



THE CURRENT AND CHANGING LANDSCAPE OF BURIAL AND CREMATION IN

CANADA

Presented by Paul Taylor, General Manager, Woodlawn Memorial Park, Guelph, ON

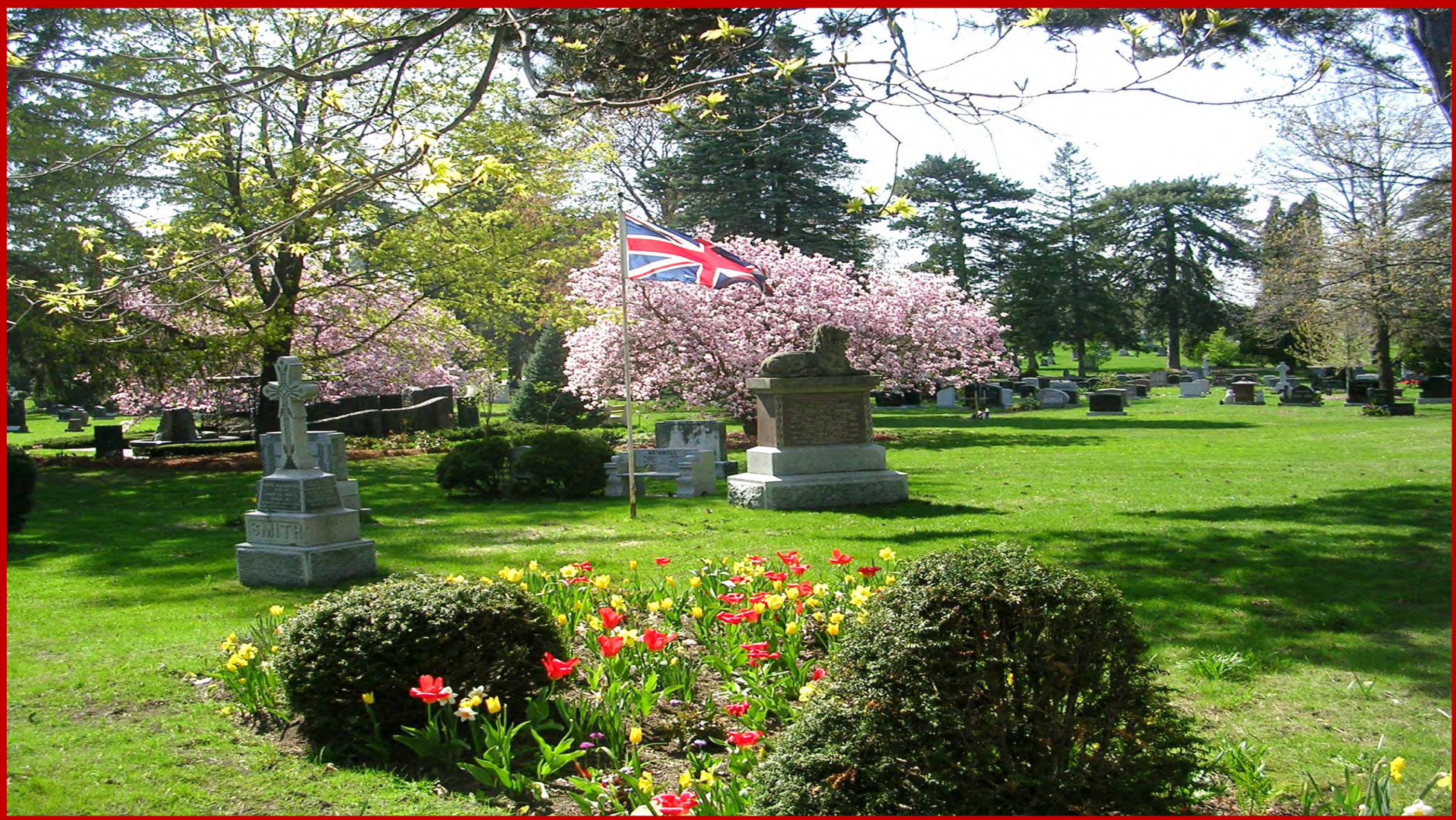


The Changing Landscape



CANADA

The changing Seasons



A lot of Changes have happened after living in this home for 38 years



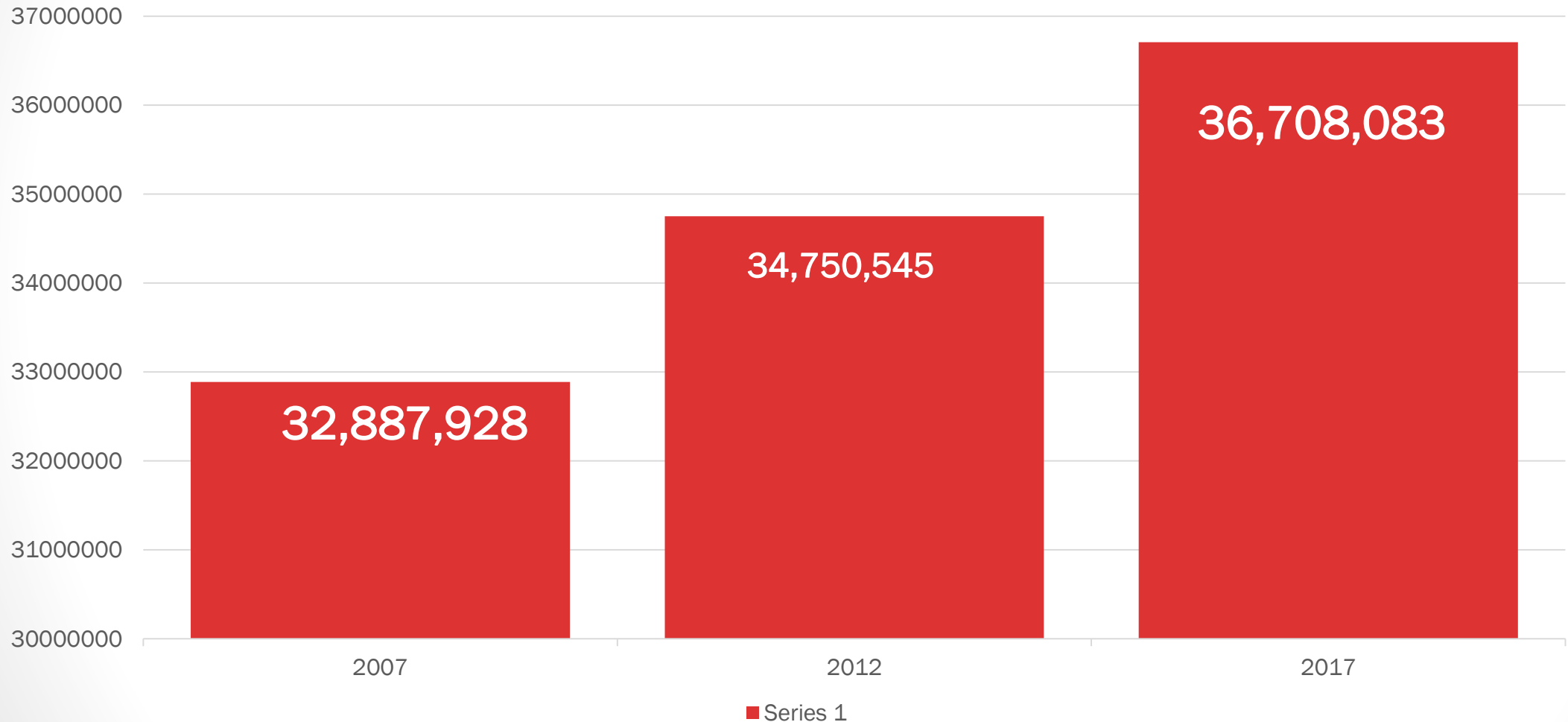
- 2 complete renos
- Raised 2 boys
- Added an addition
- 2 public Doors Open tours with 500 visitors each time
- 1 Christmas tour 300
- Lots of great BBQ's
- And Much Much more

Does Change ever stop?

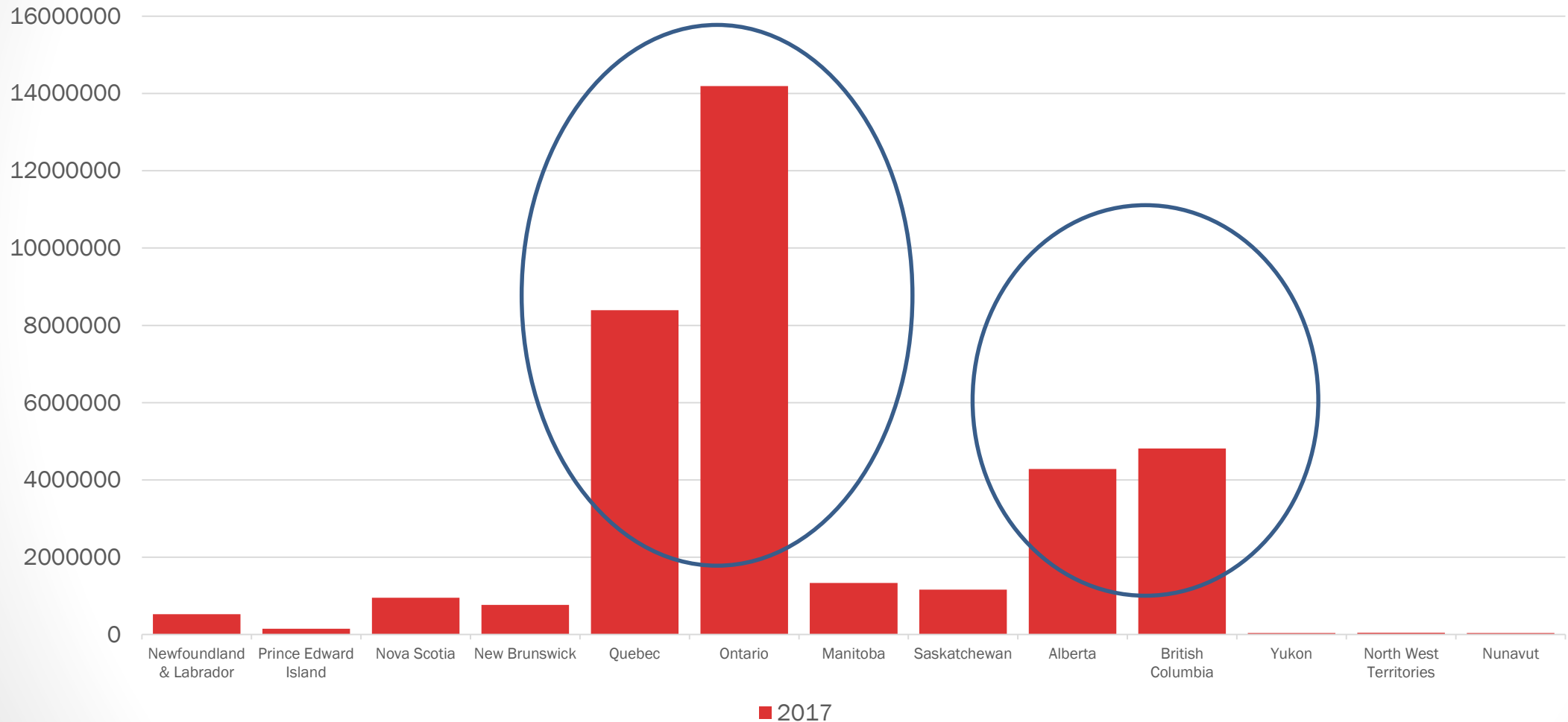
- Changed doesn't stop at the Cemetery Gates
- The Changes outside the gates greatly effect Woodlawn and all Cemeteries and Crematoriums across this great country



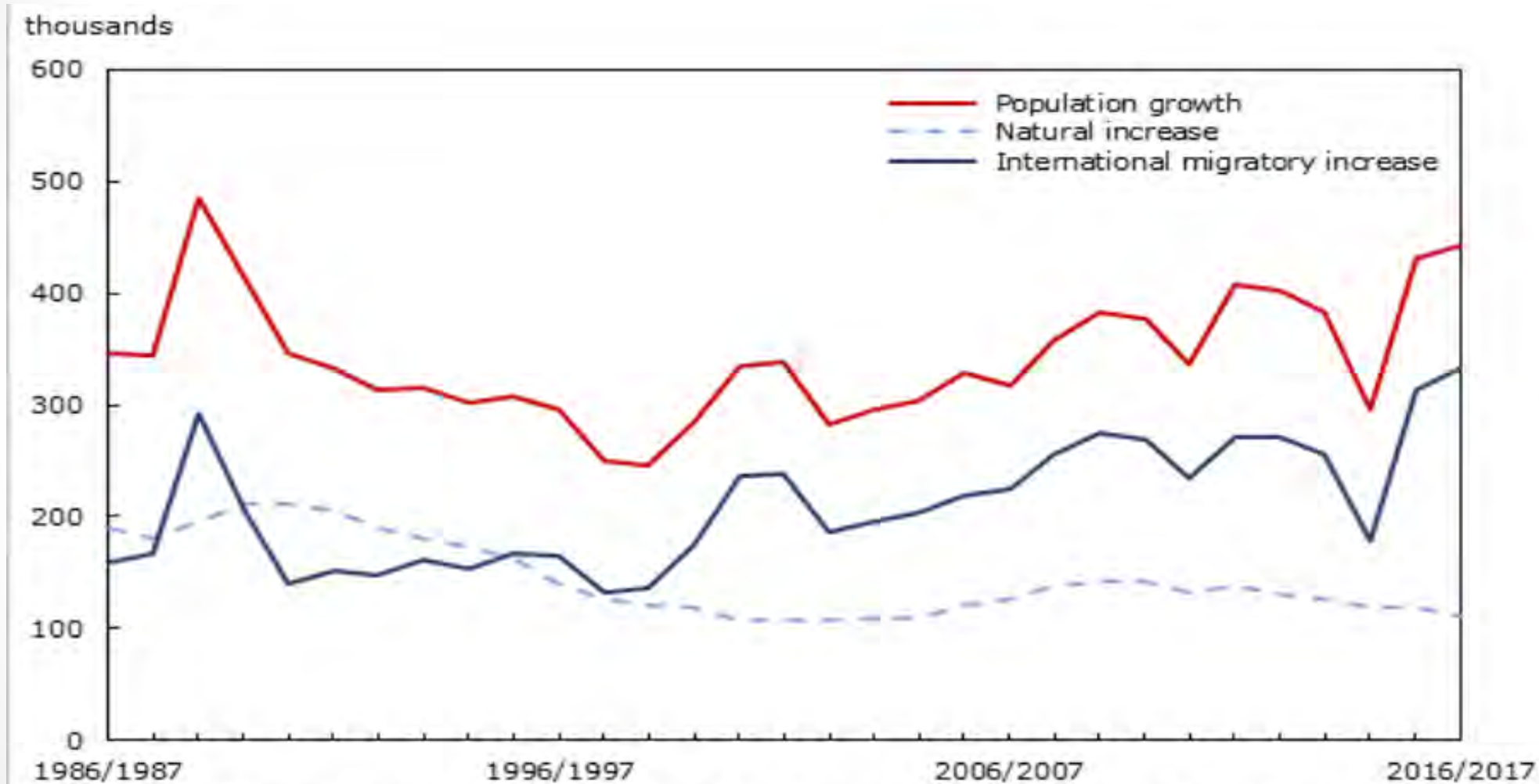
Canada's Population Has Grown By 11.6% Over The Past 10 Years



Majority of Population is Located Within Four Provinces



Canada's Population Growth

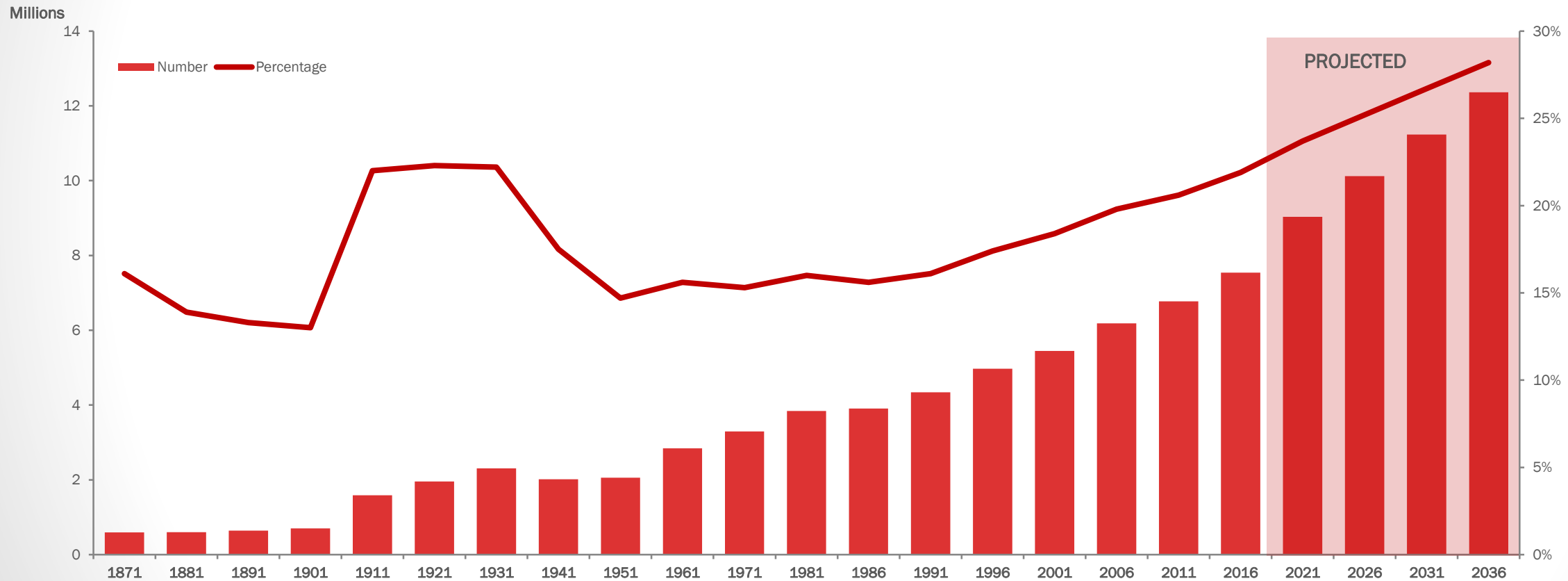


Note: For data prior to 2012, population growth is not equal to the sum of natural increase and international migratory increase because residual deviation is also considered in the calculation.

Source: Statistics Canada, CANSIM table 051-0004.



Immigration is Driving Canada's Growth

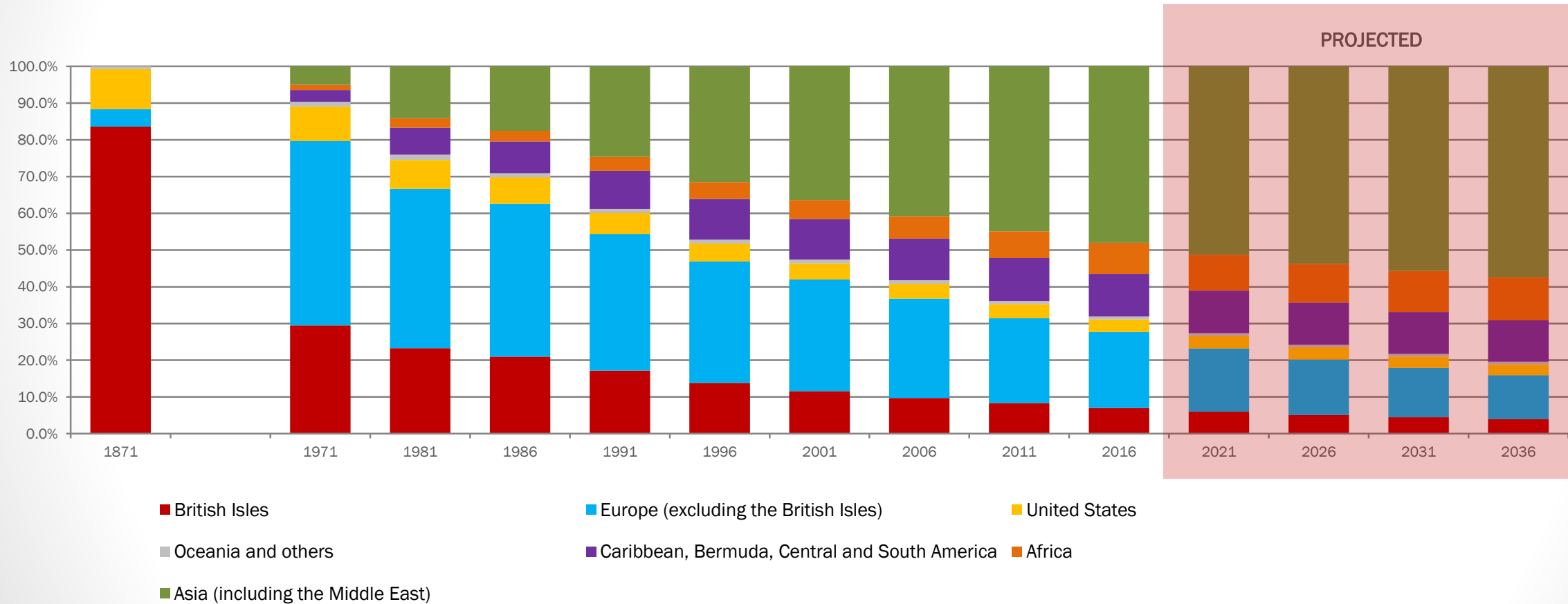


Number and proportion of foreign-born in Canada, 1871 to 2036

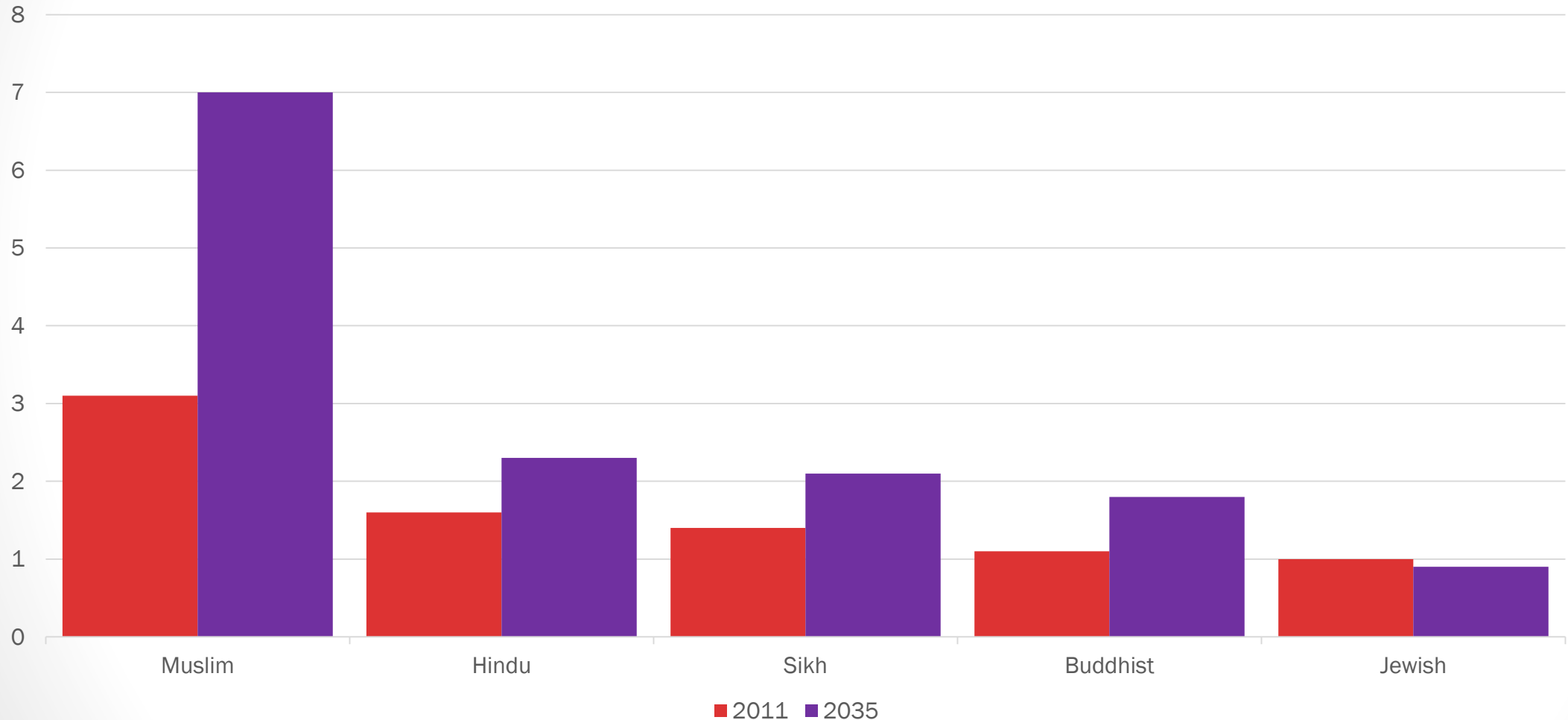


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Where Is Canada's Immigration Coming From



Growth of Non-Christian Religions In Canada



Muslim Burial Grounds – All Graves Surveyed to face Mecca

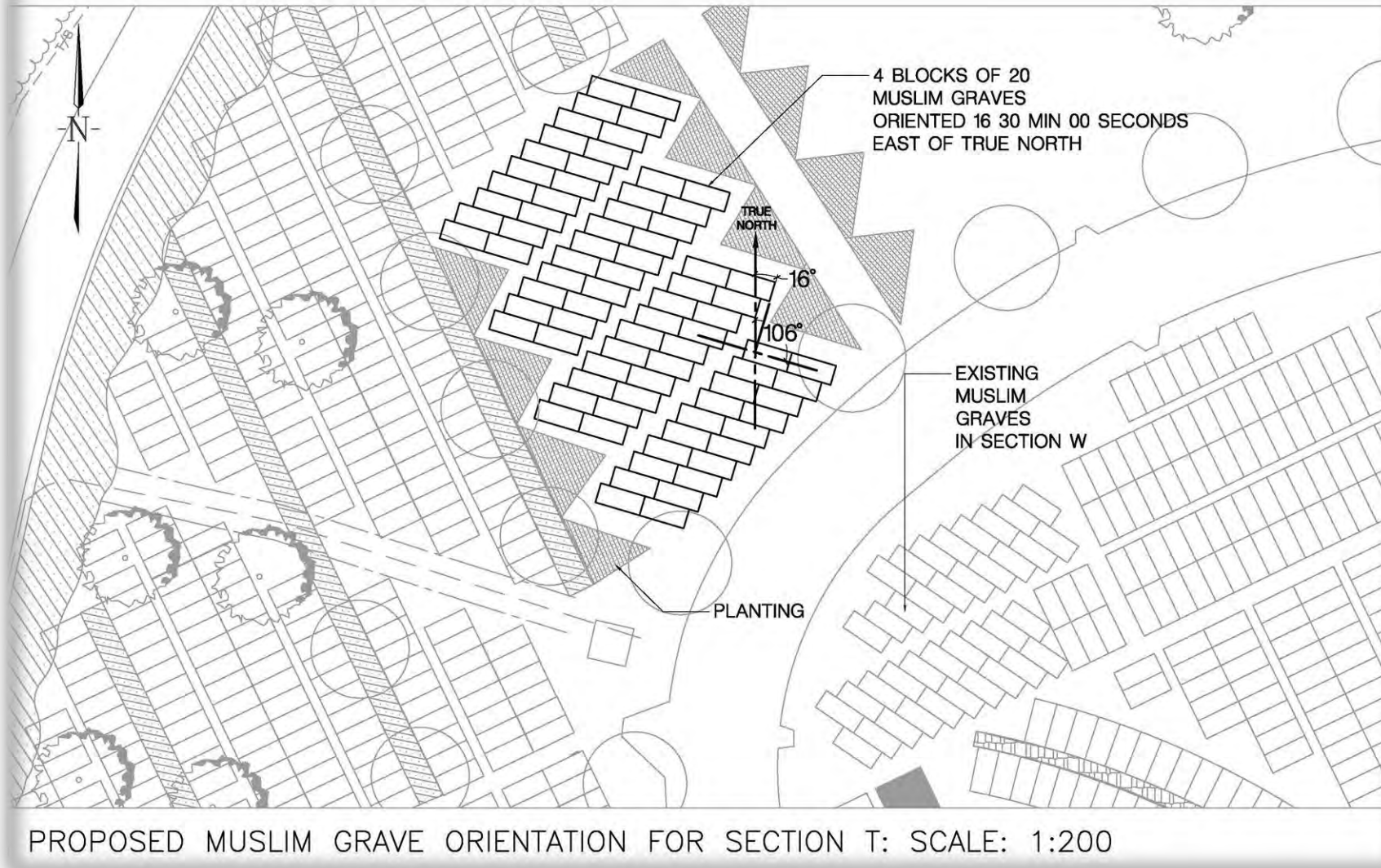
MPG Toronto



Calgary Alberta



Royal Oak Burial Park, Victoria, BC, Muslim Graves



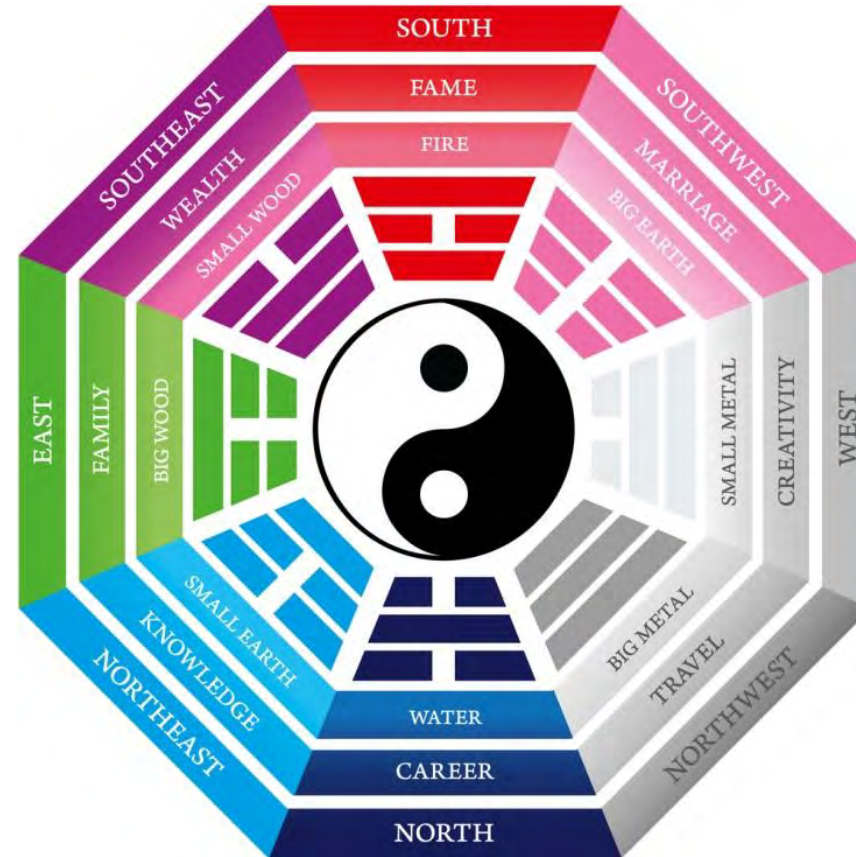
Royal Oak Burial Park, Victoria, BC, Muslim Graves



Royal Oak Burial Park, Victoria, BC, Muslim Graves

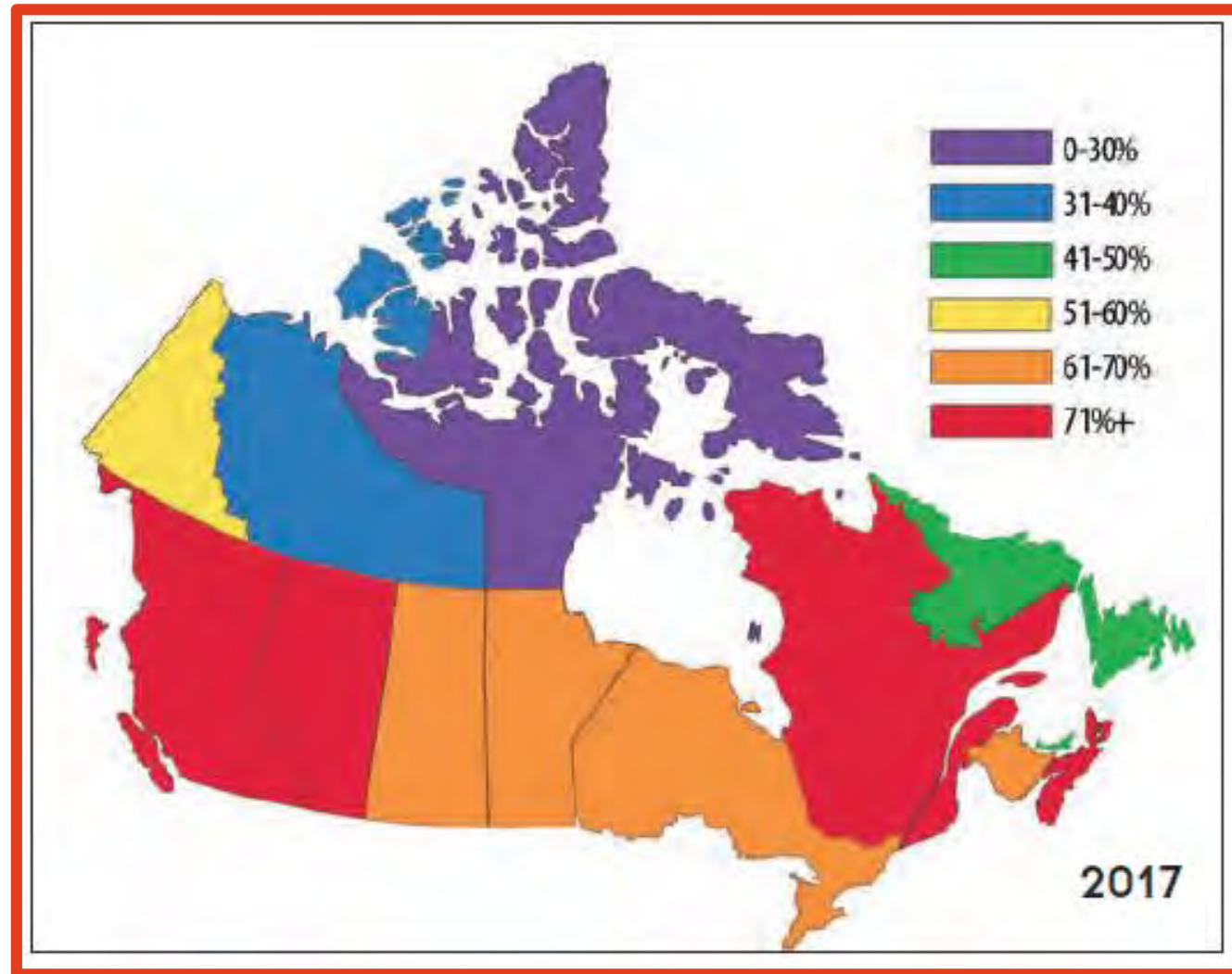


Principles of Feng Shui are used to design burial sections for Chinese clientele





Cremation Statistics in Canada



Cremation Statistics

Annual Growth Rate – Five Year Average Canada	
Year	% Cremated
2002	48.8%
2007	56.6%
2012	59.7%
2017	70.5%
% Change 2002 – 2007	7.8%
% Change 2007 – 2012	3.1%
% Change 2012 – 2017	10.7%
Annual Growth Rate per year over 2012-2017	2.15%

Contributing Factors for Rise in Cremation

- 2015-2017: 10% Increase in Crematories
- Consumer Cost Considerations
- Environmental
- Transient Population
- Declining Influence of Religion

Garden & Forest of Remembrance

– Mount Pleasant Cemetery, Toronto



Cataraqui Cremation Garden

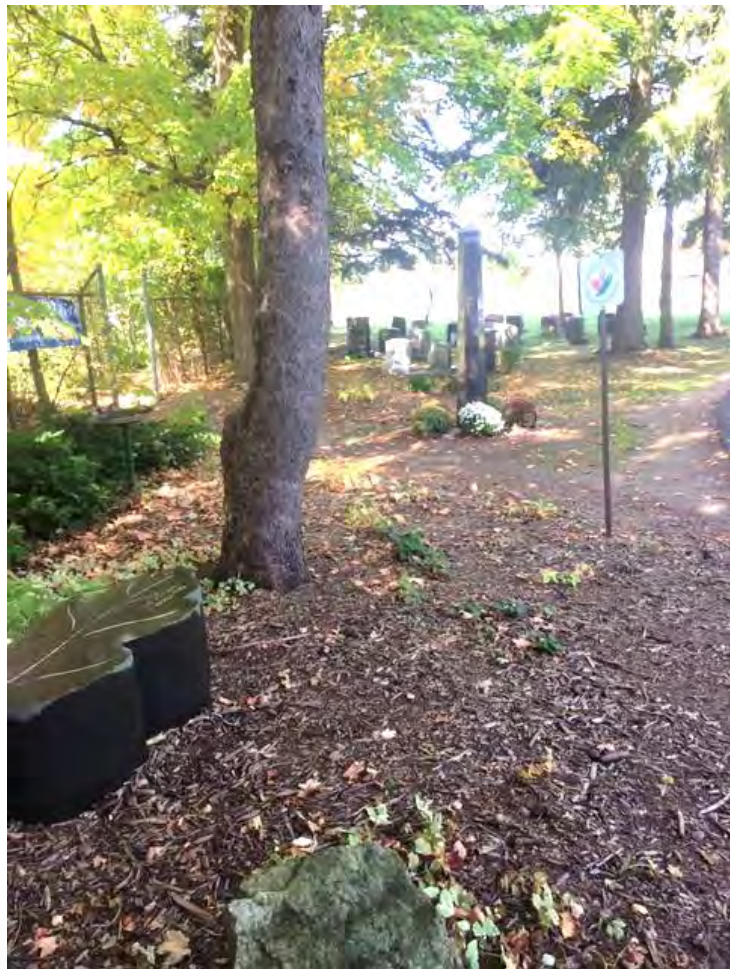


- Cemetery founded mid 1800's and continues to offer burial options today.
- Now they convert property that was originally passed over for full-size graves and have developed cremation gardens.

Woodlawn's Cremation Garden



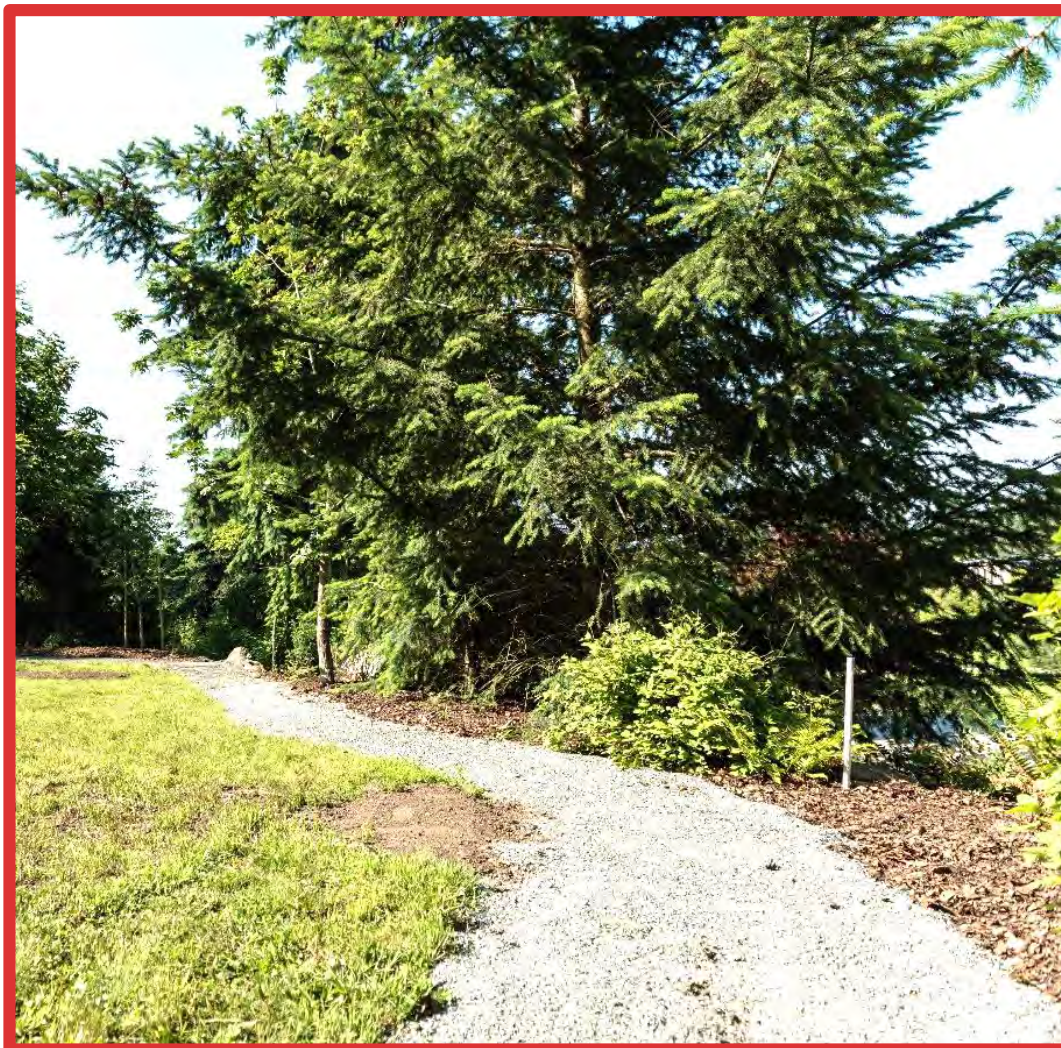
Trans Canada Trail & Peace Pole



Natural Burial Area – Duffin Meadows Cemetery, Pickering



Royal Oak Burial Park-Woodlands Natural Burial Section, BC



Solar / Geo-Thermal Cremation Niche Buildings – York Cemetery, Toronto



Mountainview Cemetery, BC



City of Kelowna – Legacy Gardens, BC



Salmon Arm Shuswap Cemetery, Salmon, BC



Funding Options for Canadian Cemeteries:

Guaranteed Funeral Deposits of Canada



- Fraternal, not-for-profit organization
- Formed in 1961 by a group of funeral directors
- Originally offered preneed Trust to its Members
- Products have expanded to now offer:
 - Trust
 - Insurance
 - Care & Maintenance for Cemeteries (ON)
- Originally only served funeral homes in one Canadian Province (ON)
- Since expanded to include bereavement establishments of all types across the country (cemeteries, crematoriums, funeral homes, transfer services)

Funding Options for Canadian Cemeteries: Guaranteed Funeral Deposits of Canada





- Bereavement funding in Canada is highly regulated
- GFD works with regulators and financial institutions to adapt their products accordingly
- Helps Members conform to regulations through education and outreach
- Able to offer higher returns due to fraternal, not-for-profit business model

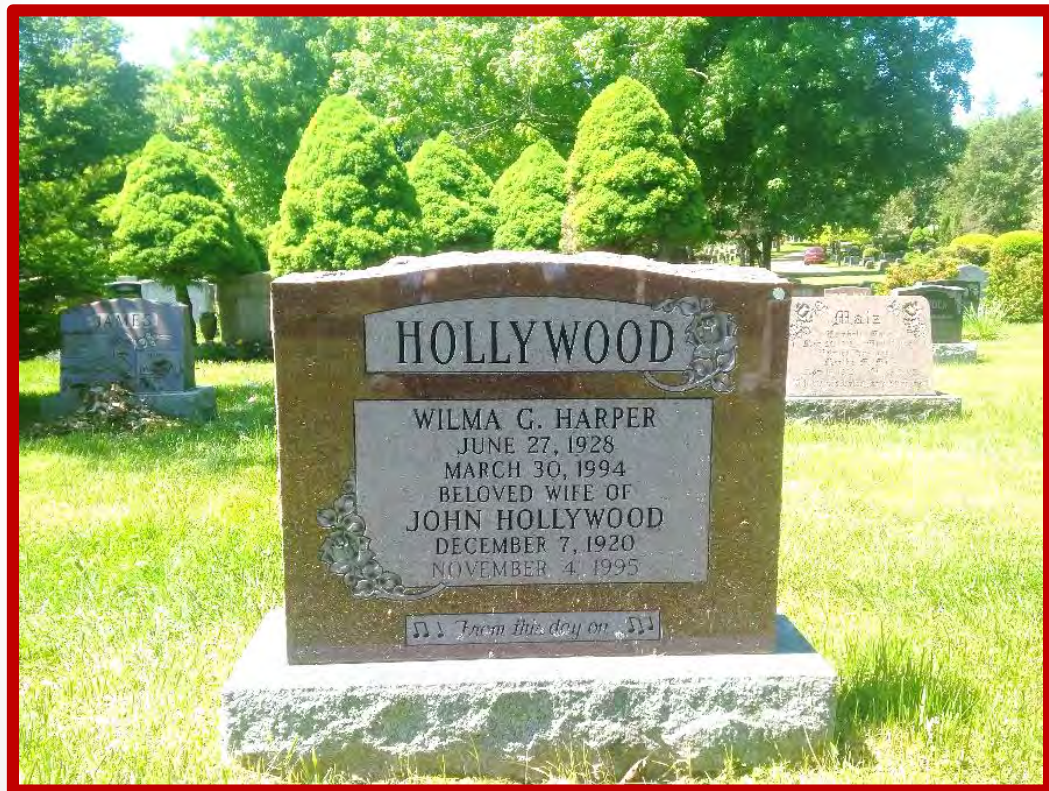


The Resomator



Ontario Association of Cemeteries and Funeral Professionals

-  Educating Cemeteries, Crematoriums and Funeral Professions across Ontario
-  A great place to build friendships
-  A fantastic way to see other Cemeteries and to find out what's new
-  Learn about equipment



- In Canada I have made it my career for 42 years to not let Hollywood educate our children. We at Woodlawn do it ourselves.

Developing the Want

Mother's service blowing kisses
to heaven



Invite someone famous to speak



Get school kids involved



Everyone likes a parade



Politicians and Police Brass



Local actors portray local hero's



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We turn Cemeteries into backdrops for learning History



CANADA

Historical stories with Historical plantings



Every Father remembers every car he ever had

Mayor Guthrie and his Pacer at
the WMP Father's day car show



Woodlawn's 66 Windsor Chrysler



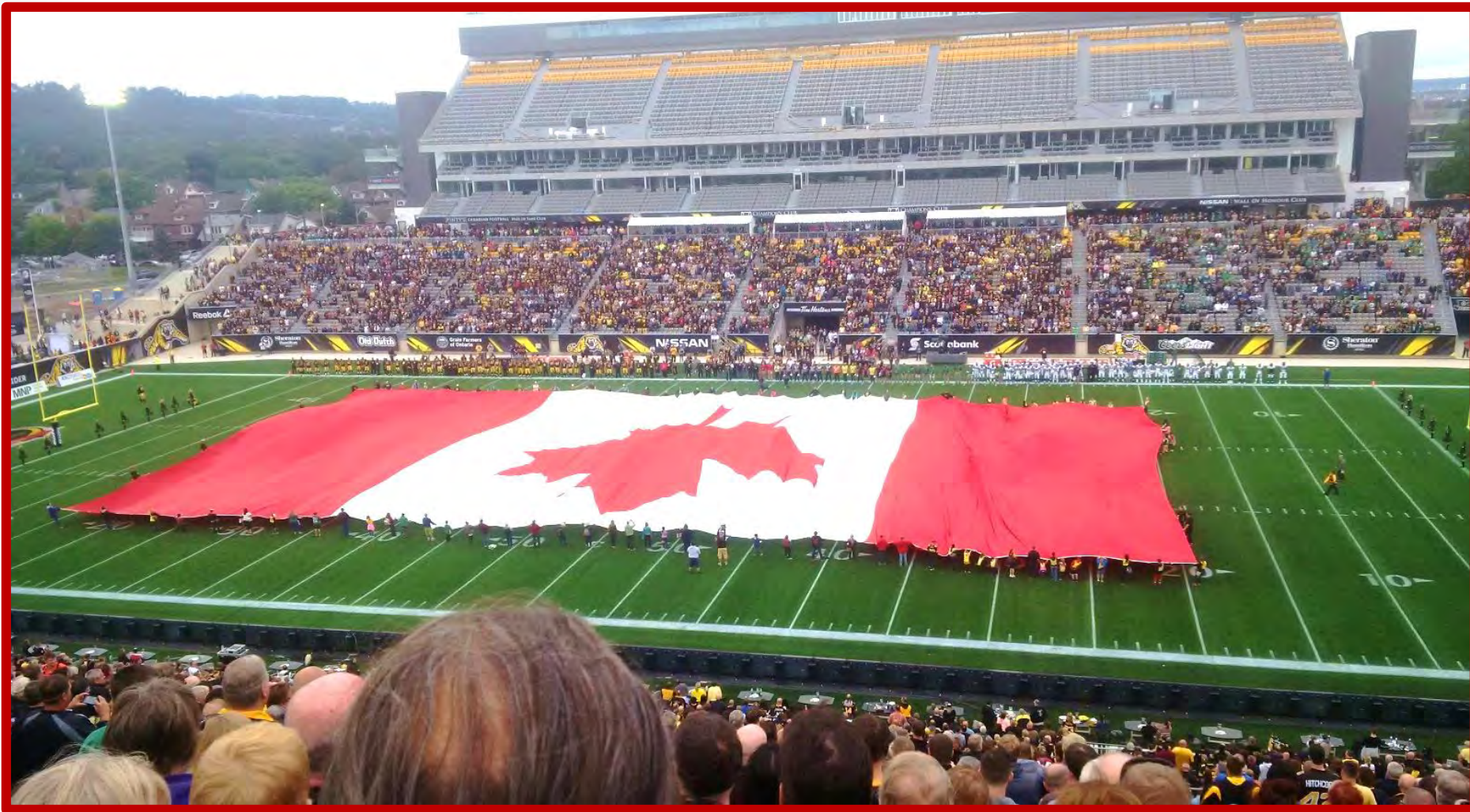
Woodlawn Sweet Memories



Rotary's Canada Day



- Our success comes from staying involved in our community.
- Canada Day is always special



Today even a football pitch can end up becoming someone's scattering Garden



The Canadian Rockies

Thank you

