

*Board of Trustees*  
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*District Office*  
25751 Trabuco Road  
Lake Forest, CA 92630-4348  
Phone: (949) 951-9102  
Fax: (949) 951-0236  
[www.occemeterydistrict.com](http://www.occemeterydistrict.com)

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Tim Deutsch  
General Manager

## ORANGE COUNTY CEMETERY DISTRICT

To Whom It May Concern:

My name is Tim Deutsch, and I am General Manager of the Orange County Cemetery District. In 2009 we called upon Hayden Burrus to determine whether the district's endowment fund will be enough for future care and maintenance of the three cemeteries in the district. We hired Hayden because he is an expert in the field of perpetual care studies. We were not aware of anyone with the depth of knowledge he has in this area.

Hayden worked with us over about a 6-week period learning about the specifics of our business model. At the end of that period, he developed a customized probability based model of our finances over the next 100 years. He used that model to answer several important questions our Board had about the future of the endowment care fund. We found the time and effort related to the study was well worth it. The results of the study provided the District a financial road map to follow as part of its long-term financial planning for the operations and perpetual care of the cemeteries.

I highly recommend that cemetery operations seeking more clarity in their long-term forecasts of perpetual care funds use Hayden Burrus' expertise.

Sincerely,

Tim Deutsch  
General Manager