



Cemetery Expansion Proposed Space Fees

Cemetery Board - June 21, 2023

Staff Presenter: Jen Basham, Parks and Recreation Director

Overview

- ① **Cemetery Operations**
- ② **Cemetery Management Contract**
- ③ **Current Fees**
- ④ **Benchmarking**
- ⑤ **Proposed Fees**

Cemetery Operations

Parks and Recreation

- Contract management and oversight
- Grounds maintenance and operations
- Rule and ordinance compliance
- Capital program and assets management (excludes grave monuments)

City Secretary's Office

- Official record keeper and space fee remittance collections

Cemetery Management Contractor

- Sales, marketing, billing, fee collections, and pertinent accounting
- Burials and graveside services coordination
- Records retention and submissions from sales/burials

Space Owner

Adhere to cemetery rules and regulations, ensuring decor and monuments meet ordinance standards

Cemetery Management Contract

- Contractor: Burleson Cemetery Operators LLC dba Lucas and Blessing
 - Executed: November 12, 2018
 - Term: 10 years with two 5-year renewal options that must be approved by City Council
 - Items subject to fees:
 - Burial lot sales
 - "Extraordinary burial structures" e.g. columbaria, scatter gardens, etc.
 - Remittance fee to City: 65%
 - Fee increases greater than 10% from previous year must be approved by Council
- Fees have not increased since 2016



Current Space Fees (Original Section)

Fees applicable to contract:

- Single grave space: \$1,450
- Companion space (double-depth): \$2,350
(second interment rite add \$900 to single grave space fee)
- Baby Space: \$245



Benchmarking Comparable Cemeteries

Cemetery grave pricing reviewed to ensure adherence to current market rates for newly expanded area

- Bear Creek Cemetery - similar to Burleson as recently reinvented cemetery
- Laurel Land Cemetery - close in proximity and class
- Mansfield Cemetery - close in proximity and class
- Mt. Gilead - good model to consider for columbarium management and pricing currently managed by Lucas and Blessing
- Skyvue Cemetery - close in proximity and class
- **Other local cemeteries not recommended to compare to new Burleson improvements**



Benchmarking

	Flat Marker	Upright	Cremation Space	Cremation Niche (Columbarium)	Baby	Double Depth	Family (3 plots)	Family (4 plots)
Mansfield City	\$2,000	\$2,000	NA	NA	NA	NA		
Skyvue Memorial	\$920	NA	NA	\$2,170- \$3,190	\$300-\$600	\$200		
Laurel Land Memorial	\$3,995-\$6,695	\$6,695	NA	\$4,495	\$695	\$2,795		
Bear Creek	\$300	\$3,000	\$1,200	NA	\$800	NA		
Mt. Gilead	NA	NA	NA	\$2,200	NA	NA		
Burleson	\$1,450	\$1,450	\$995	\$2,200	\$245	\$2,350	\$11,250	\$15,000

Fees

Proposed fees provided by Lucas and Blessing using benchmark data provided on the previous slide

Space Type	# of spaces available in original area	# of spaces available in expansion area	Original Area Fees	Proposed Expansion Area Fees	Comments
Upright Monument	*300 (some spaces unusable due to size requirements)	320	\$1,450	\$2,500	Includes extra 2-ft. easement for monument with shrub wall
Flat Monument		576		\$1,700	
Double Depth	(Any full size space could be used as double depth)	(Any full size space could be used as double depth)	\$900	\$900	
Cremation Space	NA	300	NA	\$995	
Cremation Space	NA	128	NA	\$2,200	
Family Estate (3 plots)	NA	4	NA	\$11,250	3 spaces in center plaza near fountain with private shrub wall
Family Estate (4 plots)	NA	8	NA	\$15,000	4 spaces in center plaza near fountain with private shrub wall
Baby Spaces	16	190	\$245	\$500	
Total	316	1,558			

Revenue Projections

Proposed fees only applicable to expanded area, not original cemetery area

Space Type	Existing fees	Proposed	Revenue using existing fees	Revenue using proposed fees
Upright Monument	*\$1450	\$2,500	\$464,000	\$800,000
Flat Monument		\$1,700	\$835,200	\$979,200
Double Depth	\$2,350	\$2,350	(Any full size space could be used as double depth)	
Cremation Space	NA	\$995	\$298,500	\$298,500
Cremation Space	NA	\$2,200	\$281,600	\$281,600
Family Estate (3 plots)	NA	\$11,250	\$45,000	\$45,000
Family Estate (4 plots)	NA	\$15,000	\$120,000	\$120,000
Baby Spaces	\$245	\$500	\$46,550	\$95,000
Total			\$2,090,850	\$2,619,300
Net 65% remittance			\$1,359,052.50	\$1,702,545
Net Difference			\$343,492.50	

***No distinction made between flat and upright monument spaces in original cemetery area**

Operations and Maintenance (O&M) Costs

Spaces Sales Revenues expensed over **20 years** (estimated time to sell all spaces)

Includes all remaining spaces available for sale including old section spaces

Remaining old section spaces assumed at existing rate

Assumes annual lot sales as constant over estimated time to sell all remaining lots

Does not include annual costs or budget for leveling leaning monuments in old section with foundation and piers

All revenues are net revenues accounting for **65% remittance** to City for every lot sale

Estimated Annual Revenue Using Existing Fees	Estimated Annual Revenue Using Proposed Fees	Annual O&M Costs for Entire Cemetery	Estimated Annual Cost Recovery Existing Fees	Estimated Annual Cost Recovery Proposed Fees
\$67,952.63	\$85,127.25	\$74,000	-\$6,047.38	\$11,127.25

Options

Staff Recommendation



**Recommend approval of fees
as presented**



**Recommend approval of fees
with changes**



**Recommend rejection of fees
as presented for new study
and assessment**