
GLENWOOD CEMETERY, INC.

To: Board of Directors
From: Richard Ambrus
Subject: Glenwood Brochures
Date: March 22, 2005

Enclosed for your review and comment is a draft of a new Glenwood brochure that provides information on the organization and management of Glenwood Cemetery, services that are offered, and prices. The draft is incomplete, but we would appreciate your comments on the concept.

Also enclosed are copies of the two brochures that were distributed to you last month, one on gravesites of historic figures and one on the Foundation.

Two other brochures are being prepared. One will feature Glenwood's statuary and monuments, and the other will be devoted to Glenwood's horticultural collection.

RAA

RAA/mwp
Enclosures

Glenwood Cemetery Historic Preservation Foundation

The Glenwood Cemetery Historic Preservation Foundation is a 501(c)(3) non-profit organization with a volunteer Board of Directors consisting of:

F. Carrington Weems, Chairman and President
Paul G. Bell, Vice Chairman
Richard A. Ambrus, Vice President and Treasurer
Carl W. Schumacher, Jr., Secretary
Catherine Cage Bruns
Robert L. Dabney
Susan C. Garwood
William R. Lummis
Francita Koelsch Ulmer
Carolyn H. Wallace
Mary Ann Weems
Nina P. Wickman
Wallace S. Wilson

Funds for the day-to-day operation and maintenance of Glenwood Cemetery come from lot sale revenues and fees. The Glenwood Cemetery Historic Preservation Foundation (GCHPF) was established in 1999 to raise funds for projects necessary for the protection and preservation of Glenwood Cemetery but beyond the scope of funds available for routine maintenance and operation.

Projects for which GCHPF has raised and expended funds include repair of a major infrastructure failure, the archiving and rebinding of original cemetery records dating back to 1871, ongoing restoration of historic gravesites including recovery and restoration of buried markers, and ongoing landscaping and tree maintenance.

GCHPF is currently working to raise funds for the following projects:

- Control of erosion that has claimed valuable land and threatens historic gravesites;
- Master Plan to optimize development of scarce land resources;
- Stabilization and restoration of priceless monuments and statuary, many of which are over 100 years old;
- Maintenance of Glenwood's magnificent trees and landscaping; and
- Publication of Glenwood's history.

Contributions to GCHPF are tax deductible to the extent provided by law. More information on the work of the Glenwood Cemetery Historic Preservation Foundation, contact Martha Peterson, Projects Coordinator, at the Glenwood office, 713-864-7886.

[Reserved for map showing Sections]

DRAFT Glenwood Cemetery



2525 Washington Avenue

Houston, Texas 77007

713-864-7886

713-864-6429 (fax)

glenwoodcemetery@sbcglobal.net

Glenwood was established in 1871 and has operated continuously since that date. In 1999, through a merger with Concerned Citizens for Washington Cemetery Care, Glenwood assumed permanent responsibility for the operation and maintenance of adjacent Washington Cemetery (established in 1887). Together the cemeteries comprise approximately 84 acres.

Glenwood is operated by Glenwood Cemetery, Inc., a 501(c)(13) non-profit cemetery company. Revenue from lot sales and service fees pays for normal maintenance of the cemetery. In 1999, the Glenwood Cemetery Historic Preservation Foundation, a 501(c)(3) non-profit organization, was established to raise funds for projects necessary for the protection and preservation of Glenwood Cemetery, but outside the scope of normal operations.

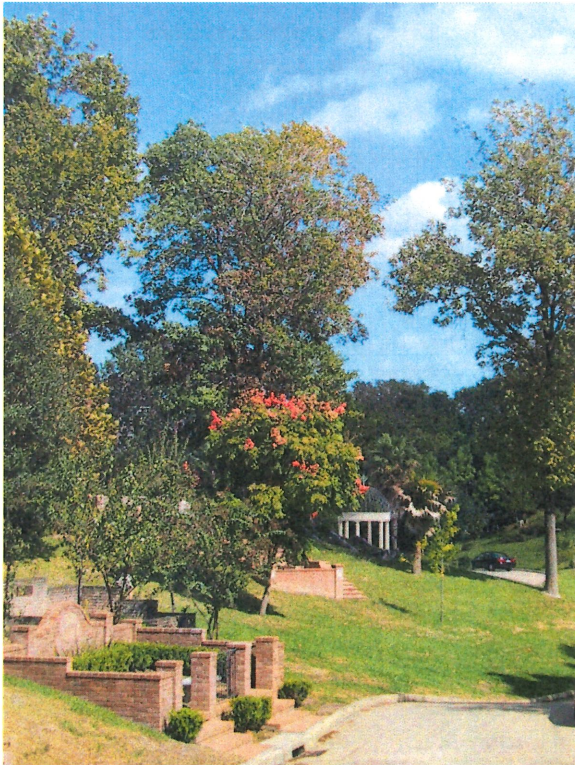
Glenwood Cemetery, Inc.

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F. Carrington Weems, Chairman and President
Wallace S. Wilson, Vice President and Treasurer
Carl W. Schumacher, Jr., Secretary
Paul G. Bell
William T. Carter, IV
William P. Conner
Robert L. Dabney
Susan C. Garwood
Raymond M. Hill
Roy M. Huffington
William R. Lummis
Edward K. Neuhaus

Richard A. Ambrus, Vice President and General Manager, directs day-to-day operation of Glenwood and supervises the paid staff.

Legal Advisors: Fullbright & Jaworski L.L.P.
Investment Advisors: Northern Trust Corporation
Independent Auditors: Fitts Roberts & Co., P.C.



**[Reserved for
audited condensed
financial statement]**

Lot Prices and Availability

Lots are available for sale in both Glenwood Cemetery and Washington Cemetery. The prices below include purchase of a Deed of Perpetuity that will provide for maintenance of the lot, free of additional assessments.

Prices for a single space range from \$3,500 to \$8,250. A single space can accommodate one traditional burial plus two cremated remains, or three cremated remains if there is no traditional burial. Sites are available ranging in size from a single space up to a family estate.

Burial Services

Glenwood does not offer funeral or cremation services, and there is no chapel or other indoor facility available. Persons seeking such services should contact a funeral home or mortuary.

Fees for a traditional burial, including tent and chairs, range from \$950 on weekdays before 3:00 p.m. to \$1,850 for weekends and holidays.

Fees for burial of cremains with tent and chairs range from \$650 to \$950. The fees for burial of cremains without tent and chairs range from \$450 to \$750.



Lot Improvements and Landscaping

Glenwood can provide lot owners with design and construction services for copings, benches, irrigation and other lot improvements.

Landscape design service, plant materials and installation are also available by contacting the Glenwood office.



Special Care

Although the Deed of Perpetuity that is included in each lot purchase at Glenwood provides for a high standard of maintenance, some lot owners choose to pay an annual assessment for Special Care. Fees for Special Care are based on the size of the lot. The benefits of Special Care are:

- Weekly mowing and trimming of grass during the growing season and as needed during the winter;
- Weeding, trimming and care of shrubs and/or flowerbeds as needed;
- Replacement of grass as needed;
- Watering and fertilization on a regular schedule;
- Cleaning of copings and monuments once each year.

Seasonal plantings and any of the services listed above may be requested from time to time by any lot owner, whether or not they have Special Care, and the work will be billed as it is completed.

The benefits of Special Care may be obtained without the payment of an annual assessment by choosing Advanced Special Care. A lot owner desiring Advanced Special Care pays a specific sum, based on the size of the lot, into a trust, the income from which provides for the perpetual special care of the lot and for the general upkeep and beautification of the cemetery.

