


COUNCIL COMMUNICATION

	Number:	19-482	Meeting:	November 4, 2019
	Agenda Item:	43	Roll Call:	19-1740
	Submitted by:	Benjamin R. Page, Park and Recreation Director		

AGENDA HEADING:

Approval of proposed amendment of the Schedule of Fees for Municipal Code Chapter 34 Cemeteries.

SYNOPSIS:

Approval of the Parks and Recreation Board, Citizen Cemetery Advisory Committee and staff's recommended changes to the Schedule of Fees for Municipal Code Chapter 34 Cemeteries.

FISCAL IMPACT:

Amount: New fees include annual rate adjustments for cemetery services associated with a product option, and marketing-strategy pricing of high-demand amenities and locations. Prices to accommodate income-restricted individuals/families have been adjusted slightly to meet operating expenses. It is not possible to accurately predict the overall increase in revenue given the fact that at-need sales vary by the number of individuals passing away in our community in a given year. Cemetery fees are positioned to meet the market demand based on customer needs and are comparable to private cemeteries within Des Moines.

Funding Source: Additional revenue will be deposited into FY 2020 Operating Budget, Cemetery, G001 PK200220, page 161

ADDITIONAL INFORMATION:

- On September 11, 2019, the Citizen Cemetery Advisory Committee approved adopting the Schedule of Cemetery Fees, and on October 22, 2019, the Parks and Recreation Board approved the new fees as is required by Municipal Code Sec. 34-69. The fee changes brought existing pricing up to date with the competition and demand in the marketplace, products, and services. Pricing, product, and service options are now assessed on an ongoing basis to make adjustments according to consumer demand, trends, and depletion of inventory in high-sales areas of the cemeteries.
- Fees have since been established as new areas in the City's cemeteries have opened to sales and all fees are being assessed on a regular basis to determine where adjustments should be made. All price changes will be effective January 2, 2020. Pricing categories/fees recommended for approval are outlined on the attached current price list.

Details regarding some of the recommendations follow.

- Burial services fees for opening and closing a grave for full interment at all cemeteries:
 - Adult services for Monday to Friday will increase from \$1,070 to \$1,100.
 - Adult services for Saturday will increase from \$1,750 to \$1,825.
 - Cremated remains for Saturday burials will increase from \$975 to \$1,000.
 - Cremated remains for Saturday from 1-3pm burials will increase from \$1,250 to \$1,300.
 - Cremated remains for Niches/Columbariums for Saturday before 1:00 p.m. will increase from \$675 to \$700.
 - 2nd Interment, 3rd Interment and 4th Interment will be increased from \$525 to \$550.
Certain cemetery blocks are eligible for 3rd and 4th interments.
- Fee for disinterment at all cemeteries – Adult disinterment will increase from \$2,500 to \$2,650.
- Lot sales for Glendale Cemetery (4909 University Avenue):
 - Block 30-B: 2-space companion spaces, upright markers, planting allowed is a new option and will be priced at \$3,700.
 - Block 31: 2-space companion spaces, upright markers, planting allowed will be increased from \$3,850 to \$3,900.
 - Block 36-A: Single select spaces, upright markers, no planting will be increased from \$1,600 to \$1,650.
 - Block 36-A: 2-space companion select spaces, upright markers, no planting will be increased from \$3,200 to \$3,300.
 - Block 37: 2-space companion select spaces, upright markers, annual and perennial planting allowed will be increased from \$3,600 to \$3,700.
 - Block 37-A: Single select space, flush marker, no planting will be increased from \$1,030 to \$1,050.
 - Block 41: Single non-select at-need space, flush marker, no planting will be increased from \$900 to \$925.
 - Block H: Single select space, flush marker, no planting will be increased from \$1,185 to \$1,225.
 - Block H-C: Single select space, flush marker, no planting, cremation only will be increased from \$600 to \$750.
 - Block J: Single select space, flush marker, no planting will be increased from \$1,185 to \$1,225.
 - Block J: 2-space companion spaces, upright monument will be increased from \$3,400 to \$3,500.
 - Block K: 2-space companion spaces, upright monument, planting allowed will be increased from \$3,850 to \$3,900.
 - Block M (lower half): 2-space companion spaces, upright monument, planting allowed will be increased from \$4,375 to \$4,500.
 - Block N: Single select space, upright markers, annual and perennial planting allowed will be increased from \$2,150 to \$2,200.

- Block N: Single cremains space, upright markers, annual and perennial planting allowed will be increased from \$875 to \$900.
- Block N: Single cremains space, flush marker, no planting will be increased from \$775 to \$800.
- Block O: 2-space companion spaces, upright monument, planting allowed will be increased from \$3,400 to \$3,700.
- Lot sales for Laurel Hill Cemetery (3601 East Court Avenue):
 - Block J: 2-space companion spaces, upright monument, annual planting allowed will be increased from \$2,900 to \$3,100.
 - Block L: 2-space companion spaces, upright monument, planting allowed will be increased from \$3,400 to \$3,500.
 - Block M: Single select space, flush marker, no planting will be increased from \$1,030 to \$1,050.
 - Block N: Single cremains space only, flush marker, no planting will be increased from \$750 to \$800.
 - Block N: Single cremation select space only, upright marker, no planting is a new option and will be priced at \$900.
 - Block P: Single select space, flush marker no planting will be increased from \$1,030 to \$1,050.
 - Block P: Single select space, upright monument, no planting will be increased from \$1,600 to \$1,650.
 - Block T-1: 2-space companion spaces, upright monument, annual planting allowed will be increased from \$3,600 to \$3,700.
 - W-B: Single non-select at need space, flush marker, no planting will be increased from \$900 to \$925.
- Cemetery management is continuing to evaluate the City's municipal cemetery product offerings and services, and will be establishing new price categories or changing existing fees on an ongoing basis to stay in alignment with demand, the marketplace, and transitioning cultural changes that affect this industry.
- Preliminary conversations with funeral homes and monument companies have occurred about the proposed rate increases. This was necessary since funeral homes offer package prices sold in advance of a customer's passing. Once the new prices are approved by Council, formal communication will prepare the municipal cemetery partners as they work with customers.

PREVIOUS COUNCIL ACTION(S):

Date: June 24, 2019

Roll Call Number: [19-1021](#)

Action: [Amendment](#) to Schedule of Fees for Chapter 34, Cemeteries. ([Council Communication No. 19-271](#)) Moved by Boesen to adopt. Motion Carried 6-1. Absent: Cownie.

BOARD/COMMISSION ACTION(S):

Board: Parks and Recreation Board

Date: October 22, 2019

Resolution Number: 19-079

Action: Motion by Woodard to approve Chapter 34 fees as presented. Second by Potter. Motion carried.

ANTICIPATED ACTIONS AND FUTURE COMMITMENTS: NONE

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