

**GREEN BAY DIOCESE
CEMETERY CORPORATION**

FINANCIAL STATEMENTS

YEARS ENDED JUNE 30, 2021 AND 2020



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**GREEN BAY DIOCESE CEMETERY CORPORATION
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INDEPENDENT AUDITORS' REPORT

Board of Directors
Green Bay Diocese Cemetery Corporation
Green Bay, Wisconsin

We have audited the accompanying financial statements of Green Bay Diocese Cemetery Corporation (a Wisconsin corporation), which comprise the statements of financial position as of June 30, 2021 and 2020, and the related statements of activities and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Board of Directors
Green Bay Diocese Cemetery Corporation

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Green Bay Diocese Cemetery Corporation as of June 30, 2021 and 2020, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

CliftonLarsonAllen LLP

CliftonLarsonAllen LLP

Oshkosh, Wisconsin
October 5, 2021

GREEN BAY DIOCESE CEMETERY CORPORATION
STATEMENTS OF FINANCIAL POSITION
JUNE 30, 2021 AND 2020

	2021	2020
ASSETS		
Cash and Interest in Cash	\$ 273,811	\$ 417,352
Accounts Receivable, Net of Allowance for Doubtful Accounts of \$75,000	9,092	17,862
Prepaid Expenses	716	561
Inventories	1,318,121	1,118,832
Investments	5,182,233	4,103,310
Property and Equipment, Net	1,196,470	1,191,862
Total Assets	\$ 7,980,443	\$ 6,849,779
LIABILITIES AND NET ASSETS		
LIABILITIES		
Accounts Payable	\$ 413,666	\$ 128,210
Accrued Expenses	34,336	43,966
Deferred Revenue	1,899,869	1,830,718
Refundable Advance	-	101,120
Total Liabilities	2,347,871	2,104,014
NET ASSETS		
Without Donor Restrictions:		
Designated for the Perpetual Care of the Cemetery	3,616,836	3,567,851
Undesignated	2,015,736	1,177,914
Total Net Assets	5,632,572	4,745,765
Total Liabilities and Net Assets	\$ 7,980,443	\$ 6,849,779

See accompanying Notes to Financial Statements.

GREEN BAY DIOCESE CEMETERY CORPORATION
STATEMENT OF ACTIVITIES
YEAR ENDED JUNE 30, 2021

REVENUES AND SUPPORT

Sales	\$ 1,469,944
Cost of Sales	(461,374)
Gross Margin	<u>1,008,570</u>
Contributions	20
Contributions - Loan Forgiveness	101,120
Other	9,567
Total Revenues and Support	<u>1,119,277</u>

EXPENSES

Salaries and Wages	235,069
Personnel Benefits	101,747
Purchased Services	168,585
Facilities, Buildings, and Grounds	430,313
Office	47,691
Other	173
Total Expenses	<u>983,578</u>

Revenues and Support in Excess of Expenses	135,699
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OTHER CHANGES IN NET ASSETS

Investment Return	750,588
Gain on Disposal of Equipment	520
Total Other Changes in Net Assets	<u>751,108</u>

CHANGE IN NET ASSETS WITHOUT DONOR RESTRICTIONS

886,807

Net Assets - Beginning of Year	<u>4,745,765</u>
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NET ASSETS - END OF YEAR	<u><u>\$ 5,632,572</u></u>
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See accompanying Notes to Financial Statements.

GREEN BAY DIOCESE CEMETERY CORPORATION
STATEMENT OF ACTIVITIES
YEAR ENDED JUNE 30, 2020

	Without Donor Restrictions	With Donor Restrictions	Total
REVENUES AND SUPPORT			
Sales	\$ 1,305,551	\$ -	\$ 1,305,551
Cost of Sales	(413,121)	-	(413,121)
Gross Margin	892,430	-	892,430
Contributions	302	-	302
Other	7,785	-	7,785
Net Assets Released for Cemetery Upkeep	4,922	(4,922)	-
Total Revenues and Support	<u>905,439</u>	<u>(4,922)</u>	<u>900,517</u>
EXPENSES			
Salaries and Wages	274,255	-	274,255
Personnel Benefits	80,265	-	80,265
Purchased Services	132,933	-	132,933
Facilities, Buildings, and Grounds	391,320	-	391,320
Office	38,389	-	38,389
Other	35,218	-	35,218
Total Expenses	<u>952,380</u>	<u>-</u>	<u>952,380</u>
Expenses in Excess of Revenues and Support	(46,941)	(4,922)	(51,863)
OTHER CHANGES IN NET ASSETS			
Investment Return	31,611	-	31,611
Gain on Disposal of Equipment	4,426	-	4,426
Total Other Changes in Net Assets	<u>36,037</u>	<u>-</u>	<u>36,037</u>
CHANGE IN NET ASSETS	(10,904)	(4,922)	(15,826)
Net Assets - Beginning of Year	<u>4,756,669</u>	<u>4,922</u>	<u>4,761,591</u>
NET ASSETS - END OF YEAR	<u>\$ 4,745,765</u>	<u>\$ -</u>	<u>\$ 4,745,765</u>

See accompanying Notes to Financial Statements.

GREEN BAY DIOCESE CEMETERY CORPORATION
STATEMENTS OF CASH FLOWS
YEARS ENDED JUNE 30, 2021 AND 2020

	<u>2021</u>	<u>2020</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Cash Received from Contributors	\$ 20	\$ 101,422
Cash Received from Customers	1,557,432	1,400,929
Cash Paid to and On Behalf of Employees	(538,734)	(531,459)
Cash Paid to Suppliers	<u>(728,686)</u>	<u>(576,244)</u>
Net Cash Flows Provided by Operating Activities	290,032	394,648
 CASH FLOWS FROM INVESTING ACTIVITIES		
Cash Paid for Purchases of Property and Equipment	(105,758)	(145,418)
Proceeds from Sale of Equipment	520	10,000
Cash Paid for Purchases of Investments	(748,335)	(288,787)
Proceeds from Sale of Investments	<u>420,000</u>	<u>310,000</u>
Net Cash Flows Used by Investing Activities	<u>(433,573)</u>	<u>(114,205)</u>
 NET CHANGE IN CASH AND INTEREST IN CASH	(143,541)	280,443
 Cash and Interest in Cash - Beginning of Year	<u>417,352</u>	<u>136,909</u>
 CASH AND INTEREST IN CASH - END OF YEAR	<u><u>\$ 273,811</u></u>	<u><u>\$ 417,352</u></u>

See accompanying Notes to Financial Statements.

GREEN BAY DIOCESE CEMETERY CORPORATION
STATEMENTS OF CASH FLOWS (CONTINUED)
YEARS ENDED JUNE 30, 2021 AND 2020

	<u>2021</u>	<u>2020</u>
RECONCILIATION OF CHANGE IN NET ASSETS TO NET CASH FLOWS FROM OPERATING ACTIVITIES		
Change in Net Assets	\$ 886,807	\$ (15,826)
Adjustments to Reconcile Change in Net Assets to Net Cash Flows Provided by Operating Activities:		
Depreciation	101,150	90,229
Provision For Doubtful Accounts	-	35,000
Investment Return	(750,588)	(31,611)
Gain on Disposal of Equipment	(520)	(4,426)
(Increase) Decrease in Assets:		
Accounts Receivable	8,770	(926)
Prepaid Expenses	(155)	1,754
Inventories	(199,289)	74,300
Increase (Decrease) in Liabilities:		
Accounts Payable	285,456	80,785
Accrued Expenses	(9,630)	10,730
Deferred Revenue	69,151	53,519
Refundable Advance	(101,120)	101,120
	<u>\$ 290,032</u>	<u>\$ 394,648</u>
Net Cash Flows Provided by Operating Activities		
SUPPLEMENTAL DISCLOSURE OF NONCASH INVESTING AND FINANCING ACTIVITIES		
Interest and Dividends Reinvested Directly Back Into Investment Funds	<u>\$ 45,124</u>	<u>\$ 104,051</u>

See accompanying Notes to Financial Statements.

GREEN BAY DIOCESE CEMETERY CORPORATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2021 AND 2020

NOTE 1 PRINCIPAL ACTIVITY

Green Bay Diocese Cemetery Corporation (the Cemetery) is a nonprofit corporation organized under the laws of the state of Wisconsin for the purpose of receiving, providing, and maintaining placement facilities for the deceased parishioners of the Green Bay Diocese (the Diocese) and their families. The financial statements of the Cemetery include the accounts of Allouez Catholic Cemetery and Chapel Mausoleum which is located in Allouez, Wisconsin.

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Interest in Cash

The Cemetery participates in a pooled cash account with an interdiocesan entity. This account sweeps daily to a zero balance. The total of the pooled cash account, at times, may exceed federally insured limits. The Cemetery has not experienced any losses in such accounts and believes it is not exposed to any significant credit risk on cash.

Accounts Receivable

The majority of the Cemetery's accounts receivable are due from private parties within the Green Bay Diocese region. Accounts receivable are due within 30 days or according to separately stated terms and are stated as amounts due, net of allowance for doubtful accounts. The Cemetery provides an allowance for doubtful accounts equal to the estimated uncollectible amounts. The estimate is based on historical collection experience and a review of the current status of the accounts receivable. Interest on past due receivables is recorded in investment return. There was no interest recorded during the years ended June 30, 2021 and 2020.

Inventories

Inventories, which consist of urns, glass niches, mausoleum crypts, mausoleum niches, and ground crypts, are stated at cost of purchase or construction, with cost determined by specific identification.

Investments

Investments are generally recorded at fair value based upon quoted market prices, when available, or estimates of fair value. Investment return and unrealized gains or losses are included in the statements of activities as increases or decreases in net assets without donor restrictions unless the income or loss is restricted by donor or law.

GREEN BAY DIOCESE CEMETERY CORPORATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2021 AND 2020

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Property and Equipment

All acquisitions of property in excess of \$5,000 and equipment in excess of \$1,000 and all expenditures for improvements and betterments that materially prolong the useful lives of assets are capitalized. Maintenance, repairs, and minor improvements are expensed as incurred. When assets are retired or otherwise disposed of, their costs and related accumulated depreciation are removed from the accounts and resulting gains or losses are included in income.

Property and equipment are depreciated using the straight-line method over their estimated useful lives.

Land Improvements	10 to 50 Years
Buildings	10 to 40 Years
Furniture and Equipment	3 to 20 Years
Vehicles	5 Years

Impairment of Long-Lived Assets

The Cemetery reviews long-lived assets, including property and equipment, for impairment whenever events or changes in business circumstances indicate that the carrying amount of an asset may not be fully recoverable. An impairment loss would be recognized when the estimated future cash flows from the use of the asset are less than the carrying amount of that asset. To date, there have been no such losses.

Deferred Revenue

Revenues for internments, entombments, and inscriptions to be provided in future periods are recorded as deferred revenue when received and reflected as revenue in the year when goods or services are provided and the fees are earned.

Net Assets

Net assets, revenues, gains, and losses are classified based on the existence or absence of donor or grantor-imposed restrictions. Accordingly, net assets and changes therein are classified and reported as follows:

Net Assets Without Donor Restrictions

Net assets available for use in general operation and not subject to donor (or certain grantor) restrictions.

Net Assets With Donor Restrictions

Net assets subject to donor- (or certain grantor-) imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. Donor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both.

GREEN BAY DIOCESE CEMETERY CORPORATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2021 AND 2020

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Contribution Recognition

Contributions are recognized when cash, securities or other assets, an unconditional promise to give, or notification of a beneficial interest is received. Conditional promises to give are not recognized until the conditions on which they depend have been substantially met.

All donor-restricted contributions are reported as increases in net assets with donor restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as Net Assets Released for Cemetery Upkeep.

Donated services are recognized as contributions if the services (a) create or enhance nonfinancial assets or (b) require specialized skills, are performed by people with those skills, and would otherwise be purchased by the Cemetery. A substantial number of unpaid volunteers have made significant contributions of their time to the operations of the Cemetery. The value of this donated time and service is not recognized in the accompanying financial statements because they do not meet the criteria for recognition.

Revenue Recognition

Sales of cemetery spaces are recorded when sales are made. Sales of mausoleum crypts and niches are recognized only when all costs associated with a particular phase are known and the phase is completed. Sales of spaces in phases under development are deferred, along with related selling expenses, until completion. Unearned revenues for sales of cemetery spaces and mausoleum crypts and niches, which totaled \$1,899,869 and \$1,830,718 at June 30, 2021 and 2020, respectively, are reflected as deferred revenue on the statements of financial position.

Revenue from sales of cemetery spaces and mausoleum crypts and niches is recognized at a point in time and totaled \$1,469,944 and \$1,305,551 during the years ended June 30, 2021 and 2020, respectively.

GREEN BAY DIOCESE CEMETERY CORPORATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2021 AND 2020

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Refundable Advance

The Cemetery received proceeds in the amount of \$101,120 to fund payroll, rent, utilities, and interest on mortgages and existing debt through the Paycheck Protection Program (the PPP Loan) during the year ended June 30, 2020. The PPP Loan may be forgiven by the U.S. Small Business Administration (SBA) subject to certain performance barriers, as outlined in the loan agreement and the CARES Act.

The Cemetery has classified this loan as a PPP grant for accounting purposes. The Cemetery recognized contributions of \$101,120 related to this agreement during the year ended June 30, 2021, which represents the portion of the PPP Loan funds for which the performance barriers have been met. Management believes the Cemetery has satisfied the performance barriers attributable to the PPP Loan proceeds and, on April 28, 2021, the Cemetery received formal notification from the SBA that the full amount of the PPP Loan had been forgiven.

The SBA may review funding eligibility and usage of funds for compliance with program requirements based on dollar thresholds and other factors. The amount of liability, if any, from potential noncompliance cannot be determined with certainty; however, management is of the opinion that any review will not have a material adverse impact on the Cemetery's financial position.

Cost of Sales

The cost of mausoleum crypt space available for sale is recorded on the financial statements as inventory and expensed as a cost of sale as the individual crypts are sold. The inventoriable costs include the costs of the crypts and all common areas except the chapel and administrative offices.

The Cemetery carries inventory of ground space available for sale. The costs of ground space sold are expensed at cost as a cost of the sale. All cemetery ground space available prior to July 1, 1990 is not maintained in inventory because the amount is considered immaterial and undeterminable. Beginning July 1, 1990, development costs for the new sections of the cemetery are recorded and expensed as a cost of the sale upon the sale of the related ground space.

Advertising

Advertising costs, which are included in expenses, are expensed as incurred. Advertising expense was \$16,847 and \$17,387 for the years ended June 30, 2021 and 2020, respectively.

Tax-Exempt Status

The Cemetery received notification that they qualify as a tax-exempt organization under Section 501(c)(13) of the U.S. Internal Revenue Code and corresponding provisions of state law and accordingly, is not subject to federal or state income taxes. The Cemetery files tax returns in the U.S. federal jurisdiction and one state.

GREEN BAY DIOCESE CEMETERY CORPORATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2021 AND 2020

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Subsequent Events

In preparing these financial statements, the Cemetery has evaluated events and transactions for potential recognition or disclosure through October 5, 2021, the date the financial statements were available to be issued.

NOTE 3 LIQUIDITY AND AVAILABILITY

The Cemetery regularly monitors liquidity required to meet its operating needs, liabilities, and other obligations as they become due. Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the statement of financial position date, comprise the following at June 30:

	<u>2021</u>	<u>2020</u>
Cash and Interest in Cash	\$ 273,811	\$ 417,352
Accounts Receivable	9,092	17,862
Investments	<u>5,182,233</u>	<u>4,103,310</u>
Subtotal	5,465,136	4,538,524
Less: Net Assets Designated for the Perpetual Care of the Cemetery	<u>(3,616,836)</u>	<u>(3,567,851)</u>
Total Financial Assets Available for General Expenditure	<u>\$ 1,848,300</u>	<u>\$ 970,673</u>

Although management does not intend to utilize the amounts designated for the perpetual care of the Cemetery for general expenditures, these amounts could be made available if necessary.

The Cemetery also maintains a \$300,000 line of credit, which could be drawn upon in the event of an anticipated liquidity need.

GREEN BAY DIOCESE CEMETERY CORPORATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2021 AND 2020

NOTE 4 INVESTMENTS

Investments are held by St. Francis Xavier Investment Corp. (St. Francis Xavier Corp.), an interdiocesan entity. St. Francis Xavier Corp. has grouped their investments and created a unitized fixed income fund, equity fund, and money market fund. The Cemetery owns units in the fixed income, equity, and money market funds.

Investments are carried at fair value and consisted of the following at June 30:

	Fair Value		Redemption Frequency	Termination Notice Period
	2021	2020		
St. Francis Xavier Corp.				
Fixed Income Fund	\$ 1,858,405	\$ 1,007,438	Daily	30 Days
Equity Fund	1,901,834	2,354,037	Daily	30 Days
Money Market Fund	1,421,994	741,835	Daily	30 Days
Total	<u>\$ 5,182,233</u>	<u>\$ 4,103,310</u>		

The money market fund is intended to be utilized by intermediate and short-term money.

The fixed income fund is intended to be utilized by intermediate and long-term money. The target allocation of the fixed income fund is:

Intermediate Fixed Income	95%
Cash	5
Total	<u>100%</u>

The equity fund is intended to be utilized by long-term money. The participant is not allowed to invest more than 70% of their funds in the equity fund. The target allocation of the equity fund is:

Small-Cap Domestic Stocks	20%
Mid-Cap Domestic Stocks	20
Large-Cap Domestic Stocks	40
International Stocks	17
Cash and Cash Equivalents	3
Total	<u>100%</u>

As defined by current authoritative guidance, fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. In determining fair value, the Cemetery uses various valuation methods including the market, income, and cost approaches. The assumptions used in the application of these valuation methods are developed from the perspective of market participants pricing the asset or liability. Inputs used in the valuation methods can be either readily observable, market corroborated, or generally unobservable inputs. Whenever possible, the Cemetery attempts to utilize valuation methods that maximize the use of observable inputs and minimize the use of unobservable inputs.

GREEN BAY DIOCESE CEMETERY CORPORATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2021 AND 2020

NOTE 4 INVESTMENTS (CONTINUED)

The fair value hierarchy ranks the quality and reliability of the information used to determine the fair values. Assets and liabilities measured, reported, and/or disclosed at fair value will be classified and disclosed in one of the following three categories:

Level 1 – Quoted market prices in active markets for identical assets or liabilities.

Level 2 – Observable market based inputs or unobservable inputs that are corroborated by market data.

Level 3 – Unobservable inputs that are not corroborated by market data.

The table below presents the balances of assets measured at fair value on a recurring basis:

	June 30, 2021			
	Level 1	Level 2	Level 3	Total
St. Francis Xavier Corp.				
Fixed Income Fund	\$ -	\$ 1,858,405	\$ -	\$ 1,858,405
Equity Fund	-	1,901,834	-	1,901,834
Money Market Fund	-	1,421,994	-	1,421,994
Total Investments	<u>\$ -</u>	<u>\$ 5,182,233</u>	<u>\$ -</u>	<u>\$ 5,182,233</u>

	June 30, 2020			
	Level 1	Level 2	Level 3	Total
St. Francis Xavier Corp.				
Fixed Income Fund	\$ -	\$ 1,007,438	\$ -	\$ 1,007,438
Equity Fund	-	2,354,037	-	2,354,037
Money Market Fund	-	741,835	-	741,835
Total Investments	<u>\$ -</u>	<u>\$ 4,103,310</u>	<u>\$ -</u>	<u>\$ 4,103,310</u>

The fair value of the investment in the fixed income fund, the equity fund, and the money market fund has been estimated using the net asset value per share of the fund as determined by the fund administrator. The funds are valued on a daily basis.

Investment return in the statements of activities for the years ended June 30 consisted of the following:

	2021	2020
Interest and Dividends on Investments	\$ 45,124	\$ 104,051
Realized and Unrealized Gains (Losses) on Investments	705,464	(72,440)
Total Investment Return	<u>\$ 750,588</u>	<u>\$ 31,611</u>

GREEN BAY DIOCESE CEMETERY CORPORATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2021 AND 2020

NOTE 5 INVENTORIES

Inventories consisted of the following at June 30:

	<u>2021</u>	<u>2020</u>
Burial Spaces	\$ 1,287,235	\$ 1,086,398
Supplies	30,886	32,434
Total Inventories	<u>\$ 1,318,121</u>	<u>\$ 1,118,832</u>

NOTE 6 PROPERTY AND EQUIPMENT

Property and equipment consisted of the following at June 30:

	<u>2021</u>	<u>2020</u>
Land and Improvements	\$ 527,558	\$ 428,966
Buildings	1,111,977	1,308,037
Furniture and Equipment	497,709	566,977
Vehicles	37,597	37,597
Total - At Cost	<u>2,174,841</u>	<u>2,341,577</u>
Less: Accumulated Depreciation	<u>(978,371)</u>	<u>(1,149,715)</u>
Net Property and Equipment	<u>\$ 1,196,470</u>	<u>\$ 1,191,862</u>

Depreciation expense of \$101,150 and \$90,229 was recorded for the years ended June 30, 2021 and 2020, respectively.

NOTE 7 PERPETUAL CARE FUNDS

The Cemetery's policy is to collect and account for the following fees as perpetual care funds:

Cemetery Lots – 25% of the gross sales price of each lot sold. This policy exceeds state law.

Mausoleum Crypts and Niches – 25% of the gross sales price of each space sold until the fund equals 25% of the cost of constructing the mausoleum. This policy is consistent with state law.

The fees collected are maintained in perpetuity in accordance with state law. The investment income (including interest and dividends, unrealized gains/losses, and realized gains/losses on sales of investments) is undesignated and can be used for the maintenance of the cemetery grounds and mausoleums.

GREEN BAY DIOCESE CEMETERY CORPORATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2021 AND 2020

NOTE 8 LINE-OF-CREDIT

The Cemetery has a line of credit financing agreement with a bank in the amount of \$300,000 with interest payable at the monthly LIBOR rate plus 1.75% with a floor of 2.25% (effectively 2.25% at June 30, 2021). The line of credit is unsecured and expires December 31, 2022.

There were no amounts drawn on the line of credit and no interest expense during the years ended June 30, 2021 and 2020.

NOTE 9 DEFERRED REVENUE

Deferred revenue consisted of the following as of June 30:

	<u>2021</u>	<u>2020</u>
Prepaid Entombments	\$ 1,056,135	\$ 1,032,768
Prepaid Internments	403,291	357,789
Prepaid Inscriptions	420,527	417,146
Defaulted Sales Deposits	15,031	18,130
Deferred Interest	4,885	4,885
Total Deferred Revenue	<u>\$ 1,899,869</u>	<u>\$ 1,830,718</u>

NOTE 10 FUNCTIONAL CLASSIFICATION OF EXPENSES

The financial statements report certain categories of expenses that are attributed to more than one program or supporting function. Therefore, expenses require allocation on a reasonable basis that is consistently applied. The expenses that are allocated include facilities, buildings, and grounds, which is allocated on a square footage basis, while the remaining natural expense categories are allocated on the basis of estimates of time and effort.

GREEN BAY DIOCESE CEMETERY CORPORATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2021 AND 2020

NOTE 10 FUNCTIONAL CLASSIFICATION OF EXPENSES (CONTINUED)

Expenses by function for the years ended June 30 are as follows:

	2021		
	Program Services	Management and General	Total
Salaries and Wages	\$ 359,093	\$ 7,512	\$ 366,605
Personnel Benefits	160,582	2,076	162,658
Purchased Services	136,137	32,448	168,585
Maintenance	250,487	-	250,487
Depreciation	101,150	-	101,150
Other Facilities, Buildings, and Grounds	112,841	-	112,841
Office	13,526	-	13,526
Other	173	-	173
Cost of Sales	268,927	-	268,927
Total Expenses by Function	<u>1,402,916</u>	<u>42,036</u>	<u>1,444,952</u>
Less: Expenses Included with Revenues on the Statements of Activities:			
Cost of Sales	<u>(461,374)</u>	<u>-</u>	<u>(461,374)</u>
Total Expenses Included in the Expenses Section on the Statements of Activities	<u>\$ 941,542</u>	<u>\$ 42,036</u>	<u>\$ 983,578</u>
	<u>\$ 941,542</u>	<u>\$ 42,036</u>	<u>\$ 983,578</u>

	2020		
	Program Services	Management and General	Total
Salaries and Wages	\$ 399,064	\$ 7,530	\$ 406,594
Personnel Benefits	133,337	2,003	135,340
Purchased Services	99,768	33,165	132,933
Maintenance	215,590	-	215,590
Depreciation	90,229	-	90,229
Other Facilities, Buildings, and Grounds	111,917	-	111,917
Office	11,973	-	11,973
Other	35,218	-	35,218
Cost of Sales	225,707	-	225,707
Total Expenses by Function	<u>1,322,803</u>	<u>42,698</u>	<u>1,365,501</u>
Less: Expenses Included with Revenues on the Statements of Activities:			
Cost of Sales	<u>(413,121)</u>	<u>-</u>	<u>(413,121)</u>
Total Expenses Included in the Expenses Section on the Statements of Activities	<u>\$ 909,682</u>	<u>\$ 42,698</u>	<u>\$ 952,380</u>
	<u>\$ 909,682</u>	<u>\$ 42,698</u>	<u>\$ 952,380</u>

GREEN BAY DIOCESE CEMETERY CORPORATION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2021 AND 2020

NOTE 11 RETIREMENT PLAN

The Cemetery participates in the Catholic Diocese of Green Bay Employees' Retirement Plan. The defined contribution retirement plan covers most lay employees. The vesting period of the plan is six months. Contributions are 9% of an employee's wages and are made each pay period. Retirement expense was \$29,223 and \$32,461 for the years ended June 30, 2021 and 2020, respectively.

NOTE 12 INTERDIOCESAN TRANSACTIONS

The Cemetery was a party to various transactions with other diocesan corporations during the years ended June 30, 2021 and 2020. Total expenses paid to other diocesan corporations were \$176,137 and \$187,902 for the years ended June 30, 2021 and 2020, respectively, and related to administrative and support services.