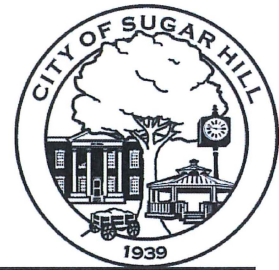


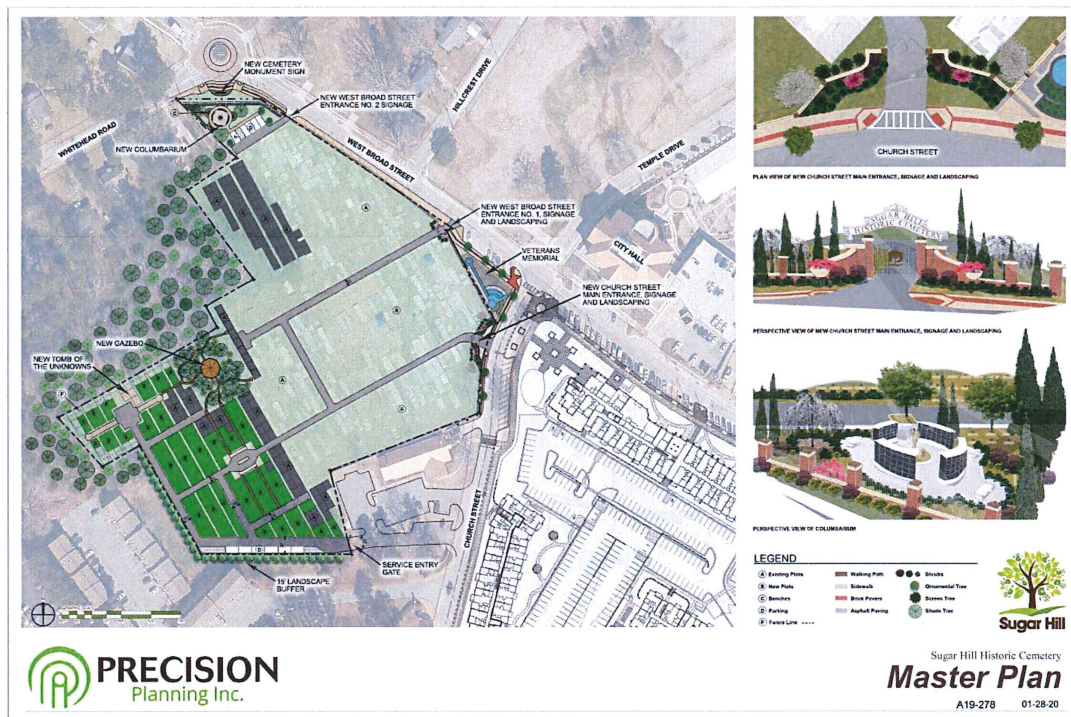
DATE: *February 24, 2021*
TO: Mayor and City Council
FROM: Tim Schick, Facilities Director
SUBJECT: Sugar Hill Cemetery - Space (lot) prices.



RECOMMENDED ACTION

Approve a rate increase for individual cemetery burial spaces from \$500 to \$750, and the buyer to assume any deed recording fees effective April 1, 2021.

The Historic Sugar Hill cemetery was turned over to the City in January of 2018, just after the Sugar Hill Church had performed some initial clearing activities to the rear of the property to expand available burial spaces. The Church had been making individual lot sales and burials in this section for some time. The City developed a cemetery Master Concept plan (below) which shows the future projected improvements, including the grading and development of the rear section, remodeling of the Church Street main entrance, installing a decorative metal fence to encompass the whole cemetery, a columbarium, signage at the Whitehead Road round-about, asphalt paved drives and additional parking.



Since the City has taken ownership, various activities have taken place: development of a Master Cemetery Concept Plan, landscaping improvements (maintenance), searches for unknown burials, hosting of multiple Great Days of Service volunteer events, coordinated activities with various groups (the

American Legion, Daughters of the American Revolution (DAR), the Sugar Hill Historic Preservation Society (SHHP) and the Boy Scouts of America). Currently the City is developing plans for the remodeling of the Church Street main entrance and the grading plans into this rear section, which includes the installation of infrastructure (roads, stormwater piping, walkways, fencing, parking...). The Church surveyed and designed this rear area for the development of future 'burial lots' (each 'Lot' consisting of 3 burial spaces), which the City is currently following with a few modifications. Due to the pending grading activities, the current lot sales have been limited to an area with no anticipated grading needed.

The recent jump in individual grave lot sales has prompted research into the current prices being charged by other surrounding cemeteries. The table below list the pricing of the surrounding cemeteries, both Memorial Park and traditional cemeteries.

SH Cemetery Sales	
YEAR	LOT SALES
2018	1
2019	5
2020	17
2021	11

<i>Memorial Park Cemeteries</i>	Location	Cost of individual burial space.
Broadlawn Memorial Park	Buford, GA	\$890 each. Discount if more than 1.
Hamilton Mill Memorial Park	Buford, GA	\$1,195.
Memorial Park South FH	Flowery Branch	\$1000 - \$3,000 / \$5,000 for family estate area.
Gwinnett Memorial Park	Lawrenceville, GA	\$1,495 - \$2,995 depending on location area.
White Chapel Memorial Gardens	Duluth, GA	\$1,495 - \$4,500.
E. Shadowlawn Memorial Park	Lawrenceville, GA	\$2,000 - \$3,500 depending on location area.
Sawnee View Memorial Gardens	Cumming, GA	\$2,100
Cemeteries	Location	Cost of individual burial space.
Sugar Hill Historic Cemetery	Sugar Hill, GA	\$500
Hillcrest Cemetery - City	Buford, GA	\$500 resident only
Auburn Cemetery	Auburn, GA	\$600 residents / \$1,200 non-resident
Liberty Hill, City of Acworth	Acworth, GA	\$1,000 resident / \$2,500 non-resident
Southview – City of Covington	Covington, GA	\$1,000 /includes perpetual care
City of Kennesaw	Kennesaw, GA	\$1,000 resident / \$1,500 non-resident
Woodbine-Jefferson Cemetery	Jefferson, GA	\$1,000 resident / \$2,000 non-resident
Alta Vista - City of Gainesville	Gainesville	\$1,200 - \$1,500 space
Greenlawn Cemetery	Roswell, GA	\$1,774 and up for lawn or garden space

Typically, Memorial Park cemeteries usually offer a more manicured landscaping, gardens, ornate marble statuary, water features/fountains, and private estates customized to the family's desires. In performing a price comparison, we looked at the more traditional cemeteries in the list.

The average cost of the 9 listed cemeteries for an individual burial space is \$952. The City of Sugar Hill and the City of Buford (Hillcrest) are the lowest at \$500 per individual space. The City has maintained the \$500 individual burial lot price being charged by the Church, but with planned improvements and future upkeep, staff is recommending that the individual burial lot fee be increased to \$750, and the buyer to continue to assume any associated recording fees at time of purchase.