

**TEMECULA PUBLIC CEMETERY DISTRICT  
BOARD OF TRUSTEES  
REGULAR MEETING**

**April 15, 2021 @ 8:00 a.m.  
Teleconferenced  
Government Code #54953(b)**

**AGENDA- Estimated Time: 2 Hrs.**

- 1. Call To Order:@8:00 a.m. by Trustee Qualm-**
- 2. Pledge of Allegiance: Trustee Qualm**
- 3. Roll Call**  
Chair Qualm, Vice-Chair Reese, Trustee Vanderhaak, Trustee Dugan, Trustee Davis, General Manager, Beaudet

**Motions to Excuse:**

**Visitors:**

**Public Comments:**

At this time, members of the public are invited to address the Board concerning any items on the Agenda, or on any other matters that are not on the Agenda but are within the subject matter jurisdiction of the District. Request must be submitted in person prior to the start of the meeting. Every person will be allowed 5 minutes to address the Board of Trustees; in accordance with State Law, (Brown Act) all items to be acted on must be posted 72 hours in advance.

**4. Consent Calendar:**

All matters on the Consent Calendar are considered routine and may all be approved by one motion. Any member of the Board or the public may request an item be removed from the Consent Calendar for discussion or separate action. Unless otherwise specified in the request to remove an item from the Consent Calendar, all items shall be considered immediately following action on the remaining items on the Consent Calendar.

A. **Approval of Minutes**

*Recommendation:* That the Board approve the minutes of the Regular Board Meeting of March 18, 2021

B. **Approval of Check Registers**

*Recommendation:* That the Board approves the March-2021 Check Register Nos. 101100, 101200 and 101300.

C. **Approval of Bookkeeper Report**

*Recommendation:* That the Board receives and files the March 2021 Bookkeeper Reports.

## **5. Action Items**

### **A. COVID-19 Employee Hazard Pay Incentive**

*Recommendation:* That the Board consider compensating the employees for added risk associated with the close interactions with the public and coworkers during the COVID state of emergency. 3<sup>rd</sup> covid payout would be for October 15- April 02, 2021.

### **B. Fiscal Year ending June 30, 2020**

*Recommendation:* The Trustees acknowledge the resolutions and money transfers.

1. General fund #101100G, Manager recommends moving 1,000,000.00 to ACO.

- Resolution #2021-2 and Journal Entry

2. Endowment Fund, Manager suggest moving \$387,575.00 from principle to Stifel account
3. Endowment Fund, Manager suggest moving \$7,421.41 from interest to Stifel account  
Last transfer to ACO was 2018  
Last transfer to Stifel was 2018

- Resolution# 2021-1 and Payment Voucher

### **C. CAPC Board of Directors Election**

*Recommendation:* That the Trustees direct the manager as to their decision.

**6. Financial Reports:**

- A. March 2021 Balance Sheet
- B. March 2021 Profit and Loss
- C. March 2021 Stifel Investments; principal and interest

**7. General Managers Reports:**

- A. March 2021 Revenues
- B. March 2021 Plot Inventories
- C. March 2021 Depletion
- D. March Calendar

**8. General Counsel Reports: Gustavo Lamanna**

## **9. Fiscal Year 2020-2021 Subcommittees**

- A. 52-acre Cemetery Property (**Vanderhaak-Davis**)
  - Land being disced
- B. Landscape Plan (**Dugan-Qualm**)
  - 
  - Getting quote for painting exterior stucco wall.
- C. Cenotaph/ Ossuary (**Vanderhaak-Reese**)
- D. Conférence Liaison (**Davis-Dugan**)
- E. Polices (**Qualm-Davis**)
- F. General Price List (**Qualm-Reese**)
- G. Investments (**Davis-Reese**)
  - Money to be sent to Stifel followed by re-investments

## **10. Future Trustee Agenda Items:**

General Contractors  
Dry Utilities  
RCWD  
Transportation  
Stewart Title

**11. CLOSED SESSION ITEMS:**

**A. CONFERENCE WITH LEGAL COUNSEL—ANTICIPATED INITIATION OF LITIGATION**

Pursuant to Government Code of Section 54956.9 (d) (**one potential case**)

**B. Closed Session Announcement**

**12. Board Comment:**

**13. Announcements:**

**14. Adjournment Time:**

**1<sup>st</sup> Motion:**

**2<sup>nd</sup> Motion:**

**All in Favor:**

Next Regular Board Meeting – May 20, 2021

In compliance with the Americans with Disabilities Act, if you need special assistance in this meeting, please contact the District Secretary at (951) 699-1630. Notification 72-hours prior to the meeting will generally enable District staff to make reasonable arrangements to ensure accessibility. (28 CFR 35.102.35.104 ADA Title II)

All supporting documentation is available for public review at the Temecula Public Cemetery District Office located at 41911 C Street, Temecula, California during regular business hours, 8:00 a.m. – 4:30 p.m., Monday through Friday. Or at [www.temeculacemetery.org](http://www.temeculacemetery.org) posted April 12, 2021

**Due to COVID-19 all correspondence shall be conducted electronically until further notice.**



**TEMECULA PUBLIC CEMETERY DISTRICT  
BOARD OF TRUSTEES  
REGULAR MEETING**

**March 18, 2021 @ 8:00 a.m.  
Teleconferenced  
Government Code #54953(b)**

**Minutes**

- 1. Call To Order:@ 8:00 a.m. by Trustee Qualm**
- 2. Pledge of Allegiance: Trustee Qualm**
- 3. Roll Call**  
Chair Qualm, Vice-Chair Reese, Trustee Vanderhaak, Trustee Dugan, Trustee Davis, General Manager, Beaudet

**Motions to Excuse: Motion was made by Trustee Reese to excuse Trustee Dugan to accommodate a scheduled appointment. Seconded by Trustee Vanderhaak and passed 4/0.**

**Visitors: None**

**Public Comments:**

At this time, members of the public are invited to address the Board concerning any items on the Agenda, or on any other matters that are not on the Agenda but are within the subject matter jurisdiction of the District. Request must be submitted in person prior to the start of the meeting. Every person will be allowed 5 minutes to address the Board of Trustees; in accordance with State Law, (Brown Act) all items to be acted on must be posted 72 hours in advance.

4. **Consent Calendar:** Motion was made by Trustee Qualm to accept the consent calendar as presented, seconded by Trustee Davis and passed with a 5/0 vote.

All matters on the Consent Calendar are considered routine and may all be approved by one motion. Any member of the Board or the public may request an item be removed from the Consent Calendar for discussion or separate action. Unless otherwise specified in the request to remove an item from the Consent Calendar, all items shall be considered immediately following action on the remaining items on the Consent Calendar.

A. **Approval of Minutes**

*Recommendation:* That the Board approve the minutes of the Regular Board Meeting of February 18, 2021

B. **Approval of Check Registers**

*Recommendation:* That the Board approves the February-2021 Check Register Nos. 101100, 101200 and 101300. Trustee Vanderhaak questioned check #8055 and who it was.

C. **Approval of Bookkeeper Report**

*Recommendation:* That the Board receives and files the February 2021 Bookkeeper Reports.

## **5. Action Items**

- A. Land Appraisal- Santolucito Dore'** A motion was made by Trustee Vanderhaak to pursue the appraisal, the motion included to pay the 50% down to initiate the job. Seconded by Trustee Davis and passed with a 5/0 vote.

*Recommendation:* This appraisal is regarding the vacant lot behind the cemetery District, owned by the Rancho Highlands association. The appraiser was referred by the city of Temecula. Please read email thread and direct the manager if she should proceed with the down payment of 50% of \$3,400.00

## **B. Michael Baker aka RBF**

*Recommendation:* See attached the redlines from the Rancho Ca Water District, December 2020 and the latest revisions March 2021.

## **C. Fiscal Year ending June 30, 2020**

*Recommendation:* The Trustees discuss moving funds from the Riverside County Auditors.

1. General fund #101100G, Manager recommends moving 1,000,000.00 to ACO

A motion was made by Trustee Vanderhaak to move the 1,000,000.00 from the General Fund #101100-G over to the ACO Fund #101100-C, seconded by Trustee Reese and passed with a 5/0 vote.

2. Endowment Fund, Manager suggest moving \$387,575.00 from principle to Stifel account
3. Endowment Fund, Manager suggest moving \$7,421.41 from interest to Stifel account  
Last transfer to ACO was 2018  
Last transfer to Stifel was 2018

A motion was made by Trustee Dugan to move the Endowment principal and interest from the county to Stifel. Seconded by Trustee Davis and passed with a 5/0 vote. Total \$394,996.41

**6. Financial Reports:** Motion was made by Trustee Vanderhaak to receive and file the February financials, seconded by Trustee Dugan and passed with a 5/0 vote.

- A. February 2021 Balance Sheet with explanation of“NET POSITION”
- B. February 2021 Profit and Loss
- C. February 2021 Stifel Investments; principal and interest

**7. General Managers Reports:**

- A. February 2021 Revenues
- B. January 2021 Plot Inventories
- C. February 2021 Depletion
- D. Calendar

## **8. General Counsel Reports: Gustavo Lamanna**

Nothing to report

## **9. Fiscal Year 2020-2021 Subcommittees**

- A. 52-acre Cemetery Property (**Vanderhaak-Davis**)
- B. Landscape Plan (**Dugan-Qualm**)
- C. Cenotaph/ Ossuary (**Vanderhaak-Reese**)
- D. Conférence Liaison (**Davis-Dugan**)
- E. Polices (**Qualm-Davis**)
- F. General Price List (**Qualm-Reese**)
- G. Investments (**Davis-Reese**)

**10. Future Trustee Agenda Items:**

General Contractors  
Dry Utilities  
RCWD  
Transportation  
Stewart Title  
Senator Melissa Melendez

**11. CLOSED SESSION ITEMS:**

**A. CONFERENCE WITH LEGAL COUNSEL—ANTICIPATED INITIATION OF LITIGATION**

Pursuant to Government Code of Section 54956.9 (d) (**one potential case**)

**B. Closed Session Announcement**

Nothing to report

**12. Board Comment:**

**13. Announcements:**

**14. Adjournment Time: 9:12 am**

**1<sup>st</sup> Motion: Trustee Reese**

**2<sup>nd</sup> Motion: Trustee Davis**

**All in Favor: 4/0- Trustee Dugan absent**

**Next Regular Board Meeting – April 15, 2021**

Temecula Public Cemetery District

4/6/2021 9:35 AM

Register: 101100 · US Bank Checking

From 03/01/2021 through 03/31/2021

Sorted by: Date, Type, Number/Ref

Date	Number	Payee	Account	Memo	Payment	C	Deposit	Balance
03/04/2021	8066	Frigid Fluid Co	201100 · Accounts Pay...	215773- Sales ...	9,137.67	X	Board ✓	57,670.05
03/04/2021	8067	US Bank	201100 · Accounts Pay...		583.71	X		57,086.34
03/08/2021	AJE 255		515100 · Life Insuranc...	Automatic with...	35.64	X		57,050.70
03/09/2021	8068	County of Riverside I...	201100 · Accounts Pay...	IT 4281-IT-4431	191.40	X		56,859.30
03/09/2021	8069	CR&R Incorporated	201100 · Accounts Pay...	1252577	336.79	X		56,522.51
03/09/2021	8070	Crowne Hill Consulti...	201100 · Accounts Pay...	14401-14400	347.03	X		56,175.48
03/09/2021	8071	EcoFert Inc	201100 · Accounts Pay...	4830	490.00	X		55,685.48
03/09/2021	8072	Law Offices Of Quin...	201100 · Accounts Pay...	133/134	170.00	X		55,515.48
03/09/2021	8073	Linda Glau CPA	201100 · Accounts Pay...		797.50	X		54,717.98
03/09/2021	8074	Protection One (corp)	201100 · Accounts Pay...	138755700	305.61	X		54,412.37
03/09/2021	8075	Prudential Overall Su...	201100 · Accounts Pay...	Kathy Hernan...	196.50	X		54,215.87
03/09/2021	8076	Sparkletts	201100 · Accounts Pay...	5728175-022121	87.21	X		54,128.66
03/09/2021	8077	Sun City Granite	201100 · Accounts Pay...	18150-18151	310.00	X		53,818.66
03/09/2021	8078	Wildlife Control Ser...	201100 · Accounts Pay...	WL3185	450.00	X		53,368.66
03/09/2021	031021	Downs Energy	201100 · Accounts Pay...	cl 79102	36.07	X		53,332.59
03/11/2021	AJE 257		101200 · US Bank Pay...	Monthly autom...	411.30	X		52,921.29
03/12/2021			523290 · Bank Charges	Service Charge	16.00	X		52,905.29
03/15/2021	031921	CalPers 457 Plan	201100 · Accounts Pay...		1,233.76	X		51,671.53
03/15/2021			101200 · US Bank Pay...	Funds Transfer	8,773.11	X		42,898.42
03/16/2021			101100G · Cash - Gen...	Deposit		X	42,222.87	85,121.29
03/19/2021	8079	Cindi Beaudet	201100 · Accounts Pay...		248.76			84,872.53
03/24/2021	8080	Metlife	201100 · Accounts Pay...	KMO5754030-...	49.23	X		84,823.30
03/24/2021	8081	Santolucito Dore Gro...	201100 · Accounts Pay...	Rancho Highla...	1,700.00		Board ✓	83,123.30
03/24/2021	8082	South County Pest C...	201100 · Accounts Pay...	0252163	46.00	X		83,077.30
03/24/2021	8083	Southern California ...	201100 · Accounts Pay...	2-03-325-4707	387.21			82,690.09
03/24/2021	8084	Standard Insurance C...	201100 · Accounts Pay...	160-513170-00...	332.36			82,357.73
03/24/2021	8085	Verizon Wireless	201100 · Accounts Pay...	872114130	256.41			82,101.32
03/24/2021	8086	Home Depot Credit S...	201100 · Accounts Pay...	9290855	76.09	X		82,025.23
03/24/2021	032021	Downs Energy	201100 · Accounts Pay...	cl- 80406	229.35	X		81,795.88
03/25/2021	8087	Prudential Overall Su...	201100 · Accounts Pay...	Kathy Hernan...	241.96			81,553.92
03/26/2021	8088	Avel Walker	201100 · Accounts Pay...	Boots	184.86	X		81,369.06
03/26/2021	040121	CalPers 457 Plan	201100 · Accounts Pay...		1,222.24	X		80,146.82
03/26/2021	040221	California Public Em...	201100 · Accounts Pay...	7490021932 ...	3,925.54	X		76,221.28
03/26/2021			101200 · US Bank Pay...	Funds Transfer	9,484.41	X		66,736.87
03/31/2021	8089	Automated gate servi...	201100 · Accounts Pay...	145473	675.00			66,061.87
03/31/2021	8090	County of Riverside I...	201100 · Accounts Pay...	IT 4281-IT-4431	165.88			65,895.99
03/31/2021	8091	Protection One (corp)	201100 · Accounts Pay...	139245401	305.61			65,590.38
03/31/2021	8092	Sparkletts	201100 · Accounts Pay...	5728175-032121	51.92			65,538.46
03/31/2021	8093	US Bank	201100 · Accounts Pay...		1,214.47			64,323.99



Temecula Public Cemetery District

4/6/2021 9:36 AM

Register: 101200 · US Bank Payroll

From 03/01/2021 through 03/31/2021

Sorted by: Date, Type, Number/Ref

<b>Date</b>	<b>Number</b>	<b>Payee</b>	<b>Account</b>	<b>Memo</b>	<b>Payment</b>	<b>C</b>	<b>Deposit</b>	<b>Balance</b>
03/05/2021	AJE 248		510040 · Regular Salar...	Bank Draft Am...	6,375.20	X		5,016.28
03/05/2021	AJE 248		510040 · Regular Salar...	Bank Draft Am...	2,859.39	X		2,156.89
03/05/2021	AJE 248		510040 · Regular Salar...	Monthly charg...	154.27	X		2,002.62
03/11/2021	AJE 257		101100 · US Bank Che...	Monthly autom...		X	411.30	2,413.92
03/15/2021	AJE 256		525030 · Paychex HR ...		445.33	X		1,968.59
03/15/2021			101100 · US Bank Che...	Funds Transfer		X	8,773.11	10,741.70
03/19/2021	AJE 254		510040 · Regular Salar...	Bank Draft Am...	5,863.80	X		4,877.90
03/19/2021	AJE 254		510040 · Regular Salar...	Bank Draft Am...	2,787.47	X		2,090.43
03/19/2021	AJE 254		510040 · Regular Salar...	Monthly charg...	121.84	X		1,968.59
03/26/2021			101100 · US Bank Che...	Funds Transfer		X	9,484.41	11,453.00

Temecula Public Cemetery District

4/6/2021 9:36 AM

Register: 101300 · US Wash Account

From 03/01/2021 through 03/31/2021

Sorted by: Date, Type, Number/Ref

<b>Date</b>	<b>Number</b>	<b>Payee</b>	<b>Account</b>	<b>Memo</b>	<b>Payment</b>	<b>C</b>	<b>Deposit</b>	<b>Balance</b>
03/01/2021			100499 · Revenues to ...	Deposit		X	2,730.00	3,417.78
03/02/2021			100499 · Revenues to ...	Deposit		X	4,500.00	7,917.78
03/04/2021			100499 · Revenues to ...	Deposit		X	6,425.00	14,342.78
03/29/2021			100499 · Revenues to ...	Deposit		X	6,425.00	20,767.78
03/29/2021			100499 · Revenues to ...	Deposit		X	4,775.00	25,542.78
03/29/2021			100499 · Revenues to ...	Deposit		X	2,925.00	28,467.78
03/29/2021			100499 · Revenues to ...	Deposit		X	100.00	28,567.78
03/29/2021			100499 · Revenues to ...	Deposit		X	4,900.00	33,467.78
03/29/2021			100499 · Revenues to ...	Deposit		X	4,900.00	38,367.78
03/29/2021			-split-	Deposit		X	11,835.00	50,202.78
03/31/2021			100499 · Revenues to ...	Deposit		X	4,400.00	54,602.78
03/31/2021			100499 · Revenues to ...	Deposit			4,400.00	59,002.78
03/31/2021	5015	County of Riverside ...	-split-		46,685.00			12,317.78

Date: 04/05/2021, 04/08/2021

*Stifel  
Glan*

Remote Tasks Performed:

- X Reconcile three US Bank Cash Accounts
- X Reconcile four County Cash Accounts
- X Enter Property Tax Deposits as Necessary
- X Balance Voucher to County

- X Journal activity and Reconcile two Stifel Accounts using Stifel Balancing spreadsheet.
- XX Save the Stifel Account Statements for the auditor
- X Reconcile two Stifel interest receivable accounts
- X Print Stifel Snapshot– for Board Packets

- X Verify check sequence is intact.  
8068-8093

X Verify each check over \$2500 from the US Bank General account has two signatures. Note: US Bank Wash account checks to the county are exempt from this requirement.

- X Verify all checks to the GM have two signatures.  
Check 8079 Dated 03/19/21 \$248.76 Mileage OK

X Check monthly credit card statements for receipts and reasonableness. Initial credit card. Note that receipts are attached and expenses are reasonable.

X Discuss Management Use Only financial statements with the GM - Profit and loss two month, Balance sheet with prior year figures, and Profit and Loss Budget Performance.

X For the GM – Add Difference to Balance Sheet. In Excel, change the difference column text to white. Then for all reasonable totals/subtotals, change it to black.

Change Equity to Net Position two Places

On the Balance Sheet- Perhaps Change Net Income to Net Income Fiscal Year to Date

On the Profit and Loss – Show only the Year to Date and Annual Budget Figures. Check

Pagination.

X Update Endowment Allocation Schedule.

X Update Wash Account Analysis.

X Update Prepaid subledger and validate QB information.

X Read Agenda and Minutes of the previous Board Meeting

Items to note:

Continue work on Third Hazard Pay-Checked for Reasonableness with GM  
Stifel Statements not available at 4/5/2021- Completed 4/8/21

Open items:

Pay Period Number	Hazard Pay			Kyle Hours Worked	Joe Hours Worked	Avel Hours Worked	Cindi Hours Worked
	Pay Period Beginning Date	Pay Period Ending Date	Pay dates				
22	Hours 10/08/20-10/15/20 Paid on Previous Hazard Pay			(28.00)	(31.50)		(36.00)
22	10/8/2020	10/21/2020	10/30/2020	60.57	62.63		52.00
23	10/22/2020	11/4/2020	11/13/2020	74.47	74.30		66.00
24	11/5/2020	11/18/2020	11/27/2020	50.00	48.21		42.00
25	11/19/2020	12/2/2020	12/11/2020	31.16	31.59		31.00
26	12/3/2020	12/16/2020	12/25/2020	58.47	56.02		58.00
27	12/17/2020	12/30/2020	1/8/2020	16.00	16.00		16.00
1	12/31/2020	1/13/2021	1/22/2020	63.03	61.80	64.06	70.00
2	1/14/2021	1/27/2021	2/5/2020	65.15	64.50	68.19	80.00
3	1/28/2021	2/10/2021	2/19/2020	79.56	74.43	75.00	80.00
4	2/11/2021	2/24/2021	3/5/2020	64.01	56.18	64.07	70.00
5	2/25/2021	3/10/2021	3/19/2020	55.58	55.81	64.00	70.00
6	3/11/2021	3/24/2021	4/1/2020	35.04	58.76	58.07	70.00
7							
			Total Hours	<b>625.04</b>	<b>628.73</b>	<b>393.39</b>	<b>669.00</b>

**Resolution #2021-2**

Before the Governing Board of the Temecula Public Cemetery District

Dated March 18, 2021

IN THE MATTER OF

**TRANSFERRING MONEY**

**FROM: RIVERSIDE COUNTY TREASURY**

4080 Lemon Street  
Riverside, CA 92501-1326

**TO: Temecula Cemetery District**

**WHEREAS**, the Temecula Public Cemetery District, herein after referred to as "DISTRICT"; desires to transfer cash located at the Riverside County Auditor Controllers office held in General fund 51425.

To: Our designated ACO Fund 51440

**NOW THEREFORE BE IT RESOLVED** that the following transfers be authorized, for and on behalf of the District.

TRANSFER: **\$1,000,000.00** out of our General Fund # 51425

TO: Be transferred into our designated ACO Fund 51440

**WHEREFORE**, this resolution was passed and adopted on the 18th day of March 2021 by the following vote:

Chair: Dale Qualm

Vice Chair: David Reese

Trustees: Rosie Vanderhaak, Craig Davis, Michael Dugan

Ayes: 5

Noes: 0

Absent: 0

Abstain: 0

**Certificate of Secretary**

I, Cindi Beaudet, secretary of the Board of Directors of the Temecula Public Cemetery District hereby certify that the above is a true and correct copy of our investment resolution #2021-2 passed and adopted by the Board of Directors of the Temecula Public Cemetery District on the 18th day of March, 2021 at their duly noted regular Board meeting.

Cindi Beaudet

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Cindi Beaudet, Secretary of the Board

March 18,2021

## County of Riverside - Journal Entry Form



Contact Person: Cindi Beaudet

Phone: 951-541-8736

Department/Special District: Temecula Public Cemetery District

Mail Stop # n/a

ACCOUNT	FUND	DEPTID	PROGRAM	CLASS/LOCATION	DESCRIPTION (Maximum: 30 spaces)	PROJECT/GRANT	DEBIT (+)	CREDIT (-)
313500	51425	980801			Transfer Out			1,000,000.00

ACCOUNT	FUND	DEPTID	PROGRAM	CLASS/LOCATION	DESCRIPTION (Maximum: 30 spaces)	PROJECT/GRANT	DEBIT (+)	CREDIT (-)
313500	51440	980801			Transfer In		1,000,000.00	

ACCOUNT	FUND	DEPTID	PROGRAM	CLASS/LOCATION	DESCRIPTION (Maximum: 30 spaces)	PROJECT/GRANT	DEBIT (+)	CREDIT (-)

ACCOUNT	FUND	DEPTID	PROGRAM	CLASS/LOCATION	DESCRIPTION (Maximum: 30 spaces)	PROJECT/GRANT	DEBIT (+)	CREDIT (-)

ACCOUNT	FUND	DEPTID	PROGRAM	CLASS/LOCATION	DESCRIPTION (Maximum: 30 spaces)	PROJECT/GRANT	DEBIT (+)	CREDIT (-)

**Journal Validation (DR=CR):**

Total Debits (DR)	Total Credits (CR)
#####	1,000,000.00

**Enter Cash debits:**

**Enter Cash credits:**

(Total Cash debits should equal total Cash credits)

**Debits do not equal credits, please check journal.**

Cindi Beaudet 04/02  
 Department Head Approval Date

**Be Completed by the Auditor-Controller's Office**

Journal Number \_\_\_\_\_

Journal Date (If different) \_\_\_\_\_

**Resolution #2021-1**

Before the Governing Board of the Temecula Public Cemetery District

Dated March 18, 2021

IN THE MATTER OF

**TRANSFERRING FUNDS**

**FROM: RIVERSIDE COUNTY TREASURY**

4080 Lemon Street  
Riverside, CA 92501-1326

**TO: Stifel Nicolaus & Company INC**

999 Monterey Street, Suite 360  
San Luis Obispo, CA 93401

**INVESTMENT ACCOUNT**

**WHEREAS**, the Temecula Public Cemetery District, herein after referred to as "DISTRICT"; desires to transfer designated retained earnings located in an endowment fund.

To: Stifel Nicolaus & Company, LLC to be placed in an interest-bearing investment account for Temecula Public Cemetery District.

**NOW THEREFORE BE IT RESOLVED** that the following transfers be authorized, for and on behalf of the District.

**TRANSFER: \$387,575.00** Endowment Care Principal Fund # 51435

TO: Stifel Nicolaus & Company, LLC Account # 7449-7270 Endowment Care Principle

**TRANSFER: \$7,421.41** Endowment Care Interest Fund # 51435

TO: Stifel Nicolaus & Company, LLC Account # 7683-0158 Endowment Care Interest



**WHEREFORE**, this resolution was passed and adopted on the 18<sup>th</sup> day of March 2021 by the following vote:

Chair: Dale Qualm

Vice Chair: David Reese

Trustees: Rosie Vanderhaak, Craig Davis, Michael Dugan

Ayes: 5

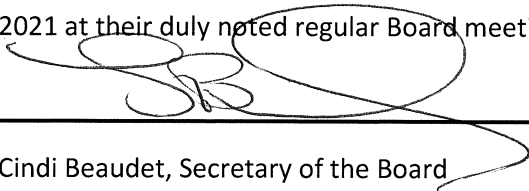
Noes: 0

Absent: 0

Abstain: 0

**Certificate of Secretary**

I, Cindi Beaudet, secretary of the Board of Directors of the Temecula Public Cemetery District hereby certifies that the above is a true and correct copy of our investment resolution #2021-1 passed and adopted by the Board of Directors of the Temecula Public Cemetery District on the 18th day of March, 2021 at their duly noted regular Board meeting.



---

Cindi Beaudet, Secretary of the Board

March 18, 2021

# PAYMENT VOUCHER FORM

Agency/Department/Special District Name	Contact	Phone
Fernando Public Cemetery	Cindi Beaudet	951-541-8736

Vendor Name	Total Amount	Vendor Code
Stifel Nicholas & Company Inc	394,996.41	000129000

Address
999 Monterey St Suite #360 San Luis Obispo, CA 93401

1	ACCOUNT	FUND	DEPT ID	AMOUNT	INVOICE NO.
		51435	980803	394,996.41	n/a

DESCRIPTION
Contribution to other funds

2	ACCOUNT	FUND	DEPT ID	AMOUNT	INVOICE NO.

DESCRIPTION

3	ACCOUNT	FUND	DEPT ID	AMOUNT	INVOICE NO.

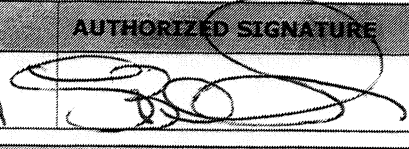
DESCRIPTION

4	ACCOUNT	FUND	DEPT ID	AMOUNT	INVOICE NO.


DESCRIPTION

5	ACCOUNT	FUND	DEPT ID	AMOUNT	INVOICE NO.

DESCRIPTION

DATE	AUTHORIZED SIGNATURE
09/01/03	 Cindi Beaudet G.M.

**To Be Completed By the Auditor-Controller's Office**

Entered By:	Initials	Date
		

Original - Auditor-Controller

Copy - Requesting Department

Originated: June 2002  
Last Revised: September 2003

Interim ACO Form

**ATTENTION! ATTENTION! ATTENTION!**  
**CALIFORNIA ASSOCIATION OF PUBLIC CEMETERIES**  
***2022 BOARD OF DIRECTORS***  
***ELECTION***

***MAKE YOUR VOICE HEARD AND GET INVOLVED!!***

*Nominations for CAPC Board of Directors are now being accepted for the March, 2022 election. Trustees and Managers of CAPC member cemetery districts are encouraged to run.*

*Don't wait, should you want to serve as a CAPC Director, the deadline to submit your candidate consent form is October 31, 2021.*

*The consent form must be approved by your cemetery Trustee Board. Don't wait, don't hesitate, act now! Contact CAPC Today!*

*[publiccemeteries@aol.com](mailto:publiccemeteries@aol.com)*

***THIS SHOULD BE AN AGENDA ITEM AT YOUR NEXT BOARD MEETING!***

**Temecula Public Cemetery District**  
**Balance Sheet**  
As of March 31, 2021

	Mar 31, 21	Mar 31, 20	\$ Change
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Checking/Savings</b>			
101100 · US Bank Checking	64,323.99	67,533.38	
101200 · US Bank Payroll	11,453.00	11,459.54	
101300 · US Wash Account	7,917.78	-527.64	
101100C · Cash -Accumulative Outlay Fu	1,928,826.16	1,914,459.54	
101100E · Cash - Endowment Fund	410,802.63	276,231.47	
1011004 · Cash - Retirement	180.00	180.00	
101100G · Cash - General	1,667,078.00	1,157,640.29	
<b>Total Checking/Savings</b>	<b>4,090,581.56</b>	<b>3,426,976.58</b>	<b>663,604.98</b>
<b>Accounts Receivable</b>			
201125 · Accounts Receivable	0.00	-710.00	
<b>Total Accounts Receivable</b>	<b>0.00</b>	<b>-710.00</b>	
<b>Other Current Assets</b>			
<b>102200 · Stifel Investments</b>			
102210 · Stifel Endowment Care	2,134,600.25	2,144,500.08	
102220 · Stifel Endowment Interest	836,337.84	778,353.01	
<b>Total 102200 · Stifel Investments</b>	<b>2,970,938.09</b>	<b>2,922,853.09</b>	<b>48,085.00</b>
112011 · Inventory Asset	377,381.50	34,680.00	
<b>116100 · Interest Receivable</b>			
116100P · Interest Receivable - End	11,621.25	11,409.21	
116100I · Interest Receivable - End I	4,473.67	4,251.83	
<b>Total 116100 · Interest Receivable</b>	<b>16,094.92</b>	<b>15,661.04</b>	
116137 · Miscellaneous Receivable	0.00	8,300.00	
117000 · PrePaid Expenses	12,327.61	12,856.01	
<b>Total Other Current Assets</b>	<b>3,376,742.12</b>	<b>2,994,350.14</b>	
<b>Total Current Assets</b>	<b>7,467,323.68</b>	<b>6,420,616.72</b>	<b>1,046,706.96</b>
<b>Fixed Assets</b>			
191650 · Intangible Assets	24,470.00	24,470.00	
198950 · Accum Depr - Software	-1,631.33	0.00	
191000 · Future Cemetery Property	2,760,659.59	2,752,667.73	
191100 · Buildings and Improvements	318,605.07	389,105.07	
191400 · Structures and Improvements	363,678.03	363,678.03	
191500 · Equipment	177,965.02	173,382.02	
191700 · Non-Depreciable Assets	77,561.02	77,561.02	
191800 · Grounds Improvements	22,079.50	40,969.50	
191900 · Paving 2015	143,560.00	143,560.00	
198100 · Accumulated Depreciation - Bldg	-128,370.02	-114,009.86	
198400 · Accumulated Depr - Struct/Imp	-220,395.28	-202,896.95	
198500 · Accum Depr - Equipment	-170,258.13	-163,008.57	
198800 · Accum Depr- Grnd Imp	-3,199.31	-2,160.78	
198900 · Accum Depr-Pav 15	-36,882.02	-29,704.02	
<b>Total Fixed Assets</b>	<b>3,327,842.14</b>	<b>3,453,613.19</b>	<b>-125,771.05</b>

**Temecula Public Cemetery District**  
**Balance Sheet**  
 As of March 31, 2021

	Mar 31, 21	Mar 31, 20	\$ Change
<b>TOTAL ASSETS</b>	<b>10,795,165.82</b>	<b>9,874,229.91</b>	<b>920,935.91</b>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
<b>Accounts Payable</b>			
201100 · Accounts Payable	-4,958.74	9,369.88	
<b>Total Accounts Payable</b>	-4,958.74	9,369.88	
<b>Other Current Liabilities</b>			
212200 · Accrued Vacation Pay	6,179.14	14,834.36	
2200 · Sales Tax Payable	0.00	-123.00	
<b>Total Other Current Liabilities</b>	6,179.14	14,711.36	
<b>Total Current Liabilities</b>	1,220.40	24,081.24	
<b>Total Liabilities</b>	1,220.40	24,081.24	-22,860.84
<b>Net Position</b>			
36001 · Net Investments in Cap Assets	3,322,836.00	3,252,548.00	
36002 · Endowment Care Corpus	2,454,556.00	2,249,789.00	
36003 · Endowment Care Earnings	807,065.00	723,860.00	
36004 · Unrestricted Earnings ACO Fund	1,874,732.00	1,955,364.00	
36005 · Unrestricted Earnings Gen Fund	1,900,821.10	1,315,247.64	
Net Income Fiscal Year to Date	433,935.32	353,340.03	
<b>Total Net Position</b>	10,793,945.42	9,850,148.67	943,796.75
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>10,795,165.82</b>	<b>9,874,229.91</b>	<b>920,935.91</b>

**Temecula Public Cemetery District**  
**Profit & Loss Budget Performance**  
 March 2021

	<u>Jul '20 - Mar 21</u>	<u>Annual Budget</u>
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
<b>700001 · Property Taxes</b>		
700020 · Prop Tax Current Secured	353,305.49	625,300.00
701020 · Prop Tax Current Unsecured	27,107.42	15,000.00
703000 · Prop Tax Prior Unsecured	0.00	0.00
704000 · Prop Tax Curr Supplemental	6,030.27	9,000.00
705000 · Prop Tax Prior Supplemental	4,473.85	3,500.00
706000 · Teeter Settlement	4,889.55	10,000.00
707000 · RDV Apportionment	43,513.80	40,000.00
752800 · CA-Homeowners Tax Relief	0.00	7,000.00
770100 · Property Tax - SBE	5,671.54	10,000.00
770102 · Other Taxes	115.40	200.00
<b>Total 700001 · Property Taxes</b>	<b>445,107.32</b>	<b>720,000.00</b>
<b>740020 · Interest and Dividend Income</b>		
740024 · Dividend Income - Stifel	11,373.81	4,000.00
740023 · Interest - Stifel	47,228.57	40,000.00
740020G · Interest on General Fnd at Cnty	5,730.26	13,000.00
740020E · Interest on Endow Fnd at County	496.88	3,000.00
740020O · Interest on ACO at County	8,422.64	30,000.00
740021 · Interest - Wells Fargo Advisors	0.00	0.00
740022 · Dividend Income - WFA	0.00	0.00
<b>Total 740020 · Interest and Dividend Income</b>	<b>73,252.16</b>	<b>90,000.00</b>
<b>770001 · Other Revenue</b>		
770100E · Endowment	148,358.34	120,000.00
777030 · Marker Setting	14,520.00	12,000.00
777031 · Niche Engraving	900.00	0.00
777040 · Open, Close Fees	39,950.00	30,000.00
777520 · Sale of Lots	75,366.66	67,000.00
777530 · Cremation	14,000.00	27,000.00
777600 · Cenotaph	300.00	300.00
777650 · Graveside Service	3,500.00	0.00
780160 · Vaults, Flower Vases, etc.	15,063.15	12,000.00
781360 · Other Misc. Revenue	0.00	500.00
<b>Total 770001 · Other Revenue</b>	<b>311,958.15</b>	<b>268,800.00</b>
<b>Total Income</b>	<b>830,317.63</b>	<b>1,078,800.00</b>

**Temecula Public Cemetery District**  
**Profit & Loss Budget Performance**  
 March 2021

	<u>Jul '20 - Mar 21</u>	<u>Annual Budget</u>
<b>Expense</b>		
<b>510000 · Salaries and Employee Benefits</b>		
<b>510040T · Regular Salaries.</b>		
510040 · Regular Salaries	158,170.61	235,000.00
510330 · Year End Bonuses	3,986.45	4,500.00
510335 · Hazard Pay	0.00	5,100.00
515100 · Life Insurance Policy	320.76	450.00
510040T · Regular Salaries. - Other	0.00	0.00
<b>Total 510040T · Regular Salaries.</b>	<b>162,477.82</b>	<b>245,050.00</b>
<b>510320T · Temporary Salaries.</b>		
510320 · Temporary Salaries	0.00	43,680.00
<b>Total 510320T · Temporary Salaries.</b>	<b>0.00</b>	<b>43,680.00</b>
<b>513000T · Retirement - Miscellaneous</b>		
518000 · Employer Contributions-457	11,967.51	16,100.00
551000 · Employee Contributions	126.98	0.00
<b>Total 513000T · Retirement - Miscellaneous</b>	<b>12,094.49</b>	<b>16,100.00</b>
<b>513120T · Retirement - Social Security</b>		
513120 · Social Security	10,383.94	19,000.00
513140 · Medicare Tax	2,428.67	4,000.00
<b>Total 513120T · Retirement - Social Security</b>	<b>12,812.61</b>	<b>23,000.00</b>
<b>515080T · Health Insurance (eer share)</b>		
515081 · Health Insurance	27,834.46	60,000.00
515082 · Vision Insurance	396.06	850.00
515083 · Dental Insurance	2,691.84	4,100.00
<b>Total 515080T · Health Insurance (eer share)</b>	<b>30,922.36</b>	<b>64,950.00</b>
<b>515260T · Unemployment Insurance</b>		
517000 · Workers Comp Insurance	11,605.67	17,000.00
515060 · State Unemployment Ins EDD	0.00	1,600.00
513130 · CA SUI	958.53	2,000.00
<b>Total 515260T · Unemployment Insurance</b>	<b>12,564.20</b>	<b>20,600.00</b>
<b>Total 510000 · Salaries and Employee Benefits</b>	<b>230,871.48</b>	<b>413,380.00</b>
<b>520000 · Services and Supplies</b>		
<b>529540T · Utilities</b>		
520845 · Trash	2,838.82	3,300.00
529500 · Electricity	3,527.14	5,000.00
<b>Total 529540T · Utilities</b>	<b>6,365.96</b>	<b>8,300.00</b>

**Temecula Public Cemetery District**  
**Profit & Loss Budget Performance**  
 March 2021

	<b>Jul '20 - Mar 21</b>	<b>Annual Budget</b>
<b>524520T · Administrative Expenses</b>		
518160 · Board Stipend	5,250.00	10,500.00
520115 · Uniforms - Replacement Clothing	1,570.72	3,100.00
520230 · Cellular Phone	2,452.62	3,900.00
520705 · Food	0.00	1,100.00
520930 · Insurance - Liability	10,772.19	14,400.00
523100 · Memberships	2,404.00	2,600.00
523290 · Bank Charges	214.00	800.00
523621 · Subscriptions	837.34	1,500.00
523660 · Computer Service	3,276.13	7,000.00
523700 · Office Supplies	0.00	1,200.00
523720 · Photocopies	1,103.21	3,000.00
523760 · Postage/Mailing	466.35	1,000.00
523840 · Computer Equip/Software/T1	42.34	4,000.00
524520 · County Journal Recording	22.04	0.00
524530 · Storage Fees	1,048.00	1,500.00
524540 · Payroll Processing Services	2,722.44	4,200.00
524560 · Auditing	10,300.00	12,000.00
524561 · Accounting	6,863.75	8,500.00
524566 · Temp for e-File	0.00	9,000.00
524800 · Drug Testing/Pre-Employment	375.00	200.00
525025 · Legal - General Counsel	4,480.00	30,000.00
525030 · Paychex HR Support	3,768.18	5,400.00
526420 · Advertising	956.41	1,800.00
527280 · Awards/Recognition	0.00	250.00
527880 · Training/ Staff	0.00	2,500.00
528140 · Conferences and Meetings	902.00	30,000.00
528980 · Meals	497.97	2,000.00
528990 · Semi-Annual Team Dinner	275.20	5,000.00
529040 · Private Mileage Reimbursement	639.63	2,500.00
529050 · Website	400.00	800.00
529550 · Water	811.91	1,600.00
<b>Total 524520T · Administrative Expenses</b>	<b>62,451.43</b>	<b>171,350.00</b>



## Temecula Public Cemetery District

### Profit & Loss Budget Performance

March 2021

	Jul '20 - Mar 21	Annual Budget
524500T · Operational Expenses.		
521420 · Maint-Field Equipment	666.22	10,000.00
522310 · Maint-Building Improvements	990.85	2,500.00
522320 · Maint - Grounds	10,488.03	16,500.00
522360 · Maintenance-Extermination	4,280.00	6,000.00
523250 · Repurchase	300.00	3,500.00
523800 · Engraving Expense	1,324.00	2,500.00
525320 · Security Guard Services	0.00	250.00
525600 · Security	2,859.13	3,700.00
527100 · Fuel	1,567.61	2,800.00
527180 · Operational Supplies	10,069.17	12,500.00
528020 · Inventory	2,121.58	8,500.00
<b>Total 524500T · Operational Expenses.</b>	<b>34,666.59</b>	<b>68,750.00</b>
<b>Total 520000 · Services and Supplies</b>	<b>103,483.98</b>	<b>248,400.00</b>
530000 · Other Charges		
530100 · Miscellaneous non-operating exp	2,193.53	4,000.00
<b>Total 530000 · Other Charges</b>	<b>2,193.53</b>	<b>4,000.00</b>
540000 · Capital Assets		
542060T · Cemetery Grounds		
542040 · - Buildings, Capital Projects	0.00	100,000.00
542060 · Improvements -Building	0.00	6,000.00
542065 · Tree Renovaton	0.00	7,500.00
548300 · Office Renovation	0.00	6,000.00
<b>Total 542060T · Cemetery Grounds</b>	<b>0.00</b>	<b>119,500.00</b>
540040T · Land, Purchase of Land		
540042 · Future Cemetery Property	5,379.38	150,000.00
<b>Total 540040T · Land, Purchase of Land</b>	<b>5,379.38</b>	<b>150,000.00</b>
546020T · Equipment, etc		
542070 · Well Motor	9,137.67	75,000.00
546020 · Equipment - Automotive	2,082.06	17,000.00
546240 · Mapping Software	1,945.00	5,000.00
<b>Total 546020T · Equipment, etc</b>	<b>13,164.73</b>	<b>97,000.00</b>
<b>Total 540000 · Capital Assets</b>	<b>18,544.11</b>	<b>366,500.00</b>
551100G · Contrib to Other Funds - Gen	0.00	236,020.00
551100E · Contrib to Other Funds - Endow	0.00	177,000.00
<b>Total Expense</b>	<b>355,093.10</b>	<b>1,445,300.00</b>
<b>Net Ordinary Income</b>	<b>475,224.53</b>	<b>-366,500.00</b>
<b>Other Income/Expense</b>		
<b>Other Income</b>		
731000 · Realized Gain (Loss) on Invest	2,768.64	0.00
731100 · Unrealized Gain (Loss) on Invst	-44,057.85	0.00
<b>Total Other Income</b>	<b>-41,289.21</b>	<b>0.00</b>
<b>Net Other Income</b>	<b>-41,289.21</b>	<b>0.00</b>
<b>Net Income</b>	<b>433,935.32</b>	<b>-366,500.00</b>



STIFEL PRESTIGE® ACCOUNT STATEMENT

1 1 1 D345677 SSNO001003

TEMECULA PUBLIC CEMETERY  
DIST ENDOWMENT PRINCIPAL  
41911 C ST  
TEMECULA CA 92592-3053

Your Financial Advisor (LU04):  
SANDRA WHEELER  
Telephone: (805) 783-2921

Office Serving Your Account:  
999 MONTEREY ST. STE. 360  
SAN LUIS OBISPO, CA 93401

PRIMARY INVESTMENT OBJECTIVE: Income

RISK TOLERANCE: Moderate

For a full definition of this objective and risk tolerance, including the use of margin, please see www.stifel.com, IMPORTANT DISCLOSURES, or contact your Financial Advisor. If you have any questions concerning your investment objective or risk tolerance, or wish to make a change, please contact your Financial Advisor or the Branch Manager for this office.

TRADING TAX LOT RELIEF METHOD: First In, First Out

INVESTOR UPDATE

At December 31, 2020, Stifel, Nicolaus & Company, Incorporated had net capital of \$487,668,732 or \$463,252,373 in excess of the minimum requirement of \$24,416,359. The December 31, 2020 Statement of Financial Condition is available at no charge by calling (800) 488-0970 or logging onto www.stifel.com.

ACCOUNT PROTECTION

Stifel, Nicolaus & Company, Incorporated provides up to \$150 million of coverage for securities held in client accounts, of which \$1.15 million may be in cash deposits. Ask your Financial Advisor for more details.

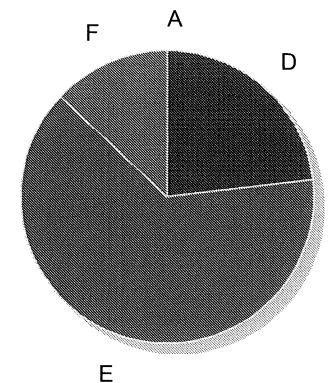
Thank you for allowing Stifel to serve you. In order to protect your rights, including rights under the Securities Investor Protection Act (SIPA), please promptly report, in writing, any inaccuracies or discrepancies in this account or statement to the Compliance Department of Stifel at the address below. If you have any questions regarding your account or this statement, please contact your Financial Advisor or the Branch Manager for this office. For additional information regarding your Stifel account, please refer to the current Stifel Account Agreement and Disclosure Booklet, which is available at www.stifel.com/disclosures/account-agreement.

PORTFOLIO SUMMARY	March 31	February 28
Net Cash Equivalents **	875.38	220.14
Net Portfolio Assets held at Stifel	2,133,724.87	2,140,788.25
Net Portfolio Assets not held at Stifel		
<b>Net Portfolio Value</b>	<b>\$2,134,600.25</b>	<b>\$2,141,008.39</b>
YOUR CHANGE IN PORTFOLIO VALUE	March 31	February 28
Net Cash Flow (Inflows/Outflows) <sup>2</sup>	-1,835.40	-3,612.13
Securities Transferred In/Out		
Income and Distributions	2,744.97	4,113.17
Change in Securities Value	-7,317.71	-6,663.16
<b>Net Change in Portfolio Value</b>	<b>-\$6,408.14</b>	<b>-\$6,162.12</b>

\*\* See the Stifel Insured Bank Deposit Program Disclosure Statements for additional information.  
<sup>2</sup> Does not include cost or proceeds for buy or sell transactions.

YOUR ASSET SUMMARY

	Value on March 31, 2021 (\$)	Percentage of your account
A Net Cash Equivalents**	875.38	0.04%
D Fixed Income-Muni	492,718.60	23.08%
E Fixed Income-Other	1,361,923.34	63.80%
F Mutual Funds	279,082.93	13.07%
<b>Total Assets</b>	<b>\$2,134,600.25</b>	<b>100.00%</b>



## STIFEL PRESTIGE® ACCOUNT STATEMENT

1 1 1 D345678 SSNO01003

**TEMECULA PUBLIC CEMETERY  
DIST ENDOWMENT INTEREST  
41911 C ST  
TEMECULA CA 92592-3053**

*Your Financial Advisor (LU04):*

SANDRA WHEELER  
Telephone: (805) 783-2921

*Office Serving Your Account:*

999 MONTEREY ST. STE. 360  
SAN LUIS OBISPO, CA 93401

### PRIMARY INVESTMENT OBJECTIVE: Income

### RISK TOLERANCE: Moderate

For a full definition of this objective and risk tolerance, including the use of margin, please see [www.stifel.com](http://www.stifel.com), IMPORTANT DISCLOSURES, or contact your Financial Advisor. If you have any questions concerning your investment objective or risk tolerance, or wish to make a change, please contact your Financial Advisor or the Branch Manager for this office.

### TRADING TAX LOT RELIEF METHOD: First In, First Out

### INVESTOR UPDATE

At December 31, 2020, Stifel, Nicolaus & Company, Incorporated had net capital of \$487,668,732 or \$463,252,373 in excess of the minimum requirement of \$24,416,359. The December 31, 2020 Statement of Financial Condition is available at no charge by calling (800) 488-0970 or logging onto [www.stifel.com](http://www.stifel.com).

### ACCOUNT PROTECTION

Stifel, Nicolaus & Company, Incorporated provides up to \$150 million of coverage for securities held in client accounts, of which \$1.15 million may be in cash deposits. Ask your Financial Advisor for more details.

Thank you for allowing Stifel to serve you. In order to protect your rights, including rights under the Securities Investor Protection Act (SIPA), please promptly report, in writing, any inaccuracies or discrepancies in this account or statement to the Compliance Department of Stifel at the address below. If you have any questions regarding your account or this statement, please contact your Financial Advisor or the Branch Manager for this office. For additional information regarding your Stifel account, please refer to the current Stifel Account Agreement and Disclosure Booklet, which is available at [www.stifel.com/disclosures/account-agreement](http://www.stifel.com/disclosures/account-agreement).

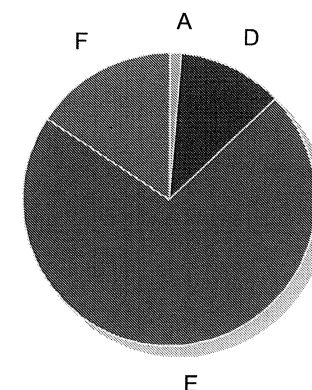
PORTFOLIO SUMMARY	March 31	February 28
Net Cash Equivalents **	10,960.24	8,781.03
Net Portfolio Assets held at Stifel	825,377.60	828,217.15
Net Portfolio Assets not held at Stifel		
<b>Net Portfolio Value</b>	<b>\$836,337.84</b>	<b>\$836,998.18</b>
YOUR CHANGE IN PORTFOLIO VALUE	March 31	February 28
Net Cash Flow (Inflows/Outflows) <sup>2</sup>	1,835.40	3,612.13
Securities Transferred In/Out		
Income and Distributions	467.63	2,238.29
Change in Securities Value	-2,963.37	-3,212.02
<b>Net Change in Portfolio Value</b>	<b>-\$660.34</b>	<b>\$2,638.40</b>

\*\* See the Stifel Insured Bank Deposit Program Disclosure Statements for additional information.

<sup>2</sup> Does not include cost or proceeds for buy or sell transactions.

### YOUR ASSET SUMMARY

	Value on March 31, 2021 (\$)	Percentage of your account
A Net Cash Equivalents**	10,960.24	1.31%
D Fixed Income-Muni	96,314.80	11.52%
E Fixed Income-Other	597,797.88	71.48%
F Mutual Funds	131,264.92	15.70%
<b>Total Assets</b>	<b>\$836,337.84</b>	<b>100.00%</b>



A1 Monthly Revenues  
July 2020-June 2021

<u>FYE 06/30/21</u>	<u>July</u>	<u>August</u>	<u>September</u>	<u>October</u>	<u>November</u>	<u>December</u>	<u>January</u>	<u>February</u>	<u>March</u>
Single	1,000.00	6,000.00	4,000.00	6,000.00	2,000.00	3,000.00	6,000.00	1,000.00	5,000.00
Single End	1,500.00	4,500.00	3,000.00	4,500.00	3,000.00	3,000.00	4,500.00	1,500.00	4,500.00
Single/Dual	3,000.00	1,500.00	3,000.00	-	-	3,000.00	-	3,000.00	-
S/D End	4,000.00	2,000.00	4,000.00	-	-	4,000.00	-	4,000.00	-
Dual	-	-	3,000.00	7,500.00	-	1,500.00	6,500.00	4,000.00	8,000.00
Dual End	-	-	5,000.00	12,500.00	-	2,500.00	8,500.00	7,000.00	11,000.00
Collum	-	-	1,100.00	-	-	1,100.00	-	1,300.00	-
Colum End	-	-	2,500.00	-	-	2,500.00	-	2,500.00	-
cenotaph	-	-	-	-	300.00	-	-	-	-
Ground Crem	-	-	-	-	-	-	-	-	-
G Crem End	-	-	-	-	-	-	-	-	-
O/C -B	3,350.00	2,950.00	2,200.00	5,700.00	1,100.00	3,500.00	4,050.00	7,800.00	5,900.00
O/C/-C	300.00	300.00	600.00	400.00	800.00	1,400.00	-	600.00	800.00
Vault	585.00	195.00	-	195.00	-	195.00	203.00	1,444.00	406.00
Crem Vase	-	-	146.00	-	-	292.00	-	292.00	-
Grave Vase	86.00	107.50	129.00	215.00	129.00	107.50	196.50	214.50	232.50
Set Fee	1,200.00	1,500.00	1,250.00	2,650.00	500.00	2,000.00	1,500.00	1,910.00	2,400.00
Niche	-	25.00	-	-	-	-	-	60.00	-
Non-Res	1,500.00	-	-	6,000.00	1,500.00	4,500.00	4,500.00	10,500.00	4,500.00
Disinter	-	-	-	-	-	-	-	-	-
Graveside	-	2,500.00	1,500.00	4,000.00	1,000.00	2,000.00	1,500.00	-	-
Engraving	225.00	-	450.00	-	-	450.00	-	450.00	-
2nd End	1,000.00	300.00	-	2,000.00	2,000.00	2,000.00	-	-	2,500.00
Handling	-	-	-	-	-	-	-	-	-
Taxes	58.70	28.65	24.05	35.86	11.28	52.00	34.97	167.44	55.87
Labor	1,020.30	653.85	485.95	1,004.14	459.72	673.50	1,020.53	2,490.21	1,390.63
<b>Total</b>	<b>18,825.00</b>	<b>22,560.00</b>	<b>32,385.00</b>	<b>52,700.00</b>	<b>12,800.00</b>	<b>37,770.00</b>	<b>38,505.00</b>	<b>50,228.15</b>	<b>46,685.00</b>

A2Cemetery Property  
Fiscal Year 2020-2021 (2)

**FYE 06/30/21**

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Dual Lower -GM	259	259	259	259	259	259	257	257	255
Dual Upper -GP	351	351	349	344	344	343	342	340	338
Dual/ Single	57	56	54	54	54	52	52	51	51
Sale Backs-Single		0	0	0	0	0	0	0	0
Singles	127	124	122	119	119	118	115	115	113
Dual Manager	29	29	29	29	29	29	29	28	28
Sale Backs-Duals		0	0	0	0	0	0	0	0
Grd Crem	25	25	25	25	25	25	25	25	25

Hexagon Wall									
Tier 1									
Tier 2									
Tier 3									
Tier 4									
Tier 5	3	3	2	2	2	1	1	0	0
Tier F-1	27	27	27	27	27	27	27	27	27
Tier F-2	29	29	29	29	29	29	29	28	28
Tier F-3	29	29	28	28	28	27	27	27	27
Tier F-4	29	29	29	29	29	29	29	29	29
Tier F-5	10	10	10	10	10	10	10	10	10
Cenotaph	48	48	48	48	48	47	47	47	47
Ossuary	334	334	334	334	334	334	334	334	334
Cremation Benches	3	3	3	3	3	2	2	2	2

# March 2021 Burial Depletion Sales

## Pre-Need

Single Lots	
Dual Lots	
Wall	
Cremation Ground	
Dual Manager	

## At Need

Single Lots	3
Dual Lots	4
Wall	
Cremation Ground	
Dual Manager	

# March 2021

March 2021							April 2021						
Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa
	1	2	<b>3</b>	4	5	6					1	2	3
7	8	9	<b>10</b>	11	12	13	4	5	6	<b>7</b>	8	9	10
14	15	16	<b>17</b>	18	19	20	11	12	13	<b>14</b>	15	16	17
21	22	23	<b>24</b>	25	26	27	18	19	20	<b>21</b>	22	23	24
28	29	30	<b>31</b>				25	26	27	<b>28</b>	29	30	

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Feb 28	Mar 1 Wardleigh-Burial	2 Alfredo-Burial	3 Lopez-Burial 2:30pm OA Partner Emergency Managers/Personnel with Cities, Tribal	4 Ehmcki-Burial	5	6
7	8 Barrera-Burial Williams-Burial	9	10 2:30pm OA Partner Emergency Managers/Personnel with Cities, Tribal Government Partners)	11	12	13
14	15	16 Villarreal-Burial	17 2:30pm OA Partner Emergency Managers/Personnel with Cities, Tribal Government Partners)	18 Board Meeting Poullath-Burial	19 Cherpin-Burial Tremble-Burial	20
21	22 Matawyk-Burial	23	24 2:30pm OA Partner Emergency Managers/Personnel with Cities, Tribal Government Partners)	25 Kamranova-Burial	26 Nakhli- Burial	27
28	29	30	31 Roberts-Burial 2:30pm OA Partner Emergency Managers/Personnel with Cities, Tribal	Apr 1	2	3