

**MINUTES OF THE 131st ANNUAL MEETING
OF LOT OWNERS OF
THE KENSICO CEMETERY**

VIRTUAL MEETING HELD VIA ZOOM PLATFORM ON

THURSDAY, OCTOBER 29, 2020

Prepared by Dawn Cassara

MINUTES OF THE VIRTUAL ANNUAL MEETING OF THE LOT OWNERS
OF THE KENSICO CEMETERY, HELD AT THE KENSICO CEMTERY BOARD ROOM IN THE
ADMINISTRATION BUILDING VIA THE ZOOM VIDEO PLATFORM,
ON THURSDAY OCTOBER 29, 2020, AT 1:00 P.M.

Mr. Raymond M. Planell, President, welcomed all in attendance via Zoom to the 131st Annual Meeting of Lot Owners of The Kensico Cemetery.

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

Mary Ann Alonso	Jane Kelly
Patricia Alston	Theresa Kemper
Suzanne Barth	Miles Kessler
Andrew Bauman	Barbara Klausner
Richard Bernhard	Elinor Knodel
Bettina Bierly	Malcolm Kravitz
Margery Birkedal	Leonard Krouner
Roger Breitbart	Lloyd LaRousse
Janet Breza	Michael Lee
George Bundschuh	Susan Levitsky
John Carlin	Jean Ann Linney
Elinore Charlton	Wayne Linton
Lillian Collado-Carter	Shao Hua Liu
George David	Vallestya Lynch
Karen Davis-Lawson	Justine Lyss
Chester S. Day	Marjorie Mann
Marilyn Diamond	Lawrence Massaro
Karen Dhrbeg	Lynette Massaro
David Ditmars	John Maxwell
Dean Drew	Madeline McDowell
Marlene Durand-Swearigen	Craig McGuinn
Tom Edwards	Jeanine Meyer
Michael Fennimore	Edward Mills
Anne Fitzgerald	Charles Morgan
William Fountain	Michael Mund
Franco	Heidi B. Murray
Fred Geldon	Larry Nayman
David Gellman	James Neal
Bryan Gorman	Ronald Newfield
Richard Gould	Joseph Norman
Stacy Grant	John O'Connor
Rodger Greif	Haejoon Park
Jacalyn Grieco	Elizabeth Payne
Ruth Guffee	Melissa Peralta
Susan Hammond-Rector	Michele Perazzo
Don Harley	Bruce Plenge
Elisabeth Harrington	Marine Plunkett
Rosemarie Harris	Beverly Prutkin
Paula Henry	Marilyn Randall
Pamela Holzweissig	Dorinne Reiley
Cindee Howard	Jeffrey Reisner
Yenny Infante	Robert Rice
Velma Jackson-Newell	Dr. Diana Richardson
Judith Jacobson	Ellen Robert Gordon
John Jaecker	Roxann Robinson
Glenna James	Marel Rogers
Walter Johnson	Virginia Rolett
Karen Kahn	William Romaine

Stephen Roos, Jr.
David Rosenzweig
Laura Russo
Debbie Schnapper
Scott Shaughnessy
Stephen Singer
Mary Michaela Skalniak
Norman Sollid
Chun Tam
Carol Trestler
Joseph Villa
Herbert Weinman
Howard Weintraub
Elsie Williams
Patricia Woodall
Stephen Wright
Linda L Yee
Jeffrey Zhong
.....114

STAFF
Maureen Cairns
Lillian Collado-Carter
Tatiana Infante
James Neal
..... 4

INVITED GUEST
Deborah Dulaney- BNY Mellon
Judith Mitchell- Black Forest
Communications, Inc.
..... 2

STENOGRAPHER
Dawn Cassara
..... 1

DIRECTORS
Mary Ann Alonso
Kevin J. Bannon
Catherine U. Biddle
Chester S. Day *
Raymond Lou
Matthew G. Parisi *
Elizabeth Payne
Raymond M. Planell *
Richard A. Schnall *
Howard Weintraub
..... 10

VIDEOGRAPHER
Jim Marlowe *
Artie Dillon *
..... 2

*In Person

OFFICERS
Theresa Doran
Lawrence Massaro *
..... 2

SUPERINTENDENT
Mike Cook
..... 1

Kensico Cemetery - 131st Annual Meeting

MR. PLANELL: Good afternoon, ladies and gentlemen. My name is Ray Planell. I'm the President of Kensico Cemetery. Welcome to Kensico's 131st Annual Meeting, the first Annual Meeting held by electronic means.

We hope that all who are attending this meeting via the Zoom video platform are able to hear and see clearly, and we invite your participation in accordance with the instructions which will be provided throughout this meeting. Also, let me remind you that the materials for this meeting, including the 2019 Annual Report, the minutes for last year's meeting, and the agenda, are posted on Kensico's website, www.kensico.org. As has been the case with prior meetings, Dawn Cassara, our stenographer, will prepare the minutes for this meeting.

This meeting is being conducted electronically, in accordance with State law which authorized Annual Member Meetings to be held electronically during the pandemic emergency. Please note that the meeting is being videotaped and that the video will be placed on Kensico's website. We anticipate that the meeting will last for about an hour.

We are hosting the meeting from the boardroom in the Administration Building. With me in the boardroom are Chet Day, Board Chairman; Richard Schnall, Vice Chairman; Matt Parisi, Senior Vice President; Larry Massaro, Vice President and General Manager. You will hear from Chet and Richard later. Also, in order to facilitate the business to be conducted

at the meeting, motions will be made by Chet and seconded by Larry, since they are lot owners.

We will now provide, on your screen, several notes regarding your participation in the meeting:

First, you can adjust your screen view by going to "view options" and using zoom ratio to change the screen size.

Second, since this is a webinar, you will hear the presenters but you will not be able to speak to us. Rather, you will be able to communicate with us by using the Q & A feature or by answering poll questions as they appear on your screen. I will alert you when a poll question is to be presented.

Third, if you have a question, please type it into the Q & A feature. It will then be relayed to us. As has been our practice during in-person Annual Meetings, we will respond to questions having general application at the end of the meeting. We will respond to lot owner specific questions by e-mail as soon as possible after the meeting. If you do not receive an answer, please e-mail us at kensico@kensico.org. Because of limitations inherent in this format, if your question is not answered during the meeting, it will be noted as "dismissed," but we will have a record of the questions and will respond by e-mail to the address used to sign up for the meeting. Please know that we value your input and that your questions and concerns are important to us.

Fourth, as I mentioned, at several times during the meeting, for voting purposes, you will be asked to respond to a poll question. If a further response is

Kensico Cemetery - 131st Annual Meeting

required after the poll response, you will be asked to utilize the Q & A feature. Now that we have reviewed the process, we will go forward with the meeting following the usual format.

As many of you will recall, we usually start each Annual Meeting by taking a moment to remember our family and friends who are no longer with us. Let us continue this tradition by pausing for a moment in honor of our deceased loved ones.

(Moment of silence observed.)

Next, also in accordance with our tradition, we will recite the Pledge of Allegiance. You will now see, on your screen, a photo of the flags flying outside the Administration Building at Kensico: the American flag and a blue flag honoring two Medal of Honor recipients buried at Kensico Cemetery. Please stand.

I pledge allegiance to the flag of the United States of America, and to the republic for which it stands, one nation, under God, indivisible, with liberty and justice for all.

Thank you.

Although they will not be visible on the Zoom platform, let me identify Kensico's Directors, Officers and Superintendents. First our Directors:

Chester S. Day, Chairman of the Board, Chair of our Finance Committee, and serves on the Sales, Development and Environment, Executive and Audit Committees;

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

Mary Ann Alonso, Chair of the Audit Committee, and serves on the Pension Committee;

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

Catherine U. Biddle, Vice-Chair of the Sales, Development and Environment Committee, and serves on the Audit Committee;

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

Kevin Bannon, Vice-Chair of the Finance Committee, and serves on the Pension Committee;

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

And Matthew G. Parisi, who became a Director on June 3rd of this year and is our Senior Vice President.

Our other Officers: Lawrence Massaro, Vice President and General Manager; Richard Weber, Vice President and Sales Manager; and Theresa Doran, Vice President, Treasurer and Chief Financial Officer.

Our Superintendents: Superintendent Michael Cook; Deputy Superintendent Timothy Wilson; Deputy Superintendent Joe Pedrosa; Assistant Superintendent Joe Sabio; and Assistant Superintendent Jack Cunha.

And, of course, we are proud of the 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.

I have said during the past Annual Meetings that Kensico's employees have and will continue to give

Kensico Cemetery - 131st Annual Meeting

superior service to our lot owners and visitors. As noted in my message in the Annual Report, we are particularly proud of the services provided by Kensico's employees during the most difficult and challenging days of the pandemic. For several months, they were called upon as truly essential workers to handle unprecedented numbers of interments and sales in a dignified and caring manner, while adjusting to protocols designed to protect the health and safety of employees and visitors. Although we cannot be together today to salute them, I offer my own applause now in recognition of their efforts.

(Applause.)

Truly outstanding performance by Kensico's employees.

As required by State law, the Notice of this meeting was published in the Journal News and mailed to approximately 39,000 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.

As has also been the case over the years, the Inspectors of the Election are Maureen Cairns, Lillian Carter and Tatiana Infante. They have executed their Oaths of Office, which will also be filed. The Inspectors of the Election have informed me that we have valid proxies for the owners of 4,885 lots and that a quorum is present.

In past meetings, at this time I would request a motion to dispense with the reading of the minutes of

the previous Annual Meeting of Lot Owners. Since the minutes have been posted on Kensico's website and have been available for review for over six weeks, I ask instead for a motion to approve the Minutes of the Annual Meeting held on October 24, 2019.

MR. DAY: I make a motion to approve the minutes of the Annual Meeting held on October 24, 2019.

MR. MASSARO: I'll second the motion.

MR. PLANELL: Thank you, Chet and Larry.

In order to allow for votes to be cast regarding this motion, we are launching the first poll question, which reads as follows: "Are you in favor of the motion to approve the Minutes of the Annual Meeting held on October 24, 2019?" There will be a short delay while we tabulate the votes.

(Poll launched.)

The poll has now been closed, and the motion has passed.

As I have noted, the 2019 Annual Report may be found on Kensico's website. I'm showing you a copy of the front cover, which you may have seen if you looked at the website. And, of course, a hard copy will be mailed to you if you request one. The Annual Report highlights the legacy of Kensico which has been handed down from generation to generation.

As always, the Annual Report contains the audited financial statements for the Cemetery. The statements cover the years 2019 and 2018. 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, 2019 and December 31, 2018. The opinion can be found on page 17 of the Annual Report. The materials on the website also include our unaudited financial report for the fiscal year ended June 30, 2020, which provides you with a snapshot of more current activity.

2019 was another good year for your cemetery. Sales totaled \$10,372,562, representing 1,105 individual lot sales, of which 49% were sold pre-need and 51% were sold at need. 1,890 interments took place during the year, increasing total interments since 1889 to 163,597. Investments increased to approximately \$236,000,000 as of December 31, 2019 from approximately \$197,000,000 at December 31, 2018. Investments were valued at approximately \$252,000,000 as of September 30, 2020.

Cash flow is positive. As Chet and I have said every year for over 20 years, we have no debt, we have no loans, we pay as we go, and we are financially sound.

I am pleased to report that 2020 is also going well. Lot sales this year are projected to reach \$10,600,000. 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 2,350 this year. Sadly, the increase in interments, from the average over the last several years of approximately 1,850 per year, is directly attributable to the coronavirus. As we have noted in the past, please 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.

My message in the Annual Report refers to the legacy of Kensico Cemetery, the benefits and principles which we have received from past Presidents, Boards of Directors, Officers, Superintendents, Managers, affiliated organizations and lot owners, and which we seek to perpetuate for future generations. I noted there that I will retire at year end and that I was indebted to my three immediate predecessors who served as President, Franklin Montross, Jr., Henry R. Barrett, and Chester S. Day, each of whom I worked for and with for many years. I am grateful for their contributions to Kensico and their guidance.

But in this President's Report, I want to look to the future, and that look to the future starts with identifying Kensico's new President, Matthew G. Parisi. You will note that Matt is one of Management's Nominees for the Board, Class of 2022. He was appointed to the Board at the March 12, 2020 Board meeting, effective as of the June 3, 2020 Board meeting. At today's Board meeting, after the Annual Meeting, he will be formally appointed as President, effective January 1, 2021.

Like me, Matt is an attorney, and he will also act as Counsel for the Cemetery, as I have done. Over more than 10 years, Matt has worked on Kensico

matters, principally involving land use, environmental and municipal regulation matters. Since June 1, 2020, he has been acting as Senior Vice President for Kensico and, in that capacity, he has already begun working on several major Kensico projects which will be important components of Kensico's future.

One of those projects involves an upgrade of our information technology systems. For many reasons, including changes dictated by our current software provider, we need to acquire and implement new technologies which will better coordinate the various functions of the Cemetery: Accounting; sales; lot owner records; maintenance and care; and mapping. We also need a system with greater flexibility so that we can readily adapt to changes in the future. We will report on our progress as new features of our technology changes become available to lot owners.

Of course, a second major project is the completion of the open-air garden mausoleum and columbarium. We had anticipated that it would be completed several months ago. You might recall that last year at the Annual Meeting, I indicated that we were hoping for a July 1, 2020 opening date. But, of course, the pandemic has disrupted many plans, and in this case has delayed construction of the mausoleum and columbarium because materials have been delayed in delivery from Italy. Our contractor is now projecting a February 2021 completion date.

In consultation with the Board of Directors, we have been working on developing rules and regulations

for the operation of this new structure. We're also working on pricing and options regarding memorialization. We will publish information regarding these matters as soon as they have been finalized. Another project which I noted in my Annual Report is the creation of a new entity which is designed to qualify as a tax-exempt 501(c) (3) charity. The name of the new entity is Friends of The Kensico Cemetery, Incorporated. The mission of this entity is the promotion and advancement of the welfare of Kensico Cemetery by preserving and maintaining monuments, buildings and natural habitat, and encouraging and advancing public knowledge and appreciation of the historic, cultural, architectural and horticultural significance of Kensico. We are pleased to report that the Certificate of Incorporation for this new "Friends" entity was filed on September 21, 2020 and that we have filed an application with the IRS seeking confirmation of the tax-exempt status of this new entity.

We anticipate receiving IRS approval early in 2021. To support the mission of the "Friends" entity, we hope to be able to attract donations which will be used, in part, to enhance the beauty of Kensico's grounds and highlight its horticultural significance. Our emphasis on this endeavor becomes a priority now since the development of the grounds, as envisioned by several five-year development plans, in 1997, 2002 and 2007, has reached completion, thanks in large part to our Superintendent and General Manager Larry Massaro.

Kensico Cemetery - 131st Annual Meeting

Like me, Larry will retire at year end. He has served Kensico with dedication and distinction, in various capacities, for in excess of 40 years. His work here has been invaluable in many ways, but none more important than the development of the Cemetery property in a manner that reflects the rural cemetery vision of the prior generations of Board members and lot owners.

Larry's good work will be continued by our new Superintendent, Mike Cook. Mike comes to Kensico from Care of Trees. He is fully familiar with Kensico since, as a supervisor with Care of Trees, he has assisted Kensico's grounds staff with the care and maintenance of the trees, plants and shrubs on Kensico's property for over 15 years.

Mike holds a Bachelor of Science degree from SUNY's Environmental School of Forestry. He is a certified arborist and a member of the International Society of Arboriculture. Mike joined us on September 21, 2020, and he is working with Larry through year end. We look forward to having the continuing benefit of Mike's expertise.

So as we close out 2020, a challenging year in many ways, we look forward to 2021, new leadership with Matt and Mike, the completion of the open-air garden mausoleum and columbarium, enhanced technology infrastructure, and a new charitable entity to operate alongside and to support Kensico for generations to come. And, of course, we look forward to a traditional Annual Meeting next year, with in person

attendance, cemetery tours, and the pleasure of each other's company.

Let us now return to the agenda and attend to the election of Directors. Please note that if you have signed and returned a proxy, you have already voted, so you should not participate in the voting process now. Your proxy indicates your vote in favor of Management's nominees. Those nominees, as provided with the materials for this meeting, for four Directors to continue to serve as Directors are as follows:

For the Class of 2022, Matthew G. Parisi, Director since 2020, to succeed himself for a term of two years.

And for the Class of 2023: Mary Ann Alonso, a Director since 1990, Catherine U. Biddle, a Director since 1999, and myself, Raymond M. Planell, a Director since 1996, in each case to succeed ourselves for a term of three years.

I now ask for a motion in favor of Management's nominees.

MR. DAY: I make a motion in favor of Management's nominees.

MR. MASSARO: I'll second the motion.

MR. PLANELL: Thank you, Chet and Larry.

So Management's slate of nominees having been put forward, I now ask if there are any nominations from the floor. Since this is a virtual meeting, we will launch another poll question which reads as follows: "Do you wish to nominate someone other than Management's nominees?" There will be a short delay while you answer this question. If you wish to make a nomination, please respond "yes" to the poll

and then type the name of the nominee in the Q & A box. After you insert the name of the nominee, it will be recorded by Kensico staff, and then you will see the word “dismissed.” We will then announce the additional nominees, if any.

(Poll launched.)

The poll has now closed, and there being no other nominees, we will now launch a third poll question which reads as follows: “Are you in favor of Management’s nominees for Directors?” Thank you for registering your vote.

(Poll launched.)

While we wait for the final tabulation, I’m going to ask Richard Schnall to bring everyone up to date regarding the Cemetery’s grounds, plants and trees. Just give us a moment to make the transition from me at the podium to Richard at the podium.

MR. SCHNALL: Good afternoon. If you were here today in person, you would agree that the Cemetery looks beautiful. You would see the deciduous trees, the ones that drop their leaves, turning red, orange, yellow, and golden yellow. The berries on trees and shrubs that feed the birds are turning red, blue and black. The acorns that will feed the wildlife are falling to the ground, and the turf grass is vibrant green. We wish you were here today to see it all.

Thanks to the hard work and dedication of the Cemetery’s seasonal employees, Groundsmen, Section Foremen, Deputy Superintendents, Assistant Superintendents, Superintendent, and Vice President and General Manager 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 Vice President, and General Manager, President, Chairman, the Board of Directors, and their fellow employees.

Again this year we also have to thank the goats, Brooklyn, Skittles, Lulu, Cowgirl, Cinnamon, Spice, Jersey, Ralph, Chalupa, Winston, Chloe, and Charlie. They have been hard at work since June. If you were here today, you would see the result of their repeated feeding that depleted invasive weeds in the six-acre fenced, wooded area where they lived and worked.

This has been a good year for the landscape plantings of Kensico Cemetery. After a mild winter, we experienced a cool, moist spring. Summer had a prolonged period of heat and drought, and some of the areas of the turf turned brown. September was kinder, with cooler temperatures. October has finally brought some rain. With our deep well and strong pump, we didn’t have to rely on expensive Town water.

Careful attention continues to be given to the turf grass canvas of the Kensico Cemetery. Under the watchful eyes of our supervisory staff, turf grass problems, when they do occur, are caught early and dealt with promptly. If you were here today, you’d see healthy, green grass.

In the area of tree maintenance, we continue to care for the important collection of trees that have been planted over the last 131 years. Trees, like people, do not live forever. This year we had to remove 15 old specimens. While sad, this gives us the opportunity to

plant new vigorous trees in their place. In addition, Tropical Storm Isaias destroyed 15 large trees. If you were here today, you would not see the result of the storm, as the damaged trees have been removed and turned to mulch.

This year, in order to ensure safety and health, 75 mature trees and evergreen trees have been pruned. Steel cable supports have been installed in mature trees to increase the strength of several of the oldest trees in the cemetery. In addition, 200 flowering trees have been thinned and pruned in order to maintain a natural shape and ensure that they'll give wonderful, abundant blooms next spring. Some of the flowering trees are pruned two or three times a year, depending on growth.

Lightning protection systems are being inspected and updated. 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. If you were here today, you'd see a new 400-foot long evergreen hedge planted on our western border to screen an unattractive view.

Insect, disease and weed controls have been applied as needed. This year, we were vigilant in protecting Boxwoods from blight, and Ash trees from Emerald Ash Borer. Both treatments have been successful. Protection from deer browsing and winter damage has also been applied, as necessary, to keep trees and shrubs healthy and vigorous. If you were

here today, you would see the result of all this vigilance and maintenance.

The Cemetery's buildings, roads, paths, above and underground infrastructure and monuments continue to receive excellent care as well. We continue repaving the roads, repairing and replacing water lines and improving drainage throughout the Cemetery. This year, the Water Tower was power washed and repointed, its windows were painted and its roof replaced. If you were here today, you would see the Water Tower sparkling clean. Shaping of the land, building new roads and installing new drainage has been completed under the supervision of the Cemetery's Vice President and General Manager Larry Massaro.

During the past 12 months, 68 trees, nine shrubs and 110 hedging plants have been planted throughout Kensico Cemetery to provide seasonal interest, shade, ongoing replacements for aging specimens, shelter and food for birds and desirable wildlife, and to enhance this rural cemetery's design. Among the new plants planted this year is a very special crabapple; it's called a Tea Crab. Its Latin name is *Malus hupehensis*. It comes from China where the leaves were brewed to create tea. It is a very old variety that's no longer found in the trade.

These trees were grown from seeds that were collected in Westchester County and then grown into seedlings at a nursery in Oregon. Those seedlings were grown into trees in Ulster County. These trees bear beautiful white flowers in the spring that are

followed by red fruits in the fall. If you were here today, you'd see them planted both along Lakeview Avenue in Sharon Gardens and along Commerce Street.

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. So while you are not here today, we enthusiastically invite you to come and see this beautiful Cemetery.

In closing, I need to add my deepest personal thank you and congratulations on a job well done to Larry Massaro, our Vice President and General Manager. Thank you for taking such wonderful care of Kensico Cemetery. We've been incredibly fortunate to have you here, maintaining and developing the Cemetery. You leave the Cemetery so immensely better thanks to all your hard work. As Chair of the Sales, Development and Environment Committee, it has always been gratifying and reassuring to know that you were here, improving and protecting this beautiful rural cemetery. Thank you.

MR. PLANELL: Thank you, Richard.

So I wanted to remind everyone that if you have questions, you have an opportunity to bring those questions to our attention by entering those questions into the Q & A portion of the platform that you're operating under. We currently don't have questions yet, so in case anyone has a question, what I will do is first read off the results and then I'll come back and see if there are any questions.

The results from the election, each of the four candidates received identical totals. Matthew G. Parisi, Mary Ann Alonso, Catherine U. Biddle and myself, Raymond M. Planell, we all have received total votes of 4,953, and so Management's nominees have been duly elected. Congratulations to my fellow Directors. So, Matt, we do have two questions.

MR. PARISI: Madeline McDowell asked, is there any way for Kensico to give a tour right now?

MR. PLANELL: Well, because of the pandemic, we've discontinued any tours. We are hoping, and I think I indicated this in my letter that I sent out with the Notice about the meeting, that we will be able to start the tours again in the spring. As people might recall, we've been having tours every June, and we would certainly like to have them restarted again next June. And certainly if the pandemic kind of eases its hold on all of us, we could maybe even do something earlier in the spring, but it doesn't look like anything will happen before then.

MR. PARISI: Marjorie Mann asks, is there a limit on the number of cremains that can be buried in a particular plot?

MR. PLANELL: Well, what we have here at Kensico is kind of a general rule that we allow four cremains to each grave. That's kind of the general operating principle for most of the graves here at Kensico.

MR. PARISI: Heidi B. Murray asks, can you go into a little more detail about gravestone vandal or theft?

Kensico Cemetery - 131st Annual Meeting

MR. PLANELL: Well, we're pretty fortunate that we haven't had vandalism or theft here for many years. You'd have to go back to probably the '70s to have a time when Kensico had significant problems in that area. I will say that we do have security staff here that comes in every night, and we have a very good relationship with the local police department who kind of watch out for us and make sure that things are okay here. There are many cemeteries in this town, Kensico being the largest one, but the town does a very good job of working with the cemeteries, and thankfully vandalism and theft have not been a significant issue.

MR. PARISI: Elinor Knodel initially thanks us for a well-run meeting and then asks if as part of our update for the IT systems, would we be able to include the creation of an interactive map on the website and have lot owners be able to opt in to have their lots in the database?

MR. PLANELL: Well, that's a very good question, and one of the reasons why I know it's a good time for me to retire is most of these technology questions are over my head. The person who will replace me is Matt Parisi, who is the person who just recited that question. Matt, Theresa Doran, and Jim Neal, our Technology Manager, are fast at work on all those kinds of issues, and yes, we are hoping to have some kind of better mapping system that will be available to lot owners and so it will be easier for lot owners to find graves, find their loved ones, and to interact with it from home basically, and we're hoping to get there.

MR. PARISI: Scott Shaughnessy asks, are any plans yet developed for how the non-profit arm, the 501(c)(3) corporation, once approved, will be staffed, promoted and publicized?

MR. PLANELL: Well, we don't have any explicit plans yet on staffing and promotion. Once we get the IRS approval, we will reach out to some of our partners, and I have in mind already some of the people that we've worked with over the years such as the Westchester Historical Society and various kind of horticultural groups and veterans organizations and try to get some feedback from them on how they think this organization could be well-run. But we don't have any explicit plans yet, and if any lot owner has any suggestions, input, we'd be more than happy to have that input and review those suggestions.

MR. PARISI: Heidi B. Murray asks if someone could talk a little bit about the wildlife on the grounds. She says sometimes she does have concerns about wildlife when she visits the cemetery.

MR. PLANELL: There are certain wildlife on the property. I guess my question is does she feel that there's a threat of some sort relating to that? It's not indicated in the question. But we haven't had any incidents, as far as I'm aware. Larry?

MR. MASSARO: No incidents.

MR. PLANELL: Okay, so we haven't had any incidents with wildlife, but certainly there are deer and other wildlife that would be traveling through the Cemetery from time to time and on various occasions. There haven't been reported, that I have seen or heard,

Kensico Cemetery - 131st Annual Meeting

any incidents, but if there is anything that any lot owner knows, again, please report it to us and we'll look into it.

MR. PARISI: Susan Levitzky reports that she was at the Cemetery today, and she would like to give a shout-out to the groundskeepers for always caring for the grounds. She noticed that the Cemetery's been spruced up as if everyone was actually coming to the Annual Meeting. She said she comes often and that her parents are in Section Z of Sharon Gardens.

Another question from Leonard Krowner; are there any plans to enhance the biographical information of those buried at Kensico?

MR. PLANELL: Well, we have biographical information and some historical information, including the cell phone tour, and we update that from time to time. We will think about the extent to which we can enhance it. Let me just give a note of caution to everyone on this topic because the New York State legislature just recently passed a bill having to do with celebrities and when you can use the name or information regarding a deceased celebrity in terms of the promotion of any entity. This new law, if it's signed by the Governor, will have some impact on cemeteries for 40 years after a person passes away, so we'll have to think about what that law means to us in terms of publicizing information. But to the extent that we can do that, consistent with the law, we will update that information, and particularly as it relates to our cell phone tour.

MR. PARISI: Judith Jacobson asked, how many people are attending this virtual meeting? And I can report that as of right now, there are 118 participants in the meeting.

MR. PLANELL: Well, that's terrific, and thank all 118 of you for dialing into this first-ever virtual meeting for Kensico.

MR. PARISI: Madeline McDowell asks if there will be a virtual tour of the cemetery available?

MR. PLANELL: Well, there is no virtual tour available currently. Maybe that will be something that our enhanced technology will be able to provide maybe next year or the year after.

MR. PARISI: Glenna James asks, are the goats' part of the maintenance yearly or just this year?

MR. PLANELL: Well, we had the goats for two years, so this was the second year; 2019 was the first year. They're not going to come back next year because we think we need to transition to a different way of caring for that property now that the goats have essentially done their job. Now, that doesn't mean that we won't bring the goats back for future work in other areas, but for next year, in the area that they were working in, they won't be returning to us.

MR. PARISI: Judith Jacobson asks, what is the new tax exempt charitable entity to be named?

MR. PLANELL: Well, the name of it is Friends of the Kensico Cemetery, Inc.

MR. PARISI: Marjorie Mann commented, said she likes the format for this meeting, said it's her first

time able to attend since she lives out of state in Florida. And she is encouraging us to continue, at least partially, to have Zoom meetings in the future.

MR. PLANELL: Well, it seems like with this pandemic people have become acclimated to Zoom meetings. Perhaps in the future, even when people come in person, we can do something about having the meeting shown via the Zoom platform or something similar.

MR. PARISI: Karen Kahn asks, if damage is done to a headstone by tree issues, fallen branches or fallen trees or roots, will the lot owner be notified?

MR. PLANELL: Yes, we make every effort to notify a lot owner if there's any kind of damage to a monument. In many cases, of course, we have good records, names and addresses of people who are lot owners. Sometimes, of course, there have been many years since we've had any lot owner contact, but if we have a good name and address, we will certainly reach out to the lot owner.

MR. PARISI: And then there are a couple others that have chimed in, Judith Jacobson, Jane Kelly and some others, who have commented that this is a well-run virtual meeting, compared to some others, and that they think this is going well.

MR. PLANELL: Well, thank you for all of that. I am indebted to our team here, in particular Matt and our CFO Theresa Doran, and our Technology Manager Jim Neal, for putting this all together and guiding me in the right direction.

MR. PARISI: And Dr. Diana Richardson asks, are there treatments applied to the trees and shrubs to prevent insects or tree infections? And, when in the spring is it estimated that landscape plantings on the property will take place?

MR. PLANELL: I think we need Richard to answer that question. You heard the question, Rich?

MR. SCHNALL: Yes, we have an extensive program of insect and disease control for our trees and shrubs, it's very active. We've been, in particular, watching Emerald Ash Borer and making sure that the remaining Ashes on the property are being protected from that, but we protect many of our plants from many other problems. The second question was about landscaping. In an average year, middle of March, end of March you can start landscaping on the property.

MR. PLANELL: Thank you, Richard.

Any more questions, Matt?

Okay. Well, thank you for all of those questions. It's always, I find, a very interesting part of the meeting when we have questions and answers. I thank you for bringing your thoughts forward, and I thank you for all of your kind comments about the good work that's being done here at Kensico.

Now, we would normally move to adjournment, but before we adjourn, I want to reintroduce the Chairman of Kensico's Board, Chet Day, who wishes to provide a few closing comments.

MR. DAY: Thank you, Ray. And thank all of the participants at today's meeting; it was very informative.

As a lot owner myself, and as a member of the

Kensico Cemetery - 131st Annual Meeting

Board of Directors, I'd like to take this opportunity to thank Ray Planell, President, and Larry Massaro, Vice President and General Manager, for the contributions they've made at Kensico Cemetery and Sharon Gardens throughout the years of their service. I've known both of them for a long time.

Larry, I've known you for over 45 years. And as we were talking a few weeks ago, when I first came here in 1974, one of the projects assigned to me was documenting the inventory of the cemetery, of the developed and undeveloped property. At that time we had 220 acres developed and 240 acres undeveloped. What a thrill it is for you, and for me too, to see all this property developed today. You did a great job.

Ray, I've also known you for a long time, and I want to thank you for all your legal advice, especially guiding us through the process of being able to get this development done and be able to put up our new outdoor garden mausoleum. It's going to be a beautiful building that's going to open up next spring. And also thank you for putting everything together to make this foundation possible that will help keep Kensico as a place of special remembrance and a place of art history and nature forever and ever.

Both of you, I really want to thank you for the job that you did during this pandemic. Ray, you were right on top of everything. In February of this year, I remember getting memos that I was copied on that were given to employees about how everything was going to be handled here. And those memos kept

coming and your meetings with the employees kept going so that everyone knew exactly what they had to do during this terrible time.

And Larry, you were just amazing at getting the guys together and changing their schedules and having them work together and come together so that we were able to do as many as 15 and 20 interments a day.

Thank you so much.

So, again, I want to thank both of you, and I wish you both the best on your retirement. It makes me feel pretty good to know all that you've done here at Kensico, because I basically recruited both of you, and I take very much pride in that, so thank you. Thank you, Ray. Thank you for putting together a wonderful meeting today. Thank you.

MR. PLANELL: Thank you, Chet, for those kind words. It's always been a pleasure to be here at Kensico over the many years that I've been affiliated with Kensico and working with you, and, as I mentioned before, Frank Montross and Henry Barrett.

Okay, at this point it would be appropriate to entertain a motion to adjourn the meeting.

MR. DAY: I make a motion to adjourn this year's Annual Meeting.

MR. MASSARO: I second the motion.

MR. PLANELL: Thank you, Chet and Larry.

We are now launching our last poll question which reads, "Are you in favor of the motion to adjourn the meeting?" Again, a short delay while we wait for you to respond to the poll question.

(Poll launched.)

Okay, the poll is closed. The motion is passed.

Just two last comments. First, if you have additional questions, please email us. We will respond to your emails and try to get you an answer as quickly as we can. Secondly, in this time of the continuing pandemic, please stay safe, stay healthy, and we hope to see you next year in person. Thank you.