

AGENDA
BOARD OF CEMETERY TRUSTEES
MAY 14, 2019

AGENDA ITEM 3A
DISCUSSION ITEMS:

**PRESENTATION BURIAL
OPTIONS BY:
CRAIG NEIL, NORWALK-
WILBERT**



Agenda Items – Craig Neal, COO – Norwalk Vault Company/Granite Choices

Meeting – City of Lebanon Cemetery Association Board of Directors

Tuesday, May 14th 5:00 PM

- 1.) Burial Vault 101 – The reasons Outer Burial Containers are so important to a cemetery
- 2.) Columbaria – Above ground Cremation Niche Choices/Ideas
- 3.) Green Burial
- 4.) Scattering Garden for cremated remains



May 3, 2019

Quote #1

Prepared for:

City of Lebanon Cemeteries

1 Seventy-Two (72) Niche Columbarium.....\$30,883

Mahogany Base with Maple Shutters

1 Accessory Kit.....\$875

Includes 2 spare Exterior Shutters and 5 spare interior shutters

Large and Small Suction Cups

Offloading Straps

4 Estate Benches.....\$989 each Ext. \$3,956

Total.....\$35,714

Terms: 50% due at signing of contract with balance due 10 days following job completion.

Please allow 120 days for delivery. Delivery is included.

Price does not include crane and foundation cost. Foundation drawings will be provided at no additional charge.

Granite Choices - Cost/ Benefit Analysis for City of Lebanon, NH

**(1) GP72NICHE Maple and Mahogany Six- Sided Columbarium – All Granite Construction
Double shuttered with Quad Exterior Shutters - 12" x 12" x 12" Niche Dimensions
Fluted Columns**

**(4) GPBENCH – Memorial Bench in Maple– All Granite Construction with 2 arched supports
and attached base**

Revenue

Columbarium Revenue - 72 spaces at average selling price of \$750 each	\$54,000
Inurnment Opening and Closing with recording document – 72 @ \$150 each	\$10,800
<u>Profit on Lettering/Inscription Fees – 72 @ \$150 each</u>	<u>\$10,800</u>
Total Revenue	\$75,600

Costs

Columbarium Cost	\$30,883
Crane and Foundations (Cemetery)	\$ 2,000
Cost of Benches (4 @ \$989 each)	\$ 3,956
Accessory Kit	<u>\$ 875</u>
Total Costs	\$37,714

Net Profit **\$37,886**



May 3, 2019

Quote #2

Prepared for:

City of Lebanon Cemeteries

1 Sixty-Four (64) Niche Columbarium.....\$20,165

Mahogany Base with Maple Shutters

1 Accessory Kit.....\$875

Includes 2 spare Exterior Shutters and 5 spare interior shutters

Large and Small Suction Cups

Offloading Straps

4 Memorial Benches.....\$989 each Ext. \$3,956

Total.....\$24,996

Terms: 50% due at signing of contract with balance due 10 days following job completion.

Please allow 120 days for delivery. Delivery is included.

Price does not include crane and foundation cost. Foundation drawings will be provided at no additional charge.

Granite Choices - Cost/ Benefit Analysis for City of Lebanon, NH

**(2) GP64NICHE Maple and Mahogany Double-Sided Columbarium– All Granite Construction
Double shuttered with Quad Exterior Shutters - 12" x 12" x 12" Niche Dimensions
Gable Roof**

**(4) GPBENCH – Memorial Bench in Maple– All Granite Construction with 2 arched supports
and attached base**

Revenue

Columbarium Revenue - 64 spaces at average selling price of \$750 each	\$48,000
Inurnment Opening and Closing with recording document – 64 @ \$150 each	\$ 9,600
<u>Profit on Lettering/Inscription Fees – 64 @ \$150 each</u>	<u>\$ 9,600</u>
Total Revenue	\$67,200

Costs

Columbarium Cost	\$20,165
Crane and Foundations (Cemetery)	\$ 2,000
Cost of Benches (4 @ \$989 each)	\$ 3,956
Accessory Kit	<u>\$ 875</u>
Total Costs	\$26,996

Net Profit **\$40,204**