

**MINUTES OF THE 130th ANNUAL MEETING OF
LOT OWNERS OF
THE KENSICO CEMETERY**

Thursday, October 24, 2019

Prepared by Dawn Cassara

MINUTES OF THE ANNUAL MEETING OF THE LOT OWNERS
OF THE KENSICO CEMETERY, HELD AT THE KENSICO SERVICE BUILDING, VALHALLA, NEW YORK, ON
THURSDAY OCTOBER 24, 2019, AT 1:00 P.M.

Mr. Raymond M. Planell, President, welcomed all present at the 130th Annual Meeting Lot Owners of The Kensico Cemetery.

The following Lot Owners, members of the Board of Directors, Officers, Guest and members of the Cemetery staff were present.

Esther Abrams	Kreis Randy Davis	Jerome L. Jacobs	Edwin Mernyk
Charles Adams	Dwight Degener	Judith Jacobson	Krystyna Mernyk
Amilda Agosto	Mary Degener	Alay Jan Johnson	Shel Merr
Chrisann Badikian	Antorney Delaro	Aniya Johnson	Shel Merr
Vallestya Baker Lynch	Irmgard Dolis	Jaida Johnson	Edward E. Mills
Heidi Banziger	Otto Dolis	James R. Johnson	Norval Mills
Gertrude Barbour	Fred Dong	John R. Johnson	Virginia M. Mills
Lois Barker	James Dong	Susan Jones	Chappisha Catherine
Cynthia Barrington	Robert Dong	Susan C. Jones	Morgan
Carmen Barthet	Lisa Ebenstein	Janet Joyner	David Morton
Paul Bartilucci	Anna Edwards	Joanna M. Kapner	Diane Mosca
Rafaelina Betancourt	Lisa L. Eisner	John Kapner	Laurel Neumann
Joanne Blake	Lorraine J. Eisner	Mr. Kilgallon	Lisa Ng
Linda Drew	Dorothea Eusner	Mrs. Kilgallon	Mary Ng
Bloomingle	Eugenie G. Fardellone	Byung Kwon Kim	Joseph Norman
Jazmine Bonds	Richard Fardellone	Tae Sook Kim	Joyce Norman
Kathryn Bowlus	Laurence Farkas	Diana King	Grace C. Osborn
Jacqueline Cecilia	Rosa Farkas	Zelma King	Steve Paintner
Brooks	Elliot Feiden	Elinor Knodel	Susan Paintner
Linda Lousie T. Brown	Janiece Feiden-Gad	Malcolm Kravitz	Janet Paschall
Olive Brown	Larry Fein	Hermione Landau	Craig Payne
Auvill Browne	Elizabeth Flanagan	Julius Landau	Elizabeth Payne
Edward Browne	Jerry Freedman	Fey Gin Lau	Raymond Perlet
Sonia Browne	Ellen Freiberger	Pon Sen Lau	Linda Polizzi
Carole Buehler	Gary Freiberger	Katrim Laube	Coralia Popescu
Carlo Buonviaggio	Dr. Ellen Friedman	Rhett Leary	Doru Popescu
Mildred Buonviaggio	George A. Friend	Merle LeBlanc	Loretta Pyatt
Lillian Byrd	Dorothy Frohlich	Boh Ok Lee	Greg Qualles
James Cashel	Lance Gad	Chong Sung Lee	Cynthia Rappleyea
James R. Cashel	Barbara Galimberti	Gail Lee	Elizabeth Rappleyea
Robert Chambers	Rose Galimberti	Grace Lee	Elsa Rehm
Susan Chambers	Steve Ghee Tsang	Helen Lee	Theodore Rehm
Benny Chan	Caryle Glen	Katherine Lee	Barbara Resnicoff
Choi Kam Chan	Eleanor Glen	Ting F. Lee	Dr. Nancy E. Rice
Howei Chan	Sharon Goel	Julia Leeper	Linda J. Rice
Tuen Po Chan	Michael Gold	Geraldine Leneman	Robert W. Rice
Bin Chen	Sirje Gold	Susan Levitsky	Joyce Rivera
Suen Chen	Kenneth Green	Grace Lo	Peter Rivera
Pui-Yu Aice Cheung	Lillian Green	Raymond Lo	Jacqueline Robbins
Linda Chin	Gwendolyn Griper	Justine C. Lyss	Angel Rodriguez
Emerald Chung	Deb Gulick	Frank Maher	Elizabeth Rosado
Theresa Chung	Edward Harmon	Tsun Yeung Mak	Joseph Rosenbaum
Victor Lee Chung	Heather Harmon	Bun Chi Mak-Wong	Carl R. Rush
Deborah Ciresi	David Hatfield	Richard Malkin	Jerlean Rush
James Clarke	Linda Hatfield	Heidi Mannik	Jianna Rush
La-Shawn Clarke	Howard Heyel	Susan Marchionni	Laura Russo
Michele Clarke-Ceres	Susan Heyel	Tony Mastronicola	Juergen Sacklowski
Tyeshia Collen	Mikiko Ho	John T. Maxwell	Peg Salmon
Patricia Cordero	Ming Ho	Judy B. Maxwell	Lionel Sanchez
Jordan Cross	Marilyn Hollwegs	Bre'ella McCalla	Jacqueline Sandberg
Scott Cross	Thyra A. Hollwegs	John McCarthy	Michael Sandberg
Anetta Crawford	Dr. Millard J. Hyland	Dorothy McCoy	Marian Sanders
Fredrick Crawford	Richard Hyman	Karen McGuggart	Edward Scheinbart
Eleanor Davis	Francine Jacobs	Avis C. McLaughlin	Margie Schiff

Jerrold A. Schwartz
 Violet Schwartz
 Richard Scott
 William Scott
 Evelyn Seastrand
 Rosemarie Shapiro
 Jin-Fa Shen
 James Sheppard
 Katherine Sheppard
 Christa Shih Meadows
 Yanick Sidney
 Lee Silano
 Jane Simoni
 Dezna J. Smikle
 Mary F. Smith
 Patricia Smith
 Susan Snyder Maher
 Daniel Sullivan
 Michelle E. Sullivan
 Minnie Sun
 Helen Swenson
 Richard Swenson
 Terrence Tangney
 Gretchen Terry
 Christina Tether
 Maikki Toldrik
 Carol Diane Trester
 Ingi Triantafylidis
 Peter Tsang
 Teresa Tsang
 Thomas Tsang
 Winston Tsang
 Rosemary Tucci
 Myra Volpe
 Anisa Waddell
 Dr. Eric J. M. Wake
 Ireta J. William
 Coralita Williams
 Marilyn Williams
 Genese Wilson
 Kevina Wilson
 Mark Wolfson
 Elsa Wong
 Kin Wong
 Sarah Wong
 Yen Wong
 Keith Yizar
 Peter Khan Zendran
 Jin Ru Zhang
 262

DIRECTORS
 Mary Ann Alonso
 Kevin J. Bannon
 Catherine U. Biddle
 Chester S. Day
 Raymond Lou
 Elizabeth Payne
 Raymond M. Planell
 Richard A. Schnall
 Howard Weintraub
 9

OFFICERS
 Theresa Doran
 Richard Weber
 2

**SUPERINTENDENTS
& FOREMEN**
 Lawrence Massaro
 Joaquim Pedrosa
 Timothy Wilson
 Jack Cunha
 Carlos Lopes
 Guy Robbins
 Jose Sabio
 Luis Salazar
 8

STAFF
 Maureen Cairns
 Barbara Cardany
 Stephanie Chan
 Lillian Collado-Carter
 Michael Farmer
 Tatiana Infante
 Sindy Martin
 Iwona Mroz
 James Neal
 Crystal Ricci
 Peter Telfer
 Donna Vitelli
 12

INVITED GUEST
 Dave Malane
 Kerry McGovern,
 NYS DOS Division of
 Cemeteries
 Judith Mitchell,
 Black Forest
 Communications, Inc.
 Louis Palmerini
 Matthew Parisi
 5

STENOGRAPHER
 Dawn Cassara
 1

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MR. PLANELL: Good afternoon, ladies and gentlemen. My name is Ray Planell. I'm the President of Kensico Cemetery. Welcome to Kensico's 130th Annual Meeting. A special welcome to those of you who have not attended an annual meeting previously. Thank you for being part of this event.

To start the meeting, I'm going to ask Lillian Carter, our Office Manager, to place a bouquet of flowers next to the flag in memory of all of our family and friends who are no longer with us. Let me also remember two of Kensico's former Board members and employees who passed away this year, George H. C. Lawrence, who was Chairman of the Board from 2007 to 2013, and previously an Executive Vice President, and Lena Donnelly, who was Vice President of Bequests and Endowments, and probably has a record that will never be broken. She was a 75-year employee of Kensico Cemetery. We remember, with gratitude, their contributions to Kensico.

And now I ask Timothy Wilson, Deputy Superintendent, to lead us in the Pledge of Allegiance, to be followed by a moment of silence. Please rise.

(Pledge of Allegiance recited.)

(Moment of silence observed.)

All right, please be seated. A few housekeeping items: Please note the exit signs. In an emergency, the doors will open upward to allow a prompt exit. Also, this is a no-smoking building, and we appreciate your cooperation.

Those of you who attended last year will recall that I introduced Lewis Polishook at this meeting. Lewis is the Director of the Division of Cemeteries, which is the State agency that oversees not-for-profit cemeteries like Kensico. And today we have with us one of Lewis's fellow employees at Division of Cemeteries, Kerry McGovern. And Kerry's sitting right over there, so any of you who have any questions for Kerry, she'll be around after the meeting. And, Kerry, thanks for joining us today.

At this time, let me introduce Kensico's Directors, Officers, and employees. The Directors, on my far left, starting with Mary Ann Alonso, who is the Chair of the Audit Committee, and serves on the Pension Committee;

Elizabeth Payne, Vice Chair of the Pension Committee, serves on the Sales, Development and Environment Committee;

Howard Weintraub, Vice Chair of the Audit Committee, and serves on the Finance Committee;

Then to my immediate left is Chester S. Day, Chairman of the Board, Chair of the Finance Committee, and serves on the Sales, Development and Environment, Executive, and Audit Committees;

On my right, Richard A. Schnall, Vice Chairman of the Board, Chair of the Sales, Development and Environment Committee, and he serves on the Executive Committee;

Then Catherine U. Biddle, Vice-Chair the

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Sales Development and Environment Committee, and serves on the Audit Committee;

Raymond Lou, next, Chair of the Pension Committee, and serves on the Audit Committee;

And at the end, on the right, is Kevin Bannon, Vice Chair of the Finance Committee, and serves on the Pension Committee.

Our Officers, seated in the audience, are Lawrence Massaro, Vice President and Superintendent, standing in the back; Richard Weber, Vice President and Sales Manager, sitting up front; together with Theresa Doran, also sitting up front, Vice President, Treasurer, and Chief Financial Officer.

And then back to my far left, we have our stenographer, Dawn Cassara.

And throughout the audience, we have our Sales Representatives: Michael Farmer, Development Manager and Assistant Sales Manager; Barbara Cardany; and Peter Telfer.

Also with us today are the Technology Manager, James Neal, and our Office Manager, Lillian Carter.

And our Deputy Superintendents, Timothy Wilson, who led us in the Pledge of Allegiance, and Joe Pedrosa. And our Assistant Superintendents, Joe Sabio and Jack Cunha.

And our Section Foreman: Carlos Lopes; Guy Robbins and Luis Salazar.

And, of course, our entire grounds crew, security, and administrative staff. Kensico's operation would not be possible without the loyal

and efficient service of the men and women who are the Kensico organization. They have and will continue to give superior service to our lot owners and visitors. Let's give them a round of applause.

(Applause.)

We also have a couple of guests who have been with us in the past. Let me introduce them again. We have longtime, 25-year board member Dave Malane sitting up here in the front. You all may recall from prior meetings that Dave answered all the difficult financial questions that came up. And I've told him he has to still be available for those questions. Right, Mr. Norman? Okay, good. And then we have Louis Palmerini who is a former Superintendent of Grounds. And Judy Mitchell is our public relations consultant.

As required by State law, the Notice of this meeting was published in The Journal News and mailed to approximately 38,000 owners of record for whom we have correct addresses. The Notice was also placed on Kensico's website. The Affidavit of Mailing and Publication will be filed with our permanent records.

The Inspectors of the Election are Maureen Cairns, Lillian Carter, and Tatiana Infante. Their Oaths of Office will also be filed. The Inspectors of the Election have informed me that we have sufficient proxies and that a quorum is present.

Our next order of business is to approve the minutes from our Annual Meeting held last year on October 25, 2018. The minutes are in your

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package. Normally what we do is have a motion to dispense with the reading of the minutes, with the proviso, of course, that if you find anything that you think needs to be corrected, you let us know, and we'll take care of it. So can I have a motion to dispense with the reading the minutes? Yes, ma'am.

MS. MERNYK: I make the motion that the minutes be passed--

MR. PLANELL: Dispense with the reading, yes, ma'am. And what's your name, ma'am?

MS. MERNYK: Krystyna Mernyk.

MR. PLANELL: How do you spell the last name?

MS. MERNYK: M-E-R-N-Y-K.

MR. PLANELL: Thank you. Do I have a second? Yes, ma'am.

MS. LEVITSKY: I second the motion.
Susan Levitsky, L-E-V-I-T-S-K-Y.

MR. PLANELL: All in favor?

(Aye.)

MR. PLANELL: Any opposed?

(No response.)

MR. PLANELL: Okay, motion passes.

Each of you should have received a folder containing several items, including the 2018 Annual Report. You will note that the Annual Report highlights the core mission of Kensico, which is to operate on a nonprofit basis for the mutual benefit of plot owners therein. That's a quote from the statute that governs nonprofit cemeteries like Kensico.

As stated in the Annual Report, this is a forever mission, since, to borrow a phrase from noted author John Llewellyn, cemeteries should be forever. I'll talk more about this forever mission in a few minutes.

As always, the Annual Report also contains the audited financial statements for the Cemetery. The statements cover the years 2018 and 2017. Our auditors have given us a clean opinion which states that, in the opinion of the auditors, the financial statements present fairly, in all material respects, the financial position of Kensico as of December 31, 2018 and December 31, 2017. The opinion can be found a page 19 of the Annual Report.

Your folders also contain our unaudited financial report for the fiscal year ended June 30, 2019, which provides you with a snapshot of more current activity.

2018 was another good year for your cemetery, even though the stock market declined at year-end. Sales totaled \$9,969,288, representing 1,021 individual lot sales, of which 48% were sold pre-need, and 52% were sold at need. 1,919 interments took place during the year, increasing total interments since 1889 to 161,770.

Investments decreased to approximately \$197 million at December 31, 2018 from approximately \$211 million at December 31, 2017. But, as you will recall, the Stock Market rebounded earlier this year, and investments were valued at approximately \$222 million as of September 30th,

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2019.

Cash flow is positive. As Chet has said every year, we have no debt, we have no loans, we pay as we go, we are financially sound.

I am pleased to report that 2019 is also going well. Lot sales this year are projected to reach \$10 million. Even though we see a steady decline of ground burials throughout the country, due to an increase in cremation, at Kensico we anticipate interments to reach 1,850 this year. And keep in mind and tell your family and friends that cremains can be interred at the cemetery where they can be memorialized, permanently recorded, and be a part of the historical, permanent record. In addition, their place of permanent residence is taken care of forever, in tribute to the lives that they lived.

One last update before we proceed. You may have noticed that the construction of the new open-air mausoleum and columbarium has advanced significantly since last year's meeting. We anticipate that, when completed, the new building will accommodate over 700 crypts and over 1,800 niches for cremated remains. We hope that the project will be completed by mid 2020.

At this point, I'd like to spend a few minutes discussing the forever mission facing all cemeteries, which author John Llewellyn, who I mentioned before, describes in his book. The forever mission, simply put, is that cemeteries are designed to be places to remember the deceased

for eternity. My message in this year's Annual Report describes how this mission impacts the Board's investment responsibilities in that the Board must not only consider the need to generate revenue to cover current costs but also take into account that cemeteries need to have adequate funds to support the maintenance of the cemetery in perpetuity.

Presently, there's a bill being debated and considered by the State Legislature which would provide more flexibility regarding investment options for statutory funds for cemeteries seeking to satisfy both of these investment objectives. Before discussing this pending bill, let me outline the current situation. You may recall prior discussions of the statutory trust funds, the Permanent Maintenance Fund, and the Bequest and Endowment Fund. Both are mentioned on page 9 of the Annual Report as part of my message. I also referred to the Declaratory Maintenance Fund, which is not mandated by statute; rather the Declaratory Maintenance Fund was created pursuant to a court declaratory judgment in 1934. As far as I'm aware, Kensico's the only cemetery in New York that has such a separate fund. But when I talk about the statutory funds, the ones subject to statutory requirements, I'm talking about the Permanent Maintenance Fund and the Bequest and Endowment Fund.

I noted in the Annual Report that the Board is focused on managing the Cemetery's funds in a manner which preserves the funds and allows

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them to grow. Also on page 31 of the Annual Report, note 5, to the financial statements provides that the objective of the investment program is to produce ordinary income and capital appreciation sufficient to maintain the Cemetery currently and in perpetuity. So, we need to be concerned with generating enough income to cover current expenses, while at the same time investing for capital appreciation, since, after all cemetery lots have been sold, the investments will be the principal source of revenue for the Cemetery.

This dual objective of income and growth is particularly pronounced with respect to the Permanent Maintenance Fund and the Bequest and Endowment Fund because the applicable law provides that only the income of each of these funds may be utilized currently. Specifically the law states that the income in the form of interest and dividends of the Permanent Maintenance Fund is to be used solely for the maintenance and preservation of the Cemetery grounds. The Permanent Maintenance Fund is funded with a percentage of the proceeds of each lot sale. The statute requires 10%, but Kensico contributes 15% of every lot sale to the Permanent Maintenance Fund. Additionally, the statute requires that \$35 be contributed to the fund for each interment or inurnment. The income of the Permanent Maintenance Fund is used for the benefit of all the cemetery grounds, not just particular lots or areas.

Conversely, the income of the Bequest and

Endowment Fund, sometimes called the Perpetual Care Fund, is to be used solely for the perpetual care and maintenance of the lots of plots or parts thereof for which the income has been provided. So in these cases, with the Bequest and Endowment Fund, individual lot owners set up accounts, special accounts, to care for their individual lots.

With respect to the Perpetual Care Fund and the Bequest and Endowment Fund, the law also provides that the principal is to be kept invested, in other words, not invaded. The Bequest and Endowment Fund is a commingled fund containing contributions from many lot owners. Kensico has over 5,000 bequest and endowment accounts. A separate accounting is maintained for each lot for which a contribution is received, and a proportionate share of the income earned by the commingled fund is allocated to the current or future perpetual care of each lot.

Based on this statutory structure, it is necessary for Kensico and other cemeteries to adopt an investment plan which will generate both ordinary income, which is utilized currently, and capital gains, realized and unrealized, which are added to principal and are not expendable. For more details regarding this investment profile, please refer to pages 28 and 29 of the Annual Report, note number one.

As we're all well aware, we've been living in a time when interest rates are historically low, so many nonprofits have looked to invest on a total

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return basis. Investing for total return allows the investor to focus upon increasing the value of the entire fund without being required to differentiate between income and principal. But this strategy works only if the nonprofit is allowed to access a portion of the principal of the trust fund to pay for current expenses. In this regard, the governing laws in New York relating to most nonprofits and trusts have permitted access to principal investment returns, subject to some limitations.

But, to date, cemeteries, all of which are nonprofits in New York, have not been allowed the same flexibility. The New York State Association of Cemeteries has been working with the State Legislature to change the law so that the cemeteries would have similar flexibility with respect to statutory trust funds. Specifically, the Cemetery seeks to employ a concept similar to that allowed for other trusts governed by New York law. Under this concept, a trustee is permitted to treat at least 4% of the fair market value of the trust as ordinary income annually. Thus, investment managers may consider the best strategies to maximize total investment return, whether that return consists of ordinary income or capital appreciation, instead of being required to invest to maximize current income to cover current costs, since a portion of the total fund is treated as income even if the actual amount of ordinary income received is less than the value of that portion.

If the proposed change to New York law is

enacted, Kensico's Board will consider the options, consult with our investment advisors, and decide whether total return investing is advisable for either or both of our statutory funds. And, of course, our financial statements would reflect any change in investment objectives.

The forever mission that I referred to before also impacts the maintenance of grounds, in addition to investment philosophy. And the Annual Report also contains a message from Vice-Chair Richard Schnall, which provides specific information regarding the efforts made to provide for long-term care of Kensico's grounds, trees, and landscape. I am so pleased that the Cemetery grounds continue to be well maintained. And as in past years, you will hear more about this from Richard Schnall in a few minutes.

But before hearing from Richard, let's return to the agenda and move on to the election of the Directors. As you have seen in the materials that were mailed to you, management has recommended three people for election to the Board of Directors. Those three people are Kevin Bannon, who has been a Director since 2013. The second one is Chester S. Day, our Chairman, who's been a Director since 1976, and many of you will recall, was President here before me, and has worked or been affiliated with Kensico for over 45 years. And lastly, Howard Weintraub, who's been a Director here since 2016. The biographies of all three gentlemen were provided with the materials that were sent to you.

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So at this point, I would like to have a motion from the floor for the nomination of management's nominees for Director. Would someone make that motion? Yes, sir.

MR. SCHEINBART: I make a motion for the nomination of all three, Kevin J. Bannon, Chester S. Day, and Howard Weintraub, for a term of three years.

MR. PLANELL: Thank you. And your name, sir?

MR. SCHEINBART: My name is Edward Scheinbart.

MR. PLANELL: How do you spell your last name?

MR. SCHEINBART: S-C-H-E-I-N-B-A-R-T.

MR. PLANELL: Thank you. And do I have a second, please.

MS. TETHER: Second.

MR. PLANELL: And your name, ma'am?

MS. TETHER: Christina Tether,
T-E-T-H-E-R.

MR. PLANELL: Thank you. Are there any other nominations from the floor?

(No response.)

Hearing none, we now have a motion in favor of management's nominees. All in favor of the motion, please say aye.

(Aye.)

Any opposed?

(No response.)

Thank you. And congratulations to our re-elected Directors. Thank you.

(Applause.)

Chet's reminding me that we have to tally up all the ballots too, which we will do. You've got ballots? Okay. Any of you who didn't vote by proxy can vote on the ballot. So we'll collect all those.

And in the meantime, I'll give you a few minutes to fill out the ballots, and while the ballots are being counted, Richard will come up and talk to us.

MR. SCHNALL: Good afternoon. I'm pleased to report that the Cemetery is beautiful. I'm sure those of you who took a tour today would agree. Thanks to all the hard work and dedication of the Cemetery's seasonal employees, its Groundsmen, its Section Foremen, Deputy Superintendents, Assistant Superintendents, and Vice President and Superintendent Larry Massaro, Kensico Cemetery continues to be a beautiful place of remembrance. These men perform their work with the unwavering support of the Cemetery's President, the Chairman, the Board of Directors, and their fellow employees.

This year, we also have to say thank you to Brooklyn, Ella, Misty, White with Horn, Lulu, Cinnamon, Charlie, Raptor, Skittles, and India. I'll explain why later.

This has been an excellent year for the landscape plantings of Kensico Cemetery. After a mild winter, we experienced a cool, moist spring. Summer was without prolonged periods of heat

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and drought, and moisture was adequate.

September was very dry, causing many of the trees to defoliate early. October's been kinder, with cooler temperatures and some rainfall.

With our deeper well and stronger pump, we did not have to rely on expensive City water at any time this year.

Careful attention continues to be given to the turf grass canvas of Kensico Cemetery. Under the watchful eyes of our supervisory staff, turf grass problems, when they do occur, are caught early and dealt with promptly. This year we will again be applying lime to areas that soil tests have indicated it is needed. In the Northeast, our soils turn acidic over time, and liming is essential for good turf growth.

In the area of tree maintenance, we continue to care for the important collection of trees that have been planted over the last 130 years. Even with a mild winter and adequate rainfall, trees, like people, do not live forever, and this year we had to remove six of our oldest specimens. While sad, this gives us the opportunity to plant new, vigorous, young trees in their place.

This year, in order to ensure safety and tree health, 100 mature trees and evergreen trees have been pruned. Steel support cables have been installed in trees to increase the strength of several of our oldest trees in the Cemetery. In addition, 200 flowering trees have been thinned and pruned in order to maintain a natural shade,

and to ensure they'll give wonderful, abundant blooms next spring. Some of the flowering trees are pruned two or three times a year, depending on their growth.

Lightning protection systems are being inspected and upgraded. Using a device called an air spade, over 100 old and young trees will be treated to reduce soil compaction and to add compost, manure, and a charcoal soil amendment.

Hedge pruning, which takes significant time, continues each year to keep the Cemetery well maintained. Insect, disease, and weed controls have been applied as needed. This year we were vigilant in protecting Boxwoods from Boxwood blight, and Ash trees from emerald ash borer. Both treatments have proven successful. Protection from deer browsing and winter damage has also been applied, as necessary, to keep the trees and shrubs healthy and vigorous.

The Cemetery's buildings, roads, paths, above and underground infrastructure and monuments continue to receive excellent care as well. We continue creating and repaving the roads, repairing and replacing the water lines, and improving drainage throughout the Cemetery. Shaping of the land, building new roads, and installing new drainage has continued under the supervision of the Cemetery's Vice President and Superintendent Larry Massaro.

During the past 12 months, 75 trees, 24 shrubs, 18 perennials, and 96 hedging plants have been planted throughout Kensico Cemetery to

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provide seasonal interest, shade, ongoing replacements for aging landscapes specimens, shelter and food for birds and desirable wildlife, and to enhance this rural cemetery's design. Everything planted this year is now part of the next generation of plants that will continue to guarantee that Kensico remains a beautiful place of remembrance, in accordance with its founding principles.

Now back to the list of names I read and thanked earlier. They're all the names of goats. The goats have been rescued from owners who no longer wanted them because of their age, poor milk or cheese production. They've now joined the force of over 200 goats that travel to federal, state, and city parks, golf courses, college campuses, and cemeteries, in order to remove invasive weeds. Here at Kensico, they've been working since late May in a fenced-off six-acre lot, eating knotweed, multiflora rose, ragweed, which makes us all sneeze, Phragmites, and poison ivy to their heart's content. For these goats, those weeds are filet mignon.

The goats are capable of eating five times their weight daily. Their repeated feedings, which must be managed, eventually deplete the bad weeds' resources, and the weeds will die. It'll take another year before they succeed in ridding the area from these noxious weeds. When done, we will be able to replace those weeds with desirable wildflowers. Their work frees our men from working in hazardous conditions with rocks, wet

areas, fallen trees, vines, and poison ivy. And it totally eliminates the need to use herbicides. We thank them, as they go back to their farm to spend the winter, and look forward to their return next spring. Thank you.

(Applause.)

MR. PLANELL: Thank you, Richard. In the Annual Report, you'll see, as I mentioned before, there's a section written by Richard talking about the long-term plans for care of the grounds in the Cemetery, and I recommend that to all of you. I think it's a piece that's very well done, and I think very informative.

So at this point, we open the floor to questions, and hopefully answers. And if there are questions of an individual nature, we may refer you to one of our good folks here at Kensico who can deal with an individual question. Any questions at this point? Yes, ma'am.

Do we have microphones? Yes, okay, Donna's got it. Great.

Ma'am, could you just tell us your name, please?

MS. HOLLWEGS: Sure. Marilyn Hollwegs, H-O-L-L-W-E-G-S. On my way here today, I was here last year, and I remember there was an incident where somebody collapsed. I saw the ambulance here today, and I see in the report his name, William Ryan, and I was just curious to know what the end result was and how he's doing. But I wanted also to commend you and the Board for allowing public corporate prayer for him at that

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time, and I appreciate Elizabeth Payne's prayer; it was beautiful.

MR. PLANELL: Thank you.

MS. HOLLWEGS: And I'm also just curious to know how he is. But while I'm at it, and I just heard Mr. Schnall's report, I also appreciate goats instead of herbicides; that's great.

MR. PLANELL: So let me address both. With Mr. Ryan, we were in communication with his family, you know, immediately after the meeting, and they had indicated that he had done well and he's okay. And I was actually kind of hoping he would be here today. But the last word we had was that he was doing okay.

(Applause.)

And I'm glad you raised the question, because I wanted to mention another thing along those lines. The Valhalla Ambulance Corps is terrific, and we have a good relationship with them, and they do come to various events that we have here periodically, at our request. So they'll come when we have the 5K fundraiser for the Alzheimer's Association, which we've been doing now, this is our fourth year, we'll do it on Sunday again. But because of last year, we asked them to come today. And they were here, as you probably saw, but, unfortunately, a call came in, so they had to go, so they would only come back if that call allowed them to come back.

The other thing to tell you is that because of that incident, we thought about this long and hard about whether we should have defibrillators on the

premises. And we talked to our insurance consultants and other folks about it, and we eventually decided to do that. And so if you walk into the room right on the other side of this, you'll see the defibrillator is there.

And we had nine Kensico employees volunteer to be trained, so we have nine trained in CPR and the use of the defibrillator. And there's also one down in the administration building. So we contracted for this with the Red Cross. And I have to applaud the Red Cross. The lady who came was terrific. She spent approximately four hours with us, going through the training, and it worked out very well.

And the next point about the goats, I have to give all the credit to Richard because it was his idea to have the goats. When Richard first mentioned it, I thought maybe he was pulling my leg. But if you Google it, you'll see that there's lots of parks and other cemeteries and golf courses employing this same strategy. So it's worked out well for us, and they're going to be back next year. We started out with 12. I talked to one of our Superintendents, Jack Cunha, he tells me we're down to eight, because, you know, they manage the population; there has to be enough food for them. I don't know how many they'll come back with next year, but the idea is you need two seasons so they thoroughly eradicate the things you don't want.

Yes, ma'am. Please give us your name, ma'am. And the microphone is right behind you.

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MS. TRESTER: Thank you. So my name is Carol Diane Trester. I'm here representing the Bunting plot, which is Area 186 near Rachmaninoff and the Asian cemetery. Again, I want to compliment your use of goats and also ask you, if you haven't read *The Hidden Life of Trees*, to read it, because mycology, mushroom science, documents for the health of the trees, for the health of the shrubs, that mycelium, which are the roots, the name for the roots of mushrooms, create a mat that even sustains the life and the health of trees against disease, against insects.

And my son consults about this; I, myself, did not know. But the New York City Department of Parks, The Friends of Van Cortlandt Manor, the New York Botanical Gardens, and many, many more have used the consultation services of my son and saved many of their different plants in areas with all different altitudes, latitudes, because mushrooms are able to change their DNA, they're able to sustain the health of trees, of plants, and shrubs.

And in addition to working with the goats, they create a mat underneath that helps to deepen the roots of the grass, as well as sustain them, and create less of a need for the constant liming and the additional additives to this soil.

So I want to encourage you to look into that and to look into the potential for additives for the soil. They have that, it's natural, and it will work in time and save a lot of money.

MR. SCHNALL: Thank you. I am aware

that. We do, as part of on a yearly basis when we air spade the trees that I mentioned, the backfill does include compost material that has mycelia in it as well. So we are incorporating that on a small level at least for those younger trees that we treat that way, but we'll look into using more.

MR. PLANELL: Thanks, Richard.

(Applause.)

Yes, sir.

MR. MCCARTHY: Thank you. John McCarthy, M-C-C-A-R-T-H-Y. I apologize for this, but a follow-up on the goats. Are any of the goats still on duty? And, if so, can they be observed?

MR. PLANELL: Yes, I can tell you that they're still on duty because I went out this morning looking for them myself. I was able to see six of the eight. Yes, you can observe them. There's a fence that keeps them kind of in where they have to be. And sometimes they're in there in such a way that you can't really see them. But this morning I was able to see them kind of up in one corner.

Is Jack Cunha here? Where's Jack?

There's Jack. Do you see Jack in the back there? Okay. If you go talk to Jack, he'll be able to kind of guide you, if you'd like, to see the goats. Now, there are signs up that say don't feed the goats, so.

Any other questions? Yes, in the back I see a hand. Yes, sir. All right, there's a microphone coming to you.

MR. RICE: Thank you. Yes, my name is

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Robert Rice, and I would ask the Board to consider, inasmuch as the report that's been given and the trips that we've taken around the Cemetery recently establish just how phenomenally beautiful it is in all seasons, for those of us who live at a considerable distance, we're from Texas, but even for those who might live in Manhattan and don't have the opportunity to travel up here, if a webcam or cams could be installed at strategic locations overlooking portions of this fantastic environment, we could share the seasonal changes, the flowering trees, the autumn colors and whatever, so I'd ask your technologist and your Board expenses to be considering the installation of a webcam. Thank you.

MR. PLANELL: Well, thank you for that comment. If you just turned around, sir, do you see that gentleman right there with his hand up?

MR. RICE: Yes.

MR. PLANELL: He had the biggest smile you ever wanted to see when you were talking. That's Jim Neal, our IT specialist, and we'll look into it. I have no technology knowledge, so I don't really know how it all would work, but let us think about that and see if we can come up with something. Thank you for the comment.

(Applause.)

Mr. Norman, yes, sir.

MR. NORMAN: Joseph Norman. I have a question about your statement of financial position. What is the unfunded other benefits? And could you might keep that as a note in your statements

as opposed to just a statement there?

MR. PLANELL: Well, the unfunded other benefits I think-- our CFO is sitting there, Theresa Doran, so she'll correct me if I make a mistake, but I believe, you know, we have retirement benefits that we provide for retirees, some payments that we provide for retirees towards health insurance costs, and we've got some death benefits that we provide our retirees, so those are essentially unfunded, and so we come up-- you know, when we're giving a number to come up with that, you know, liability that's in the financial statements-- what else is--

MS. DORAN: Note 6, page 33.

MR. PLANELL: Okay, note 6, page 33. Thanks, Theresa. Dave, I thought you were handling all these questions. Do you see it, Mr. Norman?

MR. NORMAN: Okay. Could you make the note consistent with what you state in the financial statement, so post-mortem benefit plan, as opposed to-- be consistent between the two statements?

MS. DORAN: Well, it's the postretirement plan but it's the funded status so that's why it says the unfunded benefit obligation. But we can look into that with our auditors.

MR. NORMAN: Thank you.

MR. PLANELL: So just to reiterate maybe for people who haven't heard this before, so our financial statements are audited by an accounting firm every year. And those financial statements

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are also filed with the Department of State Division of Cemeteries, the organization that Ms. McGovern works for that we were talking about before. So our outside auditors, outside accountants, you know, work with us in compiling these financial statements.

There's a question in the back, a lady in the back.

MS. RAPPLEYEA: Hi, Cynthia Rappleyea I just want to add onto the webcam idea. You could do a goatcam. People would love it, because you've already named them.

MR. PLANELL: Ma'am, say that one more time. What kind of cam?

MS. RAPPLEYEA: Goat. Goatcam.

MR. PLANELL: Goatcam. Okay.

MS. RAPPLEA**: And you could even have a little link for people to make donations. I mean, goats need vaccines and things, too, so.

MR. PLANELL: All right, now you've got Jack smiling in the back.

Do we have the vote tallies, ladies in the back?

Maybe we have time for one more question, if there is one. Yes, sir.

MR. FREIBERGER: My name is Gary Freiburger, and I just wanted to take this opportunity to let the Board know how much we appreciate the help they've given us addressing some concerns my wife and I had at our plot. Both of these gentlemen have never failed to address our concerns and do so in a timely manner, and I

just want to take this opportunity to let the Board and both gentlemen know how much we really appreciate their help.

MR. PLANELL: Well, thank you for saying that. We really appreciate those kind comments, and I'm sure that the fellows will appreciate it as well. Thanks.

We have one more? Okay, one more.

MS. BROOKS: Jaqueline C. Brooks. I just have a question. Kensico is so beautiful that I already have my three plots, and I think it's a good place to take care of that kind of thing. I have a question about the endowment, because I believe that one of the plots I have said the endowment was included, but I haven't seen any policy or paper on it, and I'm wondering if you could explain it or if there's a paper I can get from you.

MR. PLANELL: Right. So you happen to be standing right next to the lady who can help you. Cindy will help you, and she'll be able to get you the paperwork.

Okay, so the vote tallies. So Kevin J. Bannon, lot owners by proxy, 5,341. Lot owners personally, 56. Total votes, 5,397.

Chester S. Day, lot owners by proxy, 5,341. Lot owners personally, 56. Total, 5,397.

And Howard Weintraub, lot owners by proxy, 5,341. Lot owners personally, 54. 5,395.

So although I prematurely announced it, let me say it again, all three have been re-elected. Congratulations to all three.

(Applause.)

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At this point, it would be appropriate to have a motion to adjourn the meeting. Would someone make that motion, please? Anybody want to make a motion to adjourn? Yes, ma'am.

MS. MERNYK: I make a motion to-- to what?

MR. PLANELL: To adjourn the meeting.

MS. MERNYK: To adjourn the meeting.

MR. PLANELL: Yes. Okay, we have your name from before. Okay. And do we have a second?

MS. LEVITSKY: Second.

MR. PLANELL: Okay, and we have your name from before. Okay. All right. All in favor?

(Aye.)

Anybody opposed?

(No response.)

No? Okay, folks, the trains will be leaving from North White Plains, if you need it. Thank you all for coming. I hope to see you next year.

(Applause.)

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