

FAIR OAKS CEMETERY DISTRICT

Sales by Product/Service Detail

March 2024

	Date	Client	Qty	Sales Price	Amount
Endowment Fund					
Endowment					
	03/05/2024	1155052 Golvin, G.E.			588.00
	03/06/2024	1155075 Gonzales, Sierra			158.00
	03/11/2024	1155095 Abella, Noreen			823.00
	03/14/2024	1155114 Carlson-Phillips, Marjorie			588.00
	03/14/2024	1155118 Robertson, Mike			588.00
	03/22/2024	1155178 Hoegel, Jackie			588.00
	03/25/2024	1155186 Coughlin, Deborah & Kenneth			845.00
	03/26/2024	1155100 Viglione, Mary Kay & Dennis			588.00
Total for Endowment					\$ 4,766.00
Total for Endowment Fund					\$ 4,766.00
Markers					
FG Brass Plaque					
	03/06/2024	1155075 Gonzales, Sierra			412.00
Total for FG Brass Plaque					\$ 412.00
Niche Scroll Plate					

	03/14/2024	1155118 Robertson, Mike			412.00
	03/14/2024	1155114 Carlson-Phillips, Marjorie			412.00
	03/14/2024	1155114 Carlson-Phillips, Marjorie			412.00
	03/14/2024	1155118 Robertson, Mike			412.00
	03/26/2024	1155100 Viglione, Mary Kay & Dennis			412.00
	03/26/2024	1155100 Viglione, Mary Kay & Dennis			412.00
Total for Niche Scroll Plate					\$ 2,472.00
Total for Markers					\$ 2,884.00
Misc.					
Convenience Fee					
	03/04/2024	1147762 Benge, David E.			25.00
	03/04/2024	1140147 Layton, Roger E.			120.00
	03/06/2024	1155075 Gonzales, Sierra			36.00
Total for Convenience Fee					\$ 181.00
Disinter Casket					
	03/04/2024	1140147 Layton, Roger E.			2,415.00
Total for Disinter Casket					\$ 2,415.00
Interment Rights					
	03/06/2024	1155075 Gonzales, Sierra			0.00
	03/14/2024	1155114 Carlson-Phillips, Marjorie			0.00

	03/14/2024	1155118 Robertson, Mike			0.00
	03/22/2024	1155178 Hoegel, Jackie			0.00
	03/25/2024	1155186 Coughlin, Deborah & Kenneth			0.00
Total for Interment Rights					\$ 0.00
Out of District Fee					
	03/12/2024	1142718 Tavalero, Barbara Ann			258.80
Total for Out of District Fee					\$ 258.80
Total for Misc.					\$ 2,854.80
Opening & Closing					
Casket O&C - AtNeed					
	03/04/2024	1149013 West, Mary			1,294.00
	03/11/2024	1155095 Abella, Noreen			1,294.00
	03/12/2024	1142718 Tavalero, Barbara Ann			1,294.00
Total for Casket O&C - AtNeed					\$ 3,882.00
Cremation O&C - AtNeed					
	03/04/2024	1147762 Benge, David E.			529.00
	03/05/2024	1155052 Golvin, G.E.			529.00
	03/14/2024	1143687 Slater, Philip			529.00
	03/22/2024	1117027 Nason, Edward			529.00
	03/22/2024	1155178 Hoegel, Jackie			529.00

Total for Cremation O&C - AtNeed					\$ 2,645.00
FG O&C - AtNeed					
	03/06/2024	1155075 Gonzales, Sierra			353.00
Total for FG O&C - AtNeed					\$ 353.00
Niche O&C					
	03/14/2024	1155118 Robertson, Mike			353.00
	03/14/2024	1155114 Carlson-Phillips, Marjorie			353.00
	03/14/2024	1155114 Carlson-Phillips, Marjorie			353.00
	03/26/2024	1155100 Viglione, Mary Kay & Dennis			353.00
	03/26/2024	1155100 Viglione, Mary Kay & Dennis			353.00
Total for Niche O&C					\$ 1,765.00
Total for Opening & Closing					\$ 8,645.00
Plot Fees Collected					
Plot Fees					
	03/06/2024	1155075 Gonzales, Sierra			294.00
	03/11/2024	1155095 Abella, Noreen			4,292.00
	03/14/2024	1155114 Carlson-Phillips, Marjorie			3,058.00
	03/14/2024	1155118 Robertson, Mike			4,234.00
	03/22/2024	1155178 Hoegel, Jackie			1,235.00
	03/25/2024	1155186 Coughlin, Deborah & Kenneth			1,631.00

	03/26/2024	1155100 Viglione, Mary Kay & Dennis			3,881.00
Total for Plot Fees					\$ 18,625.00
Total for Plot Fees Collected					\$ 18,625.00
PreNeed					
Casket O&C - PreNeed					
	03/05/2024	1118860 NEWHEY, Joy & Scott			1,294.00
Total for Casket O&C - PreNeed					\$ 1,294.00
Cremation O&C - PreNeed					
	03/05/2024	1139377 Ebi, Kenneth & Dorothy Ade			529.00
	03/08/2024	Michael & Cindy Guzman 1139814	-1	#####	-400.00
	03/14/2024	1143687 Slater, Philip			529.00
	03/22/2024	1155178 Hoegel, Jackie			529.00
	03/25/2024	1155186 Coughlin, Deborah & Kenneth			529.00
	03/25/2024	1155186 Coughlin, Deborah & Kenneth			529.00
Total for Cremation O&C - PreNeed			-1		\$ 2,245.00
Standard Vault - PreNeed					
	03/04/2024	1140147 Layton, Roger E.			941.00
	03/05/2024	1118860 NEWHEY, Joy & Scott			941.00
Total for Standard Vault - PreNeed					\$ 1,882.00
Urn Vault - PreNeed					

	03/05/2024	1139377 Ebi, Kenneth & Dorothy Ade			294.00
	03/08/2024	Michael & Cindy Guzman 1139814	-1	#####	-250.00
	03/14/2024	1143687 Slater, Philip			294.00
	03/22/2024	1155178 Hoegel, Jackie			294.00
	03/25/2024	1155186 Coughlin, Deborah & Kenneth			294.00
	03/25/2024	1155186 Coughlin, Deborah & Kenneth			294.00
Total for Urn Vault - PreNeed			-1		\$ 1,220.00
Total for PreNeed			-2		\$ 6,641.00
Saturday Services					
Saturday Service Fee					
	03/11/2024	1155095 Abella, Noreen			1,100.00
	03/13/2024	1150502 Dordevic, Nick & Mima			1,207.00
Total for Saturday Service Fee					\$ 2,307.00
Total for Saturday Services					\$ 2,307.00
Tax Collected					
Tax Reconciliation					
	03/14/2024	1143687 Slater, Philip			0.01
	03/22/2024	1155178 Hoegel, Jackie			0.01
	03/25/2024	1155186 Coughlin, Deborah & Kenneth			0.01

Total for Tax Reconciliation					\$ 0.03
Total for Tax Collected					\$ 0.03
Vaults					
DD Vault - AtNeed					
	03/11/2024	1155095 Abella, Noreen			1,764.00
Total for DD Vault - AtNeed					\$ 1,764.00
Standard Vault - AtNeed					
	03/04/2024	1149013 West, Mary			941.00
Total for Standard Vault - AtNeed					\$ 941.00
Urn Vault - AtNeed					
	03/04/2024	1147762 Bengel, David E.			294.00
	03/05/2024	1155052 Golvin, G.E.			294.00
	03/14/2024	1143687 Slater, Philip			294.00
	03/22/2024	1117027 Nason, Edward			294.00
	03/22/2024	1155178 Hoegel, Jackie			294.00
Total for Urn Vault - AtNeed					\$ 1,470.00
Total for Vaults					\$ 4,175.00
TOTAL				-2	\$ 50,897.83
Monday, Apr 01, 2024 10:25:31 AM GMT-7 - Accrual Basis					

FAIR OAKS CEMETERY DISTRICT

Profit and Loss by Class

March 2024

	202A	208A	209A	TOTAL
Income				
96910 Cemetery Services				0.00
96910.0 PreNeed Collections	6,641.00		4,807.40	11,448.40
96910.1 Endowment Collections		4,766.00		4,766.00
96910.2 CSVC- Plot Fees	18,625.00			18,625.00
96910.3 Preneed Transfer - to Gen	2,645.00			2,645.00
96910.4 CSVC- Vaults	4,175.00			4,175.00
96910.5 CSVC- Open & Close	8,645.00			8,645.00
96910.6 CSVC- Miscellaneous	2,673.80			2,673.80
96910.61 Convivence Fees				
Collected	181.03			181.03
96910.62 96910.62 Interment				
Rights	0.00			0.00
Total 96910.6 CSVC- Miscellaneous	\$ 2,854.83	\$ 0.00	\$ 0.00	\$ 2,854.83
96910.8 CSVC- markers	2,884.00			2,884.00
96910.9 CSVC- Saturday Services	2,307.00			2,307.00
Total 96910 Cemetery Services	\$ 48,776.83	\$ 4,766.00	\$ 4,807.40	\$ 58,350.23
Total Income	\$ 48,776.83	\$ 4,766.00	\$ 4,807.40	\$ 58,350.23
Gross Profit	\$ 48,776.83	\$ 4,766.00	\$ 4,807.40	\$ 58,350.23
Expenses				
11100.0 Salary	14,931.20			14,931.20
11320.0 Overtime	180.00			180.00
12100.0 Retire	4,385.14			4,385.14
12200.0 OASDHI	1,156.01			1,156.01
12300.0 Group Ins	4,098.71			4,098.71
20290.0 Business Exp	122.01			122.01
20350.0 Education & Train	1,431.50			1,431.50
20380.0 Employee Recognition	285.60			285.60
20610.0 Membership	417.02			417.02
20760.0 Office Sup	188.42			188.42
20810.0 Postage	16.45			16.45
21040.0 Agri / Horti SUP	25.57			25.57
21910.0 Electricity	588.27			588.27
21930.0 Refuse Collect	749.64			749.64

21970.0 Telephone	472.25			472.25
21980.0 Water	1,000.64			1,000.64
22060.0 Auto Maint SUP	269.29			269.29
22260.0 Expend Tools	59.25			59.25
22360.0 Fuel- Lube	766.84			766.84
22750.0 Rent Equip	4,240.24			4,240.24
22820.0 Shop Equip SUP	13.30			13.30
23130.0 Uniforms	332.88			332.88
25910.0 Other Prof SVC	358.30			358.30
28980.0 Other Oper SUP	788.89			788.89
28990.1 Temp Workers	19,613.72			19,613.72
28990.2 Gates	550.00			550.00
80400.1 Scroll Plates	3,102.94			3,102.94
Merchant deposit fees	242.00			242.00
Total Expenses	\$ 60,386.08	\$ 0.00	\$ 0.00	\$ 60,386.08
Net Operating Income	-\$ 11,609.25	\$ 4,766.00	\$ 4,807.40	-\$ 2,035.85
Other Expenses				
89999.0 Transfer To Pre-need Liability			4,807.40	4,807.40
Total Other Expenses	\$ 0.00	\$ 0.00	\$ 4,807.40	\$ 4,807.40
Net Other Income	\$ 0.00	\$ 0.00	-\$ 4,807.40	-\$ 4,807.40
Net Income	-\$ 11,609.25	\$ 4,766.00	\$ 0.00	-\$ 6,843.25
Monday, Apr 01, 2024 10:22:46 AM GMT-7 - Accrual Basis				

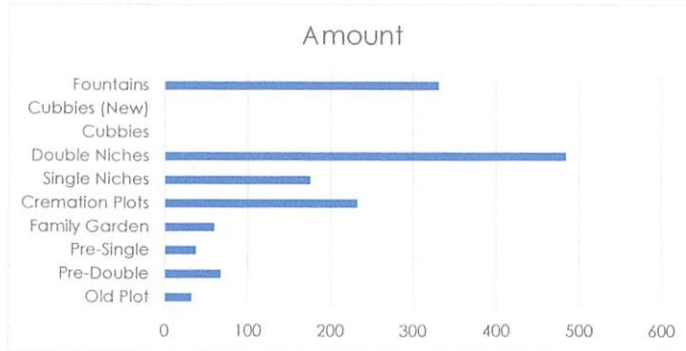
BURIALS													
FY 2023/2024	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
STANDARD	2	2	2	1	0	1	5	1	2				16
DELUXE			1		1								2
TITAN		1											1
DOUBLE				1		1							2
Pre-VAULTED	1	3	2	2	3	6	3	4	4				28
OTHER		3			1	4	2		3				13
BABY													0
ASHES-PLOT	10	5	3	5	6	3	2	4	6				44
ASHES-NICHE	3	4	1	0	3	0	1	1	3				16
23-24 TOTAL	16	18	9	9	14	15	13	10	18	0	0	0	122
22-23 TOTAL	32	19	12	17	11	13	13	18	29	17	15	26	222
21-22 TOTAL	18	21	14	22	19	17	18	27	15	18	13	20	222
VAULT SALES													
FY 2023/2024	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
STANDARD	3	1	2		1	2	2	1	3				15
DELUXE													0
TITAN													0
DOUBLE	2								1				3
PB DOUBLE		1	3	1	1	3							9
PB SINGLE													0
OTHER	1				1								2
URN	5	4	2	7	5	4	2	2	10				41
NICHE													0
23-24 TOTAL	11	6	7	8	8	9	4	3	14	0	0	0	70
22-23 TOTAL	13	19	9	5	12	6	11	6	6	12	7	13	119
21-22 TOTAL	14	10	11	17	19	19	13	22	9	8	16	28	186
VAULT INVENTORY FY 2023/2024													
		BAL		RCVD		USED		BAL		INV #			
STANDARD		5				2		3		888			
										881,902.			
DELUXE		2						2		840,			
TITAN		1						1		629			
DOUBLE		3						3					
OTHER		1						1		842 OVR			
URN		64				6		58					
NICHE		42				3		39					
INVENTORY		START		RTNS		SOLD		PYMTS		ON HOLD		BALANCE	
FULL PLOT		36						4				32	
CREMATION PLOT		235				2		1				232	
SINGLE NICHE		174		2				1				175	
MEDIUM NICHE		72				1		4				67	
OAK KNOLL		77						10				67	
OK MED NICHE		425				2		6				417	
ACORN		37										37	
FAMILY GARDEN		63				1		3				59	
FOUNTAINS		333				1		5				327	
FT TRIPLES		4						0				4	
PLOTS SOLD													
FY 2023/2024	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
TAX RES	6	3	3	1	4	2	2	0	4				25
NON TAX RES	2	1	3	4	3	0	3	2	2				20
OUT OF DIST	2	0	1	0	0	1	0	1	1				6
23-24 TOTAL	10	4	7	5	7	3	5	3	7	0	0	0	51
22-23 TOTAL	6	17	7	3	3	3	6	8	4	7	10	12	86
21-22 TOTAL	16	7	8	5	8	7	6	7	6	2	9	7	88

Fair Oaks Cemetery District

Plot / Niche
Inventory

4/4/2024

Plot Type	Amount
Old Plot	32
Pre-Double	67
Pre-Single	37
Family Garden	59
Cremation Plots	232
Single Niches	175
Double Niches	484
Cubbies	0
Cubbies (New)	0
Fountains	331



Cremations Available =	950
Casket Burial Available =	467
Average Cremation Burials Per Year =	117
Average Casket Burials Per Year =	105
Approx. Years for Cremations =	8.1
Approx. Years for Casket Burials =	4.4

Notes:

Got Fountains open with out spending a ton of money (in-house)
Increased number of burials and reputation

Prices raised to cover costs and budget

Money invested in pre-need

Created more spaces in Fountains with non-vaulted singles

Created over 200 cremation only spaces, allowed 4 cremations per plot to allow access to more burials without losina inventory

Built more cubbies in-house saving the cemetery money

Created 70 more family gardens by utilizing land between existing graves.

Created a new single casket area, with the flexibility to incorporate double if needed and save monbey by not pre-vaultina.

Finished East section to allow for more casket burials.



Guillermo Barron
District Manager
Gonzalo Vega
District Foreman
Mysti Lingenfelter
Admin Assist

FAIR OAKS CEMETERY

7780 Olive Street Fair Oaks, CA 95628
Phone (916) 966-1613 Info.FOCD@gmail.com
www.fairoakscemetery.com
ESTABLISHED 1902

BOARD OF TRUSTEES
Robert Clouse-Chairman
Carolyn Flood-Vice Chairman
Patricia Vogel
Albert D. Neufeld
Pete Schroeder

**"It is our mission to partner with our community to preserve
our past & memorialize our future"**

Established 1902

FY 2024 ATTENDANCE

January 2024

VACATION	BALANCE FORWARD	MONTHLY ACCRUAL	TAKEN		YEAR TO DATE BALANCE
GUILLERMO	228.69	16.67		\$9,083.23	245.36
GONZALO	276.00	10.00	-8.00	\$7,506.00	278.00
MYSTI	17.42	10.00		\$658.08	27.42
				\$17,247.31	

SICK	BALANCE FORWARD	MONTHLY ACCRUAL	TAKEN		YEAR TO DATE BALANCE
GUILLERMO	149.50	8.00	-8.00	\$5,534.49	149.50
GONZALO	209.00	8.00		\$5,859.00	217.00
MYSTI	8.00	8.00		\$384.00	16.00
				\$11,777.49	

DENTAL / VISION	BEGINNING BALANCE		USED	YEAR TO DATE BALANCE
GUILLERMO	\$ 2,000.00		\$ -	\$ 2,000.00
GONZALO	\$ 2,000.00		\$ -	\$ 2,000.00
MYSTI	\$ 2,000.00		\$ (2,000.00)	\$ -

From: Google Business Profile <businessprofile-noreply@google.com>
Sent: Wednesday, March 6, 2024 4:39 PM
To: info.focd@gmail.com
Subject: Fair Oaks Cemetery District, your performance report for February 2024

Business Profile



Your Business Profile report with 253 interactions* last month

See how Fair Oaks Cemetery District at 7780 Olive Street, Fair Oaks, California 95628 performed in February 2024 compared to the previous month.


[See full report](#)


Your performance at a glance

 **48**
calls
+23%

 **0**
messages

 **97**
people asked for directions
+31%

 **108**
website visits from profile
+10%

 **826**
profile views
-4%

 **316**
searches
-10%

**An interaction is when a customer calls, messages you, makes a booking, is sent to your website, or requests directions from your Business Profile.*

Top search terms

From: Fair Oaks Chamber of Commerce <GroupMessaging@chamberorganizer.com>
Sent: Tuesday, April 2, 2024 7:57 AM
To: Guillermo Barron; gbarron.focd@gmail.com
Subject: 03/2024 - Monthly Statistics Information Report for Members

Dear Guillermo,

The Fair Oaks Chamber of Commerce is pleased to provide last months business intelligence report from our online promotion of Fair Oaks Cemetery.

The Chamber had a total of 1239789 member exposures last month through the membership directory and you had a total of 5711 of those exposures. In addition, you had 13 direct views of your Traffic Catcher Website System and a total of 0 views of your Google Map.

If you have very few views or none at all for any of these categories you may still need to optimize your online advertising system. The views above do not include views and search engine requests from the Community on Display Catalog Advertising System. For these results go to:

<http://www.ectownusa.com/EcTownUSA2006/stats.html>

If you would like to login, please use the following link. If you cannot remember your user name and password please enter your email address in the lost password box and it will be emailed to you:

http://chamberorganizer.com/members/mlogin.php?org_id=FAIR

If you have any questions please use the following link for contact information:

http://chamberorganizer.com/members/contactus_page.php?org_id=FAIR

Most organizations offer full optimization services. Take a tour by clicking here:

<http://membertour.ectownusa.com>

Born Mistry - Happy Eater!

Thank you for doing such a fine
job of honoring everyone and please
let your hand-walkers and
respectful team know how grateful
the Willery family - and countless
Other Families - are for their fine
work and professionalism. @ Shubey Willery



Mysti Lingenfelter

From: Michael Meyer <michaelm@csga.net>
Sent: Tuesday, April 2, 2024 1:44 PM
To: Mysti Lingenfelter
Subject: RE: Membership

Good afternoon Mysti,

I hope the district is enjoying the trial membership. It appears that Fair Oaks Cemetery would fall under [category 12](#) (\$750k-\$1M) based on the district's annual operating revenue. If that figure is incorrect, I would be happy to create a revised estimate for the district.

Annual membership dues for category 12 would be \$3,391. After a one-time joining promotional discount of 20%, dues would amount to \$2,713. (2025 membership renewal would be prorated, as a portion of the joining payment would be applied toward the 2025 membership year renewal)

As I mentioned in our previous conversation, there might also be some ways to recoup some or all of those membership dues through a few of our [Value-Added Benefits and cost saving programs](#). I'm happy to jump on a call or stop by the district to chat about any aspect of membership if you feel it would be beneficial.

I hope this helps to answer your question. Please let me know if there is any additional clarification that I can provide.

Have a great day,

Michael Meyer
Member Services Specialist

Join us for the 2024 [Special District Leadership Academy Conference](#)
April 14 – 17, 2024 in San Diego

California Special Districts Association
1112 I Street, Suite 200
Sacramento, CA 95814
877.924.2732 office
www.csga.net

A Proud California Special Districts Alliance Partner.
California Special Districts Association
Special District Risk Management Authority
CSDA Finance Corporation



From: Mysti Lingenfelter <Mysti@fairoakscemetery.com>
Sent: Tuesday, April 2, 2024 12:55 PM
To: Michael Meyer <michaelm@csga.net>
Subject: Membership

My Board of Trustees wanted me to reach out about getting a quote to continue our membership after the trial period is over. We are in a unique situation in that the tax money we receive doesn't even cover the payroll for three employees, so cost is a huge factor for us. Let me know what you need to help us in this matter.

Message Image

Skip to main content (Press Enter).

Login (<https://www.csga.net/HigherLogic/Security/ImisRestLoginBounce.aspx?ReturnUrl=https%3a%2f%2fcsda.net%2fjoin%2fvalue-benefits>)

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Skip auxiliary navigation (Press Enter).

Contact Us (/contactus) Join (/join) Support (/support-page)



California Special Districts Association (<https://www.csga.net/home>)

CSDA *Districts Stronger Together*

Skip main navigation (Press Enter).

Value Added Benefits



Value Added Benefits (https://higherlogicdownload.s3.amazonaws.com/CSDA/b24702e8-8a42-4614-8c45-bc3cba37ea2c/UploadedImages/PDFs/2024_PDFs/2024_CSDA_Value_Added_Benefits_032824.pdf) are special programs or discounts offered by our Business Affiliates – tailored just for CSDA members! Learn more:

Commercial Card

Provider/Contacts

CSDA Commercial Card
Anastasia Efstathiou
916-774-3923
AnastasiaEfstathiou@UmpquaBank.com (<mailto:AnastasiaEfstathiou@UmpquaBank.com>)
(<mailto:AnastasiaEfstathiou@UmpquaBank.com>)

Member Benefit

Access to the CSDA Commercial Card (<https://www.csga.net/HigherLogic/System/DownloadDocumentFile.ashx?DocumentFileKey=76b0888d-d848-344c-db57-ae4c0bb3c1c5&forceDialog=0>) that may improve expense control, cash flow, and rebate potential.

Benefit Summary

CSDA's goal is to help your district find ways to manage and report spending while providing your employees with convenient tools to make necessary purchases. The CSDA Commercial Card can be used for vendor payments, travel expenses, online purchases, utility bills, and much more.

In addition to potential cash rebates, other benefits may include: improved cash flow through increased float, lowered costs by reducing check writing, better expense management through enhanced monitoring capabilities.

Consultant Connection

The CSDA Consultant Connection (consultant-connection) was developed to give our members access to a pool of experts who provide exclusive discounts and special benefits for a variety of services. Some include:

- Leadership/Board Development
- Strategic Planning
- Board Planning/Facilitation
- Succession Planning
- Organizational Assessment
- Public Outreach/Communications
- Change Management

CSDA's Consultant Connection (consultant-connection) is your source for these services and more.

Contact us



Cybersecurity and Technology Services

Provider/Contacts

VC3
<https://vc3.com> (<https://vc3.com>)

Member Benefit

CSDA Members receive discounted IT services, with no minimum contract requirements.

Benefit Summary

VC3, the California Special Districts Association's endorsed IT consulting partner since 2024, has been making IT personal, making IT easy, and getting IT right for more than 30 years. They understand your budgeting requirements and critical concerns. Their commitment to deep, long-term relationships, transparent pricing, and speedy support—both onsite and remote—makes technology predictable and reliable for special districts.

MANAGE

- Managed IT Services: Get 24/7 support and ongoing maintenance for your hardware, software, network, and backups.
- Co-Managed: Ideal for organizations with internal IT.
- Managed VoIP: Cost-effective, fully supported, and modernized phone systems.

PROTECT

- Managed Security Services: Our right-sized cybersecurity solutions keep your organization protected.
- Data Backup + Disaster Recovery: Minimize operational disruption and mitigate risk with onsite and offsite data backup solutions.
- Security Assessment: Actionable assessments that keep you compliant and improve cybersecurity resilience.
- Security Awareness Training (<https://hubs.li/Q02jXNb30>)

ACCELERATE

- SharePoint: Drive simplicity, efficiency, and secure collaboration.
- Power BI: Use data and technology to increase efficiencies and achieve organizational goals.
- Application Development: Custom software applications and solutions to meet your specific needs.

CSDA and VC3 can customize plans depending on the number of your employees and the size of your technology infrastructure. This customization makes cybersecurity and technology services affordable for your budget, from the smallest special district to the largest.

Digital Mapping Solutions

Provider/Contacts

California CAD Solutions
(800) 617-4447
www.calcad.com (<http://www.calcad.com/>)

Member Benefit

Free Month of Service

Benefit Summary

DashGIS is a cost-effective solution for Special Districts that need a GIS but don't have or can't afford to hire dedicated special districts to leverage important data to meet the needs of the district without the expense of special software and employees. CSDA members receive one month FREE with their initial 12-month term.



Discounted Travel

Provider/Contacts

Enterprise Mobility
www.enterprisemobility.com (<https://www.enterprisemobility.com>)

Member Benefit

Government Rates on Vehicle Rentals

Financing

Provider/Contacts

CSDA Finance Corporation
(877) 924-2732
www.csdafinance.net ([http://www.csdafinance.net/](http://www.csdafinance.net))

Member Benefit

Access to Cost Effective, Tax-Exempt Financing

Benefit Summary

CSDA Finance Corporation is a non-profit public benefit corporation established to help special districts and other public agencies through the use of innovative and efficient financing programs. Our mission is to provide members with efficient, effective, and prompt satisfaction of their financial needs through competitively priced financings of major capital improvements, equipment purchases, and other projects. Whether your financing needs are \$50 thousand or \$50 million, the CSDA Finance Corporation can help!

GASB Reporting Compliance

Provider/Contacts

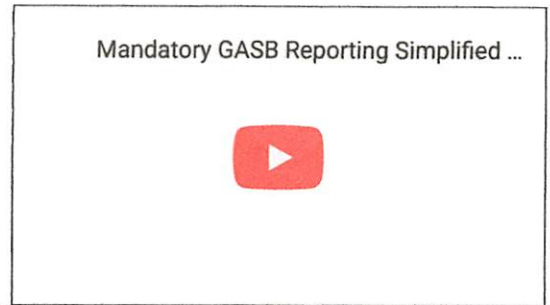
Actuarial Retirement Consulting
Molly McGee, ASA, EA, MAAA
Andy Yost, Managing Director
email: Andy.Yost@AwenARC.com (<mailto:Andy.Yost@AwenARC.com>)
(206) 735-8222
[www.awenARC.com](https://awenarc.com/) (<https://awenarc.com/>)

Member Benefit

Actuarial Services for Retirement Benefits

Benefit Summary

Awen ARC provides consulting and GASB compliant reports for retirement benefit plans including pensions, stipends, and other post employment benefits. These benefits fall under GASB statements 68, 73, and 75 and, in most cases, require biennial valuation reports and annual disclosure reports. Awen ARC can help to identify which statements are required as well as the timing and deadlines to follow, based on the benefits available to employees in retirement. GASB statements are complex, and each employer sponsored plan is different, which is why Awen ARC provides consulting at no additional fee. Awen ARC is conscientious to serving government agencies and has partnered with CSDA to provide members with competitive, discounted, flat fees.



Human Resources

Provider/Contacts

CPS HR Consulting
Tiffany Bose, PHR
Email: tbose@cpshr.us (<mailto:tbose@cpshr.us>)
Phone: (916) 471-3390
[www.cpshr.us/HR-Membership](https://nam04.safelinks.protection.outlook.com/?url=https://www.cpshr.us/HR-Membership&data=04|01|ggorshing@cpshr.us|af56522d29b14a11658f08d8d2f6f8b6|a1afb1975f104ea8b8b59bf6b48422a0|0|0|637491305471852504|Unknown|TWFpbGZsb3d8eyJWJ) (<https://nam04.safelinks.protection.outlook.com/?url=https://www.cpshr.us/HR-Membership&data=04|01|ggorshing@cpshr.us|af56522d29b14a11658f08d8d2f6f8b6|a1afb1975f104ea8b8b59bf6b48422a0|0|0|637491305471852504|Unknown|TWFpbGZsb3d8eyJWJ>)

Member Benefit

On-demand Human Resources through an annual HR membership

Benefit Summary

CPS HR Consulting offers CSDA members an exclusive Human Resources Membership package. You get the benefit of a skilled Human Resources professional at a fraction of the cost of an in-house employee or law firm. The package includes:

- A dedicated Senior Level HR Consultant
- One free intake hour when membership is activated
- Fourteen hours of HR consulting
- Discounted rates for additional services
- Access to HR Basics Kit including checklists to ensure compliance and best practices for HR functions
- Ability to purchase additional HR consulting hours – members will receive one free half hour for every additional block of five hours purchased

Investments

Provider/Contacts

California CLASS
info@californiaclass.com (<mailto:info@californiaclass.com>)
(866) 987-4445
www.californiaclass.com (<https://www.californiaclass.com/>)

Member Benefit

California CLASS allows public agencies to pool funds together with the goal of collectively earning interest on investments through a prime-style portfolio with an enhanced cash portfolio.

Benefit Summary

California CLASS is a California Joint Powers Authority governed by a Board of Trustees comprised of special district and city finance professionals. The purpose of the California CLASS is to provide California public agencies with an additional diversification option for their daily liquidity and strategic reserve investments. Public Trust Advisors, in its capacity as investment advisor and fund administrator, is committed to providing California CLASS Participants with an exceptional user experience and professional portfolio management.

Job Search

Provider/Contacts

careers.csda.net (career-center)

Member Benefit
50% Discount

Benefit Summary

This interactive Career Center offers an expanded job board for special districts and other local governments throughout California. Not only does the Career Center offer the capability to post jobs, but also the capability to post and download resumes, and offers discounts for multiple postings.

Merchant Services

Provider/Contacts

AllPaid
[www.AllPaid.com \(https://allpaid.com\)](https://allpaid.com)

Member Benefit

Two Member Options - Below Market Rates

Benefit Summary

AllPaid is honored to be selected as CSDA's Endorsed Affiliate for Payment Services/Merchant Services. AllPaid's payment platform provides CSDA and its members a secure industry leading payment solution with exceptional customer service and support. These services are available at below market, pre-negotiated rates, exclusively for CSDA members.

Risk Management

Provider/Contacts

SDRMA – Special District Risk Management Authority
(800) 537-7790
[www.sdrma.org \(http://www.sdrma.org/\)](http://www.sdrma.org)

Member Benefit

Access to Affordable Property, Liability & Workers' Compensation Coverages and Health Benefits

Benefit Summary

SDRMA's primary objective is to serve as a single resource to meet all of the risk management needs of members. Quality coverage protection and risk management services, responsive claims management, as well as tailored safety and loss prevention programs provide members with an unequalled risk management program. To ensure maximum protection of public agencies' resources, our current programs include Property and Liability coverage, Workers' Compensation, Health Benefits, and MemberPlus Services™.

Surplus Auction

Provider/Contacts

GovDeals
Samarra Dalrymple
Pacific Business Development Manager
[sdalrymple@govdeals.com \(mailto:sdalrymple@govdeals.com\)](mailto:sdalrymple@govdeals.com)
(800) 613-0156

Member Benefit

Free postings

Benefit Summary

GovDeals has partnered with CSDA to provide special districts with a simple, transparent platform for buying and selling surplus items online. Visit CSDA's online Surplus Marketplace to browse through a wide selection of pre-owned vehicles, office furniture, tools and equipment, and much more. To sell an item, contact Samarra Dalrymple to set up your free seller's account.

Utility Cost Control

Provider/Contacts

Utility Cost Management LLC
559.261.9230
[www.utilitycostmanagement.com \(http://www.utilitycostmanagement.com/\)](http://www.utilitycostmanagement.com)

Member Benefit

Reduce electricity costs with no out-of-pocket fees and no staff time required from your District.

Benefit Summary

Utility Cost Management LLC (UCM) reduces Districts' electricity costs through the analysis of data, rates, and the regulations that govern electricity companies in California. Through its Utility Bill Analysis Service, UCM expertly applies utility regulations to reduce charges moving forward, and recover refunds for past billing errors. UCM handles all communications with utility companies, so there is minimal time required from participating Districts. UCM is only paid if and after your district receives savings and/or refunds as a result of their work, so there are never any out-of-pocket costs associated with UCM's service.

Website Design

Provider/Contacts

Streamline

(916) 900-6619

www.getstreamline.com/csda (<http://www.get-streamline.com/csda>)

Member Benefit

30% Discount on Monthly Subscription

Benefit Summary

Streamline's special district website platform has all of the tools needed for website content management, email marketing, online payments, and more. Built-in accessibility and transparency dashboards ensure districts can easily maintain online compliance... easy-to-use and all in one place. For more information, visit www.getstreamline.com/csda (<http://www.getstreamline.com/csda>)

Not a Member?

Join CSDA Today! By joining CSDA, you help make Districts Stronger Together:

[Learn More \(join\)](#)

Grant Services

The Ferguson Group (TFG) provides grant services to CSDA members through its partnership with the National Special Districts Coalition. TFG provides CSDA with advance grant announcements and notices, weekly review of grants impacting local communities, as well as a database of successful grant applications and general funding guides. TFG offers a 15 percent discount to CSDA members on strategic project development and scoping, grant writing and review services, and coordination of political and community support for projects.

CSDA Value-Added Benefits

Please complete this form to request more information.

Name *

First Last

Title *

District/Agency *

Email *

Phone Number *

 - -

####

I would like to learn more about the following member benefit(s): *

- Allpaid (Merchant Services)
- Actuarial Retirement Consulting (GASB Reporting)
- CalCAD (Digital Mapping Solutions)
- California CLASS (Investments)
- CPS HR (On-Demand HR Membership)
- CSDA Career Center
- CSDA Commercial Card
- CSDA Finance Corporation
- Enterprise (Discounted Car Rental)
- GovDeals (Surplus Auction)
- SDRMA (Risk Management)
- Streamline (Website Services)
- UCM (Utility Cost Control)
- VC3 (Cybersecurity and Technology Services)

Please provide any relevant notes:

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1112 "I" Street, Suite 200
Sacramento, CA 95814
877.924.2732 (tel:18779242732) | 916.442.7887 (tel:19164427887)

f (<https://www.facebook.com/CSDAdistricts>) **X** (<https://twitter.com/CSDAdistricts>) **yt** (<http://www.youtube.com/user/CSDAWeb>) **@** (<https://www.instagram.com/CSDAdistricts/>)
in (<https://www.linkedin.com/company/california-special-districts-association>)

Find it Fast

SDLF Scholarships (<https://www.sdlf.org/scholarships>)
Register for an Event (https://members.csda.net/CSDA2/Shared_Content/Higher_Logic/New_All_Events_-_Register.aspx?hkey=67e9f4a8-3d87-4566-a1ac-29843ac8d902)
Career Center (career-center)
Membership Information (join)
Take Action (take-action)
Bill Tracking (<https://www.csda.net/advocate/bill-tracking>)
Knowledge Base (/knowledgebase)
Privacy Policy (<https://www.csda.net/about-csda/privacy-policy>)

California Special Districts Alliance



(<http://www.csda.net/>)

(<http://www.sdrma.org/>)



(<https://www.csdafinance.net/>)

Special District Leadership Foundation

(<http://www.sdlf.org/>)

Districts Make the Difference

DISTRICTS MAKE THE DIFFERENCE

(<https://www.districtsmakethedifference.org/>)

California CLASS

California CLASS

(<https://californiaclass.com/>)

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April 2024

April 2024							May 2024						
Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa
7	1	2	3	4	5	6	5	6	7	8	9	10	11
14	8	9	10	11	12	13	12	13	14	15	16	17	18
21	15	16	17	18	19	20	19	20	21	22	23	24	25
28	22	23	24	25	26	27	26	27	28	29	30	31	

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Mar 31	Apr 1	2 Farmer's Market Tuesdays (Fair Oaks 10:00am Fair Oaks Cemetery - 95628 - 5:00pm Happy Hour	3 9:00am FI/MM Year End User Group FY 2023/24 Workshop - Save the Date (Online) - Bachylo.	4	5	6
7	8	9 Farmer's Market Tuesdays (Fair Oaks Park (11549 Fair Oaks Blvd, Fair Oaks, CA 95628))	10 9:00am Monthly Board Meeting (Fair Oaks Cemetery District 5:00pm After Hours Mixer - Ribbon	11 12:30pm Effie Yeaw Private Tour and Walk- Members Only - 12:30 PM (Effie Yeaw Nature Center)	12	13 9:00am Health and Wellness Resource Fair - 09:00 AM (La 5:00pm St. Mel School Annual Auction -
14	15	16 Farmer's Market Tuesdays (Fair Oaks Park (11549 Fair Oaks Blvd, Fair Oaks, CA 95628))	17	18 11:30am Chamber Monthly Luncheon - The Boardwalk - 5:00pm Meraki HS Exhibition Showcase	19	20
21	22	23 Farmer's Market Tuesdays (Fair Oaks Park (11549 Fair Oaks Blvd, Fair Oaks, CA 95628))	24	25	26	27 10:00am Community Open House and Craft Fair - 10:00 AM (La Sierra Community Center)
28 11:00am Sparkling Sunday Brunch - 11:00 AM (Wolfe Heights Estates)	29	30 Farmer's Market Tuesdays (Fair Oaks Park (11549 Fair Oaks Blvd, Fair Oaks, CA 95628))	May 1	2	3	4

May 2024

May 2024							June 2024						
Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa
			1	2	3	4				5	6	7	8
5	6	7	8	9	10	11	9	10	11	12	13	14	15
12	13	14	15	16	17	18	16	17	18	19	20	21	22
19	20	21	22	23	24	25	23	24	25	26	27	28	29
26	27	28	29	30	31		30						

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Apr 28	29	30	May 1	2 5:00pm Fair Oaks Summer Preview & Food Truck Mania - 05:00 PM (Fair Oaks Park)	3 11:30am Power Lunch - 11:30 AM (TBA)	4 7:00am BIG DAY of SERVICE - 07:00 AM (Fair Oaks / Orangevale Communities)
5	6	7 Farmer's Market Tuesdays (Fair Oaks Park (11549 Fair Oaks 5:00pm Happy Hour Networking Mixer -	8 9:00am Monthly Board Meeting (Fair Oaks Cemetery District 5:00pm Networking Power Hour &	9	10	11
12	13	14 Farmer's Market Tuesdays (Fair Oaks Park (11549 Fair Oaks Blvd, Fair Oaks, CA 95628))	15	16	17 6:00pm Taste of Fair Oaks - 06:00 PM (North Ridge Country Club)	18
19	20	21 Farmer's Market Tuesdays (Fair Oaks Park (11549 Fair Oaks Blvd, Fair Oaks, CA 95628))	22	23 10:00am Volunteer Day FOCD (7780 Olive St (7780 Olive St, Fair Oaks, California 95628))	24	25 10:00am Memorial Day Event (7780 Olive St (7780 Olive St, Fair Oaks, California 95628))
26	27	28 Farmer's Market Tuesdays (Fair Oaks Park (11549 Fair Oaks 11:00am May Luncheon- Special	29	30	31	Jun 1

MEMORIAL DAY COMMITTEE AGENDA

Location: Fair Oaks Cemetery

Date: 04/24/2024

Time: 1:00 pm

Facilitator: Elizabeth Ruygt

Agenda Items:	
Theme	Women in Time of War: Revolutionary War to WWII
Invocation	Mark Rice
Music	Guillermo Barron Vocalist - Anne Peter - Confirmed
Pipers & Drummers	Kurt Baird/ - Confirmed for 3 Mike Marquette
Color Guard	Troop 380 - Flag presentation
Parade	VFW Riders, American Legion Riders, Combat Vets, Clean & Sober???
Welcome	Pete Schroeder - Acknowledge Bob Clouse, Guillermo, Gonzalo, Clean & Sober, Rotary & Warren,
Guest Speakers	Politicians to speak - 3 min, each. Desmond, Bera, Hoover Woman speaker - Elizabeth has a contact
Other Program Ideas	Bench Dedication for Ray "Digger" Young
Flag Ceremony	Troop 380 -

Wreath Ceremony	<p>Donated by: Fair Oaks Rotary Club – Ordered by Warren McWilliams – Pat to contact.</p> <p>Other wreaths purchase by FOCD – Ordered by Barbara</p>
Taps Echo	Julie Taggert & BV Band Trumpet Player?
Closing Remarks	Pete Schroeder - Thank you
Benediction	Mark Rice
Refreshments	<p>Barbara Roper –</p> <p>Cookies – Homemade, and individually wrapped.</p> <p>Ice Cream</p>
Ave of Flags	By request only
Crosses & Flags	<p>Placed Thursday May 23, 2024, 10 am – Clean & Sober / other volunteers.</p> <p>BBQ to follow – QR code to sign up to volunteer for a head count.</p>
Odds & Ends	<p>Table for Information – Mysti In front of office</p> <p>Guest book for signing and comments.</p> <p>Poppy Table – VFW Aux. In front of office by Redwood</p> <p>Point person for event day - Elizabeth</p>
Program/Media	<p>Program design / insert – Elizabeth</p> <p>FOCD – Judy Andrews will be running an article on FOCD?.</p> <p>Social Media</p>
Additional Information	<p>Add coffee grounds to flowers in front of VA monument to keep critters from digging.</p> <p>Red section for VIP's and Blue section for handicap</p>

	<p>Invite News crews for day of event.</p> <p>Restroom sign & flowers around building.</p>
--	--

FEMA UPDATE

Category	#	Event	Type	Status	Process Step	CRC Gross Cost	Total Insurance Reductions	% Cost Share	
A - Debris Removal	1	4683DR-CA (4683DR)	Work Completed / Fully Documented	Active	Obligated	\$54,123.26	\$0.00	100.00%	
A - Debris Removal	1	4683DR-CA (4683DR)	Work Completed / Fully Documented	Active	Obligated	\$20,102.41	\$0.00	75.00%	
E - Buildings and Equipment	0	4683DR-CA (4683DR)	Work Completed / Fully Documented	Withdrawn	Process Discontinued	\$0.00	\$0.00	75.00%	
E - Buildings and Equipment	2	4683DR-CA (4683DR)	Work Completed / Fully Documented	Ineligible	Process Discontinued	\$6,266.67	\$6,266.67	75.00%	
G - Parks, Recreational Facilities, and Other Items	0	4683DR-CA (4683DR)	Work Completed / Fully Documented	Withdrawn	Process Discontinued	\$0.00	\$0.00	75.00%	
Z - Management Costs	1	4683DR-CA (4683DR)	Management Costs	Active	Obligated	\$3,711.29	\$0.00	100.00%	
TOTAL Amount:								\$74,225.67	

Mysti Lingenfelter

From: Fanoele, Vicki@CalOES <Vicki.Fanoele@CalOES.ca.gov>
Sent: Wednesday, April 3, 2024 11:07 AM
To: Mysti Lingenfelter
Cc: Guillermo Barron; Immer, Diane@CalOES
Subject: ADDITIONAL INFORMATION REQUIRED - COR-003068 Fair Oaks Cemetery District 1st Appeal PN 713771 DR-4683

Importance: High

Good morning Ms. Lingenfelter,
I have been assigned to work on COR-003068 Fair Oaks Cemetery District 1st Appeal PN 713771 DR-4683. In order to complete my analysis I will need additional information such as the following items:

- Photographs of the roof and building pre-disaster within several months prior to the disaster
- Additional photos of damages to the roof after the disaster
- Age of the roof pre-disaster
- Additional maintenance records for the roof/gutters

After I receive the additional information from you, I may also need to have a meeting with you to discuss this appeal. Since FEMA's determination Memo was completed on March 19, 2024, and the District uploaded their 1st Appeal letter onto Grants Portal on March 28, 2024, my goal is to have the letter and all approvals completed and sent to FEMA no later than May 26, 2024.

Please submit the additional information to me via email no later than Monday, April 8, 2024. If you have any questions, please reach out.

Warm Regards,
Vicki Fanoele
Analyst
Public Assistance Support
California Governor's Office of Emergency Services (Cal OES)
Office (916) 845-8247 Cell (916) 628-4411
Vicki.Fanoele@CalOES.ca.gov

Comparison List Local

Cemetery District	Manager's Salary	Benefits	Retirement	Ranking	Location / Burials	Degree?
Fair Oaks	39.02 Hourly / \$73,097 Annual	H-full, D/V limited	29.1% SCERS	Rank	Sacramento / 230	No
	Operating Budget: \$653,812	Total Employees: 8				
Roseville	48.32 Hourly / \$100,507 Annual	H - full / D - full	7% PERS	Rank	Placer / 210	No
	Operating Budget: \$1,297,789	Total Employees: 14				
Elk Grove	54.39 Hourly / \$104,437 Annual	H - full / D - full	80% SCERS	Rank	Sacramento / 115	Funeral Services
	Operating Budget: \$1,312,089	Total Employees: 14				
Newcastle, Rocklin, Gold Hill	51.18 Hourly / \$106,460 Annual	H - full / D - full	100% CALPERS	Rank	Placer / 220	No
	Operating Budget: \$1,550,778	Total Employees: 16				

Comparison List Burial Count

Cemetery District	Manager's Salary	Benefits	Retirement	Ranking	Location / Burials	Degree?
Fair Oaks	39.02 Hourly / \$73,097 Annual	H-full, D/V limited	29.1% SCERS	Rank	Sacramento / 230	No
	Operating Budget: \$653,812	Total Employees: 8				
Auburn	40.82 Hourly / \$84,898 Annual	H - full / D - full	100% CALPERS	Rank	Placer / 185	No
	Operating Budget : \$998,130	Total Employees: 11				
Selma	42.45 Hourly / \$81,511 Annual	H - full / D - full	50% CALPERS	Rank	Fresno / 175	No
	Operating Budget : \$953,174	Total Employees: 18				
Solano	56.53 Hourly / \$108,539 Annual	H - 1,500/mo cap / D - full	13.182% CALPERS	Rank	Solano / 180	No
	Operating Budget : \$2,076,183	Total Employees: 21				

Salary

Monthly Budget	Monthly average used	Yearly Budget	Estimated yearly use	Difference
20,833	14,059	250,000	182,746	67,254

COLA for 2024 is 3.2% according to SSA



FAIR OAKS CEMETERY DISTRICT

Guillermo Barron
District Manager
Mysti Lingenfelter
Office Manager
Gonzalo Vega
District Foreman

7780 Olive Street Fair Oaks, CA 95628
Phone (916) 966-1613 Fax (916) 966-8921
www.fairoakscemetery.com
ESTABLISHED 1902

BOARD OF TRUSTEES
Pete Schroeder-Chairman
Carolyn Flood-Vice Chairman
Patricia Vogel
Albert D. Neufeld
Bob Clouse

**"It is our mission to partner with our community to
preserve our past & memorialize our future."**

Minutes

OF REGULAR MEETING OF THE BOARD OF TRUSTEES OF FAIR OAKS CEMETERY DISTRICT

Wednesday, March 13, at 9:00 am
District Office
7780 Olive St.
Fair Oaks, CA 95628

1. Call to Order-9:00 a.m.
 - Chairman Schroeder called the meeting to order at 9:00am
2. Pledge of Allegiance
 - Those assembled recited the Pledge of Allegiance
3. Roll Call of Board
 - Present were trustees Pete Schroeder, and Carolyn Flood, Pat Vogel, Don Neufeld, DM Guillermo Barron, Secretary Mysti Lingenfelter, and Foreman Gonzalo Vega.
 - Trustee Bob Clouse was absent.
4. Public Comment on & Opportunity to Discuss Matter within District Jurisdiction
 - No Public Present
5. Information Items:
 - A. District Foreman's Monthly Report
 - i. Safety Report
 - This month's safety meeting was held on proper hearing protection.
 - Any unusual activities
 - ii. Nothing to report.
 - B. DM's Monthly Reports:
 - i. Sales
 - District sales reported as \$38,228.92.
 - District total income including tax revenue and interest reported as \$38,228.92.
 - ii. Interments
 - The district's 10 burials consisted of 5 cremations and 5 caskets.
 - iii. Attendance
 - District Employee's attendance is up to date.
 - iv. Website Contacts
 - Google Analytics showed 98 visits to our website.
 - Chamber Catcher page had 14 direct views.
 - v. Correspondence
 1. Central Valley Community Bank
 - Central Valley community Bank is changing its name and closing the Gold River Branch.
 - Direction given to staff to research a new bank /credit union.
 2. Fair Oaks Chamber of Commerce
 - Our annual membership has been renewed.

Fair Oaks Cemetery District Minutes for Board of Trustees Meeting March 13, 2024

vi. Upcoming events, conferences, and trainings

C. Committee Reports:

i. Finance Committee

- The finance committee met prior to the board meeting. Trustee Vogel reported total claims were \$26,031.73.

ii. Investment Committee

- District Investment Accounts are following industry trends.

iii. Other Committee Reports

1. Update on Land/Tax Issues

- Trustee Schroeder explained the difference between dependent and independent districts.

- FOCD is a Dependent District.

6. Unfinished Business - Board Discussion & Possible Action Items

A. FEMA Update

- Waiting for the last step before completion.

B. Audit Update - Scott German

- Audit should be prepared for the April Board Meeting.

C. FOCD Policy Manual

i. Oath of Office

- According to a letter from the district council, oath of office is determined by the district by-laws.

- Motion to remove oath of office language from the by-laws. Moved by Trustee Flood 2nd by Trustee Clouse. Approved 5/0/0.

ii. Bondable or Bonded

- Bondable language is fine.

- Bond ability is not determined by the District, it is determined by the insurance company.

D. Carry Over Amounts

- Over the last 5 years our carryover amount is \$668,386.63.

- Direction given to staff to research how to protect this money for future land purchase.

E. Salary/ Wage for District Manager

- Moved to next meeting.

7. New Business - Board Discussion & Possible Action Items

A. Consent Calendar

i. Approval of Board Minutes of January 10, 2024

ii. Approval of Claims

- Motion to accept the consent calendar, as Corrected. Moved by Trustee Flood 2nd by Trustee louse. Approved 5/0/0

B. Strategic Planning

- Direction given to staff to create a basic strategic plan based off documents already created and include maps of district.

C. Document Retention & Destruction

- Documents to be destroyed were presented for inspection, staff directed to destroy documents not claimed by historical society.

- Staff Directed to call FO Historical Society to see if they want to claim any documents.

8. Trustees Discussions, Questions, & Comments

9. Adjournment

- Chairman Schroeder adjourned the meeting at 10:25am.

Approved as ___ read ___ corrected.

Prepared by: Mysti Lingenfelter Board Clerk.

Votes: ___ Ayes
___ Nays
___ Abstain
___ Absent

FAIR OAKS CEMETERY DISTRICT									
Expenses by Vendor Summary									
March 2024									
	Total								
Ace Hardware	46.30								
Adobe Inc.	29.99								
Advance Auto Parts	269.29	284.29	(15.00)						
Alhambra	11.83								
All-Safe Engravers	40.94								
ALP, Inc. 71810	19,613.72	3,374.40	3,374.40	4,218.00	4,218.00	4,428.92			
Amazon.com	223.37	210.07	8.07	5.23					
AutoZone	0.00	43.09	(43.09)						
Bronzecraft - 76943	3,062.00	190.00	380.00	380.00	570.00	592.00	190.00	760.00	
Carmichael Chamber	250.00								
CENIOM	91.47								
Comcast Business	420.23								
Diane Sue Roark 76879	550.00								
Dickies	332.88								
Fair Oaks Chamber	55.00								
FO Water District	1,000.64	497.27	503.37						
Fuel	766.84	125.45	83.99	83.56	84.21	77.82	117.00	104.55	90.26
Gold Country Copier	104.04								
Guillermo Barron - 918295	167.02								
Harbor Freight Tools	59.25								
Harris Industrial Gases	153.40								
iCloud / Apple	14.99								
iTunes	0.99								
Kiefer Landfill Facility	389.30								
Liberty Bell Smart Home	49.99								
Lowe's	297.40	71.73	(65.18)	290.85					

Lunch for Employee Incentive	285.60	92.36	132.04	174.60	219.43	285.60			
Microsoft Purchase	69.99								
Noah's Bagels	67.01	32.25	34.76						
Quill	188.42								
SMUD	588.27	16.67	62.81	212.37	296.42				
Sprinkler Service & Supply Inc.	25.57								
SunBelt Rentals	4,306.97	4,500.00	(259.76)	66.73					
United States Postal Service	16.45								
University of Phoenix	1,431.50								
Verizon	52.02								
Waste Management	360.34								
TOTAL	\$ 35,393.02								
Monday, Apr 01, 2024 10:27:09 AM GMT-7 - Accrual Ba									

	FY 2024		March			July-Mar.			annual
	months for this report	annual	1/12	month	month to	ytd	ytd	ytd to	budget
	9	budget	0.0833%	actual	budget diff	budget	actual	budget diff	to actual
		A	B	C	D	E	F	G	H
			(1/12 of A)		(+B-C)	(B x #mon)		(+E-F)	(+A-F)
ORDINARY INCOME/EXPENSE									
INCOME									
2010.1	sales tax	-	-	-	-	-	-	-	-
91010.0	cur secured	276,707.00	23,058.92	23,058.92	207,530.25	148,457.71	59,072.54	128,249.29	
91020.0	cur unsecured	9,174.00	764.50	764.50	6,880.50	9,713.40	(2,832.90)	(539.40)	
91030.0	supplement cur	7,949.00	662.42	662.42	5,961.75	2,244.01	3,717.74	5,704.99	
91040.0	sec delinquent	1,706.00	142.17	142.17	1,279.50	2,174.62	(895.12)	(468.62)	
91050.0	supplement deling	652.00	54.33	54.33	489.00	722.17	(233.17)	(70.17)	
91060.0	unitary cur sec	3,821.00	318.42	318.42	2,865.75	2,024.56	841.19	1,796.44	
91200.0	prop tax redemption	-	-	-	-	-	-	-	
91300.0	prior unsecured	88.00	7.33	7.33	66.00	62.58	3.42	25.42	
91400.0	prop tax penalties	64.00	5.33	5.33	48.00	(1,387.43)	1,435.43	1,451.43	
94100.0	interest income	4,000.00	333.33	333.33	3,000.00	6,837.00	(3,837.00)	(2,837.00)	
94100.8	interest income 208A	-	-	-	-	71,221.57	(71,221.57)	(71,221.57)	
94100.9	interest income 209A	-	-	-	-	19,010.07	(19,010.07)	(19,010.07)	
95220.0	prop tax relief	1,874.00	156.17	156.17	1,405.50	983.08	422.42	890.92	
	***	***	***	***	***	***	***	***	
96910.0	cemetery services	-	-	-	-	-	-	-	
96910.0	preneed collections	45,034.00	3,752.83	11,448.40	(7,695.57)	33,775.50	87,335.99	(53,560.49)	
96910.1	endowment collections	45,034.00	3,752.83	4,766.00	(1,013.17)	33,775.50	38,360.00	(4,584.50)	
96910.2	cvsc plot fees	361,595.00	30,132.92	18,625.00	11,507.92	271,196.25	212,104.00	59,092.25	
96910.3	preneed trans to gen	51,676.00	4,306.33	2,645.00	1,661.33	38,757.00	22,195.00	16,562.00	
96910.4	csvc vaults	90,044.00	7,503.67	4,175.00	3,328.67	67,533.00	56,956.00	10,577.00	
96910.5	csvc open & close	121,383.00	10,115.25	8,645.00	1,470.25	91,037.25	74,003.79	17,033.46	
96910.6	cvsc misc	23,237.00	1,936.42	2,673.80	(737.38)	17,427.75	8,292.90	9,134.85	
96910.8	csvc markers	26,088.00	2,174.00	2,884.00	(710.00)	19,566.00	22,102.00	(2,536.00)	
96910.0	cemetery services other	5,417.00	451.42	2,307.00	(1,855.58)	4,062.75	5,710.00	(1,647.25)	
96910.0	***	***	***	***	***	***	***	***	
96911.0	plot refund	-	-	-	-	-	(10,654.21)	10,654.21	
97300.0	donations	-	-	-	-	-	-	-	

	FY 2024		March			July-Mar.			annual
	months for this report	annual	1/12	month	month to	ytd	ytd	ytd to	budget
	9	budget	0.0833%	actual	budget diff	budget	actual	budget diff	to actual
		A	B	C	D	E	F	G	H
			(1/12 of A)		(+B-C)	(B x #mon)		(+E-F)	(+A-F)
97300.1	memorial day donation	300.00	25.00		25.00	225.00	300.00	(75.00)	-
97300.0	donations other	-	-		-	-	300.00	(300.00)	(300.00)
97300.0	***	***	***	***	***	***	***	***	***
97310.0	returned check chgs	-	-		-	-		-	-
	Convience Fees			181.03			1,265.36		
	Fund Balance Reserve	667,097.00	55,591.42		55,591.42	500,322.75		500,322.75	667,097.00
TOTAL INCOME		1,075,843.00	89,653.58	58,169.20	31,484.38	806,882.25	779,068.81	27,813.44	296,774.19

	FY 2024		March		July-Mar.		annual	
	months for this report	annual	month	month to	ytd	ytd	budget	
	9	budget	actual	budget diff	budget	actual	to actual	
	A	B	C	D	E	F	H	
		(1/12 of A)		(+B-C)	(B x #mon)		(+A-F)	
EXPENSE								
	merchant deposit fees	-	263.53	(263.53)	-	881.66	(881.66)	(881.66)
11100.0	salary	250,000.00	14,931.20	5,902.13	187,500.00	136,062.40	51,437.60	113,937.60
11240.0	board	8,000.00	-	666.67	6,000.00	3,800.00	2,200.00	4,200.00
11320.0	overtime	4,000.00	180.00	153.33	3,000.00	2,517.65	482.35	1,482.35
12100.0	retire	60,000.00	4,385.14	614.86	45,000.00	30,086.34	14,913.66	29,913.66
12200.0	oasdhi	18,000.00	1,156.01	343.99	13,500.00	10,892.07	2,607.93	7,107.93
12300.0	group insur	47,000.00	4,098.71	(182.04)	35,250.00	29,757.87	5,492.13	17,242.13
12400.0	comp insur	8,000.00	-	666.67	6,000.00	8,739.00	(2,739.00)	(739.00)
12500.0	sui	500.00	-	41.67	375.00	3,602.26	(3,227.26)	(3,102.26)
1000.0	1000's Totals	395,500.00	25,014.59	7,943.74	296,625.00	226,339.25	70,285.75	169,160.75
20050.0	advert	-	-	-	-	-	-	-
20290.0	business exp	12,000.00	1,000.00	877.99	9,000.00	2,875.32	6,124.68	9,124.68
20350.0	education & training	4,000.00	1,431.50	(1,098.17)	3,000.00	1,431.50	1,568.50	2,568.50
20380.0	employee recog	1,000.00	285.60	(202.27)	750.00	2,098.58	(1,348.58)	(1,098.58)
20510.0	liability insur	14,500.00	1,208.33	1,208.33	10,875.00	16,410.00	(5,535.00)	(1,910.00)
20610.0	membership	1,700.00	417.02	(275.35)	1,275.00	1,457.77	(182.77)	242.23
20760.0	office supplies	3,000.00	250.00	61.58	2,250.00	1,824.13	425.87	1,175.87
20810.0	postage	4,000.00	16.45	316.88	3,000.00	474.95	2,525.05	3,525.05
21030.0	agri / horti services	6,000.00	500.00	500.00	4,500.00	375.00	4,125.00	5,625.00
21040.0	agri / horti supplies	9,000.00	25.57	724.43	6,750.00	10,176.64	(3,426.64)	(1,176.64)
21910.0	electricity	8,500.00	588.27	120.06	6,375.00	4,766.17	1,608.83	3,733.83
21930.0	refuse collection	5,000.00	416.67	(332.97)	3,750.00	4,500.91	(750.91)	499.09
21950.0	stormwater	800.00	-	66.67	600.00	232.35	367.65	567.65
21970.0	telephone	6,300.00	472.25	52.75	4,725.00	4,296.45	428.55	2,003.55
21980.0	water	14,500.00	1,208.33	207.69	10,875.00	8,473.61	2,401.39	6,026.39
22050.0	auto maint services	5,000.00	416.67	416.67	3,750.00	670.95	3,079.05	4,329.05
22060.0	auto maint supplies	5,000.00	269.29	147.38	3,750.00	992.37	2,757.63	4,007.63
22260.0	expend tools	4,000.00	59.25	274.08	3,000.00	2,243.00	757.00	1,757.00
22360.0	fuel lube	10,000.00	766.84	66.49	7,500.00	4,951.43	2,548.57	5,048.57
22750.0	rent equipment	3,000.00	4,240.24	(3,990.24)	2,250.00	4,240.24	(1,990.24)	(1,240.24)
22810.0	shop equip services	1,000.00	83.33	83.33	750.00	1,354.90	(604.90)	(354.90)

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		A	B	C	D	E	F	G	H
			(1/12 of A)		(+B-C)	(B x #mon)		(+E-F)	(+A-F)
22820.0	shop equip supplies	4,000.00	333.33	13.30	320.03	3,000.00	3,339.42	(339.42)	660.58
22910.0	other equip services	500.00	41.67	-	41.67	375.00	516.56	(141.56)	(16.56)
22920.0	other equip supplies	1,200.00	100.00	-	100.00	900.00	425.69	474.31	774.31
23130.0	uniforms	1,000.00	83.33	332.88	(249.55)	750.00	332.88	417.12	667.12
23210.0	custodial services	-	-	-	-	-	-	-	-
25050.0	accounting	18,000.00	1,500.00	-	1,500.00	13,500.00	4,925.00	8,575.00	13,075.00
25070.0	assess coll services	10,000.00	833.33	-	833.33	7,500.00	8,348.94	(848.94)	1,651.06
25310.0	general counsel	2,000.00	166.67	-	166.67	1,500.00	-	1,500.00	2,000.00
25910.0	other prof services	19,000.00	1,583.33	358.30	1,225.03	14,250.00	10,279.57	3,970.43	8,720.43
28520.0	memorial day	12,720.00	1,060.00	-	1,060.00	9,540.00	122.81	9,417.19	12,597.19
28520.1	memorial temp workers	21,280.00	1,773.33	-	1,773.33	15,960.00	-	15,960.00	21,280.00
28980.0	other operating supplies	25,000.00	2,083.33	788.89	1,294.44	18,750.00	19,027.61	(277.61)	5,972.39
28990.0	other operating services	13,400.00	1,116.67	-	1,116.67	10,050.00	607.73	9,442.27	12,792.27
28990.1	temp workers	150,000.00	12,500.00	19,613.72	(7,113.72)	112,500.00	134,431.02	(21,931.02)	15,568.98
28990.2	gates	6,600.00	550.00	550.00	-	4,950.00	5,050.00	(100.00)	1,550.00
29340.0	public works	500.00	41.67	-	41.67	375.00	227.40	147.60	272.60
2000.0	2000's Totals	403,500.00	33,625.00	32,290.08	1,334.92	302,625.00	261,480.90	41,144.10	142,019.10
32100.0	lease interest	-	-	-	-	-	-	-	-
32300.0	lease payment	-	-	-	-	-	-	-	-
3000.0	3000's Totals	-	-	-	-	-	-	-	-
41010.0	land purchase	169,843.00	14,153.58	-	14,153.58	127,382.25	-	127,382.25	169,843.00
42020.0	structure / impr	25,000.00	2,083.33	-	2,083.33	18,750.00	16,500.00	2,250.00	8,500.00
43030.0	equipment	50,000.00	4,166.67	-	4,166.67	37,500.00	10,249.14	27,250.86	39,750.86
44030.0	computer software	-	-	-	-	-	-	-	-
4000.0	4000's Totals	244,843.00	20,403.58	-	20,403.58	183,632.25	26,749.14	156,883.11	218,093.86
66900.0	reconciliation differences	-	-	-	-	-	-	-	-
80400.0	commodities	32,000.00	2,666.67	-	2,666.67	24,000.00	7,112.53	16,887.47	24,887.47
80400.1	scroll plates	-	-	3,102.94	(3,102.94)	-	6,573.64	(6,573.64)	(6,573.64)

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			(1/12 of A)		(+B-C)	(B x #mon)		(+E-F)	(+A-F)
80400.2	urn vaults	-	-	-	-	-	5,507.47	(5,507.47)	(5,507.47)
80410.0	bank serv chgs	-	-	-	-	-	-	-	-
8000.0	8000's Totals	32,000.00	2,666.67	3,102.94	(436.27)	24,000.00	19,193.64	4,806.36	12,806.36
TOTAL EXPENSE		1,075,843.00	89,653.58	60,407.61	29,245.97	806,882.25	533,762.93	273,119.32	542,080.07
NET ORDINARY INCOME			-	-	-	-	-	-	-
OTHER INCOME/EXPENSE			-	-	-	-	-	-	-
OTHER EXPENSE			-	-	-	-	-	-	-
89999.0	transfer to pre-need liab	-	-	4,807.40	(4,807.40)	-	39,531.99	(39,531.99)	(39,531.99)
TOTAL OTHER EXPENSES		-	-	4,807.40	(4,807.40)	-	39,531.99	(39,531.99)	(39,531.99)
NET OTHER INCOME/EXPENSE		-	-	4,807.40	(4,807.40)	-	39,531.99	(39,531.99)	(39,531.99)
			-	-	-	-	-	-	-
NET INCOME		-	0.00	(7,045.81)	7,045.81	-	205,773.89	(205,773.89)	(205,773.89)