

Agenda Summary
July 30, 2025

Agenda Item No. A-2
Cemetery Management Software

Summary: FY26 Capital Funding was approved for \$30,000.00 for the purchase and implementation of cemetery management software for Riverbank Cemetery.

Parks and Recreation staff, Town Clerks staff, and Cemetery Commission members explored and met with numerous vendors, and they are recommending approving the enclosed proposal from Lazarus/Cemify. This vendor was selected for three key reasons: 1. They provide all record transcription and cemetery mapping where with some other vendors, data migration is the client's responsibility. 2. They do not require the client to utilize a separate payment processing vendor, allowing the Town to continue the current process which was indicated by Finance as necessary. 3. The quoted price for purchase and implementation is within budget and the annual fee of \$1,099.00 was low compared to \$5000.00+ with other vendors.

Lazarus Cemetery Mapping Inc. works alongside Cemify Software, where Lazarus conducts all of the scanning of records, gathering of grave data, and creating of the digital map and database. Cemify provides the software platform.

The software also provides Memorial Photography which features a photo of every memorial in the cemetery and attaches it to a burial profile which will be viewable on a dedicated public website for Riverbank Cemetery.

The software includes Digital Mapping, Burial and Ownership Records, Public Cemetery Website, Sales and Templates, Work Orders, Reporting, and Data Security. The software will vastly improve data security, accuracy of records, mapping, staff efficiency, and enhanced service to the public.

If approved implementation is estimated to be completed in 3-6 months. All data is automatically backed up either Monthly or Weekly (per client's selection) and backups can be done manually at any time. The Town owns all data and could choose not to renew at any time without risk of losing any data.

Town Plan & Policy Impact: Fulfills the Town Plan Cemetery Task, *Prepare and maintain a plot map for the Riverbank Cemetery.*

Fiscal Impact: \$30,000.00 capital project approved. Total cost for proposal is \$27,350.00. Annual fee of \$1,099.00 due after implementation completion and thereafter due annually.

Recommendation: Move to approve the enclosed proposal for Lazarus/Cemify Cemetery Management Software.



Lazarus
Bringing your cemetery back to life.

Riverbank Cemetery Software Implementation Proposal

Prepared for:

Matthew Frazee - Parks & Recreation Director
Stowe, VT

Created by:

Eli Lubbehusen
Lazarus Cemetery Mapping Inc

Introduction

Matthew,

We are grateful to be able to present the following proposal of cemetery software implementation for the Riverbank Cemetery. Over the last 5 years, we have been fortunate enough to provide our implementation services to over 100 cemeteries, resulting in glowing reviews and customer satisfaction.

Lazarus Cemetery Mapping Inc works alongside Cemify Software. Cemify is a family owned and operated cemetery software company that has over 400 current users! We have worked alongside Cemify to implement their software for all of the clients in Lazarus' company history. Lazarus travels to the cemetery, scans the client's records on-site, gathers on-site grave data, and uses Cemify software to create a digital map/database. Cemify provides the software platform.

The following proposal includes:

- An introduction to our company
- An overview of our implementation process and the features of Cemify
- Client testimonials
- A custom quote for our services
- Lazarus Service Agreement should you move forward

Thank you for your time and consideration, we truly feel you are in great hands with Lazarus Cemetery Mapping.

Eli Lubbehusen

Owner, Lazarus Cemetery Mapping Inc

About Lazarus Cemetery Mapping

Lazarus is a full-service cemetery mapping company based out of Southern Indiana. We started in 2019 to help cemeteries with limited resources and financial capabilities to migrate over to the digital world. Lazarus does the leg work that cemeteries do not have the resources to complete in order to move to a digital platform. For example, scanning and transcribing all of the paper records so they are compatible with cemetery software. Since our inception, we have successfully worked with over 100 cemeteries across the United States that are now using Cemify Software, our direct cemetery software partner and provider.

About Cemify

Cemify is a small, family owned and operated cemetery management software company. Their founders, husband and wife Jason & Amber Habing, have extensive experience in the digital world. Jason having worked at Twitter, with over 10 years of experience in technology startups. Amber, having worked on an operations team at Google Maps, also with 10 years of experience in internet technology. They started in 2018 to create a more intuitive software system for cemetery managers. Since then, they have successfully been hosting over 400 cemeteries on Cemify all over the United States. They have established themselves as the most user friendly cemetery software available today.

Services Overview

Our processes consist of doing all of the work from start to finish. We travel to you, scan your records on-site, walk the cemetery grounds to document exact burial locations as well as who is buried there, fly a 4k cinematic drone to capture a crisp satellite image of your cemetery, transcribe the scanned records, and create a digital cemetery map and database. All of our on-site work allows us to find and fix any discrepancies and map with incredible accuracy.

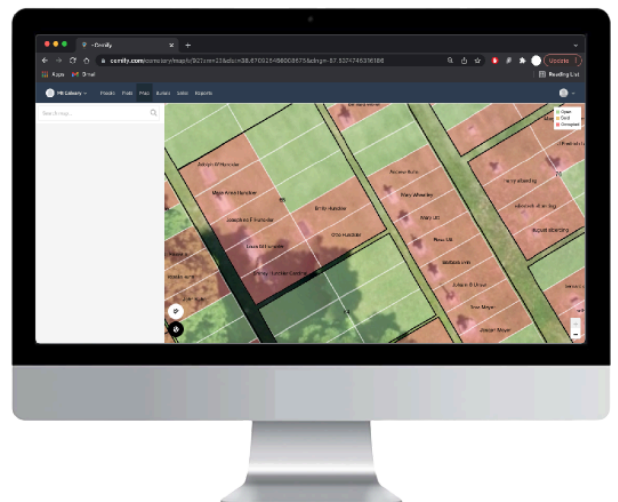
Record Transcription

Traveling to the cemetery, we scan all relevant paper records so they never leave your sight. After they are scanned, we transcribe them into a digital format, and attach the scanned file to the new digital entry. This ensures they are now preserved for the future.



Cemetery Mapping

Since we are on-site to scan, we will also walk your entire cemetery documenting all of the headstone information. This allows us to compare what we see on the ground, with what your records show. Using this information, we are able to map with incredible accuracy. Our cemetery maps show smooth color coded plots, displaying open, sold, and occupied spaces.



Memorial Photography

We offer a memorial photography service where we will capture a photo of every memorial in the cemetery and attach it to each burial profile. This allows both the admin, and the public to be able to view the gravesite without having to go out into the cemetery. This is perfect for genealogy, looking for loved ones, or even work orders for the staff.

Josephine Brown

Addition Old / Lot 203 / Plot B
1898 - 1964

Photos



Drone Services

Using a 4k, cinematic quality drone, we are able to take still shots of your cemetery, church, municipal building, cemetery office, and more! We can also create cinematic flyovers of properties as well. These look great on websites, bulletins, and more.



Cemify Software Features

Digital Mapping

- Host an interactive digital cemetery map
- Utilize drone or satellite imagery for base map
- Add vertical mausoleum mapping
- Include reference objects like buildings and roads
- Customize plot statuses and colors
- Access map on mobile web browser
- Search map by plot, burial & owner
- Generate printer friendly maps
- Add burials and owners directly from map view
- Bulk edit plots

Public Cemetery Website

- Host a public cemetery website
- Share gravesite locations and plot availability on an interactive map
- Share key cemetery documents and photos

Work Orders

- Generate work orders
- Include digital map with work order
- Attach documents and photos to work orders
- Categorize work with work order types
- Send work orders via email
- Add watchers for email notifications
- Track work status

Burial and Ownership Records

- Customize burial, plot, and owner information
- Track current and previous plot owners
- Attach multiple burial records and owners to a single plot
- Attach documents and photos to records
- Search your full cemetery across all fields
- Track system activity and changes
- Add notes to plots, burials, and sales
- Export records to Excel/CSV

Sales & Templates

- Track Purchases, line items, and payments
- Generate payment financing schedules
- Create deeds, purchase agreements, and invoices
- Print or download deeds to PDF
- Attach final contract scans and deeds
- Set email reminders

Reporting

- Canned sales, burials and plot inventory reports
- Filter by all fields for custom reports
- Export to CSV

Data Security

- User based roles and permissions
- Automated data backups
- HTTPS communication protocol

Customer Testimonials

Rolla Cemetery - Rolla, KS

Lazarus Cemetery Mapping was extremely easy to work with. They also have a quick turnaround time. Our town's cemetery had about four different ways of keeping records. Lazarus helped us organize and condense these files into a user-friendly format. They were also able to provide us with a PDF version of our digital map so that we could print it out for our bulletin. I would recommend them time and time again.

St. George Cemetery - Hermann, MO

I give Lazarus 5 stars. User friendly, secure, and permanent. Good value for the dollar. Even when I inadvertently deleted a grave site, they restored it in literal minutes. I no longer worry about losing 150+ years of handwritten maps. Thank you

St. Joseph & Fairview Cemeteries - Jasper, IN

Lazarus Cemetery Mapping did a thorough and very professional digital mapping of our cemetery which serves several parishes of the town of Jasper. All the clergy who are on the board were quite pleased with their work. Their prices are extremely affordable. Please consider them for your cemetery mapping needs!

St. Mary Cemetery - Champaign, IL

Working with Lazarus Cemetery Mapping was a great experience, and they made the whole process very easy. They do all the work and know more about my cemetery than I do. The price was affordable, and I recommend their services.

St. Mary Cemetery - Westphalia, TX

The service with Lazarus and their staff was very professional and prompt. They always did what was asked and in a timely manner. We had a great experience.



Lazarus

Bringing your cemetery back to life.

Service Agreement

Client: Riverbank Cemetery	Cemetery: Riverbank Cemetery
Contact: Matthew Frazee	Phone: (802) 253-6138
Address: Stowe, VT	Email: mfrazee@stowevt.gov
<p>Services: Travel to Cemetery, Aerial Satellite Mapping, Data Scanning and Transcription</p> <p>Lazarus Cemetery Mapping will be traveling to your cemetery to capture on-site data. This includes flying a drone for aerial imagery, videoing the memorials in the cemetery for comparative data, and scanning your relevant paper records. After this, we will begin our mapping process using our collected data, the digital records, and the aerial drone imagery. In summation, these services include Lazarus traveling to the cemetery, walking the cemetery row by row for accurate records and mapping, creating a database using your now transcribed paper records, and creating a digital satellite map of your cemetery. Lazarus will also take a photo of every legible memorial and attach it to its respective owner within the software.</p>	
Service Fees: Travel Fee - Aerial Mapping - Data Scanning- Data Transcription- Memorial Photography-	<p>\$1,500 \$8,350 \$4,500 \$5,000 \$8,000</p> <p>Total: \$27,350</p>

This Service Agreement is entered into on this day of Apr __, 2025 (The “Effective Date”) between Lazarus Cemetery Mapping Inc, and the signing party listed above (“Signing Party”). This agreement includes and incorporates the above Order Form, as well as the attached Terms and Conditions. The Signing Party also agrees to provide the payment of 50% of the agreed upon price listed above before Services begin, and the remaining 50% paid in full upon the completion of Services, or pay in full. There shall be no force or effect to any different terms of any other forms except by a written document executed by both parties

Signatures:

Lazarus Cemetery Mapping Inc:

Signature: _____

Name: Eli Lubbehusen

Title: CEO

Signing Party:

Signature: _____

Name: _____

Title: _____

Terms and Conditions

(a) Lazarus Cemetery Mapping Inc will be responsible for the scope of work outlined in the contract above.

(b) A down payment of 50%, if not paid in full, of the total contract price must be paid to Lazarus Cemetery Mapping Inc within 14 days of the signing of this contract before a start date will be given.

(d) The cancellation terms are as followed: Lazarus Cemetery Mapping Inc will provide a maximum of 72 hours after receiving the signed agreement for a full refund. After 72 hours, the project will be considered underway and only 50% of any deposits will be refunded. If a trip has been scheduled in relation to traveling to the Signing Party's cemetery, and the Signing Party desires to cancel the agreement, no refund will be available. Once a trip has been scheduled the scope of work is considered underway and no refunds will be available.

(e) If the client decides to cancel, and the cancellation terms are met, Lazarus Cemetery Mapping Inc will provide the necessary refunds described in term **(d)**.

(f) Lazarus Cemetery Mapping Inc is separate from Cemify Software, therefore not responsible for changes, updates, or complications within the Cemify Software.

(2) Lazarus Cemetery Mapping Inc creates cemetery maps based on provided records, and headstone placement on the ground. Since all data

is provided by the Signing Party, Lazarus Cemetery Mapping Inc will not be responsible for inaccurate plot information on the map created due to incomplete or inaccurate information provided by the Signing Party. This includes but is not limited to: plot status (i.e sold, open, occupied, or unavailable), ownership information, sales information, burial information, etc. Lazarus Cemetery Mapping Inc will only be responsible for errors due to their own inaccuracies. In the event plot ownership has changed over the years from the original family or individual to another, i.e. the transfer of deed(s), ownership, or burial rights, the Signing Party assumes all responsibility to accurately represent these changes within the Cemify software.

(3) Lazarus Cemetery Mapping Inc does not use ground penetrating radar, ground probing tools, or other items and or technology to definitively identify what is below the ground. Lazarus Cemetery Mapping Inc therefore assumes plot location based on the memorial, headstone, or marker placed above an individual or family's gravesite. Lazarus Cemetery Mapping Inc therefore is not responsible or liable for mapping plots over pipes, electrical systems, drainage systems, culverts, or any other structure also including but not limited to placing a plot over the incorrect deceased body(s) below the ground. The Signing Party agrees to assume all responsibility for the selling, digging, and burying of individuals in their cemetery.

(4) In the event that the Signing Party or any person, contractor, or entity hired by or associated with the Signing Party sells or has already sold a

plot to a purchaser that has already been sold to a different purchaser, Lazarus Cemetery Mapping Inc is not responsible for this error. In the event that the Signing Party or any person, contractor, or entity hired by or associated with the Signing Party places a headstone, digs or buries, or in any way affects a plot of the wrong purchaser, or a plot that has already been purchased but was regarded as available, Lazarus Cemetery Mapping Inc is not responsible for this error. Lazarus Cemetery Mapping is not responsible for complications with plot owners, plot owner family members, or any of the cemetery's clientele due to mapping inaccuracies or inaccurate data.

(g) In the event Lazarus Cemetery Mapping Inc does not complete the project agreed upon within the course and scope of the contract, Lazarus is responsible for the refund of any payments made by the Signing Party but will not be responsible for the payment of any further damages.

(h) The final 50% payment, if not paid in full, shall be due 14 days after the Signing Party has access to their Cemify account. Payment will be due on the 14th day unless otherwise discussed between Lazarus Cemetery Mapping Inc and the Signing Party

(i) Unpaid amounts are subject to a finance charge of 0.5% per month on any outstanding balance, or the maximum permitted by law, whichever is lower, plus all expenses of collection and may result in termination of Service after fifteen (15) days written notice.

(j) Payments must be made by checks payable to Lazarus Cemetery Mapping Inc unless provided an invoice by Lazarus Cemetery Mapping Inc.

(k) Lazarus Cemetery Mapping will provide a

yearly maximum of 10 hours of free customer service for general questions and help. If Lazarus is fixing mistakes drawn from their own data they created from the cemetery they will not count towards the yearly maximum of free customer service. Customer general questions, suggestions, requests, etc, will all be clocked to the nearest half hour, applying each session to the maximum of 10 annual hours. The time required for the necessary labor to complete the customer's requests, suggestions, questions, and other inquiries will also count towards the maximum of 10 annual hours. After 10 hours, the hourly fee for customer service will be \$75/hour.

(l) LIMITATION OF LIABILITY

NOTWITHSTANDING ANYTHING TO THE CONTRARY, EXCEPT FOR BODILY INJURY OF A PERSON, LAZARUS CEMETERY MAPPING INC AND ITS SUPPLIERS (INCLUDING BUT NOT LIMITED TO) ALL EQUIPMENT AND TECHNOLOGY, SUPPLIERS, OFFICERS, AFFILIATES, REPRESENTATIVES, CONTRACTORS AND EMPLOYEES SHALL NOT BE RESPONSIBLE OR LIABLE WITH RESPECT TO ANY SUBJECT MATTER OF THIS AGREEMENT OR TERMS AND CONDITIONS RELATED THERETO UNDER ANY CONTRACT, NEGLIGENCE, STRICT LIABILITY OR OTHER THEORY: (A) FOR ERROR OR INTERRUPTION OF USE OR FOR LOSS OR INACCURACY OR CORRUPTION OF DATA OR COST OF PROCUREMENT OF SUBSTITUTE GOODS, SERVICES OR TECHNOLOGY OR LOSS OF BUSINESS; (B) FOR ANY INDIRECT, EXEMPLARY, INCIDENTAL, SPECIAL OR CONSEQUENTIAL DAMAGES; (C) FOR ANY MATTER BEYOND COMPANY'S REASONABLE CONTROL; OR (D) FOR ANY AMOUNTS THAT, TOGETHER WITH AMOUNTS ASSOCIATED WITH ALL OTHER CLAIMS, EXCEED THE FEES PAID BY SIGNING PARTY TO LAZARUS CEMETERY INC FOR THE SERVICES UNDER THIS AGREEMENT IN THE 12 MONTHS PRIOR TO THE ACT THAT GAVE RISE TO THE LIABILITY, IN EACH CASE, WHETHER OR NOT COMPANY HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES.