



City of Eustis

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TO: Eustis City Commission
FROM: Tom Carrino, City Manager
DATE: October 20, 2022
RE: Ordinance Number 22-21: Amending Chapter 22, Code of Ordinances, Cemeteries

Introduction:

The purpose of Ordinance Number 22-22 is to establish new rates for lot prices for all portions of Greenwood Cemetery including but not limited to: lots, crypts, cremation niches, mausoleum, columbarium and related fees. Effective with the passage of this ordinance, rates shall be set by resolution.

Background:

Eustis City Commission has determined that, in order to maintain the quality of service and beauty of Greenwood Cemetery, it is necessary for the City to increase the revenues affiliated with the Cemetery. The last fee adjustment associated with Greenwood Cemetery was in 2006, to allow for a pricing structure to include the addition of a mausoleum. There have been no fee changes since 2006 and the City continually operates the cemetery at a loss each year.

Several workshops have been held recently to discuss the current situation at the Greenwood Cemetery. Additionally, a cost comparison analysis of pricing with nearby municipal cemeteries was also performed. It is apparent that the City needs a price adjustment to minimize future losses operating the cemetery. The operating expenses, averaged over the last 5 years is \$140,489. In comparison, the average revenue over the same 5-year period is \$25,751 for an average yearly net loss of -\$114,738.

The cost comparison with nearby municipal cemeteries shows the City of Eustis is consistently lower than our neighboring cities in pricing for burial spots, columbarium niches and mausoleum crypts as well as the associated opening and closing fees.

Cemetery Pricing - July 2022

	Burial Space		Opening/Closing		Columbarium		Opening/Closing	
	Resident	Non-Resident	Weekday	Weekend	Resident	Non-Resident	Weekday	Weekend
EUSTIS	\$ 450	\$ 675	\$ 350	\$ 500	\$ 500	\$ 700	\$ 150	\$ 200 1 internment free
MOUNT DORA	\$ 1,200 \$200 administration fee	\$ 1,800	\$ 200	\$ 400	\$ 800	\$ 1,200	\$150 engraving fee \$200 administration fee	
HOWEY-IN-HILLS	\$555-\$4880		\$25 opening permit fee					
TAVARES	\$ 450	\$ 700	\$ 580	\$680-\$980				
cremains	\$ 75	\$ 100						
LIVE OAK	\$ 750 \$200 permit fee veteran citizens are free				\$ 600			
WINTER PARK - 1	\$ 2,800		\$ 1,300	\$ 1,600				
WINTER PARK - 2	\$ 5,500							
cremains	\$650/\$850		\$ 350	\$ 450				
ORLANDO	\$ 1,500	\$ 3,000						
LAKE MARY	\$ 1,000 \$25 permit fee	\$ 1,500						
LONGWOOD	\$ 625	\$ 1,800						
APOPKA	\$ 1,000	\$ 1,400						

The City of Eustis does operate and maintain the Greenwood Cemetery for the benefit of the community and does not intend to operate with a profit. However, to continue to maintain the quality of service and beauty of Greenwood Cemetery, it is necessary for the City to increase the revenues affiliated with the Cemetery. The following pricing structure is proposed:

	Burial Space		Opening/Closing		Exs Cremation Garden Space		Opening/Closing	
	Resident	Non-Resident	Weekday	Weekend	Resident	Non-Resident	Weekday	Weekend
Current	\$ 450	\$ 675	\$ 350	\$ 500	\$ 175	\$ 250	\$ 75	\$ 100
Adjusted	\$ 1,000	\$ 1,500	\$ 1,000	\$ 1,400	\$ 250	\$ 450	\$ 200	\$ 300

** represents 3rd party Contractor for opening, closing, chairs and tent

	Columbarium		Opening/Closing		Masuleum Niche		Opening/Closing	
	Resident	Non-Resident	Weekday	Weekend	Resident	Non-Resident	Weekday	Weekend
Current	\$ 500	\$ 700	\$ 150	\$ 200	\$ 500	\$ 700	\$ 150	\$ 200
Adjusted	\$ 800	\$ 1,200	\$ 200	\$ 300	\$ 800	\$ 1,200	\$ 200	\$ 300

	Masuleum Crypt		Opening/Closing	
	Resident	Non-Resident	Weekday	Weekend
Current	\$1950-\$7100	\$2925-\$10,650	\$400-\$600	\$500-\$700
Adjusted	\$1950-\$7100	\$2925-\$10,650	\$ 750	\$ 950

Recommended Action:

Staff recommends approval of Ordinance Number 22-22 as submitted.

Policy Implications:

n/a

Alternatives:

- Approve Ordinance Number 22-22.
- Deny Ordinance Number 22-22 and provide direction to staff on how they would prefer to fund/modify the ongoing operations of the Greenwood Cemetery.

Discussion of Alternatives:

1) Approval of Ordinance Number 22-22:

Advantages: Approval of the ordinance will help close the gap in expenses and revenues. These changes will not bring the cemetery operations into profitability, however the additional generated expenses can be used to maintain the property to a higher level of maintenance. Additionally, the increased opening and closing prices will allow the City to seek a third party contractor to assist in the required opening and closing operations.

Disadvantages: The customer rates will be increased.

2) Denial of Ordinance Number 22-22:

Advantages: System customer rates will not increase.

Disadvantages: The Cemetery will continue to increase in operating costs, possibly resulting in a decreased level of care.

Community Input:

The Greenwood Cemetery has been discussed at several City Commission meetings throughout the year including a detailed presentation at the December 16, 2021 meeting as well as a Workshop on August 18, 2022.

Prepared By:

Rick Gierok, Public Works Director

Reviewed By:

Mike Sheppard, Finance Director

Attachments:

Ordinance Number 22-22

Ordinance 22-22 Exhibit A: Fee Schedule Change