

# Available In-Ground Lots in the Hillcrest Plot

The Woodlawn Cemetery is pleased to announce the opening of the Hillcrest Plot, located in the south-central part of the cemetery. Benchmark lots surrounding Hillcrest include the graves of Jazz Greats: Duke Ellington, Miles Davis and Lionel Hampton, Hall of Fame sports writer Grantland Rice, and Mayor Fiorello LaGuardia. The new area is the first large in-ground burial development in many years. For over sixty years, this seven-acre plot was used to compost leaves collected every fall.

In the fall of 2003, approximately one half of the plot was prepared, as unsightly scrub trees were cleared, some rock was removed, and the land was graded. In order to prevent erosion and ready the site for future interments, the area was hydro seeded to ensure that

grass would grow quickly. Pathways and additional flowering trees will be added in to allow visitors access and to beautify the site. The entire plot was designed to have a look compatible with the surrounding plots (Fir, Wild Rose, Alpine Hill, Oakwood and Columbine) while meeting the diversity of needs of the families we serve. When fully developed, Hillcrest Plot will have over 5,000 spaces in a range of sizes.

In November, approximately 1,000 burial spaces were opened for sale. Available lots to choose from include family estate lots, multi-space family lots, single grave (for 2) monument lots, and single grave (for 2) flush memorial lots. They vary in price depending on the area and number of spaces you choose.

This new development will provide quality options for in-ground burial to families for many years to come. For information on pricing, or to visit the site, contact one of our Family Service Counselors toll free at 1-877-4-Woodlawn (1-877-496-6352).



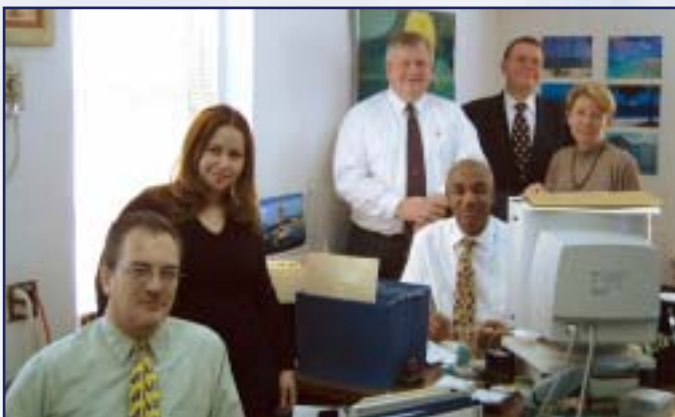
*The newly developed Hillcrest Plot before seeding*

## Meet Our Finance and Human Resources Team

One of the behind-the-scenes cornerstones of every company is the department handling financial and human resources matters.

At The Woodlawn Cemetery, human resources and payroll issues impacting the over 100 employees and some 70 retirees are the direct responsibility of Ed Markiewicz and Robert Fata. Among their tasks is ensuring an accurate weekly payroll for our employees, including our 24-hour daily security patrols.

Much of Ed's time is spent on the administration of Woodlawn's comprehensive benefits, providing our employees with health, prescription drug, disability and life insurance, 401(k) and retirement plans. His focus is to provide guidance to our employees and retirees, while minimizing the impact of



*Woodlawn's Human Resource and Finance Team, L to R: Robert Fata, Carmen Pagan, John Daley (seated), Richard Frye, Ed Markiewicz and Susan Wege. Susan is filling in for Judith Rigoglioso who is on maternity leave. We congratulate her on the birth of her twin sons John and Luke.*

the quickly rising costs of health and prescription drug coverage, and dealing with the effect of continuing mergers of insurance providers as the industry continues to consolidate.

Similar to the upward trend in health costs, there is constant monitoring of the Cemetery's liability and workers compensation insurance to minimize expenses. In coordination with Superintendent Donald Williams, we work to maintain a safe environment and safe work practices to not only ensure the health of our employees and visitors, but also to help minimize costly insurance claims.

The finance matters are the direct responsibility of a team comprised of Judith Rigoglioso, Robert Fata, Carmen Pagan, and John Daley. Their primary functions are to monitor the accurate and timely payment of expenses as well as the collection and banking of monies due to the Cemetery from interments, services, and the almost 750 time-purchase accounts.

The current priority of the finance team is the integration of various computer record keeping applications in order to achieve savings in administrative processing and provide for more efficient scheduling of grounds maintenance and repairs. Recent improvements have already cut by half the time needed to process new purchases at the Cemetery. The overall coordinator of the Finance and Human resources team is Chief Financial Officer Richard Frye, who recently joined Woodlawn with over 20 years of experience in private industry and financial consulting, including work with not-for-profit corporations.

As Woodlawn continues its tradition of providing superior care for its Lot Owners, our strong Financial and Human Resources team is key to monitoring the long-term financial strength of the Cemetery.