



FAIR OAKS CEMETERY DISTRICT

Guillermo Barron
District Manager
Mysti Lingenfelter
Admin Assist
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
Robert Clouse-Chairman
Carolyn Flood-Vice Chairman
Patricia Vogel
Albert D. Neufeld
Peter Schroeder

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

NOTICE

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

Wednesday, February 8, 2023, at 9:15 am

District Office

7780 Olive St.

Fair Oaks, CA 95628

Investment Committee Meets prior to board meeting.

Finance Committee meets at 8:45am

This agenda has been prepared and posted at least 72 hours prior to the regular meeting of the Board of Trustees in accordance with the Ralph M. Brown Act. The public may be heard on an item before or during the consideration of any agenda item to be considered by the Board, subject to reasonable time limitations for each speaker. Members of the Public may address matters under the jurisdiction of the Board of Trustees, and not on the posted agenda, provided that no action shall be taken on any item not appearing on the agenda. The Board cannot take action on any unscheduled items unless it is declared by a vote of at least two-thirds (2/3) of the Board that there is an urgent need to take immediate action, and the need for action came to the attention of the district after the agenda was posted. Agenda items are numbered for identification purposes only and will not necessarily be considered in the indicated order. Details and supporting materials concerning agenda items are available for public reference during normal working hours at the District Office.

1. Call to Order-9:15 a.m.
2. Pledge of Allegiance
3. Roll Call of Board
4. Public Comment on any agenda items - Open or Closed.

The Board of Trustees of the Fair Oaks Cemetery District appreciates and encourages public interest and welcomes questions and opinions at its meetings. Members of the public desiring to address the Board are requested to first be recognized by the presiding officer and identify themselves for the record. The presiding officer may, in the interest of time and good order, limit the length and number of public comments and presentations.

5. Unfinished Business - Board Discussion & Possible Action Items

A. Update on Land/Tax Issues

District is discussing solutions to lack of resources.

B. Survey for interest in the FOCD board

District is inviting public who is interested to attend board meetings.

C. Tour of Expansions

District Staff will show the areas on property for expansion.

6. Finance Committee Report

7. Consent Calendar

A. Approval of Board Minutes of January 11, 2023

B. Approval of Claims

8. Investment Committee Report

A. Report on Mutual Funds

9. Information Items

A. District Foreman's Monthly Report

i. Safety Report

Fair Oaks Cemetery District Agenda for Board of Trustees Meeting February 8, 2023

- ii. Any unusual activities
- B. DM's Monthly Reports:

- i. Sales
- ii. Internments
- iii. Attendance
- iv. Website Contacts
- v. Correspondence

6-15

1. County of Sacramento- Investment Pool update
Annual Investment Policy Update Review

- vi. Upcoming events, conferences, and trainings

- 1. Best of Fair Oaks - Results

- vii. Major Purchases or other Extraordinary Expenditure
- viii. Incidents

- 1. Storm Update

DM to report on follow-up to any storm damage.

10. New Business - Board Discussion & Possible Action Items:

- A. Policy for Cremation Only Spaces

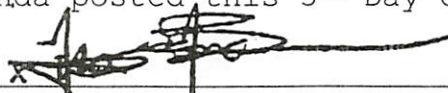
Proposed policy for new cremation spaces in the fountains area.

16

11. Trustees Discussions, Questions, & Comments

12. Adjournment

This Agenda posted this 3rd Day of February 2023



Guillermo Barron, District Manager

A complete agenda packet, including staff reports and supporting documents, is available for public inspection at the District Office during normal business hours.

In compliance with Americans with Disabilities Act the Fair Oaks Cemetery District will make available to members of the public any special assistance necessary to attend and participate in this meeting. In addition, if requested this agenda will be made available in appropriate alternative formats. All such requests should be made at least 72 hours prior to the meeting to the District Manager at 916-966-1613 or at the district's office as listed at the top of the agenda.



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Minutes

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

Wednesday, January 11, 2023, at 9:15 am

District Office

7780 Olive St.

Fair Oaks, CA 95628

This meeting will be held in person and online via Zoom.

1. Call to Order-9:15 a.m.
 - Vice-Chairman Flood called the meeting to order at 9:15am
2. Pledge of Allegiance
 - Those assembled recited the Pledge of Allegiance
3. Roll Call of Board
 - Present were trustees Pat Vogel, Pete Schroeder, and Carolyn Flood, Bob Clouse, Don Neufeld, Foreman Gonzalo Vega, DM Guillermo Barron, and Secretary Mysti Lingenfelter.
4. Public Comment on any agenda items - Open or Closed.
 - No Public Present
5. Unfinished Business - Board Discussion & Possible Action Items
 - A. Update on Land/Tax Issues
 - i. Meeting with David Hatch (Aerojet-Easton)
 - Trustee Schroeder handed out two documents he received during his meeting with David Hatch from Easton-Aerojet property.
 - Board gave direction to Trustee Schroeder to pursue land option outlined on the map.
 - B. Survey for interest in the FOCD board
 - Staff is continuing work on brochure.
 - C. Tour of Expansions
 - Postponed until next meeting.
6. Finance Committee Report
 - Finance committee met prior to the board meeting. Trustee Schroeder reported total claims were \$25,383.96
7. Consent Calendar
 - A. Approval of Board Minutes of December 14, 2022
 - Motion to accept minutes as corrected. Moved by Trustee Vogel 2nd by Trustee Neufeld. Approved 5/0/0
 - B. Approval of Board Minutes of Special Meeting December 28, 2022
 - Motion to accept minutes as presented. Moved by Trustee Vogel 2nd by Trustee Neufeld. Approved 5/0/0
 - C. Approval of Claims
 - Motion to accept the claims as presented. Moved by Trustee Vogel 2nd by Trustee Neufeld. Approved 5/0/0
8. Investment Committee Report
 - Investment Committee met prior to the board meeting. Trustee Flood reported we are following trends.
 - Trustee Neufeld to reach out to Sandra Wheeler to ask about mutual funds.
9. SDAC/LAFCo Report
 - Trustee Schroeder attended the meeting. Two of Cordova Park District representatives have been replaced.
10. Information Items

Fair Oaks Cemetery District Minutes for Board of Trustees Meeting January 11, 2023

A. District Foreman's Monthly Report

i. Safety Report

- This month's safety meeting was held on proper hearing safety.
- ii. Any unusual activities
- Nothing to report.

B. DM's Monthly Reports:

i. Sales

- District sales reported as \$29,801.50 (Total Income \$32,307.87)
- ii. Internments

- District's 13 burials consisted of 7 cremations and 6 caskets
- iii. Attendance

- District Employee's attendance is up to date.
- iv. Website Contacts

- Google Analytics showed 102 visits to our website in December.
- Chamber Catcher page showed 19 visits.

v. Correspondence

1. Bob Hunt Article

- Excerpt from Public cemetery Alliance Newsletter
- Board acknowledged we are doing what we are supposed to be as per the article.

2. Request from Fair Oaks Rotary

- Dm directed to speak on behalf of the cemetery.

3. Various Notices of rate increases

- Vendors are increasing their prices, staff asked to reflect on if FOCD needs to raise prices before end of fiscal year.
- vi. Upcoming events, conferences, and trainings
- vii. Major Purchases or other Extraordinary Expenditure

- Items discussed as future purchases.
- DM given direction to get estimates for roof repair/replacement
- DM given direction to get estimates for concrete work
- DM given direction to get estimates for repairs in shop

viii. Incidents

1. Storm Update

- Storm caused 7 trees to fall within the cemetery.
- Two fences were damaged
- DM given direction to assess damages and turn in claims to GSRMA
- DM given direction to call tree services for removal of trees.
- DM given direction to research cost of hiring someone to chip the wood.

11. New Business - Board Discussion & Possible Action Items:

A. Officers for Board 2023

- Motion to accept Trustee Clouse as Chairman. Moved by Trustee Vogel 2nd by Trustee Flood. Approved 4/0/1
- Motion to accept Trustee Flood as Vice-Chairman. Moved by Trustee Schroeder 2nd by Trustee Vogel. Approved 4/0/1
- Motion to accept Trustee Neufeld as Treasurer. Moved by Trustee Clouse 2nd by Trustee Flood. Approved 4/0/1

B. Budget Review & Possible Revision

- Motion to adopt resolution 2023-03 and increase our budget for GL 4303 by and additional \$20,000. Moved by Trustee Flood 2nd by Trustee Neufeld. Approved 5/0/0

12. Trustees Discussions, Questions, & Comments

- Nothing to report

13. Adjournment

- Chairman Clouse adjourned the meeting at 10:50 am
Approved as ____ read ____ corrected.
Prepared by: Mysti Lingenfelter Board Secretary

Votes: ____	Ayes
____	Nays
____	Abstain
____	Absent

FAIR OAKS CEMETERY DISTRICT						
Expenses by Vendor Summary						
January 2023						
	Total					
Ace Hardware	15.80					
Adalberto's Mexican food	14.13					
Adobe Inc.	29.99					
Alhambra	10.34					
ALP, Inc. 71810	13,748.40	2,366.40	1,632.00	3,000.00	3,750.00	3,000.00
Amazon.com	415.89	58.07	25.05	106.52	161.61	64.64
Arrow Fence	7,025.00					
ASCO Pacific	421.00	210.50	210.50			
CA Dept Tax Fee Admin	1,123.25	1,098.00	25.25			
CENIOM	91.47					
Citrus Heights Saw & Mower	1,007.08	856.27	150.81			
Comcast Business	421.48					
Dickies	221.92					
Fair Oaks Chamber	47.50					
FO Water District	1,003.68	974.92	28.76			
Fuel	103.76					
Gold Country Copier	47.91					
Home Depot	789.33	311.14	478.19			
iCloud	0.99					
Jeff Vertrees	550.00					
Liberty Bell Smart Home	49.99					
Lowe's	260.63					
PHO ABC	33.89					
Plot Refunds - REFND	3,080.00					
QuickBooks	29.95					
Raley's / Bel-Air	14.48					
Riverview Trucks	23,776.82					
Round Table Pizza	184.14					
SacCty Consolidated Utility Billing	113.70					
SMUD	710.69	176.11	52.81	14.31	467.46	
Szechuan Garden	52.10					
Taco Bell	23.58					
United States Postal Service	21.36					
Verizon	51.11					
Waste Management	7.82					
TOTAL	\$ 55,499.18					

FAIR OAKS CEMETERY DISTRICT

Profit and Loss by Class

January 2023

	202A	208A	209A	TOTAL
Income				
91010.0 Cur Secured	143,703.56			143,703.56
91020.0 Cur Unsecured	8,667.94			8,667.94
91030.0 Supplement Cur	3,250.44			3,250.44
91060.0 Unitary Cur Sec	1,851.32			1,851.32
91300.0 Prior Unsecured	67.40			67.40
91400.0 Prop Tax Penalties	38.18			38.18
94100.0 Interest income	2,099.00			2,099.00
94100.8 Interest Income 208A		1,617.00		1,617.00
94100.9 Interest Income 209A			1,988.00	1,988.00
95220.0 Prop Tax Relief	708.87			708.87
96910 Cemetery Services				0.00
96910.0 PreNeed Collections	3,248.00		2,548.00	5,796.00
96910.1 Endowment Collections	3,045.00	3,045.00		6,090.00
96910.2 CSVC- Plot Fees	16,092.00			16,092.00
96910.3 Preneed Transfer - to Gen	5,295.00			5,295.00
96910.4 CSVC- Vaults	7,112.00			7,112.00
96910.5 CSVC- Open & Close	10,160.00			10,160.00
96910.6 CSVC- Miscellaneous	-921.40			-921.40
96910.61 Convivence Fees Collected	254.13			254.13
96910.62 96910.62 Interment Rights	0.00			0.00
Total 96910.6 CSVC- Miscellaneous	-\$ 667.27	\$ 0.00	\$ 0.00	-\$ 667.27
96910.8 CSVC- markers	1,176.00			1,176.00
96910.9 CSVC- Saturday Services	2,150.00			2,150.00
Total 96910 Cemetery Services	\$ 47,610.73	\$ 3,045.00	\$ 2,548.00	\$ 53,203.73
96911.0 Plot Refund	-3,080.00			-3,080.00
Total Income	\$ 204,917.44	\$ 4,662.00	\$ 4,536.00	\$ 214,115.44
Gross Profit	\$ 204,917.44	\$ 4,662.00	\$ 4,536.00	\$ 214,115.44
Expenses				
11100.0 Salary	14,083.20			14,083.20
11240.0 Board	1,000.00			1,000.00
11320.0 Overtime	384.12			384.12
12100.0 Retire	380.71			380.71
12200.0 OASDHI	1,183.25			1,183.25
12300.0 Group Ins	7,334.04			7,334.04
12500.0 SUI	231.48			231.48
20290.0 Business Exp	61.98			61.98
20350.0 Education & Train	29.95			29.95
20380.0 Employee Recognition	307.84			307.84
20760.0 Office Sup	58.07			58.07

20810.0 Postage	21.36			21.36
21910.0 Electricity	710.69			710.69
21930.0 Refuse Collect	7.82			7.82
21950.0 Stormwater	113.70			113.70
21970.0 Telephone	472.59			472.59
21980.0 Water	974.92			974.92
22260.0 Expend Tools	1,283.51			1,283.51
22360.0 Fuel- Lube	103.76			103.76
22920.0 Other Equip SUP	25.05			25.05
23130.0 Uniforms	221.92			221.92
25070.0 Assess Coll SVC	1,098.00			1,098.00
25910.0 Other Prof SVC	284.70			284.70
28980.0 Other Oper SUP	1,122.10			1,122.10
28990.1 Temp Workers	13,748.40			13,748.40
28990.2 Gates	550.00			550.00
42020.0 Structure / Improv	7,025.00			7,025.00
43030.0 Equipment	23,776.82			23,776.82
80400.1 Scroll Plates	421.00			421.00
Merchant deposit fees	283.63			283.63
Total Expenses	\$ 77,299.61	\$ 0.00	\$ 0.00	\$ 77,299.61
Net Operating Income	\$ 127,617.83	\$ 4,662.00	\$ 4,536.00	\$ 136,815.83
Other Expenses				
89999.0 Tranfer To Pre-need Liability			2,548.00	2,548.00
Total Other Expenses	\$ 0.00	\$ 0.00	\$ 2,548.00	\$ 2,548.00
Net Other Income	\$ 0.00	\$ 0.00	-\$ 2,548.00	-\$ 2,548.00
Net Income	\$ 127,617.83	\$ 4,662.00	\$ 1,988.00	\$ 134,267.83

FAIR OAKS CEMETERY DISTRICT							
Sales by Client Detail							
January 2023							
	Date	Num	Product/Service	Memo/Description	Qty	Sales Price	Amount
1117345 GUNTER, Jane							
	01/12/2023		Misc.:Out of District Fee	Out of District Fees are based on address at the time of passing.			156.80
	01/12/2023		Vaults:Um Vault - AtNeed	Old-47-12-11			280.00
	01/12/2023		Opening & Closing:Cremation O&C - AtNeed	Vander Laag			504.00
Total for 1117345 GUNTER, Jane							\$ 940.80
1118279 GREK, Henry & Milana							
	01/30/2023		Vaults:Um Vault - AtNeed	Lubich			280.00
	01/30/2023		Opening & Closing:Cremation O&C - AtNeed	OK-GW-C74			504.00
Total for 1118279 GREK, Henry & Milana							\$ 784.00
1139324 ABSHEAR, James							
	01/30/2023	263-1141502	Opening & Closing:Cremation O&C - AtNeed	James Abshear	1	504.00	504.00
	01/30/2023	263-1141502	Vaults:Um Vault - AtNeed	Old-47 - 11 - 18	1	280.00	280.00
	01/30/2023	263-1141502	Misc.:Convenience Fee		1	24.17	24.17
Total for 1139324 ABSHEAR, James							\$ 808.17
1141742 Baird, Julia and Millie							
	01/27/2023		Misc.:Dig Deeper	Dig to Double Depth for Standard Vault			1,200.00
	01/27/2023		Vaults:Standard Vault - AtNeed	West - Row O - Grave 11 John Baird concrete vault			896.00
	01/27/2023		Opening & Closing:Casket O&C - AtNeed	West - Row O - Grave 11 John Baird			1,232.00
Total for 1141742 Baird, Julia and Millie							\$ 3,328.00
1143236 Max / Werking, Dennis & Connie							
	01/20/2023	263-1141499	PreNeed:Casket O&C - PreNeed	PN #031806	1	1,232.00	1,232.00
	01/20/2023	263-1141499	Misc.:Convenience Fee	Convenience Fees are charged for all credit cards and range from 2.5-3.5%	1	111.00	111.00
	01/20/2023	263-1141499	Misc.:Credit	Credit Due for return of Property, burial rights, or unused items.	1	-1,100.00	-1,100.00
	01/20/2023	263-1141499	Opening & Closing:Casket O&C - AtNeed		1	1,232.00	1,232.00
	01/20/2023	263-1141499	Vaults:DD Vault - AtNeed	East - I - 75	1	1,680.00	1,680.00
Total for 1143236 Max / Werking, Dennis & Connie							\$ 3,155.00
1143354 Terry, Marjorie							
	01/13/2023		Vaults:Um Vault - AtNeed	East - I - 60			280.00
	01/13/2023		Opening & Closing:Cremation O&C - AtNeed	Paid PreNeed			0.00
Total for 1143354 Terry, Marjorie							\$ 280.00

1144427 Costa, Margaret							
	01/25/2023	263-1141501	Misc.:Credit	Return of WH-Niche A -02-14	1	-300.00	-300.00
	01/25/2023	263-1141501	Vaults:Urn Vault - AtNeed	OLD-32-10-05	1	280.00	280.00
	01/25/2023	263-1141501	Opening & Closing:Cremation O&C - AtNeed	Lillian	1	504.00	504.00
	01/25/2023	263-1141501	Disinter Niche Urn	WH-Niche A - 02-14	1	115.00	115.00
Total for 1144427 Costa, Margaret							\$ 599.00
1145524 Hurd, Franklin & Roberta							
	01/20/2023	263-1141500	Vaults:Standard Vault - AtNeed	WH-46-01-02	1	896.00	896.00
	01/20/2023	263-1141500	Opening & Closing:Casket O&C - AtNeed	Roberta Hurd	1	1,232.00	1,232.00
Total for 1145524 Hurd, Franklin & Roberta							\$ 2,128.00
1145762 Wiggins, Lee							
	01/27/2023		Endowment Fund:Endowment	This is a one-time fee. It is Non Refundable & Tax Deductible.			560.00
	01/27/2023		Markers:Niche Scroll Plate				392.00
	01/27/2023		Markers:Niche Scroll Plate				392.00
	01/27/2023		Opening & Closing:Niche O&C				336.00
	01/27/2023		Opening & Closing:Niche O&C				336.00
	01/27/2023		Plot Fees Collected:Plot Fees	Plot - Location:			2,800.00
Total for 1145762 Wiggins, Lee							\$ 4,816.00
1146525 New, Ernest							
	01/11/2023	263-1141498	Vaults:Urn Vault - AtNeed	Barbara Davis	1	280.00	280.00
	01/11/2023	263-1141498	Opening & Closing:Cremation O&C - AtNeed	WH-48-09-27	1	504.00	504.00
Total for 1146525 New, Ernest							\$ 784.00
1148518 Kingsley, Pat							
	01/11/2023		Opening & Closing:Cremation O&C - AtNeed	North East - NC - 40			504.00
	01/11/2023		Misc.:Out of District Fee	Out of District Fees are based on address at the time of passing.			156.80
	01/11/2023		Vaults:Urn Vault - AtNeed	Sara Kingsley			280.00
Total for 1148518 Kingsley, Pat							\$ 940.80
1148740 Pribyl, Jody Marie							
	01/05/2023		Misc.:Transfer Fee	Transfer Fee is per Plot/ Oak knoll -E- 096			50.00
Total for 1148740 Pribyl, Jody Marie							\$ 50.00
1151076 Obutkova, Yelena							
	01/17/2023		Misc.:Convenience Fee	Convenience Fees are charged for all credit cards and range from 3.0%			30.00
	01/17/2023		Saturday Services:Saturday Service Fee	Saturday services must be held after 9:00 am and concluded by 2:30 pm.			1,000.00
Total for 1151076 Obutkova, Yelena							\$ 1,030.00
1152660 HASLAM, ANNE							
	01/03/2023		Endowment Fund:Endowment	This is a one-time fee. It is Non Refundable & Tax Deductible.			560.00
	01/03/2023		Plot Fees Collected:Plot Fees	Plot - Location: Oak Knoll - H - 331			3,528.00
	01/03/2023		Misc.:Interment Rights	Oak Knoll - H - 331			0.00
Total for 1152660 HASLAM, ANNE							\$ 4,088.00
1152719 Butler, Sam							
	01/18/2023		Markers:Niche Scroll Plate	For the front of Niche			392.00

	01/18/2023		Opening & Closing:Niche O&C	Includes Um Vault			336.00
	01/18/2023		Plot Fees Collected:Plot Fees	Plot - Location: OLD-SEMN-02-06A			5,060.00
	01/18/2023		Misc.:Interment Rights	Old-SEMN - 02 - 06A			0.00
	01/18/2023		Endowment Fund:Endowment	This is a one-time fee. It is Non Refundable & Tax Deductible.			805.00
Total for 1152719 Butler, Sam							\$ 6,593.00
1152727 Cromwell, Patricia							
	01/18/2023		Misc.:Convenience Fee	Convenience Fees are charged for all credit cards 3.5%			88.96
	01/18/2023		Misc.:Interment Rights	West Hill-48 - 17 - 57D			0.00
	01/18/2023		Endowment Fund:Endowment	This is a one-time fee. It is Non Refundable & Tax Deductible.			560.00
	01/18/2023		Plot Fees Collected:Plot Fees	Plot - Location: West Hill-48 - 17 - 57D			1,176.00
	01/18/2023		PreNeed:Cremation O&C - PreNeed	Patricia Cromwell PN #			504.00
	01/18/2023		PreNeed:Um Vault - PreNeed	Patricia Cromwell PN #			280.00
Total for 1152727 Cromwell, Patricia							\$ 2,608.96
1152747 Simmons, Bob							
	01/23/2023		Opening & Closing:Casket O&C - AtNeed	Liz			1,232.00
	01/23/2023		Saturday Services:Saturday Service Fee	Saturday services must be held after 9:00 am and concluded by 12:30 pm.			1,150.00
	01/23/2023		Misc.:Interment Rights	Fountains - A - 018			0.00
	01/23/2023		Endowment Fund:Endowment	This is a one-time fee. It is Non Refundable & Tax Deductible.			560.00
	01/23/2023		Plot Fees Collected:Plot Fees	Plot - Location: Fountains - A - 018			3,528.00
	01/23/2023		PreNeed:Casket O&C - PreNeed	BOB PN #			1,232.00
	01/23/2023		Vaults:DD Vault - AtNeed	Fountains - A - 018			1,680.00
Total for 1152747 Simmons, Bob							\$ 9,382.00
TOTAL							\$ 42,315.73

BURIALS													
FY 2022/2023	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
STANDARD	7	3	0	5	2	3	3						23
DELUXE	0	0	0	0	0	0	0						0
TITAN	0	0	0	0	0	0	0						0
DOUBLE	1	1	0	0	1	0	0						3
Pre-VAULTED	6	5	4	0	1	2	3						21
OTHER	3	3	1	3	1	0	1						12
BABY	0	0	0	0	0	1	0						1
ASHES-PLOT	9	6	7	7	4	5	3						41
ASHES-NICHE	6	1	0	2	2	2	3						16
22-23 TOTAL	32	19	12	17	11	13	13	0	0	0	0	0	117
21-22 TOTAL	18	21	14	22	19	17	18	27	15	18	13	20	222
20-21 TOTAL	12	9	16	20	12	12	23	17	18	17	19	22	197
VAULT SALES													
FY 2022/2023	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
STANDARD	1	3	0	2	4	2	2						14
DELUXE													0
TITAN													0
DOUBLE	1	1		1			1						4
PB DOUBLE	3	5	3			1	1						13
PB SINGLE		1											1
OTHER					1								1
URN	8	9	6	2	7	3	7						42
NICHE													0
22-23 TOTAL	13	19	9	5	12	6	11	0	0	0	0	0	75
21-22 TOTAL	14	10	11	17	19	19	13	22	9	8	16	28	186
20-21 TOTAL	10	5	15	16	9	10	15	13	15	14	19	19	160
VAULT INVENTORY FY 2022/2023													
		BAL		RCVD		USED		BAL		INV #			
STANDARD		6		8		3		11		882,880,878,876,874,873			
										834,881,879,877,875			
DELUXE		3						3		839, 840, 841			
TITAN		2						2		772,629			
DOUBLE		6		0		1		5		839, 773, 769, 770, 771, 723			
OTHER		1				0		1		842 OVR			
URN		30				3		27					
NICHE		75				3		72					
INVENTORY			START		RTNS		SOLD		PYMTS		ON HOLD		BALANCE
FULL PLOT			27				1		3				23
CREMATION PLOT			33		2		1		2				32
SINGLE NICHE			185		1								186
MEDIUM NICHE			76				2		4				70
OAK KNOLL			89				1		7				81
OK MED NICHE			441						2				439
ACORN			29						1				28
FAMILY GARDEN			1						1				0
FOUNTAINS			341				1		2				338
FT TRIPLES			6						0				6
PLOTS SOLD													
FY 2022/2023	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
TAX RES	5	9	5	3	3	2	3						30
NON TAX RES	1	8	2	0	0	1	2						14
OUT OF DIST	0	0	0	0	0	0	1						1
22-23 TOTAL	6	17	7	3	3	3	6	0	0	0	0	0	45
21-22 TOTAL	16	7	8	5	8	7	6	7	6	2	9	7	88
20-21 TOTAL	11	6	15	9	7	6	11	20	7	13	7	7	119



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

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

Established 1902

FY 2022-2023 ATTENDANCE

January 2023

VACATION	BALANCE FORWARD	MONTHLY ACCRUAL	TAKEN		YEAR TO DATE BALANCE
GUILLERMO	240.00	16.67	0.00	\$6,960.00	240.00
GONZALO	236.00	10.00	0.00	\$6,000.00	240.00
MYSTI	61.38	6.67	-8.00	\$1,201.00	60.05
				\$14,161.00	

SICK	BALANCE FORWARD	MONTHLY ACCRUAL	TAKEN		YEAR TO DATE BALANCE
GUILLERMO	267.50	8.00	-24.00	\$7,293.50	251.50
GONZALO	262.00	8.00	-8.00	\$6,550.00	262.00
MYSTI	64.00	8.00	-32.00	\$800.00	40.00
				\$14,643.50	

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: Friday, January 6, 2023 4:03 PM
To: info.focd@gmail.com
Subject: Fair Oaks Cemetery District, your performance report for December 2022

Business Profile



Your Business Profile report with 251 interactions* last month

See how Fair Oaks Cemetery District at 7780 Olive Street, Fair Oaks, California 95628 performed in December 2022 compared to the previous month.

[See full report](#)

Your performance at a glance

 29

calls
-17%

 0

messages

 130

people asked for
directions
+15%

 92

website visits from
profile
-9%

 1,558

profile views
+4%

 764

searches
+8%

**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

1 cemetery
204

2 fair oaks
167

3 fair oaks cemetery
161



ADVERTISING REPORT

Account Login

Fair Oaks Cemetery



A Proud Member of
Fair Oaks Chamber Of Commerce

BUSINESS INFORMATION

Contact

Phone : 916.966.1613

Fax :

Email : info.focd@gmail.com

Location

7780 Olive St.

Fair Oaks California 95628

Business Hours

Hours of operation:

Office Hours: 8:00am to 3:30pm

Walk / Drive-thru gates open: 7:30 am
close: dusk or at 7:30 pm depending
on the time of the year

PROGRAM SPONSORS



TOTAL AD VALUE FOR YOUR DIGITAL DISPLAYS THUS FAR IS:

\$11.75 to \$70.50

* In order to provide a conservative to realistic value for each click-through, we set it between Twenty-five-cents (\$.25) and One-dollar-and-fifty-cents (\$1.50).

Total Digital Display Value Report

Typically if you purchased Google AdWords or Bing Ads, the price per click (not views) would be between \$1 and \$2 based on industry averages according to WindStream and many other sources. Although this program is considered a "local advertising system" and is different, it may actually be more valuable.

TRY OUT YOUR OWN POCKET MARKETING ASSISTANT NOW.

Save the Link to your Phone: [Click Here](#)

Auto Mobile Assistant is now Called Pocket Marketing Assistant

The Pocket Marketing Assistant is a great way to view your marketing reports and to easily add displays to your marketing program. All you have to do is send ideas or clues to your Member Assistant.

View your Digital
Displays Reports by
Month

View Digital Display
Votes

Let us know how we are
doing with our Survey

Submit a New Digital
Display to a Member
Assistant

Submit a Reference to a
Member Assistant

Contact Our Support
Team

PROGRAM TOUR

OVERVIEW OF STATISTICS

Total Number of Ad Displays
8 out of 100

Total Number of Photos
8

Total Votes Received (If no results this
may be activated)
0

Total Impressions on Search Engines,
Mobile and Directory
344

Total Human Clicks to See More
Information
47

Recent Views in Last 30 Days



County of Sacramento

Divisions
Administration
Auditor-Controller
Consolidated Utilities Billing & Service
Investments
Revenue Recovery
Tax Collection & Business Licensing
Treasury

January 17, 2023

To: Pooled Investment Fund Participant Agency Board Chairs

Subject: **CALENDAR YEAR 2023 INVESTMENT POLICY FOR THE POOLED INVESTMENT FUND**

Since 1987, the Director of Finance has submitted a statement of investment policy to the Sacramento County Board of Supervisors for consideration and adoption. The Board of Supervisors approved the enclosed calendar year 2023 investment policy on December 6, 2022.

The 2023 investment policy eliminates now-obsolete Fitch Viability and Support Rating requirements for banks.

I recommend that the legislative body of your agency receive and file the enclosed Sacramento County Annual Investment Policy of the Pooled Investment Fund — Calendar Year 2023 at its next regular meeting. Your action to receive and file the policy constitutes consideration at a public meeting as recommended by Government Code section 53646(a)(2). The investment policy is also available on the Department of Finance – Investment Division webpage at <https://finance.saccounty.gov/investments>.

The following investment-related reports are also available on the Investment Division webpage:

- Pooled Investment Fund Monthly Review
- Quarterly Pooled Investment Fund Report
- Non-Pooled Investment Funds Portfolio Report

If you have any questions about the investment policy or management of the Pooled Investment Fund portfolio, please call me at (916) 874-6744 or Chief Investment Officer Bernard Santo Domingo at (916) 874-7320.

Sincerely,

A handwritten signature in black ink, appearing to read "Ben Lamera".

Ben Lamera
Director of Finance

Enclosure

February 2023

February 2023							March 2023						
Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa
5	6	7	1	2	3	4	5	6	7	1	2	3	4
12	13	14	8	9	10	11	12	13	14	8	9	10	11
19	20	21	15	16	17	18	19	20	21	15	16	17	18
26	27	28	22	23	24	25	26	27	28	22	23	24	25

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Jan 29	30	31	Feb 1	2	3	4 6:00pm Del Campo Athletic Booster's Annual Crab Feed - 06:00 PM (La Sierra Community Center)
5	6	7 Farmer's Market Tuesdays (Fair Oaks Park (11549 Fair Oaks Blvd, Fair Oaks, CA 95628))	8 Board meeting 9:15	9	10	11
12	13 Holiday	14 Farmer's Market Tuesdays (Fair Oaks Park (11549 Fair Oaks Blvd, Fair Oaks, CA 95628))	15	16 CAPC 65th Annual Conference 2023 (Embassy Suites by Hilton Mandalay Beach Resort (210	17	18
19	20 Holiday	21 Farmer's Market Tuesdays (Fair Oaks Park (11549 Fair Oaks Blvd, Fair Oaks, CA 95628))	22	23	24	25 5:00pm Carmichael Rotary Crab Feed - 05:00 PM (La Sierra Community Center)
26	27	28 Farmer's Market Tuesdays (Fair Oaks Park (11549 Fair Oaks Blvd, Fair Oaks, CA 95628)) 11:00am February Luncheon - TBD -	Mar 1	2	3	4

March 2023

March 2023							April 2023						
Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa
5	6	7	1	2	3	4	2	3	4	5	6	7	1
12	13	14	8	9	10	11	9	10	11	12	13	14	8
19	20	21	15	16	17	18	16	17	18	19	20	21	15
26	27	28	22	23	24	25	23	24	25	26	27	28	22
			29	30	31		30						29

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Feb 26	27	28	Mar 1	2	3	4
5	6	7 Farmer's Market Tuesdays (Fair Oaks Park (11549 Fair Oaks Blvd, Fair Oaks, CA 95628))	8 Board meeting 9:15am	9	10	11
12	13	14 Farmer's Market Tuesdays (Fair Oaks Park (11549 Fair Oaks Blvd, Fair Oaks, CA 95628))	15	16	17	18
19	20	21 Farmer's Market Tuesdays (Fair Oaks Park (11549 Fair Oaks Blvd, Fair Oaks, CA 95628))	22	23	24	25
26	27	28 Farmer's Market Tuesdays (Fair Oaks Park (11549 Fair Oaks Blvd, Fair Oaks, CA 95628))	29	30	31	Apr 1





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REQUIREMENTS FOR CREMATION ONLY SPACES

Dated: _____, _____

TO: FAIR OAKS CEMETERY DISTRICT (FOCD):

I understand and agree to abide by the following requirements:

1. Cremations are required to be buried in an urn vault. Cremains need to fit inside the dimensions of 9.75"L x 7.5"W x 5"H . If urn cannot fit, FOCD will remove ashes from urn and place in vault. All empty urns will be held for 30 days, then disposed of if not claimed.
2. FOCD will only hold ashes with a completed CA Burial Permit for 30 days. At the end of 30 days, the cremations will be placed in the purchased plot, at an undisclosed date determined by FOCD.
3. Each Cremation Plot is only allowed one headstone. The maximum size of the headstone will be 16" W x 28" L and must fit into the cement skirt of 24" W x 36" L. Each stone setting is required to have one vase.
4. Up to four cremains may be placed in each plot.

The undersigned hereby certify and represent that they are the legal custodians of the remains and have the right to make this authorization, and that they are related to the decedent as indicated below. The undersigned further agrees to hold the **FAIR OAKS CEMETERY DISTRICT (FOCD)** harmless and defend the District from an liability on account of such authorization.

_____	_____	_____
Name	Relation to Deceased	Phone

Signature		

			January			July-January			annual
	months for this report	annual	1/12	month	month to	ytd	ytd	ytd to	budget
	7	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	-	-	572.88	(572.88)	-	3,703.89	(3,703.89)	(3,703.89)
91010.0	cur secured	181,253.00	15,104.42	143,703.56	(128,599.14)	105,730.92	143,703.52	(37,972.60)	37,549.48
91020.0	cur unsecured	9,118.00	759.83	8,667.94	(7,908.11)	5,318.83	8,667.94	(3,349.11)	450.06
91030.0	supplement cur	7,681.00	640.08	3,250.44	(2,610.36)	4,480.58	3,250.44	1,230.14	4,430.56
91040.0	sec delinquent	1,905.00	158.75	-	158.75	1,111.25	1,593.58	(482.33)	311.42
91050.0	supplement deling	341.00	28.42	-	28.42	198.92	608.98	(410.06)	(267.98)
91060.0	unitary cur sec	3,525.00	293.75	1,851.32	(1,557.57)	2,056.25	1,851.32	204.93	1,673.68
91200.0	prop tax redemption	25.00	2.08	-	2.08	14.58	-	14.58	25.00
91300.0	prior unsecured	98.00	8.17	67.40	(59.23)	57.17	67.40	(10.23)	30.60
91400.0	prop tax penalties	53.00	4.42	38.18	(33.76)	30.92	39.21	(8.29)	13.79
94100.0	interest income	1,500.00	125.00	2,099.00	(1,974.00)	875.00	3,959.00	(3,084.00)	(2,459.00)
94100.8	interest income 208A	-	-	1,617.00	(1,617.00)	-	(35,276.45)	35,276.45	35,276.45
94100.9	interest income 209A	-	-	1,988.00	(1,988.00)	-	(3,818.54)	3,818.54	3,818.54
95220.0	prop tax relief	2,390.00	199.17	708.87	(509.70)	1,394.17	1,012.68	381.49	1,377.32
	***	***	***	***	***	***	***	***	***
96910.0	cemetery services	-	-	-	-	-	-	-	-
96910.0	preneed collections	91,867.00	7,655.58	5,796.00	1,859.58	53,589.08	47,253.65	6,335.43	44,613.35
96910.1	endowment collections	57,300.00	4,775.00	6,090.00	(1,315.00)	33,425.00	43,253.65	(9,828.65)	14,046.35
96910.2	cvsc plot fees	342,576.00	28,548.00	16,092.00	12,456.00	199,836.00	248,676.40	(48,840.40)	93,899.60
96910.3	preneed trans to gen	45,710.00	3,809.17	5,295.00	(1,485.83)	26,664.17	28,165.00	(1,500.83)	17,545.00
96910.4	cvsc vaults	146,859.00	12,238.25	7,112.00	5,126.25	85,667.75	55,034.00	30,633.75	91,825.00
96910.5	cvsc open & close	211,990.00	17,665.83	10,160.00	7,505.83	123,660.83	73,394.00	50,266.83	138,596.00
96910.6	cvsc misc	23,007.00	1,917.25	(667.27)	2,584.52	13,420.75	12,311.81	1,108.94	10,695.19
96910.8	cvsc markers	7,495.00	624.58	1,176.00	(551.42)	4,372.08	15,528.50	(11,156.42)	(8,033.50)
96910.0	cemetery services other	6,965.00	580.42	2,150.00	(1,569.58)	4,062.92	9,350.00	(5,287.08)	(2,385.00)
96910.0	***	***	***	***	***	***	***	***	***
96911.0	plot refund	-	-	(3,080.00)	3,080.00	-	(7,874.50)	7,874.50	7,874.50
97300.0	donations	-	-	-	-	-	160.00	(160.00)	(160.00)
97300.1	memorial day donation	600.00	50.00	-	50.00	350.00	-	350.00	600.00
97300.0	donations other	-	-	-	-	-	-	-	-
97300.0	***	***	***	***	***	***	***	***	***
97310.0	returned check chgs	-	-	-	-	-	-	-	-
	Convience Fees			-			1,595.89		
	Fund Balance Reserve	567,097.00	47,258.08		47,258.08	330,806.58	-	330,806.58	567,097.00



			January			July-January			annual
	months for this report	annual	1/12	month	month to	ytd	ytd	ytd to	budget
	7	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)
TOTAL INCOME		1,142,258.00	95,188.17	214,115.44	(119,500.15)	666,317.17	532,569.39	11,701.69	487,642.52
EXPENSE									
	merchant deposit fees	-	-	283.63	(283.63)	-	127.73	(127.73)	(127.73)
11100.0	salary	250,000.00	20,833.33	14,083.20	6,750.13	145,833.33	104,431.21	41,402.12	145,568.79
11240.0	board	8,000.00	666.67	1,000.00	(333.33)	4,666.67	4,000.00	666.67	4,000.00
11320.0	overtime	2,500.00	208.33	384.12	(175.79)	1,458.33	2,855.20	(1,396.87)	(355.20)
12100.0	retire	58,000.00	4,833.33	380.71	4,452.62	33,833.33	21,466.61	12,366.72	36,533.39
12200.0	oasdhi	17,250.00	1,437.50	1,183.25	254.25	10,062.50	8,513.41	1,549.09	8,736.59
12300.0	group insur	37,000.00	3,083.33	7,334.04	(4,250.71)	21,583.33	21,571.42	11.91	15,428.58
12400.0	comp insur	9,000.00	750.00	-	750.00	5,250.00	7,860.00	(2,610.00)	1,140.00
12500.0	sui	1,000.00	83.33	231.48	(148.15)	583.33	231.48	351.85	768.52
20050.0	advert	-	-	-	-	-	-	-	-
20290.0	business exp	12,000.00	1,000.00	61.98	938.02	7,000.00	4,445.12	2,554.88	7,554.88
20350.0	education & training	2,000.00	166.67	29.95	136.72	1,166.67	2,539.85	(1,373.18)	(539.85)
20380.0	employee recog	2,500.00	208.33	307.84	(99.51)	1,458.33	1,787.92	(329.59)	712.08
20510.0	liability insur	12,000.00	1,000.00	-	1,000.00	7,000.00	13,333.00	(6,333.00)	(1,333.00)
20610.0	membership	1,400.00	116.67	-	116.67	816.67	1,111.16	(294.49)	288.84
20760.0	office supplies	3,000.00	250.00	58.07	191.93	1,750.00	935.72	814.28	2,064.28
20810.0	postage	1,000.00	83.33	21.36	61.97	583.33	787.39	(204.06)	212.61
21030.0	agri / horti services	6,000.00	500.00	-	500.00	3,500.00	1,011.03	2,488.97	4,988.97
21040.0	agri / horti supplies	5,000.00	416.67	-	416.67	2,916.67	4,596.70	(1,680.03)	403.30
21910.0	electricity	6,500.00	541.67	710.69	(169.02)	3,791.67	4,174.06	(382.39)	2,325.94
21930.0	refuse collection	4,500.00	375.00	7.82	367.18	2,625.00	5,872.70	(3,247.70)	(1,372.70)
21950.0	stormwater	500.00	41.67	113.70	(72.03)	291.67	459.75	(168.08)	40.25
21970.0	telephone	4,400.00	366.67	472.59	(105.92)	2,566.67	3,693.44	(1,126.77)	706.56
21980.0	water	14,500.00	1,208.33	974.92	233.41	8,458.33	8,342.09	116.24	6,157.91
22050.0	auto maint services	3,000.00	250.00	-	250.00	1,750.00	2,435.29	(685.29)	564.71
22060.0	auto maint supplies	2,500.00	208.33	-	208.33	1,458.33	5,133.47	(3,675.14)	(2,633.47)
22260.0	expend tools	4,000.00	333.33	1,283.51	(950.18)	2,333.33	4,897.66	(2,564.33)	(897.66)
22360.0	fuel lube	10,000.00	833.33	103.76	729.57	5,833.33	5,940.04	(106.71)	4,059.96
22750.0	rent equipment	500.00	41.67	-	41.67	291.67	3,371.09	(3,079.42)	(2,871.09)
22810.0	shop equip services	1,000.00	83.33	-	83.33	583.33	-	583.33	1,000.00
22820.0	shop equip supplies	7,000.00	583.33	-	583.33	4,083.33	563.74	3,519.59	6,436.26
22910.0	other equip services	200.00	16.67	-	16.67	116.67	-	116.67	200.00
22920.0	other equip supplies	1,200.00	100.00	25.05	74.95	700.00	361.84	338.16	838.16
23130.0	uniforms	1,000.00	83.33	221.92	(138.59)	583.33	421.69	161.64	578.31
23210.0	custodial services	-	-	-	-	-	-	-	-

			January			July-January			annual
	months for this report	annual	1/12	month	month to	ytd	ytd	ytd to	budget
	7	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)
25050.0	accounting	9,000.00	750.00	-	750.00	5,250.00	-	5,250.00	9,000.00
25070.0	assess coll services	8,000.00	666.67	1,098.00	(431.33)	4,666.67	6,200.78	(1,534.11)	1,799.22
25310.0	general counsel	4,000.00	333.33	-	333.33	2,333.33	-	2,333.33	4,000.00
25910.0	other prof services	18,000.00	1,500.00	284.70	1,215.30	10,500.00	8,539.53	1,960.47	9,460.47
28520.0	memorial day	6,800.00	566.67	-	566.67	3,966.67	2,314.32	1,652.35	4,485.68
28520.1	memorial temp workers	12,000.00	1,000.00	-	1,000.00	7,000.00	-	7,000.00	12,000.00
28980.0	other operating supplies	25,000.00	2,083.33	1,122.10	961.23	14,583.33	2,675.71	11,907.62	22,324.29
28990.0	other operating services	13,400.00	1,116.67	-	1,116.67	7,816.67	1,248.24	6,568.43	12,151.76
28990.1	temp workers	150,000.00	12,500.00	13,748.40	(1,248.40)	87,500.00	91,710.40	(4,210.40)	58,289.60
28990.2	gates	6,600.00	550.00	550.00	-	3,850.00	3,850.00	-	2,750.00
29340.0	public works	3,000.00	250.00		250.00	1,750.00	-	1,750.00	3,000.00
32100.0	lease interest	-	-		-	-	-	-	-
32300.0	lease payment	16,000.00	1,333.33	-	1,333.33	9,333.33	13,519.28	(4,185.95)	2,480.72
41010.0	land purchase	169,843.00	14,153.58		14,153.58	99,075.08	-	99,075.08	169,843.00
42020.0	structure / impr	25,000.00	2,083.33	7,025.00	(4,941.67)	14,583.33	17,368.17	(2,784.84)	7,631.83
43030.0	equipment	40,000.00	3,333.33	23,776.82	(20,443.49)	23,333.33	43,204.61	(19,871.28)	(3,204.61)
44030.0	computer software	7,300.00	608.33	-	608.33	4,258.33	-	4,258.33	7,300.00
66900.0	reconciliation difference	-	-	-	-	-	-	-	-
80400.0	commodities	32,000.00	2,666.67	-	2,666.67	18,666.67	8,904.40	9,762.27	23,095.60
80400.1	scroll plates	-	-	421.00	(421.00)	-	4,068.50	(4,068.50)	(4,068.50)
80400.2	urn vaults	-	-	-	-	-	652.50	(652.50)	(652.50)
80410.0	bank serv chgs	-	-		-	-		-	-
TOTAL EXPENSE		864,550.00	72,045.83	77,299.61	(5,253.78)	504,320.83	451,528.25	52,792.58	413,021.75
NET ORDINARY INCOME			-		-	-	(33,500.23)	33,500.23	33,500.23
OTHER INCOME/EXPENSE			-		-	-	-	-	-
OTHER EXPENSE			-		-	-	-	-	-
89999.0	transfer to pre-need liab	46,253.00	3,854.42	2,548.00	1,306.42	30,835.33	38,136.98	(7,301.65)	8,116.02
TOTAL OTHER EXPENSE		46,253.00	3,854.42	2,548.00	1,306.42	30,835.33	38,136.98	(7,301.65)	8,116.02
NET OTHER INCOME/EXPENSE		46,253.00	3,854.42	2,548.00	1,306.42	30,835.33	38,136.98	(7,301.65)	8,116.02
			-		-	-		-	-
NET INCOME		231,455.00	19,287.92	134,267.83	(115,552.79)	131,161.00	42,904.16	(33,789.25)	66,504.75