person would make in view of then-present circumstances.

IV. CONFLICTS OF INTEREST

General Policy. All Directors, Officers and employees of the Association, or persons who have the power to direct the Association's management or policies or who otherwise owe a fiduciary duty to the Association, shall not advance their own personal or business interests, or those of others with whom such persons have a personal or business relationship, at the expense of the Association or in conflict with any obligation owed to the Association.

Such Persons have a fundamental duty to avoid conflicts of interest, potential conflicts of interest and apparent conflicts of interest with the Association. For example, directors and employees may refer potential vendors to the Association but must not imply to either the Association staff or the vendor that preferential treatment will be given.

The following additional examples of conflicts are provided to clarify the scope of this Code provision, but are not intended to describe all situations that might be covered by this provision:

- i. A person who owes a fiduciary duty to the Association receives money or other benefits from a third party in return for the Association granting a construction contract to the third party;
- ii. A third party makes a payment or provides employment to a spouse, child, parent, sibling or business partner of an officer, director, employee or affiliated person of the Association to influence the Company's decision on hiring the third party for a construction or cemetery development project;
- iii. An Officer, Director, employee or other person who owes a fiduciary duty to the Association advocates a transaction between the Association and a company in which such person owns stock or serves as an officer or director, at the expense of the Association.

It is impossible to outline every factual circumstance involving possible application of this policy. Every position in the Association involves a degree of trust and responsibility which

would be compromised if such person was to solicit or receive personal advantage by reason of his/her position in the Association or by reason of the Association's relationship with a client, customer or supplier. What is required is a constant awareness of the policy and the exercise of good judgement in each particular situation.

Duty to Disclose. At the time of the adoption of this Conflict of Interest Policy by the Association, all directors, officers and key employees shall disclose in good faith and in writing to the Association any of the following:

- i. Any entity of which such person or family of such person is an officer, director, trustee, member, owner, employee or key person which the Association has a relationship with;
- ii. Any financial interest such person may have in any corporation, organization, partnership or other entity which provides professional or other goods or services to the Association for a fee or other compensation;
- iii. Any position or material relationship such director, officer or key employee or family of such person may have with any not-for-profit corporation with which the Association has a business relationship with.

A Conflict of Interest shall only exist if the Association's Board of Directors votes that a Conflict of Interest truly does exist. The Board of Directors shall promptly determine the existence of any actual or potential Conflict of Interest based upon the available material facts. The transaction in question may be approved only if a majority vote of the Association's Board of Directors concludes that:

- i. The proposed transaction is fair and reasonable to the Association;
- ii. The Association proposes to engage in the transaction for its own purposes and benefits;
- iii. The proposed transaction is the most beneficial arrangement that the Association could obtain in the circumstances with reasonable efforts.

The minutes of any meeting at which such a vote and/or determination regarding an actual or potential Conflict of Interest shall reference the Association's efforts to investigate and address the transaction in question.

In addition, the Director, Officer, employee or other Key Person of the Association who has disclosed the potential Conflict of Interest and who is an Affiliated Person to the transaction or arrangement must not be present for deliberations and/or voting on the transaction and/or arrangement in which he or she has a financial interest.

No director shall vote, act or improperly influence deliberations on any matter in which he or she has been determined by the Association's Board of Directors to have a financial interest. Any

attempt by an Affiliated Person or Director to vote, act or improperly influence deliberations on any matter in which such person has a financial interest may be grounds for removal from the Board or termination of any interest with the Association.

Related Policies

Receipt of Gifts and Related Items – No Director, Officer or employee of the Association shall seek or accept, directly or indirectly, any gift, other than a nominal gift, from any individual, corporation or other business entity doing or seeking to do business with the Company, or participate in a transaction with an affiliated person, without the prior disclosure to and approval of the Association, as provided in this Code. Any director, officer or employee who is offered or receives a gift from a customer must disclose to his/her immediate supervisor for a determination as to whether the director or employee may retain the gift consistent with applicable laws and the provisions of the Code.

Business with Affiliates and Relatives – Employment of the Association staff by other parties, especially with those with a relationship to the Association, or the making of any gift or provision or any service to the Association to influence the Association's decision whether to employ an immediate family member of such person is prohibited. No directors, officers or other employees of the Association shall conduct Association business with any corporation or other business entity in which he/she or any of his/her relatives has an ownership or other interest without the prior approval of the Association.

Borrowing from a Client or Customer – No Director, Officer or employee of the Association shall borrow money or any other item of no more than nominal value from any present or potential client, customer or supplier of the Association without the prior approval of the Association; provided, however, this provision shall not prohibit any Director of the Association from borrowing money or any other item from its employer, which may be a potential client, customer or supplier of the Association, in conformity with the established and consistently applied policies of its employer.

Compensation – In accordance with this Code, compensation to Directors and employees of the Association or any Association subsidiary or affiliate must not exceed what is reasonable and commensurate with their individual duties and responsibilities.

Usurpation of Corporation Opportunity – Neither an affiliate of the Association nor any of its Officers or Directors, may usurp any corporate opportunity that properly belongs to the Association. Usurpation of a corporate opportunity involves taking advantage of an opportunity that the Association may without any legal or other impediment, undertake for its own benefit. Usurpation of a corporate opportunity is deemed to be a breach of fiduciary duty. If an Affiliate of the Association is deemed to have usurped a corporate opportunity of the Association, the usurping affiliate shall immediately disgorge all profits gained to the Association. In addition, it is the policy of the Association that all of its affiliates, including directors and officers, take all steps necessary to avoid the appearance of usurping a corporate opportunity.

Referrals between Affiliates – Any referral arrangements between the Association and an Affiliate shall comply with all New York State and federal law, regulations and applicable policies.

V. PERSONAL FINANCES AND TRANSACTIONS WITH THE ASSOCIATION

General – All Directors, Officers and employees of the Association are expected to conduct personal affairs in a manner which does not jeopardize the Association's standing in the community. While the Company has the utmost respect for the privacy and other personal rights, the Company also realizes the improper handling of personal finances could undermine the credibility of an employee or Director and that a precarious financial position could be thought to influence actions or judgements of such persons in their official capacity. Accordingly, it is the Association's policy to encourage all Directors, Officers and employees of the Association and its Affiliates to manage their personal finances in a manner that: (i) will not undermine their credibility with respect to the Association or its business; (ii) will not have a detrimental effect on the exercise of their judgement on Association-related business matters; and (iii) will not otherwise adversely affect or influence their conduct or actions made in their official capacity.

Loans From the Company – All loans and other transactions to, with or involving Directors, Officers, employees, Affiliates or Affiliated Persons of the Association must require that specified transactions be on terms and under circumstances, including credit standards, that are substantially the same, or at least as favorable to the Association, as those prevailing for comparable transactions with unaffiliated persons and companies. All loans with affiliates or affiliates persons of the Association must comply with applicable individual loan and aggregate loan limitations.

Real Estate Transactions – Consistent with the above-stated policy and state law and regulations regarding cemetery property, the sale or leasing of real estate to Affiliates or Affiliated Persons at preferential prices, preferential terms or preferential interest rates is prohibited.

Other Transactions Involving Directors, Officers, Employees, Affiliates and Affiliated Persons – Purchasing assets or services from the Association and selling assets or services to the Association are prohibited transaction without the prior approval of the Association.

Reimbursement of Employee Expenses – No Director, Officer, or employee of the Association shall use the Association's petty cash or other funds on hand for personal uses. All expenses incurred during the course of business must conform to Association's Employee-Related Expense Policy.

VI. BOARD CONSIDERATION OF TRANSACTIONS BY MANAGEMENT

An individual shall not advance their own personal or business interests, or those of others with whom they have a personal or business relationship, at the expense of the Association. If such Officer or Director has an interest in a matter or transaction before the board of directors, such individual must disclose to the board all material non-privileged information relevant to the board's decision on the matter or transaction, including: (i) the existence, nature and extent of

their interest, and (ii) the facts known to the individual as to the matter or transaction under consideration. The individual shall also refrain from participating in the discussion of the matter or transaction and recuse himself from voting on the matter or transaction (if such individual is a Director).

VII. CONFIDENTIALITY

Prohibition on Disclosure and Use – Any information regarding the Association's business is confidential, must not be released to third parties and must not be used for the personal gain or purposes of any other individual or group. Confidential information includes, but is not limited to, customer account information and proprietary information about the business of the Association or its affiliates, including what is commonly known as "insider" information.

All Directors, Affiliated Persons, persons owing a fiduciary duty, officers and other employees of the Association or any of its Affiliates, are prohibited from disclosing or releasing any Confidential Information in the possession of the Association or any of its affiliates. Confidential Information may be disclosed only as follows: (i) to public agencies (e.g. New York State Cemetery Board or Division of Cemeteries); (ii) to investigative agencies, after notification to and receipt of the concurrence of legal counsel of the Association (e.g. law enforcement); or (iii) as required by law, (e.g., subpoena), only after notification to and receipt of the concurrence of legal counsel of the Association.

VIII. OUTSIDE EMPLOYMENT AND OTHER ACTIVITIES

Outside Employment – All Directors, Officers and employees of the Association shall consult with their immediate supervisor or the general counsel before accepting any directorship, officership, offer or outside employment, etc. in an outside corporation or other business entity, where the entity does business or is likely to do business with the Association.

All Directors, Officers and employees of the Association shall manage their outside employment and other activities in accordance with all applicable laws, regulations and policy statements, including the regulations and policies prohibiting the usurpation of corporate opportunities. Usurpation of a corporate opportunity means among other things, that officer, directors, and other persons who have the power to direct the management or policies of a company, or otherwise owe a fiduciary duty to a company may not take advantage of corporate opportunities belonging to that company. An opportunity is viewed as belonging to a company if it is within the corporate powers of the company and is within present or potential practical advantage to the company. A person would not be viewed as taking advantage of a corporate opportunity if the person takes the opportunity after a disinterested majority of the board of directors is fully apprised of the opportunity and rejects it.

Civic Activities – The Association accepts responsibility as a member of the communities in which our officers are located to contribute to programs of civic, cultural and social betterment. Directors, Officers and employees of the Association are encouraged to exercise the rights and duties of citizens and to participate in local, civic and charitable activities. In some cases, however, it is improper for an Officer, Director or employee of the Association to serve as a

member, director, officer or employee of a municipal corporation, agency, school board, library board or similar organization. All Officer, Directors and employees of the Association should consult with the general counsel of the Association before engaging in any outside activity that is likely to present a conflict under this Code or interfere with the performance of any duties owed to the Association. It should be clear whether the employee or director is acting as a representative of the Company or in their individual capacity.

IX. SAFEGUARDING OF INSTITUTIONAL PROPERTY

It is the responsibility of all Directors, Officers and employees of the Association to safeguard the property of the Association. Damaging the Association's, or a customer's, property or records or violating the confidentiality of such records is prohibited. Internal accounting controls, record keeping policies, security and investment policies, loan policies and underwriting standards and auditing policies have been established and disseminated by the Association to meet its business needs as well as the requirements of applicable laws and regulations, or any successor regulations. It is the responsibility of each Director, Officer and employee of the Association to adhere to these policies and procedures.

X. REPORTING OF QUESTIONABLE OR BUSINESS PRACTICES

Corporate fraud is illegal and prohibited. Accordingly, the Association has imposed certain procedures for reporting questionable accounting or business practice.

Reporting - If any employee believes that the Association or any of its employees has engaged in any type of questionable accounting activity, or believes any employee has violated the Association's Code of Ethics and Conflict of Interest Policy, such employee should report the allegation to their immediate supervisor, Chief Financial Officer, Association President or the Chairman of the Audit Committee. If circumstances warrant, the employee should report directly to the Audit Committee Chairman. The name and contact information of the Chairman will be posted on Association's H/Drive and S/Drive in the folder marked "Audit Committee Chairman." Confidentiality and anonymity will be maintained in accordance with the law and the matter shall be fully investigated.

Protections - The Association will not retaliate against any employee who makes such a report or who assists in the investigation or processing of any such allegation of corporate fraud. The Association is committed to this principle.

XI. COMPLIANCE WITH LAWS AND REGULATIONS

All Directors, Officers and employees of the Association shall carry out their responsibilities in accordance with all applicable laws, regulations and policy statements, including all applicable federal and state criminal laws governing fraud, bribery, embezzlement, conversion and conflicts of interest. Directors, Officers and employees of the Association must conduct their business affairs in a manner consistent with applicable safety and soundness standards and the requirements of this Code.

XII. CODE ADMINISTRATION AND ENFORCEMENT

Responsibility to Report Code-Related Matters – All persons subject to this Code must report related matters in accordance with the procedures set forth herein. All Officers and employees must promptly make reports of any related matters to their immediate supervisor. All supervisors receiving such reports must promptly advise the general counsel, even if such supervisor has reason to believe that the general counsel has already been advised.

The President of the Company, the Chairman of the Board of Directors and each director of the Company must promptly make reports of any Code-related matters to the general counsel. If an officer or employee does not believe that such Code-related matter can be resolved by his or her immediate supervisor or involves such immediate supervisor, the officer or employee may report such matter directly to the general counsel or the Chairman of the Audit Committee.

General Procedures for Resolving All Code-Related Matters – If the general counsel is unable to promptly resolve a Code-related matter consistent with this Code and applicable laws and regulations, the general counsel shall promptly confer with the President of the Company. If the general counsel and the President are unable to promptly resolve the matter to their mutual satisfaction consistent with this Code and applicable laws and regulations, the general counsel and the President shall promptly confer with the Audit Committee of the Board of Directors. If the general counsel, the President and the Audit Committee are unable to promptly resolve the matter to their mutual satisfaction consistent with this code and applicable laws and regulations, the general counsel, the President and the Audit Committee shall promptly confer with the Chairman of the Board of Directors to determine a mutually satisfactory resolution.

If a Code-related matter is brought directly to the Chairman of the Audit Committee and the Chairman is unable to promptly resolve the Code-related matter consistent with this Code and applicable law and regulations, the Chairman of the Audit Committee shall promptly confer with the other members of the Audit committee. If the Audit Committee is unable to promptly resolve the Code-related matter consistent with this Code and applicable law and regulations, then the Audit Committee shall promptly confer with the Chairman of the Board to determine a mutually satisfactory resolution.

The Chairman of the Board of Directors may confer with the full Board of Directors on any Code-related matter.

Sanctions for Code Violations – Failure to comply with the policies in this Code will result in disciplinary action, ranging from a reprimand to dismissal and possible civil and criminal prosecution. Disciplinary actions will be pursued by the Association against all of the following: (a) any Director, Officer or employee violating this Code; (b) any Director, Officer or employee of the Association deliberately withholding information regarding a Code Violation; (c) the manager or supervisor of a person who has committed an act under (a) or (b). In circumstances where such violation reflected poor supervision or lack of diligence; and (d) any director or employee who retaliates, directly or indirectly, against any employee who reports a suspected Code Violation. In addition, Code Violations may expose the offending Director or employee and the Association to monetary damages, regulatory penalties and criminal sanctions. The

Association will ensure that all disciplinary actions taken to enforce this Code are applied consistently and in accordance with all applicable laws and regulations.

XIII. CODE-RELATED TRAINING

The Association shall:

- a. Ensure that copies of this Code are distributed to all existing and newly hired or appointed Officers, Directors and employees of the Association and all existing and newly hired or appointed Directors and Officers of the Association's affiliates and shall ensure that all compliance materials related to this Code are distributed to all existing and newly hired management, administrative and professional personnel of the Association and its affiliates;
- b. Develop, review and, as required, update on a continuing basis this Code and any related compliance programs and policies;
- c. Form and review auditing procedures to confirm compliance with this Code.

XIV. INITIAL AND PERIODIC REVIEW AND CERTIFICATION OF COMPLIANCE

The Association will maintain a copy of this Code as part of its permanent corporate records. The general counsel will maintain written records of any reports, disclosures or investigations made under this Code and resolutions of any such matters.

Initial Review – All Directors, Officer and employees of the Association shall be provided a copy of this Code as soon as practicable after its approval by the board of directors or at the time of (or as soon as practicable after) the person's initial association or employment with the Association. All such persons will certify that they have read this Code and that any questions regarding this Code have been answered by the Association representative to their satisfaction.

Annual Review – All Directors, Officers and employees of the Association must complete a Conflict of Interest Questionnaire approved by the board of directors relating to all duties and obligations of directors, officers and employees provided in this Code.

XV. MAINTENANCE OF CODE-RELATED RECORDS

Copies of initial and annual certifications will be kept by the Association in each person's official personnel records and duplicate copies of all certifications shall be kept in separate, secure files maintained by the general counsel.

The general counsel shall separately maintain and secure the certifications and all other records, documents and other information relating to this Code and its administration and make such records, documents and other information promptly available to members of the Audit Committee of the board of directors, the President of the Association and the Chairman of the

Board to assist them in executing their responsibilities under this Code and under other applicable laws and regulations.