

Management of cemeteries and burial grounds

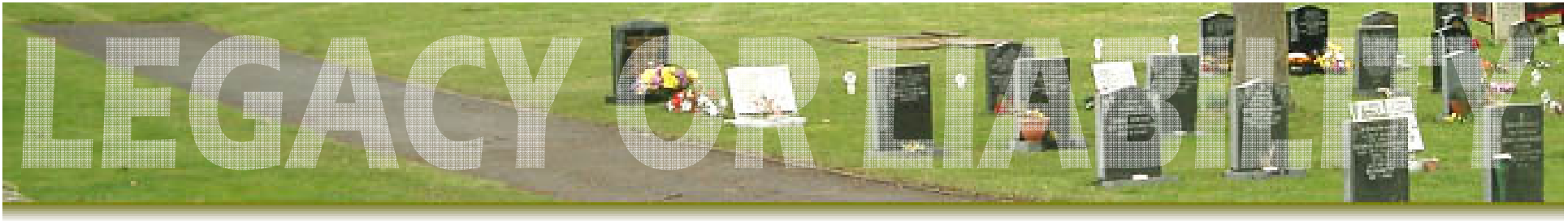
Justin Smith
Director, Cemetery Development Services Ltd



Justin Smith Managing Director



Cemetery Development Services Ltd
The UK's Largest Cemetery Design and Management
Company



- **CDSL the U'Ks largest cemetery design and management company**
 - Environment Agency feasibility studies
 - Cemetery designs
 - Planning applications
 - Cemetery mapping

A photograph of a cemetery landscape. In the background, there is a large, light-colored brick building. The foreground and middle ground feature several wooden benches with dark metal frames. There are also several flower beds with colorful flowers, including red, white, and purple. The ground is covered with light-colored gravel or sand. The overall scene is peaceful and well-maintained.

CEMETERY DESIGN

Legacy or Liability



Legacy



Liability





Victorian



Edwardian



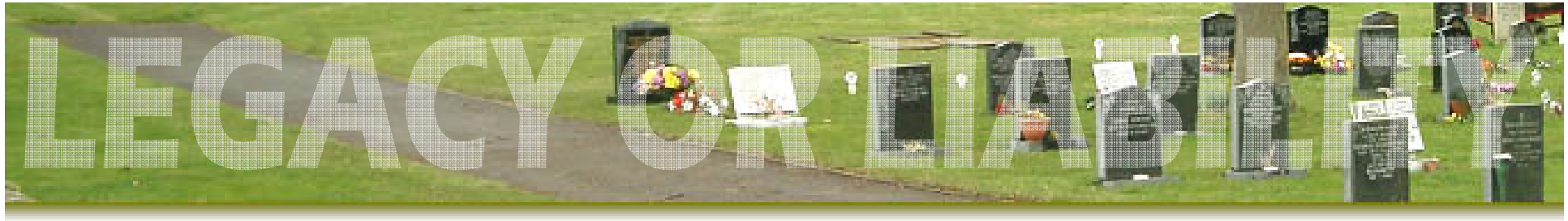
Art Deco



1960's



2000's



**Victorian Cemeteries were designed
and operated in times of prosperity...**

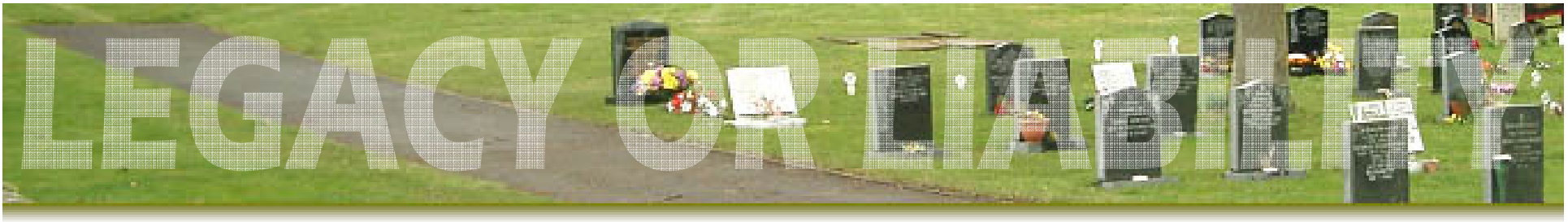
**now have to be maintained in times of
austerity**





This has happened in less than 150 years and in some cases even less





Mother nature has reclaimed the dead and the cemeteries as well!





This is not just a Victorian problem





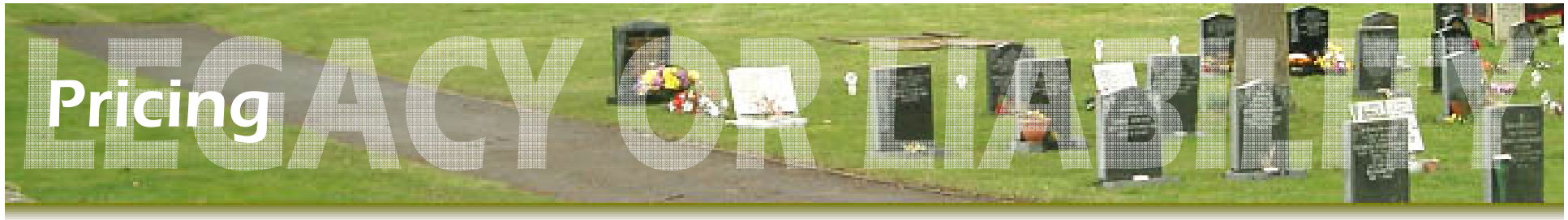
Why is this happening?

- **Poor planning co-ordination**
- **Poor original design**
- **Poor control of memorialisation**
- **Lack of good legal direction (MoJ/Home Office)**
- **Public Education (Taboo and Symbolism)**
- **Underpricing!**
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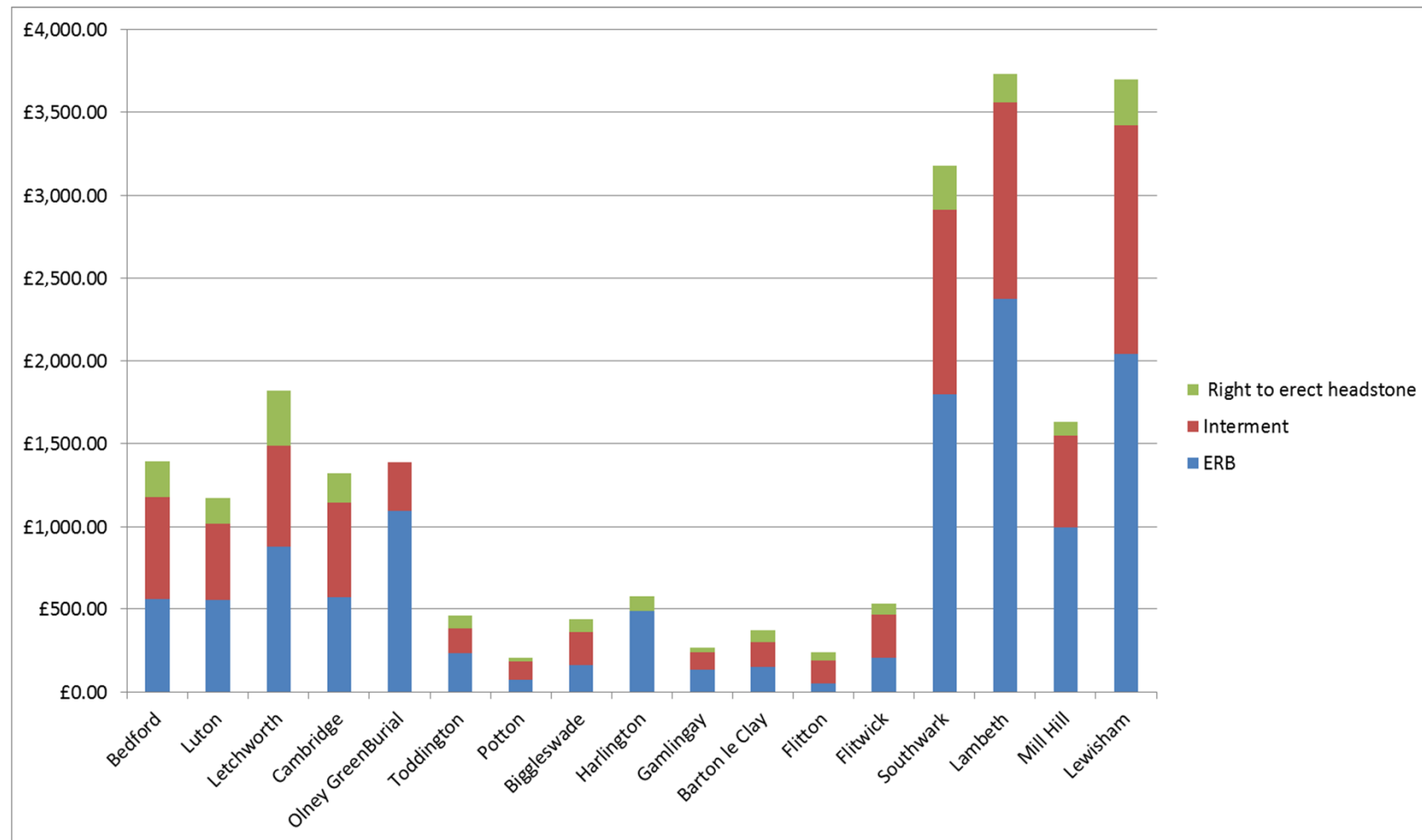
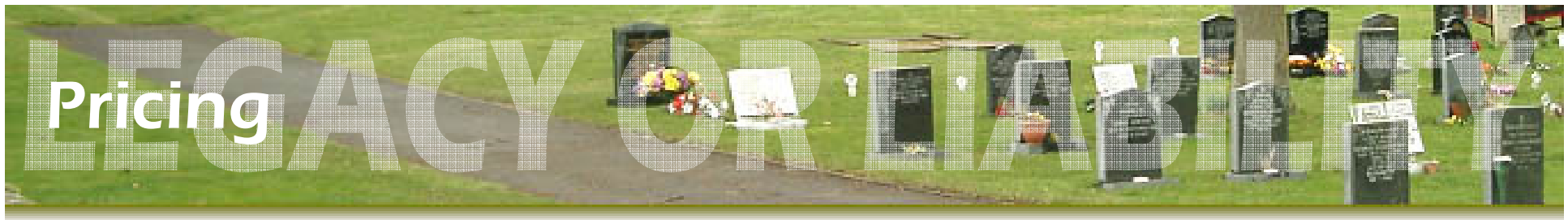
- **Charge realistic prices**

**(average cost to maintain a plot over a 75
year exclusive right = £1,500 - £2,000)**



£51 per plot!!?

- 8 Packets of cigarettes**
- 3 months car tax**
- Dinner out for two?**





Pricing

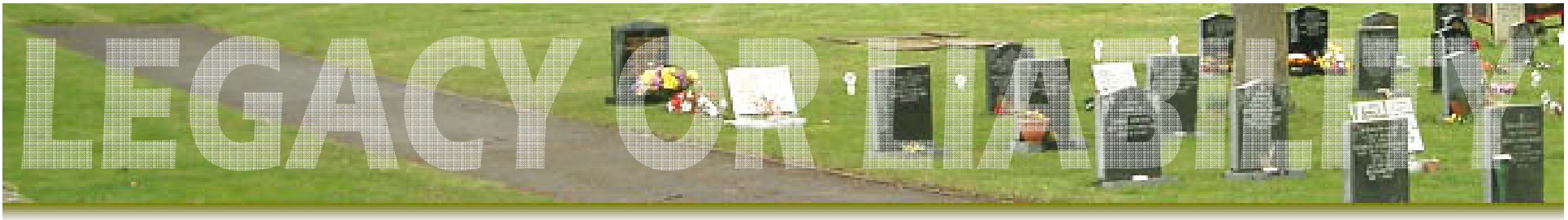
Private Garden Kemnal
Memorial Park Sidcup, Kent





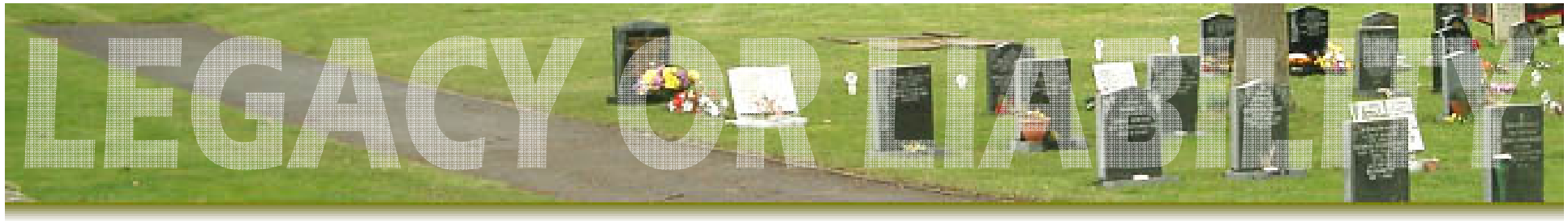
£43,000.00 EACH!

***6 sold within 18
months!***

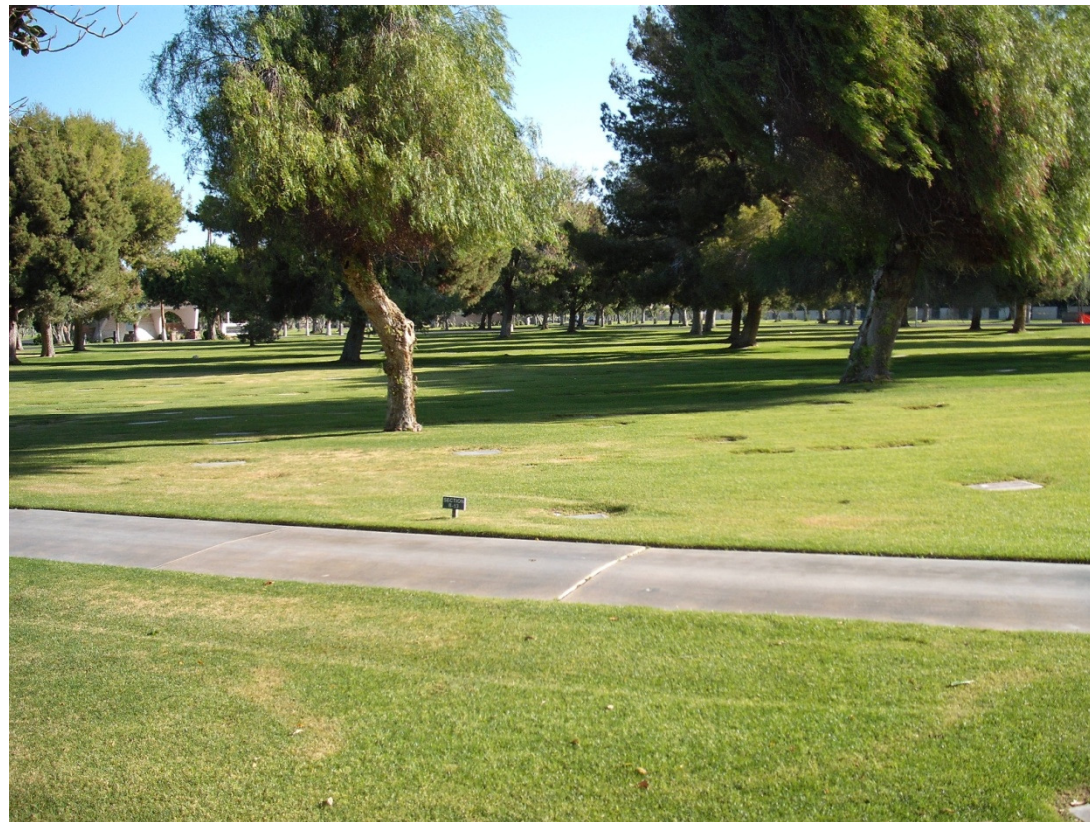


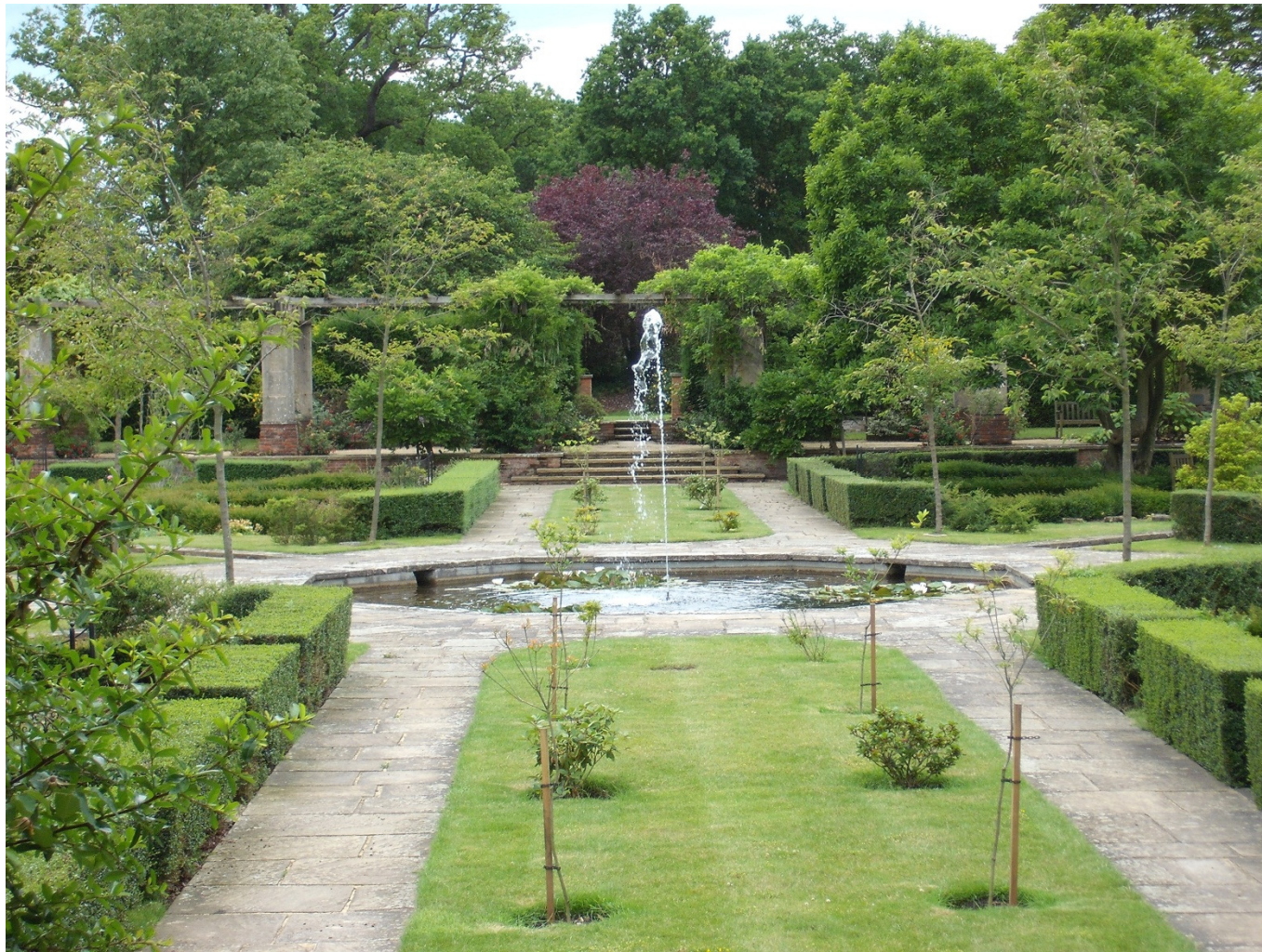
There's no excuse for not leaving the next generation a legacy - it can be done!





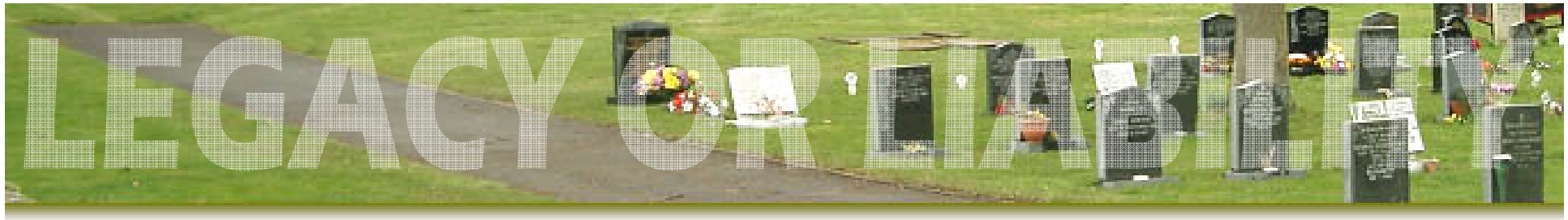
85 year old cemetery in Palm Springs,

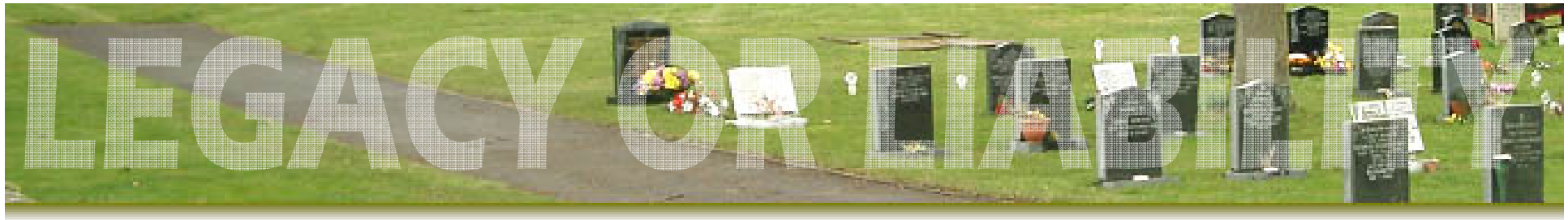






Cemetery
Development
Services







Summary

- **Do not look over the hedge for pricing, they're wrong too!**
- **Assess the real cost of burial against maintenance and management**
 - Short, medium, long term
- **Burial or cremation and memorialisation is a preferential choice if one isn't subsidised why should the other be?**
- **Ash to cash earth to dearth (Dignity is a FTSE 250 constituent company!)**

Questions?