

**MINUTES FORM**  
Please send a copy after each meeting to Town Hall

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MINUTES OF Meeting of Cemetery Commissioners

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Meeting posted: X yes,    no

Date: June 11, 1991 Time: 7:30p.m. Place: Cemetery Office, Woodlawn Cemetery

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Members present: C. Putnam, W. Mowry      Absent: E. Bailey  
also present: S. Kennedy, D. Lee, N Howell, Phil Habbad

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1. Phil Habbad of Eagle Enterprises presented his company's plan to help municipalities acquire a mausoleum.

A mausoleum extends the life of the land you have left or use of land that has no value for cemetery lots.

Gives people a choice never available to them before for full interments and/or cremations.

Generates revenue for the client (cemetery or town) - they can market spaces in advance and make enough to pay all expenses related to the project.

Cost/crypt depends on how elaborate the facilities are, but at our present rates \$3,400.00 wouldn't be unreasonable:

2-grave lot at \$450/grave space.....	\$ 900.00
vault at \$500.....	1,000.00
monument.....	1,500.00

You don't pay any expenses involved, lettering sold by you, interment fee goes to you, development fee goes to you, Perpetual Care Fund in Mass. is 30% separate from other Perpetual Care Funds.

Physical location (inside or outside), style of crypt and height determine the price.

Eagle Enterprises does the sales and marketing:

- Marketing with public approval
- Letter indicating Town's plan mailed
- Follow-up phone calls by Eagle Enterprises as agents of city or town
- No hard selling
- Town takes title after occupancy permit arrives
- Economy seems to have no bearing on sales

Envision: 5 crypt height; starting size @350 crypts, which can include an interior; cost at level A, B, C, D, or E would probably range from \$3,520 to \$8,800.00

In Nashua - 16 sales or @ \$80,000 in two weeks.

In-ground burials, disinterment and reinterment in crypt at the expense of Eagle Enterprises until crypts are ready.

Once building is under construction, there is a 15% increase in individual cost.

There would be an article in the local papers asking for feedback.

Commissioner W. Mowry doesn't think there is very much interest at this time and doesn't like the co-mingling of public and private concerns in the marketing technique.

Mr. Habbad left at 8:45p.m.

2. Minutes of April 8 and May 13 meetings were unanimously accepted as presented.
3. Request for a catered picnic following an interment service at Mount Hope Cemetery was discussed. The Commissioners unanimously denied the request.
4. Salaries expended from Cemetery Trust Funds were discussed.
5. Commissioners to send memo to Roy Wetherby re: disbursement of "Salaries" balance. Memo was signed by Commissioners present.
6. Next meeting - Tuesday, August 13, 1991
7. Meeting adjourned at 9:15 p.m.