



KAY IVEY
GOVERNOR

ALABAMA BOARD OF FUNERAL SERVICES

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P.O. BOX 309522 / MONTGOMERY, AL 36130-4115
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CHARLES PERINE
DIRECTOR

PRENEED CERTIFICATE OF AUTHORITY CONFIDENTIAL ANNUAL FINANCIAL STATEMENT

Type of Organization:

_____ An Individual

_____ Partnership

_____ C Corporation

_____ S Corporation

_____ LLC (a Limited Liability Company)

_____ LLP (a Limited Liability Partnership)

_____ Not for Profit Organization

Name of Preneed Entity

Address:

COA Number

Phone #:

Fax #:

E Mail Address:

INSTRUCTIONS

READ THE FOLLOWING CAREFULLY BEFORE COMPLETING THIS FORM. MAIL TO: ALABAMA BOARD OF FUNERAL SERVICES,
P. O. BOX 309522, MONTGOMERY, ALABAMA 36130.

1. Preparation of the attached financial statement by a Certified Public Accountant is preferred, but not required. If prepared by a Certified Public Accountant, the proper report must be completed. Each report must be personally signed by the preparer together with indication of State of registration and certificate or license number. Firm signatures will not be accepted.
2. The Alabama Board of Funeral Services will accept only this form or a compiled, reviewed or audited financial statement prepared in conformity with accounting principles generally accepted in the United States of America (GAAP) to include any departures adopted by the board. No other form of financial statement will be accepted. Each item, when applicable, must be set forth in full. Wherever explanations are requested, they must be given in detail. Please round amounts to the
3. This form is to follow the statutory basis of accounting for preneed entities as prescribed by the Alabama Board of Funeral Services. The statutory basis prescribed by the Alabama Board of Funeral Services differs from measurements and disclosures required by accounting principles generally accepted in the United States of America (GAAP) as noted in A. through C. below:
 - A. GAAP requires the consolidation of certain equity investments and of variable interest entities under FIN 46(R), entitled *Consolidation of Variable Interest Entities*. The board requires that only the primary reporting entity's accounts and activities be reported on this form. Investment in trusts are to be marked-to-market as of the financial statement date. Closely-held investments should be recorded using the equity method.
 - B. Deferred revenue for preneed contracts incurred prior to May 1, 2002 (pre-law) is to be equal to the current cost of providing the preneed services and merchandise.
 - C. A noncurrent receivable is to be recorded for the face amount of life insurance policies used to fund preneed contracts, with the offset being a credit to deferred revenue.
4. The signatory statement on page 2 must be signed by the individual if the applicant is an individual, by the duly authorized officer if a corporation, managing member if a limited liability entity, or by a general partner if a partnership.
5. The attached financial statement is to be prepared for the certificate holder as of the entity's most recent fiscal year-end and is due annually on July 01. Preneed applications will not be accepted if more than twelve (12) months have transpired since the date of the financial statement.
6. All preneed entities must have at least the required minimum equity required by Alabama Board of Funeral Services Preneed Regulation Chapter 395-X-9-.08:

<u>Total preneed deferred revenue</u>	<u>Minimum equity</u>
\$100,000 or less	\$10,000
\$100,001 or greater	not less than 10% x total preneed deferred revenue
7. Notes are an integral part of this financial statement and should be attached. The board has provided sample notes to aid the preparer with some of the more common notes required. These sample disclosures are intended to serve as an aid and may include notes which do not apply to your Company or may not provide for your particular situation. Please add or delete notes as necessary for your Company. The board requires certain disclosures it deems necessary to its understanding of the filing entity's financial position and operations. These notes are marked with an "*" and must be included.

SIGNATORY

Individual, Partnership, Corporation or Limited Liability Entity

The undersigned hereby declares that the following is a true statement of the financial condition, operations, and cash flows of the Individual, Partnership, Corporation, or Limited Liability Company herein first named as of the date herein first given and that this statement is for the express purpose of securing a preneed certificate of authority (either initial or renewal).

Dated this _____ day of _____

Name of Preneed Entity _____

By _____

Social Security Number or FEIN _____

Affix Corporate Seal

NAME OF PRENEED ENTITY
STATEMENT OF ASSETS, LIABILITIES AND NET WORTH - STATUTORY BASIS

(MONTH, DAY, YEAR)

ASSETS

CURRENT ASSETS

Cash and cash equivalents		\$ _____
Investments		_____
Receivables:		
Accounts receivable	\$ _____	
Other receivables	_____	
Less allowance for doubtful accounts	_____	_____
Inventories		_____
Prepaid expenses		_____
Deferred tax asset		_____
Other current assets:		
_____		_____
_____		_____
_____		_____
Total current assets		_____

PROPERTY AND EQUIPMENT

Office furniture and equipment		_____
Automobiles and other vehicles		_____
Leasehold improvements		_____
Land and buildings		_____
_____		_____
_____		_____
Less accumulated depreciation		_____
Net property and equipment		_____

OTHER ASSETS

Receivables		_____
Deferred tax asset		_____
Assets held in trust		_____
Long-term investments		_____
Intangible assets		_____
_____		_____
_____		_____
Preneed receivables		_____
_____		_____
_____		_____
Total other assets		_____

TOTAL ASSETS

See accountants' report and notes to financial statements.

\$ _____

NAME OF PRENEED ENTITY
STATEMENT OF ASSETS, LIABILITIES AND NET WORTH - STATUTORY BASIS

(MONTH, DAY, YEAR)

LIABILITIES AND NET WORTH

CURRENT LIABILITIES

Accounts payable		\$ _____
Notes payable		_____
Current maturities of long-term debt		_____
Commission payable		_____
Taxes payable:		
Payroll	\$ _____	
Real property	_____	
Federal and state	_____	
Other	_____	
Deferred tax liability		_____
Other accrued expenses		_____
_____		_____
_____		_____
_____		_____
Total current liabilities		_____

OTHER LIABILITIES

Noncurrent maturities of long-term debt		_____
Deferred tax liability		_____
Pre-law deferred revenue		_____
Post-law deferred revenue		_____
_____		_____
_____		_____
Total other liabilities		_____

TOTAL LIABILITIES

NET WORTH

Individual or partnership capital		_____
Capital stock		_____
Additional paid-in capital		_____
Retained earnings		_____
Accumulated other comprehensive income		_____
Treasury stock at cost _____ shares		_____
_____		_____
_____		_____
Total net worth		_____

TOTAL LIABILITIES AND NET WORTH

\$ _____

(NAME OF PRENEED ENTITY)

**STATEMENT OF INCOME AND EXPENSES - STATUTORY BASIS
FOR THE YEAR ENDED**

(MONTH, DAY, YEAR)

INCOME

Preneed merchandise and services fulfilled	\$ _____
At-need merchandise and services	_____
Interest income	_____
Other income	_____
<hr/>	
Total income	_____

EXPENSES

Cost of sales	_____
Operating expenses:	_____
Administrative fees - trusts	_____
Advertising	_____
Bank charges	_____
Commissions	_____
Contract labor	_____
Depreciation and amortization	_____
Dues and subscriptions	_____
Insurance	_____
Interest	_____
Meals and entertainment	_____
Miscellaneous	_____
Office supplies and expense	_____
Payroll taxes	_____
Professional fees	_____
Profit-sharing	_____
Rent	_____
Repairs and maintenance	_____
Salaries	_____
Supplies	_____
Taxes and licenses	_____
Telephone	_____
Travel	_____
Utilities	_____
<hr/>	
Total expenses	_____

INCOME (LOSS) BEFORE PROVISION FOR INCOME TAXES

PROVISION FOR INCOME TAXES

NET INCOME (LOSS)

\$ _____

See accountants' report and notes to financial statements.

(NAME OF PRENEED ENTITY)

**STATEMENT OF COMPREHENSIVE INCOME - STATUTORY BASIS
FOR THE YEAR ENDED** _____

(MONTH, DAY, YEAR)

NET INCOME (LOSS)

\$ _____

OTHER COMPREHENSIVE INCOME (LOSS), NET OF TAX:

Unrealized gains (losses) on securities:

Unrealized holding gains (losses) arising during period

Less reclassification adjustment for gains (losses)

included in net income

OTHER COMPREHENSIVE INCOME (LOSS)

COMPREHENSIVE INCOME (LOSS)

\$ _____
=====

(NAME OF PRENEED ENTITY)

**STATEMENT OF CASH FLOWS - STATUTORY BASIS
FOR THE YEAR ENDED**

(MONTH, DAY, YEAR)

INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS

CASH FLOWS FROM OPERATING ACTIVITIES

Net income (loss) \$ _____

Adjustments to reconcile net income (loss) to net
cash provided (used) by operations:

Depreciation _____

Amortization _____

(Gain) loss on sale of securities _____

(Gain) loss on sale of property and equipment _____

Deferred income taxes _____

Changes in assets and liabilities: _____

Accounts receivable _____

Inventories _____

Prepaid expenses and other assets _____

Preneed activity _____

Accounts payable _____

Accrued expenses _____

Net cash provided (used) by operating activities _____

CASH FLOWS FROM INVESTING ACTIVITIES

Proceeds from sale of securities _____

Purchase of securities _____

Proceeds from sale of property and equipment _____

Purchase of property and equipment _____

Net cash provided (used) by investing activities _____

(NAME OF PRENEED ENTITY)

**STATEMENT OF CASH FLOWS - STATUTORY BASIS
FOR THE YEAR ENDED**

(MONTH, DAY, YEAR)

CASH FLOWS FROM FINANCING ACTIVITIES

Borrowings on notes payable	_____
Repayment of notes payable	_____
Borrowings on long-term debt	_____
Repayment of long-term debt	_____
Distributions to stockholders	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

Net cash provided (used) by financing activities _____

NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS

CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR _____

CASH AND CASH EQUIVALENTS AT END OF YEAR \$ _____

SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION

Cash paid during the year for:

Interest \$ _____

Income taxes \$ _____

Please note: These reports are to be completed only by a certified public accountant (audit or compilation report) or a public accountant (compilation report only).

INDEPENDENT AUDITORS' REPORT

We have audited the accompanying statement of assets, liabilities, and net worth - statutory basis of _____ as of _____, and the related statements of income, comprehensive income and cash flows - statutory basis for the year then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit 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 of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

These financial statements were prepared in conformity with the accounting practices prescribed or permitted by the Alabama Board of Funeral Services, which is a comprehensive basis of accounting other than generally accepted accounting principles.

In our opinion, the financial statements referred to above present fairly, in all material respects, the assets, liabilities, and net worth of _____ as of _____, and the results of its operations and its cash flows for the year then ended, on the basis of accounting described in Note 1.

This report is intended solely for the information and use of the management of _____ and the Alabama Board of Funeral Services and is not intended to be and should not be used by anyone other than these specified parties.

Firm Name: _____
Signature (Firm Signatures Not Acceptable): _____
Certificate Number: _____
State of Certification: _____
Federal Identification Number: _____

ACCOUNTANTS' COMPILATION REPORT

We have compiled the accompanying statement of assets, liabilities, and net worth - statutory basis of _____ as of _____, and the related statements of income, comprehensive income and cash flows - statutory basis for the year then ended included in the accompanying prescribed form in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants.

Our compilation was limited to presenting in the form prescribed by the Alabama Board of Funeral Services information that is the representation of management. We have not audited or reviewed the financial statements referred to above and, accordingly, do not express an opinion or any other form of assurance on them.

This report is intended solely for the information and use of the management of _____ and the Alabama Board of Funeral Services and is not intended to be and should not be used by anyone other than these specified parties.

Firm Name: _____
Signature (Firm Signatures Not Acceptable): _____
Certificate Number: _____
State of Certification: _____
Federal Identification Number: _____

AFFIDAVIT FOR INDIVIDUAL

STATE OF _____
COUNTY OF _____

_____, being duly sworn, deposes and says that the foregoing financial statements, taken from his books, are a true and accurate statement of his financial condition, results of operations, and cash flows as of the date thereof and the period then ended.

Applicant's signature _____
Social security number _____

Sworn to and subscribed before me this ____ day of _____, 20_____

Notary Public

AFFIDAVIT FOR PARTNERSHIP OR LIMITED LIABILITY COMPANY

STATE OF _____
COUNTY OF _____

_____, being duly sworn, deposes and says that he is a partner (member) of the firm of _____, and that the foregoing financial statements, taken from the books of said firm, are a true and accurate statement of the financial condition, results of operations and cash flows of said firm as of the date thereof and the period then ended.

Applicant's signature _____

Sworn to and subscribed before me this ____ day of _____, 20_____

Notary Public

AFFIDAVIT FOR CORPORATION

STATE OF _____
COUNTY OF _____

_____, being duly sworn, deposes and says that he is an officer of _____, the corporation described in and which executed the foregoing financial statements; that he is familiar with the books of the said corporation showing its financial condition, results of operations, and cash flows and that the foregoing financial statements taken from the books of the said corporation, are a true and accurate statement of the financial condition, results of operations and cash flows of said corporation as of the date thereof and the period then ended.

Applicant's signature _____

Sworn to and subscribed before me this ____ day of _____, 20_____

Notary Public

The following sample disclosures are intended to serve as a practice aid and are not considered to be all inclusive. The sample disclosures may include notes that do not apply to the filing entity or provide information that is applicable to the entity's circumstances. Please add, delete, or otherwise change the notes as necessary to comply with the statutory basis prescribed by the Alabama Board of Funeral Services for the Individual or Company for which you are filing. The board requires certain disclosures it deems necessary to its understanding of the filing entity's financial position and operations. These notes are marked with an "*" and must be included.

NOTES TO FINANCIAL STATEMENTS
MONTH, DAY, YEAR:

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Operations

_____ (the Company) provides at-need funeral services and related products, as well as cemetery lot sales and pre-arranged funeral and cemetery contract sales in the Montgomery, Alabama area.

Cash and Cash Equivalents

For purposes of the statement of cash flows the Company considers all highly liquid debt instruments and certificates of deposit purchased with an original maturity of three months or less to be cash equivalents.

Accounts Receivable

The Company reports trade receivables at net realizable value. Management determines the allowance for doubtful accounts based on historical losses and current economic conditions. On a continuing basis, management analyzes delinquent receivables and, once these receivables are determined to be uncollectible, they are written off through a charge against the allowance or against earnings.

Inventories

Inventories consist of cemetery plots, mausoleum vaults and crypts and are valued at the lower of cost or market, using the first-in, first-out method.

Property and Equipment

Major additions of property and equipment are capitalized at cost. Maintenance and repairs are charged to expense as incurred. The cost and accumulated depreciation of property and equipment disposed of are removed from their respective accounts, and any related gain or loss is reflected in income. For financial reporting purposes, depreciation is provided using the straight-line and accelerated methods over the estimated useful lives of the assets.

NOTES TO FINANCIAL STATEMENTS
MONTH, DAY, YEAR:

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Basis of Accounting

The accompanying financial statements present financial results on the statutory basis of accounting as prescribed by the Alabama Board of Funeral Services, which is a comprehensive basis of accounting other than generally accepted accounting principles (GAAP). This basis differs from GAAP in the following material areas. GAAP requires the consolidation of certain variable interest entities under FIN 46(R), entitled *Consolidation of Variable Interest Entities*. However, the board requires that only the filing entity's accounts and activities be reported on in the accompanying statements. Therefore, investments in trusts are marked-to-market as of the financial statement date and closely-held investments are recorded using the equity method. The board also requires a noncurrent receivable to be recorded for the face amount of life insurance policies used to fund pre-need contracts, with the offset being a credit to deferred revenue. Further, the board requires deferred revenue for preneed contracts incurred prior to May 1, 2002 (pre-law) to be equal to the current cost of providing preneed services and merchandise.

Revenue Recognition

The Company's operation is subject to the Code of Alabama 1975, Title 34, Chapter 13, as enacted by the 2023 Legislature of Alabama under Act No. 2022-339 and cited as the "Alabama Preneed Funeral and Cemetery Act of 2023." The Company recognizes revenue from two main sources: at-need and preneed sales. At-need sales are recorded as a completed contract; therefore, income and related expenses are recognized currently. Preneed sales are recorded as deferred revenue when the sales contract is accepted. Current Alabama law requires that any preneed arrangement made on or after May 1, 2002, be refundable to or transferable to the consumer; therefore, management believes that the proper method of accounting is as deferred revenue. Following this method, revenue would not be recognized until the contracted goods and services are used. Additionally, the cost of goods sold would be recognized at that time. The current State law requires a facility licensed to sell preneed arrangements to fund State approved trusts within thirty (30) days of receiving the final payment on the preneed contract. The funding rate is generally between 60% and 75% of the contract price.

Advertising

Advertising costs are expensed as incurred. Advertising expense was \$_____ for the year ended _____.

NOTES TO FINANCIAL STATEMENTS
MONTH, DAY, YEAR:

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Income Taxes

Income taxes are provided for the tax effects of transactions reported in the financial statements and consist of taxes currently due plus deferred taxes. Deferred taxes are recognized for differences between the basis of assets and liabilities for financial statement and income tax purposes. The Company's differences relate to marketable equity securities and to depreciable assets and the use of different depreciation methods for financial statement and income tax purposes. The resulting deferred tax asset or liability represents the future tax return consequences of these differences.

Use of Estimates in the Preparation of Financial Statements

In preparing financial statements in conformity with the statutory basis of accounting as prescribed by the Alabama Board of Funeral Services, management is required to make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of contingencies at the date of the financial statements and revenues and expenses during the reporting period. Actual results could differ from those estimates.

NOTES TO FINANCIAL STATEMENTS
MONTH, DAY, YEAR:

2. CASH AND CASH EQUIVALENTS

The Company maintains its cash in bank deposit accounts which, at times, may exceed Federal Deposit Insurance Corporation limits. The Company has not experienced any losses in such accounts. Management believes the Company is not exposed to any significant credit risk in regard to cash.

3. INVESTMENTS

Equity securities have been classified in the balance sheet according to management's intent. The carrying amount of securities and approximate fair values as of Month, Day, Year are as follows:

Cost	\$
Gross unrealized gains	
Gross unrealized losses	_____
Fair value	<u><u>\$</u></u>

Proceeds and gross realized gains on sales of available-for-sale securities using the specific identification method were \$ _____ and \$ _____, respectively, for the year ended _____.

4. LONG-TERM DEBT

Long-term debt as of _____ consisted of the following:

Installment notes payable to banks, bearing interest at rates ranging from ___% to ___%, payable in monthly installments totaling \$ _____ including interest, maturing from _____ to _____, secured by certain equipment	\$
Unsecured note payable to related party, bearing interest at a rate of 5%, maturing _____	_____
Total long-term debt	
Current maturities of long-term debt	_____
Noncurrent maturities of long-term debt	<u><u>\$</u></u>

NOTES TO FINANCIAL STATEMENTS
MONTH, DAY, YEAR:

5. INCOME TAXES

The provision for income taxes consisted of the following for the year ended _____ :

Federal:	
Current	\$
Deferred	
State:	
Current	
Deferred	_____
Total provision for income taxes	\$ _____

The provision for income taxes for the year ended _____ is included in the financial statements as follows:

Statement of income and expenses- continuing operations	\$
Statement of comprehensive income - unrealized holding gains on securities	_____
Total provision for income taxes	\$ _____

6. EQUITY

Capital stock consisted of ____ shares of common stock authorized, issued and outstanding.

Changes in Company retained earnings accounts during _____ consisted of the following:

Beginning balance - retained earnings	\$
Net income (loss)	
Distributions to owners	_____
Ending balance - retained earnings	\$ _____

Changes in Company accumulated other comprehensive income during _____ consisted of the following:

Beginning balance	\$
Other comprehensive income	_____
Ending balance	\$ _____

NOTES TO FINANCIAL STATEMENTS
MONTH, DAY, YEAR:

7. PRENEED RECEIVABLES *

The amount of preneed receivables to be shown in the statement of assets, liabilities and net worth - statutory basis depends upon the method of funding. For those entities that fund using a letter of credit or a surety bond, the amount of preneed receivables is the sum of the future preneed payments to be made by the preneed purchaser at the date of the financial statement. For those entities that fund using a trust, the amount of the preneed receivables is the sum of the future preneed payments to be made by the preneed purchaser plus the amount in trust on the date of the financial statement (the amount in the trust may be different than the amount required by the preneed law to be deposited into trust because of any gains or losses on the trust). For those entities that fund using life insurance contracts, the amount of preneed receivables is the face amount of the life insurance contract purchased to fund the preneed services and merchandise. For those preneed entities that utilize more than one of the above methods of funding, each of the above procedures must be followed for each method of funding.

Preneed receivables as of _____ consisted of the following:

Pre-law:

Funded by letter of credit	\$
Funded by surety bond	
Funded by trust	
Funded by life insurance	
Not funded	_____
Pre-law preneed receivables	_____

Post-law

Funded by letter of credit - _____	
Funded by letter of credit - _____	
Funded by letter of credit - _____	
Funded by surety bond - _____	
Funded by surety bond - _____	
Funded by surety bond - _____	
Funded by trust - _____	
Funded by trust - _____	
Funded by trust - _____	
Funded by life insurance - _____	
Funded by life insurance - _____	
Funded by life insurance - _____	
Post-law preneed receivables	_____
Total preneed receivables	\$ _____

NOTES TO FINANCIAL STATEMENTS
MONTH, DAY, YEAR:

8. DEFERRED REVENUE*

Regardless of the method of funding, the amount of preneed deferred revenue to be shown in the financial statements is: (1) for preneed contracts incurred prior to May 1, 2002, the current cost of providing preneed services and merchandise; and (2) for preneed contracts incurred subsequent to April 30, 2002, the retail value of the preneed services and merchandise.

Pre-law:

Funded by letter of credit	\$
Funded by surety bond	
Funded by trust	
Funded by life insurance	
Not funded	

Pre-law deferred revenue	_____

Post-law

Funded by letter of credit	
Funded by surety bond	
Funded by trust	
Funded by life insurance	

Post-law deferred revenue	_____
Total deferred revenue	\$ _____