

Year-to-Date Summary Statistics 2021

| Services by Month: | 21 | 20 | 19 | 18 | 17 | 16 | 15 | 14 | 13 | 12 | 11 | 10 | 09 |
|--------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| January | 14 | 10 | 9 | 22 | 22 | 13 | 15 | 12 | 10 | 18 | 11 | 14 | 14 |
| February | 5 | 12 | 13 | 13 | 15 | 6 | 10 | 17 | 9 | 12 | 18 | 10 | 14 |
| March | 18 | 12 | 12 | 16 | 11 | 14 | 10 | 16 | 13 | 13 | 13 | 17 | 14 |
| April | 14 | 12 | 15 | 11 | 18 | 14 | 15 | 14 | 16 | 20 | 21 | 11 | 12 |
| May | 17 | 12 | 20 | 20 | 20 | 11 | 18 | 20 | 14 | 18 | 14 | 19 | 20 |
| June | 40 | 20 | 27 | 22 | 15 | 16 | 21 | 16 | 9 | 18 | 27 | 21 | 15 |
| July | 23 | 21 | 17 | 17 | 15 | 22 | 25 | 15 | 15 | 18 | 10 | 21 | 14 |
| August | 28 | 16 | 14 | 16 | 14 | 18 | 15 | 18 | 20 | 14 | 14 | 13 | 17 |
| September | 19 | 15 | 21 | 26 | 13 | 23 | 15 | 22 | 12 | 23 | 8 | 14 | 14 |
| October | 21 | 25 | 17 | 14 | 16 | 19 | 13 | 17 | 16 | 23 | 13 | 24 | 17 |
| November | 12 | 25 | 13 | 16 | 18 | 18 | 13 | 8 | 16 | 18 | 13 | 16 | 16 |
| December | 11 | 22 | 5 | 5 | 11 | 13 | 12 | 17 | 19 | 10 | 22 | 8 | 19 |
| Total: | 222 | 202 | 183 | 198 | 188 | 187 | 182 | 192 | 169 | 205 | 184 | 188 | 186 |

| Funeral Home: | | | Number of Services by Need: | |
|---------------|-------------------|------------|-----------------------------|------------|
| | Randle Dable | 73 | | |
| | CCZ | 36 | | |
| | Church and Chapel | 36 | | |
| | Others | 44 | At-Need | 112 50% |
| | None | 33 | | |
| Total | | 222 | Pre-Need | 110 50% |
| | | | Total | 222 |

| Types of Service: | | | PetBurials-2021 | |
|-------------------|------------------|------------|-----------------------|------------|
| | Disinterment | 1 | | |
| | Graves | 58 | | |
| | Grave - Cremains | 63 | | |
| | Grave - Natural | 13 | | |
| | Crypt | 28 | | |
| | Niche | 46 | Graves | 1 |
| | Cremation Garden | 12 | Interments | 1 |
| | Chapel Services | | Pet Stones | 1 |
| Total | | 221 | Total Sales \$ | 875 |

Saturday Services as % of total: 17%

| Monthly Revenue Numbers: | |
|--------------------------|----------------------|
| January | \$ 39,515.83 |
| February | \$ 33,443.46 |
| March | \$ 42,457.19 |
| April | \$ 58,624.68 |
| May | \$ 62,455.43 |
| June | \$ 88,711.53 |
| July | \$ 66,035.77 |
| August | \$ 83,231.78 |
| September | \$ 101,179.49 |
| October | \$ 68,856.29 |
| November | \$ 67,916.79 |
| December | |
| Total | \$ 712,428.24 |

**The Citadel
Revenue
\$229,240.50**

**Crescent North
Revenue
\$113,686.40**

| Sales by Month: | 21 | 20 | 19 |
|-----------------|------------|------------|------------|
| January | 6 | 2 | 11 |
| February | 5 | 5 | 9 |
| March | 11 | 9 | 18 |
| April | 17 | 8 | 11 |
| May | 12 | 7 | 14 |
| June | 19 | 14 | 16 |
| July | 14 | 18 | 15 |
| August | 13 | 11 | 10 |
| September | 16 | 21 | 7 |
| October | 11 | 16 | 11 |
| November | 13 | 14 | 11 |
| December | 5 | 13 | 8 |
| Total: | 142 | 138 | 141 |

| Sales: | Yr to Date | Number of Sales by Need: | |
|---|------------|--------------------------|------------|
| Graves | 67 | | % |
| Crypts | 13 | At-Need | 37 26.06% |
| Niches | 55 | Pre-Need | 80 56.34% |
| Cremation Garden | 19 | Combination | 24 16.90% |
| Natural Burial (Section 12) | 46 | | |
| Cremation Private Estate, Bench or Rock | 4 | | |
| Total Sales (2021) | 204 | Total | 142 |