

# Manager's Report

## Statistics

### MEMORIAL SALES

| MONTH    | VASE BLOCKS | SANCTUM VAULTS | LEASE RENEWALS – vase blocks | LEASE RENEWALS - vaults |
|----------|-------------|----------------|------------------------------|-------------------------|
| JANUARY  | 6           | 1              | 5                            | 1                       |
| FEBRUARY | 6           | 2              | 7                            | 3                       |
| MARCH    | 6           | 2              | 8                            | 2                       |
| APRIL    | 4           | 1              | 2                            | 0                       |
| MAY      | 3           | 1              | 10                           | 3                       |
| JUNE     | 3           | 1              | 7                            | 1                       |

### CREMATIONS

|     | 2022       | 2021        | 2020        | 2019        | 2018        | 2017        | 2016        | 2015        | 2014        | 2013        | 2012         | 2011        | 2010        |
|-----|------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--------------|-------------|-------------|
| Jan | 134        | 241         | 211         | 233         | 246         | 268         | 240         | 262         | 278         | 220         | 254          | 278         | 254         |
| Feb | 129        | 225         | 197         | 211         | 254         | 258         | 243         | 262         | 254         | 200         | 268          | 256         | 226         |
| Mar | 134        | 148         | 196         | 204         | 230         | 299         | 277         | 287         | 241         | 267         | 279          | 249         | 235         |
| Apr | 141        | 111         | 223         | 178         | 237         | 229         | 268         | 245         | 222         | 268         | 237          | 193         | 229         |
| May | 143        | 93          | 240         | 195         | 219         | 266         | 266         | 230         | 234         | 274         | 270          | 232         | 198         |
| Jun | 129        | 83          | 140         | 150         | 164         | 260         | 264         | 241         | 239         | 218         | 193          | 232         | 235         |
| Jul |            | 100         | 91          | 212         | 186         | 219         | 211         | 237         | 257         | 211         | 175          | 204         | 208         |
| Aug |            | 121         | 98          | 165         | 176         | 236         | 244         | 187         | 206         | 183         | 168          | 241         | 198         |
| Sep |            | 141         | 149         | 181         | 173         | 228         | 228         | 232         | 204         | 194         | 158          | 221         | 218         |
| Oct |            | 123         | 141         | 206         | 193         | 240         | 224         | 225         | 243         | 234         | 186          | 233         | 232         |
| Nov |            | 146         | 186         | 169         | 190         | 251         | 239         | 249         | 222         | 226         | 176          | 220         | 219         |
| Dec |            | 139         | 215         | 197         | 166         | 191         | 244         | 266         | 248         | 200         | 182          | 234         | 227         |
|     |            |             |             |             |             |             |             |             |             |             |              |             |             |
|     | <b>810</b> | <b>1671</b> | <b>2087</b> | <b>2301</b> | <b>2434</b> | <b>2945</b> | <b>2948</b> | <b>2913</b> | <b>2848</b> | <b>2695</b> | <b>2546*</b> | <b>2793</b> | <b>2679</b> |