
Cemetery Burial Space & Property Acquisition Proposal

Submitted by:

Memorial Gardens of Laredo, Inc.
Perpetual Care Cemetery
7700 E. HWY 359
Laredo, TX 78040

Submitted to:

Webb County

Date:

7/13/2026

Contact Information

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Executive Summary

Memorial Gardens of Laredo, Inc. respectfully submits this proposal to Webb County to provide reliable, long-term burial solutions for county residents. Our cemetery offers a dignified, well-maintained environment and is prepared to support the county's current and future needs.

To ensure flexibility and cost efficiency, we present multiple acquisition and partnership options, ranging from individual plot purchases for Indigent care services to full property acquisition and future expansion opportunities.

About Our Cemetery

Memorial Gardens of Laredo, Inc. has served the community since 1978, providing professional, respectful burial services in a peaceful setting. This perpetual care cemetery is privately owned and operated by the Maldonado heirs. We are located 5 miles east of Loop 20 on Highway 359 with its offices located at 402 E. Hillside Rd. Suite #4.

The cemetery is regulated and audited yearly by the Texas Banking Commission. We are required to open and maintain a perpetual care fund at a Banking Institution of \$50,000 and cannot withdraw funds at anytime and are required to deposit 15% of the sales price when a right of internment on each space is sold.

This cemetery was started for the purpose of providing the community and surrounding areas with an alternative for their funeral needs at more affordable prices. The theme of the cemetery is a southwest desert design with native vegetation and landscaped areas to enhance the atmosphere. We have strict rules and regulations on what is allowed on the Internment spaces in efforts to maintain the site as clean and orderly as possible. (see exhibits A-E)

Key features include:

- Recently completed Highway expansion project has improved safety and shortened transit time.
 - Accessible location
 - Availability for traditional and cremation burials
 - Organized record-keeping and plot management
 - Perpetual care and maintenance
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Identified Need:

As population growth continues and available burial spaces at the City and Catholic Cemetery becomes more limited, Webb County faces the need for a dependable and scalable burial solution, particularly for indigent or unclaimed individuals.

This proposal ensures:

- Guaranteed access to burial spaces
- Predictable and controlled costs
- Long-term planning capability

Proposed Options-Indigent Services

Option A: Bulk Purchase (Discounted Rate)

The county purchases a fixed number of burial plots upfront at a reduced rate.

# of Plots	100-336		
	Location I	Location II	Location III
Lots included	93-99 (56 plots)	107-113 (56 plots)	12-35 (192 plots)
	132-138 (56 plots)	118-124 (56 plots)	68-71 (32 plots)
	139-145 (56 plots)	153-159 (56 plots)	114-117 (32 plots)
	178-184 (56 plots)	164-170 (56 plots)	160-163 (32 plots)
	185-191 (56 plots)	199-204 (56 plots)	206-209 (32 plots)
	224-230 (56 plots)	211-216 (56 plots)	
Total plots*	336	336	320
Price per plot	\$700	\$800	\$950
Grave service** per plot	\$400	\$400	\$400
Total price per plot	\$1,100	\$1,200	\$1,350

*Any previously sold or used plots will be replaced with nearest available location

**Grave service-includes opening/closing and lowering device. Price locked for 5 years and grave service for unused plots will adjusted every 5 years to mar

Benefits:

❖ Lowest cost per plot

- Will satisfy the need for burial space needed for indigent care services for a minimum of 5 years (depending on the number of plots purchased), and plots were purchased at a fixed discounted rate.

❖ Immediate ownership

- Right of Interment

- ❖ Available space in Section B with adjacent location available for future expansion/renewal. (see exhibit C)
 - ❖ 5-year option to renew at a negotiated price
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Option B: Pay-As-Needed Agreement

The county purchases burial plots only when needed. (3 yr. Agreement)

Price per plot	\$800
Grave service* per plot	\$450
Total price per plot	\$1,250

*Grave service-includes opening/closing and lowering device

Excludes the following cases:

- Fetal demise
- Infant
- Veteran
- Cremations

Benefits:

- ❖ Maximum budget flexibility
- ❖ No unused inventory
- ❖ Reserved location in Section B
- ❖ Simple per-use billing

Option C: Annual Contract (Reserved Capacity)

The county secures a guaranteed number of plots annually.

- Annual allocation: minimum of 25
 - If county does not use all allocated space, they will agree to purchase remaining at the end of the 3-year term.
- Contract term: 3 years (option to renew)

Price per plot	\$750
Grave service* per plot	\$450
Total price per plot	\$1,200

*Grave service-includes opening/closing and lowering device

Benefits:

- ❖ Guaranteed availability
- ❖ Reserved space in Section B with adjacent location available for future expansion/renewal
- ❖ Predictable budgeting
- ❖ Moderate cost savings

Option D: Full Cemetery Acquisition

The county may elect to purchase the entire cemetery as a long-term public asset.

Proposed Purchase Price:

\$1,850,000

Scope of purchase:

- ✓ All remaining burial plots (developed and undeveloped)
- ✓ Land and physical property.
- ✓ Infrastructure (roads, fencing, utilities, buildings if applicable)
- ✓ Records and plot management systems (regulated by the Texas Banking Commission)
- ✓ Transfer of perpetual care responsibilities

Valuation Basis:

- ✓ Total acreage: 20 (see exhibit F)
 - 12 acres-Existing Cemetery/8 acres-uncommitted raw land
- ✓ Available plots (Existing Cemetery): approx. 9500
 - Additional space available for Columbaria for cremations
- ✓ Sold plots: approx. 950.
- ✓ Current market rates per plot: \$1500-\$3500+
- ✓ Highway frontage access
 - newly completed Hwy. 359 expansion for safer and shorter transit time

Benefits:

- ❖ Full operational control
- ❖ Long-term cost savings
- ❖ Ability to serve the community indefinitely.
- ❖ Long-term potential revenue from future plot sales

- ❖ Strategic asset for long-term planning
- ❖ Minimal competition on options available based on existing and remaining plots available at City and Catholic Cemetery

Transition Support:

1. Records and documentation transfer
2. Optional operational support during transition

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501 St. Jude Place, Memphis, TN 38105

Option E: Adjacent Property Acquisition for Future Expansion or County Use

Opportunity for the county to acquire adjacent land for expansion or other public purposes.

Proposed Purchase Price:

\$1,350,000

Property Overview

- Location: Adjacent to existing cemetery
- Size: 40 acres (*see exhibit G*)
- Access: entrance off Highway 359 and Francisco Guerra Rd.
- Amenities-water/sewer and electricity (available on-site)

Potential Uses:

- ✓ Cemetery expansion
 - Veterans Memorial
- ✓ Cremation gardens or columbarium
- ✓ Public memorial or green space
- ✓ Future County infrastructure

Flexible Structuring Options:

- ✓ Immediate purchase
- ✓ Phased acquisition
- ✓ First right of refusal

Benefits:

- ❖ Secures land for future growth.
 - ❖ Prevents future land scarcity or higher acquisition costs.
 - ❖ Controls long-term costs
 - ❖ Provides flexibility for evolving needs.
 - ❖ Strategic expansion adjacent to existing cemetery operations (*see exhibit H*)
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Pricing & Terms

- Pricing valid for 3 months
- Payment terms negotiated based on option selected.

Implementation

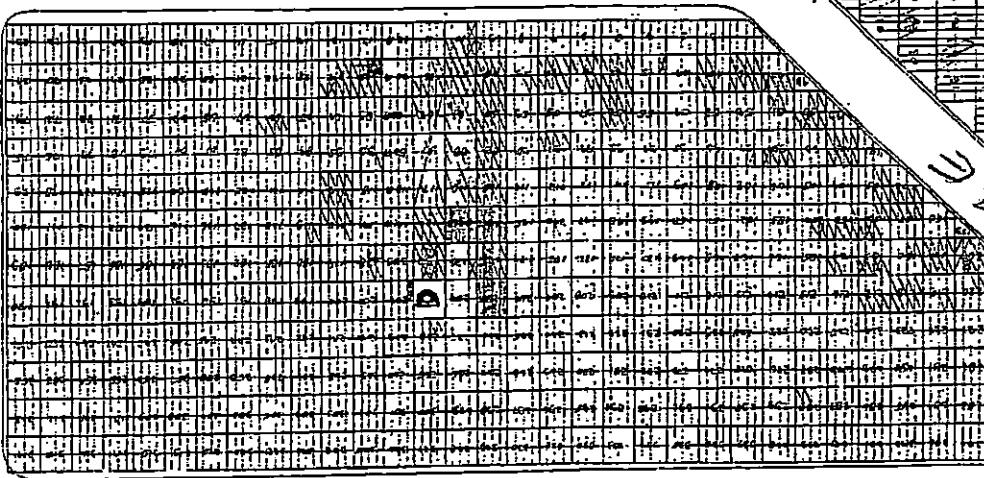
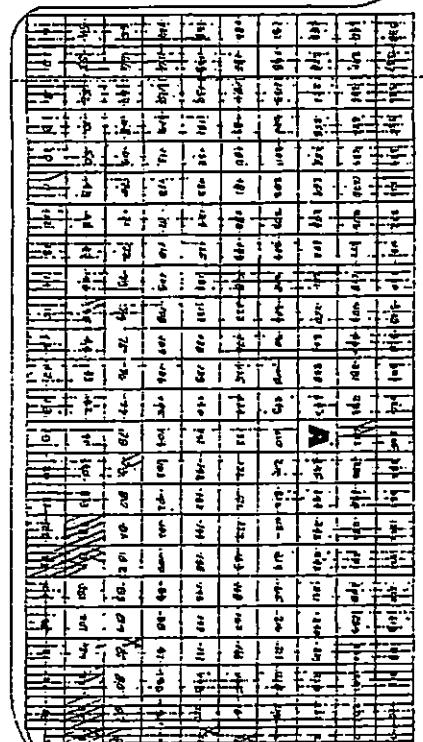
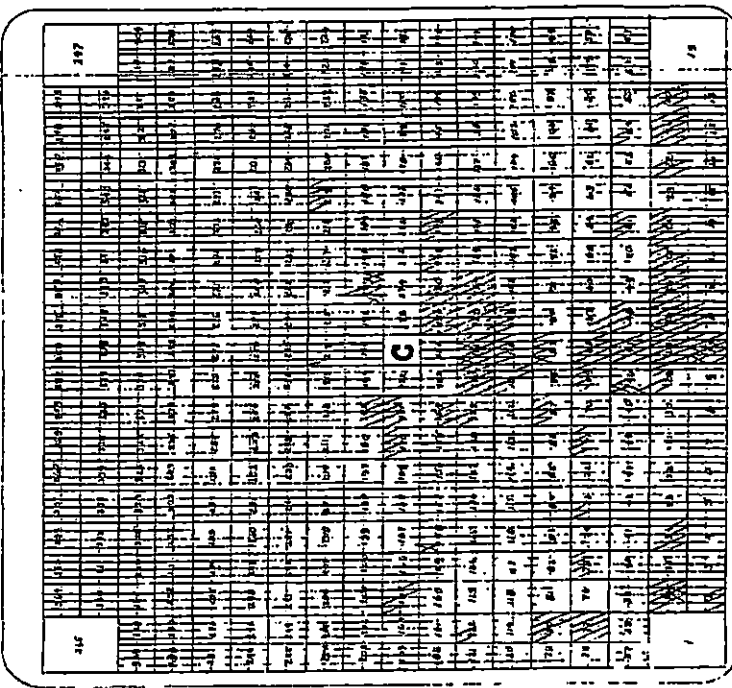
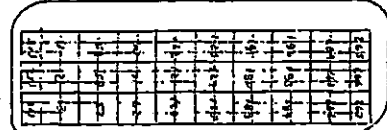
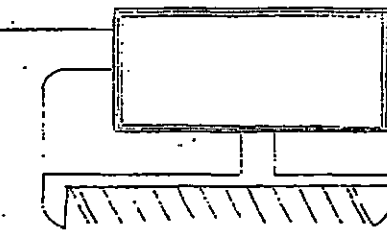
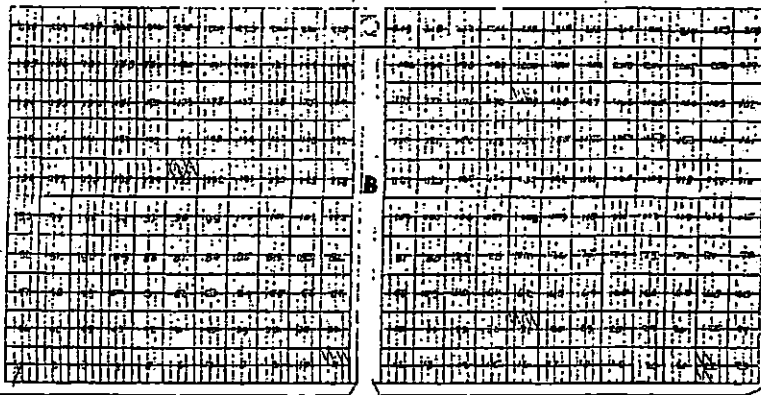
- Upon agreement:
 - Documentation and mapping will be provided.
 - A primary point of contact will be provided
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Conclusion

Memorial Gardens of Laredo, Inc. is committed to providing Webb County with dependable, respectful, and cost-effective burial solutions. This proposal offers both immediate and long-term strategies to meet the county's needs while maintaining flexibility and economic responsibility.

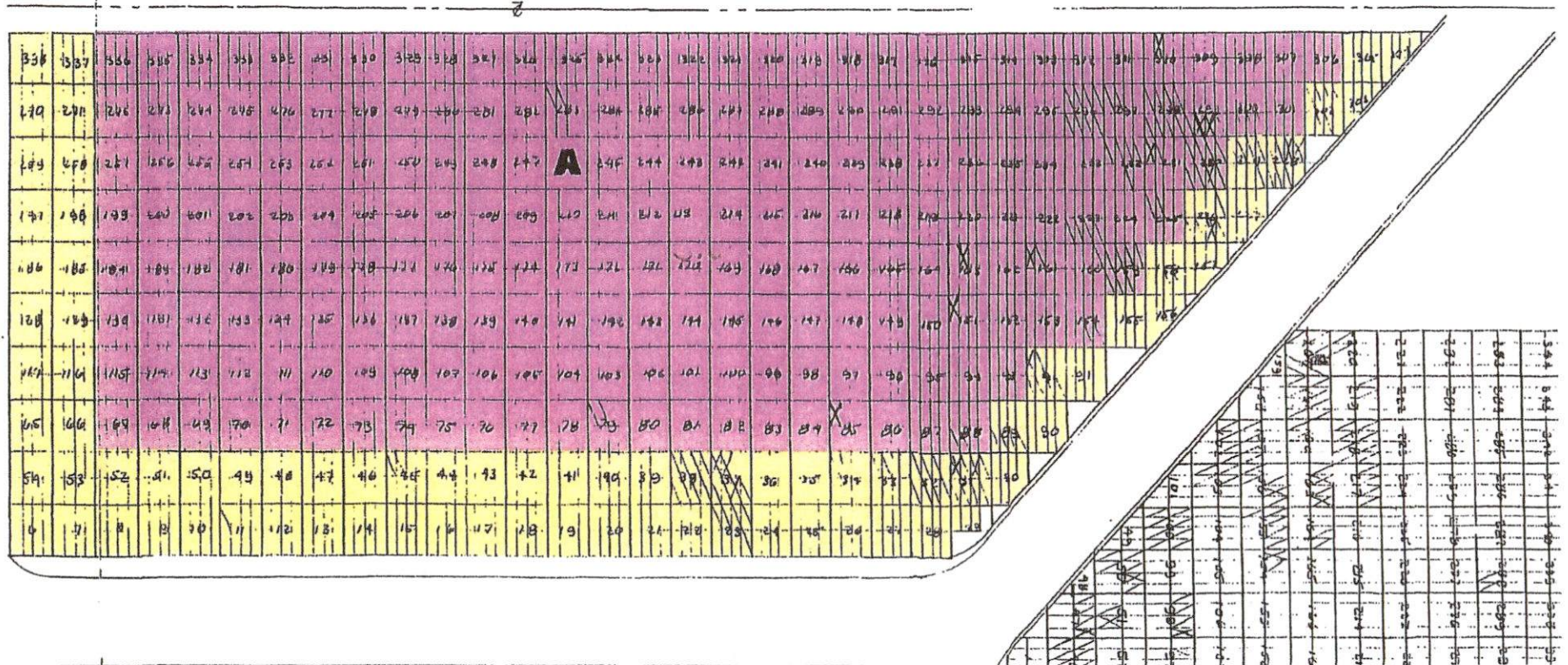
We welcome the opportunity to discuss these options and tailor a solution that best serves the county and its residents.

Existing Cemenetry (12 acres) (exhibit A)



INTERCHANGE

Section A
(exhibit B)



	\$800.00
	\$1,200.00
	\$1,100.00
	\$900.00
	\$1,500.00
	\$1,000.00

42	72	12	02	511	01	41	91	21	61	21
42	52	72	42	02	62	62	05	15	25	55
69	019	20	99	30	69	89	29	19	09	58
07	12	26	66	76	26	26	46	06	56	18
511	611	511	211	111	011	601	801	401	901	501
011	411	811	611	011	111	201	511	421	231	021
191	091	591	811	291	791	551	451	351	251	151
291	591	491	391	991	491	091	091	141	221	521
402	902	802	402	602	202	102	102	062	062	062
802	502	412	112	212	112	512	412	412	412	512

222	222	224	228	232	236	240	244	248	252	256	260	264	268	272	276	280	284	288	292	296	300	304	308	312	316	320	324	328	332	336	340	344	348	352	356	360	364	368	372	376	380	384	388	392	396	400	404	408	412	416	420	424	428	432	436	440	444	448	452	456	460	464	468	472	476	480	484	488	492	496	500	504	508	512	516	520	524	528	532	536	540	544	548	552	556	560	564	568	572	576	580	584	588	592	596	600	604	608	612	616	620	624	628	632	636	640	644	648	652	656	660	664	668	672	676	680	684	688	692	696	700	704	708	712	716	720	724	728	732	736	740	744	748	752	756	760	764	768	772	776	780	784	788	792	796	800	804	808	812	816	820	824	828	832	836	840	844	848	852	856	860	864	868	872	876	880	884	888	892	896	900	904	908	912	916	920	924	928	932	936	940	944	948	952	956	960	964	968	972	976	980	984	988	992	996	1000
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Section C (exhibit D)

365	364	363	362	361	360	359	358	357	356	355	354	353	352	351	350	349	348	347
	330	329	328	327	326	325	324	323	322	321	320	319	318	317	316	315	314	
323	322	321	320	319	318	317	316	315	314	313	312	311	310	309	308	307	306	305
289	288	287	286	285	284	283	282	281	280	279	278	277	276	275	274	273	272	271
287	286	285	284	283	282	281	280	279	278	277	276	275	274	273	272	271	270	269
246	245	244	243	242	241	240	239	238	237	236	235	234	233	232	231	230	229	228
245	244	243	242	241	240	239	238	237	236	235	234	233	232	231	230	229	228	227
204	203	202	201	200	199	198	197	196	195	194	193	192	191	190	189	188	187	186
173	172	171	170	169	168	167	166	165	164	163	162	161	160	159	158	157	156	155
103	102	101	100	99	98	97	96	95	94	93	92	91	90	89	88	87	86	85
121	120	119	118	117	116	115	114	113	112	111	110	109	108	107	106	105	104	103
120	119	118	117	116	115	114	113	112	111	110	109	108	107	106	105	104	103	102
79	78	77	76	75	74	73	72	71	70	69	68	67	66	65	64	63	62	61
78	77	76	75	74	73	72	71	70	69	68	67	66	65	64	63	62	61	60
37	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19
3	2	1	0	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19

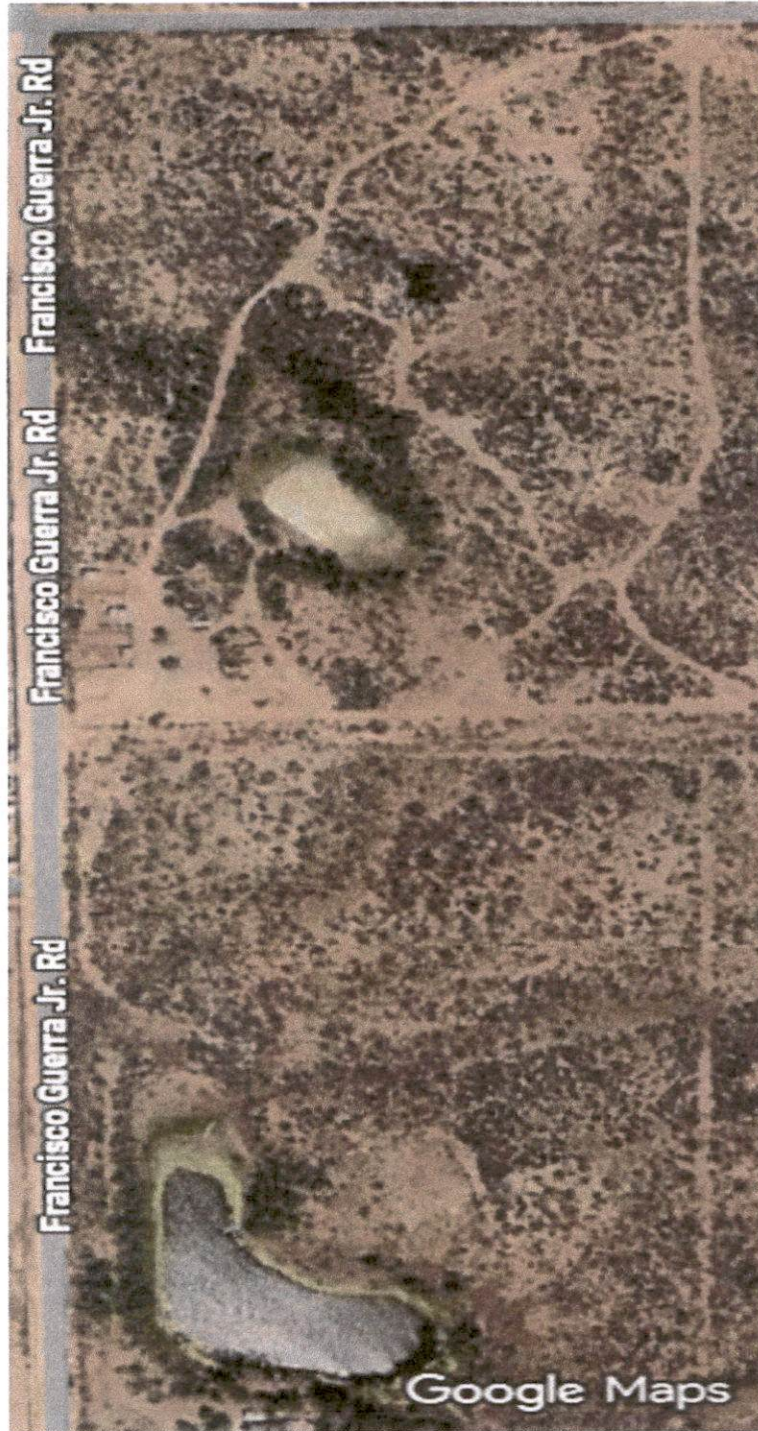
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20 acres (12 acres Existing Cemetery and 8 acres undeveloped)

(exhibit F)



40-acres (exhibit G)



60 acres (exhibit H)

