

FOX HALL/CEMETERY MEETING
6:30 p.m., MONDAY, FEBURARY 23, 2026
City Hall

Livestream link:

<https://boxcast.tv/view/fox-hall--cemetery-board-xgb5dzqit5urvhb6purr>

1. CALL TO ORDER
2. ADOPT AGENDA
3. APPROVE MINUTES - of Oct. 27, 2025, regular meeting.
4. Election of Officers - Recommend to delay to next meeting so all members are in attendance (*no memo*)
5. RECOGNITION OF SCHEDULED VISITORS
6. PUBLIC COMMENTS - Persons who wish to address the Mayor and City Council regarding items not on the agenda may do so at this time. Speakers will be limited to three (3) minutes. Any presentation is for informational purposes only. Please state your name and address.
7. FINANCIAL REPORTS – Fox Hall and Cemetery
8. NEW BUSINESS
9. OLD BUSINESS
 - A. Cemetery Software Selection
 - B. Display Case Update – (*no memo*)
10. REPORTS
 - Fox Hall usage report
 - Cemetery report
11. ADJOURNMENT

Next meeting is scheduled for 6:30 p.m. Monday, April 27, 2026.

**FOX HALL / CEMETERY BOARD
MEETING MINUTES
MONDAY, OCT. 27, 2025**

Livestream link:

<https://boxcast.tv/view/fox-hallcemetery-board-rklnbnipdhng3o0ahn8l>

The Fox Hall/Cemetery Board met at 6:30 p.m. in the City Hall Council Chambers with Chairperson Dennis DeShazer presiding.

ATTENDANCE:

Commission Members: CE Purvis, George Karnaze, Barbara Smith

Councilmember: Steve Margrave, Steve Town

City Administrator: Nathan Law

Communications Coordinator/Recording Secretary: Jean Carder

APPROVAL OF THE AGENDA

George Karnaze moved, seconded by CE Purvis and carried 4-0, to approve the minutes of the July 28, 2025, regular meeting and the Sept. 11, 2025, special meeting.

FINANCIAL REPORT – was provided in the agenda packet.

NEW BUSINESS

Kansas Open Meetings Act Update – received information from staff.

2027 Budget Discussion – Discussion occurred about possibly increasing the price of grave spaces and with a desire to keep funds in the budget for headstone repair.

2025 Annual Report – Barbara Smith moved, seconded by CE Purvis and carried 4-0, to recommend the provided annual report to City Council.

OLD BUSINESS

Cemetery Software – Discussion occurred. Smith moved, seconded by Purvis and carried 3-1 with DeShazer voting no, to postpone the purchase of the software. Discussion occurred. It was decided to schedule demonstrations with software vendors at a date to be determined.

Display Case Update – information provided in the agenda packet.

Fox Hall usage report - provided in the agenda packet.

Cemetery sales/burials report - provided in the agenda packet.

ADJOURNMENT

At 7:32 p.m. Karnaze moved, seconded by Purvis and carried 4-0, to adjourn the meeting.



Louisburg, KS

Budget Report Account Summary

For Fiscal: 2025 Period Ending: 12/31/2025

	Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Encumbrances	Variance Favorable (Unfavorable)	Percent Remaining
Fund: 041 - Fox Hall							
Revenue							
041-100-00-3583	RENTAL	10,073.00	10,073.00	880.00	10,225.00	0.00	152.00 101.51 %
041-100-00-3611	INTEREST ON FUNDS	1,200.00	1,200.00	176.54	2,266.74	0.00	1,066.74 188.90 %
	Revenue Total:	11,273.00	11,273.00	1,056.54	12,491.74	0.00	1,218.74 10.81%
Expense							
041-101-01-5414	GENERAL REPAIRS	1,553.00	1,553.00	0.00	0.00	0.00	1,553.00 100.00 %
041-101-01-5418	BUILDING REPAIRS	85.00	85.00	0.00	0.00	0.00	85.00 100.00 %
041-101-01-5428	BUILDING MAINTENANCE	1,154.00	1,154.00	148.50	414.50	0.00	739.50 64.08 %
041-101-01-6001	UTILITIES	2,445.00	2,445.00	133.51	2,138.54	0.00	306.46 12.53 %
041-101-01-6002	ELECTRICITY	1,524.00	1,524.00	73.93	2,392.70	0.00	-868.70 -57.00 %
041-101-01-6103	GENERAL SUPPLIES	518.00	518.00	450.00	1,268.40	0.00	-750.40 -144.86 %
041-101-01-6201	OFFICE SUPPLIES	164.00	164.00	0.00	0.00	0.00	164.00 100.00 %
041-101-01-6901	MISC. EXPENSES	518.00	518.00	0.00	0.00	0.00	518.00 100.00 %
	Expense Total:	7,961.00	7,961.00	805.94	6,214.14	0.00	1,746.86 21.94%
	Fund: 041 - Fox Hall Surplus (Deficit):	3,312.00	3,312.00	250.60	6,277.60	0.00	2,965.60 -89.54%
	Report Surplus (Deficit):	3,312.00	3,312.00	250.60	6,277.60	0.00	2,965.60 -89.54%

Budget Report

For Fiscal: 2025 Period Ending: 12/31/2025

Group Summary

Account Typ...	Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Encumbrances	Variance Favorable (Unfavorable)	Percent Remaining
Fund: 041 - Fox Hall							
Revenue	11,273.00	11,273.00	1,056.54	12,491.74	0.00	1,218.74	-10.81%
Expense	7,961.00	7,961.00	805.94	6,214.14	0.00	1,746.86	21.94%
Fund: 041 - Fox Hall Surplus (Deficit):	3,312.00	3,312.00	250.60	6,277.60	0.00	2,965.60	-89.54%
Report Surplus (Deficit):	3,312.00	3,312.00	250.60	6,277.60	0.00	2,965.60	-89.54%

Fund Summary

Fund	Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Encumbrances	Variance Favorable (Unfavorable)
041 - Fox Hall	3,312.00	3,312.00	250.60	6,277.60	0.00	2,965.60
Report Surplus (Deficit):	3,312.00	3,312.00	250.60	6,277.60	0.00	2,965.60



Louisburg, KS

Budget Report Account Summary

For Fiscal: 2025 Period Ending: 12/31/2025

	Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Encumbrances	Variance Favorable (Unfavorable)	Percent Remaining
Fund: 011 - Cemetery							
Revenue							
011-100-00-3411							
CHARGES FOR SERVICES	32,000.00	32,000.00	75.00	20,100.00	0.00	-11,900.00	37.19 %
011-100-00-3611							
INTEREST ON FUNDS	3,000.00	3,000.00	228.82	3,252.03	0.00	252.03	108.40 %
Revenue Total:	35,000.00	35,000.00	303.82	23,352.03	0.00	-11,647.97	33.28%
Expense							
011-430-01-4101							
SALARIES	0.00	0.00	0.00	212.30	0.00	-212.30	0.00 %
011-430-01-4141							
FICA & MEDICARE TAXES	0.00	0.00	0.00	15.53	0.00	-15.53	0.00 %
011-430-01-4198							
UNEMPLOYMENT INS.	0.00	0.00	0.00	0.35	0.00	-0.35	0.00 %
011-430-01-5312							
CEMETERY EXPENSES	10,000.00	10,000.00	0.00	0.00	10,000.00	0.00	0.00 %
011-430-01-5414							
GENERAL REPAIRS	155.00	155.00	0.00	0.00	0.00	155.00	100.00 %
011-430-01-5429							
LANDSCAPING/STREETSCAPING	10,000.00	10,000.00	0.00	4,960.00	0.00	5,040.00	50.40 %
011-430-01-5444							
CEMETERY MAINTENANCE	26,827.00	26,827.00	0.00	24,800.00	0.00	2,027.00	7.56 %
011-430-01-6103							
GENERAL SUPPLIES	903.00	903.00	0.00	1,579.19	0.00	-676.19	-74.88 %
Expense Total:	47,885.00	47,885.00	0.00	31,567.37	10,000.00	6,317.63	13.19%
Fund: 011 - Cemetery Surplus (Deficit):	-12,885.00	-12,885.00	303.82	-8,215.34	-10,000.00	-5,330.34	-41.37%
Report Surplus (Deficit):	-12,885.00	-12,885.00	303.82	-8,215.34	-10,000.00	-5,330.34	-41.37%

Budget Report

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						Favorable (Unfavorable)	Percent Remaining
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Revenue	35,000.00	35,000.00	303.82	23,352.03	0.00	-11,647.97	33.28%
Expense	47,885.00	47,885.00	0.00	31,567.37	10,000.00	6,317.63	13.19%
Fund: 011 - Cemetery Surplus (Deficit):	-12,885.00	-12,885.00	303.82	-8,215.34	-10,000.00	-5,330.34	-41.37%
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Fund Summary

Fund	Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Encumbrances	Variance Favorable (Unfavorable)
011 - Cemetery	-12,885.00	-12,885.00	303.82	-8,215.34	-10,000.00	-5,330.34
Report Surplus (Deficit):	-12,885.00	-12,885.00	303.82	-8,215.34	-10,000.00	-5,330.34



To: Fox Hall/Cemetery Board

From: Staff

Date: Feb. 20, 2026

Re: Cemetery Software Selection

In early January, Fox Hall/Cemetery board members sat in on demonstrations from five different cemetery software vendors. In verifying information from Finance Director Richard Mikesic there is \$27,000 in the 2026 budget for cemetery software purchase.

It is expected the board would discuss merits of the software at this meeting.

Attached is the same information that was provided at the demonstrations from each of the companies.

Financial: None at this time.

Recommendation: Discuss and direct staff accordingly.



CONTRACT FOR IMPLEMENTATION

Louisburg Cemetery

61944

DECEMBER 31, 2025



December 31, 2025

Subject:

City of Louisburg
Jean Carder
Louisburg, KS

CIMS PROPOSAL FOR LOUISBURG CEMETERY

Dear Jean,

Thank you for considering CIMS as your cemetery management software. Please know the Ramaker team realizes cemetery management software is a large but important investment. We respect your commitment to your cemetery, and we will dedicate ourselves to making sure your transition to CIMS is as smooth as possible.

CIMS excels over competing cemetery management solutions because our mapping technology and extensive database are the best in the industry. We have provided software to cemeteries for over 20 years and understand how they operate and what tools make a cemeterian's job easier. Every space in your cemetery will exist in the CIMS database, giving you real-time insights into what's sold and what's available.

Cemeteries choose CIMS because they want to preserve and protect their records. All CIMS data is stored securely in the Amazon Web Services cloud, so you don't have to worry about backing up data or upgrading your software. Plus, your cemetery data will be accessible from your work computer, home computer, or even your Apple or Android device. (Speaking of mobile devices, CIMS Gold and CIMS Platinum can direct users to any space in the cemetery using the GPS in their smartphones.)

Let's simplify your cemetery management. Just return a signed copy of the contract and indicate which options you want on pages 10-12. If you have any questions or concerns regarding any items in this proposal, please feel free to contact me at 1 (800) 332-7532. We look forward to a long, successful relationship with you.

Sincerely,

A handwritten signature in black ink that reads "Caitlyn Joy". The signature is written in a cursive, flowing style.

Caitlyn Joy
Customer Success Specialist





1

SCOPE & SCHEDULE



CIMS PRODUCTS

Cemetery management solutions for all cemeteries & budgets

Every cemetery has different needs. That's why Ramaker has developed three distinct cemetery management solutions that help cemeteries of all sizes better serve their customers and communities.

PLATINUM

A powerful cemetery management tool with comprehensive GIS mapping and advanced grave-level features



GOLD

An intuitive cemetery database that includes the ability for the cemetery to place a pin on the map to represent each grave space



LIGHT

An easy-to-use cemetery database solution for cemeterians interested in moving their records online



PROJECT OVERVIEW

CIMS Gold & Light

Simplifying Cemetery Management Without Breaking the Bank

CIMS Light and CIMS Gold are modern cemetery management solutions for cemeteries with modest budgets. Powerful and easy-to-use, CIMS Light and CIMS Gold help cemerterians preserve their records in a custom database.

Getting started with CIMS Light and CIMS Gold is simple. The first step is creating a database record of every space in your cemetery by inputting your cemetery's sections, blocks, lots, and spaces. Don't worry. The Ramaker team will guide you through the setup process.

If you elect to include data migration services in your project, Ramaker will compile your cemetery data and migrate it into the CIMS database before you begin using it.

Once your database is created, you can use the software to assign owners and burials to the spaces you created. At this point, CIMS Gold users may take advantage of the software's user-generated mapping feature to plot and view spaces in their cemeteries.



Keep accurate records and stay within your budget

Not ready for CIMS Platinum? CIMS Gold and CIMS Light provide the same powerful recordkeeping abilities. Track sales and burials, save images and PDFs in the cloud, generate deeds and reports, send work orders to your crew, and so much more.

PROJECT OVERVIEW

CIMS Platinum

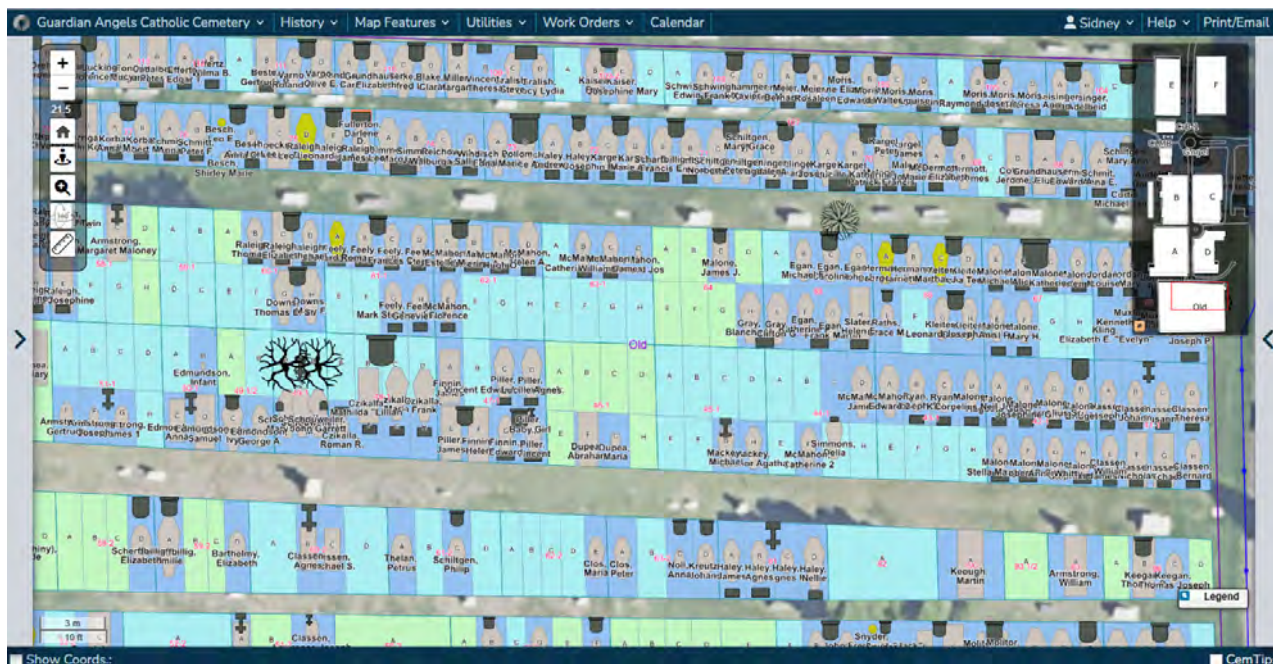
Creating a Seamless Digital Map of Your Cemetery

Using your cemetery's paper maps, CAD files, or GIS files, we'll map sections, blocks, lots, and graves on distinct layers. The grave layer is the foundation of every map, relating all ownership, interment, and marker information. To increase the accuracy of your CIMS mapping experience, we'll digitally superimpose this initial map on top of an aerial photo or drone imagery of your cemetery.

Mapping Expertise Meets Your Expertise

No one knows your cemetery better than you. That's why the CIMS team works collaboratively with cemeterians to build better, more accurate maps. Once your cemetery staff approves our map, we'll upload it to the cloud.

After your CIMS map is live, data input begins. If you elect to include data migration services in your project, Ramaker will compile your cemetery data and match it to the CIMS map. If data migration is not selected or has been completed, the Ramaker team will send CIMS login information, so you can begin using the software right away.



PROJECT SCHEDULE

CIMS Platinum

A preliminary project timeline is outlined below. This timeline is for a typical project but can be modified based on the condition of your cemetery maps. The start date is contingent upon Ramaker being provided the maps and information to begin mapping by the specified date. The completion date will remain fixed only if all tasks outside the control of Ramaker are met by the identified timeline. If tasks are not completed before or at these times, the completion date may need to be modified.

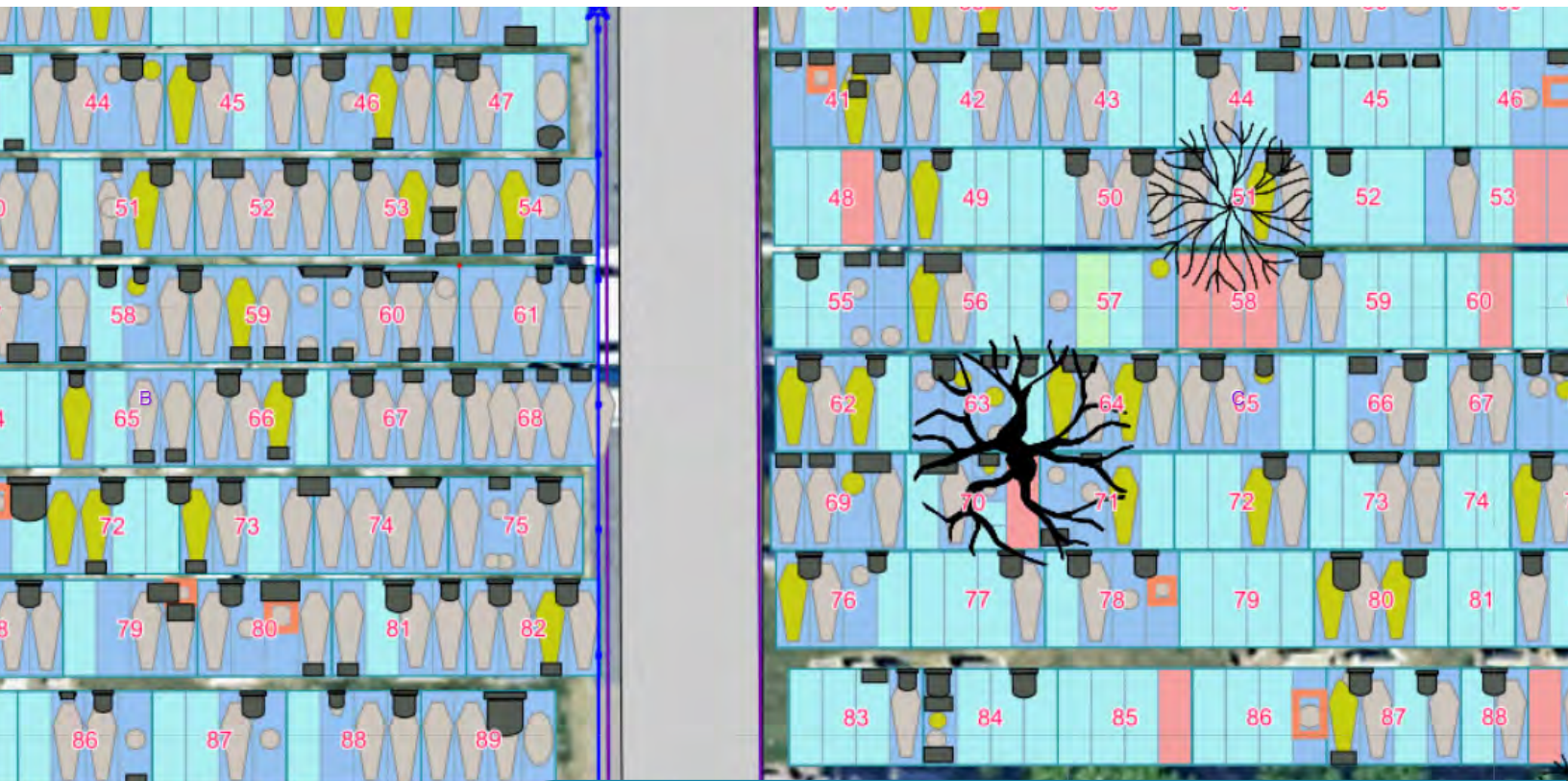
NOTE: In order to comply with this schedule, all Ramaker’s questions and requests to cemetery staff must be addressed within three (3) business days. If questions are not addressed in this time period, the schedule may need to be adjusted. If any data migration options are chosen, the schedule will need to allow for additional time. A separate data migration timeline can be provided upon request.

If it has been longer than six (6) months since any progress has been made on the project due to delays by the cemetery staff or other causes outside of Ramaker’s control, Ramaker will invoice the cemetery for all work performed up to that point. Once the project resumes, prices on the proposal will be adjusted based on the current Ramaker fee schedule.

Week 1	Cemetery shares data	Ramaker begins mapping *
Week 3	Phase I: Sectional basemapping	Map sent from CIMS team to cemetery for verification
Week 6	Receive maps and alterations	Map and alterations are sent by cemetery officials
Week 8	Phase II: Grave label mapping	Map sent from CIMS team to cemetery for verification
Week 10	Receive maps and alterations	Map and alterations are sent by cemetery officials
Week 12	Final basemap completion	Map sent from CIMS team to cemetery for verification
Week 14	Confirmation of map accuracy	Map accuracy is confirmed by cemetery officials
Week 16	System delivery	CIMS team finalizes CIMS site and coordinates training with the cemetery

* If drone and/or GPR options are selected, the mapping will begin after these services have been completed.





2 PRICING & ADD-ONS

PROJECT COST

CIMS Platinum, Gold & Light

The following pages include the cost for the scope of work detailed in this contract and are based on the information provided to us. These prices are good for 60 days from the date of this contract. The project cost will not be exceeded without prior authorization from the designated cemetery official. Any costs provided for data migration are based upon the files sent to Ramaker prior to the receipt of this proposal.

The initial invoice will be for the software license costs. Mapping and data migration services will be billed in increments as work is completed. Drone, 360 Imagery and GPR services are invoiced prior to services being provided. All other services will be billed upon completion of the project.

The costs on the following pages are broken into Base Services (these costs are required for your software to work), Additional Licenses, QuickBooks Module and Licensing, and Optional Services (these are additional services that may benefit your cemetery but are not required).



BASE SERVICES

Step 1

Choose Your Solution:

Check the box here of the product your cemetery chooses to implement

	LIGHT	GOLD	PLATINUM
	\$1,300 + \$500/year	\$3,600 + \$700/year	\$13,600 + \$1,400/year
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Price Breakdown

	LIGHT	GOLD	PLATINUM
One CIMS license ¹	\$1,300	\$2,000	\$4,000
CIMS Gold setup fee for 10.1 total developed acres	Not applicable	\$1,600	Not applicable
CIMS Platinum interactive map for 10.1 total developed acres ²	Not applicable	Not applicable	\$9,600
Annual hosting and system support fee	\$500/year	\$700/year	\$1,400/year
Virtual training	Included	Included	Included
Total	\$1,300 + \$500/year	\$3,600 + \$700/year	\$13,600 + \$1,400/year

¹ Upon request, CIMS will provide temporary software licenses at no charge for cemeteries that plan to manually enter their data into CIMS to ensure they can complete this in a cost-effective manner. These licenses are typically provided for a one-year term.

² This cost includes up to 48 hours of mapping to the grave space level. Any additional time spent mapping will be billed at \$200/hour. Mapping costs are based on the information provided to Ramaker prior to this proposal being created. If the scope of this project changes based on new or additional information, this cost may be adjusted.



ADDITIONAL LICENSES

Every CIMS solution comes with one license. One license allows one user to login to CIMS at a time. Your cemetery may want to purchase additional licenses so that multiple employees may use CIMS simultaneously.

We offer two types of license: A full license can have all permissions given to it. A read-only license is a restricted license appropriate for grounds crews or other users who aren't actively entering data, but do need access to CIMS.

Step 2

Check the box next to additional licenses you would like to add:

	LIGHT	GOLD	PLATINUM
<input type="checkbox"/> Additional CIMS licenses ¹ Quantity: _____	\$400 setup + \$150/year	\$800 setup + \$175/year	\$1,600 setup + \$250/year
<input type="checkbox"/> Additional read-only CIMS licenses ¹ Quantity: _____	\$200 setup + \$150/year	\$400 setup + \$175/year	\$800 setup + \$250/year

QUICKBOOKS MODULE & LICENSING

For cemeteries with advanced accounting needs, CIMS offers an integration with QuickBooks. Your cemetery will need to have a valid subscription to Intuit QuickBooks Online. All costs noted are in addition to an initial CIMS license or additional CIMS license, respectively.

	LIGHT	GOLD	PLATINUM
<input type="checkbox"/> QuickBooks module for initial CIMS license ¹	\$400 setup + \$100/year	\$500 setup + \$100/year	\$500 setup + \$150/year
<input type="checkbox"/> Additional CIMS licenses with QuickBooks module ¹ Quantity: _____	\$175 setup + \$50/year	\$200 setup + \$50/year	\$400 setup + \$50/year

¹ Additional license pricing is per license; for example, purchasing 2 read-only Platinum licenses will be a one-time cost of \$1600 for the setup, then \$500/year afterwards added to the annual hosting and system support fee.

OPTIONAL SERVICES

CIMS offers a variety of add-on services that can be used to further customize your cemetery software.

Step 3

Check the box next to any optional services you would like to add:

	LIGHT	GOLD	PLATINUM
<input type="checkbox"/> Data migration ¹ Using New Louisburg Cemetery Burial Record 10-21 and Old Louisburg Cemetery Excel Files dated 2/3/2025	\$4,000	\$4,000	\$5,000
<input type="checkbox"/> Customize CIMS deed ² Create a digital deed matching the look of your existing deed or other cemetery documents	TBD	TBD	TBD
<input type="checkbox"/> Drone imagery ³ The CIMS team will take high-resolution drone imagery and GPS ground control points of the entire cemetery and incorporate it into CIMS	Not applicable	\$3,200 + travel costs	\$3,200 + travel costs
<input type="checkbox"/> 360 imagery ³ The CIMS team will take 360 imagery of the entire cemetery and incorporate it into CIMS	Not applicable	\$7,600 + travel costs	\$7,600 + travel costs
<input type="checkbox"/> Burial Search public portal Burial Search allows members of the public to search for loved ones, see available grave spaces, and more; all information is instantly updated with your data in CIMS	\$400 + \$500/year	\$600 + \$600/year	\$750 + \$700/year

¹ This cost includes up to 25 hours of data migration for all tiers. Any additional time spent on data migration will be billed at \$200/hour. Data migration costs are based on the information provided to Ramaker prior to this proposal being created. If the scope of this project changes based on new or additional information, this cost may be adjusted.

² Firm quote available upon receipt of sample cemetery deed.

³ Plus travel costs. Sales tax will be charged for non-tax exempt cemeteries in WI, NJ or MN.





3

TERMS & CONDITIONS



GENERAL TERMS AND CONDITIONS OF AGREEMENT: SOFTWARE PRODUCTS

These Terms and Conditions of Agreement constitute the agreement (“Agreement”) pursuant to which services are to be performed by Ramaker & Associates, Inc. (hereafter “Consultant”) upon acceptance by the client (“Client”) of the attached proposal or the Product Order Form (“Proposal”). The Scope of Services, Project Cost, and Project Schedule sections of the Proposal are incorporated by reference into these Terms and Conditions of Agreement, and are part of the Agreement. If a Proposal is submitted to Client and Client fails to return a signed copy of the Proposal but knowingly allows Consultant to proceed with the services, then Client shall be deemed to have accepted the terms of the Proposal and these General Terms & Conditions. If there is a conflict or inconsistency between any express term or condition in the Proposal and these General Terms & Conditions, the Proposal shall take precedence. The Proposal and these General Terms & Conditions constitute the entire Agreement, and supersede any previous agreement or understanding.

SECTION 1: Scope of Services

The Scope of Work and the Project Schedule defined in the Proposal are based on the information provided by Client. If this information is incomplete or inaccurate, or if Client directs Consultant to change the original Scope of Services established by the Proposal, then an amendment to this Agreement is required. Consultant may rely on the representations of Client, and Consultant’s obligations under this Agreement are limited by all specific directives of Client.

SECTION 2: Change in the Scope of Services

Any written or oral communication from Client that requests changes in the Scope of Services shall be treated as a Change Order Proposal. Consultant shall give written notice within ten (10) days of the proposed change order of any resulting increase in fees or costs. If the Client agrees with the Change Order Proposal, it shall become a Change Order to this Agreement and change the Scope of Services and Agreement Price accordingly. If the Client does not approve the Change Order, there shall be no change in the Scope of Services.

SECTION 3: Fees, Billing, and Payment Terms

3.1 Client shall pay to Consultant a fixed fee unless otherwise indicated in the Proposal. The proposed Project Cost and Project Schedule constitute Consultant’s best estimate of the charges and time required to complete the Project. As the Project progresses, facts uncovered may dictate revisions in scope, schedule or fee. The technical and pricing information in proposals is the confidential and proprietary property of Consultant. Client agrees not to use or to disclose to third parties any technical or pricing information without Consultant’s written consent.

3.2 PAYMENT DUE. Invoices shall be submitted by the Consultant (monthly, bi-monthly, weekly, or upon completion of each phase) as identified here or within the Proposal. Invoices are due upon presentation and shall be considered past due if not paid within thirty (30) calendar days of the due date.

3.3 INTEREST. If payment in full is not received by the Consultant within thirty (30) calendar days of the due date, invoices shall bear interest at one-and-one-half (1.5) percent (or the maximum rate allowable by law, whichever is less) of the PAST DUE amount per month, which shall be calculated from the invoice due date. Payment thereafter shall be applied to accrued interest and then to the unpaid principal.

3.4 COLLECTION COSTS. If the Client fails to make payments when due and the Consultant incurs any costs in order to collect overdue sums from the Client, the Client agrees that all such collection costs incurred shall immediately become due and payable to the Consultant. Collection costs shall include, without limitation, legal fees, collection agency fees and expenses, court costs, collection bonds, and reasonable Consultant staff costs at standard billing rates for the Consultant’s time spent in efforts to collect. This obligation of the Client to pay the Consultant’s collection costs shall survive the term of this Agreement or any earlier termination by either party.



GENERAL TERMS AND CONDITIONS OF AGREEMENT: SOFTWARE PRODUCTS

SECTION 4: Suspension of Services

If the Client fails to make payments when due or otherwise is in breach of this Agreement, the Consultant may immediately suspend performance of services. The Consultant shall have no liability whatsoever to the Client for any costs or damages as a result of such suspension caused by any breach of this Agreement by the Client. Upon payment in full by the Client, the Consultant shall resume services under this Agreement, and the time schedule and compensation shall be equitably adjusted to compensate for the period of suspension plus any other reasonable time and expense necessary for the Consultant to resume performance.

SECTION 5: Limitation of Liability

In recognition of the relative risks and benefits of the Project to both the Client and the Consultant, the risks have been allocated such that the Client agrees, to the fullest extent permitted by law, to limit the liability of the Consultant to the Client for any and all claims, losses, costs, damages of any nature whatsoever or claims expenses from any cause or causes, including legal fees and costs and expert-witness fees and costs, so that the total aggregate liability of the Consultant to the Client shall not exceed the initial fee paid to purchase the Desktop-based Products or the initial fee paid for the software license for Cloud-based Products.

It is intended that this limitation apply to any and all liability or cause of action however alleged or arising, unless otherwise prohibited by law. In no event shall Consultant be liable hereunder for any indirect, incidental, punitive or consequential damages (including lost business profit or claims for extended duration, delays, or hindrance) sustained by the Client for any matter arising out of or pertaining to the subject matter of this Agreement.

SECTION 6: Force Majeure

Consultant shall not be liable for any loss or damage due to failure or delay in rendering any service called for under the Proposal resulting from any cause beyond Consultant's reasonable control, including but not limited to acts of God, acts or omission of governments, strikes, lockouts, or other industrial disturbances, riots, terrorism, acts of the public enemy, wars, blockades, insurrections, epidemics, landslides, earthquakes, fire, storms, lightning, floods, washouts, civil disturbances, and any other acts or omissions similar to the kind herein enumerated, but not within the control of the affected party and which by the exercise of due diligence said party is unable to overcome.

SECTION 7: Use and Ownership of Documents

The drawings, specifications and other documents, including those in electronic form, prepared by the Consultant, are considered Instruments of Service. The Consultant and the Client warrant that in transmitting Instruments of Service, or any other information, the transmitting party is the copyright owner of such information or has permission from the copyright owner to transmit such information for its use on the Project. The Consultant and the Consultant's consultants shall be deemed the authors and owners of their respective Instruments of Service, including the Drawings and Specifications, including those in electronic format, and shall retain all common law, statutory and other reserved rights, including copyrights. Submission or distribution of Instruments of Service to meet official regulatory requirements or for similar purposes in connection with the Project is not to be construed as publication in derogation of the reserved rights of the Consultant and the Consultant's consultants.

Upon execution of this Agreement, the Consultant grants to the Client a nonexclusive license to use the Consultant's Instruments of Service solely and exclusively for purposes of constructing, using, maintaining, altering and adding to the Project, provided that the Client substantially performs its obligations, including prompt payment of all sums when due, under this Agreement. The Consultant shall obtain similar nonexclusive licenses from the Consultant's consultants consistent with this Agreement. The license granted hereunder permits the Client to authorize its contractors, as well as the Client's consultants and separate contractors, to reproduce applicable portions of the Instruments of Service solely and exclusively for use in performing services or construction for the Project. In the event the Client uses the Instruments of Service without retaining the author of the Instruments of Service, the Client releases the Consultant and Consultant's consultant(s) from all claims and causes of action arising from such uses. No other



GENERAL TERMS AND CONDITIONS OF AGREEMENT: SOFTWARE PRODUCTS

license or right shall be deemed granted or implied under this Agreement. Any unauthorized use of the Instruments of Service shall be at the Client's sole risk and without liability to the Consultant and the Consultant's consultants. "Documents" as referred to herein are limited to the printed copy (hard copy) that are signed or sealed by Consultant, its agents or employees. Files on electronic media of text, data, graphics, or of other types that are furnished by Consultant, are only for the convenience of Client, and are furnished solely at the discretion of Consultant, and Consultant has no obligation to provide Client any electronic files at any time. Because electronic media can deteriorate or be modified, inadvertently or otherwise, without authorization of the data's creator, the party receiving electronic data agrees that it will perform acceptance tests or procedures within 30 days, after which the receiving party shall be deemed to have accepted the data thus transferred. Any errors detected in the 30-day period will be corrected by the creator of the electronic data. The creator of electronic files is under no obligation to maintain hardware or software to use the media of transfer at a future date. Any conclusions of information derived from electronic files that are not specifically a requirement of the Project work statement are at the user's sole risk. Consultant will retain all Documents which were generated or used while performing services under this Agreement, for a period of three (3) years following completion of this Project. During this time, Consultant will reasonably make available these Documents to Client during regular business hours. Consultant may charge a reasonable fee in addition to its professional fees for storing, retrieving, or copying such Documents.

SECTION 8: Licensing

Ramaker & Associates software applications, trademark, software source code, trade secrets, copyright and all other rights, real or implied, (including but not limited to any images, photographs, animations, video, audio, music, texts and "applets," incorporated into the software product) ("Products") are and remain the sole property of Consultant. This does not include any data currently owned by the Client. The software product is licensed, not sold. You may install or access only the number of licenses agreed to in this Agreement. Each license is for one computer only for Desktop-based Products and one user login at a time for Cloud-based Products. The End User Licensing Agreement located at <http://www.ramaker.com/s/RamakerSoftwareEULA.pdf> (or attached hereto) is made part of this Agreement, and is incorporated as if fully set forth herein.

SECTION 9: Patents

Any patentable or copyrightable concepts developed by Consultant as a consequence of service hereunder are the sole and exclusive property of Consultant and nothing in this Agreement shall be deemed to grant Client any right in or to such concepts.

SECTION 10: Insurance

Consultant shall maintain worker's compensation, employer's liability, commercial general liability, automotive liability, and professional liability insurance during the time it is performing services hereunder. The Client shall be responsible for purchasing and maintaining the Client's usual liability insurance and, at its option, may purchase and maintain such other insurance as will protect it against claims which may arise from operations under the contract documents.

SECTION 11: Third Party Beneficiaries

This Agreement does not create any benefits for any third party.

SECTION 12: Termination

No termination of this Agreement by Client will be effective unless Client gives seven days prior written notice with the reasons and details, and Consultant is afforded an opportunity to respond. Where the method of payment is "Lump Sum," Client agrees that the final invoice will be based on services performed to the effective date of cancellation, plus an equitable adjustment to provide for costs Consultant incurred for commitments made prior to cancellation.



GENERAL TERMS AND CONDITIONS OF AGREEMENT: SOFTWARE PRODUCTS

SECTION 13: Governing Law

The Agreement shall be governed by and construed in accordance with the laws of the State of Wisconsin.

SECTION 14: Non-Solicitation

During the term of this Agreement and for a period of one (1) year thereafter, Client agrees not to recruit, solicit or hire, directly or indirectly, employee(s) of Consultant without the express written consent of Consultant.

SECTION 15: Severability

The various terms, provisions and covenants herein contained shall be deemed to be separable and severable, and the invalidity or unenforceability of any of them shall in no manner affect or impair the validity or enforceability of the remainder hereof.

SECTION 16: Entire Agreement/Counterparts/Signatures

This Agreement constitutes the entire Agreement between the parties and supersedes all prior negotiations, representations or agreements relating thereto, written or oral, except to the extent they are expressly incorporated herein. Unless otherwise provided for herein, no amendments, changes, alterations, or modifications of this Agreement shall be effective unless in writing signed by Client and Consultant. Each of the parties has been involved in determining the provisions of this Agreement, and in case of a conflict herein such conflict shall not be resolved or determined in favor of or against a party hereto, in whole or in part, based on whether or not such party has prepared this Agreement or any provision hereof. Client is bound by the terms of this Agreement if Consultant is instructed by Client to proceed with the Scope of Services and Client has not objected to any of the terms and conditions contained herein. This Agreement may be executed in any number of counterparts with the same effect as if all Parties hereto had signed the same document. All counterparts shall be construed together and shall constitute one agreement. Facsimile (including faxed or scanned and e-mailed) signatures shall be accepted and be binding upon the Parties as an original. The Parties hereto warrant and represent that they have the authority to execute this Agreement on behalf of the persons or entities for whom are signing this Agreement.

IN WITNESS WHEREOF, this Agreement has been executed on behalf of Consultant as of this date:

December 31, 2025

RAMAKER & ASSOCIATES, INC.

By: Brandon Finley

Name: Brandon Finley

Title: CIMS Group Service Leader

IN WITNESS WHEREOF, this Agreement has been executed on behalf of Client as of this date:

DATE: CITY of LOUISBURG

By: _____

Name: _____

Title: _____

NOTE: After signing this contract, please return this page as well as pages 10–12. Digital signature option available upon request.





Prepared exclusively for Louisburg Cemetery (Louisburg, KS)

Scope of Work

Louisburg Cemetery (Louisburg, KS) maintains **8,003 total records** across two physically separated sections divided by a ravine. The **old section** contains approximately **7,214 burials** with no active spaces to sell (some reserved), while the new section has roughly **789 burials** with **579 available spaces** and room for future expansion. Record-keeping relies primarily on **index cards stored in metal cabinets**, supplemented by **partially maintained Excel files**. Staffing is limited, with personnel sharing multiple responsibilities. A **subsurface utility mapping program** has been **partially implemented**. Tier: Up to 10,000 Records.

During discussions, several key challenges highlighted:

The cemetery's records are dispersed across **paper card files and intermittently updated spreadsheets**, creating a fragmented source of truth and slowing routine tasks such as ownership verification, availability checks, and reporting. With **limited staff capacity**, the existing manual processes (cross-referencing cards, spreadsheets, and section notes) introduce delays and increase the likelihood of transcription inconsistencies over time.

Operational needs identified by the city include **robust record management with multi-holder deeds, veteran grave tracking, internal notes, calendaring and work orders, mobile access for field staff, reporting, and a public search experience**. At present, these needs are met through ad-hoc





tools and manual workflows rather than a single, integrated environment. The **two-section layout separated by a ravine** further underscores the value of a consolidated, map-linked system for wayfinding and fieldwork coordination.

Budget planning is oriented toward the **2026 cycle**, making a predictable subscription structure important for board and council review while minimizing upfront appropriations and implementation risk.

Together, these conditions point to the need for a unified, GIS-linked record system that preserves institutional knowledge, streamlines day-to-day operations, and supports clear reporting and public service.

Our Recommended Solution

Based on Louisburg Cemetery’s (Louisburg, KS) specific needs and record volume, we recommend our **Legacy Package** at \$670/month. This would include us doing the actual digitization of the records for you and an audit of the records. The Basic package would require the data to be provided to us in a digitized format already, with no on site field work or audit performed. All agreements are a minimum 5 year term.

Basic	Up to 10,000 records	\$299 per month
Legacy	Up to 10,000 records	\$670 per month
Legacy Pro	Up to 10,000 records	\$875 per month





Key Benefits of each package:

The **Basic** package provides essential services only. No field work including GPS tagging and photography of monuments, no inventory verification nor reconciliation. Our role is to utilize an existing digital database (excel or access database for example) provided by the client, prepare the layout, create a digital map of the cemetery and integrate the data onto our cemetery workstation as selected in the subscription below. *This option excludes all field-based services (photography, precise GPS tagging, and audit processes). There is a potential risk of data inaccuracies due to limited data sources and the absence of an audit process.* **Modules and features** included are, Dashboard, Records (Inventory) Management, Sales Module, website creation with no public burial search or mobile applications. Our new and exclusive referral system and platform is included to help you improve customer service and revenue streams.

Our **Legacy** Package is a Full Service offering that is meticulously designed to offer comprehensive digital documentation and mapping of your cemetery. This service includes deploying highly trained professionals, possibly locally recruited, and trained staff, to your site. Their tasks encompass capturing high-resolution images of headstones, along with GPS tagging each individual allocated burial space. Following the on-site data collection, our offsite project management team will analyze and verify the data via data reconciliation audits, prepare the layout, and utilize this data to create a master database while creating an extensive digital map of the cemetery and integrate the data into our cemetery workstation. This will only allow **up to 3** documents to be scanned and limited extraction. **Modules and features** included are, Dashboard, Records (Inventory) Management and the My Cemetery App, Sales Module, Work Orders and the Public Records search





and website creation. Our new and exclusive referral system and platform is included to help you improve customer service and revenue streams.

Our **Legacy Pro** Service is meticulously designed to offer comprehensive digital documentation and mapping of your cemetery. This service includes deploying highly trained professionals, possibly locally recruited, and trained staff, to your site. Their tasks encompass capturing high-resolution images of headstones, along with GPS tagging each individual allocated burial space. Following the on-site data collection, our offsite project management team will analyze and verify the data via data reconciliation audits, prepare the layout, and utilize this data to create a master database while creating an extensive digital map of the cemetery and integrate the data into our cemetery workstation. **Unlimited** scans are included as well as unlimited data extraction. **Modules and features included** are, Records (Inventory) Management and the My Cemetery App, Sales Module, Family Portal, Interactive Lot Selector, Interment Management, Work Order Management, the Public Records search and APP, website and Report management features are all included. Our new referral system and platform is included to help you improve customer service and revenue streams.

Tending Referral Program – Earn 15% from Every Subscription

As part of our commitment to helping cemeteries grow and sustain their operations, **All Funeral Services** has launched a new B2C project called [Tending](#) – a subscription-based service designed for cemetery visitors. TENDING offers professional **monument care** and **restoration services** through affordable **annual plans**, with the goal of preserving memorials and supporting cemetery operations.





How It Works

We offer cemeteries a **15% referral bonus** (or cashback) for every subscription order referred to **Tending**. This system is fully integrated into our **Cemetery Workstation**.

Inside Cemetery Workstation, you will find a **dedicated referral module** that allows to:

- Submit and track monument care and restoration orders sent to **Tending**
- View real-time statements of referral activity
- Monitor accumulated referral bonuses and current balance

This system provides full transparency and easy access to financial reporting, making it simple for your team to manage and benefit from the program.

Earning Potential – Example Calculation

The **average annual subscription** for **Tending** services is **\$399**. With a 15% referral bonus, each successful subscription earns your cemetery **\$59.85**.

Here’s what that could look like over time:

Referrals per Year	Bonus per Subscription	Total Referral Bonus
10 Subscriptions	\$59.85	\$598.50
25 Subscriptions	\$59.85	\$1,496.25
50 Subscriptions	\$59.85	\$2,992.50
100 Subscriptions	\$59.85	\$5,985.00





1000 Subscriptions	\$59.85	\$59,850.00
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Example: A cemetery referring **100 annual subscriptions** will earn **\$5,985**, which can be allocated toward maintenance, operations, or other local initiatives.

A Smart Solution for Budget-Conscious Cemeteries

We understand that many cemeteries face **financial limitations** while striving to maintain high standards of care. The **Tending** referral program offers:

- A **new stream of revenue** with no upfront investment
- **Automated tracking** and reporting through Cemetery Workstation
- An opportunity to **enhance community service** by offering families trusted care solutions

Next Steps Tailored for Louisburg Cemetery (Louisburg, KS)

1. Signing the Agreement: Simple subscription agreement with no complex terms or hidden fees
2. Kick-off Meeting: Introduction to your dedicated project team who will guide your implementation
3. Subscription Activation: Your account is created and your cemetery profile is established
4. Immediate Implementation: Work begins right away with no delays for financial approvals

Thank you!





Our solution was designed by a team with a **combined 150 years of experience in the cemetery** and end-of-life industry. This expertise has enabled us to develop a system that is not only extremely comprehensive and in-depth but also remarkably easy, enjoyable to use, and directly aligned with cemetery tasks, procedures, and best practices. Starting May 1st, we also implemented a revolutionary change to our business model. We've completely eliminated all implementation fees for cemetery digitization projects. We recognized that the substantial upfront costs - often tens or hundreds of thousands of dollars - were a major obstacle for many cemeteries, so we've removed this barrier entirely. Unlike our competitors, our product doesn't require any upfront investment. Instead, it operates on a monthly subscription basis, like any other online service. Your digital transformation journey begins the moment you sign. From contract to implementation in as little as 48 hours.

On behalf of the entire All Funeral Services Team, I want to extend our heartfelt appreciation for your time and consideration. Our commitment to excellence and lasting relationships means we are here to provide not just a service but a collaborative experience that evolves with you over time. Thank you for considering us as a trusted partner in this meaningful work.

Sincerely,

Michael Chanaturia
Sales Executive
All Funeral Services, LLC
(607) 400-7279

All prices, solutions, and services outlined herein are subject to change without prior notice. This proposal is valid for a period not exceeding 60 days from the date of the proposal (p.1) and may be





withdrawn or deemed invalid at any time. It shall not be considered binding, nor shall it supersede or complement any formal agreement or contract. Prices are calculated based on the data received from the cemetery personnel, further costs will apply if more records require our services. All Prices are in USD.





AFS Cemetery Workstation Proposal Prepared exclusively for Louisburg Cemetery (Louisburg, KS)

AFS Contact Details:

Account Executive in AFS:	Date of Issue:	Email Address:	Phone Number:
Michael Chanturia	10/24/2025	m.chanturia@allfuneral.com	(607) 400-7279

Client Contact Details ("Client"):

Client Name	Client Address:	Email Address:	Phone Number:
Louisburg Cemetery (Louisburg, KS)	800 West Amity (Louisburg, KS)	jcarder@louisburgkansas.gov	9138375371
Billing Address (if different from Address)	Contact Person:	Contact Person's Email And Phone Number:	The Cemeteries Included In This Contract:
215 South Broadway (Louisburg, KS)		jcarder@louisburgkansas.gov 9138375371	Louisburg Cemetery (Louisburg, KS)

Selected Tier	Initial Size	Price
Legacy	Up to 10,000 records	\$670 per month





Services in-scope (the "Products and Services"):

Legacy Package	
Full Integration and Field Work-for Allocated Records. (GPS tagging, pictures of monuments)	Our Full Service is meticulously designed to offer comprehensive digital documentation and mapping of your cemetery. This service includes deploying highly trained professionals, possibly locally recruited, and trained staff, to your site. Their tasks encompass capturing high-resolution images of headstones, along with GPS tagging each individual allocated burial space. Following the on-site data collection, our offsite project management team will analyze and verify the data via data reconciliation audits, prepare the layout, and utilize this data to create a master database while creating an extensive digital map of the cemetery and integrate the data into our cemetery workstation.
Available Pro: Lite integration, no field work, diagrammatic illustration only - for Available Records	The Available Pro version provides essential services only. No field work including GPS tagging and photography of available spaces, no inventory verification nor reconciliation. Our role is to utilize an existing digital database (excel or access database for example) provided by the client, prepare the layout, create a digital map of the available spaces, add a diagrammatic illustration for each space, and integrate the data onto our cemetery workstation as selected in the subscription below.
Photography/Scanning of physical documents for digitisation	This service is an essential element of digitization and requires our field work agent to use our proprietary application to photograph or scan physical artifacts, including typed, printed, or handwritten materials. Such artifacts encompass any cemetery documents, forms, records, or maps associated with the burial process, which detail interments, plot ownership, and operational agreements. One artifact is a single page-one sided document, legal or letter format or smaller. Up to 3 artifacts per record (decedent).
Extraction of data from documents. All types: Handwritten, typed or printed documents.	This service involves extracting important data from all types of documents: handwritten, typed or printed documents.





Drone Mapping	This service enhances the photography and mapping of the cemetery to enrich the experience when utilizing the mapping system. It involves deploying a drone unit and team on location to photograph the entire cemetery, integration of the data with the cemetery workstations and its peripherals. *Please note that this service is subject to availability and may be impacted by various on-site factors.
Web Design and Development-Basic	Our website development basic service offers a foundational and streamlined digital presence utilizing a templated approach. It includes the integration of your existing technologies and social media platforms, providing a cohesive online experience. This service also grants access to all the pertinent technologies provided by us, as selected in this service agreement. Key components include a basic site structure with user-friendly navigation, incorporation of standard web pages (home, about us, contact information), and basic SEO optimization to enhance visibility. The service is designed to meet fundamental digital engagement needs without custom development work. This price is per integration per website.
Website Hosting and Maintenance	
Printable Maps	High resolution PDF format of overall layout of each section as well as an overall cemetery map for cemeteries
Modules Included	
Record Management (Must be selected-minimum sub)	The client will receive an all-encompassing Complete Record Management System. This system encompasses regular spaces, mausoleum, columbarium, and scattering inventory management. It provides access to all spaces, decedent, purchasers, Right owners, and the interactive map system. Search available by quick search or by funneling down. Access to the lot bird's eye view, Summary, contact person, documents, decedent vital statistics, and burial information, if available. Users can conduct searches swiftly through both quick search and advanced funneling options. Moreover, they can access detailed information such as lot bird's eye view, summaries, designated contact persons, relevant documents, vital statistics of the deceased, and burial information, where available. This comprehensive system ensures efficient and organized management of all aspects related to the cemetery operations. Moreover, the Record Management Module can be seamlessly integrated with our cemetery application, My Cemetery App.





Sales Management	<p>The client will benefit from a comprehensive Complete Sales Management System, meticulously designed to streamline their operations. This system encompasses a sophisticated payment management tool, access to all available inventory, including regular spaces, mausoleum crypts, niches, and more. Enhanced with an interactive map system, users can navigate inventory effortlessly. The purchase process is versatile, accommodating land-only sales, land and services packages, or services-only transactions. Furthermore, the system facilitates automated payment plans and generates contracts with complete digitization, simplifying the signing process through DocuSign. This module offers customization options for contracts and deeds, ensuring personalized setups. Moreover, it automates space migration from available to sold status and generates deeds automatically, ensuring a streamlined workflow. Moreover, the Sales Module can be seamlessly integrated with our cemetery application, enabling instant communication and coordination between team members. This integration enhances efficiency and ensures that tasks are completed promptly and effectively.</p>
Work Order Management	<p>The Work Order Module is a crucial component of our cemetery management system, providing essential tools for task assignment and scheduling. With this module, users can assign work orders to either groups of internal or external individuals, or to specific individuals, facilitating clear communication and accountability.</p> <p>One of the key features of this module is its dedicated calendar, available in daily, weekly, and monthly formats. This calendar allows for efficient planning and scheduling of tasks, ensuring that no detail is overlooked.</p> <p>Moreover, the Work Order Module can be seamlessly integrated with our cemetery application, enabling instant communication and coordination between team members. This integration enhances efficiency and ensures that tasks are completed promptly and effectively.</p>
Report Management	<p>Our Report Module is a versatile tool within our cemetery management system, designed to facilitate the creation and export of various types of data. With this module, users can generate comprehensive reports tailored to their specific needs.</p> <p>Whether it's financial data, inventory status, interment records, or any other relevant information, the Report Module provides the flexibility to extract and organize data in a format that suits your requirements.</p> <p>With easy-to-use features, users can quickly generate reports and export them in various formats, such as PDF, Excel, or CSV. This ensures compatibility with different systems and allows for seamless sharing and analysis of data.</p>
Mobile applications	





My Cemetery Application	<p>The "My Cemetery Application" is a powerful mobile tool that provides direct access to cemetery inventory management, available spaces, and interactive maps with GPS integration. This user-friendly app empowers users with real-time access to critical information, enhancing efficiency and convenience. With the app, users can easily view available spaces and navigate the cemetery grounds using the interactive map feature, which integrates seamlessly with GPS technology for precise location tracking.</p> <p>In addition to inventory management, the app offers access to work orders and interments, ensuring timely and accurate task management. Work orders and interments are automatically routed to the appropriate group or individual, streamlining communication and workflow.</p> <p>One of the standout features of the app is its communication capabilities, allowing users to communicate directly through the app. Users can add before and after pictures of work order jobs, as well as notes, which are instantly uploaded to the main system framework. This seamless integration ensures that all stakeholders are kept informed and up-to-date on the status of tasks and projects.</p>
Public solutions	
Public Burial Search	<p>Our Public Burial Search feature is a fantastic tool designed to offer individuals a seamless and accessible way to locate their loved ones within the cemetery. This intuitive search engine allows users to virtually visit gravesites at any time and from anywhere in the world, providing comfort and convenience during their search.</p> <p>Accessible through a user-friendly website, the Public Burial Search feature enables users to effortlessly locate burial sites by inputting relevant information such as the name of the deceased or other identifying details. Through advanced search functionalities, users can quickly pinpoint the exact location of their loved one's resting place.</p> <p>In addition to virtual visits, the Public Burial Search feature also facilitates on-site visits by providing detailed directions to the gravesite. Whether users are visiting in person or virtually, this feature ensures that they can easily locate and pay their respects to their loved ones.</p> <p>Moreover, when combined with our "Public Cemetery Application" app and kiosk, the Public Burial Search feature offers added synergy, providing a seamless and integrated experience for users across multiple platforms. This synergy enhances accessibility and ensures that individuals can find and connect with their loved ones in the cemetery effortlessly.</p>





Terms & Conditions	
Term of Agreement	<p>5 years, beginning on _____, 2026 ("Effective Date").</p> <p>This is a full-term commitment, with no exit points and no termination for convenience.</p> <p>Following the above period, the Agreement will be automatically renewed for successive periods of one year each, unless a Party notifies the other Party in writing (email being sufficient) of its desire not to renew the Agreement, at least 60 days prior to the forthcoming end of the contract year.</p>
Payments	<p>Initial monthly fees are set according to the tier selected above (the "Fees").</p> <p>The above prices and fees do not include sales, excise and/or other taxes and such shall be added, if and as applicable, and borne on Client.</p> <p>If, upon a given month, the Client's actual number of records used in the system exceeds the selected tier, then as of that month and onward, the subscription will automatically shift to whichever higher tier that covers the Client's actual number of records used.</p> <p>Additionally, AFS reserves the right to increase the Fees once per annum, by not more than 5%, through a prior written notice to Client (email being sufficient) of at least 60 days.</p>
Payment terms	<p>Fees are payable by the Client to AFS within five (5) business days following the date of respective invoices from AFS.</p> <p>During such five business days period, Client shall review each invoice and if relevant, discuss any questions regarding the invoice with AFS.</p>
Backups	<p>Upon termination or expiration of the Agreement (except termination of the Agreement by AFS due to breach by Client),</p>





	AFS shall keep and make available to the Client access to back-up of the data stored by Client as part of the Products and Services up to 6 months following such termination or expiration. AFS shall otherwise have no responsibility to keep or provide back-up to data stored as part of the Products and Services (but may do so at its sole discretion).
Additional terms	N/A

By signing on this Proposal (the “**Order**”), the below agree to be bound by the following which comprise the agreement (“**Agreement**”):

- A. The terms and conditions of this proposal; and
- B. The attached Services Agreement and Terms and Conditions of Service, which are incorporated herein by reference.

Louisburg Cemetery	ALL FUNERAL SERVICES LLC
Signature:	Signature:
Name and Title: Nathan Law, City Administrator	Name and Title: Michael Chanturia, Sales Executive
SS#/EIN:	SS#/EIN: <u>82-2772475</u>
Date:	Date:





All Funeral Services

At your service. By your side.

Date: Oct 24th, 2025



750 Lexington Avenue, 12th Floor New York NY, 10022

800-700-1050 | info@allfuneral.com | allfuneral.com

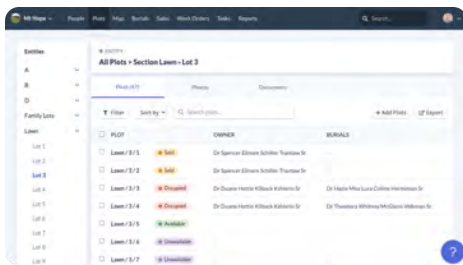
Our Solution & Implementation Process

Working with Cemify starts with a comprehensive review, audit and digitization of your existing cemetery materials. Typically, this consists of one or several of the following services:



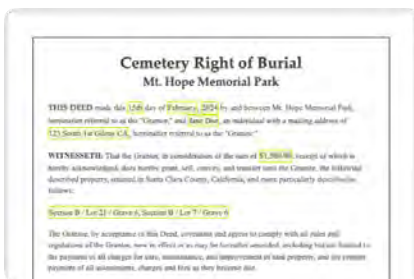
Creation Of a Digital GIS Cemetery Map

Using your existing paper maps (or an onsite visit if necessary) we'll create a revamped and interactive cemetery map that accurately reflects the current state of the cemetery grounds and is accessible on any device with an internet connection.



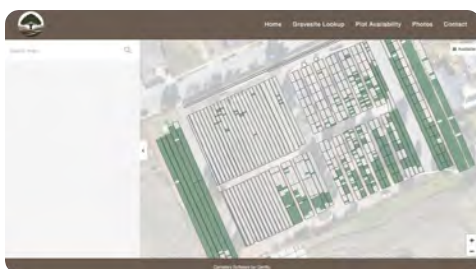
Transcription of Paper Records and/or Import of Existing Digital Records

Records of burials, ownership and sales are transcribed if necessary, confirmed and matched with gravesites on the digital cemetery map. Any existing digital records are imported to the system.



Documentation of Future Workflows

Once the cemetery is fully mapped and digitized, workflows and document templates are established to ensure future cemetery managers adhere to the same established record keeping processes, ensuring long lasting organization.



Design and Configuration of Public Access Website

A public website is designed and launched for the cemetery, including an interactive map for gravesite searches, plot availability and walking directions. Basic signage is created with QR codes to ensure easy access for cemetery visitors.

Although each implementation is different, these services account for the majority of the work in any given project. We offer professionally managed or do it yourself options for many of these services, allowing you to work within your budget.

About Our Customers

While each of our customers have their own unique situations, challenges and goals, most fit the following criteria:

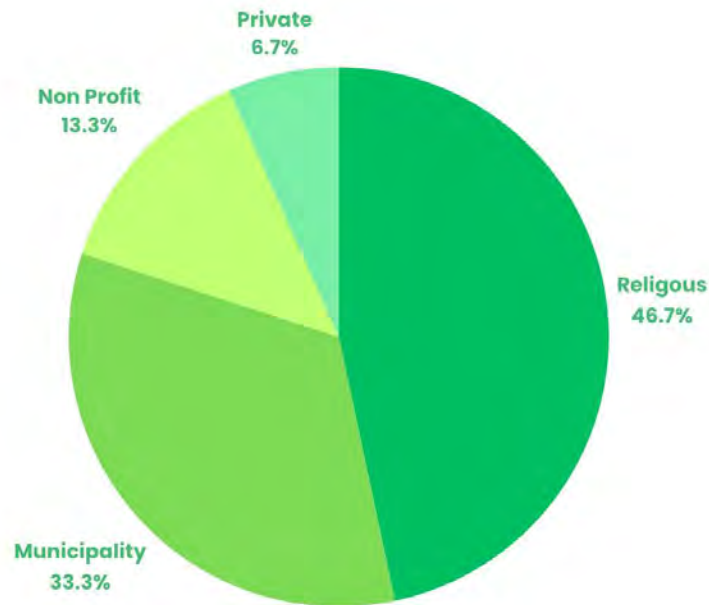
- Small to mid-sized cemeteries that do anywhere from **10 - 200 burials per year**.
- **Religious, municipal, or non-profit/historic cemeteries**, based in the USA.
- Managers are more focused on **preservation of records and community access** than profit.
- Managers are more focused on **ease of use** of the system than number of features.

450+

Cemeteries use Cemify across the US.

Ranked #1

In usability and overall satisfaction.



Why Choose Cemify?



Highest customer satisfaction
of any cemetery software.

At Cemify, we are relentless about customer service and put it above all other priorities. While some of our competitors might have a few more features and others might be slightly cheaper, we are confident that none will provide you with the same level of care, reliability, attention to detail and communication that we will. When working with Cemify, you can expect:

- a dedicated account manager, with personal cemetery management experience and experience mapping at least 100 cemeteries
- prompt, same or next business day responses to support questions, whether by phone or email
- thorough, yet concise and clear communication
- transparent timelines and updates
- a long term relationship, built on trust
- personal, friendly support (never through a call center or junior employee)
- a "listen first, talk later" attitude - we don't think we know it all, we learn from our customers every day and adapt our product accordingly

We often hear from customers that our support and expertise is far beyond what they are used to with most companies they've worked with.



"Cemify is an outstanding company with **superior customer service.**"

Ocoee Cemetery
Ocoee, Florida



"At every turn, they've **exceeded expectations** with their knowledge, flexibility, and responsiveness."

St. Michael Catholic Church
St. Michael, Minnesota

Customer Testimonials



"This is the most user friendly software I've ever used."

Trice Hill Cemetery
Oklahoma City, Oklahoma



"Our staff is able to have access to all of our cemetery records and information literally in the palm of their hands. **This is invaluable**, especially to our staff in the field."

Resurrection Cemetery, Owensboro, KY



"During the almost two years I have used this program, **I can truthfully state that I have not found anything I dislike about the software.** It meets all of our requirements and needs."

St Johns Cemetery, Orange, CA



"We are now using Cemify on a daily basis and it has transformed the way we access our cemetery data, making it extremely efficient, easy to access, and unifying what used to be several different paper and electronic processes into one intuitive and cohesive workflow."

Calvary Churchyard, Fletcher NC



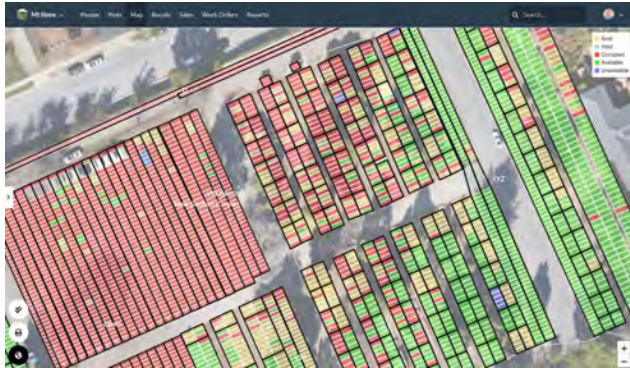
"Cemify's software is fantastic. It is easy to use and available on your phone. They respond quickly to any questions and are always willing to listen and help. **I would suggest this software to any cemetery.**"

Gilbert Memorial Park, Gilbert AZ

Cemify Software Overview

[Click here to watch a pre-recorded software demonstration](#)

Our software is designed to be as easy to use as possible. This is critical for our customers, who often access their records periodically throughout the year and don't want to be burdened by complex interfaces each time they search or update their records. With Cemify, you can expect:



Smooth, intuitive digital cemetery mapping

Our digital maps allow you to organize your inventory, collaborate with colleagues and secure your map for future cemetery managers. Customizable map styles and a public portal let you share map access with your community.

Records access from anywhere with an internet connection

Our cloud based platform allows you to search cemetery burial & ownership records, on any device with an internet connection. This means you can answer questions or process sales from just about anywhere.



Quick & easy document generation

Our customizable Templates feature means you can create pre-populated documents such as deeds, purchase agreements, invoices and more from anywhere. Save time, minimize errors and encourage a digital first record keeping workflow.

More Cemify Features

Visit [Cemify.com](https://cemify.com) to learn more about our features.

Digital Mapping

- Host an interactive digital cemetery map
- Utilize drone or satellite imagery for base map
- Add vertical mausoleum mapping
- Include reference objects like buildings and roads
- Customize plot statuses and colors
- Access map on mobile web browser
- Search map by plot, burial & owner
- Generate printer friendly maps
- Add burials and owners directly from map
- Bulk edit plots

Public Cemetery Website

- Host a public cemetery website
- Share gravesite locations and plot availability on an interactive map
- Gives the public access to walking directions directly to the grave site
- Share key cemetery documents and photos

Work Orders

- Generate work orders
- Include digital map with work order
- Attach documents and photos to work orders
- Categorize work with work order types
- Send work orders via email
- Add watchers for email notifications
- Track work statuses

Burial & Ownership Records

- Customize burial, plot, sales and owner information
- Track current & previous plot owners
- Attach multiple burial records and owners to a single plot
- Attach documents & photos to records
- Search your full cemetery across all fields
- Track system activity and changes
- Add notes to plots, burials and sales
- Export records to CSV / Excel

Sales & Templates

- Track purchases, line items & payments
- Generate financing payment schedules
- Create deeds, purchase agreements & invoices
- Print or download deeds to PDF
- Attach final contract scans and deeds
- Set email reminders

Reporting

- Canned sales, burials and plot inventory reports
- Filter by all fields for custom reports
- Export to CSV

Data Security

- User based roles and permissions
- Automated data backups
- HTTPS communication protocol

Features not currently available: accounting system integrations, payment processing, commission tracking.

About Our Team

Cemify is a family owned business based in central California. We started Cemify in 2018 to empower cemetery managers to provide better, more compassionate service through technology & expertise. Since then, we've worked with 450+ cemeteries across the United States and have established ourselves as **the easiest to use and most customer friendly cemetery software available today.**

Meet Our Team



Jason

- Experience with cemetery management through a family owned funeral home + cemetery operation.
- 15+ years working in technology and startups.
- Previously worked in a product focused team at Twitter.



Amber

- Managed operations teams at Google Maps and Apple Maps.
- Extensive experience with the intersection of data and mapping.
- 15+ years of experience working in internet technology.



Madeline

- Business Administration Degree.
- 6+ years experience in Customer Service.
- Extensive experience in data management.



Founded in 2017

Designed, developed and headquartered in central California

Serving over 450 cemeteries across 40+ states in the USA.

What's Next?

Think we might be a fit at your cemetery? We'd be happy to review your existing cemetery materials, to develop a more thorough and tailored proposal for your cemetery. To provide an accurate price quote and proposal, we will request to review:

- **Your existing mapping materials.** For paper based maps, we suggest using a professional scanner at your local print shop, or taking high resolution photos with a smartphone.
- **Any existing digital records.** Certain cemeteries have existing Excel spreadsheets or Access databases. These can be imported into Cemify, speeding up the setup/implementation process. Sharing a copy of any digital records allows us to scope out that portion of the project.
- **Existing workflow document templates.** For example, certificates of burial rights or purchase agreements. Sharing these in Microsoft Word or text format works best, though PDF scans or high resolution photos are also acceptable.

To get started, or to discuss any specifics for your situation, don't hesitate to reach out. We are here to help!

Sincerely,

Your Friends at Cemify



Cimify

Simple. Steady. Built to last. - We believe cemetery management should feel peaceful, not complicated. Cemify helps you stay organized and confident — with clear pricing, real support, and software built to last for generations.

Preservation

For cemeteries that are less active — not processing frequent burials or plot sales, but needing a stable and dependable system to preserve and share their records.

\$799/year

- Recordkeeping & mapping tools
- Public website with searchable records
- Up to 3 staff logins
- Email support
- 1 hour per year for map updates or data/records consultation

Management

Most popular

For cemeteries managing regular burials, plot sales, or active day-to-day operations and wanting everything in one place.

\$1,299/year

- Everything in Preservation, plus
- Document templates (deeds, certificates, permits)
- Work orders & task tracking
- Plot holds & “request to buy” workflows
- Up to 5 staff logins
- Email + phone support
- 3 hours per year for map updates or data/records consultation

Partner

For organizations that want priority support, faster response times, and elevated guidance to support their team’s work.

\$1,899/year

- Everything in Management, plus
- Priority phone & email support
- Priority handling for mapping or data updates
- Annual feature upgrade review — we help you make the most of new tools
- Closer collaboration on new features and improvements
- 6 hours per year for map updates or data/records consultation

One Time Setup Costs:

Most cemeteries need a bit of one-time help to get started — whether that’s digitizing maps, importing records, or configuring templates. Costs vary based on your existing materials and how much support you’d like from our team, but many mapping projects fall somewhere in the range of \$500–\$1,000 per acre.

FAQ:

Is it worth the price?

That ultimately depends on your situation, but here is our philosophy: keeping accurate cemetery records is as essential as keeping the lawns mowed.

When records are incomplete, scattered, or lost, communities take on real operational and historical risk.

For many cemeteries, the annual cost is a small investment in long-term stability, accuracy, and peace of mind. That said, every cemetery’s situation is different, and you should choose the option that feels right for your needs and resources.

Will you be around long term?

Yes. We’re built for long-term stability, not fast growth. We don’t raise prices aggressively or chase unsustainable expansion. Cemify is profitable, fully independent, and family-run, and our own family cemetery uses the system every day. Long-term reliability is built into how we operate and how we make decisions.

What makes you different?

We’re a small, hands-on team. Think of us as a mix of dedicated consultants (we've worked with hundreds of cemeteries) and carefully designed software. You won’t be passed between departments or ticket queues — just real support from someone who knows your cemetery and your context. No call centers. No bureaucracy.

Are there any additional setup costs?

For most cemeteries, yes. We typically provide some one-time help to organize existing records, diagram the cemetery in our software, and set a strong foundation for long-term use. For cemeteries that include mapping, setup commonly falls in the range of **\$500–\$1,000 per acre**, depending on map quality and records complexity.

That said, not every cemetery starts with mapping. We also offer records-only setups for

cemeteries that want to begin digitizing at the lowest possible cost, with the option to add mapping later as needs and budget allow.

What if we're not ready for mapping yet?

While we strongly recommend mapping — it adds significant value for gravesite lookup and inventory management — we understand it's not always feasible right away.

In those cases, we're happy to offer a records-only option, which reduces the package price by \$100, and allows you to add mapping later if circumstances change.

Will you raise prices on us?

We've never raised prices on an existing customer in our 8 years of operation. If we ever do, your contract guarantees any change will be modest and clearly communicated.

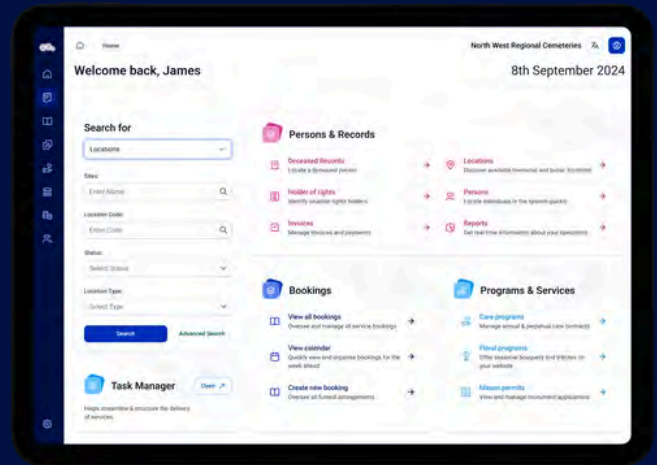
How large is your company?

We are a four-person team, offering dedicated, personal support from people who know your cemetery and your setup.

How long does setup take?

Most cemeteries take **1–3 months**, depending on size and materials. We are currently booking new projects about **3 months in advance**.

Compassion Begins When You Go **Byond**



Everything you need to manage your cemetery or crematorium.

Byond empowers cemeteries and crematoria to streamline operations, ensuring you can confidently deliver personalized and compassionate services to your clients.

Whether you are just starting on transitioning from paper to digital, or upgrading to a system that better meets your needs, we provide the tools that put the power in your hands.

Book a Demo



Cemetery and Crematory Management

Handle everything from inventory and records management to scheduling and task coordination with ease.



Cemetery Mapping

Ensure every plot and structure is accurately documented and easily found, supporting sales & service teams.



Finance

From daily transactions to managing endowment funds or generating reports ensure your financial records are in order, accurate, & accessible.



Reporting & Compliance

Streamline the management of your business's data, and reporting, helping you stay compliant and make effective business decisions.



Service Bookings

Whether you're scheduling a burial, cremation, or memorial service, this tool ensures that all arrangements are made with precision and care.



Sales Management

Empowers you to manage everything from lead tracking to contract finalization with confidence.

And much, much more...

Cemetery Management Software Proposal For City of Louisburg

November 27, 2025

Ms Jean Carder
City of Louisburg
Communications Coordinator
215 S. Broadway Street
Louisburg Kansas 66053

Via email: jcarder@louisburgkansas.gov

Dear Jean,

It is our pleasure to present this proposal for the implementation of Byond Cemetery Management System for City of Louisburg. Our innovative, cloud-based software is designed to streamline cemetery operations, improve record-keeping, and enhance customer service.

We appreciate that cemetery work isn't just operational, it's personal. Every service involves a family, a story, and a responsibility to get things right. Whether you're scheduling an interment, issuing a certificate, or helping someone locate a loved one's resting place, your team is expected to deliver with professionalism, clarity, and care.

The Byond system supports that work. It connects your records in a digitally seamless and consistent way putting people at the centre of your operations. From interments and lot owners to digital maps and reporting, Byond keeps everything aligned so you can focus on delivering reliable, respectful service.

We look forward to being able to assist the City transition from its historical paper based system to a sustainable digital environment and would welcome any questions you may have on our attached proposal.

Sincerely,

A handwritten signature in black ink that reads 'Lynn Lopez'.

Lynn Lopes
US Account Executive

Background

The City of Louisburg (the **City**) operates a cemetery divided into an old section of approximately 5½ acres and a new section of approximately 3 acres. The cemetery is the resting place for approximately 8,000 - these interments are a mixture of traditional burials and ash interments. Each year the cemetery conducts approximately 30 burials / inurnments a year.

The cemetery is currently run using largely analogue records. Those records comprise a large collection of lot owner cards and burial cards. While the lot cards are maintained, staff also maintain an excel workbook. A paper map is also utilized to visualize burial and ownership records and to support sales activities.

The City is looking to improve the way it manages its records and enhance its service delivery. In particular, the City wishes to:

- Digitize its cemetery records to streamline its workflow and operations;
- Utilize digital maps to facilitate easier online deceased searches and visualization of available inventory; and
- Provide a more resilient means of protecting its data.

By investing in a new technology platform to better manage records, the Cemetery Board appointed by the City is not only seeking to put in place a reliable and efficient record keeping system but also ensure its data is in a form that is easy to preserve and protect.

Proposed Solution

Byond's cloud-based cemetery software is designed for teams who deliver essential services with care and professionalism. It brings together records, mapping, sales, and daily operations in one clear, reliable system, so your staff can stay focused on the work that matters most.

The Byond platform is well suited to support the City's cemetery operations and meet its goals of efficient and reliable record keeping, improved service delivery utilizing digital maps and enhanced data security. The system is built around **people** – customers, rights holders and their related deceased.

Byond's software incorporates powerful mapping and inventory management features contextualized around people. They help deliver improved customer experiences through walk to grave functionality at the same time as supporting your staff to provide better service to

customers and funeral home partners through map based search for both deceased records and available grave sites.

The Byond system comes with the following key features:

- Comprehensive person-based records (deceased, rights holders, customers);
- Burial and ash interment recordkeeping;
- Interment rights management;
- Digital cemetery location and inventory management;
- Sales, quoting, and payment tracking including electronic contract and certificate creation;
- Activity management through a shared calendar;
- Document management; and
- Basic operational and compliance reporting.

Given the capability of the Byond platform, we typically recommend that the system be used as the source of truth for all operational records, including deeds and invoicing. Storing financial information with operational records allows users to have a complete view of a customer. Customer and financial data from the Byond platform can then be seamlessly transferred to a finance system (such as Tyler Technologies) via APIs.

If this is the course adopted, the City’s IT system topology would look as follows:



Alternatively, the City could continue to use its finance system for the issuance of invoices and the taking of payments. In this case, we would recommend that details of the sale still be recorded in Byond to allow details of the transaction to be printed out for re-keying in the finance system (consistent with the City’s current processes as we understand them). This would assist in keeping the systems in sync.

Our platform is cloud hosted with data stored in United States. It fully leverages the disaster recovery capabilities of infrastructure partner, Amazon. Our system also comes with a range of

built in security measures including Single Sign On, allowing the City to adopt multi-factor authentication if it chooses.

Appendix A contains a number of screen shots of our solution.

Implementation Approach

System change (and with it process change) puts a significant burden on staff, particularly where the team is small. To mitigate this, we propose a staged approach to implementation:

- **Stage 1 – Record Digitization**

We understand the City is looking to digitize all its records which principally consist of lot and grave cards. A portion of these records appear to have been captured in excel workbooks, although there appears to be a considerable number that need to be transcribed from lot cards.

We recommend that digitization of the lot and grave cards be undertaken as a first step. This process is best done on premise to minimize risk of card loss. Once in a digital form, the cards can be transcribed into a form capable of being used in a system.

The process of creating a complete database of records would leverage a range of AI technologies to establish the database and identify mis-spelling, incorrect addresses and capitalization anomalies. While these tools are powerful, they are not fail safe and ultimately significant resources are required to ensure a level of accuracy expected of cemeteries.

Our team of data specialists, who understand the idiosyncrasies of historical cemetery records would be engaged for this task. It is important to recognize that, like any audit or data recreation process, it is not realistic to expect that errors in the data will be fully identified. Equally, it will be important for cemetery staff to review this work closely given they are most familiar with the records.

- **Stage 2 – System Configuration and Records Upload**

Once the records have been digitized and the database records compiled, we would commence configuring the system to accommodate the particular structure of the City's data. The configuration would also include the creation of the City's required templates for contracts, deeds and invoices.

Once configuration is complete, the City's data would be transformed and uploaded to the Byond platform. Byond would undertake a range of basic data quality checks as part

of this process to capture errant data missed in Stage 1 that can affect system usability. It will be important for the cemetery staff to again check the records at this stage.

- **Stage 3 – Mapping (Optional)**

Stage 3, if pursued by the City, would involve the preparation of digital maps. This would involve three key steps:

- | | |
|--|--|
| <i>Step 1 – Imagery Capture</i> | A specialist drone operator will capture high resolution aerial imagery of the cemetery. Utilising PPK technology and a number of ground control points, survey grade raw data will be processed to produce orthomosaic maps that form the base of the Byond mapping system. |
| <i>Step 2 – Map Preparation</i> | Polygons will be created to represent each geo location (ie GPS co-ordinates) and then tagged to location codes used in the Byond platform. Mausoleum, niche walls and other similar locations are similarly geo tagged. |
| <i>Step 3 – Verification & Testing</i> | Once maps are completed and checked by the Byond team, these will be uploaded into the system to allow verification. This process typically involves verifying end point locations are correctly tagged to the location code as well as undertaking a level of sampling across the site. This can be a time intensive. |

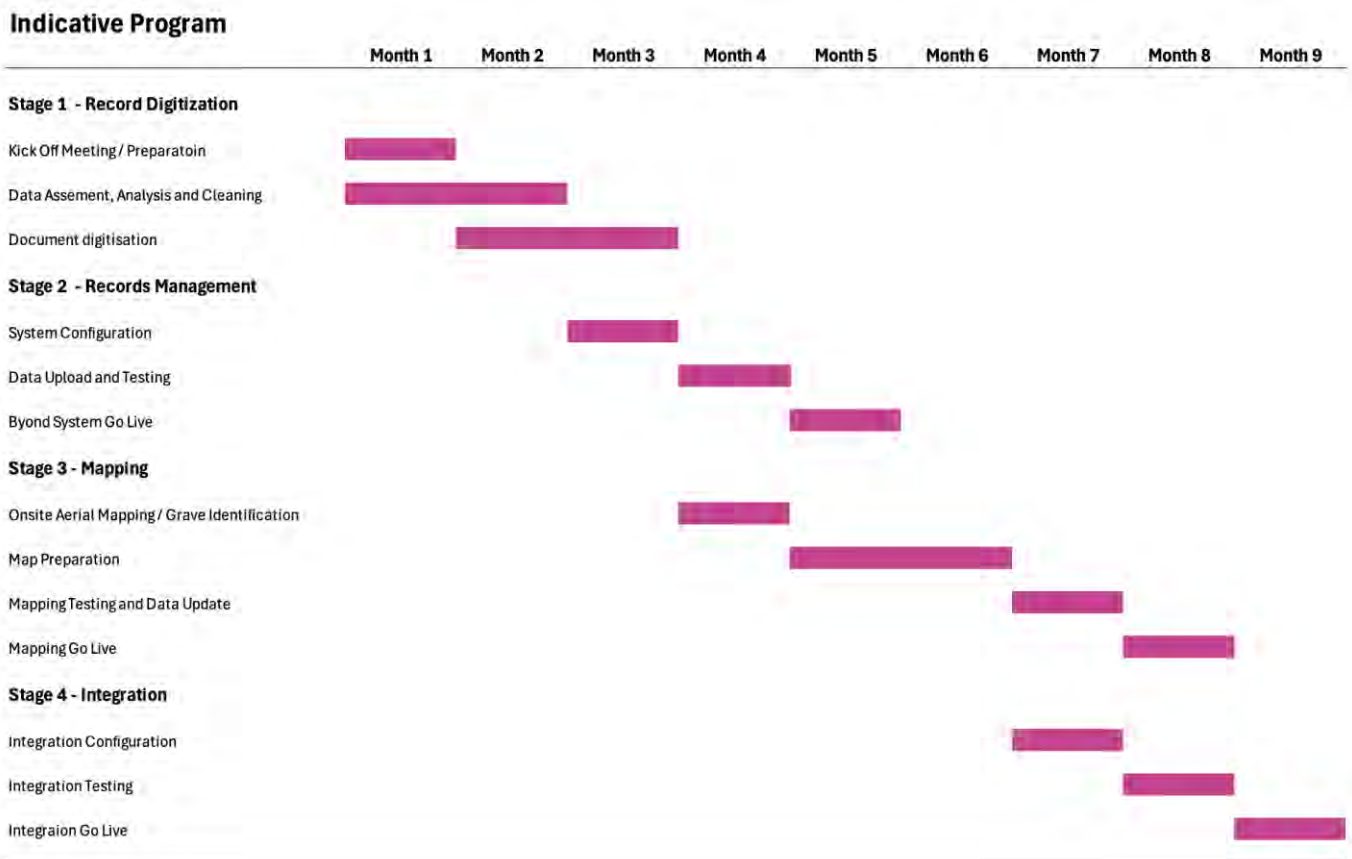
As part of this stage of the project, the City may like to update its website to allow customer online search.

- **Stage 4 – Integration (optional)**

If the City wished to integrate Byond to the City's ERP (which we understand is being changed to Tyler Technologies), this would be done as a final stage. While Byond comes with an integrated payment platform, we have assumed that the City would prefer to use its existing payment provider. In that case, payment receipts would also need to be integrated.

For the purposes of this proposal, we have included the integration as an optional extra. It may be that the cost of integration is greater than the potential benefits, although this would need to be explored.

We envisage that this process could occur over a 6 to 9 month period with the first two stages complete within 6 months of contract signing. We have staged the mapping to follow the initial system integration as in our experience, this process can be very time consuming given the varied quality of map records that often exist.



We would be happy to discuss the timelines with you to ensure we work within your business needs.

Project Management and Team

Byond has been in business for over 8 years, during which we have grown into a well-established organization with over 60 employees. Our team is made up of dedicated professionals, from account managers to technical support experts, ensuring that we provide comprehensive service throughout the life of each project.

We implement a robust account and contract management structure, assigning a dedicated account manager to the City, who will oversee the project’s success and be the main point of contact. This ensures personalized attention and accountability, along with a seamless contract management process.

Byond has extensive experience implementing cemetery management systems (**CMS**) across North America, the United Kingdom, Australia and New Zealand,. We have successfully completed CMS projects for cemeteries of all sizes, ensuring compliance with local regulations and addressing the unique challenges faced by rural cemeteries across the US.

Our team's expertise and deep understanding of cemetery operations means the City's transition to a new CMS will be as smooth as can be. Our team comprises:

Implementation Team

- Claire Shelvey: Head of Customer Success

Claire has more than 17 years experience in supporting cemeteries transition from legacy record systems such as excel to modern cloud based systems. Claire leads our customer success team and will be responsible for the successful delivery of the project

- Mari-Antoinette Grundling: Implementation Lead

Mari has more than 15 years of experience helping customers transform their processes as they transition to new systems. Mari has helped dozens of cemetery customers over the last 3 years transition onto the Byond platform.

- Matthys Strydom: Implementation and Data Specialist

Matthys is a data specialist responsible for ensuring customers import data in as clean a form as possible. Matthys is a specialist in AI assisted data cleansing methods to ensure high levels of data accuracy is achieved as efficiently as possible.

Commercial Team

- Lynn Lopes: US Account Executive
- Stewart Hindmarsh: CEO

Ongoing Support Services

Our team will ensure a seamless transition to the Byond Core Plus platform with minimal disruption to your operations.

- **Training & Onboarding:** Access to 2 hours of virtual training sessions every quarter
- **Ongoing Support:** Access to our Premium Support package which includes:

- Access to our self serve knowledge base
- 24/7 support via our support portal when things don't go to plan
- Guaranteed service levels when urgent help is required

Pricing

Implementation Fees

The estimated implementation fees are summarized below:

Stage and Item	Cost (ex Sales Tax)	Comment
Stage 1		
- System set up and project management		Estimate – to be charged based on third party cost of image capture + \$1.25 per record required to be created (ie not in excel)
- Data assessment, analysis and cleaning	7,000	
- Document digitisation		
Stage 2		
- System set up and project management		Fixed price, with allowance of 10 hours online training
- Data cleansing and import	9,000	
- Testing and training		
Stage 3 (optional)		
- Interactive Digital Map Creation	6,000	Fixed price
Stage 4 (optional)		
- Integration Configuration		Estimate. Subject to discussion with Tyler Technology
- Integration Testing	3,000	
Total	25,000	
Total (ex optional)	16,000	

Annual Subscription Fees

The annual subscription covers the cost of the Byond software including ongoing maintenance costs. It also includes *all* the cloud hosting costs of the service. The annual subscription fee would be **\$2,100** in the first year and increase each year by the lesser of 4% and consumer price index + 2%.

There would be no additional charge to utilize the mapping module although an additional charge of \$500 per annum payable if Byond is integrated to the Tyler Technology ERP (this is a third party license cost).

Other Contract Terms

Our contract would also include the following terms:

Term	5 years from Stage 2 go live
Payment	Implementation Fees to be paid as follows: <ul style="list-style-type: none">- Stage 1 – 50% upfront and 50% on completion (adjusted for volume)- Stage 2 - 50% upfront and 50% on completion- Stage 3 - 50% upfront and 50% on completion- Stage 4- 100% on completion Subscription Fees to be paid annually in advance, with first payment upon completion of Stage 2
Financing	At your election, we would be happy to amortize the implementation costs of Stage 2-4 over the life of the contract

All amounts are expressed excluding sales tax unless otherwise stated.

Total Solution Cost

Over a five year period, we estimate the annual cost to the City of the software would be approximately **\$3,900** each year excluding the one-off data digitization costs and optional extras.

Why Partner with Us

- Byond is one of the largest providers of Cemetery Management Solutions to the industry in Australia with global expertise in the implementation of these solutions.
- Byond has worked with many cemeteries to help them transition from paper maps and lot cards onto our cloud based solution.
- Comprehensive support service with dedicated account managers and technical experts throughout the project.
- High caliber team with decades of experience in both the technology world and death care industry.

Referees

Ferncliff Cemetery

Phil Tassi, President & CEO
280 Secor Rd, Hartsdale, NY 10530
Phone: (914) 693-4700
Email: ptassi@ferncliffcemetery.com

Lakewood Cemetery

Chris Makowske, President
3600 Hennepin Ave., Minneapolis, MN 55408
Phone: (612) 822-2171
Email: chrism@lakewoodcemetery.org

Newton Cemetery

Mary Ann Buras, President
791 Walnut Street, Newton Center, MA 02459
Phone: (617) 332-0047
Email: mab@newcemcorp.org

Appendix A – System Screen Shots

Home Page

EG Ever Green

5th November 2025

Welcome back, Ever
Evergreen Cemetery

Search for

Locations

Sites:

Location Code:

Inventory Status:

Location Type:

Search >

Task Manager [Open](#)

Helps streamline & structure the delivery of services

RecordKeeper

- Locations** - Discover available memorial and burial locations
- Deceased Records** - Maintain deceased and burial records
- Sales & Bookings** - Prepare quotes, invoices and payments.

Bookings

- Bookings** - Oversee and manage all service bookings
- Resource Calendar** - Quickly view and organise bookings for the week ahead
- New Booking** - Create a new booking for burial and cremation services

Admin & Finance

- Funds & Endowments** - Track and manage funds & endowments
- Proxy Manager**

Rights Holders - Manage all rights holder (owner) information

Persons - Search for or update any person record

Reports - Get real-time information about your operations

Programs & Services

- Floral Programs** - Offer seasonal bouquets and tributes on your website
- Mason Permits** - Create, view and manage monument applications
- MarketMakr** - Generate leads with this online product catalogue

Locations Search (current)

RecordKeeper > Location Availability

SH Stewart Hindmarsh

Location Availability

Site:

Map Project:

Location:

Search > [Reset](#)

Tranquillity Cemetery
Location Name > Section V 807, Grave 21
Location Code > GSB-SECT-V-807-021
[View Location](#)

Leaflet | Map data © OpenStreetMap contributors

Locations Search (to be released January 2025)

Home > Locations + ⓘ 🔔 JS James Smith

🔍 Evergreen Gardens ⌵ Filters ☰ List view 🗺 Map view ⋮

Code	Cemetery	Area	Section	Number	Type	Price	+
HGH-ADM-502-001	Highview Cemetery	Evergreen Gardens	Wing 1, Row 4B	01	Mausoleum Burial	\$1,850	>
HGH-ADM-502-002	Highview Cemetery	Evergreen Gardens	Wing 1, Row 4C	02	Mausoleum Burial	\$1,850	>
HGH-ADM-502-003	Highview Cemetery	Evergreen Gardens	Wing 1, Row 4D	03	Mausoleum Burial	\$1,850	>
HGH-ADM-502-004	Highview Cemetery	Evergreen Gardens	Wing 1, Row 5A	04	Mausoleum Burial	\$1,850	>
HGH-ADM-502-005	Highview Cemetery	Evergreen Gardens	Wing 1, Row 5B	05	Mausoleum Burial	\$1,850	>
HGH-ADM-502-006	Highview Cemetery	Evergreen Gardens	Wing 1, Row 5C	06	Mausoleum Burial	\$1,850	>
HGH-ADM-502-007	Highview Cemetery	Evergreen Gardens	Wing 1, Row 5D	07	Mausoleum Burial	\$1,850	>
HGH-ADM-502-008	Highview Cemetery	Evergreen Gardens	Wing 1, Row 6A	08	Mausoleum Burial	\$1,850	>
HGH-ADM-502-009	Highview Cemetery	Evergreen Gardens	Wing 1, Row 6B	09	Mausoleum Burial	\$1,850	>

Maps Search (to be released January 2025)

Home > Locations + ⓘ 🔔 JS James Smith

🔍 John Smith ⌵ Filters ☰ List view 🗺 Map view 🖨 ⋮

6 Locations that match "John Smith"
Includes nearby areas

John A Smith

DOB: 1914 DOD: 1974 (aged 60)

Location:
Site: Highview Cemetery
Area: Evergreen Gardens
Section: Lawn 1, Row 4B
Number: 474

John H Smith

DOB: 1914 DOD: 1974 (aged 60)

Location:
Site: Highview Cemetery
Area: Hope Park
Section: Lawn 1, Row 4B
Number: 474

John Samuel Smith Jr.

DOB: 1914 DOD: 1974 (aged 60)

Location:
Site: Highview Cemetery
Area: Hope Park
Section: Lawn 1, Row 4B
Number: 474

Dr. John James Smith

DOB: DOD:

John A Smith

Person ID: [0456987](#)
Also known as: Jonny Smith

Status: Deceased **Disposition:** Buried

Other Deceased in Location

[Jane D. Smith](#) (Buried, DOD: 2021)
[Emily K. Brown](#) (Cremation, DOD: 2002)
[John R. Doe](#) (Buried, DOD: 2018)

Dates:

DOB: 04/07/1914 Age: 68
DOD: 02/07/1974 Interment Date: 12/07/1974

Location:
Site: Highview Cemetery

Contract Wizard

New Sales Order
Step 1 of 7

- 1 **Details**
- 2 Customer Info
- 3 Locations
- 4 Holder of Rights
- 5 Item Details
- 6 Payment Options
- 7 Review

Sales Order Details

Configure key information regarding this sales order.

Select Purchaser *

Individual

Select Timing *

Pre-Need At-Need Post-Service

Cemetery Location *

New Purchase Existing Location No Location

Issue Date *

Quote Expiration Date *

Sales Team Member *

[Exit](#)
[Next →](#)

Sales Order / Contract Summary

Home > Orders > Order Details
EG Ever Green

Sale #SO-000145

Quote & Contract Issued

[Edit Details](#)
[Confirm Contract →](#)

Summary

[Quotes](#)

[Invoices](#)

[Payments](#)

[Credit Notes](#)

Sales Order Details

Stella Cemar Wright Person ID: 316871

rookwoodcemetery11@gmail.com [123-456-7915](tel:123-456-7915) [60 Rangeview St, Queens Road, Warragul, Victoria, 3820, Australia](#)

Sales type	Created	Payment Due Date	Assignee
pre-need	05 Nov 2025	19 Nov 2025 – (In 14 Days)	Ever Green

Quote	Contract	Invoice	Payment	Certificate
Issued	Issued Awaiting Signature	-	-	-
Wed, 05 Nov 2025 at 08:39am Opened View Quote →	Opened View Contract →			

Location & Rights Holders

Location Reserved

Location information:

Location ID:	Site:	Location:	Type:
EG Lawn Section-1-AMN-002-31	Evergreen Uptown	Evergreen Uptown, EG Lawn Section-1-AMN-002-31	Grave

Tenure: perpetual

Evergreen Uptown, EG Lawn Section-1-AMN-002-31
[View on Map →](#)



webCemeteries

Solutions Overview



Jean Carder
City of Louisburg

Prepared on 11 / 25 / 2025

webCemeteries
277 Fair Street, Suite 1, Kutztown, PA 19530

COMPANY PROFILE

“Transform family experience through technology”

ABOUT US

webCemeteries, founded in 2006, is a leading U.S.-based cemetery technology provider, dedicated to helping cemeteries better serve families with innovative solutions.

Originally created as a local Pennsylvania project, webCemeteries has grown into a trusted system used by hundreds of cemeteries across North America. Our success is built on strong client partnerships and direct input into our software development, ensuring technology that adapts to evolving needs.

Since 2017, under CEO Nick Timpe’s leadership, we’ve expanded our team, rebuilt our platform, and continued steady growth - remaining independently operated and fully committed to excellence in the cemetery profession.

OUR VALUES

01

CONSCIENTIOUS WORK ETHIC

We approach each project with dedication and care, putting in the effort needed to deliver meaningful results for our clients.

02

REPUTATION ABOVE REPROACH

Our reputation is our most valuable asset; we operate transparently, responsibly, and with a steadfast commitment to ethical practices.

03

CONTINUAL IMPROVEMENT

We believe in ongoing growth and refinement, always seeking ways to enhance our offerings, systems, and customer experiences.

04

DELIBERATE GROWTH

Our growth is intentional, grounded in strategic planning and careful consideration to ensure sustainable success for both our clients and our team.



800-653-7049



webcemeteries.com

OUR PURPOSE

Transform family experience through technology.

webCemeteries empowers cemeteries to enhance family experiences while streamlining operations.

Our technology enables families to easily access records, find information, and create meaningful tributes from anywhere. For cemeteries, this means more efficient workflows, better data management, and the ability to provide compassionate, modern services that meet today's needs.

ISSUES FACED BY CEMETERIES TODAY

1ST ISSUE

POOR SALES EXPERIENCE

Families often face a disjointed sales experience, with fragmented information and outdated processes that can lead to frustration. This lack of cohesion can hinder their decision-making and negatively impact the connection they feel with your cemetery.

2ND ISSUE

MARKET CHALLENGES AND CHANGING EXPECTATIONS

With the rise of cremation and a more mobile society, it's challenging for cemeteries to connect with families and showcase their services' value. Good technology engages families and enhances their experience during visits, helping cemeteries grow and strengthen community connections.

3RD ISSUE

DIFFICULT TO MAKE GOOD BUSINESS DECISIONS

Without accurate, up-to-date insights, cemeteries face challenges in making informed business decisions. This can lead to resource mismanagement, missed revenue opportunities, and the inability to adapt strategically.

4TH ISSUE

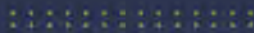
POOR EMPLOYEE EXPERIENCE

Outdated systems and manual processes make it challenging to attract and retain skilled, younger staff who expect modern, efficient tools. This lack of technology can lead to frustration and burnout, diminishing productivity and impacting the quality of service provided to families.

WEBCEMETERIES SOLVES THESE ISSUES!

CEMETERY MANAGEMENT

Join the thousands of users who have digitized their records and are managing their cemeteries electronically. Whether you are managing an enterprise cemetery, starting a new one, or oversee multiple cemeteries, webCemeteries' cemetery management software gives you up-to-date and fully integrated information from anywhere.



Streamline cemetery operations and simplify record management with our all-in-one cemetery management software. Designed for efficiency, our platform offers intuitive tools for tracking plots, managing records, and enhancing customer interactions - empowering your team to deliver seamless service and preserve legacy with precision.

FEATURES:

- ✓ Works with Any Device
- ✓ Remote Access
- ✓ Product Integration
- ✓ Enforced Workflows
- ✓ Unlimited User Accounts
- ✓ Role-Based Permission



The tools you need to manage
Your Cemetery



Mapping



Work Orders



Contracts



Payments



CRM

ENTERPRISE SALES

You care deeply about the families you serve. As part of your service to them, it is important that you are able to quickly find, reserve, and sell the property that they are interested in. Our Enterprise Sales application helps you do exactly that!

Experience a modern cemetery sales solution.



Elevate your sales process with our Enterprise Sales platform, designed to streamline contracts, enhance lead management, and drive pre-need and at-need sales. Empower your team to connect with families effectively, close sales efficiently, and ensure a smooth, compassionate experience from initial contact to final agreement to payments.

FEATURES:

- ✓ Showcase Property
- ✓ Build Contracts
- ✓ Establish Followup
- ✓ Feature Property Online through **Forever Plot**
- ✓ Role-Based Permission



Evolve your cemetery's
Sales Process



Find Property



Reserve Property



Write Contracts

PUBLIC SOFTWARE

Your cemetery is place where families and friends memorialize their loved ones. webCemeteries gives you award-winning software – integrated directly in your website – to serve your families and also engage them. This gives you the opportunity demonstrate the services you offer, the beauty of your property, and drive new sales leads.

.....

Enhance public engagement with our intuitive Public Software tools, offering families easy access to search burial records, view interactive maps, and create meaningful online memorials. Empower your community to connect, remember, and honor loved ones - anytime, from anywhere.

FEATURES:

- ✓ Search Burial Records
- ✓ Integrate with your website
- ✓ Virtual Tours
- ✓ Events and Services
- ✓ Memorialize Loved Ones
- ✓ Obituary Listings



Connect with your
Families



Memorials



Burial Search



Events & Services



Virtual Tours

CONNECT WITH YOUR FAMILIES

Custom Cemetery and Funeral Home Websites



Custom design for your unique cemetery.



Engage with families and the public through webCemeteries public software.

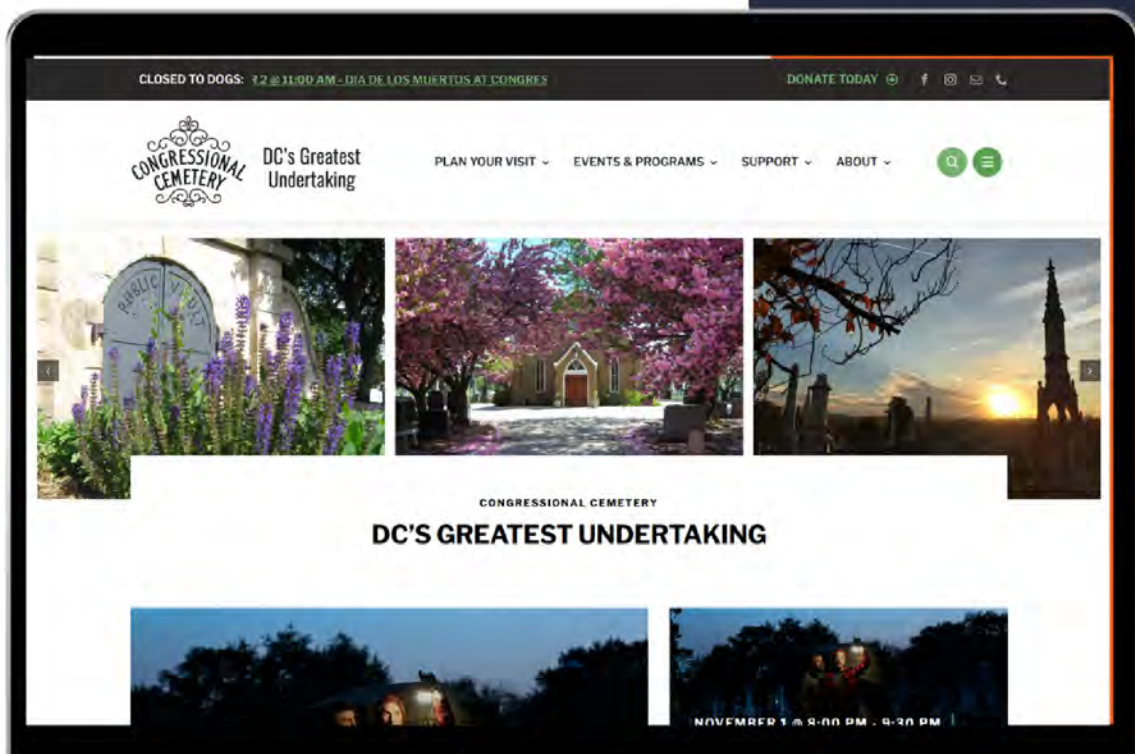


Show your cemetery's beauty and inventory to the public

- ✓ Memorial Pages
- ✓ Obituary Listings
- ✓ Virtual Tours
- ✓ Events & Service Listings
- ✓ Maps
- ✓ Historical Records
- ✓ Property Listings

Engage Families

Integrate webCemeteries' family-facing software for a dynamic website!





MAP YOUR CEMETERY

Interactive and real-time digital inventory of your cemetery.

webCemeteries' Mapping Service transforms your cemetery's layout into an accessible, interactive digital map. By digitizing records and maps, this service enhances information accuracy and makes plot locations easy to find - empowering both staff and families with a user-friendly tool for efficient navigation and plot management.

BENEFITS & FEATURES

- **Interactive Plot Locator:** Allows staff and families to find specific plots and burial sites effortlessly.
- **Digital Record Integration:** Seamlessly connects with existing digital records, ensuring up-to-date, accurate information.
- **Mobile and Desktop Access:** Accessible from any device, enabling on-site navigation or remote access.
- **Enhanced Family Engagement:** Provides families with a visually engaging way to locate loved ones and explore cemetery grounds.
- **Streamlined Plot Management:** Simplifies record-keeping for available, sold, and reserved plots, making daily operations smoother and more accurate.



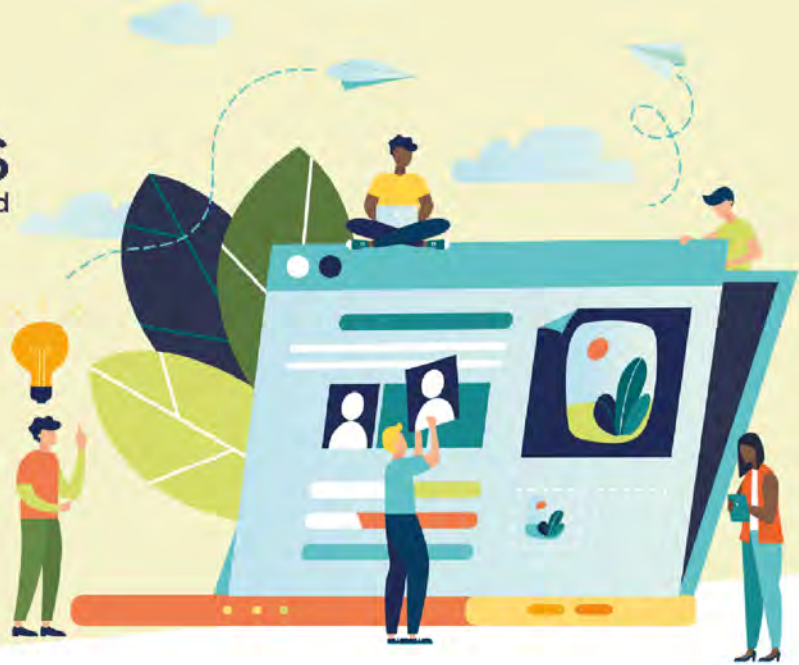
DIGITIZE YOUR RECORDS

On-Site Scanning and Record Transcription

webCemeteries' converts paper and physical records into secure, accessible digital files, bringing your cemetery's historical and operational data into a modern, searchable format. Our team comes directly to your location, so there's no need to ship records, reducing the risk of loss or damage. Through our collaborative platform and custom rules, you monitor our progress and provide feedback to ensure the highest levels of accuracy.

BENEFITS & FEATURES

- **Secure, Cloud-Based Storage:** Keeps records safe, organized, and accessible from anywhere. Avoid local disaster!
- **Quick Retrieval and Searchability:** Find records instantly with easy search functions, reducing time spent on manual lookups.
- **Data Preservation:** Ensures the longevity of historical and operational records, safeguarding them from loss or damage.
- **Improved Accuracy:** Reduces errors with precise data entry and digitization, enhancing overall record integrity.
- **Enhanced Accessibility for Staff and Families:** Provides a single, organized source for information retrieval, accessible across devices.



Why webCemeteries?



CONTINUED SYSTEM IMPROVEMENT

Through our feedback and voting platform, each user contributes directly to the ongoing evolution of our software, ensuring they always have access to the latest tools and features. With regular updates shaped by user input, webCemeteries offers a cutting-edge system that continually adapts to meet your needs.



PROVEN ONBOARDING PROCESS

We have helped hundreds of cemeteries migrate from paper records or legacy software systems to our modern cloud-based system. Our US-based team is here to guide you every step of the way. We can even come on-site to scan your paper documents for entry into your new system.



CEMETERY EXPERTISE IN TRAINING

We bring years of firsthand cemetery experience in sales, operations, and technology application to the training and coaching of our clients. Our insights ensure that you receive guidance that's relevant, practical, and deeply rooted in industry knowledge.



Client Testimonial

We have been using webCemeteries since 2010 and feel that the program gets better and better each year. They work with us to understand our needs and challenges and then provide a technology solution that works.



Gary Buss



Arlington Cemetery

arlingtoncemetery.us



Client Testimonial

We at Mount Calvary Cemetery are very happy with webCemeteries platform. It is very easy to navigate and mapping tools in the field are excellent. The staff is always knowledgeable and answer all our questions.



Deacon Kevin Cody



Mount Calvary Cemetery
Diocese of Manchester
Manchester, NH





Working with webCemeteries

1

Discovery

Our process begins with understanding your cemetery's unique needs. Through a series of calls—including a high-level discovery, fit assessment, software demo, and proposal review—we work closely with you to confirm our solutions align with your goals and challenges. This ensures that if we proceed, it's because we genuinely believe webCemeteries is the right fit.



2

Connect & Engage

Once we formalize our partnership, we introduce key contacts from both teams, set clear project timelines, and establish open, consistent communication channels to guide you every step of the way. This stage builds the foundation for a successful collaboration.



3

Cemetery Onboarding

With a kickoff meeting, we begin transitioning your records, maps, and data into webCemeteries. Our team manages data integration, verifies accuracy, and keeps you informed with regular updates. This ensures a seamless transition tailored to your cemetery's specific setup.



4

Apply & Launch

As your system nears completion, we provide comprehensive staff training, implement process improvements, and handle public announcements. This stage activates webCemeteries across your operations, empowering your team with new tools and workflows for optimal efficiency.



5

Partner

We continue to support your cemetery beyond launch, setting goals for operational improvements, providing access to our US-based Service Desk, and inviting your feedback to guide new features. Our partnership ensures that as your needs evolve, webCemeteries evolves with you.



Discover how webCemeteries can elevate your operations and service offerings. Contact us today for a personalized demo and see the impact firsthand.

Not Just Software, but a Relationship

We believe in providing solutions that go beyond software, forming lasting partnerships with those we serve. Our tools are built to support the unique needs of cemeteries, streamlining operations, enhancing customer service, and ensuring that your families receive compassionate care. With innovative features and dedicated support, we empower your team to work more efficiently and effectively.

We provide dependable software for cemeteries to streamline operations and enhance family care. With a focus on reliable tools and responsive support, we help you manage your records and serve families with ease and confidence.

We support you so you can support your families.

Ongoing Support



Dedicated, North American Support

Access live support, a dedicated account manager, and on-demand resources to keep your team equipped and confident.



Training & Resources

Regular webinars, training sessions, and a comprehensive knowledge base ensure your staff can make the most of our tools, anytime.



Helping You Help Families

We're committed to continuously improving our technology to meet your evolving needs and help you serve families even better.

How We Support

Project Management

- Step-by-step guidance through each phase
- Clear timelines, regular updates
- Dedicated project coordinator

Dedicated Support

- Quick response times for critical issues
- Friendly, knowledgeable support staff
- Available during business hours for peace of mind

Training, Knowledge Base

- Extensive library of training videos
- Comprehensive, searchable knowledge base with step-by-step guidance
- Best practices for cemeteries

Account Management

- Personalized onboarding and setup assistance
- Regular check-ins to ensure success
- Proactive updates on new features
- Customized recommendations for optimization for your business



webCemeteries
Extending your service in a digital world

Frequently Asked Questions

Buying a cemetery management system is a impactful and long-term decision. Here are common questions we receive from cemeteries.



Isn't it too expensive to digitize all my records?

Digitizing records can be phased in to suit your budget, starting with high-impact sales areas to see immediate returns. Moving away from manual processes saves time and costs over the long term. Plus, some states allow funds for cemetery upkeep to be used for digital projects. Once online you will attract a larger audience of customers and can create multiple new revenue streams to offset your licensing fees. Read: [How to Convert From Paper to Digital Cemetery Records – And Why You Should](#)



What happens to my data if your company closes or I choose to leave?

You own all your data and can transfer it to another platform anytime. Our company has been sustainably serving cemeteries for over 15 years, ensuring reliable, lasting support.



What if my staff resists using new technology?

We make adoption easy with user-friendly software, thorough training, and ongoing support. We also offer programs to help staff adjust, with training, incentives, and accountability measures to ensure smooth integration with leadership support. Read 3 articles on successfully changing to new technology in a business: [People](#), [Process](#), and [Technology](#)



Will publishing records online reduce in-person visits and sales?

Publishing records online actually increases your visibility and sales opportunities by reaching a larger audience. Our tools help convert online visitors into leads through features like property inquiries and memorial orders, drawing more potential families to engage with your cemetery and visit in person. Read: [5 Ways Technology Can Enhance Family Service](#)



Our families are used to paying by check or coupon book. How would we transition them to automated payments?

We make transitioning to automated payments simple and seamless. Families can receive clear guidance on setting up automated payments, and we provide communication tools to help them understand the benefits, such as convenience and timely reminders. Our support ensures that your team and families are comfortable with the shift. Read: [How Integrated Payment Processing Provides Seamless Service to Families In Your Care](#)

Do you have additional questions? Reach out to your webCemeteries today for more details!

Next Steps to Working with Us

1

Ready to Begin?

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webCemeteries

Services Estimate



Jean Carder
City of Louisburg

Prepared on 11 / 25 / 2025

webCemeteries
277 Fair Street, Suite 1, Kutztown, PA 19530

Our Recommendation

NAME	CEMETERY	PRICE	QTY	SUBTOTAL
PROJECT AND ONBOARDING				
Software Configuration	Louisburg	\$1,999.00	1	\$1,999.00
Initial setup to align the software with Cemetery your cemetery's requirements.				
Dynamic Forms	Louisburg	\$0.00	3	\$0.00
Up to 3 dynamic forms included with Cemetery your project. Offer available through the duration of the project.				
Onboarding Virtual Training	Louisburg	\$0.00	2	\$0.00
Hours of training provided for a new Cemetery client.				
Grave Space Level Mapping	Louisburg	\$400.00	9	\$3,600.00
Mapping to individual grave spaces. Cemetery Price per acre.				
Total				\$5,599.00

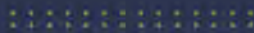
NAME	CEMETERY	PRICE	QTY	SUBTOTAL
SOFTWARE (MONTHLY RECURRING)				
Cemetery Management & Public Tools License	Louisburg	\$249.00	1	\$249.00
Cemetery				
Monthly Total				\$249.00

NAME	CEMETERY	PRICE	QTY	SUBTOTAL
OPTIONAL: SCANNING AND ENTRY				
Scanning	Louisburg	\$1,999.00	2	\$3,998.00
On-site digitization of paper records Cemetery for secure, searchable storage. Inclusive of travel days, daily rate.				
Custom Data Entry Project	Louisburg	\$2,000.00	2	\$4,000.00
Data Entry of paper records into Cemetery webCemeteries. Price is per 1000 records.				
Monthly Total				\$7,998.00

This estimate is based on the provided information and applies only to the products and services described here. It's for budgeting purposes and may change based on understanding your current cemetery management system and evaluating your existing data and maps.

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FEATURES:

- ✓ Showcase Property
- ✓ Build Contracts
- ✓ Establish Followup
- ✓ Feature Property Online (coming soon, late 2024)
- ✓ Role-Based Permission



Evolve your cemetery's
Sales Process



Find Property



Reserve Property



Write Contracts

PUBLIC SOFTWARE

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Connect with your
Families



Memorials



Burial Search



Events & Services



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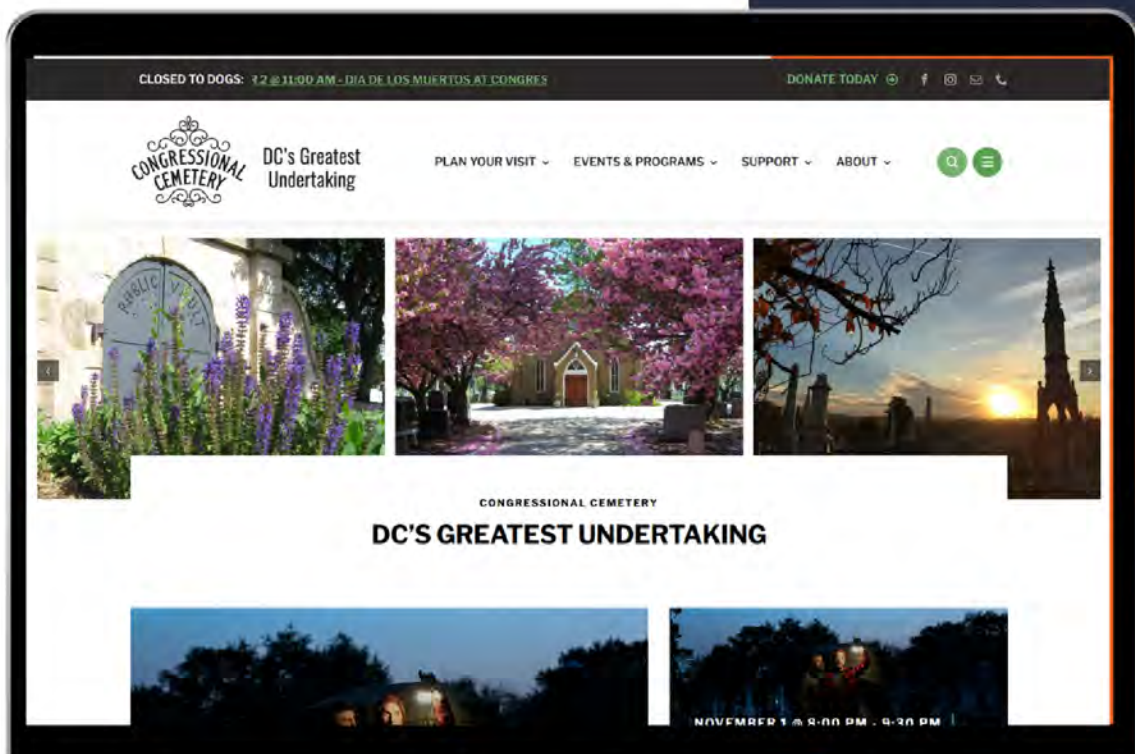


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On-Site Scanning and Record Transcription

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[Schedule Today!](#)



To: Fox Hall/Cemetery Board

From: Staff

Date: Feb. 20, 2026

Re: Fox Hall Rental Update

Facilities Coordinator Danny Summa provided the following information on Fox Hall rentals from November 2025 through May 2026:

Nov-Feb Rentals:

November- 15

December- 23

January- 10

February- 11

Mar-May Reservations:

March- 15

April- 12

May- 12

Financial: None at this time.

Recommendation: Receive and file



To: Fox Hall/Cemetery Board

From: Staff

Date: Feb. 20, 2026

Re: Fox Hall Rental Update

To date from October 2025 to current:

Graves Sold: 15

Burials: 10

Transfers: 0

Financial: None at this time.

Recommendation: Receive and file