# 2024 National Cemetery Administration Memorial Products Satisfaction Survey





National Report August 2024 INDEX

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## **Report Overview**

### SECTION DESCRIPTION

- This section presents an overview of the contents of this report.
- The surveys and resulting data represent the NCA's commitment to customer service, seeking feedback from those using our services, and an ongoing search for evidence-based opportunities for continuous improvement.

### **Report Overview**

NCA strives to provide the best service and to be the model of excellence for burial and memorials for our Nation's Veterans and their families. The data from the administration of this survey helps NCA to assess its compliance with the Agency's mission to honor eligible Veterans, active-duty Service Members and eligible family members with final resting places in national shrines and with lasting tributes that commemorate their service and sacrifice to our Nation. Further, the feedback from next of kin and funeral directors serves to improve NCA policy, planning, and operational efforts as it relates to the quality of the services provided to Veterans and their families. The 2024 VA Memorial Products Next of Kin/Family Member Satisfaction Survey and memorial products component of the 2024 Funeral Director Satisfaction Survey represent the 15th national administration of this satisfaction survey and the 11th time a web survey option was offered to respondents.

Data for the 2024 survey were collected from next of kin (NOK) and funeral directors (FD) in two fieldings:

| 2024 Survey Fielding Schedule |                   |                    |                      |  |  |  |  |  |
|-------------------------------|-------------------|--------------------|----------------------|--|--|--|--|--|
| Cohort                        | Survey Fielding   | NOK/FD             | Interment Population |  |  |  |  |  |
| Cohort 1                      | 2/22/24 6/17/24   | NOK (English)      | 1/1/23 - 6/30/23     |  |  |  |  |  |
| Conort 1                      | 2/22/24 – 6/17/24 | FD (English)       | 1/1/23 – 12/31/23    |  |  |  |  |  |
| Cohort 2                      | 3/29/24 – 6/17/24 | NOK (English)      | 7/1/23 – 12/31/23    |  |  |  |  |  |
| CONOIT 2                      | 5/29/24 - 0/17/24 | NOK & FD (Spanish) | 1/1/23 – 12/31/23    |  |  |  |  |  |

Mailing data was extracted from NCA's Automated Monument Application System (AMAS) database and the Burial Operations Support System (BOSS) for records with interment dates from January 1, 2023 to December 31, 2023. Surveys were mailed to 6,795 next of kin who had ordered a Memorial Products Service (MPS) product for placement at a private cemetery during the time period of January 1, 2023 through December 31, 2023. Surveys were also mailed to 12,280 funeral directors who had worked with national, private, and state, tribal or territorial Veterans cemeteries during the same designated period of time. A total of 19,075 questionnaires (6,795 to next of kin and 12,280 to funeral directors) were mailed for this survey. A total of 5,698 completed questionnaires (3,090 next of kin and 2,608 funeral directors) were returned, which resulted in an overall survey response rate of 30.80% (46.28% for next of kin and 22.06% for funeral directors). The survey response rate calculation excludes those returned as not deliverable.

In this report survey findings are presented in nine sections.

- The first section depicts Key Performance Indicators (KPIs) derived from NCA's strategic performance measures and includes the associated KPI Targets. Survey items provide information on next of kin and funeral director overall satisfaction with VA Memorial Products and Services.
- The KPI Section contains questions and metrics that would normally fall into one of the other sections of this report. However, each question and result will only be presented once with the exception of comparitive analysis.
- The remaining sections present survey findings on specific areas of satisfaction for each group (next of kin or funeral directors).
- Finally, where applicable, data for questions asked across multiple years are presented, allowing the reader to assess changes in respondent satisfaction over time.

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Six appendices follow the main body of the report. They are:

- Appendix A: Respondent Characteristics presents self-reported demographic information for next of kin and funeral directors in the respondent sample.
- Appendix B: Methodology and Survey Instruments describes the methodology used to administer the survey. Copies of the 2024 VA Memorial Products Next of Kin/Family Member Satisfaction Survey and the 2024 Funeral Director Satisfaction Survey are included in this appendix.
- Appendix C: User Guide presents an explanation of how to read and interpret the graphs and tables used in the report.
- Appendix D: Question Locator provides a reference chart that lists each survey item and the corresponding report page number where the data can be found.
- Appendix E: Response Rates presents response rates for the 2024 VA Memorial Next of Kin/Family Member Satisfaction Survey and the 2024 Funeral Director Satisfaction Survey.
- Appendix F: Survey Results by Question reports the next of kin and funeral director survey results by question.

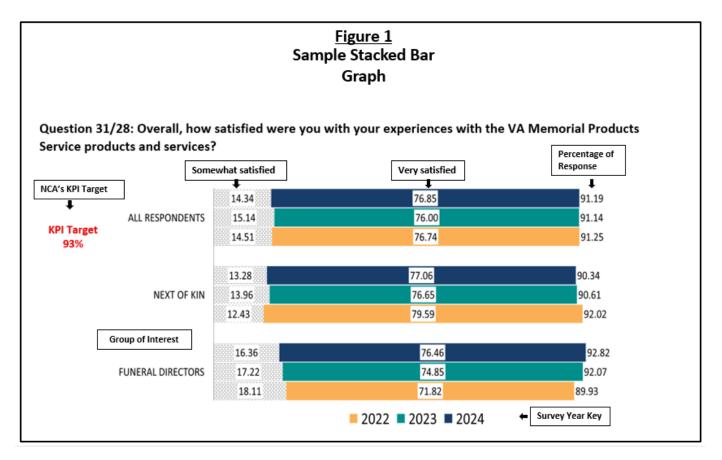
The table below provides references to abbreviations used throughout the report.

|                 | Survey Source and Question Abbreviations                                     |
|-----------------|--|
| Shorthand       | Survey Source  |
|                 | "Question xx/yy" denotes that the question was asked to both next of kin     |
| Question xx/yy  | and funeral directors. The first number (xx) is the question number for next |
|                 | of kin, and the second number (yy) is the question number for funeral        |
| Question XX/ yy | directors. These questions are derived from the 2024 VA Memorial Products    |
|                 | Next of Kin/Family Member Satisfaction Survey and memorial products          |
|                 | component of the 2024 Funeral Director Satisfaction Survey, respectively.    |
| MPS NOK Qxx     | "MPS NOK" denotes that the question was derived from the 2024 VA             |
|                 | Memorial Products Next of Kin/Family Member Satisfaction Survey.             |
|                 | "MPS FD" denotes that the question was derived from the memorial             |
| MPS FD Qyy      | products component of the 2024 Funeral Director Satisfaction Survey.         |
|                 | "GEN FD" denotes that the question was derived from the "2024 Funeral        |
| GEN FD Qyy      | Director National Satisfaction Survey" component of the 2024 Funeral         |
|                 | Director Satisfaction Survey.  |
|                 | "NC NOK" denotes that the question was derived from the 2024 National        |
| NC NOK Qxx      | Cemeteries Next of Kin/Family Member Satisfaction Survey.                    |
|                 | "STVC NOK" denotes that the question was derived from the 2024 State,        |
| STVC NOK Qxx    | Tribal or Territorial Veterans Cemeteries Next of Kin/Family Member          |
|                 | Satisfaction Survey.   |

Unless otherwise annotated in the Section Description, the questions and data in this report were primarily sourced from the 2024 VA Memorial Products Next of Kin/Family Member Satisfaction Survey and memorial products component of the 2024 Funeral Director Satisfaction Survey, respectively.

Throughout this report, stacked bar graphs are used to show the percentage of participants responding positively to survey items across all respondents. When applicable, aggregate and breakout views are presented for next of kin and funeral director respondents of the same question. A sample stacked bar graph is presented below (see Figure 1) with labels to aid in interpretation of these graphs used throughout this report. Appendix C (page 151) further details how to interpret the graphs and tables used in this report.

Due to rounding, some percentages may not sum to 100%.



### **Key Performance Indicators**

### SECTION DESCRIPTION

- This section presents survey findings from next of kin and funeral directors on NCA's five key performance indicators for memorial products and services.
- Please refer to the Report Overview section (page 3) for an overview of the contents of the report.

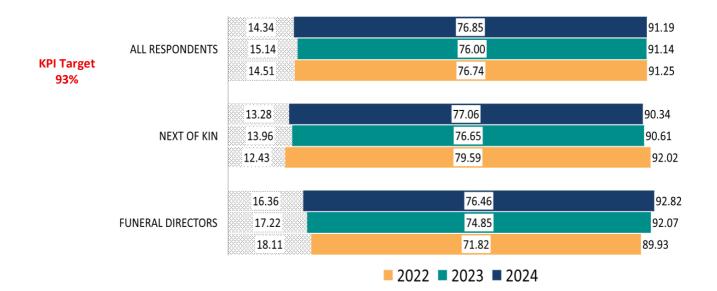
### **Key Performance Indicators**

| OVERALL SATISFACTION   | 24 NCA SPM<br>TARGET      | 2024 NCA<br>ACTUAL |
|--|---------------------------|--------------------|
| Overall satisfaction with experience with VA MPS products/services (MPS Q31/28)          | SPM 24 <mark>(93%)</mark> | 91.19%             |
| Agree that quality of headstone, marker, or medallion was excellent (MPS FD Q24)         | SPM 23 <mark>(95%)</mark> | 93.90%             |
| QUALITY OF PRODUCTS AND SERVICES   |                           |                    |
| Satisfaction with quality of certificate (PMC) (MPS NOK Q28)                             | SPM 20 <mark>(92%)</mark> | 90.95%             |
| Satisfaction with process used to order headstone, marker, or medallion (MPS Q17/5)      | SPM 21 <mark>(93%)</mark> | 91.23%             |
| Satisfaction with amount of time to receive headstone, marker, or medallion (MPS Q21/18) | SPM 22 <mark>(82%)</mark> | 83.23%             |

#### **KPI Target Source**

Strategic Performance Measure (SPM) Targets- 2024 NCA Operational and Customer Service Strategic Performance Measures (FY24 Target), Strategic Performance Measures Targets as defined by NCA leadership and published by NCA Performance Analysis & Planning Service (42A).

# Question 31/28: Overall, how satisfied were you with your experiences with the VA Memorial Products Service products and services?



|                   | Year | n    | Very<br>satisfied | *Change<br>Score | Somewhat<br>satisfied | Neither /<br>Nor | Somewhat<br>dissatisfied | Very<br>dissatisfied |
|-------------------|------|------|-------------------|------------------|-----------------------|------------------|--------------------------|----------------------|
|                   | 2024 | 4476 | 76.85%            | 0.85%            | 14.34%                | 6.90%            | 1.07%                    | 0.83%                |
| ALL RESPONDENTS   | 2023 | 4684 | 76.00%            | -0.74%           | 15.14%                | 6.32%            | 1.52%                    | 1.02%                |
|                   | 2022 | 4437 | 76.74%            | -1.23%           | 14.51%                | 7.03%            | 1.08%                    | 0.63%                |
|                   | 2024 | 2930 | 77.06%            | 0.41%            | 13.28%                | 7.00%            | 1.47%                    | 1.19%                |
| NEXT OF KIN       | 2023 | 2994 | 76.65%            | -2.94%           | 13.96%                | 5.74%            | 2.17%                    | 1.47%                |
|                   | 2022 | 2808 | 79.59%            | -1.20%           | 12.43%                | 5.52%            | 1.53%                    | 0.93%                |
|                   | 2024 | 1546 | 76.46%            | 1.61%            | 16.36%                | 6.73%            | 0.32%                    | 0.13%                |
| FUNERAL DIRECTORS | 2023 | 1690 | 74.85%            | 3.03%            | 17.22%                | 7.34%            | 0.36%                    | 0.24%                |
|                   | 2022 | 1629 | 71.82%            | -1.63%           | 18.11%                | 9.64%            | 0.31%                    | 0.12%                |

\*The change scores represent the difference between the "Very satisfied" categories for the row year and the previous year.

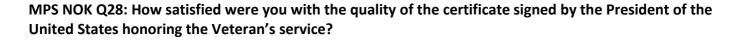
# MPS FD Q24: Please indicate your level of agreement with the following statement: The overall quality of the headstone, marker, or medallion I received from the VA was excellent.

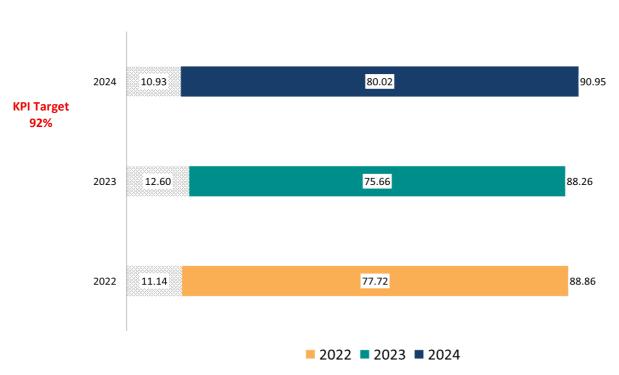


FUNERAL DIRECTORS

|                   | Year | n    | Strongly<br>agree | *Change<br>Score | Agree  | Neither /<br>Nor | Disagree | Strongly<br>disagree |
|-------------------|------|------|-------------------|------------------|--------|------------------|----------|----------------------|
| FUNERAL DIRECTORS | 2024 | 1541 | 64.24%            | 0.43%            | 29.66% | 5.58%            | 0.39%    | 0.13%                |
|                   | 2023 | 1691 | 63.81%            | 3.49%            | 31.05% | 4.79%            | 0.35%    | 0.00%                |
|                   | 2022 | 1648 | 60.32%            | -2.82%           | 33.98% | 5.52%            | 0.18%    | 0.00%                |

\*The change scores represent the difference between the "Strongly agree" categories for the row year and the previous year.



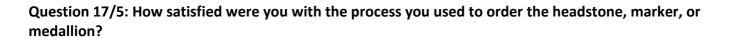


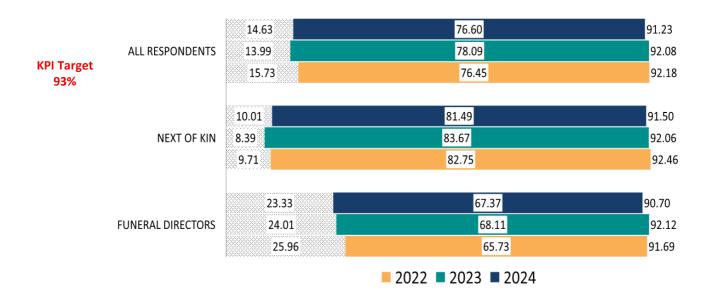
| NEXT | OF | KIN |
|------|----|-----|
|      |    |     |

|             | Year | n    | Very<br>satisfied | *Change<br>Score | Somewhat<br>satisfied | Neither /<br>Nor | Somewhat<br>dissatisfied | Very<br>dissatisfied |
|-------------|------|------|-------------------|------------------|-----------------------|------------------|--------------------------|----------------------|
|             | 2024 | 1006 | 80.02%            | 4.36%            | 10.93%                | 7.75%            | 0.60%                    | 0.70%                |
| NEXT OF KIN | 2023 | 1508 | 75.66%            | -2.06%           | 12.60%                | 10.21%           | 1.06%                    | 0.46%                |
|             | 2022 | 1903 | 77.72%            | -4.97%           | 11.14%                | 8.99%            | 1.10%                    | 1.05%                |

\*The change scores represent the difference between the "Very satisfied" categories for the row year and the previous year.

Note: This question only applies to respondents who indicated "Yes" to MPS NOK Q27.

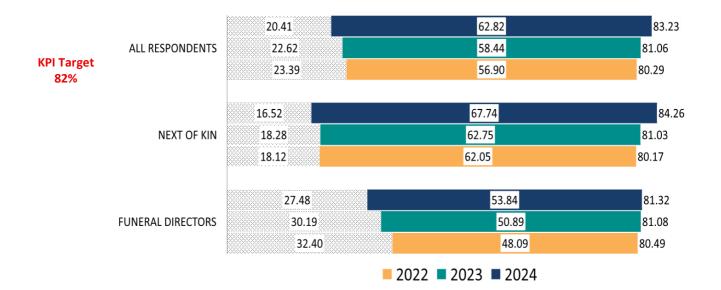




|                   | Year | n    | Very<br>satisfied | *Change<br>Score | Somewhat<br>satisfied | Neither /<br>Nor | Somewhat<br>dissatisfied | Very<br>dissatisfied |
|-------------------|------|------|-------------------|------------------|-----------------------|------------------|--------------------------|----------------------|
|                   | 2024 | 4629 | 76.60%            | -1.49%           | 14.63%                | 5.34%            | 2.18%                    | 1.25%                |
| ALL RESPONDENTS   | 2023 | 4774 | 78.09%            | 1.64%            | 13.99%                | 4.32%            | 2.16%                    | 1.45%                |
|                   | 2022 | 4513 | 76.45%            | -2.29%           | 15.73%                | 4.65%            | 1.68%                    | 1.48%                |
|                   | 2024 | 3026 | 81.49%            | -2.18%           | 10.01%                | 4.36%            | 2.35%                    | 1.78%                |
| NEXT OF KIN       | 2023 | 3062 | 83.67%            | 0.92%            | 8.39%                 | 3.43%            | 2.38%                    | 2.12%                |
|                   | 2022 | 2841 | 82.75%            | -3.07%           | 9.71%                 | 3.59%            | 1.87%                    | 2.08%                |
|                   | 2024 | 1603 | 67.37%            | -0.74%           | 23.33%                | 7.17%            | 1.87%                    | 0.25%                |
| FUNERAL DIRECTORS | 2023 | 1712 | 68.11%            | 2.38%            | 24.01%                | 5.90%            | 1.75%                    | 0.23%                |
|                   | 2022 | 1672 | 65.73%            | -1.54%           | 25.96%                | 6.46%            | 1.38%                    | 0.48%                |

\*The change scores represent the difference between the "Very satisfied" categories for the row year and the previous year.

# Question 21/18: How satisfied were you with the amount of time it took to receive the headstone, marker, or medallion?



|                   | Year | n    | Very<br>satisfied | *Change<br>Score | Somewhat<br>satisfied | Neither /<br>Nor | Somewhat<br>dissatisfied | Very<br>dissatisfied |
|-------------------|------|------|-------------------|------------------|-----------------------|------------------|--------------------------|----------------------|
|                   | 2024 | 4518 | 62.82%            | 4.38%            | 20.41%                | 11.11%           | 3.41%                    | 2.26%                |
| ALL RESPONDENTS   | 2023 | 4634 | 58.44%            | 1.54%            | 22.62%                | 12.60%           | 4.06%                    | 2.29%                |
|                   | 2022 | 4459 | 56.90%            | -3.97%           | 23.39%                | 13.21%           | 4.19%                    | 2.31%                |
|                   | 2024 | 2917 | 67.74%            | 4.99%            | 16.52%                | 8.67%            | 3.81%                    | 3.26%                |
| NEXT OF KIN       | 2023 | 2948 | 62.75%            | 0.70%            | 18.28%                | 11.09%           | 4.75%                    | 3.12%                |
|                   | 2022 | 2814 | 62.05%            | -4.72%           | 18.12%                | 11.98%           | 4.58%                    | 3.27%                |
|                   | 2024 | 1601 | 53.84%            | 2.95%            | 27.48%                | 15.55%           | 2.69%                    | 0.44%                |
| FUNERAL DIRECTORS | 2023 | 1686 | 50.89%            | 2.80%            | 30.19%                | 15.24%           | 2.85%                    | 0.83%                |
|                   | 2022 | 1645 | 48.09%            | -3.32%           | 32.40%                | 15.32%           | 3.53%                    | 0.67%                |

\*The change scores represent the difference between the "Very satisfied" categories for the row year and the previous year.

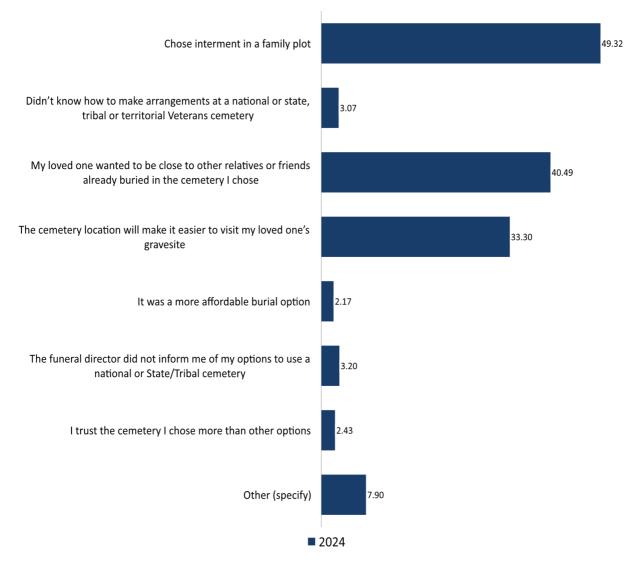
### **Cemetery Selection and Awareness of Benefits**

### SECTION DESCRIPTION

- This section presents survey findings from next of kin on reasons why they chose the cemetery and their awareness of benefits.
- Please refer to the Report Overview section (page 4) for an overview of the contents of the report.

# MPS NOK Q1: Why did you inter your loved one in the cemetery you chose rather than in a VA national or state, tribal or territorial Veterans cemetery? (*Mark all that apply*)

#### NEXT OF KIN

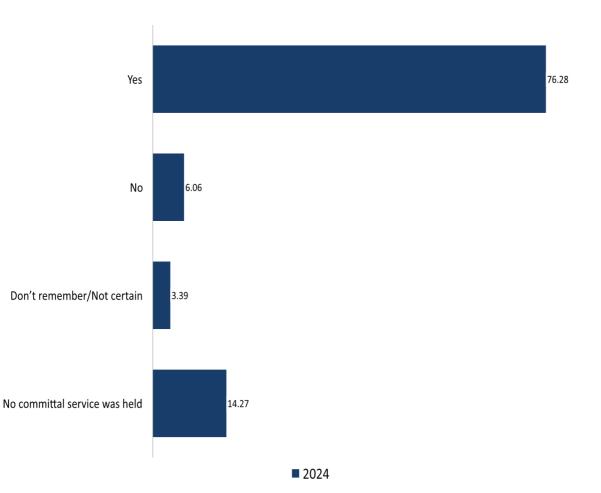




Note: MPS NOK Q1 was added as a new question to the 2024 VA Memorial Products Next of Kin/Family Member Satisfaction Survey. Note: As respondents could select more than one response option, percentages may not sum to 100%.

### MPS NOK Q3: Did you attend the committal service?

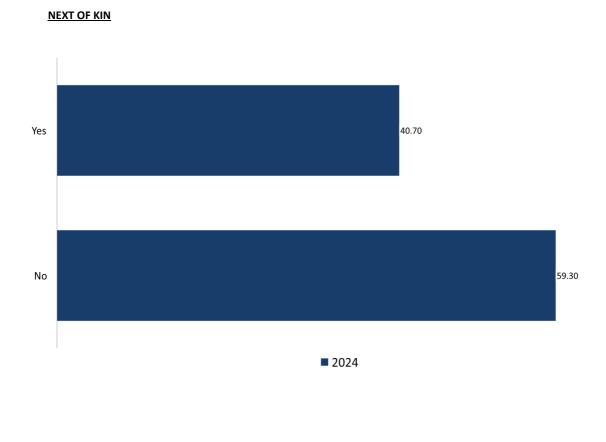




|             | Year | n    | Yes    | No    | Don't<br>remember/Not<br>certain | No committal<br>service was<br>held |
|-------------|------|------|--------|-------|----------------------------------|-------------------------------------|
| NEXT OF KIN | 2024 | 2922 | 76.28% | 6.06% | 3.39%                            | 14.27%                              |

Note: MPS NOK Q3 was added as a new question to the 2024 VA Memorial Products Next of Kin/Family Member Satisfaction Survey.

# MPS NOK Q4: Prior to your time of need, were you aware of the benefits related to burial in a national, state, tribal or territorial cemetery?



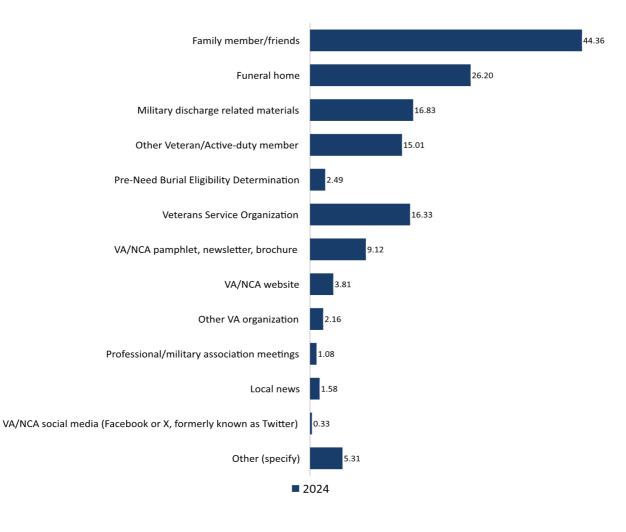
 Year
 n
 Yes
 No

 NEXT OF KIN
 2024
 2963
 40.70%
 59.30%

Note: MPS NOK Q4 was added as a new question to the 2024 VA Memorial Products Next of Kin/Family Member Satisfaction Survey.

#### MPS NOK Q5: How did you learn of these benefits prior to your time of need? (Mark all that apply)

#### NEXT OF KIN



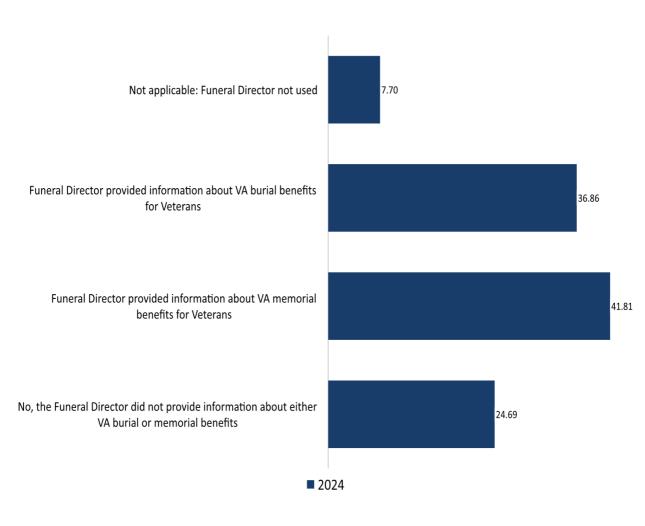


Note: MPS NOK Q5 was added as a new question to the 2024 VA Memorial Products Next of Kin/Family Member Satisfaction Survey.

Note: As respondents could select more than one response option, percentages may not sum to 100%.

Note: This question only applies to respondents who indicated "Yes" to MPS NOK Q4.

# MPS NOK Q6: Did the funeral director provide information about burial and memorial benefits available for Veterans? (*Mark all that apply*)



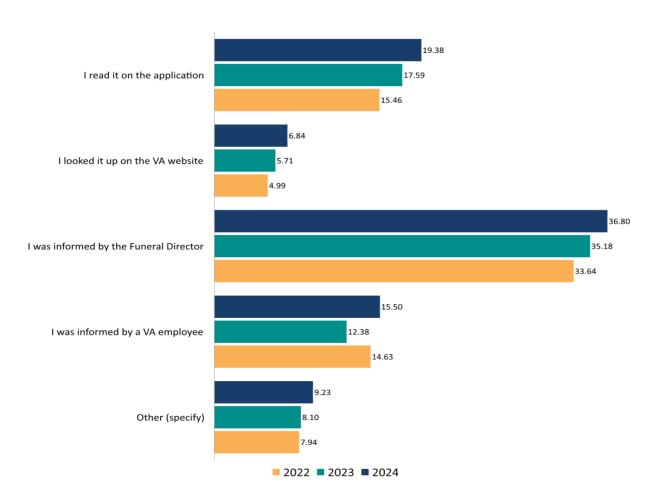
<u>NEXT OF KIN</u>

2024: n = 3,090

Note: MPS NOK Q6 was added as a new question to the 2024 VA Memorial Products Next of Kin/Family Member Satisfaction Survey.

Note: As respondents could select more than one response option, percentages may not sum to 100%.

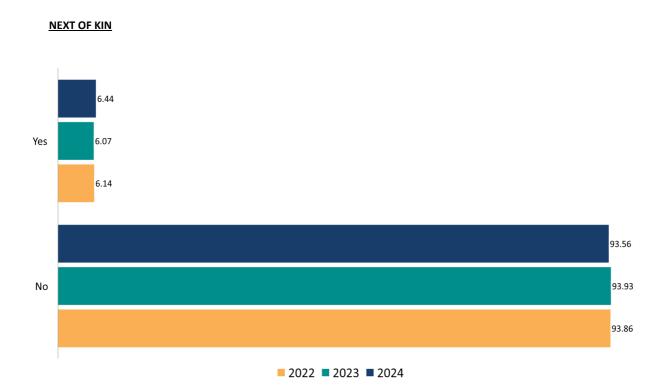
# MPS NOK Q19: If you were aware of the availability of an inscription, how did you learn about what could be included in the inscription? (*Mark all that apply*)



NEXT OF KIN

|             | Year | n    | l read it on<br>the<br>application | l looked it up<br>on the VA<br>website | l was<br>informed by<br>the Funeral<br>Director | l was<br>informed by<br>a VA<br>employee | Other<br>(specify) |
|-------------|------|------|------------------------------------|--|---|--|--------------------|
|             | 2024 | 2807 | 19.38%                             | 6.84%                                  | 36.80%  | 15.50%                                   | 9.23%              |
| NEXT OF KIN | 2023 | 2803 | 17.59%                             | 5.71%                                  | 35.18%  | 12.38%                                   | 8.10%              |
|             | 2022 | 2646 | 15.46%                             | 4.99%                                  | 33.64%  | 14.63%                                   | 7.94%              |

Note: As respondents could select more than one response option, percentages may not sum to 100%.

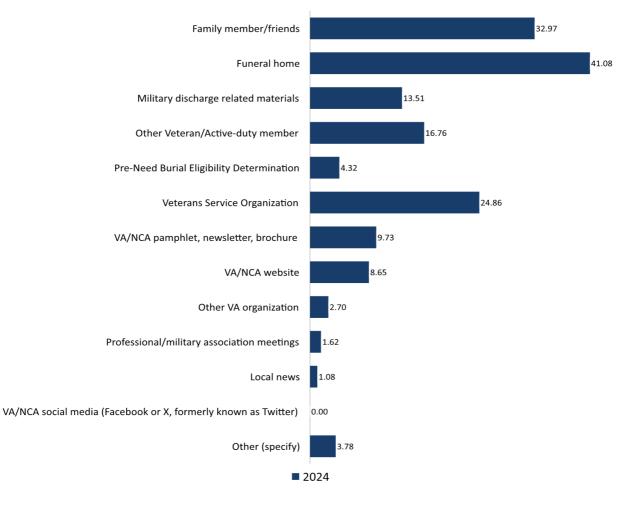


### MPS NOK Q32: Are you aware of the NCA Pre-Need Eligibility process?

|             | Year | n    | Yes   | No     |
|-------------|------|------|-------|--------|
|             | 2024 | 2872 | 6.44% | 93.56% |
| NEXT OF KIN | 2023 | 2602 | 6.07% | 93.93% |
|             | 2022 | 2475 | 6.14% | 93.86% |

#### MPS NOK Q33: How did you become aware of the Pre-Need opportunity? (Mark all that apply)

#### NEXT OF KIN



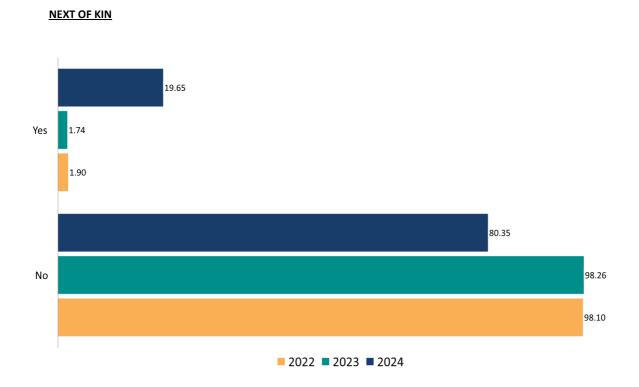


Note: MPS NOK Q33 was added as a new question to the 2024 VA Memorial Products Next of Kin/Family Member Satisfaction Survey.

Note: As respondents could select more than one response option, percentages may not sum to 100%.

Note: This question only applies to respondents who indicated "Yes" to MPS NOK Q32.

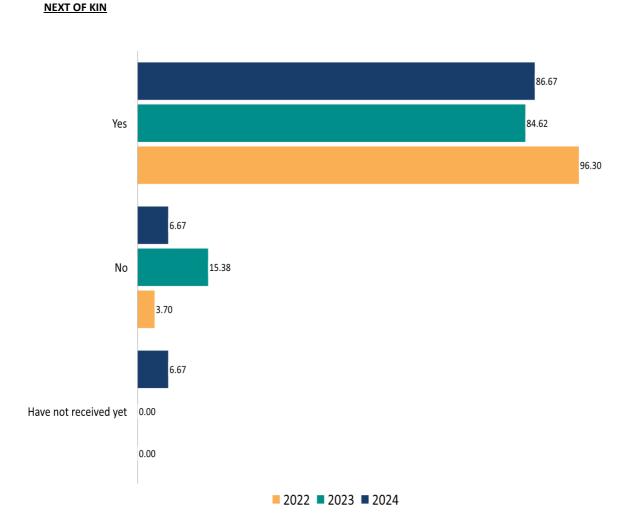
### MPS NOK Q34: Have you applied for Pre-Need Eligibility?



|             | Year | n    | Yes    | No     |
|-------------|------|------|--------|--------|
|             | 2024 | 173  | 19.65% | 80.35% |
| NEXT OF KIN | 2023 | 1834 | 1.74%  | 98.26% |
|             | 2022 | 1685 | 1.90%  | 98.10% |

Note: In 2024, this question only applies to respondents who indicated "Yes" to MPS NOK Q32. Prior to 2024 all respondents could answer this question.

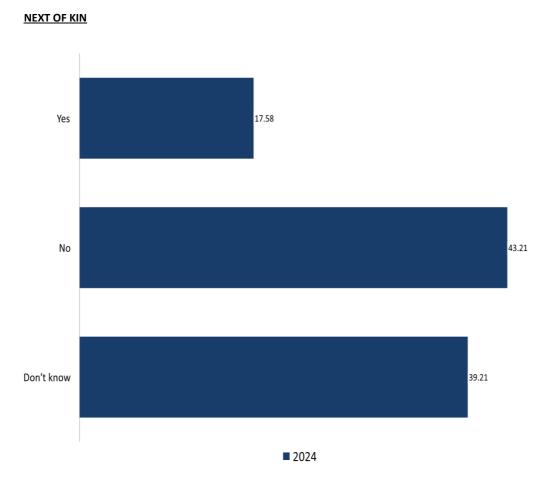
### MPS NOK Q35: Were you satisfied with the length of time it took to receive a certificate of eligibility?



|             | Year | n  | Yes    | No     | Have not received<br>yet |
|-------------|------|----|--------|--------|--------------------------|
|             | 2024 | 30 | 86.67% | 6.67%  | 6.67%                    |
| NEXT OF KIN | 2023 | 26 | 84.62% | 15.38% | 0.00%                    |
|             | 2022 | 27 | 96.30% | 3.70%  | 0.00%                    |

Note: This question only applies to respondents who indicated "Yes" to MPS NOK Q34.

Note: Prior to 2024 the question wording was: If you applied, were you satisfied with the length of time it took to receive a certificate of approval? Note: In 2024, the response option "Have not received yet" was added. MPS NOK Q36: Are you aware of the PACT Act (The Sergeant First Class Heath Robinson Honoring our Promise to Address Comprehensive Toxics Act) and the expanded eligibility of VA health care for Veterans with toxic exposure?



|             | Year | n    | Yes    | No     | Don't know |
|-------------|------|------|--------|--------|------------|
| NEXT OF KIN | 2024 | 2844 | 17.58% | 43.21% | 39.21%     |

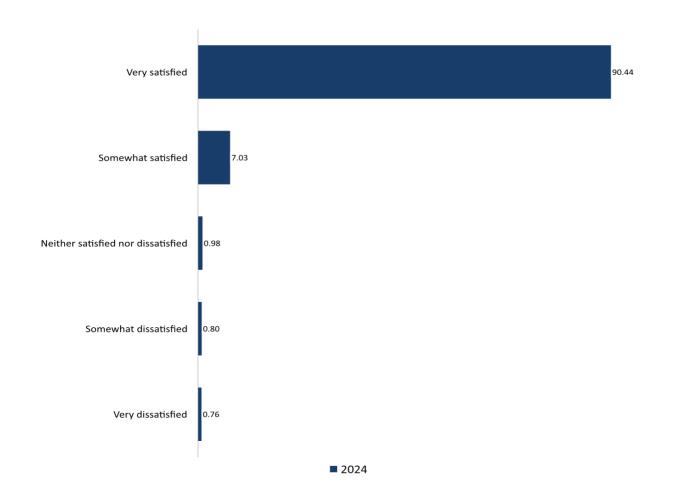
Note: MPS NOK Q36 was added as a new question to the 2024 VA Memorial Products Next of Kin/Family Member Satisfaction Survey.

## Satisfaction with Headstone/Marker/Medallion Ordering Process

### SECTION DESCRIPTION

- This section presents survey findings from next of kin and funeral directors on their satisfaction with VA customer service in the ordering process of headstones, markers and medallions.
- Please refer to the Key Performance Indicator (KPI) section of the report (page 7) for this section's KPIs: Satisfaction with process used to order headstone, marker, or medallion (MPS Q17/5) and satisfaction with amount of time to receive headstone, marker, or medallion (MPS Q21/18).
- This section also presents survey findings from the 2024 National Cemeteries Next of Kin/Family Member Satisfaction Survey and the 2024 State, Tribal or Territorial Veterans Cemeteries Next of Kin/Family Member Satisfaction Survey regarding satisfaction with the amount of time for permanent placement, accuracy of inscription and quality and appearance of the headstone, marker or columbarium niche cover.
- Please refer to the Report Overview section (page 3) for an overview of the contents of the report.

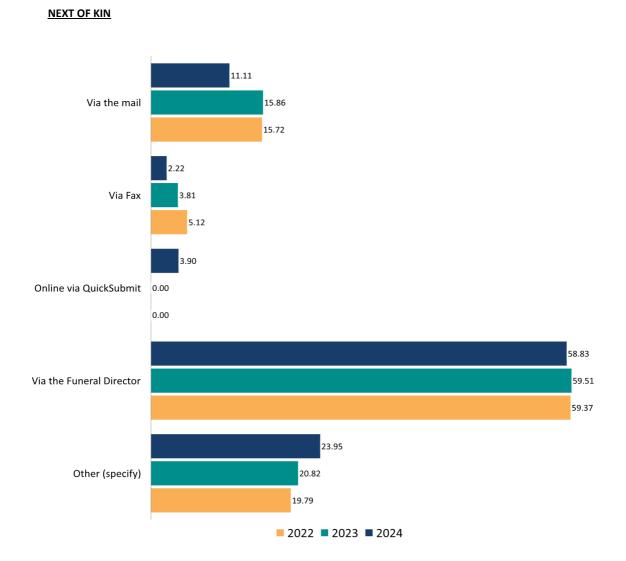
# MPS NOK Q23: Overall, how satisfied were you with the quality and appearance of the headstone, marker, or medallion when it arrived?



#### <u>NEXT OF KIN</u>

|             | Year | n    | Very satisfied | Somewhat<br>satisfied | Neither<br>satisfied nor<br>dissatisfied | Somewhat<br>dissatisfied | Very<br>dissatisfied |
|-------------|------|------|----------------|-----------------------|--|--------------------------|----------------------|
| NEXT OF KIN | 2024 | 2761 | 90.44%         | 7.03%                 | 0.98%                                    | 0.80%                    | 0.76%                |

Note: MPS NOK Q23 was added as a new question to the 2024 VA Memorial Products Next of Kin/Family Member Satisfaction Survey.

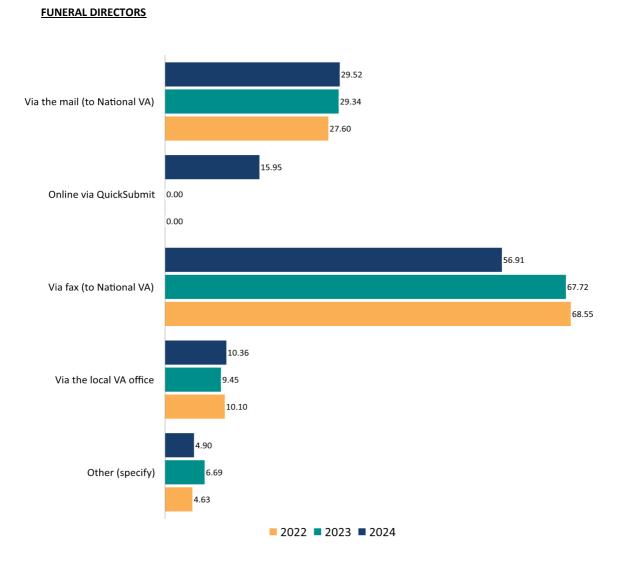


#### MPS NOK Q15: How did you order the headstone, marker, or medallion? (Mark only one)

|             | Year | n    | Via the mail | Via Fax | Online via<br>QuickSubmit | Via the<br>Funeral<br>Director | Other<br>(specify) |
|-------------|------|------|--------------|---------|---------------------------|--------------------------------|--------------------|
|             | 2024 | 2844 | 11.11%       | 2.22%   | 3.90%                     | 58.83%                         | 23.95%             |
| NEXT OF KIN | 2023 | 2939 | 15.86%       | 3.81%   | 0.00%                     | 59.51%                         | 20.82%             |
|             | 2022 | 2754 | 15.72%       | 5.12%   | 0.00%                     | 59.37%                         | 19.79%             |

Note: In 2024, the response option "Online via QuickSubmit" was added.

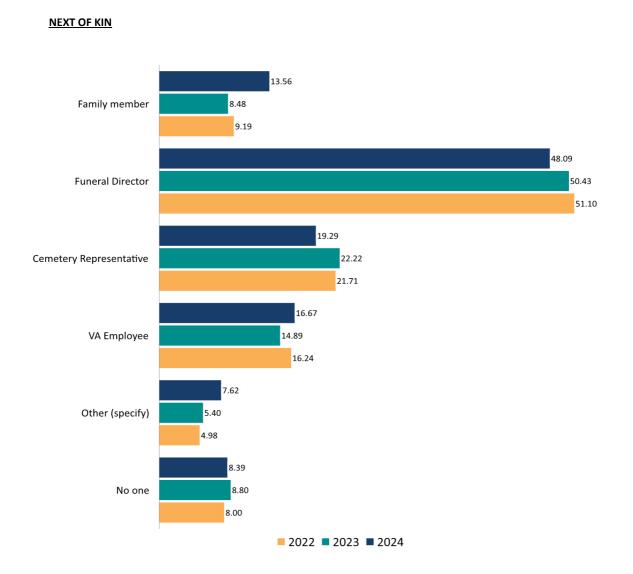
#### MPS FD Q4: How do you typically order VA headstones, markers, or medallions? (Mark all that apply)



|                   | Year | n    | Via the mail<br>(to National<br>VA) | Online via<br>QuickSubmit | Via fax (to<br>National VA) | Via the local<br>VA office | Other<br>(specify) |
|-------------------|------|------|-------------------------------------|---------------------------|-----------------------------|----------------------------|--------------------|
|                   | 2024 | 1592 | 29.52%                              | 15.95%                    | 56.91%                      | 10.36%                     | 4.90%              |
| FUNERAL DIRECTORS | 2023 | 1704 | 29.34%                              | 0.00%                     | 67.72%                      | 9.45%                      | 6.69%              |
|                   | 2022 | 1663 | 27.60%                              | 0.00%                     | 68.55%                      | 10.10%                     | 4.63%              |

Note: In 2024, the response option "Online via QuickSubmit" was added.

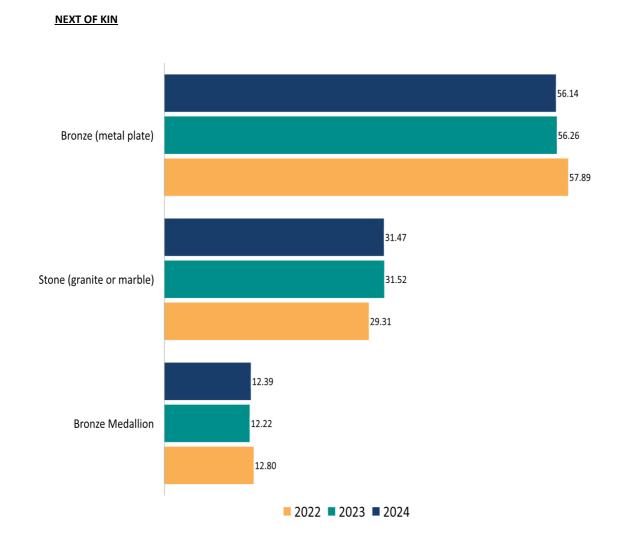
Note: As respondents could select more than one response option, percentages may not sum to 100%.



#### MPS NOK Q16: Who helped you with ordering the headstone/marker/medallion? (Mark all that apply)

|             | Year | n    | Family<br>member | Funeral<br>Director | Cemetery<br>Representative | VA<br>Employee | Other<br>(specify) | No one |
|-------------|------|------|------------------|---------------------|----------------------------|----------------|--------------------|--------|
|             | 2024 | 3017 | 13.56%           | 48.09%              | 19.29%                     | 16.67%         | 7.62%              | 8.39%  |
| NEXT OF KIN | 2023 | 3056 | 8.48%            | 50.43%              | 22.22%                     | 14.89%         | 5.40%              | 8.80%  |
|             | 2022 | 2851 | 9.19%            | 51.10%              | 21.71%                     | 16.24%         | 4.98%              | 8.00%  |

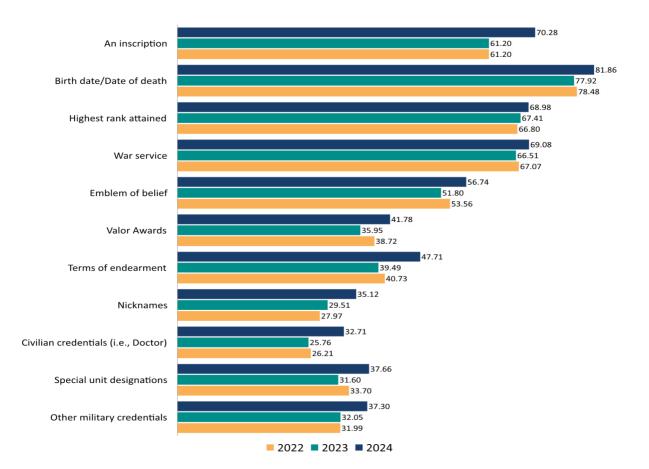
Note: As respondents could select more than one response option, percentages may not sum to 100%.



### MPS NOK Q14: What type of headstone, marker, or medallion did you order?

|             | Year | n    | Bronze (metal<br>plate) | Stone (granite or<br>marble) | Bronze Medallion |
|-------------|------|------|-------------------------|------------------------------|------------------|
|             | 2024 | 2882 | 56.14%                  | 31.47%                       | 12.39%           |
| NEXT OF KIN | 2023 | 2970 | 56.26%                  | 31.52%                       | 12.22%           |
|             | 2022 | 2750 | 57.89%                  | 29.31%                       | 12.80%           |

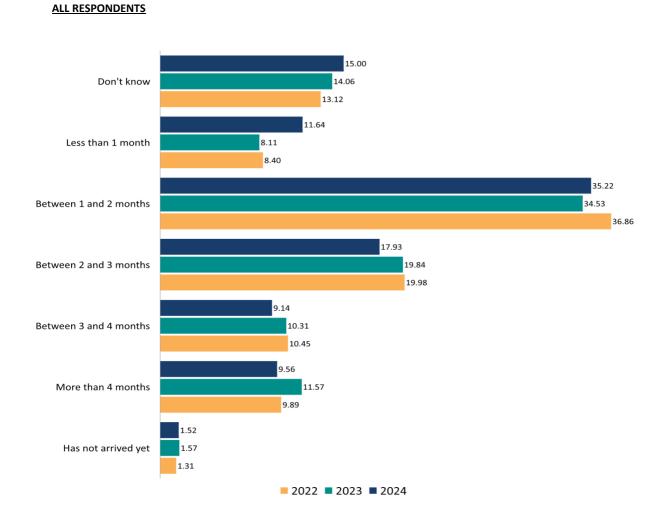
## MPS NOK Q18: When you were applying for the headstone, marker, or medallion, were you aware that the following items could be added to the headstone, marker, or medallion:



#### NEXT OF KIN

Percent Yes

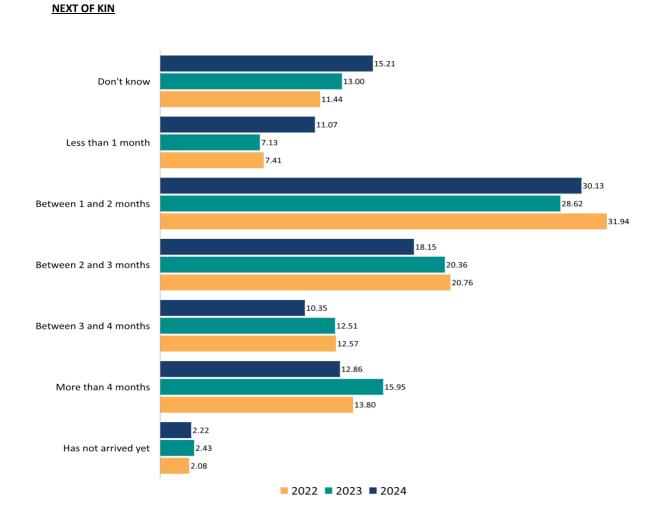
|             | Desmonto                            | 20   | 22     | 20   | 23     | 20   | 24     |
|-------------|-------------------------------------|------|--------|------|--------|------|--------|
|             | Response                            | n    | % Yes  | n    | % Yes  | n    | % Yes  |
|             | An inscription                      | 2575 | 61.20% | 2750 | 61.20% | 2725 | 70.28% |
|             | Birth date/Date of death            | 2640 | 78.48% | 2813 | 77.92% | 2817 | 81.86% |
|             | Highest rank attained               | 2545 | 66.80% | 2706 | 67.41% | 2669 | 68.98% |
|             | War service                         | 2508 | 67.07% | 2693 | 66.51% | 2581 | 69.08% |
|             | Emblem of belief                    | 2433 | 53.56% | 2550 | 51.80% | 2487 | 56.74% |
| NEXT OF KIN | Valor Awards                        | 2340 | 38.72% | 2481 | 35.95% | 2365 | 41.78% |
|             | Terms of endearment                 | 2396 | 40.73% | 2555 | 39.49% | 2465 | 47.71% |
|             | Nicknames                           | 2338 | 27.97% | 2491 | 29.51% | 2352 | 35.12% |
|             | Civilian credentials (i.e., Doctor) | 2312 | 26.21% | 2442 | 25.76% | 2305 | 32.71% |
|             | Special unit designations           | 2338 | 33.70% | 2468 | 31.60% | 2363 | 37.66% |
|             | Other military credentials          | 2338 | 31.99% | 2484 | 32.05% | 2362 | 37.30% |



#### Question 20/17: About how long after ordering the headstone, marker, or medallion did it arrive?

|                 | Year | n    | Don't<br>know | Less than 1<br>month | Between 1<br>and 2<br>months | Between 2<br>and 3<br>months | Between 3<br>and 4<br>months | More than<br>4 months | Has<br>not<br>arrived<br>yet |
|-----------------|------|------|---------------|----------------------|------------------------------|------------------------------|------------------------------|-----------------------|------------------------------|
|                 | 2024 | 4674 | 15.00%        | 11.64%               | 35.22%                       | 17.93%                       | 9.14%                        | 9.56%                 | 1.52%                        |
| ALL RESPONDENTS | 2023 | 4772 | 14.06%        | 8.11%                | 34.53%                       | 19.84%                       | 10.31%                       | 11.57%                | 1.57%                        |
|                 | 2022 | 4490 | 13.12%        | 8.40%                | 36.86%                       | 19.98%                       | 10.45%                       | 9.89%                 | 1.31%                        |

Note: In 2024, the response option "Has not arrived yet" was added to the 2024 Funeral Director Satisfaction Survey.



#### Question 20/17: About how long after ordering the headstone, marker, or medallion did it arrive?

|  |             | Year | n    | Don't<br>know | Less than 1<br>month | Between 1<br>and 2<br>months | Between 2<br>and 3<br>months | Between 3<br>and 4<br>months | More than<br>4 months | Has<br>not<br>arrived<br>yet |
|--|-------------|------|------|---------------|----------------------|------------------------------|------------------------------|------------------------------|-----------------------|------------------------------|
|  | NEXT OF KIN | 2024 | 3063 | 15.21%        | 11.07%               | 30.13%                       | 18.15%                       | 10.35%                       | 12.86%                | 2.22%                        |
|  |             | 2023 | 3085 | 13.00%        | 7.13%                | 28.62%                       | 20.36%                       | 12.51%                       | 15.95%                | 2.43%                        |
|  |             | 2022 | 2833 | 11.44%        | 7.41%                | 31.94%                       | 20.76%                       | 12.57%                       | 13.80%                | 2.08%                        |

#### 14.59 Don't know 16.00 15.99 12.73 Less than 1 month 9.90 10.08 44.88 Between 1 and 2 months 45.35 45.26 17.50 Between 2 and 3 months 18.91 18.65 6.83 6.28 Between 3 and 4 months 6.82 3.29 More than 4 months 3.56 3.20 0.19 Has not arrived yet 0.00 0.00 ■ 2022 ■ 2023 ■ 2024

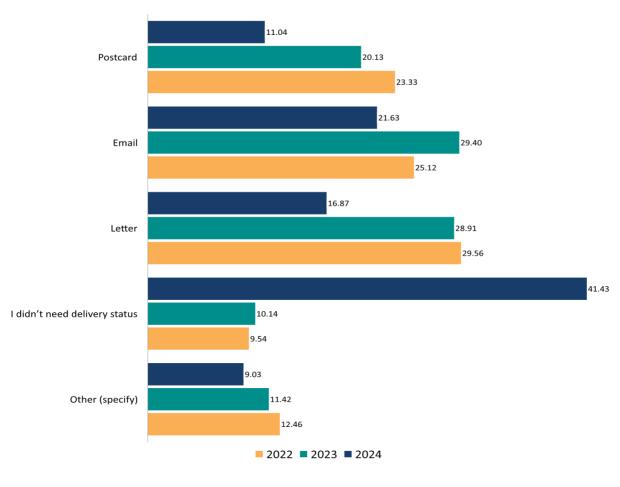
#### Question 20/17: About how long after ordering the headstone, marker, or medallion did it arrive?

|                   | Year | n    | Don't<br>know | Less than 1<br>month | Between 1<br>and 2<br>months | Between 2<br>and 3<br>months | Between 3<br>and 4<br>months | More than<br>4 months | Has<br>not<br>arrived<br>yet |
|-------------------|------|------|---------------|----------------------|------------------------------|------------------------------|------------------------------|-----------------------|------------------------------|
| FUNERAL DIRECTORS | 2024 | 1611 | 14.59%        | 12.73%               | 44.88%                       | 17.50%                       | 6.83%                        | 3.29%                 | 0.19%                        |
|                   | 2023 | 1687 | 16.00%        | 9.90%                | 45.35%                       | 18.91%                       | 6.28%                        | 3.56%                 | 0.00%                        |
|                   | 2022 | 1657 | 15.99%        | 10.08%               | 45.26%                       | 18.65%                       | 6.82%                        | 3.20%                 | 0.00%                        |

Note: In 2024, the response option "Has not arrived yet" was added to the 2024 Funeral Director Satisfaction Survey.

FUNERAL DIRECTORS

# MPS NOK Q25: How would you have preferred to be notified about the delivery status of your headstone, marker, or medallion?

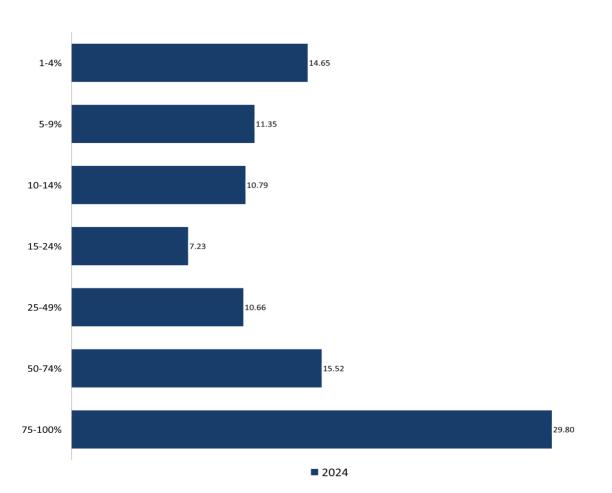


NEXT OF KIN

|             | Year | n    | Postcard | Email  | Letter | l didn't need<br>delivery<br>status | Other<br>(specify) |
|-------------|------|------|----------|--------|--------|-------------------------------------|--------------------|
| NEXT OF KIN | 2024 | 2691 | 11.04%   | 21.63% | 16.87% | 41.43%                              | 9.03%              |
|             | 2023 | 2653 | 20.13%   | 29.40% | 28.91% | 10.14%                              | 11.42%             |
|             | 2022 | 2568 | 23.33%   | 25.12% | 29.56% | 9.54%                               | 12.46%             |

Note: Prior to 2024, the response option "I didn't need delivery status" was "I don't care to be notified."

# MPS FD Q6: Of the eligible Veteran families you serve, approximately what percent request VA memorial products?

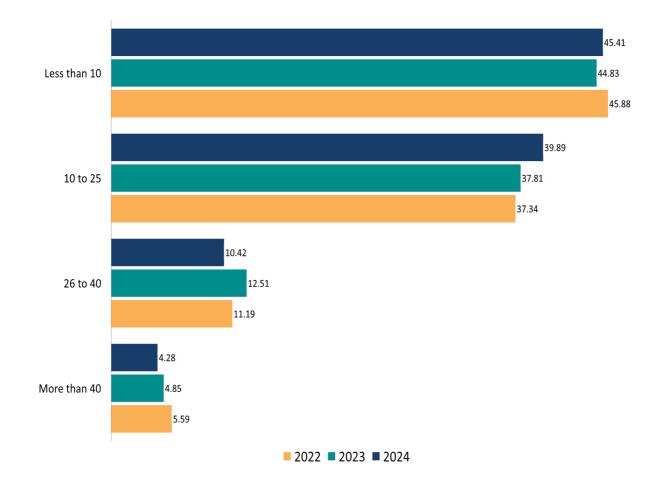


### FUNERAL DIRECTORS

|                   | Year | n    | 1-4%   | 5-9%   | 10-14% | 15-24% | 25-49% | 50-74% | 75-<br>100% |
|-------------------|------|------|--------|--------|--------|--------|--------|--------|-------------|
| FUNERAL DIRECTORS | 2024 | 1604 | 14.65% | 11.35% | 10.79% | 7.23%  | 10.66% | 15.52% | 29.80%      |

Note: MPS FD Q6 was added as a new question to the 2024 Funeral Director Satisfaction Survey.

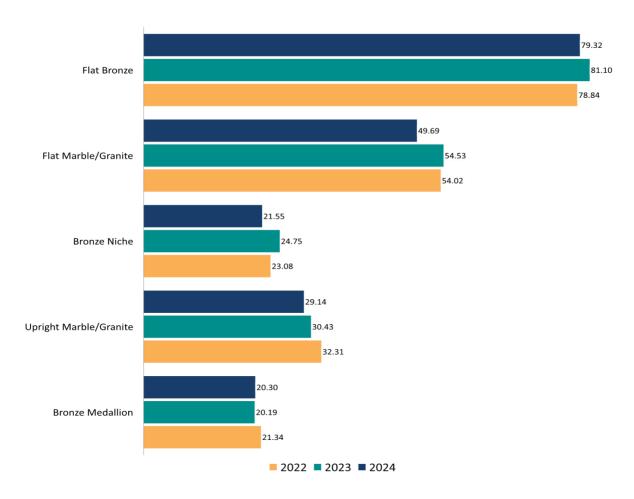
# MPS FD Q2: On average, about how many VA headstones, markers, and medallions do you/your company order in a year?



#### FUNERAL DIRECTORS

|                   | Year | n    | Less than 10 | 10 to 25 | 26 to 40 | More than 40 |
|-------------------|------|------|--------------|----------|----------|--------------|
|                   | 2024 | 1612 | 45.41%       | 39.89%   | 10.42%   | 4.28%        |
| FUNERAL DIRECTORS | 2023 | 1711 | 44.83%       | 37.81%   | 12.51%   | 4.85%        |
|                   | 2022 | 1698 | 45.88%       | 37.34%   | 11.19%   | 5.59%        |

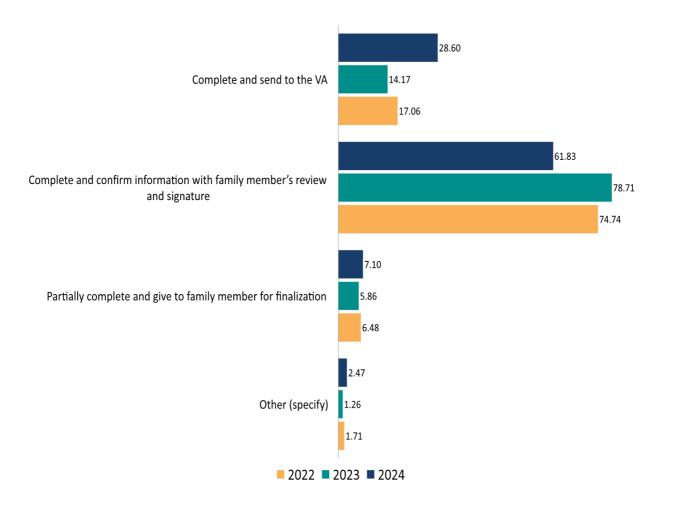
# MPS FD Q3: Please indicate the type(s) of VA headstones/markers/medallions you/your company ordered. (Mark all that apply)



#### FUNERAL DIRECTORS

|                   | Year | n    | Flat Bronze | Flat<br>Marble/Granite | Bronze Niche | Upright<br>Marble/Granite | Bronze<br>Medallion |
|-------------------|------|------|-------------|------------------------|--------------|---------------------------|---------------------|
|                   | 2024 | 1596 | 79.32%      | 49.69%                 | 21.55%       | 29.14%                    | 20.30%              |
| FUNERAL DIRECTORS | 2023 | 1709 | 81.10%      | 54.53%                 | 24.75%       | 30.43%                    | 20.19%              |
|                   | 2022 | 1668 | 78.84%      | 54.02%                 | 23.08%       | 32.31%                    | 21.34%              |

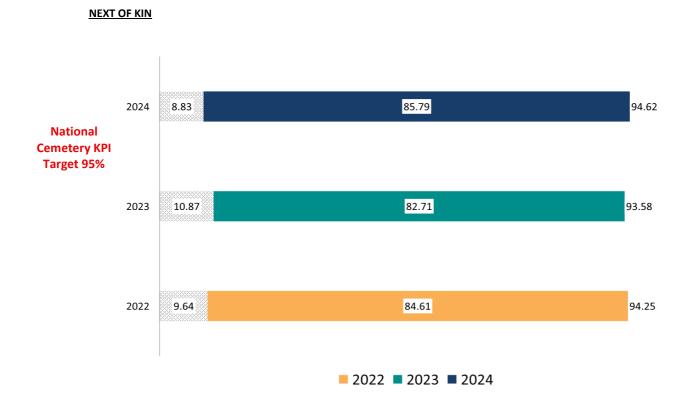
# MPS FD Q15: When completing an application for a VA headstone, marker, or medallion, do you typically: *(Mark only one)*



#### FUNERAL DIRECTORS

|                   | Year | n    | Complete and<br>send to the VA | Complete and<br>confirm<br>information<br>with family<br>member's<br>review and<br>signature | Partially<br>complete and<br>give to family<br>member for<br>finalization | Other (specify) |
|-------------------|------|------|--------------------------------|--|---|-----------------|
|                   | 2024 | 1577 | 28.60%                         | 61.83%   | 7.10%   | 2.47%           |
| FUNERAL DIRECTORS | 2023 | 1672 | 14.17%                         | 78.71%   | 5.86%   | 1.26%           |
|                   | 2022 | 1635 | 17.06%                         | 74.74%   | 6.48%   | 1.71%           |

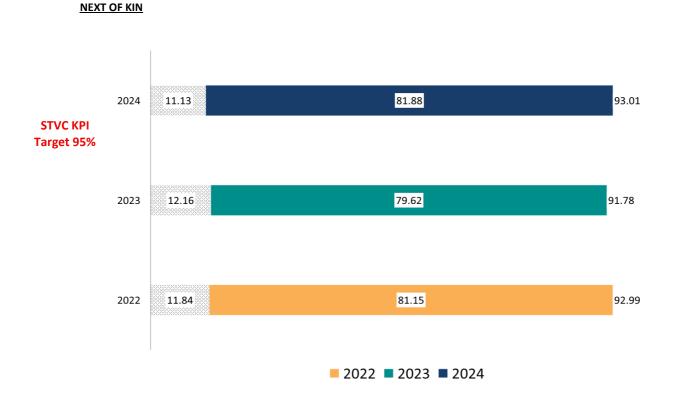
# NC NOK Q27: How satisfied were you with the amount of time it took for the permanent headstone, marker, or columbarium niche cover to be placed?



|             | Year | n     | Very<br>satisfied | *Change<br>Score | Somewhat<br>satisfied | Neither /<br>Nor | Somewhat<br>dissatisfied | Very<br>dissatisfied |
|-------------|------|-------|-------------------|------------------|-----------------------|------------------|--------------------------|----------------------|
|             | 2024 | 18892 | 85.79%            | 3.08%            | 8.83%                 | 4.32%            | 0.77%                    | 0.28%                |
| NEXT OF KIN | 2023 | 17147 | 82.71%            | -1.90%           | 10.87%                | 4.83%            | 1.05%                    | 0.53%                |
|             | 2022 | 20843 | 84.61%            | 1.38%            | 9.64%                 | 4.46%            | 0.92%                    | 0.37%                |

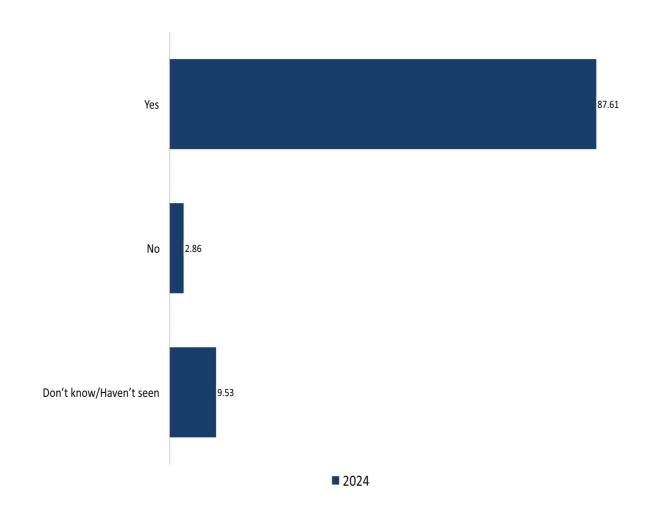
\*The change scores represent the difference between the "Very satisfied" categories for the row year and the previous year.

# STVC NOK Q25: How satisfied were you with the amount of time it took for the permanent headstone, marker, or columbarium niche cover to be in place?



|             | Year | n    | Very<br>satisfied | *Change<br>Score | Somewhat<br>satisfied | Neither /<br>Nor | Somewhat<br>dissatisfied | Very<br>dissatisfied |
|-------------|------|------|-------------------|------------------|-----------------------|------------------|--------------------------|----------------------|
|             | 2024 | 7661 | 81.88%            | 2.26%            | 11.13%                | 4.76%            | 1.61%                    | 0.61%                |
| NEXT OF KIN | 2023 | 7227 | 79.62%            | -1.53%           | 12.16%                | 5.20%            | 2.20%                    | 0.82%                |
|             | 2022 | 7696 | 81.15%            | 2.00%            | 11.84%                | 4.70%            | 1.57%                    | 0.74%                |

\*The change scores represent the difference between the "Very satisfied" categories for the row year and the previous year.



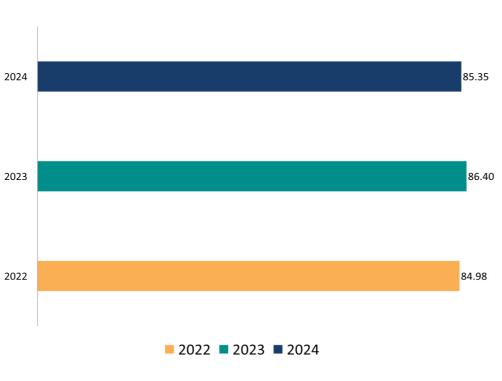
### MPS NOK Q22: When the headstone or marker arrived, was the inscription accurate?

|             | Year | n    | Yes    | No    | Don't<br>know/Haven't<br>seen |
|-------------|------|------|--------|-------|-------------------------------|
| NEXT OF KIN | 2024 | 2970 | 87.61% | 2.86% | 9.53%                         |

Note: MPS NOK Q22 was added as a new question to the 2024 VA Memorial Products Next of Kin/Family Member Satisfaction Survey.

NEXT OF KIN

## NC NOK Q29: When the headstone, marker, or columbarium niche cover arrived, was the inscription accurate?



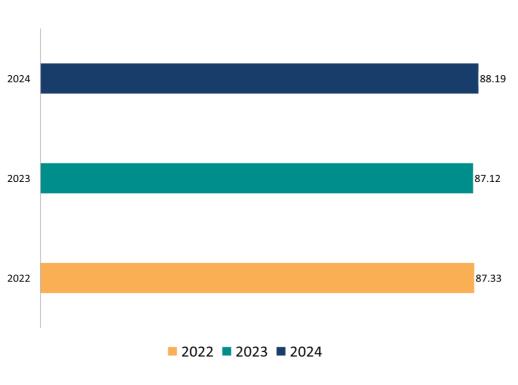
<u>NEXT OF KIN</u>

Percent Yes

|             | Year | n     | Yes    | No    | Don't<br>know/Haven't<br>seen |
|-------------|------|-------|--------|-------|-------------------------------|
|             | 2024 | 18529 | 85.35% | 2.48% | 12.17%                        |
| NEXT OF KIN | 2023 | 17025 | 86.40% | 2.92% | 10.68%                        |
|             | 2022 | 20679 | 84.98% | 3.05% | 11.97%                        |

Note: This question did not apply to respondents who selected the response option: "Don't know/The marker or headstone has not yet arrived" in NC NOK Q27.

# STVC NOK Q27: When the headstone, marker, or columbarium niche cover arrived, was the inscription accurate?



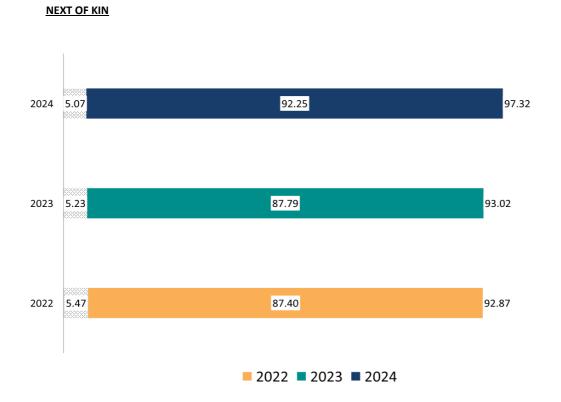
<u>NEXT OF KIN</u>

Percent Yes

|             | Year | n    | Yes    | No    | Don't<br>know/Haven't<br>seen |
|-------------|------|------|--------|-------|-------------------------------|
|             | 2024 | 7530 | 88.19% | 3.20% | 8.61%                         |
| NEXT OF KIN | 2023 | 7041 | 87.12% | 3.96% | 8.92%                         |
|             | 2022 | 7537 | 87.33% | 3.72% | 8.96%                         |

Note: This question did not apply to respondents who selected the response option: "Don't know/The marker or headstone has not yet arrived" in STVC NOK Q25.

# NC NOK Q28: Overall, how satisfied were you with the quality and appearance of the headstone, marker, or columbarium niche cover when it arrived?

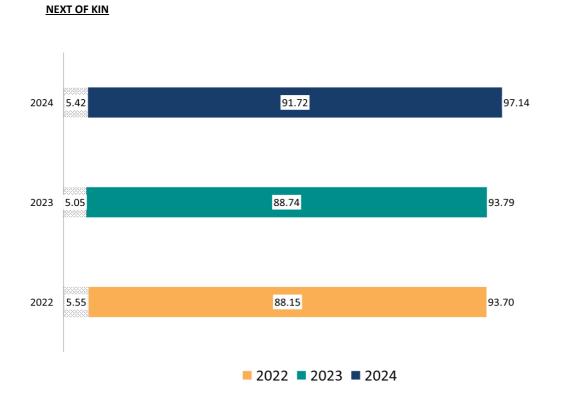


|             | Year | n     | Very<br>satisfied | *Change<br>Score | Somewhat<br>satisfied | Neither /<br>Nor | Somewhat<br>dissatisfied | Very<br>dissatisfied |
|-------------|------|-------|-------------------|------------------|-----------------------|------------------|--------------------------|----------------------|
|             | 2024 | 16783 | 92.25%            | 4.46%            | 5.07%                 | 1.08%            | 1.00%                    | 0.61%                |
| NEXT OF KIN | 2023 | 16484 | 87.79%            | 0.39%            | 5.23%                 | 5.51%            | 0.99%                    | 0.49%                |
|             | 2022 | 19820 | 87.40%            | 0.46%            | 5.47%                 | 5.78%            | 0.79%                    | 0.56%                |

\*The change scores represent the difference between the "Very satisfied" categories for the row year and the previous year.

Note: This question did not apply to respondents who selected the response option: "Don't know/The marker or headstone has not yet arrived" in NC NOK Q27.

# STVC NOK Q26: Overall, how satisfied were you with the quality and appearance of the headstone, marker, or columbarium niche cover when it arrived?



Somewhat Neither / Somewhat \*Change Very Very Year n satisfied Score satisfied Nor dissatisfied dissatisfied 0.59% 2024 7091 91.72% 2.98% 5.42% 1.23% 1.04% **NEXT OF KIN** 2023 6890 88.74% 0.59% 5.05% 5.01% 0.78% 0.42% 2022 7356 88.15% 0.59% 5.55% 4.79% 0.98% 0.54%

\*The change scores represent the difference between the "Very satisfied" categories for the row year and the previous year.

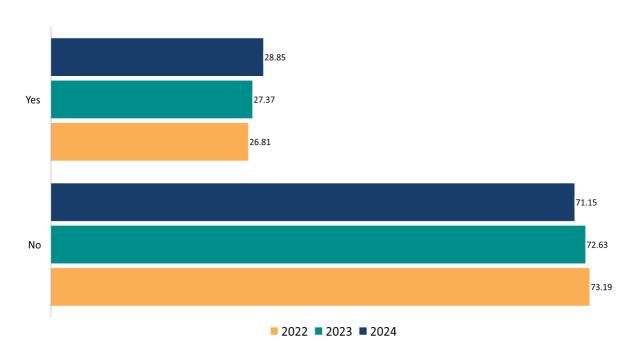
Note: This question did not apply to respondents who selected the response option: "Don't know/The marker or headstone has not yet arrived" in STVC NOK Q25.

### Satisfaction with Information on VA Website

### SECTION DESCRIPTION

- This section presents survey findings from next of kin and funeral directors on their satisfaction with the information they receive through the VA Website.
- Please refer to the Report Overview section (page 3) for an overview of the contents of the report.

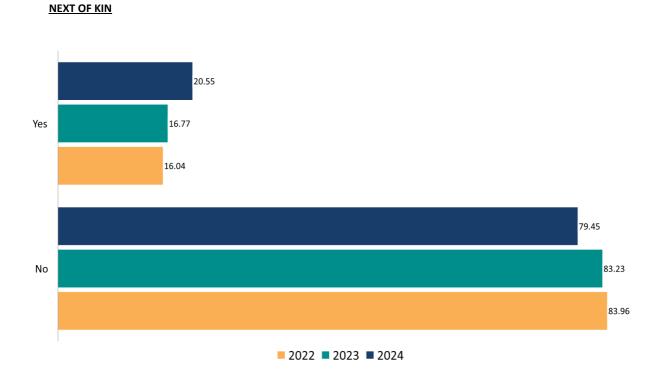
# Question 11/12: Did you visit the VA website for information about ordering the headstone, marker, or medallion?



#### ALL RESPONDENTS

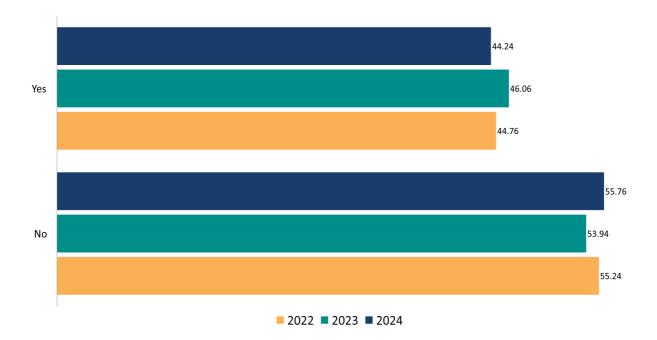
|                 | Year | n    | Yes    | No     |
|-----------------|------|------|--------|--------|
| ALL RESPONDENTS | 2024 | 4606 | 28.85% | 71.15% |
|                 | 2023 | 4765 | 27.37% | 72.63% |
|                 | 2022 | 4528 | 26.81% | 73.19% |

Question 11/12: Did you visit the VA website for information about ordering the headstone, marker, or medallion?



|             | Year | n    | Yes    | No     |
|-------------|------|------|--------|--------|
| NEXT OF KIN | 2024 | 2992 | 20.55% | 79.45% |
|             | 2023 | 3041 | 16.77% | 83.23% |
|             | 2022 | 2830 | 16.04% | 83.96% |

# Question 11/12: Did you visit the VA website for information about ordering the headstone, marker, or medallion?

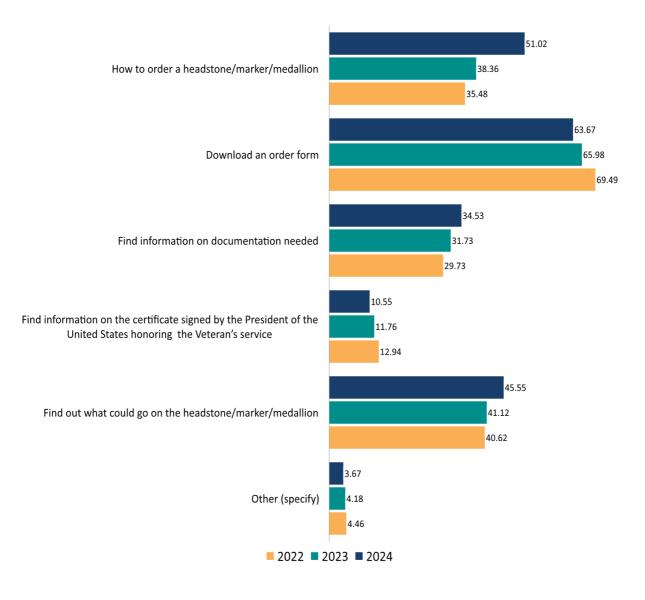


#### FUNERAL DIRECTORS

|                   | Year | n    | Yes    | No     |
|-------------------|------|------|--------|--------|
| FUNERAL DIRECTORS | 2024 | 1614 | 44.24% | 55.76% |
|                   | 2023 | 1724 | 46.06% | 53.94% |
|                   | 2022 | 1698 | 44.76% | 55.24% |

### Question 12/13: What type of information were you looking for on VA's website? (Mark all that apply)

#### ALL RESPONDENTS

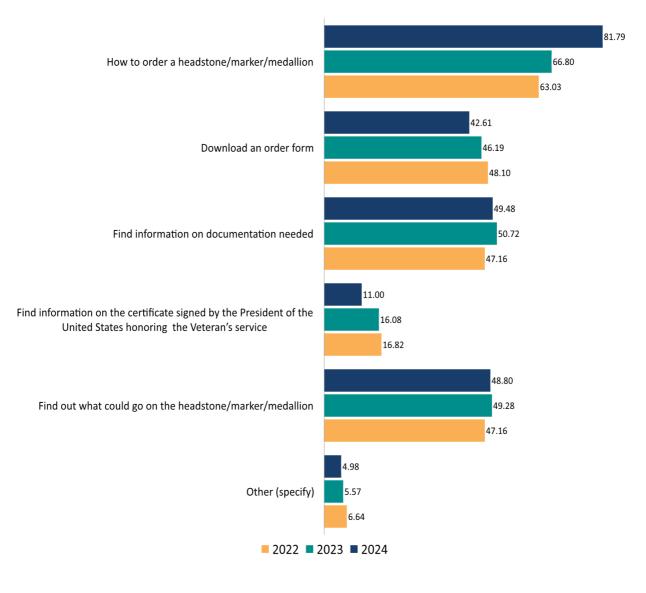


2022: n = 1,167 2023: n = 1,267 2024: n = 1,280

Note: This question only applies to respondents who indicated "Yes" to Question 11/12.

### Question 12/13: What type of information were you looking for on VA's website? (Mark all that apply)

#### NEXT OF KIN

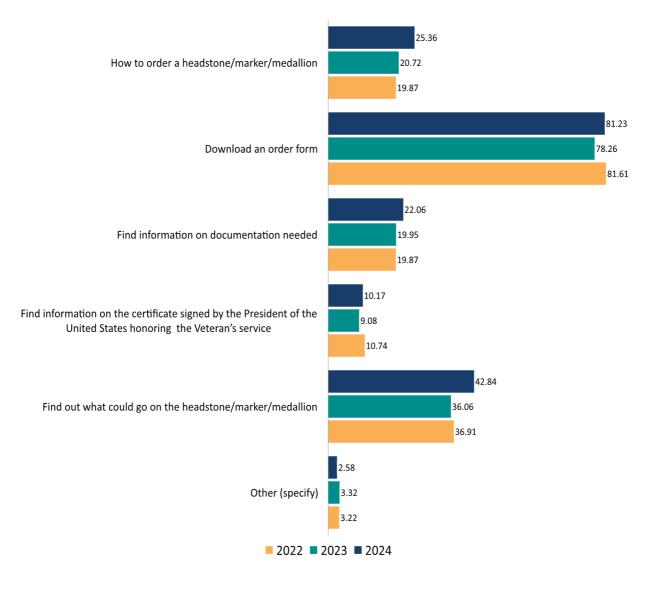


2022: n = 422 2023: n = 485 2024: n = 582

Note: This question only applies to respondents who indicated "Yes" to Question 11/12.

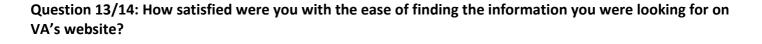
### Question 12/13: What type of information were you looking for on VA's website? (Mark all that apply)

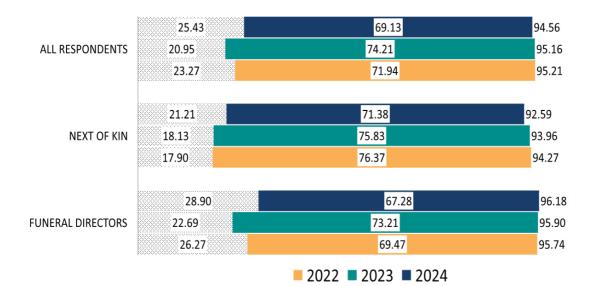
#### FUNERAL DIRECTORS



2022: n = 745 2023: n = 782 2024: n = 698

Note: This question only applies to respondents who indicated "Yes" to Question 11/12.





|                   | Year | n    | Very<br>satisfied | *Change<br>Score | Somewhat<br>satisfied | Neither /<br>Nor | Somewhat<br>dissatisfied | Very<br>dissatisfied |
|-------------------|------|------|-------------------|------------------|-----------------------|------------------|--------------------------|----------------------|
|                   | 2024 | 1286 | 69.13%            | -5.08%           | 25.43%                | 3.97%            | 1.09%                    | 0.39%                |
| ALL RESPONDENTS   | 2023 | 1260 | 74.21%            | 2.27%            | 20.95%                | 3.10%            | 1.11%                    | 0.63%                |
|                   | 2022 | 1169 | 71.94%            | 1.60%            | 23.27%                | 3.51%            | 0.77%                    | 0.51%                |
|                   | 2024 | 580  | 71.38%            | -4.45%           | 21.21%                | 5.17%            | 1.38%                    | 0.86%                |
| NEXT OF KIN       | 2023 | 480  | 75.83%            | -0.54%           | 18.13%                | 2.29%            | 2.50%                    | 1.25%                |
|                   | 2022 | 419  | 76.37%            | 3.04%            | 17.90%                | 3.34%            | 1.19%                    | 1.19%                |
|                   | 2024 | 706  | 67.28%            | -5.93%           | 28.90%                | 2.97%            | 0.85%                    | 0.00%                |
| FUNERAL DIRECTORS | 2023 | 780  | 73.21%            | 3.74%            | 22.69%                | 3.59%            | 0.26%                    | 0.26%                |
|                   | 2022 | 750  | 69.47%            | 0.69%            | 26.27%                | 3.60%            | 0.53%                    | 0.13%                |

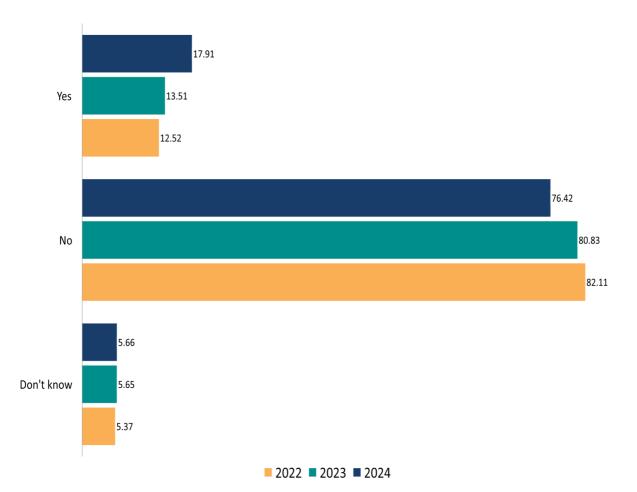
\*The change scores represent the difference between the "Very satisfied" categories for the row year and the previous year. Note: This question only applies to respondents who indicated "Yes" to Question 11/12.

### Satisfaction with 800 Number Assistance

### SECTION DESCRIPTION

- This section presents survey findings from next of kin and funeral directors on their satisfaction with information and assistance received from VA's 800 number.
- Please refer to the Report Overview section (page 3) for an overview of the contents of the report.

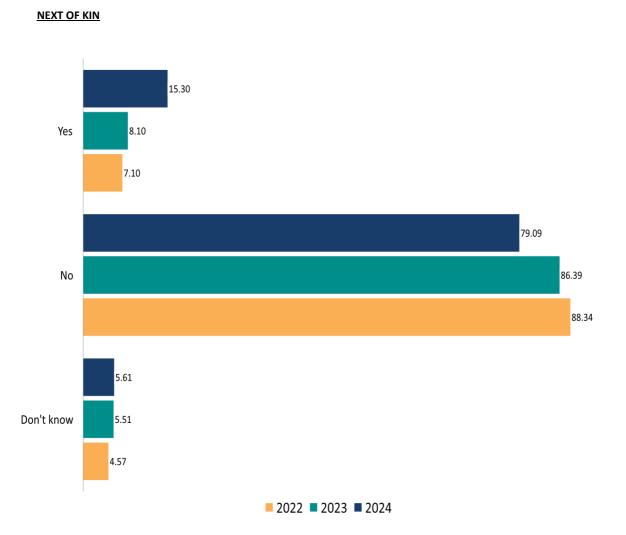
# Question 7/7: Did you call the NCA Applicant Assistance number (1-800-697-6947) for assistance with a headstone, marker, or medallion?



### ALL RESPONDENTS

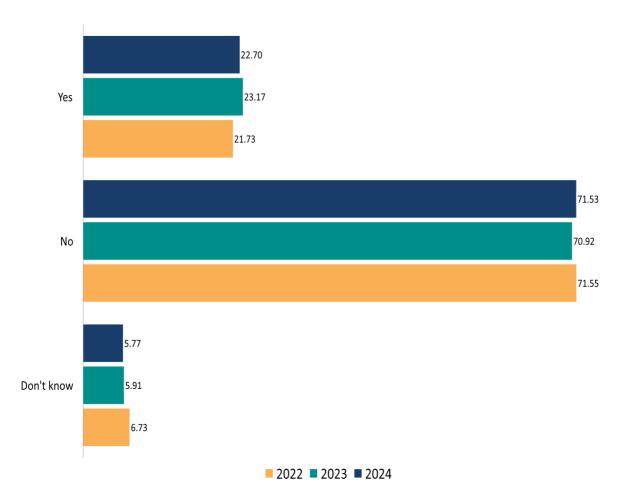
|                 | Year | n    | Yes    | No     | Don't know |
|-----------------|------|------|--------|--------|------------|
| ALL RESPONDENTS | 2024 | 4572 | 17.91% | 76.42% | 5.66%      |
|                 | 2023 | 4758 | 13.51% | 80.83% | 5.65%      |
|                 | 2022 | 4527 | 12.52% | 82.11% | 5.37%      |

# Question 7/7: Did you call the NCA Applicant Assistance number (1-800-697-6947) for assistance with a headstone, marker, or medallion?



|             |      | 1    |        |        |            |
|-------------|------|------|--------|--------|------------|
|             | Year | n    | Yes    | No     | Don't know |
| NEXT OF KIN | 2024 | 2960 | 15.30% | 79.09% | 5.61%      |
|             | 2023 | 3049 | 8.10%  | 86.39% | 5.51%      |
|             | 2022 | 2847 | 7.10%  | 88.34% | 4.57%      |

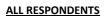
# Question 7/7: Did you call the NCA Applicant Assistance number (1-800-697-6947) for assistance with a headstone, marker, or medallion?

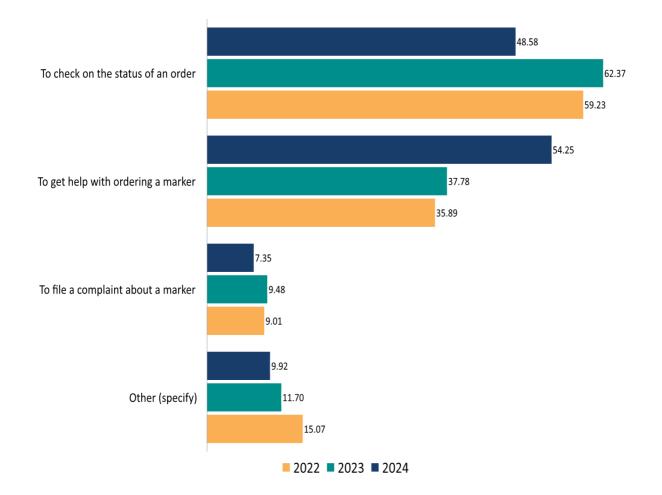


#### FUNERAL DIRECTORS

|                   | Year | n    | Yes    | No     | Don't know |
|-------------------|------|------|--------|--------|------------|
| FUNERAL DIRECTORS | 2024 | 1612 | 22.70% | 71.53% | 5.77%      |
|                   | 2023 | 1709 | 23.17% | 70.92% | 5.91%      |
|                   | 2022 | 1680 | 21.73% | 71.55% | 6.73%      |

### Question 8/8: Why did you call NCA? (Mark all that apply)

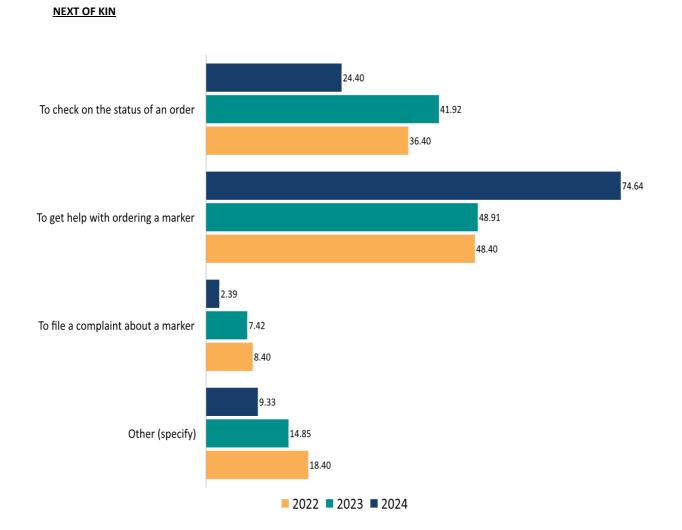




|                 | Year | n   | To check on the<br>status of an<br>order | To get help<br>with ordering a<br>marker | To file a<br>complaint<br>about a marker | Other (specify) |
|-----------------|------|-----|--|--|--|-----------------|
|                 | 2024 | 776 | 48.58%                                   | 54.25%                                   | 7.35%                                    | 9.92%           |
| ALL RESPONDENTS | 2023 | 675 | 62.37%                                   | 37.78%                                   | 9.48%                                    | 11.70%          |
|                 | 2022 | 677 | 59.23%                                   | 35.89%                                   | 9.01%                                    | 15.07%          |

Note: This question only applies to respondents who indicated "Yes" to Question 7/7.

### Question 8/8: Why did you call NCA? (Mark all that apply)

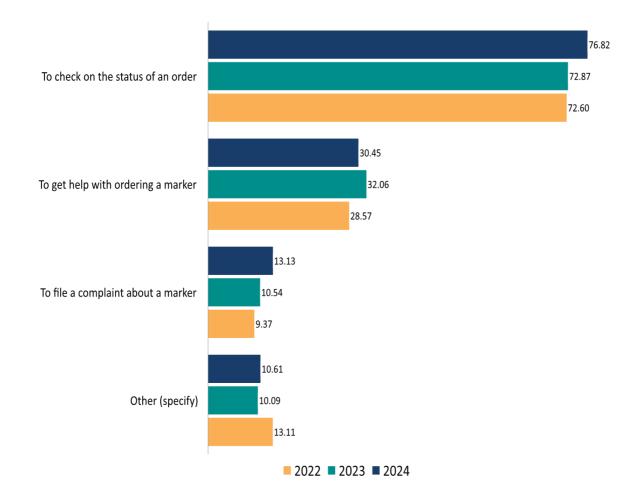


|             | Year | n   | To check on the status of an order | To get help<br>with ordering a<br>marker | To file a<br>complaint<br>about a marker | Other (specify) |
|-------------|------|-----|------------------------------------|--|--|-----------------|
|             | 2024 | 418 | 24.40%                             | 74.64%                                   | 2.39%                                    | 9.33%           |
| NEXT OF KIN | 2023 | 229 | 41.92%                             | 48.91%                                   | 7.42%                                    | 14.85%          |
|             | 2022 | 250 | 36.40%                             | 48.40%                                   | 8.40%                                    | 18.40%          |

Note: This question only applies to respondents who indicated "Yes" to Question 7/7.

### Question 8/8: Why did you call NCA? (Mark all that apply)

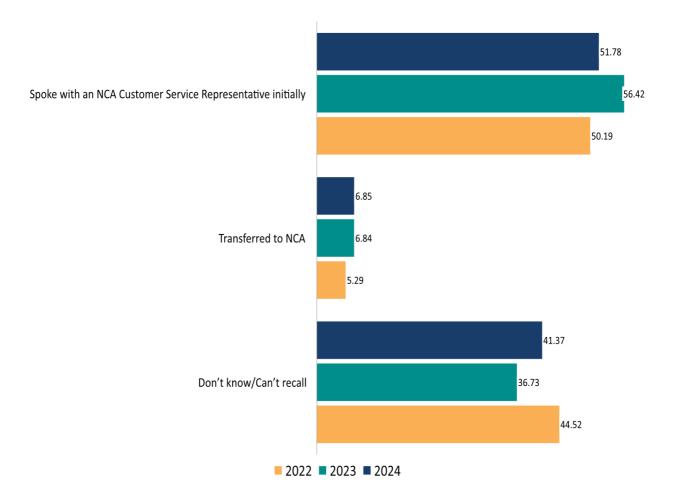
#### FUNERAL DIRECTORS



|                   | Year | n   | To check on the status of an order | To get help<br>with ordering a<br>marker | To file a<br>complaint<br>about a marker | Other (specify) |
|-------------------|------|-----|------------------------------------|--|--|-----------------|
|                   | 2024 | 358 | 76.82%                             | 30.45%                                   | 13.13%                                   | 10.61%          |
| FUNERAL DIRECTORS | 2023 | 446 | 72.87%                             | 32.06%                                   | 10.54%                                   | 10.09%          |
|                   | 2022 | 427 | 72.60%                             | 28.57%                                   | 9.37%                                    | 13.11%          |

Note: This question only applies to respondents who indicated "Yes" to Question 7/7.

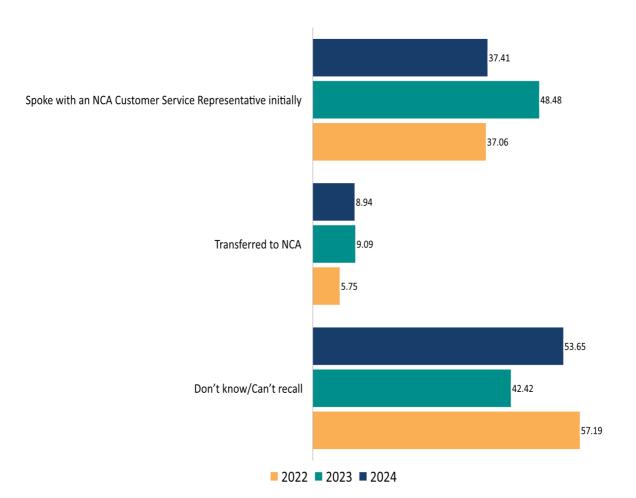
### Question 9/10: Did you speak with a National Cemetery Administration (NCA) Customer Service Representative initially, or were you transferred to NCA by a VA Customer Service Representative?



#### ALL RESPONDENTS

|                 | Year | n   | Spoke with an<br>NCA Customer<br>Service<br>Representative<br>initially | Transferred to<br>NCA | Don't know/Can't<br>recall |
|-----------------|------|-----|---|-----------------------|----------------------------|
|                 | 2024 | 788 | 51.78%  | 6.85%                 | 41.37%                     |
| ALL RESPONDENTS | 2023 | 716 | 56.42%  | 6.84%                 | 36.73%                     |
|                 | 2022 | 775 | 50.19%  | 5.29%                 | 44.52%                     |

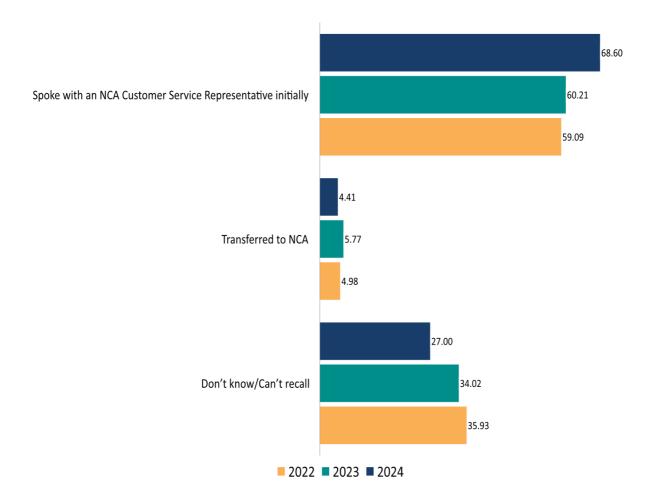
# Question 9/10: Did you speak with a National Cemetery Administration (NCA) Customer Service Representative initially, or were you transferred to NCA by a VA Customer Service Representative?



#### NEXT OF KIN

|             | Year | n   | Spoke with an<br>NCA Customer<br>Service<br>Representative<br>initially | Transferred to<br>NCA | Don't know/Can't<br>recall |
|-------------|------|-----|---|-----------------------|----------------------------|
|             | 2024 | 425 | 37.41%  | 8.94%                 | 53.65%                     |
| NEXT OF KIN | 2023 | 231 | 48.48%  | 9.09%                 | 42.42%                     |
|             | 2022 | 313 | 37.06%  | 5.75%                 | 57.19%                     |

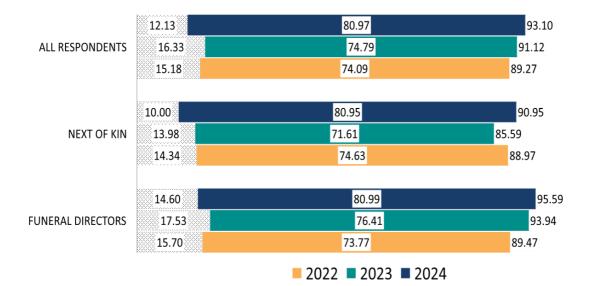
### Question 9/10: Did you speak with a National Cemetery Administration (NCA) Customer Service Representative initially, or were you transferred to NCA by a VA Customer Service Representative?



#### FUNERAL DIRECTORS

|                   | Year | n   | Spoke with an<br>NCA Customer<br>Service<br>Representative<br>initially | Transferred to<br>NCA | Don't know/Can't<br>recall |
|-------------------|------|-----|---|-----------------------|----------------------------|
|                   | 2024 | 363 | 68.60%  | 4.41%                 | 27.00%                     |
| FUNERAL DIRECTORS | 2023 | 485 | 60.21%  | 5.77%                 | 34.02%                     |
|                   | 2022 | 462 | 59.09%  | 4.98%                 | 35.93%                     |

## Question 10/9: How satisfied were you with the service you received from the NCA Customer Service representative?



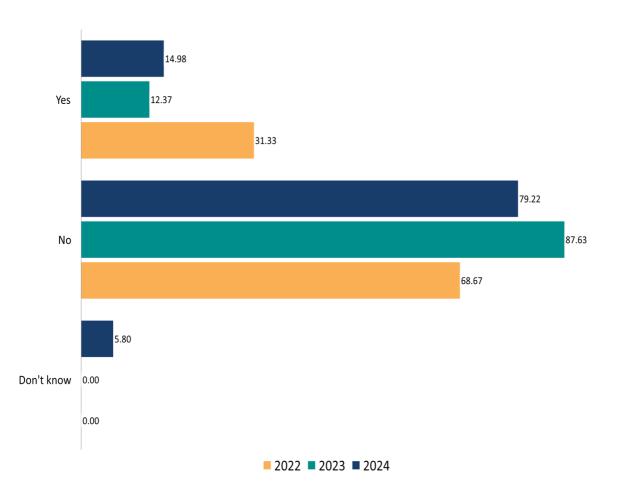
|                   | Year | n   | Very<br>satisfied | *Change<br>Score | Somewhat<br>satisfied | Neither /<br>Nor | Somewhat<br>dissatisfied | Very<br>dissatisfied |
|-------------------|------|-----|-------------------|------------------|-----------------------|------------------|--------------------------|----------------------|
|                   | 2024 | 783 | 80.97%            | 6.18%            | 12.13%                | 4.47%            | 1.02%                    | 1.40%                |
| ALL RESPONDENTS   | 2023 | 698 | 74.79%            | 0.70%            | 16.33%                | 5.16%            | 2.01%                    | 1.72%                |
|                   | 2022 | 718 | 74.09%            | 1.38%            | 15.18%                | 7.10%            | 1.81%                    | 1.81%                |
|                   | 2024 | 420 | 80.95%            | 9.34%            | 10.00%                | 5.95%            | 1.19%                    | 1.90%                |
| NEXT OF KIN       | 2023 | 236 | 71.61%            | -3.02%           | 13.98%                | 6.78%            | 4.66%                    | 2.97%                |
|                   | 2022 | 272 | 74.63%            | 2.52%            | 14.34%                | 5.88%            | 2.94%                    | 2.21%                |
|                   | 2024 | 363 | 80.99%            | 4.58%            | 14.60%                | 2.75%            | 0.83%                    | 0.83%                |
| FUNERAL DIRECTORS | 2023 | 462 | 76.41%            | 2.64%            | 17.53%                | 4.33%            | 0.65%                    | 1.08%                |
|                   | 2022 | 446 | 73.77%            | 0.71%            | 15.70%                | 7.85%            | 1.12%                    | 1.57%                |

\*The change scores represent the difference between the "Very satisfied" categories for the row year and the previous year.

## Funeral Director Satisfaction with Delivery of Headstone, Marker or Medallion SECTION DESCRIPTION

- This section presents survey findings from funeral directors on their satisfaction with various MPS products. Satisfaction ratings are provided for headstones, markers, or medallions.
- Please refer to the Report Overview section (page 3) for an overview of the contents of the report.

# MPS FD Q19: In the past year, have you/your company had problems with a delivered headstone, marker, or medallion?

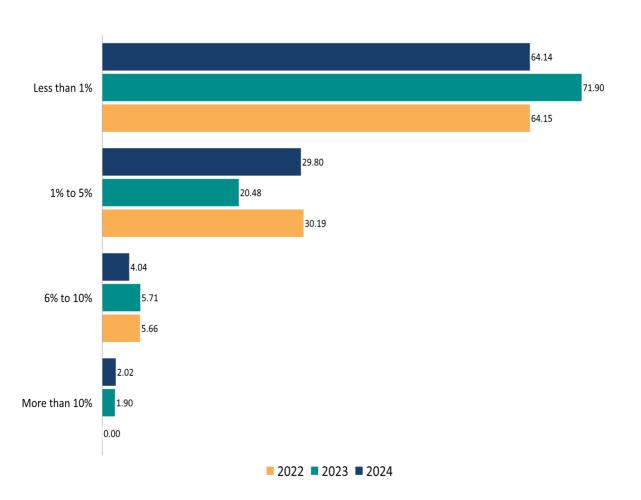


#### FUNERAL DIRECTORS

|                   | Year | n    | Yes    | No     | Don't know |
|-------------------|------|------|--------|--------|------------|
| FUNERAL DIRECTORS | 2024 | 1689 | 14.98% | 79.22% | 5.80%      |
|                   | 2023 | 1698 | 12.37% | 87.63% | 0.00%      |
|                   | 2022 | 1660 | 31.33% | 68.67% | 0.00%      |

Note: In 2024, the response option "Don't know" was added.

### MPS FD Q20: About what percentage of the markers that you receive have problems?

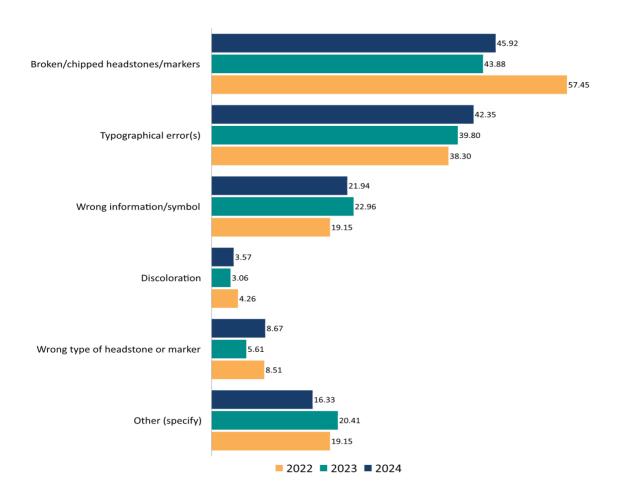


#### FUNERAL DIRECTORS

|                   | Year | n   | Less than 1% | 1% to 5% | 6% to 10% | More than 10% |
|-------------------|------|-----|--------------|----------|-----------|---------------|
| FUNERAL DIRECTORS | 2024 | 198 | 64.14%       | 29.80%   | 4.04%     | 2.02%         |
|                   | 2023 | 210 | 71.90%       | 20.48%   | 5.71%     | 1.90%         |
|                   | 2022 | 53  | 64.15%       | 30.19%   | 5.66%     | 0.00%         |

Note: This question only applies to respondents who indicated "Yes" to MPS FD Q19.

# MPS FD Q21: What types of problems have you experienced with VA furnished headstones and markers? *(Mark all that apply)*

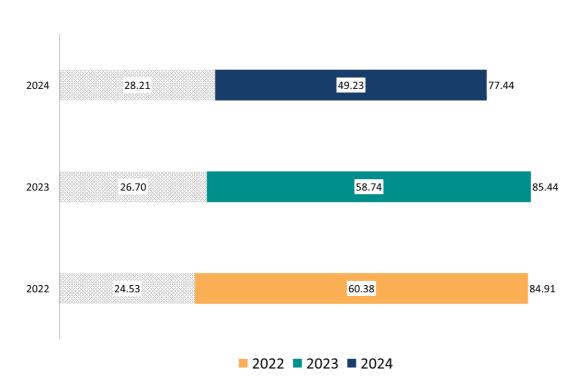


#### FUNERAL DIRECTORS

|                      | Year | n   | Broken/chipped<br>headstones/markers | Typographical<br>error(s) | Wrong<br>information/symbol | Discoloration | Wrong<br>type of<br>headstone<br>or marker | Other<br>(specify) |
|----------------------|------|-----|--------------------------------------|---------------------------|-----------------------------|---------------|--|--------------------|
|                      | 2024 | 196 | 45.92%                               | 42.35%                    | 21.94%                      | 3.57%         | 8.67%                                      | 16.33%             |
| FUNERAL<br>DIRECTORS | 2023 | 196 | 43.88%                               | 39.80%                    | 22.96%                      | 3.06%         | 5.61%                                      | 20.41%             |
| DIRECTORS            | 2022 | 47  | 57.45%                               | 38.30%                    | 19.15%                      | 4.26%         | 8.51%                                      | 19.15%             |

Note: This question only applies to respondents who indicated "Yes" to MPS FD Q19.

### MPS FD Q22: How satisfied are you with the timeliness in which problems have been corrected?



#### FUNERAL DIRECTORS

|                   | Year | n   | Very<br>satisfied | *Change<br>Score | Somewhat<br>satisfied | Neither /<br>Nor | Somewhat<br>dissatisfied | Very<br>dissatisfied |
|-------------------|------|-----|-------------------|------------------|-----------------------|------------------|--------------------------|----------------------|
| FUNERAL DIRECTORS | 2024 | 195 | 49.23%            | -9.51%           | 28.21%                | 11.79%           | 6.15%                    | 4.62%                |
|                   | 2023 | 206 | 58.74%            | -1.64%           | 26.70%                | 10.68%           | 1.94%                    | 1.94%                |
|                   | 2022 | 53  | 60.38%            | 2.28%            | 24.53%                | 13.21%           | 1.89%                    | 0.00%                |

\*The change scores represent the difference between the "Very satisfied" categories for the row year and the previous year.

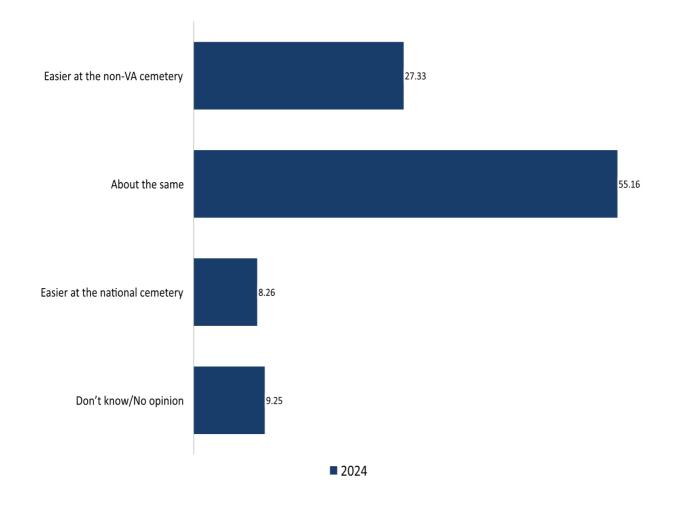
Note: This question only applies to respondents who indicated "Yes" to MPS FD Q19.

### Funeral Director Satisfaction with Quality of Products and Services

### SECTION DESCRIPTION

- This section presents survey findings from funeral directors on their satisfaction with the quality of VA headstones and scheduling services.
- Please refer to the Key Performance Indicator (KPI) section of the report (page 7) for this section's KPIs: Overall satisfaction with experience with VA MPS products/services (MPS Q31/28) and agree that quality of headstone, marker, or medallion was excellent (MPS FD Q24).
- Please refer to the Report Overview section (page 3) for an overview of the contents of the report.

## MPS FD Q11: How easy is the process of scheduling an interment at a national cemetery vs. a non-VA cemetery?

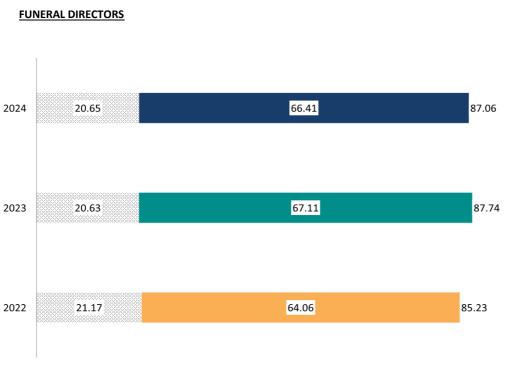


#### FUNERAL DIRECTORS

|                   | Year | n    | Easier at the<br>non-VA<br>cemetery | About the same | Easier at the<br>national<br>cemetery | Don't know/No<br>opinion |
|-------------------|------|------|-------------------------------------|----------------|---------------------------------------|--------------------------|
| FUNERAL DIRECTORS | 2024 | 1610 | 27.33%                              | 55.16%         | 8.26%                                 | 9.25%                    |

Note: MPS FD Q11 was added as a new question to the 2024 Funeral Director Satisfaction Survey.

## MPS FD Q23A: Generally, how would you rate the quality of the VA headstones or markers received compared to those received in previous years in the following areas?



#### **Attribute: Cut Quality**

■ 2022 ■ 2023 ■ 2024

|                   | Year | n    | Excellent | *Change<br>Score | Above<br>average | Average | Below<br>average | Extremely<br>poor |
|-------------------|------|------|-----------|------------------|------------------|---------|------------------|-------------------|
| FUNERAL DIRECTORS | 2024 | 1545 | 66.41%    | -0.70%           | 20.65%           | 12.69%  | 0.19%            | 0.06%             |
|                   | 2023 | 1648 | 67.11%    | 3.05%            | 20.63%           | 12.20%  | 0.00%            | 0.06%             |
|                   | 2022 | 1611 | 64.06%    | -2.00%           | 21.17%           | 14.65%  | 0.12%            | 0.00%             |

### MPS FD Q23B: Generally, how would you rate the quality of the VA headstones or markers received compared to those received in previous years in the following areas?

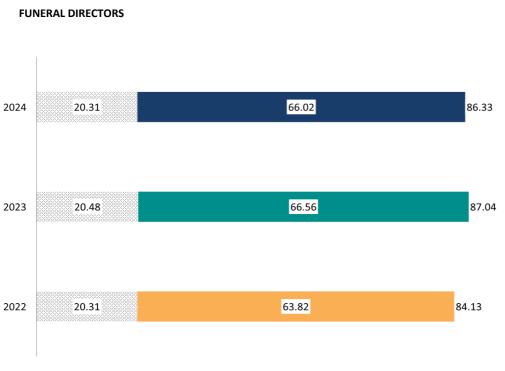


#### **Attribute: Polish Quality**

■ 2022 ■ 2023 ■ 2024

|                   | Year | n    | Excellent | *Change<br>Score | Above<br>average | Average | Below<br>average | Extremely<br>poor |
|-------------------|------|------|-----------|------------------|------------------|---------|------------------|-------------------|
| FUNERAL DIRECTORS | 2024 | 1533 | 66.21%    | -0.11%           | 20.22%           | 13.24%  | 0.26%            | 0.07%             |
|                   | 2023 | 1636 | 66.32%    | 2.26%            | 20.66%           | 12.59%  | 0.31%            | 0.12%             |
|                   | 2022 | 1597 | 64.06%    | -0.91%           | 20.23%           | 15.34%  | 0.31%            | 0.06%             |

### MPS FD Q23C: Generally, how would you rate the quality of the VA headstones or markers received compared to those received in previous years in the following areas?

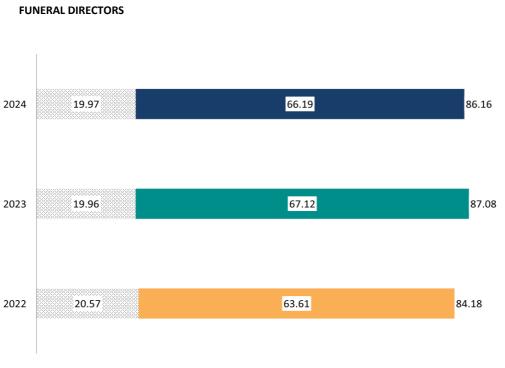


#### **Attribute: Color Quality**

■ 2022 ■ 2023 ■ 2024

|                   | Year | n    | Excellent | *Change<br>Score | Above<br>average | Average | Below<br>average | Extremely<br>poor |
|-------------------|------|------|-----------|------------------|------------------|---------|------------------|-------------------|
| FUNERAL DIRECTORS | 2024 | 1536 | 66.02%    | -0.54%           | 20.31%           | 13.48%  | 0.13%            | 0.07%             |
|                   | 2023 | 1636 | 66.56%    | 2.74%            | 20.48%           | 12.78%  | 0.06%            | 0.12%             |
|                   | 2022 | 1595 | 63.82%    | -1.59%           | 20.31%           | 15.74%  | 0.13%            | 0.00%             |

## MPS FD Q23D: Generally, how would you rate the quality of the VA headstones or markers received compared to those received in previous years in the following areas?



#### **Attribute: Finish Quality**

■ 2022 ■ 2023 ■ 2024

|                   | Year | n    | Excellent | *Change<br>Score | Above<br>average | Average | Below<br>average | Extremely<br>poor |
|-------------------|------|------|-----------|------------------|------------------|---------|------------------|-------------------|
| FUNERAL DIRECTORS | 2024 | 1532 | 66.19%    | -0.93%           | 19.97%           | 13.58%  | 0.20%            | 0.07%             |
|                   | 2023 | 1618 | 67.12%    | 3.51%            | 19.96%           | 12.61%  | 0.25%            | 0.06%             |
|                   | 2022 | 1580 | 63.61%    | -1.91%           | 20.57%           | 15.51%  | 0.32%            | 0.00%             |

### MPS FD Q23E: Generally, how would you rate the quality of the VA headstones or markers received compared to those received in previous years in the following areas?



#### Attribute: Depth of the Inscription Quality

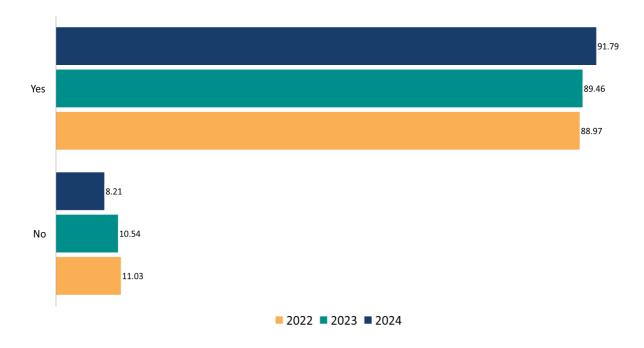
■ 2022 ■ 2023 ■ 2024

|                   | Year | n    | Excellent | *Change<br>Score | Above<br>average | Average | Below<br>average | Extremely<br>poor |
|-------------------|------|------|-----------|------------------|------------------|---------|------------------|-------------------|
| FUNERAL DIRECTORS | 2024 | 1407 | 64.82%    | 0.97%            | 19.90%           | 15.00%  | 0.21%            | 0.07%             |
|                   | 2023 | 1444 | 63.85%    | 0.84%            | 21.40%           | 14.13%  | 0.55%            | 0.07%             |
|                   | 2022 | 1430 | 63.01%    | -1.75%           | 20.00%           | 16.50%  | 0.42%            | 0.07%             |

### Presidential Memorial Certificate (PMC) and Additional Costs SECTION DESCRIPTION

- This section presents survey findings from next of kin and funeral directors on their satisfaction with the Presidential Memorial Certificate (PMC) and additional costs next of kin were required to pay regarding the government headstone, marker, or medallion.
- Please refer to the Key Performance Indicator (KPI) section of the report (page 7) for this section's KPI: Satisfaction with quality of certificate (PMC) (MPS NOK Q28).
- This section also presents survey findings from the 2024 National Cemeteries Next of Kin/Family Member Satisfaction Survey and the 2024 State, Tribal or Territorial Veterans Cemeteries Next of Kin/Family Member Satisfaction Survey regarding next of kin satisfaction with the quality of the PMC.
- Please refer to the Report Overview section (page 3) for an overview of the contents of the report.

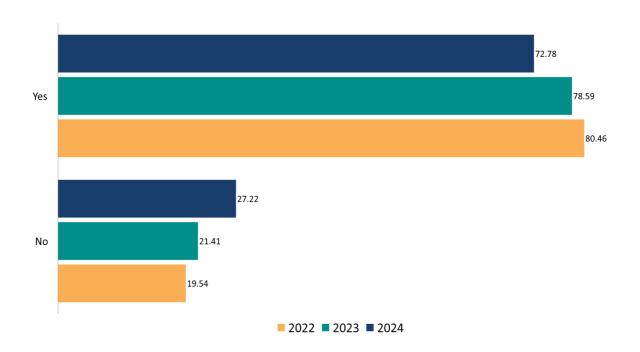
# MPS FD Q25: Are you aware of the Presidential Memorial Certificate (PMC) (the certificate signed by the President of the United States honoring the Veteran's service)?



FUNERAL DIRECTORS

|                   | Year | n    | Yes    | No     |
|-------------------|------|------|--------|--------|
| FUNERAL DIRECTORS | 2024 | 1560 | 91.79% | 8.21%  |
|                   | 2023 | 1717 | 89.46% | 10.54% |
|                   | 2022 | 1678 | 88.97% | 11.03% |

#### MPS FD Q26: Do you typically inform your clients about the Presidential Memorial Certificate?

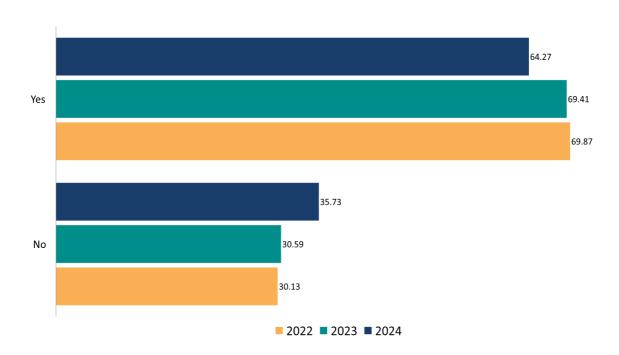


FUNERAL DIRECTORS

|                   | Year | n    | Yes    | No     |
|-------------------|------|------|--------|--------|
| FUNERAL DIRECTORS | 2024 | 1396 | 72.78% | 27.22% |
|                   | 2023 | 341  | 78.59% | 21.41% |
|                   | 2022 | 394  | 80.46% | 19.54% |

Note: This question only applies to respondents who indicated "Yes" to MPS FD Q25.

### MPS FD Q27: Do you typically order the Presidential Memorial Certificate for your clients?

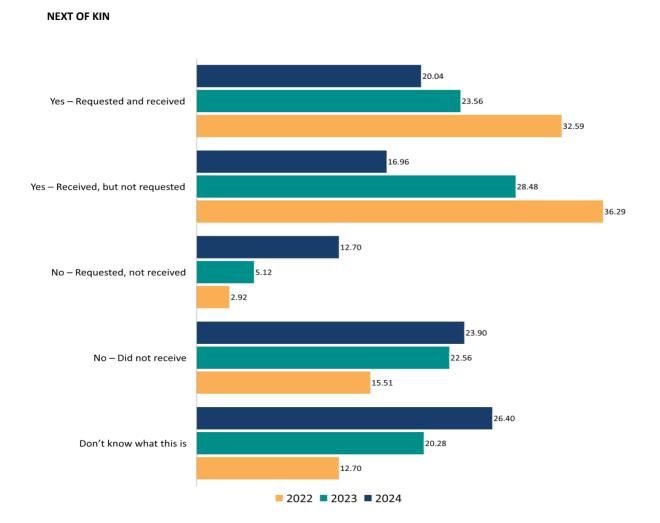


FUNERAL DIRECTORS

|                   | Year | n    | Yes    | No     |
|-------------------|------|------|--------|--------|
| FUNERAL DIRECTORS | 2024 | 1388 | 64.27% | 35.73% |
|                   | 2023 | 340  | 69.41% | 30.59% |
|                   | 2022 | 395  | 69.87% | 30.13% |

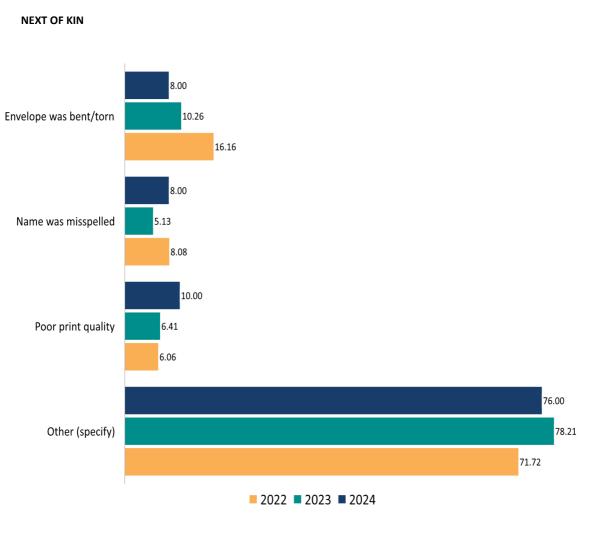
Note: This question only applies to respondents who indicated "Yes" to MPS FD Q25.

# MPS NOK Q27: Did you order and/or receive a certificate signed by the President of the United States honoring the Veteran's service?



Yes – Yes – No – No – Did not Don't know Received, but Requested Year Requested, n receive what this is not and received not received requested 2024 2795 20.04% 16.96% 12.70% 23.90% 26.40% **NEXT OF KIN** 2023 2988 23.56% 28.48% 5.12% 22.56% 20.28% 2022 2811 32.59% 36.29% 2.92% 15.51% 12.70%

### MPS NOK Q29: Why were you not satisfied with the quality of the certificate signed by the President of the United States honoring the Veteran's service? (*Mark all that apply*)



2022: n = 99 2023: n = 78 2024: n = 50

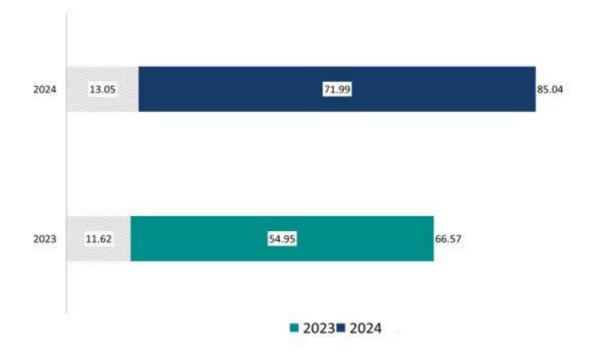
Note: This question only applies to respondents who indicated "Very dissatisfied," "Somewhat dissatisfied," or "Neither satisfied nor dissatisfied" to MPS NOK Q28.

Note: As respondents could select more than one response option, percentages may not sum to 100%.

Note: The answer option "Other (specify)" provides the opportunity for next of kin to specify an answer not listed.

### MPS NOK Q30: How satisfied were you with the amount of time it took to receive the certificate signed by the President of the United States honoring the Veteran's service?





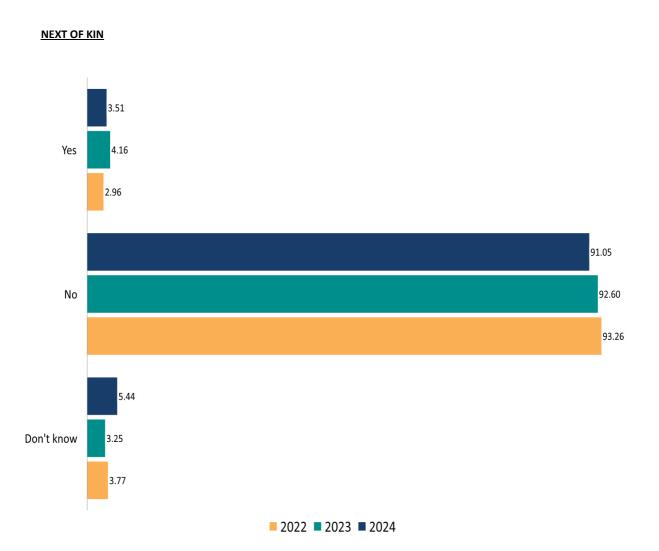
|  |             | Year | n      | Very<br>satisfied | *Change<br>Score | Somewhat<br>satisfied | Neither /<br>Nor | Somewhat<br>dissatisfied | Very<br>dissatisfied |
|--|-------------|------|--------|-------------------|------------------|-----------------------|------------------|--------------------------|----------------------|
|  | 2024        | 996  | 71.99% | 17.04%            | 13.05%           | 13.45%                | 0.70%            | 0.80%                    |                      |
|  | NEXT OF KIN | 2023 | 1514   | 54.95%            | NA               | 11.62%                | 20.48%           | 3.04%                    | 9.91%                |

\*The change scores represent the difference between the "Very satisfied" categories for the row year and the previous year.

Note: MPS NOK Q30 was added to the 2023 National Cemeteries Next of Kin/Family Member Satisfaction Survey and only displays the current year's and 2023 results.

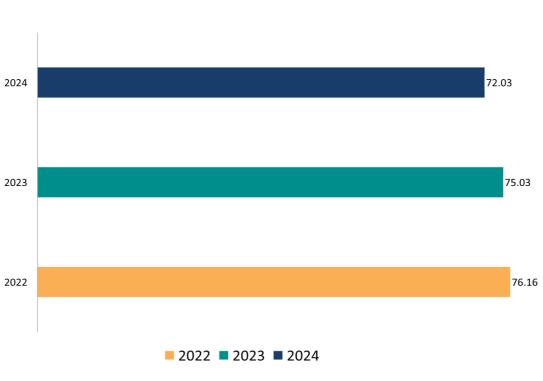
Note: This question only applies to respondents who indicated "Yes" to MPS NOK Q27.

# MPS NOK Q24: Was there a delay in the placement of the headstone, marker or medallion because of a difficulty to pay the setting fee?



|             | Year | n    | Yes   | No     | Don't know |
|-------------|------|------|-------|--------|------------|
|             | 2024 | 3016 | 3.51% | 91.05% | 5.44%      |
| NEXT OF KIN | 2023 | 770  | 4.16% | 92.60% | 3.25%      |
|             | 2022 | 742  | 2.96% | 93.26% | 3.77%      |

# NC NOK Q30: Did you receive a certificate signed by the President of the United States honoring the Veteran's service?



<u>NEXT OF KIN</u>

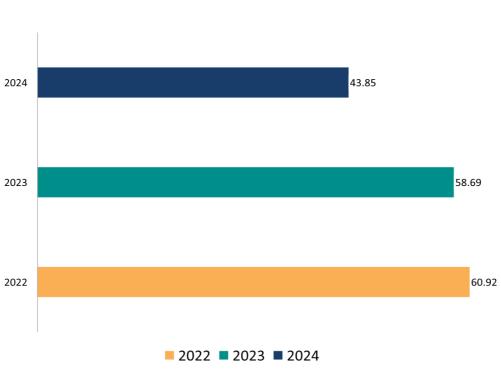
Percent Yes

|             | Year | n     | Yes    | No     | Don't know |
|-------------|------|-------|--------|--------|------------|
| NEXT OF KIN | 2024 | 14392 | 72.03% | 17.54% | 10.44%     |
|             | 2023 | 13912 | 75.03% | 24.97% | 0.00%      |
|             | 2022 | 17088 | 76.16% | 23.84% | 0.00%      |

Note: The Veteran status of the interred loved one is not self-reported. Veteran status of the interred loved one is recorded by the national cemetery and captured in the NCA database. This question only applies to respondents whose interred loved one was a Veteran.

Note: In 2024 the response option "Don't know" was added.

# STVC NOK Q28: Did you receive a certificate signed by the President of the United States honoring the Veteran's service?



NEXT OF KIN

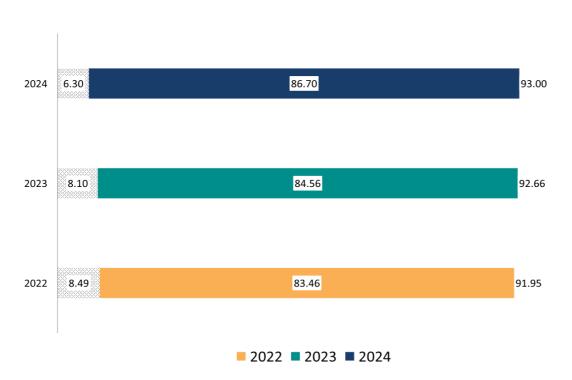
Percent Yes

|             | Year | n    | Yes    | No     | Don't know |
|-------------|------|------|--------|--------|------------|
|             | 2024 | 6169 | 43.85% | 40.02% | 16.13%     |
| NEXT OF KIN | 2023 | 6090 | 58.69% | 41.31% | 0.00%      |
|             | 2022 | 6540 | 60.92% | 39.08% | 0.00%      |

Note: The Veteran status of the interred loved one is not self-reported. Veteran status of the interred loved one is recorded by the cemetery and captured in the NCA database. This question only applies to respondents whose interred loved one was a Veteran.

Note: In 2024 the response option "Don't know" was added.

# NC NOK Q31: How satisfied were you with the quality of the certificate signed by the President of the United States honoring the Veteran's service?



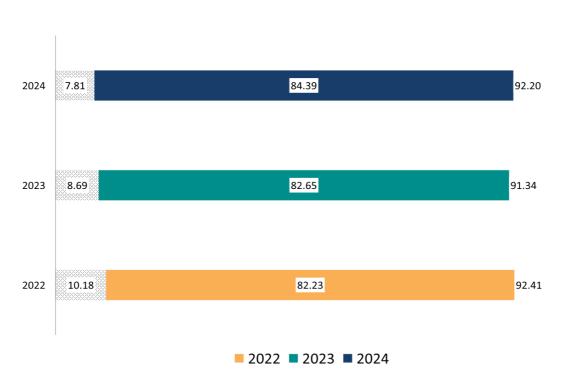
NEXT OF KIN

|             | Year | n     | Very<br>satisfied | *Change<br>Score | Somewhat<br>satisfied | Neither /<br>Nor | Somewhat<br>dissatisfied | Very<br>dissatisfied |
|-------------|------|-------|-------------------|------------------|-----------------------|------------------|--------------------------|----------------------|
|             | 2024 | 10117 | 86.70%            | 2.14%            | 6.30%                 | 5.68%            | 0.57%                    | 0.75%                |
| NEXT OF KIN | 2023 | 10149 | 84.56%            | 1.10%            | 8.10%                 | 6.06%            | 0.63%                    | 0.65%                |
|             | 2022 | 12629 | 83.46%            | -0.81%           | 8.49%                 | 6.15%            | 0.93%                    | 0.97%                |

\*The change scores represent the difference between the "Very satisfied" categories for the row year and the previous year.

Note: This question only applies to respondents who indicated "Yes" to NC NOK Q30.

## STVC NOK Q29: How satisfied were you with the quality of the certificate signed by the President of the United States honoring the Veteran's service?



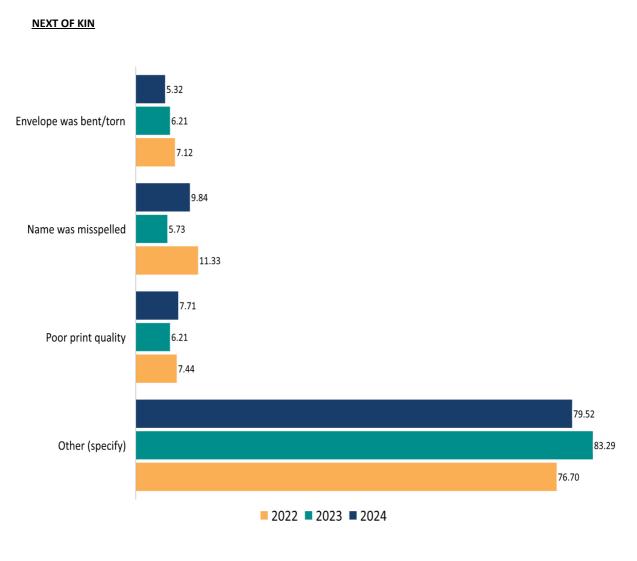
NEXT OF KIN

|             | Year | n    | Very<br>satisfied | *Change<br>Score | Somewhat<br>satisfied | Neither /<br>Nor | Somewhat<br>dissatisfied | Very<br>dissatisfied |
|-------------|------|------|-------------------|------------------|-----------------------|------------------|--------------------------|----------------------|
|             | 2024 | 2639 | 84.39%            | 1.74%            | 7.81%                 | 6.37%            | 0.68%                    | 0.76%                |
| NEXT OF KIN | 2023 | 3475 | 82.65%            | 0.42%            | 8.69%                 | 6.85%            | 0.95%                    | 0.86%                |
|             | 2022 | 3882 | 82.23%            | -1.21%           | 10.18%                | 5.64%            | 1.03%                    | 0.93%                |

\*The change scores represent the difference between the "Very satisfied" categories for the row year and the previous year.

Note: This question only applies to respondents who indicated "Yes" to STVC NOK Q28.

### NC NOK Q32: Why were you not satisfied with the quality of the certificate signed by the President of the United States honoring the Veteran's service? (*Mark all that apply*)



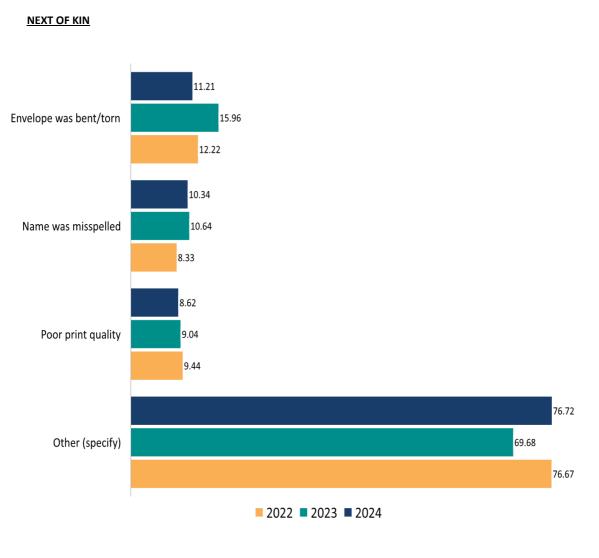
2022: n = 618 2023: n = 419 2024: n = 376

Note: This question only applies to respondents who indicated "Very dissatisfied," "Somewhat dissatisfied," or "Neither satisfied nor dissatisfied" to NC NOK Q31.

Note: As respondents could select more than one response option, percentages may not sum to 100%.

Note: The answer option "Other (specify)" provides the opportunity for next of kin to specify an answer not listed.

### STVC NOK Q30: Why were you not satisfied with the quality of the certificate signed by the President of the United States honoring the Veteran's service? (*Mark all that apply*)



2022: n = 180 2023: n = 188 2024: n = 116

Note: This question only applies to respondents who indicated "Very dissatisfied," "Somewhat dissatisfied," or "Neither satisfied nor dissatisfied" to STVC NOK Q29.

Note: As respondents could select more than one response option, percentages may not sum to 100%.

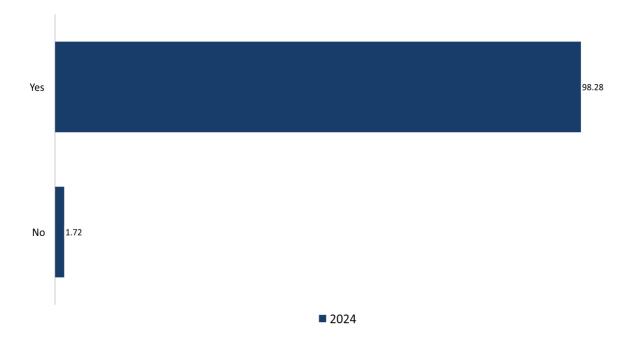
Note: The answer option "Other (specify)" provides the opportunity for next of kin to specify an answer not listed.

### **Funeral Director Resources and Offerings**

#### SECTION DESCRIPTION

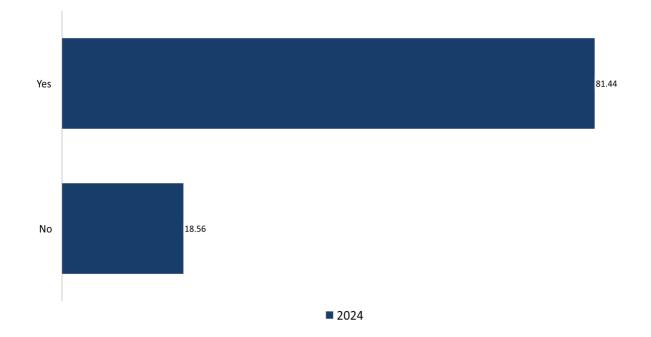
- This section presents survey findings from funeral directors regarding their utilization of NCA resources and services, including burial and memorial benefits, website resources, military honors, NCA Pre-Need Eligibility, "green" burials, and livestreaming services.
- Please refer to the Report Overview section (page 3) for an overview of the contents of the report.

GEN FD Q1: Do you inform families of Veterans of their potential burial and memorial benefits from the VA for which they might be eligible?



|                   | Year | n    | Yes    | No    |
|-------------------|------|------|--------|-------|
| FUNERAL DIRECTORS | 2024 | 2265 | 98.28% | 1.72% |

Note: GEN FD Q1 was added as a new question to the 2024 Funeral Director Satisfaction Survey.



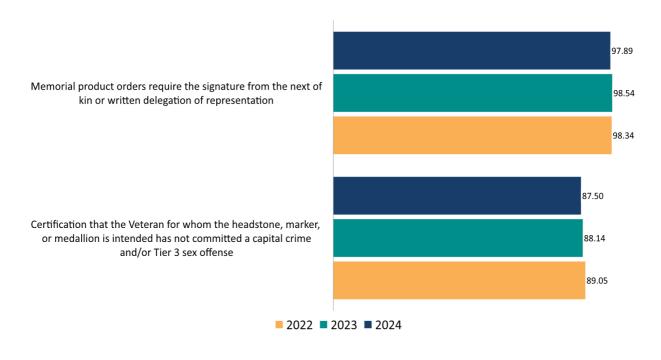


|                   | Year | n    | Yes    | No     |
|-------------------|------|------|--------|--------|
| FUNERAL DIRECTORS | 2024 | 2257 | 81.44% | 18.56% |

Note: GEN FD Q2 was added as a new question to the 2024 Funeral Director Satisfaction Survey.

#### MPS FD Q16: Are you aware of the following requirements?

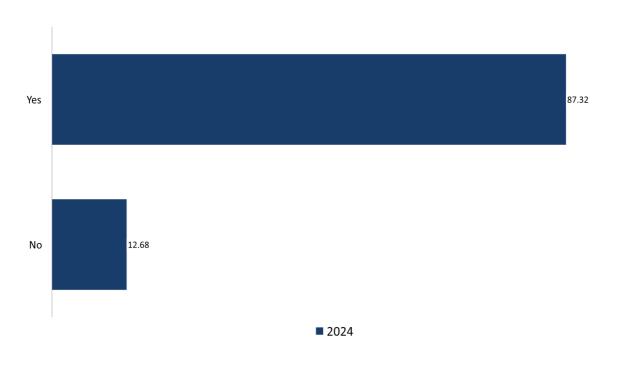
#### FUNERAL DIRECTORS



Percent Yes

|                      | Destrones  | 20   | 22     | 20   | 23     | 20   | 24     |
|----------------------|--|------|--------|------|--------|------|--------|
|                      | Response   | n    | % Yes  | n    | % Yes  | n    | % Yes  |
|                      | Memorial product orders<br>require the signature from the<br>next of kin or written delegation<br>of representation  | 1686 | 98.34% | 1712 | 98.54% | 1614 | 97.89% |
| FUNERAL<br>DIRECTORS | Certification that the Veteran<br>for whom the headstone,<br>marker, or medallion is<br>intended has not committed a<br>capital crime and/or Tier 3 sex<br>offense | 1671 | 89.05% | 1695 | 88.14% | 1560 | 87.50% |

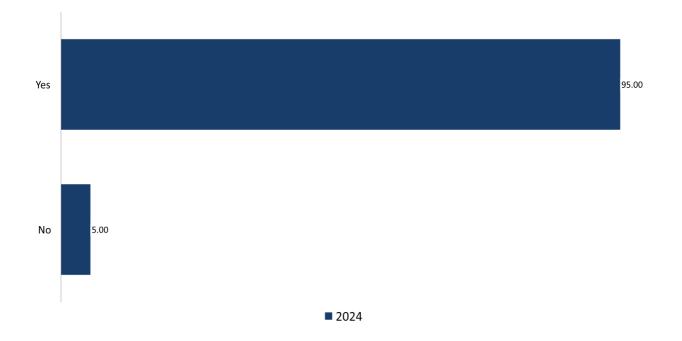
# MPS FD Q1: Do you understand the eligibility requirements for Veteran benefits, including eligibility for National Guard, Reservists, and Veteran dependents?



FUNERAL DIRECTORS

|                   | Year | n    | Yes    | No     |
|-------------------|------|------|--------|--------|
| FUNERAL DIRECTORS | 2024 | 1625 | 87.32% | 12.68% |

Note: MPS FD Q1 was added as a new question to the 2024 Funeral Director Satisfaction Survey.

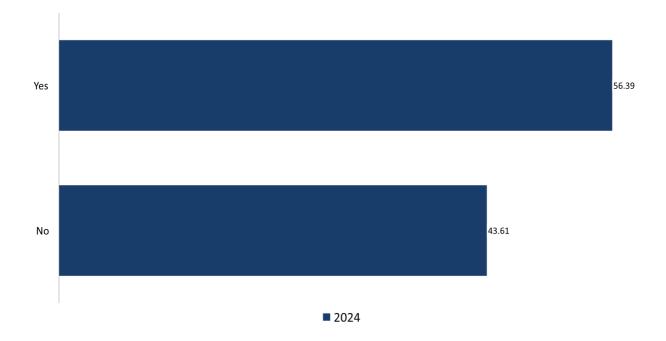




|    |                  | Year | n    | Yes    | No    |
|----|------------------|------|------|--------|-------|
| FU | INERAL DIRECTORS | 2024 | 2262 | 95.00% | 5.00% |

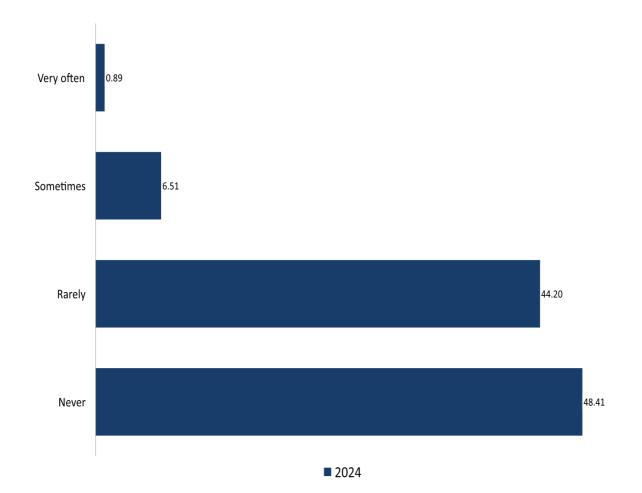
Note: GEN FD Q3 was added as a new question to the 2024 Funeral Director Satisfaction Survey.





|                   | Year | n    | Yes    | No     |
|-------------------|------|------|--------|--------|
| FUNERAL DIRECTORS | 2024 | 2238 | 56.39% | 43.61% |

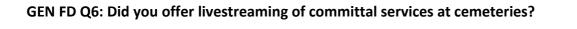
Note: GEN FD Q4 was added as a new question to the 2024 Funeral Director Satisfaction Survey.

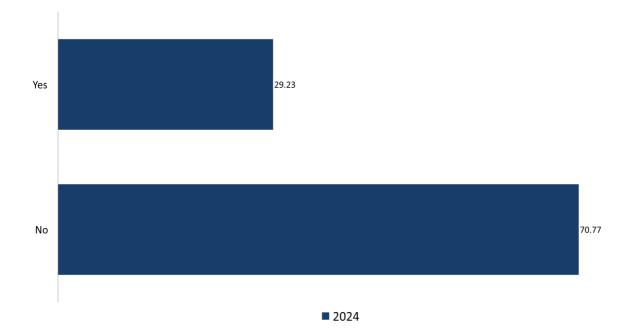


GEN FD Q5: How often do your customers request "green" (i.e., environmentally sensitive) burials?

|                   | Year | n    | Very often | Sometimes | Rarely | Never  |
|-------------------|------|------|------------|-----------|--------|--------|
| FUNERAL DIRECTORS | 2024 | 2258 | 0.89%      | 6.51%     | 44.20% | 48.41% |

Note: GEN FD Q5 was added as a new question to the 2024 Funeral Director Satisfaction Survey.





|                   | Year | n    | Yes    | No     |
|-------------------|------|------|--------|--------|
| FUNERAL DIRECTORS | 2024 | 2241 | 29.23% | 70.77% |

Note: GEN FD Q6 was added as a new question to the 2024 Funeral Director Satisfaction Survey.

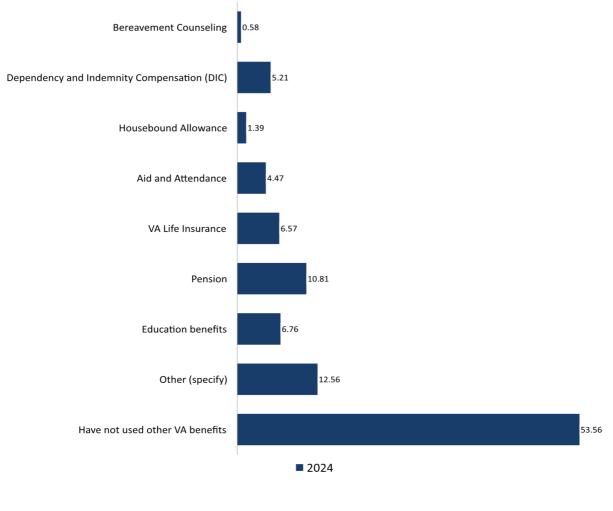
### **Appendix A: Respondent Characteristics**

#### SECTION DESCRIPTION

- This section presents survey findings from next of kin on self-reported demographics.
- Please refer to the Report Overview section (page 3) for an overview of the contents of the report.

#### MPS NOK Q50: Have you or your loved one used any other VA Benefits? (Mark all that apply)

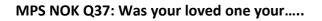


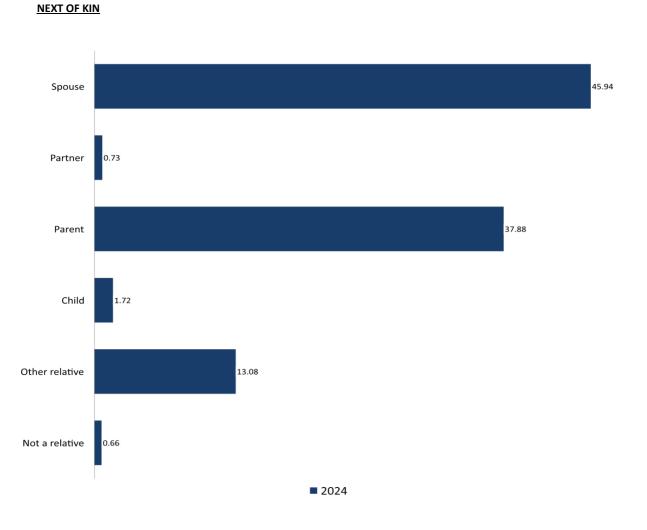




Note: MPS NOK Q50 was added as a new question to the 2024 VA Memorial Products Next of Kin/Family Member Satisfaction Survey.

Note: As respondents could select more than one response option, percentages may not sum to 100%.



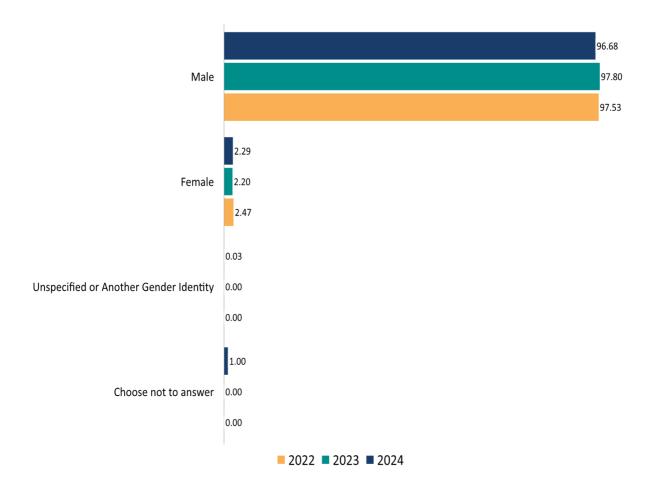


|             | Year | n    | Spouse | Partner | Parent | Child | Other<br>relative | Not a relative |
|-------------|------|------|--------|---------|--------|-------|-------------------|----------------|
| NEXT OF KIN | 2024 | 3028 | 45.94% | 0.73%   | 37.88% | 1.72% | 13.08%            | 0.66%          |

Note: MPS NOK Q37 was added as a new question to the 2024 VA Memorial Products Next of Kin/Family Member Satisfaction Survey.

#### MPS NOK Q47: Did your loved one describe themselves as....?

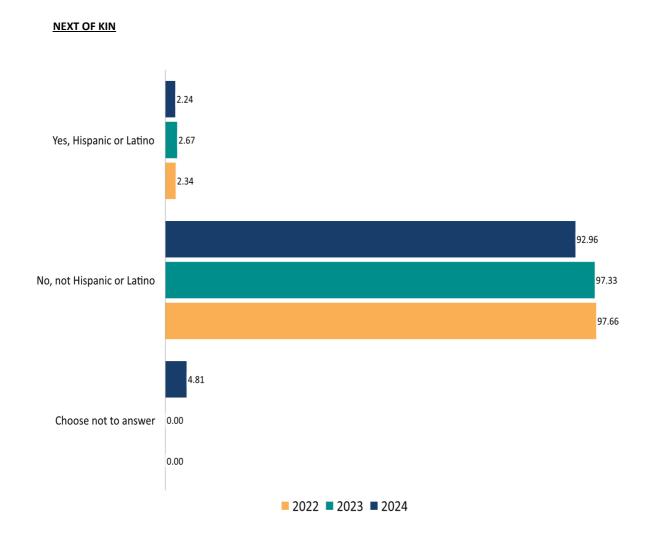
#### NEXT OF KIN



|             | Year | n    | Male   | Female | Unspecified or<br>Another<br>Gender Identity | Choose not to<br>answer |
|-------------|------|------|--------|--------|--|-------------------------|
|             | 2024 | 3008 | 96.68% | 2.29%  | 0.03%  | 1.00%                   |
| NEXT OF KIN | 2023 | 3093 | 97.80% | 2.20%  | 0.00%  | 0.00%                   |
|             | 2022 | 2880 | 97.53% | 2.47%  | 0.00%  | 0.00%                   |

Note: Prior to 2024 the question wording was: What was the gender of your loved one?

Note: In 2024, the response options "Unspecified or Another Gender Identity" and "Choose not to answer" were added.



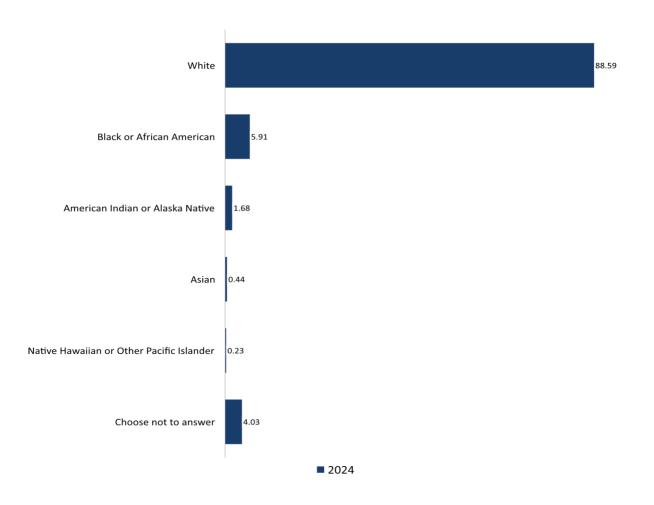
#### MPS NOK Q44: Was your loved one Hispanic or Latino?

|             | Year | n    | Yes, Hispanic or<br>Latino | No, not Hispanic<br>or Latino | Choose not to<br>answer |
|-------------|------|------|----------------------------|-------------------------------|-------------------------|
|             | 2024 | 2953 | 2.24%                      | 92.96%                        | 4.81%                   |
| NEXT OF KIN | 2023 | 3037 | 2.67%                      | 97.33%                        | 0.00%                   |
|             | 2022 | 2826 | 2.34%                      | 97.66%                        | 0.00%                   |

Note: In 2024, the response option "Choose not to answer" was added.

#### MPS NOK Q46: Was your loved one.... (Mark all that apply)

#### NEXT OF KIN

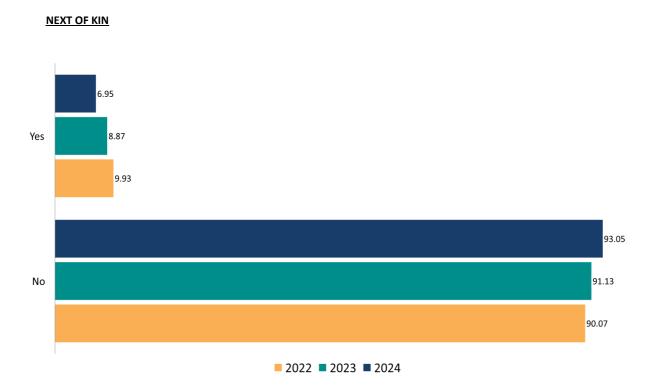


|             | Year | n    | White  | Black or<br>African<br>American | American<br>Indian or<br>Alaska<br>Native | Asian | Native<br>Hawaiian or<br>Other<br>Pacific<br>Islander | Choose not<br>to answer |
|-------------|------|------|--------|---------------------------------|---|-------|---|-------------------------|
| NEXT OF KIN | 2024 | 2979 | 88.59% | 5.91%                           | 1.68%                                     | 0.44% | 0.23%   | 4.03%                   |

Note: MPS NOK Q46 was added as a new question to the 2024 VA Memorial Products Next of Kin/Family Member Satisfaction Survey.

Note: As respondents could select more than one response option, percentages may not sum to 100%.

#### MPS NOK Q38: Are you a Veteran?

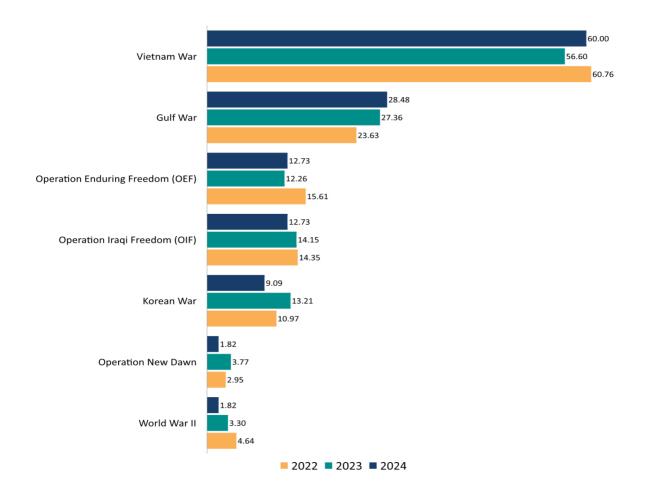


|             | Year | n    | Yes   | No     |
|-------------|------|------|-------|--------|
|             | 2024 | 3038 | 6.95% | 93.05% |
| NEXT OF KIN | 2023 | 3055 | 8.87% | 91.13% |
|             | 2022 | 2850 | 9.93% | 90.07% |

Note: Prior to 2024 the question wording was: Are you a Veteran (served on active duty in the U.S. Armed Forces, either in the regular military or a National Guard or Reserve Unit)?

### MPS NOK Q39: In which of the following eras did you serve? (Mark all that apply)

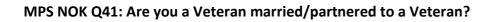
#### NEXT OF KIN

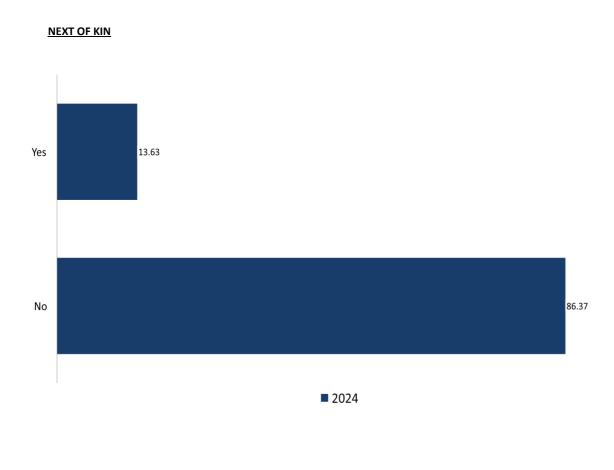


|             |   | Year | n   | World War<br>II | Korean<br>War | Vietnam<br>War | Gulf War | Operation<br>Enduring<br>Freedom<br>(OEF) | Operation<br>Iraqi<br>Freedom<br>(OIF) | Operation<br>New<br>Dawn |
|-------------|---|------|-----|-----------------|---------------|----------------|----------|---|--|--------------------------|
| NEXT OF KIN |   | 2024 | 165 | 1.82%           | 9.09%         | 60.00%         | 28.48%   | 12.73%                                    | 12.73%                                 | 1.82%                    |
|             | N | 2023 | 212 | 3.30%           | 13.21%        | 56.60%         | 27.36%   | 12.26%                                    | 14.15%                                 | 3.77%                    |
|             |   | 2022 | 237 | 4.64%           | 10.97%        | 60.76%         | 23.63%   | 15.61%                                    | 14.35%                                 | 2.95%                    |

Note: This question only applies to respondents who indicated "Yes" to MPS NOK Q38.

Note: As respondents could select more than one response option, percentages may not sum to 100%.



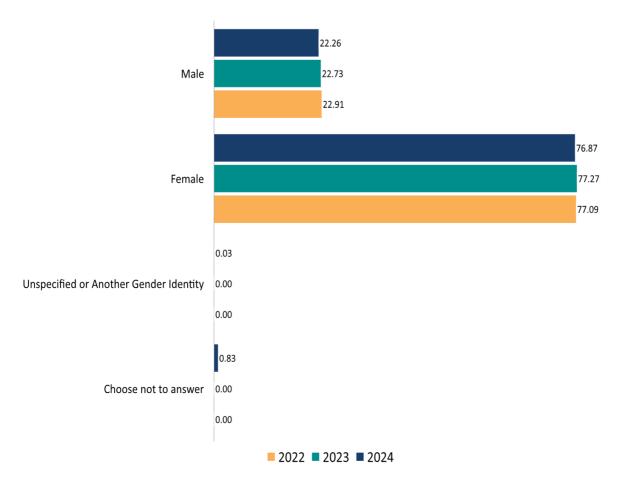


|             | Year | n    | Yes    | No     |
|-------------|------|------|--------|--------|
| NEXT OF KIN | 2024 | 2935 | 13.63% | 86.37% |

Note: MPS NOK Q41 was added as a new question to the 2024 VA Memorial Products Next of Kin/Family Member Satisfaction Survey.

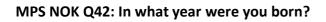
### MPS NOK Q40: What is your gender?

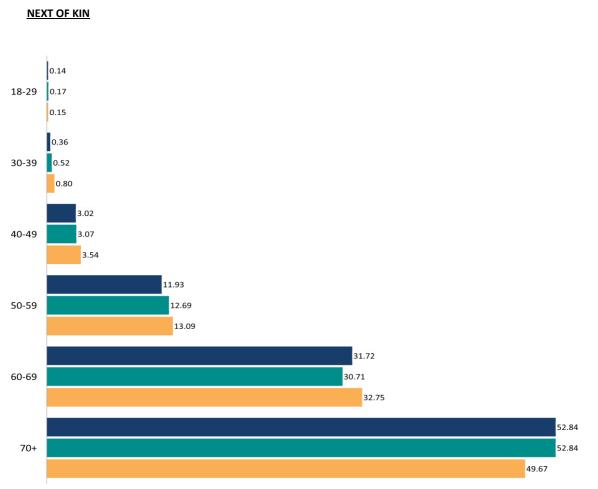
#### NEXT OF KIN

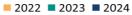


|             | Year | n    | Male   | Female | Unspecified or<br>Another<br>Gender Identity | Choose not to<br>answer |
|-------------|------|------|--------|--------|--|-------------------------|
|             | 2024 | 3001 | 22.26% | 76.87% | 0.03%  | 0.83%                   |
| NEXT OF KIN | 2023 | 3045 | 22.73% | 77.27% | 0.00%  | 0.00%                   |
|             | 2022 | 2833 | 22.91% | 77.09% | 0.00%  | 0.00%                   |

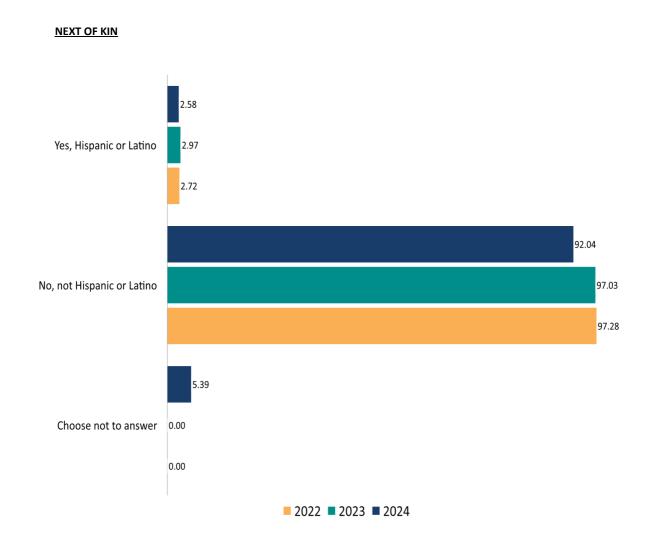
Note: In the 2024 survey the response options "Unspecified or Another Gender Identity" and "Choose not to answer" were added.







|             |             | Year | n     | 18-29 | 30-39 | 40-49  | 50-59  | 60-69  | 70+    |
|-------------|-------------|------|-------|-------|-------|--------|--------|--------|--------|
| NEXT OF KIN |             | 2024 | 2784  | 0.14% | 0.36% | 3.02%  | 11.93% | 31.72% | 52.84% |
|             | NEXT OF KIN | 2023 | 2901  | 0.17% | 0.52% | 3.07%  | 12.69% | 30.71% | 52.84% |
|             | 2022        | 2742 | 0.15% | 0.80% | 3.54% | 13.09% | 32.75% | 49.67% |        |



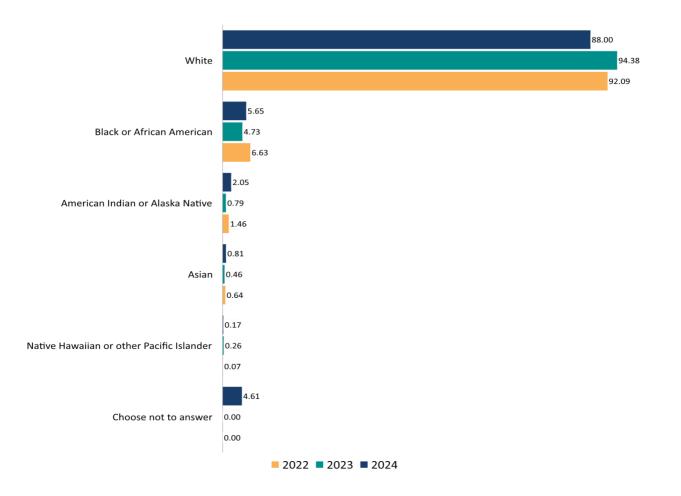
## MPS NOK Q43: Are you Hispanic or Latino?

|             | Year | n    | Yes, Hispanic or<br>Latino | No, not Hispanic<br>or Latino | Choose not to<br>answer |
|-------------|------|------|----------------------------|-------------------------------|-------------------------|
|             | 2024 | 2951 | 2.58%                      | 92.04%                        | 5.39%                   |
| NEXT OF KIN | 2023 | 2995 | 2.97%                      | 97.03%                        | 0.00%                   |
|             | 2022 | 2796 | 2.72%                      | 97.28%                        | 0.00%                   |

Note: In 2024, the response option "Choose not to answer" was added.

## MPS NOK Q45: Are you.... (Mark all that apply)

#### NEXT OF KIN



|             | Year | n    | White  | Black or<br>African<br>American | American<br>Indian or<br>Alaska<br>Native | Asian | Native<br>Hawaiian or<br>other<br>Pacific<br>Islander | Choose not<br>to answer |
|-------------|------|------|--------|---------------------------------|---|-------|---|-------------------------|
|             | 2024 | 2975 | 88.00% | 5.65%                           | 2.05%                                     | 0.81% | 0.17%   | 4.61%                   |
| NEXT OF KIN | 2023 | 3023 | 94.38% | 4.73%                           | 0.79%                                     | 0.46% | 0.26%   | 0.00%                   |
|             | 2022 | 2805 | 92.09% | 6.63%                           | 1.46%                                     | 0.64% | 0.07%   | 0.00%                   |

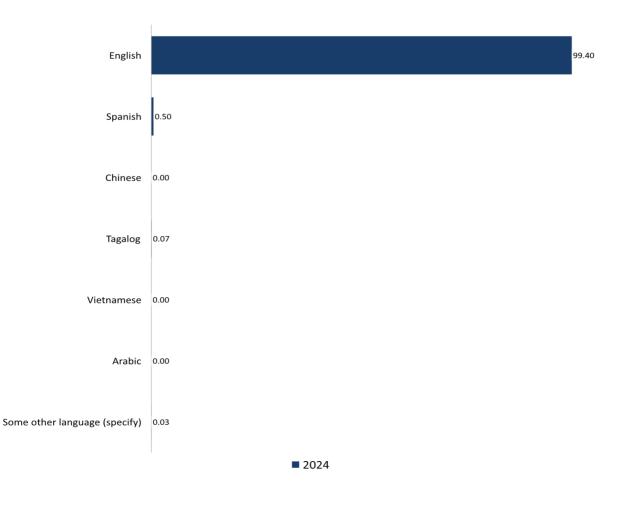
Note: Prior to 2024 the question wording was: What is your race? (Mark one or more).

Note: In 2024, the response option "Choose not to answer" was added.

Note: As respondents could select more than one response option, percentages may not sum to 100%.

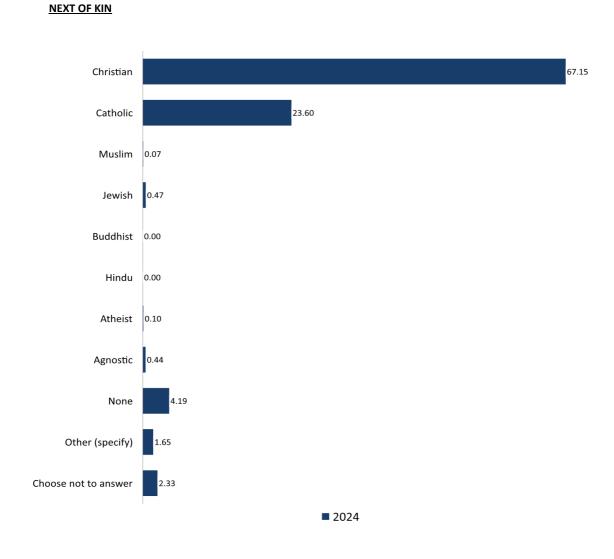
### MPS NOK Q48: What language do you mainly speak at home?





2024: n = 3,010

Note: MPS NOK Q48 was added as a new question to the 2024 VA Memorial Products Next of Kin/Family Member Satisfaction Survey.



#### MPS NOK Q49: In what belief tradition was the burial conducted?

2024: n = 2,962

Note: MPS NOK Q49 was added as a new question to the 2024 VA Memorial Products Next of Kin/Family Member Satisfaction Survey.

## **Appendix B: Methodology and Survey Instruments**

## SECTION DESCRIPTION

- Presented within this appendix is a description of the methodology used to develop and administer the 2024 VA Memorial Products Next of Kin/Family Member Satisfaction Survey and the 2024 Funeral Director Satisfaction Survey.
- Details about the survey development, the sampling procedure, and the mailing protocol are included.
- A summary of the types and number of calls received to the survey help line and email address established to respond to survey respondents' questions or concerns about the survey is included.
- Finally, the 2024 VA Memorial Products Next of Kin/Family Member Satisfaction Survey and the 2024 Funeral Director Satisfaction Survey are included as well for reference.

# **Project Background**

To better assess satisfaction with products and services provided by VA's Memorial Products Service (MPS) to customers utilizing private cemeteries and to measure process performance, the National Cemetery Administration (NCA) Office of Finance and Planning contracted with Vistra, a communications strategy and professional solutions firm, to conduct the 2024 Satisfaction with VA Memorial Products Service Survey. The 2024 survey represents the 15th national administration of this satisfaction survey and the 11th time a web survey option was offered to respondents.

Data for this 2024 survey were collected from next of kin and funeral directors in two fielding periods:

| 2024 Survey Fielding Schedule |                   |                    |                      |  |  |  |  |
|-------------------------------|-------------------|--------------------|----------------------|--|--|--|--|
| Cohort                        | Survey Fielding   | NOK/FD             | Interment Population |  |  |  |  |
| Cobort 1                      | 2/22/24 – 6/17/24 | NOK (English)      | 1/1/23 - 6/30/23     |  |  |  |  |
| Cohort 1                      | 2/22/24 - 0/1//24 | FD (English)       | 1/1/23 - 12/31/23    |  |  |  |  |
| Cabart 2                      | 3/29/24 – 6/17/24 | NOK (English)      | 7/1/23 – 12/31/23    |  |  |  |  |
| Cohort 2                      | 3/29/24 - 6/1//24 | NOK & FD (Spanish) | 1/1/23 – 12/31/23    |  |  |  |  |

Mailing data was extracted from NCA's Automated Monument Application System (AMAS) database and the Burial Operations Support System (BOSS) for records with interment dates from January 1, 2023 to December 31, 2023.

Surveys were mailed to 6,795 next of kin who ordered an MPS product for placement at private cemeteries. The survey was also mailed to 12,280 funeral directors who worked with VA national cemeteries, private cemeteries, and state, tribal or territorial Veterans cemeteries for the interment of a Veteran or eligible family member during the same designated time period.

This appendix presents the detailed methodology used to conduct and administer the surveys, as well as the 2024 survey instruments used for the study. It is presented in the following sections:

- Survey Development
- Sampling
- Mailing Protocol and Schedule
- Survey Help Line
- 2024 Survey Instruments

## **Survey Development**

The survey instrument used for the 2024 survey administration was developed from the 2023 survey instrument. Several modifications were made to the 2023 survey instruments to develop the 2024 versions. These modifications are summarized below. The question numbers in the list below refer to the numbers in the 2024 questionnaires.

The final 2024 questionnaire included a total of 52 questions for next of kin, and 37 questions for funeral directors.

### 2024 Memorial Products Next of Kin/Family Member Satisfaction Survey

The survey instrument revisions were as follows:

- Section headers were added throughout the survey:
  - Before Question 1: Reason for Choosing the Cemetery / Support and Information Received at your Time of Need
  - Before Question 27: The Presidential Memorial Certificate and the NCA Pre-Need Eligibility Registration Process
- The following questions and text were added to the survey:
  - Q1. Why did you inter your loved one in the cemetery you chose rather than in a VA national or state, tribal or territorial Veterans cemetery? (*Mark all that apply*)
    - Chose interment in a family plot
    - Didn't know how to make arrangements at a national or state, tribal or territorial Veterans cemetery
    - My loved one wanted to be close to other relatives or friends already buried in the cemetery I chose
    - The cemetery location will make it easier to visit my loved one's gravesite
    - It was a more affordable burial option
    - The funeral director did not inform me of my options to use a national or State/Tribal cemetery
    - I trust the cemetery I chose more than other options
    - Other (specify):
  - Q2. What would have helped you choose a national, state, tribal or territorial Veterans cemetery?
  - Q3. Did you attend the committal service?
    - Yes
    - No
    - Don't remember/Not certain
    - No committal service was held
  - Q4. Prior to your time of need, were you aware of the benefits related to burial in a national, state, tribal or territorial cemetery?
    - Yes
    - No -> GO TO QUESTION #6

- Q5. How did you learn of these benefits prior to your time of need? (Mark all that apply)
  - Family member/friends
  - Funeral home
  - Military discharge related materials
  - Other Veteran/Active-duty member
  - Pre-Need Burial Eligibility Determination
  - Veterans Service Organization
  - VA/NCA pamphlet, newsletter, brochure
  - VA/NCA website
  - Other VA organization
  - Professional/military association meetings
  - Local news
  - VA/NCA social media (Facebook or X, formerly known as Twitter)
  - Other (specify):
- Q6. Did the funeral director provide information about burial and memorial benefits available for Veterans? (*Mark all that apply*)
  - Not applicable: Funeral Director not used
  - Funeral Director provided information about VA burial benefits for Veterans
  - Funeral Director provided information about VA memorial benefits for Veterans
  - No, the Funeral Director did not provide information about either VA burial or memorial benefits
- o Q22. When the headstone or marker arrived, was the inscription accurate?
  - Yes
  - No
  - Don't know/Haven't seen
- Q23. Overall, how satisfied were you with the quality and appearance of the headstone, marker, or medallion when it arrived?
  - Very satisfied
  - Somewhat satisfied
  - Neither satisfied nor dissatisfied
  - Somewhat dissatisfied
  - Very dissatisfied
  - Don't know/Haven't seen
- Q26. Please add any comments regarding information about the process or support you received from the cemetery you would like to pass on to the NCA.
- Q33. How did you become aware of the Pre-Need opportunity? (Mark all that apply)
  - Family member/friends
  - Funeral home
  - Military discharge related materials
  - Other Veteran/Active-duty member
  - Pre-Need Burial Eligibility Determination
  - Veterans Service Organization

- VA/NCA pamphlet, newsletter, brochure
- VA/NCA website
- Other VA organization
- Professional/military association meetings
- Local news
- VA/NCA social media (Facebook or X, formerly known as Twitter)
- Other (specify):
- The following statement was added before Question 37:

Demographics Disclaimer Statement: Although responding to the following question(s) is voluntary, VA strongly encourages you to provide as much data and information as possible. Your responses will not be connected to you as an individual. These responses will help improve customer experience, approved research, and the quality of care and services for all Veterans. They will not be used to update your customer profile or other demographics found in any of your VA records. VA follows strict security and privacy practices and adheres to VA's data ethics standards to keep secure.

- Q37. Was your loved one your.....
  - Spouse
  - Partner
  - Parent
  - Child
  - Other relative
  - Not a relative
- Q42. Are you a Veteran married/partnered to a Veteran?
  - Yes
  - No
- The following statement was added before question 42:

Please note: Veterans who are married to Veterans are entitled to individual gravesite and headstone/marker/medallion benefits. Visit www.va.gov/burials-memorials/eligibility/ for more information.

- Q46. Was your loved one.... (Mark all that apply)
  - American Indian or Alaska Native
  - Asian
  - Black or African American
  - Native Hawaiian or Other Pacific Islander
  - White
  - Choose not to answer
- o Q48. What language do you mainly speak at home?
  - English
  - Spanish
  - Chinese
  - Tagalog
  - Vietnamese

- Arabic
- Some other language (specify):
- o Q48. What language do you mainly speak at home?
  - English
  - Spanish
  - Chinese
  - Tagalog
  - Vietnamese
  - Arabic
  - Some other language (specify):
- o Q49. In what belief tradition was the burial conducted?
  - Christian
  - Catholic
  - Muslim
  - Jewish
  - Buddhist
  - Hindu
  - Atheist
  - Agnostic
  - None
  - Other (specify):
  - Choose not to answer
- o Q50. Have you or your loved one used any other VA Benefits? (Mark all that apply)
  - Bereavement Counseling
  - Dependency and Indemnity Compensation (DIC)
  - Housebound Allowance
  - Aid and Attendance
  - VA Life Insurance
  - Pension
  - Education benefits
  - Other (specify):
  - Have not used other VA benefits
- o Q52. Are you willing to participate in a Focus Group discussion?
  - No
  - Yes -> If you are interested in participating in a focus group discussion to assist the National Cemetery Administration with improving its quality of service to Veterans and their families, please complete the information below
- In what way would you be willing to participate in the focus group? (Mark all that apply)
  - Online
  - By phone
  - In person at a focus group facility
  - Name:
  - Phone Number:

- Email:
- The following questions were revised in the 2024 survey:
  - Q9. In the question text and response option text the "r" in "Representative" was capitalized.
  - Q15. In the question text the underline was removed from the word "one" and the response option "Online via QuickSubmit" was added.
  - Q21. The response option "Don't know/Marker or headstone has not arrived yet" was added.
  - Q25. The response option "I don't care to be notified" was updated to "I didn't need delivery status."
  - o Q29. The word "problem" was removed from the response option "Other (specify)."
  - Q35. The question text "If you applied, were you satisfied with the length of time it took to receive a certificate of approval?" was updated to "Were you satisfied with the length of time it took to receive a certificate of eligibility?" and the response option "Have not received yet" was added.
  - Q38. The text, "(served on active duty in the U.S. Armed Forces, either in the regular military or a National Guard or Reserve Unit)" was removed after the question "Are you a Veteran?"
  - Q40. The response options "Unspecified or Another Gender Identity" and "Choose not to answer" were added.
  - Q44. The response optioned were updated to: "Yes, Hispanic or Latino;" No, not Hispanic or Latino;" and "Choose not to answer."
  - Q45. The question text "What is your race? (Mark one or more)" was updated to "Are you.... (Mark all that apply)," the response options were ordered in alphabetical order, and the response option "Choose not to answer" was added.
  - Q47. The question text "What was the gender of your loved one?" was updated to "Did your loved one describe themselves as.....?" and the response options "Unspecified or Another Gender Identity" and "Choose not to answer" were added.
- The following questions were removed from the 2023 survey:
  - Q1. How or from whom did you learn about the headstone, marker, or medallion benefit provided by the VA? (*Mark all that apply*)
  - Q3. Did you have any problems while affixing the Bronze Medallion to the headstone or markers?
  - Q20. Please indicate your level of agreement with the following statement: The overall quality of the headstone, marker, or medallion I received from the VA was excellent.
  - o Q26c. NCA Pre-Need Eligibility Process: Do you intend to apply?

- Q27. Were you required to pay any setting fees regarding your VA-issued headstone, marker, or medallion?
- Q28. If you ordered a Bronze marker, what setting fee were you required to pay? (Please round up to nearest whole dollar.)
- Q29. If you ordered a Granite/Marble headstone or marker, what amount were you required to pay? (Please round up to nearest whole dollar.)
- Q30. If you ordered a Bronze Medallion, what fee were you required to pay to have the medallion placed on your privately purchased headstone? (Please round up to nearest whole dollar.)
- Q38. Are you aware that Veterans who are married to Veterans are entitled to individual gravesite headstone/marker/medallion benefits?
- Q37. Was your loved one your spouse?

#### 2024 Funeral Director Satisfaction Survey

The survey instrument revisions were as follows:

- The following questions were added to a new section of the funeral director survey, titled "2024
  FUNERAL DIRECTOR NATIONAL SATISFACTION SURVEY." These questions were asked to all funeral
  directors regardless of whether their funeral home assisted with services at a national cemetery,
  state, tribal or territorial Veterans cemetery, or with ordering a memorial product.
  - Q1. Do you inform families of Veterans of their potential burial and memorial benefits from the VA for which they might be eligible?
    - Yes
    - No
  - o Q2. Are you aware there are resources available for Funeral Directors on the NCA website?
    - Yes
    - No
  - o Q3. Do you typically provide information resources on military honors to next of kin?
    - Yes
    - No
  - Q4. Are you aware of the NCA Pre-Need Eligibility process?
    - Yes
    - No

- o Q5. How often do your customers request "green" (i.e., environmentally sensitive) burials?
  - Very often
  - Sometimes
  - Rarely
  - Never
- o Q6. Did you offer livestreaming of committal services at cemeteries?
  - Yes
  - No
- Q7. Are you willing to participate in a Focus Group discussion?
  - No
  - Yes -> In what way would you be willing to participate in the focus group? (Mark all that apply)
    - Online
    - By phone
    - In person at a focus group facility
    - Name:
    - Phone Number:
    - Email:
- $\circ$  Q8. Did you conduct business at a national cemetery during the 2023 calendar year?
  - Yes -> GO TO QUESTION #1 BELOW
  - No -> GO TO THE MEMORIAL PRODUCTS SERVICE SATISFACTION SURVEY ON PAGE 5
- The following questions were added to the memorial products section of the funeral director survey:
  - Q1. Do you understand the eligibility requirements for Veteran benefits, including eligibility for National Guard, Reservists, and Veteran dependents?
    - Yes
    - No
  - Q6. Of the eligible Veteran families you serve, approximately what percent request VA memorial products?
    - 1-4%
    - 5-9%
    - 10-14%
    - 15-24%
    - 25-49%
    - 50-74%
    - 75-100%
  - Q11. How easy is the process of scheduling an interment at a national cemetery vs. a non-VA cemetery?
    - Easier at the non-VA cemetery
    - About the same

- Easier at the national cemetery
- Don't know/No opinion
- The following questions were revised in the memorial products section of the 2024 funeral director survey:
  - Q3. The response option "Flat Marble/Granite" was updated to "Flat Stone (Marble/Granite)" and the response option "Upright Marble/Granite" was updated to "Upright Stone (Marble/Granite)."
  - Q4. The response option "Online via Quick Submit" was added.
  - $\circ~$  Q9. In the question text, the "r" in "Representative" was capitalized.
  - Q10. In the question text and response option text, the "r" in "Representative" was capitalized.
  - $\circ$   $\,$  Q15. In the question text underline was removed from the word "one."
  - Q17. The word "generally" was added to the beginning of the question text: "Generally, about how long after ordering the headstone, marker, or medallion did it arrive?" The response option "Has not arrived yet" was added and "Not sure" was included with the "Don't know" response option.
  - Q19. The response option "Don't know" was added.
  - Q26. The question text "Do you typically inform your clients about the program?" was updated to "Do you typically inform your clients about the Presidential Memorial Certificate?"
  - Q27. The question text "Do you typically order the certificate(s) for your client?" was updated to "Do you typically order the Presidential Memorial Certificate for your clients?"

# Sampling

## Sampling Frame

The sampling frame utilized for the 2024 surveys was provided to Vistra by NCA in two installments – one for January 1–June 30, 2023 interments and one for July 1– December 31, 2023 interments. The initial step was to clean the data and remove records that included fields with missing data critical for successful mailing. Reasons for exclusion in descending order of frequency were:

- 1) Not NOK;
- 2) Duplicate;
- 3) Invalid names\*; and
- 4) No address/Incomplete address.

| Summary of Reason of Record Exclusion |         |  |  |  |  |
|---------------------------------------|---------|--|--|--|--|
| Reason Record Excluded                | Number  |  |  |  |  |
| Not NOK                               | 5,829   |  |  |  |  |
| Duplicate                             | 4,483   |  |  |  |  |
| Invalid names                         | 991     |  |  |  |  |
| No address/Incomplete address         | 5       |  |  |  |  |
| Total excluded                        | 11,308  |  |  |  |  |
| Total available                       | 119,522 |  |  |  |  |
| Percent excluded                      | 9.46%   |  |  |  |  |

\*Names provided that were not valid next of kin. Examples include the names of funeral directors, coroners, mortuaries, and lawyers for unclaimed remains.

As in previous iterations, the funeral director survey was a census, but data cleaning was still conducted so as to prevent duplicate surveys from being sent to the same funeral home. Duplicate addresses are far more common with this population than next of kin surveys. Of the 299,644 total available funeral director records, 95.76% were removed as a result of various de-duplication, with 12,694 deemed usable.

The records that were deemed eligible, or usable, were based on the American Association for Public Opinion Research (AAPOR) referenced by the federal government. AAPOR classifies the eligibility of data by disposition codes for mail surveys\*\* into categories of "mail surveys of specifically named persons" and "internet surveys of specifically named persons." AAPOR's disposition codes inform which records are eligible, or usable, from which to draw sample. Of the 119,522 available next of kin and, 108,214 were deemed usable for sample selection.

| Usable Records Available for Sample Selection |                   |                |  |  |  |  |
|---|-------------------|----------------|--|--|--|--|
| Group   | Available Records | Usable Records |  |  |  |  |
| MPS   | 119,522           | 108,214        |  |  |  |  |
| Funeral Directors                             | 299,644           | 12,694         |  |  |  |  |

\*\*The American Association for Public Opinion Research. 2015. Standard Definitions: Final Dispositions of Case Codes and Outcome Rates for Surveys. 8th edition. AAPOR.

# **Sample Selection**

The 2024 sample selections for next of kin and funeral directors had the overarching goal of achieving comparability with past administrations of the NCA Customer Satisfaction Surveys to avoid a break in the series of survey administration and strive for full comparability from survey administrations in recent years.

The 2024 Memorial Products Next of Kin/Family Member Satisfaction Survey used a stratified random sample separating the memorial product types into Bronze and Non-Bronze. Bronze products include bronze flat burial markers for in-ground interments and inurnments, bronze columbarium niche covers, and bronze medallions for placement on private headstones in private cemeteries. The non-bronze products include marble and granite upright headstones and markers, marble and granite niche covers, and marble and granite flat markers. The sample was allocated using a ratio for the distribution by memorial product type in the full population (of memorial products). Because 29 percent of the memorial products were Non-Bronze, the sample was selected at random to achieve this same proportion for a Non-Bronze sample of (n=2,001) and Bronze (n=4,999).

The confidence level for the 2024 Memorial Products Next of Kin/Family Member Satisfaction Survey was 95 percent ( $\alpha = 1 - 0.95$ , or alpha = 0.05) which is in accordance with other federal surveys. A 95 percent confidence level means that there was a 5% chance of any response falling outside the defined margin of error, due to chance. Margin of error is defined as  $1.96*\sqrt{(\sigma/n)}$  for each question. The MOE is commonly used to indicate how many percentage points estimates will differ from the real population value. For example, with an MOE of 3 percent, this means the estimate (statistic) for the sample will be within 3 percentage points of the true value (parameter) in the population. The MOE is calculated by finding the critical value of the z-score (1.96 for 95% confidence level), sigma ( $\sigma$ ) is the standard deviation, and n is the sample size.

Following National Change of Address (NCOA) file cleaning, 12,280 surveys were mailed to funeral directors who had (1) assisted with interments at national cemeteries from January 1, 2023 until December 31, 2023; (2) assisted with interments at state, tribal or territorial Veterans cemeteries during that same period; or (3) who assisted with obtaining memorial products for interments during that period.

Vistra mailed each funeral director three survey instruments contained in one physical survey package: the National Cemeteries Satisfaction Survey, the State, Tribal or Territorial Veterans Cemetery Satisfaction Survey, and the Memorial Products Service Survey. Funeral directors were asked to complete all sections applicable to their experience.

## **Mailing Protocol and Schedule**

The mailing protocol consisted of four waves:

- Wave 1:
  - A cover letter signed by the Executive Director of Field Programs for the next of kin MPS survey, requesting the respondents' participation, a copy of the questionnaire, and a return envelope.
  - A cover letter signed by the Principal Deputy Under Secretary for Memorial Affairs for the funeral director survey, requesting the respondents' participation, a copy of the questionnaire, and a return envelope.
- Wave 2: A reminder/thank you postcard.
- Wave 3: A second copy of the questionnaire, a return envelope, and a cover letter.
- Wave 4: A reminder/thank you postcard.

Residents of Puerto Rico were mailed Spanish-language materials. Spanish surveys were sent to 394 next of kin and 85 funeral directors.

The mailings took place according to the below schedule.

- The cohort 1 mailing included:
  - English surveys for next of kin who ordered an MPS product for placement at a private cemetery between January 1 and June 30, 2023.
  - English surveys for funeral directors who worked with national, private, and state, tribal or territorial Veterans cemeteries between January 1 and December 31, 2023.
- The cohort 2 mailing included:
  - English surveys for next of kin who ordered an MPS product for placement at a private cemetery between July 1 and December 31, 2023.
  - Spanish surveys for next of kin who ordered an MPS product for placement at a private cemetery between January 1 and December 31, 2023.
  - Spanish surveys for funeral directors who worked with national, private, and state, tribal or territorial Veterans cemeteries between January 1 and December 31, 2023.

| Wave                         | Cohort 1   | Cohort 2   |
|------------------------------|------------|------------|
| Wave 1: First Questionnaire  | 02/22/2024 | 03/29/2024 |
| Wave 2: First Postcard       | 03/14/2024 | 04/22/2024 |
| Wave 3: Second Questionnaire | 04/08/2024 | 05/15/2024 |
| Wave 4: Second Postcard      | 04/23/2024 | 05/29/2024 |
| Close of Field Date          | 06/17/2024 | 06/17/2024 |

# **Survey Help Line**

To facilitate responses during the 2024 survey administration period, Vistra maintained a survey-specific, tollfree survey Help Line and email address where respondents could ask questions. A live agent returned all survey-related calls and emails within 24 hours or the next business day.

Overall, during the survey administration period 808 respondents called or emailed (750 calls, 58 emails) the Help Line or email address with questions pertaining to the 2024 NCA Customer Satisfaction Surveys. Calls and emails were fielded from February 21 to June 14, 2024.

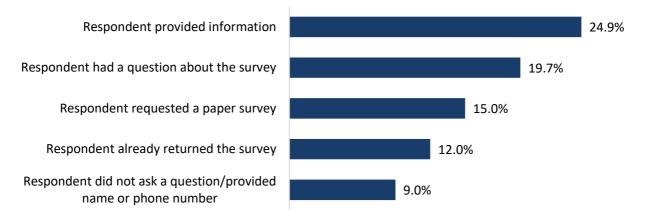
The majority of calls/emails received pertained to one of the following:

- Respondent provided information
  - Respondents provided general information about the status of their survey. This information
    generally included if they sent in the survey, when they would send the survey, or why they
    would not be completing the survey. Respondents also oftentimes provided information
    about their loved one's service or delivery of their marker/headstone/columbarium niche.
- Respondent had a question about the survey
  - Questions varied by respondent, but common themes included how to answer a particular question, not understanding terminology on the survey, not understanding the difference between a "national" and "state, tribal or territorial" cemetery, inquiries on whether they could take the survey on behalf of next of kin (deceased or unable to take it), and how to access the online survey.
- Respondent requested a paper survey
  - Respondents requested a paper survey for the following reasons: they did not receive the initial survey, they misplaced or discarded the survey, or they could not remember whether or not they mailed in the survey.
- Respondent already returned the survey
  - Respondents called in/emailed to report that they had already submitted the survey on a
    previous date but for some reason received another survey in the mail.
- Respondent did not ask a question / Provided name or phone number
  - Respondents simply left their name and/or phone number on the help line or email.

Note that the "Call/Email Reason" is based on the initial voice message left on the Help Line or email received, which in most instances involved one issue or question. In other instances, the message was not always clearly defined or stated. However, upon call or email back, the respondent may have mentioned several issues. The "Action Taken" was the most important item categorized, for which requesting to be added to the "Do not contact (DNC) or survey list" took precedence.

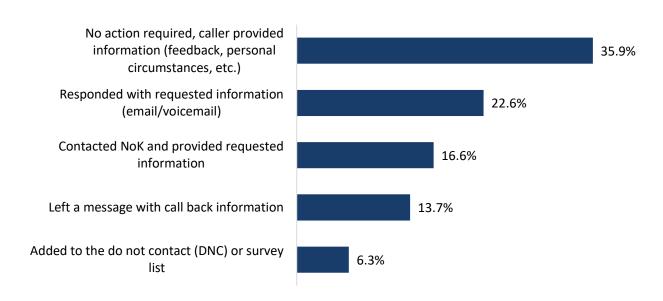
### The below chart and table show the reasons for the calls/emails.

### Top 5 Reasons for Call/Email



| Reason for Call/Email   | n   | Percent |
|---|-----|---------|
| Respondent provided information   | 201 | 24.9%   |
| Respondent had a question about the survey                              | 159 | 19.7%   |
| Respondent requested a paper survey                                     | 121 | 15.0%   |
| Respondent already returned the survey                                  | 97  | 12.0%   |
| Respondent did not ask a question/provided name or phone number         | 73  | 9.0%    |
| Online survey question  | 61  | 7.5%    |
| NOK is deceased   | 21  | 2.6%    |
| Other (See Additional Comments)   | 15  | 1.9%    |
| Unable to fill out the survey because of mental or physical limitations | 14  | 1.7%    |
| Received a 2nd survey   | 12  | 1.5%    |
| Did not get the survey, just the postcard                               | 12  | 1.5%    |
| Received the postcard   | 10  | 1.2%    |
| Benefit question  | 5   | 0.6%    |
| Needed a return envelope/address  | 3   | 0.4%    |
| 3-digit code requested  | 2   | 0.2%    |
| Do not contact (DNC) or survey  | 1   | 0.1%    |
| Pre-Need Eligibility question   | 1   | 0.1%    |
| Grand Total   | 808 | 100.0%  |

### The below chart and table show the actions taken by Vistra.



Top 5 Actions Taken

| Action Taken   | n   | Percent |
|--|-----|---------|
| No action required, caller provided information (feedback, personal circumstances, etc.) | 290 | 35.9%   |
| Responded with requested information (email/voicemail)                                   | 183 | 22.6%   |
| Contacted NoK and provided requested information   | 134 | 16.6%   |
| Left a message with call back information  | 111 | 13.7%   |
| Added to the do not contact (DNC) or survey list   | 51  | 6.3%    |
| NCA follow-up – Resolved   | 15  | 1.9%    |
| Unable to contact (Phone disconnected/no option for voicemail)                           | 14  | 1.7%    |
| Other (See Additional Comments)  | 5   | 0.6%    |
| Completed survey via phone   | 4   | 0.5%    |
| NCA follow-up – Referred   | 1   | 0.1%    |
| Grand Total  | 808 | 100.0%  |

OMB Control Number 2900-0571 Estimated Completion Time: 20 Minutes U.S. DEPARTMENT OF VETERANS AFFAIRS NATIONAL CEMETERY ADMINISTRATION VA Memorial Products:

**2024 Next of Kin/Family Member Satisfaction Survey** (Headstones/Markers/Medallions and Presidential Memorial Certificates)



VA may not conduct, sponsor, or require the respondent to respond to this collection of information unless it displays a valid OMB Control Number. All responses to this collection are voluntary. Public reporting burden for this collection of information is estimated to average 20 minutes per response, including the time necessary for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. The information collected is intended to be used in making improvements in services within the National Cemetery Administration of the Department of Veterans Affairs and for associated administrative purposes. Failure to furnish the requested information will have no adverse effect on any VA benefit to which you may be entitled.

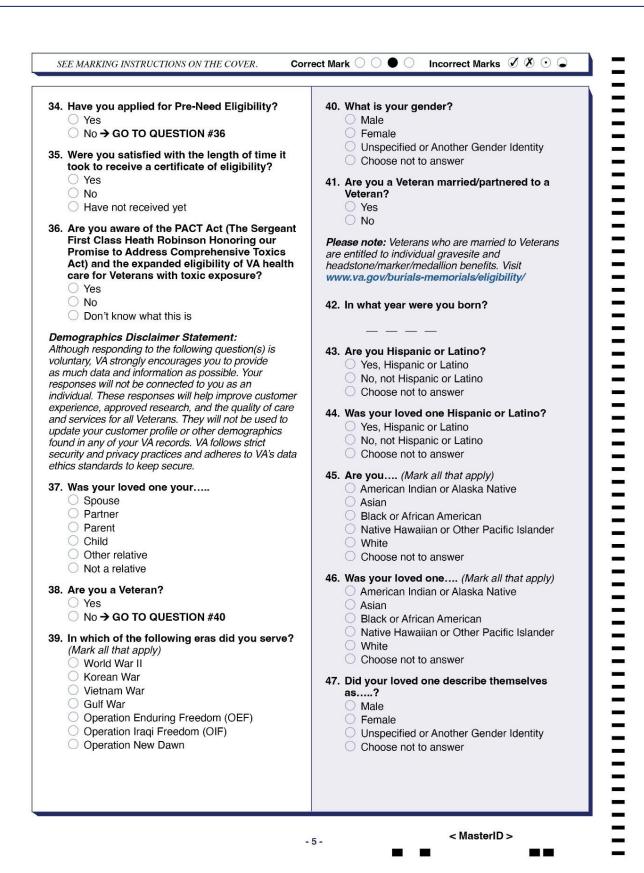
The information you supply will be confidential and protected by the Privacy Act of 1974 (5 U.S.C. 522a) and the VA's confidentiality statute (38 U.S.C. 5701) as implemented by 38 CFR 1.526(a) and 38 CFR 1.576(b). Disclosure of information involves releases of statistical data and other non-identifying data for the improvement of services within the National Cemetery Administration and for associated administrative purposes. Please send any comments regarding this burden estimate or any other aspect of this collection, including suggestions for reducing this burden, to VA Clearance Officer (005G2), 810 Vermont Ave., NW, Washington DC 20420. SEND COMMENTS ONLY. DO NOT SEND THIS FORM OR REQUESTS FOR BENEFITS TO THIS ADDRESS.

| The survey will take about 20 minutes to complete. Please rea<br>your response. You may complete the survey on-line using the<br>(https://bit.ly/MPE2024E) or by using the enclosed paper copy<br>on-line, enter your unique survey ID code ([MasterID]) on the                                      | link address noted<br>y in this mailing. To | on the cover letter |
|--|---|---------------------|
| Marking Instruction  | ons   | -                   |
| <ul> <li>Use pencil or pen. Make heavy dark marks that fill the circles completely. If you wish to change an answer, erase cleanly (pencil) or put an "X" over the incorrect response (pen).</li> <li>Fill in one answer circle for each question unless it states "Mark all that apply."</li> </ul> | Correct Mark                                | Incorrect Marks     |
| • When you are finished, please place the questionnaire in the enclosed postage-paid envelope and put it in the mail.  |   |                     |
| If you have any questions or concerns, please contact th<br>or email VistraResearch@Const  |   | at 1-833-231-7069   |
|  |   |                     |
| NATIONAL CEMETERY ADMINISTRATION   | < Ma  | asterID >           |
| 295126-2 - 1 -   |   |                     |

|    | eason for Choosing the Cemetery / Support<br>d Information Received at your Time of Need   | <ul> <li>VA/NCA website</li> <li>Other VA organization</li> </ul>   |
|----|--|---|
| 1. | Why did you inter your loved one in the cemetery you chose rather than in a VA national or state, tribal or territorial Veterans cemetery? ( <i>Mark all that apply</i> )<br>Chose interment in a family plot  | <ul> <li>Professional/military association meetings</li> <li>Local news</li> <li>VA/NCA social media (Facebook or X, formerly known as Twitter)</li> <li>Other (specify):</li></ul>   |
|    | <ul> <li>Didn't know how to make arrangements<br/>at a national or state, tribal or territorial<br/>Veterans cemetery</li> <li>My loved one wanted to be close to other<br/>relatives or friends already buried in the<br/>cemetery I chose</li> <li>The cemetery location will make it easier<br/>to visit my loved one's gravesite</li> <li>It was a more affordable burial option</li> <li>The funeral director did not inform me of</li> </ul> | <ul> <li>6. Did the funeral director provide informatio about burial and memorial benefits availat for Veterans? (Mark all that apply)</li> <li>Not applicable: Funeral Director not used</li> <li>Funeral Director provided information abo VA burial benefits for Veterans</li> <li>Funeral Director provided information abo memorial benefits for Veterans</li> <li>No, the Funeral Director did not provide information about either VA burial or memorial benefits</li> </ul> |
|    | my options to use a national or State/Tribal<br>cemetery<br>I trust the cemetery I chose more than<br>other options<br>Other (specify)   | 7. Did you call the NCA Applicant Assistance<br>number (1-800-697-6947) for assistance with<br>headstone, marker, or medallion? Yes   |
| 2. | What would have helped you choose a national, state, tribal or territorial Veterans cemetery?  | <ul> <li>No → GO TO QUESTION #11</li> <li>Don't know → GO TO QUESTION #11</li> <li>8. Why did you call NCA? (Mark all that apply)</li> <li>To check on the status of an order</li> <li>To get help with ordering a marker</li> <li>To file a complaint about a marker</li> <li>Other (specify):</li></ul>   |
| 3. | Did you attend the committal service? Ves No Don't remember/Not certain  | <ul> <li>9. Did you speak with a National Cemetery<br/>Administration (NCA) Customer Service<br/>Representative initially, or were you<br/>transferred to NCA by a VA Customer Service<br/>Representative?</li> <li>Spoke with an NCA Customer Service</li> </ul>   |
| 4. | <ul> <li>No committal service was held</li> <li>Prior to your time of need, were you aware</li> </ul>  | Representative initially<br>Transferred to NCA<br>Don't know/Can't recall   |
|    | of the benefits related to burial in a national,<br>state, tribal or territorial cemetery?<br>Yes<br>No → GO TO QUESTION #6  | <ul> <li>10. How satisfied were you with the service you received from the NCA Customer Service Representative?</li> <li>Very satisfied</li> <li>Somewhat satisfied</li> </ul>  |
| 5. | How did you learn of these benefits prior to<br>your time of need? (Mark all that apply)<br>Family member/friends<br>Funeral home  | <ul> <li>Somewhat satisfied</li> <li>Neither satisfied nor dissatisfied</li> <li>Somewhat dissatisfied</li> <li>Very dissatisfied</li> </ul>  |
|    | <ul> <li>Military discharge related materials</li> <li>Other Veteran/Active-duty member</li> <li>Pre-Need Burial Eligibility Determination</li> <li>Veterans Service Organization</li> <li>VA/NCA pamphlet, newsletter, brochure</li> </ul>  | <ul> <li>11. Did you visit the VA website for informatio about ordering the headstone, marker, or medallion?</li> <li>Yes</li> <li>No → GO TO QUESTION #14</li> </ul>   |

| <ul> <li>2. What type of information were you looking<br/>for on VA's website? (Mark all that apply)</li> <li>How to order a headstone/marker/medallion</li> <li>Download an order form</li> <li>Find information on documentation needed</li> </ul> | 18. When you were applying for the headstone, marker, or medallion, were you aware that the following items could be added to the headstone, marker, or medallion: |
|--|--|
| <ul> <li>Find out what could go on the headstone/<br/>marker/medallion</li> </ul>  | An inscription   |
| <ul> <li>Find information on the certificate signed by</li> </ul>  | Highest rank attained  |
| the President of the United States   | War service  |
| honoring the Veteran's service   | Emblem of belief   |
| Other (specify):   | Valor Awards   |
| 3. How satisfied were you with the ease of   | Terms of endearment  |
| finding the information you were looking for   | Nicknames O O O  |
| on VA's website?   | Civilian credentials (i.e., Doctor)  |
| Very satisfied   | Special unit designations  |
| <ul> <li>Somewhat satisfied</li> <li>Neither satisfied nor dissatisfied</li> </ul>   | Other military credentials   |
| <ul> <li>Somewhat dissatisfied</li> <li>Very dissatisfied</li> </ul>   | 19. If you were aware of the availability of an inscription, how did you learn about what could be included in the inscription? (Mark all                          |
| 4. What type of headstone, marker, or medallion  | that apply)  |
| did you order?   | <ul> <li>I read it on the application</li> </ul>   |
| O Bronze (metal plate)   | I looked it up on the VA website   |
| Stone (granite or marble)  | I was informed by the Funeral Director   |
| O Bronze medallion   | <ul> <li>I was informed by a VA employee</li> <li>I was not aware</li> </ul>   |
| 15. How did you order the headstone, marker, or  | Other (specify):   |
| medallion? (Mark only one) Via the mail  | 20. About how long after ordering the headstone,<br>marker, or medallion did it arrive?  |
| O Via fax  | C Less than 1 month  |
| Online via QuickSubmit   | Between 1 and 2 months   |
| Via the Funeral Director   | O Between 2 and 3 months   |
| Other (specify):   | O Between 3 and 4 months   |
| 6. Who helped you with ordering the headstone/   | More than 4 months   |
| marker/medallion? (Mark all that apply)  | O Has not arrived yet  |
| <ul> <li>Family member</li> <li>Funeral director</li> </ul>  | <ul> <li>Don't know/Not sure</li> </ul>  |
| Cemetery representative VA employee Other (specify)  | 21. How satisfied were you with the amount of time it took to receive the headstone, marker, or medallion?   |
| O No one   | <ul> <li>Very satisfied</li> <li>Somewhat satisfied</li> </ul>   |
| 7. How satisfied were you with the process   | <ul> <li>Somewhat satisfied</li> <li>Neither satisfied nor dissatisfied</li> </ul>   |
| you used to order the headstone, marker, or  | Somewhat dissatisfied  |
| medallion?   | <ul> <li>Very dissatisfied</li> </ul>  |
| <ul> <li>Very satisfied</li> <li>Somewhat satisfied</li> </ul>   | <ul> <li>Don't know/Marker or headstone has not<br/>arrived yet</li> </ul>   |
| <ul> <li>Neither satisfied nor dissatisfied</li> <li>Somewhat dissatisfied</li> <li>Very dissatisfied</li> </ul>   | 22. When the headstone or marker arrived, was the inscription accurate?  |
|  | ○ Yes  |
|  | O No   |
|  | O Don't know/Haven't seen  |

| <ul> <li>23. Overall, how satisfied were you with the quality and appearance of the headstone, marker, or medallion when it arrived?</li> <li>Very satisfied</li> <li>Somewhat satisfied</li> <li>Neither satisfied nor dissatisfied</li> <li>Somewhat dissatisfied</li> <li>Very dissatisfied</li> <li>Very dissatisfied</li> <li>Don't know/Haven't seen</li> </ul>  | <ul> <li>28. How satisfied were you with the quality of the certificate signed by the President of the Un States honoring the Veteran's service?</li> <li>Very satisfied → GO TO QUESTION #30</li> <li>Somewhat satisfied → GO TO QUESTION</li> <li>Neither satisfied nor dissatisfied</li> <li>Somewhat dissatisfied</li> <li>Very dissatisfied</li> </ul>  |
|--|--|
| <ul> <li>24. Was there a delay in the placement of the headstone, marker, or medallion because of a difficulty paying the setting fee?</li> <li>Yes</li> <li>No</li> <li>Don't know</li> </ul>   | <ul> <li>29. Why were you not satisfied with the quality of the certificate signed by the President of the United States honoring Veteran's service (Mark all that apply)</li> <li>Envelope was bent/torn</li> <li>Name was misspelled</li> <li>Poor print quality</li> </ul>  |
| <ul> <li>25. How would you have preferred to be notified about the delivery status of your headstone, marker, or medallion?</li> <li>Postcard</li> <li>Email</li> <li>Letter</li> <li>Other (specify):</li> <li>I didn't need delivery status</li> <li>26. Please add any comments regarding information about the process or support you received from the cemetery you would like to pass on to the NCA.</li> </ul>  | <ul> <li>Other (specify):</li></ul>  |
| The Presidential Memorial Certificate and the NCA Pre-Need Eligibility Registration Process  | 32. Are you aware of the NCA Pre-Need Eligibil<br>process?<br>○ Yes<br>○ No → GO TO QUESTION #36   |
| If your loved one was NOT a Veteran, please go to<br>Question #31.<br>27. Did you order and/or receive a certificate<br>signed by the President of the United States<br>honoring the Veteran's service?<br>Yes – Requested and received<br>Yes – Received, but not requested<br>No – Requested, not received → GO TO<br>QUESTION #31<br>No – Did not receive → GO TO QUESTION #31<br>Don't know what this is → GO TO QUESTION #31<br>For information about the Presidential Memorial<br>Certificate (the certificate signed by the President<br>of the United States honoring the Veteran's service)<br>or to order more copies, please visit our web page at<br>WWW.cem.va.gov/pmc.asp. | <ul> <li>33. How did you become aware of the Pre-Need opportunity? (Mark all that apply)</li> <li>Family member/friends</li> <li>Funeral home</li> <li>Military discharge related materials</li> <li>Other Veteran/Active-duty member</li> <li>Pre-Need Burial Eligibility Determination</li> <li>Veterans Service Organization</li> <li>VA/NCA pamphlet, newsletter, brochure</li> <li>VA/NCA website</li> <li>Other VA organization</li> <li>Professional/military association meetings</li> <li>Local news</li> <li>VA/NCA social media (Facebook or X, formerly known as Twitter)</li> <li>Other (specify):</li> </ul> |



| <ul> <li>48. What language do you mainly speak at home?</li> <li>English</li> <li>Spanish</li> <li>Chinese</li> <li>Tagalog</li> <li>Vietnamese</li> <li>Arabic</li> <li>Some other language (specify):</li></ul> | <ul> <li>51. Please use this space to elaborate on any additional aspects of your experience you would like to share with the NCA.</li> <li></li></ul>   |
|---|--|
| PLEASE mail this completed questionnaire in the<br>If you misplaced the pre-paid envelope, you may in<br>using your of<br>DEPARTMENT OF N<br>VA NCA CUSTOMER S<br>PO BO2<br>LIVONIA                               | time to complete this questionnaire.<br>e enclosed pre-paid envelope as soon as possible.<br>mail the completed survey to the following address<br>own envelope:<br>VETERANS AFFAIRS<br>ATISFACTION SURVEY<br>X 510570<br>, MI 48151<br>ease contact the Survey Help Line at 1-833-231-7068<br>ch@ConsultVistra.com. |

# OMB Control Number 2900-0571 Estimated Completion Time: 20-30 Minutes

## U.S. DEPARTMENT OF VETERANS AFFAIRS NATIONAL CEMETERY ADMINISTRATION

## 2024 FUNERAL DIRECTOR SATISFACTION SURVEY

(National Cemeteries; VA Memorial Products; and State, Tribal or Territorial Veterans Cemeteries)



VA may not conduct, sponsor, or require the respondent to respond to this collection of information unless it displays a valid OMB Control Number. All responses to this collection are voluntary. Public reporting burden for this collection of information is estimated to average 20 minutes per response, including the time necessary for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. The information collected is intended to be used in making improvements in services within the National Cemetery Administration of the Department of Veterans Affairs and for associated administrative purposes. Failure to furnish the requested information will have no adverse effect on any VA benefit to which you may be entitled.

The information you supply will be confidential and protected by the Privacy Act of 1974 (5 U.S.C. 522a) and the VA's confidentiality statute (38 U.S.C. 5701) as implemented by 38 CFR 1.526(a) and 38 CFR 1.576(b). Disclosure of information involves releases of statistical data and other non-identifying data for the improvement of services within the National Cemetery Administration and for associated administrative purposes. Please send any comments regarding this burden estimate or any other aspect of this collection, including suggestions for reducing this burden, to VA Clearance Officer (005G2), 810 Vermont Ave., NW, Washington DC 20420. SEND COMMENTS ONLY. DO NOT SEND THIS FORM OR REQUESTS FOR BENEFITS TO THIS ADDRESS.

The survey will take about 20 minutes to complete. Please read each question carefully before making your response. You may complete the survey on-line using the link address noted on the cover letter (https://bit.ly/FDE24E) or by using the enclosed paper copy in this mailing. To access the survey on-line, enter your unique survey ID code ([MasterID]) on the main screen.

#### **Marking Instructions**

- Use pencil or pen. Make heavy dark marks that fill the circles completely. If you wish to change an answer, erase cleanly (pencil) or put an "X" over the incorrect response (pen).
- Fill in one answer circle for each question unless it states "Mark all that apply."
- When you are finished, please place the questionnaire in the enclosed postage-paid envelope and put it in the mail.

If you have any questions or concerns, please contact the Survey Help Line at 1-833-231-7069 or email VistraResearch@ConsultVistra.com.



**Incorrect Marks** 

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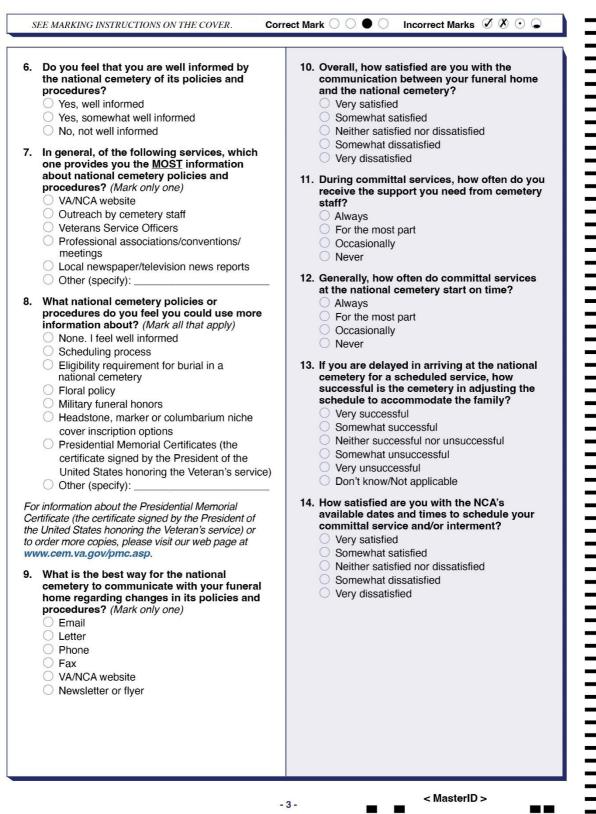
**Correct Mark** 

 $0 0 \bullet 0$ 

NATIONAL CEMETERY ADMINISTRATION 295128-2

-1-

|                                  | 2024 FUNERAL DIRECTOR NA  | TIONAL SATISFACTION SURVEY   |
|----------------------------------|---|--|
| MPORT                            | TANT – PLEASE ANSWER BEFORE PROCEEDING  | э.   |
| 2. A                             | Do you inform families of Veterans of their<br>potential burial and memorial benefits from the<br>/A for which they might be eligible?<br>Yes<br>No<br>Are you aware there are resources available<br>or Funeral Directors on the NCA website?<br>Yes<br>No   | <ul> <li>6. Did you offer livestreaming of committal services at cemeteries? <ul> <li>Yes</li> <li>No</li> </ul> </li> <li>7. Are you willing to participate in a Focus Group discussion? <ul> <li>No</li> <li>Yes → In what way would you be willing to participate? (Mark all that apply)</li> </ul> </li> </ul>   |
| 0                                | Do you typically provide information resources<br>on military honors to next of kin?<br>) Yes<br>) No   | <ul> <li>Online</li> <li>By phone</li> <li>In person at a focus group facility</li> </ul>  |
| p                                | Are you aware of the NCA Pre-Need Eligibility<br>process?<br>> Yes<br>> No  | Name:<br>Phone Number:<br>Email:   |
|                                  | How often do your customers request "green"<br>i.e., environmentally sensitive) burials?<br>> Very often<br>> Sometimes<br>> Rarely<br>> Never  | <ul> <li>8. Did you conduct business at a national cemetery during the 2023 calendar year?</li> <li>Yes → GO TO QUESTION #1 BELOW</li> <li>No → GO TO THE MEMORIAL PRODUCTS SERVICE SATISFACTION SURVEY ON PAGE 6</li> </ul>   |
|                                  | 2024 NATIONAL CEMETER   | RIES SATISFACTION SURVEY   |
| Pleason yo<br>ceme<br>2. If<br>f | In the survey packet, please<br>look at the form labeled<br>"INSTRUCTIONS FOR<br>COMPLETING THE "NATIONAL<br>CEMETERIES SATISFACTION<br>SURVEY QUESTION 1"<br>to identify which national<br>cemetery you most frequently<br>did business with and fill in the<br>corresponding bubbles in the<br>columns to the right.<br>se complete this survey based<br>our experiences at this <u>national</u><br>etery within the 2023 calendar year.<br>How far is your funeral home from the<br>national cemetery with which you most<br>frequently did business?<br>Less than 15 miles 45 miles to 59 miles | <ul> <li>3. How long has your funeral home worked withe national cemetery? <ul> <li>Less than 1 year</li> <li>9 to 12 years</li> <li>1 to 4 years</li> <li>3 years or more</li> <li>5 to 8 years</li> <li>I don't know</li> </ul> </li> <li>4. Of the eligible Veteran families you serve, approximately what percent choose burial in the national cemetery? <ul> <li>1-4%</li> <li>25-49%</li> <li>5-9%</li> <li>50-74%</li> <li>10-14%</li> <li>75-100%</li> <li>15-24%</li> </ul> </li> <li>5. How would you characterize the overall communications from the national cemeter to your funeral home? <ul> <li>Excellent</li> <li>Good</li> <li>Foir</li> </ul> </li> </ul> |
| 2. H<br>r<br>f                   | How far is your funeral home from the national cemetery with which you most frequently did business?  | comm<br>to you<br>◯ Exc  |



| 16.<br>17.<br>18.<br>19. | length of time you were on the phone to schedule an interment with the national cemetery?         ○ Very satisfied         ○ Somewhat satisfied nor dissatisfied         ○ Somewhat dissatisfied         ○ Very dissatisfied         How easy is the process of scheduling an interment at the national cemetery?         ○ Very easy         ○ Somewhat easy         ○ Neither easy nor hard         ○ Somewhat hard         ○ Very hard    How do you compare the ease of scheduling between a national cemetery with scheduling another cemetery type?<br><br><br><br><br><br><br><br><br><br> | <ul> <li>committal services useful in explaining to a family what to expect when scheduling a service at a VA national cemetery?</li> <li>Yes</li> <li>No</li> <li>Did not view the videos</li> </ul> 21. How easy is it to schedule military honors the national cemetery? <ul> <li>Very easy</li> <li>Somewhat easy</li> <li>Neither easy nor hard</li> <li>Somewhat hard</li> <li>Very hard</li> </ul> 22. To what extent is the quality of military honors acceptable? <ul> <li>Very acceptable</li> <li>Somewhat acceptable</li> <li>Neither acceptable nor unacceptable</li> <li>Somewhat unacceptable</li> <li>Very unacceptable</li> </ul> 23. Do you understand the inscription options for the headstone, marker or columbarium niche cover available to next of kin? <ul> <li>Yes</li> <li>No</li> </ul> 24. Do you inform or provide information to you clients about the Veterans Legacy Memoria Program (www.va.gov/remember)? <ul> <li>Yes</li> <li>No</li> </ul> |
|--------------------------|---|--|

| or       | the following series of statements please indicate your level of agreement.   | Strongly agree | Agree  | Neither agree<br>nor disagree | Disagree   | Strongly<br>disagree | Don't know/<br>Not applicable |
|----------|---|----------------|--------|-------------------------------|------------|----------------------|-------------------------------|
| 5.       | The <u>upkeep</u> of the headstones, markers, or columbarium niche covers is excellent  | S              | 0      | 0                             | O          | 0                    |                               |
| <b>.</b> | The committal shelter used for the service was <u>private, clean,</u><br>and free of safety hazards   | 0              | 0      | 0                             | 0          | $\bigcirc$           | 0                             |
|          | The cemetery <u>honors</u> all Veterans and their service to our nation.  | $\bigcirc$     | 0      | 0                             | 0          | 0                    | 0                             |
|          | There are <u>sufficient signs</u> within the cemetery to assist visitors.   | 0              | 0      | $\bigcirc$                    | $\bigcirc$ | $\bigcirc$           | 0                             |
|          | The <u>quality of service</u> received from cemetery staff is excellent.  | $\bigcirc$     | 0      | $\bigcirc$                    | 0          | $\bigcirc$           | 0                             |
|          | The national cemetery staff was <u>courteous</u>  | 0              | 0      | 0                             | 0          | $\bigcirc$           | 0                             |
|          | The national cemetery staff was professional in terms of being<br>knowledgeable, helpful, and responsive  | 0              | 0      | 0                             | 0          | 0                    | 0                             |
|          | The National Cemetery Scheduling Office's hours of operation<br>meet my needs for scheduling services   | 0              | 0      | 0                             | 0          | 0                    | 0                             |
| -        | The information kiosks (i.e., gravesite locators) are <u>helpful</u> to me.   | 0              | 0      | $\bigcirc$                    | 0          | $\bigcirc$           | 0                             |
|          | The <u>overall appearance</u> of the national cemetery is excellent   | 0              | 0      | 0                             | 0          | 0                    | 0                             |
| •        | Overall, I am <u>satisfied with my experience</u> at the national cemetery  | $\bigcirc$     | 0      | $\bigcirc$                    | 0          | 0                    | 0                             |
|          | I would <u>recommend</u> the cemetery to Veteran families during their time of need   | 0              | 0      | 0                             | 0          | $\bigcirc$           | 0                             |
| •        | I am willing to <u>rely on</u> VA and the National Cemetery<br>Administration <u>to meet the burial needs of Veterans in the future</u> .                               | 0              | 0      | 0                             | 0          | 0                    | 0                             |
|          | I am willing to <u>rely on</u> VA and the National Cemetery<br>Administration <u>to maintain</u> national cemeteries <u>as national</u><br><u>shrines in the future</u> | 0              | 0      | 0                             | 0          | 0                    | 0                             |
|          | My experiences with the national cemetery exceeded my expectations  | 0              | 0      | 0                             | 0          | 0                    | 0                             |
|          | Please use this space to elaborate on any aspect of your experience<br>wish to share with us. If your comment is in response to a specific of<br>question number.       | juestio        | on, pl | ease                          | refere     | once th              | "U<br>1e<br>                  |

| 1. | Do you understand the eligibility requirements<br>for Veteran benefits, including eligibility for<br>National Guard, Reservists, and Veteran<br>dependents?<br>Yes<br>No   | 5. | How satisfied are you with the process you<br>typically use to order headstones, markers,<br>and medallions?<br>Very satisfied<br>Somewhat satisfied<br>Neither satisfied nor dissatisfied   |
|----|--|----|--|
| 2. | On average, about how many VA headstones, markers and medallions do you/your   |    | <ul> <li>Somewhat dissatisfied</li> <li>Very dissatisfied</li> </ul>   |
|    | <pre>company order in a year?<br/>Less than 10<br/>10 to 25<br/>26 to 40<br/>More than 40<br/>Please indicate type(s) of VA headstones/<br/>markers/medallions you/your company<br/>typically ordered. (Mark all that apply)<br/>Flat Bronze<br/>Flat Stone (Marble/Granite)<br/>Bronze Niche Cover<br/>Upright Stone (Marble/Granite)<br/>Bronze Medallion<br/>How do you typically order VA headstones,<br/>markers, or medallions? (Mark all that apply)<br/>Via the mail (to National VA)<br/>Online via Quick Submit<br/>Via fax (to National VA)<br/>Via the local VA Office<br/>Other (specify)</pre> | 7. | Of the eligible Veteran families you serve,<br>approximately what percent request VA<br>memorial products?<br>1-4%<br>5-9%<br>10-14%<br>15-24%<br>25-49%<br>50-74%<br>75-100%<br>Did you call the NCA Applicant Assistance<br>Number (1-800-697-6947) for assistance with<br>a headstone, marker or medallion?<br>Yes<br>No → GO TO QUESTION #11<br>Don't know → GO TO QUESTION #11<br>Why did you call NCA? (Mark all that apply)<br>To check on the status of an order<br>To get help with ordering a marker<br>To file a complaint about a marker<br>Other (specify): |

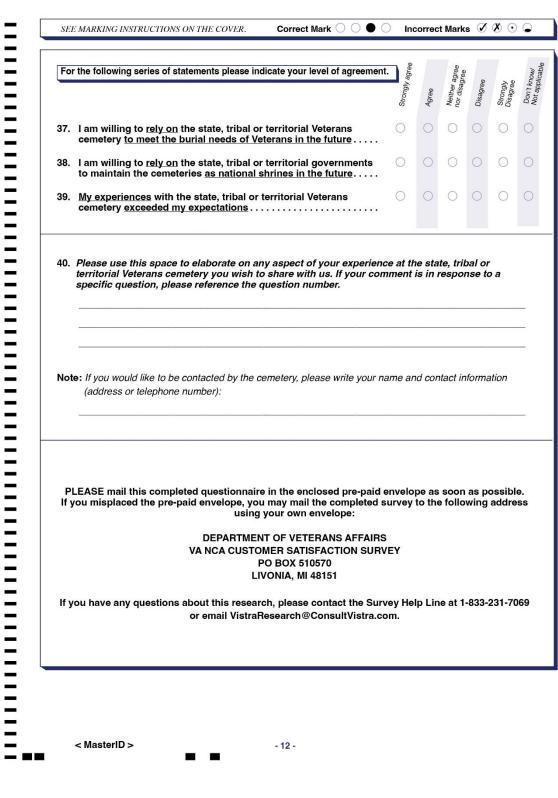
| <ul> <li>A. How satisfied were you with the service you received from the NCA Customer Service Representative?</li> <li>Very satisfied</li> <li>Somewhat satisfied</li> <li>Very dissatisfied</li> <li>Ioid you speak with an NCA Customer Service Representative initially, or were you transferred to NCA by a VA Customer Representative initially</li> <li>Transferred to NCA by a VA Customer Representative initially</li> <li>Transferred to NCA</li> <li>Don't know</li> <li>How easy is the process of scheduling an interment at a national cemetery vs. a non-VA cemetery?</li> <li>Easier at the non-VA cemetery</li> <li>About the same</li> <li>Easier at the national cemetery</li> <li>Don't know/No opinion</li> <li>Have you visited the VA website for information about ordering the headstone, marker or medallion?</li> <li>Yes</li> <li>No → GO TO QUESTION #15</li> <li>What kind of information were you looking for on VA's website? (Mark all that apply)</li> <li>Download an order form</li> <li>Find out what could go on the headstone/maker/medallion</li> <li>How to order a headstone/marker/medallion</li> <li>How to order a headstone/marker/medallion</li> <li>Find information on documentation needed</li> <li>Find information on certificate signed by the President of the United States honoring the Veteran's service</li> <li>Other (specify):</li></ul> | <ul> <li>14. How satisfied were you with the ease of finding the information you were looking for on VA's website?</li> <li>Very satisfied</li> <li>Somewhat satisfied</li> <li>Somewhat dissatisfied</li> <li>Somewhat dissatisfied</li> <li>Somewhat dissatisfied</li> <li>Very dissatisfied</li> </ul> 15. When completing an application for a VA headstone, marker or medallion, do you typically( <i>Mark only one</i> ) <ul> <li>Complete and confirm information with family member's review and signature</li> <li>Complete and send to VA</li> <li>Partially complete and give to family member for finalization</li> <li>Other (specify):</li></ul> |
|---|--|
|---|--|

| receive have p<br>Less than 1<br>1-5%<br>6-10%<br>More than 1<br>21. What types of<br>with VA furnis<br>(Mark all that a<br>Broken/chip<br>Typographic<br>Wrong infor<br>Discoloratio | %<br><b>problems have you experienced</b><br><b>ned headstones and markers?</b><br><i>pply)</i><br>ped headstones/markers<br>al errors<br>mation/symbol | <ul> <li>Strongly agree</li> <li>Agree</li> <li>Neither agree nor disagree</li> <li>Disagree</li> <li>Strongly disagree</li> <li>25. Are you aware of the Presidential Memorial Certificate (PMC) (the certificate signed by the President of the United States honoring the Veteran's service)?</li> <li>Yes</li> <li>No → GO TO QUESTION #28</li> </ul> |
|---|---|---|
| 21. What types of<br>with VA furnis<br>(Mark all that a<br>Broken/chip<br>Typographic<br>Wrong infor<br>Discoloratio<br>Wrong type  | problems have you experienced<br>ned headstones and markers?<br><i>pply</i> )<br>ped headstones/markers<br>al errors<br>mation/symbol                   | Certificate (PMC) (the certificate signed by<br>the President of the United States honoring<br>the Veteran's service)?<br>○ Yes<br>○ No → GO TO QUESTION #28  |
|   | of headstone/marker   | Certificate (the certificate signed by the President of<br>the United States honoring the Veterans service) or<br>to order more copies, please visit our webpage at<br>www.cem.va.gov/pmc.asp   |
| which problem<br>Very satisfie<br>Somewhat  | are you with the timeliness in<br>as have been corrected?<br>d<br>satisfied<br>sfied nor dissatisfied<br>dissatisfied                                   | <ul> <li>26. Do you typically inform your clients about the Presidential Memorial Certificate? <ul> <li>Yes</li> <li>No</li> </ul> </li> <li>27. Do you typically order the Presidential Memorial Certificate for your clients?</li> </ul>  |
| 23. Generally, how<br>rate the quality<br>headstones or<br>received comp<br>those received<br>years in the fo<br>areas?<br>Cut<br>Polish<br>Color<br>Finish<br>Depth of the init      | y would you<br>y of the VA<br>markers<br>vared to<br>l in previous<br>llowing   | <ul> <li>Yes</li> <li>No</li> <li>28. Overall, how satisfied are you with your experience with these VA Memorial Produc and Services?</li> <li>Very satisfied</li> <li>Somewhat satisfied</li> <li>Neither satisfied nor dissatisfied</li> <li>Somewhat dissatisfied</li> <li>Very dissatisfied</li> </ul>  |

| IPORT<br>Yes -<br>No -<br>1. Ir<br>Ic<br>V<br>S<br>1 | TANT – PLEASE ANS<br>s cemetery during the<br>→ Go to Question 1 b<br>→ Please return this s<br>n the survey packet, p<br>ook at the form labele<br>INSTRUCTIONS FOR<br>COMPLETING THE ST<br>RIBAL OR TERRITOF<br>/ETERANS CEMETEF<br>GATISFACTION QUES<br>" to identify which st | WER BEFORE PROCEED<br>2023 calendar year?<br>elow<br>survey in the pre-paid env<br>please<br>ad<br>ATE,<br>RIAL<br>NES<br>ES<br>TION<br>3 3 3 3 | <ul> <li>6. Do you feel that you are well informed by the state, tribal or territorial Veterans cemetery of its policies and procedures?</li> <li>Yes, well informed</li> <li>Yes, somewhat well informed</li> <li>No, not well informed</li> <li>7. In general, of the following services, which one</li> </ul>  |
|--|---|---|---|
| c<br>d<br>th   | ribal or territorial Vete<br>emetery you most fre<br>lid business with and<br>he corresponding bu<br>he right.  | equently555fill in<br>bble to6677   | <ul> <li>In general, of the MOST information about state,<br/>provides you the MOST information about state,<br/>tribal or territorial Veterans cemetery policies<br/>and procedures? (Mark only one)</li> <li>Outreach by cemetery staff</li> <li>State, tribal or territorial/VA/NCA website</li> </ul>   |
| on yo<br>within                                      | se complete this survej<br>our experiences at this<br>n the 2023 calendar ye<br>low far is your funera  | cemetery  | <ul> <li>Veterans Service Officers</li> <li>Professional associations/conventions/ meetings</li> <li>Local newspaper/television or news reports</li> <li>Other (specify):</li></ul>   |
| W C C C  | ribal or territorial Veto<br>vhich you most frequ<br>Less than 15 miles<br>15 to 29 miles<br>30 to 44 miles   | ently did business?<br>45 to 59 miles<br>60 to 75 miles<br>More than 75 miles   | <ul> <li>8. About which state, tribal or territorial Veterans cemetery policies or procedures do you feel you could use more information? (Mark all that apply)</li> <li>None, I feel well informed</li> <li>Scheduling process</li> </ul>  |
| W<br>C   | low long has your fun<br>vith the state, tribal of<br>emetery?<br>Less than 1 year<br>1 to 4 years  |   | <ul> <li>Eligibility requirements for burial in a state,<br/>tribal or territorial Veterans cemetery</li> <li>Presidential Memorial Certificate (the certificate<br/>signed by the President of the United States</li> </ul>  |
| 4. O   | ○ 5 to 8 years Of the eligible Veteran  | O Don't know  | honoring the Veteran's service)<br>Military funeral honors<br>Floral policy<br>Headetone marker or columbatium picke  |
| ir<br>c  | pproximately what pen<br>n the state, tribal or to<br>emetery?<br>1-4%<br>5-9%<br>10-14%<br>15-24%  |   | <ul> <li>Headstone, marker, or columbarium niche cover inscription options</li> <li>Other (specify):</li></ul>  |
|  | low would you charac<br>communication from th<br>feterans cemetery to y<br>Excellent<br>Good<br>Fair<br>Poor  | ne state, tribal or territorial   | <ul> <li>to order more copies, please visit our web page at www.cem.va.gov/pmc.asp.</li> <li>9. What is the best way for the state, tribal or territorial Veterans cemetery to communicate with your funeral home regarding changes in its policies and procedures? (Mark only one) <ul> <li>Email</li> <li>Fax</li> <li>Phone</li> <li>State, tribal or territorial website</li> <li>Letter</li> </ul> </li> </ul> |

| <ul> <li>10. Overall, how satisfied are you with the communication between your funeral home and the state, tribal or territorial Veterans cemetery?</li> <li>Very satisfied</li> <li>Somewhat satisfied</li> <li>Neither satisfied nor dissatisfied</li> <li>Somewhat dissatisfied</li> <li>Very dissatisfied</li> </ul>                      | <ul> <li>16. Overall, how satisfied were you with the left of time you were on the phone to schedule an interment with the state, tribal or territor Veterans cemetery?</li> <li>Very satisfied</li> <li>Somewhat satisfied</li> <li>Neither satisfied nor dissatisfied</li> <li>Somewhat dissatisfied</li> <li>Very dissatisfied</li> <li>Very dissatisfied</li> </ul> |
|--|---|
| For general information about eligibility for<br>interment at a state, tribal or territorial or<br>Veterans cemetery, please visit our web pages at<br>www.cem.va.gov/cem/grants/veterans_<br>cemeteries.asp and www.cem.va.gov/cem/burial_<br>benefits/eligible.asp.  | <ul> <li>17. How do you compare the ease of schedulin between a state, tribal or territorial Veteran cemetery with another cemetery type?</li> <li>Easier</li> <li>About the same</li> <li>Harder</li> </ul>  |
| 11. Do you understand the eligibility<br>requirements for burial in a state, tribal<br>or territorial Veterans cemetery, including<br>eligibility for National Guard, Reservists, and<br>Veteran dependents?   | <ul> <li>18. During committal services, how often do you receive the support you need from cemetery st</li> <li>Always</li> <li>For the most part</li> <li>Occasionally</li> <li>Never</li> </ul>   |
| 12. Do you understand the inscription options<br>for the headstone, marker or columbarium<br>niche cover available to next of kin?<br>Yes No   | 19. Generally, how often do committal services<br>the state, tribal or territorial Veterans ceme<br>start on time?<br>Always  |
| <ul> <li>13. How satisfied are you with the state, tribal or territorial Veterans cemetery available dates and times to schedule your committal service and/or interment?</li> <li>Very satisfied</li> <li>Somewhat satisfied</li> <li>Neither satisfied nor dissatisfied</li> <li>Somewhat dissatisfied</li> <li>Very dissatisfied</li> </ul> | <ul> <li>For the most part</li> <li>Occasionally</li> <li>Never</li> <li>20. If you are delayed in arriving at the state, tribal or territorial Veterans cemetery for a scheduled service, how successful is the cemetery in adjusting the schedule to accommodate the family?</li> <li>Very successful</li> <li>Somewhat successful</li> </ul>                         |
| <ul> <li>14. How easy is the process of scheduling an interment at the state, tribal or territorial Veterans cemetery?</li> <li>Very easy</li> <li>Somewhat easy</li> <li>Neither easy nor hard</li> <li>Somewhat hard</li> <li>Very hard</li> </ul>   | <ul> <li>Neither successful nor unsuccessful</li> <li>Somewhat unsuccessful</li> <li>Very unsuccessful</li> <li>Don't know/Not applicable</li> <li>21. How easy is it to schedule military honors a the state, tribal or territorial Veterans cemeter</li> <li>Very easy</li> <li>Somewhat easy</li> </ul>  |
| 15. How long does it typically take to confirm<br>the scheduling of an interment with the state,<br>tribal or territorial Veterans cemetery?         Less than 1 hour       4 to 5 hours         1 to 2 hours       5 to 6 hours         2 to 3 hours       1 to 2 days         3 to 4 hours       More than 2 days                            | <ul> <li>Somewhat easy nor hard</li> <li>Somewhat hard</li> <li>Very hard</li> <li>22. Are you aware of any state, tribal or territori<br/>Veterans cemetery information resources o<br/>military honors?</li> <li>Yes</li> <li>No</li> </ul>   |

| 23.         | To what extent is the quality of military<br>honors acceptable?<br>Very acceptable<br>Somewhat acceptable<br>Neither acceptable nor unacceptable<br>Somewhat unacceptable<br>Very unacceptable | <ul> <li>24. Do you inform or provide information to your clients about the Veterans Legacy Memorial Program (www.va.gov/remember)?</li> <li>Yes</li> <li>No</li> <li>Don't know</li> </ul> |                |       |                               |          |                      | o your<br>norial              |
|-------------|--|---|----------------|-------|-------------------------------|----------|----------------------|-------------------------------|
| or ti       | ne following series of statements please indicate your   | level of agreement.   | Strongly agree | Agree | Neither agree<br>nor disagree | Disagree | Strongly<br>Disagree | Don't know/<br>Not applicable |
| 5.          | The <u>upkeep</u> of the headstones, markers, or colu covers is excellent  |   | 0              | 0     | 0                             | 0        | 0                    | 0                             |
| 6.          | The committal shelter used for the service was and free of safety hazards  |   | 0              | 0     | 0                             | 0        | 0                    | 0                             |
| 27.         | The state, tribal or territorial Veterans cemetery Veterans and their service to our nation  |   | 0              | 0     | 0                             | 0        | 0                    | 0                             |
| 28.         | There are <u>sufficient signs</u> within the state, tribal Veterans cemetery to assist visitors  |   | $\bigcirc$     | 0     | 0                             | 0        | 0                    | 0                             |
| 9.          | The <u>quality of service</u> received from state, tribal Veterans cemetery staff is excellent.  |   | 0              | 0     | $\bigcirc$                    | 0        | 0                    | 0                             |
| <b>30</b> . | The state, tribal or territorial Veterans cemetery courteous   |   | 0              | 0     | 0                             | 0        | 0                    | 0                             |
| 81.         | The state, tribal or territorial Veterans cemetery professional in terms of being <u>knowledgeable, responsive</u> .   | elpful, and   | 0              | 0     | 0                             | 0        | 0                    | 0                             |
| 32.         | The state, tribal or territorial Veterans cemetery operation meet my needs for scheduling service  |   | 0              | 0     | 0                             | 0        | 0                    | 0                             |
| 33.         | The information kiosks (i.e., gravesite locators)  | are <u>helpful</u> to me.   | 0              | 0     | 0                             | 0        | 0                    | 0                             |
| 34.         | The <u>overall appearance</u> of the state, tribal or terr<br>cemetery is excellent  |   | 0              | 0     | 0                             | 0        | 0                    | 0                             |
| 35.         | Overall, I am <u>satisfied with my experience</u> at the territorial Veterans cemetery   |   | 0              | 0     | 0                             | 0        | 0                    | 0                             |
| 86.         | I would <u>recommend</u> the state, tribal or territorial cemetery to Veteran families during their time or  |   | 0              | 0     | 0                             | 0        | 0                    | 0                             |



S

## Appendix C: User Guide

## SECTION DESCRIPTION

- This section presents an explanation of how to understand and interpret the graphs and tables used in this report.
- Stacked bar graphs and data tables are used to illustrate the results of survey items with a continuous response scale (e.g., "Strongly agree" to "Strongly disagree").
- Standard bar graphs are used to illustrate the results of survey items with a nominal response scale (i.e., categorical responses).

## **Question Numbers**

Questions that were asked of both funeral directors and next of kin are presented together in All Respondents graphs followed by the sample type's respective graph. When presented together, the first number presented for the question is the question number for next of kin, and the second is the question number for funeral directors. In the below example, Question 31 was asked of next of kin in the 2024 Memorial Products Next of Kin/Family Member Satisfaction Survey, while Question 28 was asked of funeral directors in the 2024 Funeral Director Satisfaction Survey.

#### Stacked Bar Graphs

Stacked bar graphs are used in this report to illustrate the results of survey items with a continuous response scale (e.g., "Strongly agree" to "Strongly disagree"). The graphs depict the frequency of positive responses to an item, while maintaining the distinction between the degree of endorsement (e.g., "Agree" and "Strongly agree"). In each stacked bar graph, the percentage of participants responding positively to the item is depicted across all NCA survey participants. Neutral and negative response options are not depicted. A sample stacked bar graph is presented below with labels to aid in interpretation of the graph.

|                   | s                 | omewhat satisfied | Very satisfied       | Percentage of<br>Response |
|-------------------|-------------------|-------------------|----------------------|---------------------------|
| NCA's KPI Target  |                   | •                 | <u> </u>             | +                         |
| ŧ                 |                   | 14.34             | 76.85                | 91.19                     |
|                   | ALL RESPONDENTS   | 5 15.14           | 76.00                | 91.14                     |
| KPI Target<br>93% |                   | 14.51             | 76.74                | 91.25                     |
|                   |                   | 13.28             | 77.06                | 90.34                     |
|                   | NEXT OF KIN       | I 13.96           | 76.65                | 90.61                     |
|                   |                   | 12.43             | 79.59                | 92.02                     |
|                   | Group of Interest |                   |                      |                           |
|                   |                   | 16.36             | 76.46                | 92.82                     |
|                   | FUNERAL DIRECTORS | 17.22             | 74.85                | 92.07                     |
|                   |                   | 18.11             | 71.82                | 89.93                     |
|                   |                   |                   | ■ 2022 ■ 2023 ■ 2024 | Survey Year Key           |

Question 31/28: Overall, how satisfied were you with your experiences with the VA Memorial Products Service products and services?

Survey years are located below the graph. When data are available, the graph will display data from the current year and the previous two years.

The percentages on the right represent the percentage of participants who responded positively to the item (i.e., the sum of both moderate and strong positive responses). The percentages in the middle are the strong positive response (in this case, "Very satisfied") and percentages to the left are the moderate responses (in this case, "Somewhat satisfied"). For example, in the above graph, in 2024 14.34% of all NCA respondents selected "Somewhat satisfied" and 76.85% selected "Very satisfied," so in total, 91.19% of participants responded positively to this item.

When an NCA KPI target exists for an item, the KPI target is presented as the top bar. This is meant to aid with the comparison between NCA's KPI target on the item and the actual satisfaction survey data. Note that KPI targets exist for only a subset of the items on the survey; thus, all stacked bar graphs do not display a KPI target.

## Data Tables

Accompanying each stacked bar graph is a data table that presents detailed item-level results for the current year and the previous year (when available). The total number of respondents (n) and the percentage of respondents selecting each possible response option are provided.

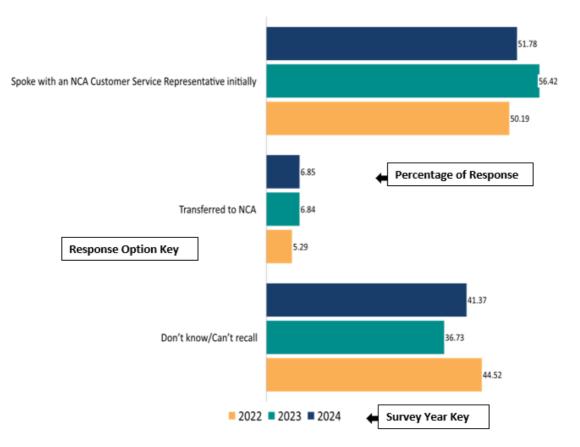
|                   | Year | n    | Very<br>satisfied | *Change<br>Score | Somewhat<br>satisfied | Neither /<br>Nor | Somewhat<br>dissatisfied | Very<br>dissatisfied |
|-------------------|------|------|-------------------|------------------|-----------------------|------------------|--------------------------|----------------------|
|                   | 2024 | 4476 | 76.85%            | 0.85%            | 14.34%                | 6.90%            | 1.07%                    | 0.83%                |
| ALL RESPONDENTS   | 2023 | 4684 | 76.00%            | -0.74%           | 15.14%                | 6.32%            | 1.52%                    | 1.02%                |
|                   | 2022 | 4437 | 76.74%            | -1.23%           | 14.51%                | 7.03%            | 1.08%                    | 0.63%                |
|                   | 2024 | 2930 | 77.06%            | 0.41%            | 13.28%                | 7.00%            | 1.47%                    | 1.19%                |
| NEXT OF KIN       | 2023 | 2994 | 76.65%            | -2.94%           | 13.96%                | 5.74%            | 2.17%                    | 1.47%                |
|                   | 2022 | 2808 | 79.59%            | -1.20%           | 12.43%                | 5.52%            | 1.53%                    | 0.93%                |
|                   | 2024 | 1546 | 76.46%            | 1.61%            | 16.36%                | 6.73%            | 0.32%                    | 0.13%                |
| FUNERAL DIRECTORS | 2023 | 1690 | 74.85%            | 3.03%            | 17.22%                | 7.34%            | 0.36%                    | 0.24%                |
|                   | 2022 | 1629 | 71.82%            | -1.63%           | 18.11%                | 9.64%            | 0.31%                    | 0.12%                |

Change scores represent the difference between the percentages of participants selecting the most positive response option (e.g., "Strongly agree," "Very satisfied") for the row year versus the previous year. For example, in the above table 76.85% of respondents selected "Very satisfied" in 2024, while 76.00% selected this option in 2023. The change score was calculated as follows: 76.85% - 76.00% = 0.85%. Although 2021 data are not presented in the table, the 2022 change score represents the difference between the percentage of respondents selecting "Very satisfied" in 2022 and in 2021.

Positive change scores indicate an improvement since the previous year, while negative change scores indicate a decline in the percentage of participants who selected the most positive response option.

## Standard Bar Graphs

While stacked bar graphs are used for all items that are assessed on a continuous scale (e.g., "Strongly agree" to "Strongly disagree"), standard bar graphs are used for all items assessed on a nominal scale (i.e., categorical responses such as relation to the deceased or types of communication).



Standard bar graphs list all possible response options along the vertical axis. If available, data are presented for the current year and the two previous years. The color to designate each year's data is presented in the survey year key. In the above example, 2024 data are represented by the top blue bars, 2023 data are represented by the middle green bars, and 2022 data are represented by the bottom yellow bars. Thus, 51.78% of respondents selected spoke with an NCA customer service representative initially in 2024, 56.42% in 2023, and 50.19% in 2022.

The graph above depicts an example item in which respondents could select only one option, so that for each year, data will sum to approximately 100% across the possible response options (the total may vary slightly due to rounding).

Items on which respondents were instructed to "Mark all that apply" may also be depicted with standard bar graphs, but percentages may not sum to 100. Despite this difference, the graphs can be interpreted in the same manner.

Data tables are not provided for these items because the standard bar graphs depict the full range of response options, unlike the stacked bar graphs that present only the positive response options. Since a data table is not provided, the total number of respondents for each of the three years is presented the bottom of the graph.

# **Appendix D: Question Locator**

## SECTION DESCRIPTION

■ Appendix D provides a reference chart that lists each survey item and the corresponding report page number where its survey data can be found.

## **Questions for All Participants**

| Que | stion # | Question Text  | Report Page # |
|-----|---------|--|---------------|
| NOK | FD      |  | Report Page # |
| 7   | 7       | Did you call the NCA Applicant Assistance number (1-800-697-6947) for assistance with a headstone, marker, or medallion?   | 57 – 59       |
| 8   | 8       | Why did you call NCA? (Mark all that apply)  | 60 - 62       |
| 9   | 10      | Did you speak with a National Cemetery Administration (NCA) Customer Service<br>Representative initially, or were you transferred to NCA by a VA Customer Service<br>Representative? | 63 – 65       |
| 10  | 9       | How satisfied were you with the service you received from the NCA Customer Service Representative?   | 66            |
| 11  | 12      | Did you visit the VA website for information about ordering the headstone, marker, or medallion?   | 49 – 51       |
| 12  | 13      | What type of information were you looking for on VA's website? (Mark all that apply)   | 52 – 54       |
| 13  | 14      | How satisfied were you with the ease of finding the information you were looking for on VA's website?  | 55            |
| 17  | 5       | How satisfied were you with the process you used to order the headstone, marker, or medallion?   | 12            |
| 20  | 17      | About how long after ordering the headstone, marker, or medallion did it arrive?   | 33 – 35       |
| 21  | 18      | How satisfied were you with the amount of time it took to receive the headstone, marker, or medallion?   | 13            |
| 31  | 28      | Overall, how satisfied were you with your experiences with the VA Memorial Products Service products and services?   | 9             |

## Questions for Next of Kin

| Question #  | Question Text   | Report Page # |
|-------------|---|---------------|
| NOK         |   | Report Page # |
| MPS NOK Q1  | Why did you inter your loved one in the cemetery you chose rather than in a VA national or state, tribal or territorial Veterans cemetery? ( <i>Mark all that apply</i> )   | 15            |
| MPS NOK Q3  | Did you attend the committal service?   | 16            |
| MPS NOK Q4  | Prior to your time of need, were you aware of the benefits related to burial in a national, state, tribal or territorial cemetery?  | 17            |
| MPS NOK Q5  | How did you learn of these benefits prior to your time of need? (Mark all that apply)   | 18            |
| MPS NOK Q6  | Did the funeral director provide information about burial and memorial benefits available for Veterans? ( <i>Mark all that apply</i> )  | 19            |
| MPS NOK Q14 | What type of headstone, marker, or medallion did you order?   | 31            |
| MPS NOK Q15 | How did you order the headstone, marker, or medallion? (Mark only one)  | 28            |
| MPS NOK Q16 | Who helped you with ordering the headstone/marker/medallion? (Mark all that apply)  | 30            |
| MPS NOK Q18 | When you were applying for the headstone, marker, or medallion, were you aware that the following items could be added to the headstone, marker, or medallion:  | 32            |
| MPS NOK Q19 | If you were aware of the availability of an inscription, how did you learn about what could be included in the inscription? ( <i>Mark all that apply</i> )  | 20            |
| MPS NOK Q22 | When the headstone or marker arrived, was the inscription accurate?   | 43            |
| MPS NOK Q23 | Overall, how satisfied were you with the quality and appearance of the headstone, marker, or medallion when it arrived?   | 27            |
| MPS NOK Q24 | Was there a delay in the placement of the headstone, marker or medallion because of a difficulty to pay the setting fee?  | 86            |
| MPS NOK Q25 | How would you have preferred to be notified about the delivery status of your headstone, marker, or medallion?  | 36            |
| MPS NOK Q27 | Did you order and/or receive a certificate signed by the President of the United States honoring the Veteran's service?   | 83            |
| MPS NOK Q28 | How satisfied were you with the quality of the certificate signed by the President of the United States honoring the Veteran's service?   | 11            |
| MPS NOK Q29 | Why were you not satisfied with the quality of the certificate signed by the President of the United States honoring the Veteran's service? (Mark all that apply)   | 84            |
| MPS NOK Q30 | How satisfied were you with the amount of time it took to receive the certificate signed by the President of the United States honoring the Veteran's service?  | 85            |
| MPS NOK Q32 | Are you aware of the NCA Pre-Need Eligibility process?  | 21            |
| MPS NOK Q33 | How did you become aware of the Pre-Need opportunity? (Mark all that apply)   | 22            |
| MPS NOK Q34 | Have you applied for Pre-Need Eligibility?  | 23            |
| MPS NOK Q35 | Were you satisfied with the length of time it took to receive a certificate of eligibility?   | 24            |
| MPS NOK Q36 | Are you aware of the PACT Act (The Sergeant First Class Heath Robinson Honoring our Promise to Address Comprehensive Toxics Act) and the expanded eligibility of VA health care for Veterans with toxic exposure? | 25            |
| MPS NOK Q37 | Was your loved one your   | 104           |
| MPS NOK Q38 | Are you a Veteran?  | 108           |

# Appendix D: Question Locator

| Question #  | Question Text  | Report Page # |
|-------------|--|---------------|
| NOK         |  | Report Page # |
| MPS NOK Q39 | In which of the following eras did you serve? (Mark all that apply)          | 109           |
| MPS NOK Q40 | What is your gender?   | 111           |
| MPS NOK Q41 | Are you a Veteran married/partnered to a Veteran?                            | 110           |
| MPS NOK Q42 | In what year were you born?  | 112           |
| MPS NOK Q43 | Are you Hispanic or Latino?  | 113           |
| MPS NOK Q44 | Was your loved one Hispanic or Latino?                                       | 106           |
| MPS NOK Q45 | Are you (Mark all that apply)  | 114           |
| MPS NOK Q46 | Was your loved one (Mark all that apply)                                     | 107           |
| MPS NOK Q47 | Did your loved one describe themselves as?                                   | 105           |
| MPS NOK Q48 | What language do you mainly speak at home?                                   | 115           |
| MPS NOK Q49 | In what belief tradition was the burial conducted?                           | 116           |
| MPS NOK Q50 | Have you or your loved one used any other VA Benefits? (Mark all that apply) | 103           |

## **Questions for Funeral Directors**

| Question #     | Question Text  | Report Page # |
|----------------|--|---------------|
| FD             |  | Report Page # |
| GEN FD Q1      | Do you inform families of Veterans of their potential burial and memorial benefits from the VA for which they might be eligible?   | 94            |
| GEN FD Q2      | Are you aware there are resources available for Funeral Directors on the NCA Website?  | 95            |
| GEN FD Q3      | Do you typically provide information resources on military honors to next of kin?  | 98            |
| GEN FD Q4      | Are you aware of the NCA Pre-Need Eligibility process?   | 99            |
| GEN FD Q5      | How often do your customers request "green" (i.e., environmentally sensitive) burials?   | 100           |
| GEN FD Q6      | Did you offer livestreaming of committal services at cemeteries?   | 101           |
| MPS FD Q1      | Do you understand the eligibility requirements for Veteran benefits, including eligibility for National Guard, Reservists, and Veteran dependents?   | 97            |
| MPS FD Q2      | On average, about how many VA headstones, markers, and medallions do you/your company order in a year?   | 38            |
| MPS FD Q3      | Please indicate the type(s) of VA headstones/markers/medallions you/your company ordered. (Mark all that apply)  | 39            |
| MPS FD Q4      | How do you typically order VA headstones, markers, or medallions? (Mark all that apply)  | 29            |
| MPS FD Q6      | Of the eligible Veteran families you serve, approximately what percent request VA memorial products?   | 37            |
| MPS FD Q11     | How easy is the process of scheduling an interment at a national cemetery vs. a non-VA cemetery?   | 73            |
| MPS FD Q15     | When completing an application for a VA headstone, marker, or medallion, do you typically: (Mark only one)   | 40            |
| MPS FD Q16     | Are you aware of the <i>following</i> requirements?  | 96            |
| MPS FD Q19     | In the past year, have you/your company had problems with a delivered headstone, marker, or medallion?   | 68            |
| MPS FD Q20     | About what percentage of the markers that you receive have problems?   | 69            |
| MPS FD Q21     | What types of problems have you experienced with VA furnished headstones and markers? (Mark all that apply)  | 70            |
| MPS FD Q22     | How satisfied are you with the timeliness in which problems have been corrected?   | 71            |
| MPS FD<br>Q23A | Generally, how would you rate the quality of the VA headstones or markers received compared to those received in previous years in the following areas? Cut  | 74            |
| MPS FD<br>Q23B | Generally, how would you rate the quality of the VA headstones or markers received compared to those received in previous years in the following areas? Polish   | 75            |
| MPS FD<br>Q23C | Generally, how would you rate the quality of the VA headstones or markers received compared to those received in previous years in the following areas? Color  | 76            |
| MPS FD<br>Q23D | Generally, how would you rate the quality of the VA headstones or markers received compared to those received in previous years in the following areas? Finish   | 75            |
| MPS FD<br>Q23E | Generally, how would you rate the quality of the VA headstones or markers received compared to those received in previous years in the following areas? Depth of the inscription   | 78            |
| MPS FD Q24     | Please indicate your level of agreement with the following statement: "The overall quality (i.e., craftmanship, not damaged, correct inscription spelling, etc.) of the headstone, marker, or medallion I received from the VA was excellent." | 10            |
| MPS FD Q25     | Are you aware of the Presidential Memorial Certificate (PMC) (the certificate signed by the President of the United States honoring the Veteran's service)?  | 80            |
| MPS FD Q26     | Do you typically inform your clients about the Presidential Memorial Certificate?  | 81            |
| MPS FD Q27     | Do you typically order the Presidential Memorial Certificate for your clients?   | 82            |

## **Appendix E: Response Rates**

## SECTION DESCRIPTION

This appendix provides detailed information about the response rates for next of kin and funeral directors in the National Cemetery Administration's 2024 Memorial Products ServiceSurvey of Satisfaction.

#### **National Response Rates**

Nationally, the survey yielded a response rate of 30.80% (46.28% for next of kin and 22.06% for funeral directors). The response rate is calculated by dividing the number of completed questionnaires by the number of eligible questionnaires.

Eligible questionnaires were those that were returned completed and those that were not returned. Ineligible questionnaires were those that were returned undeliverable.

575 undeliverable pieces (3.01%) of mail were received over the course of the 2024 MPS next of kin and funeral director surveys. The following number of surveys were defined as undeliverable and not delivered to the respondent and returned to the post office:

| Undeliverable Reason         |     | Number of Surveys Returned/Percent |      |                |  |  |  |
|------------------------------|-----|------------------------------------|------|----------------|--|--|--|
| Undeliverable Reason         | N   | ext of Kin                         | Fune | eral Directors |  |  |  |
| Not deliverable as addressed | 54  | 45.76%                             | 144  | 31.51%         |  |  |  |
| Attempted - not known        | 19  | 16.10%                             | 69   | 15.10%         |  |  |  |
| Vacant                       | 11  | 9.32%                              | 32   | 7.00%          |  |  |  |
| Insufficient address         | 9   | 7.63%                              | 39   | 8.53%          |  |  |  |
| No mail receptacle           | 9   | 7.63%                              | 114  | 24.95%         |  |  |  |
| No such number               | 7   | 5.93%                              | 30   | 6.56%          |  |  |  |
| Unable to forward            | 4   | 3.39%                              | 4    | 0.88%          |  |  |  |
| Unclaimed                    | 2   | 1.69%                              | 7    | 1.53%          |  |  |  |
| Moved and left no address    | 1   | 0.85%                              | 0    | 0.00%          |  |  |  |
| No comment                   | 1   | 0.85%                              | 2    | 0.44%          |  |  |  |
| No such street               | 1   | 0.85%                              | 3    | 0.66%          |  |  |  |
| Undeliverable as addressed   | 0   | 0.00%                              | 1    | 0.22%          |  |  |  |
| Return to sender             | 0   | 0.00%                              | 4    | 0.88%          |  |  |  |
| Refused                      | 0   | 0.00%                              | 4    | 0.88%          |  |  |  |
| Not at this address          | 0   | 0.00%                              | 3    | 0.66%          |  |  |  |
| Illegible                    | 0   | 0.00%                              | 1    | 0.22%          |  |  |  |
| Total                        | 118 | 100.00%                            | 457  | 100.00%        |  |  |  |

| Survey Response Rates                      |             |                   |        |  |
|--|-------------|-------------------|--------|--|
|  | Next of Kin | Funeral Directors | Total  |  |
| Total Sample                               | 6,795       | 12,280            | 19,075 |  |
| Undeliverable                              | 118         | 457               | 575    |  |
| Total Eligible Questionnaires              | 6,677       | 11,823            | 18,500 |  |
| Total Returned Surveys                     | 3,090       | 2,608             | 5,698  |  |
| English Surveys Returned                   | 3,081       | 2,594             | 5,675  |  |
| Spanish Surveys Returned                   | 9           | 14                | 23     |  |
| Total Response Rate<br>(Returned/Eligible) | 46.28%      | 22.06%            | 30.80% |  |

The table below presents information about the overall response rates for the next of kin and funeral director surveys.

The table below presents the response rates for next of kin and funeral directors by cohort.

| Response Rate by Cohort                    |          |          |          |              |  |
|--|----------|----------|----------|--------------|--|
|  | Next     | of Kin   | Funera   | al Directors |  |
|  | Cohort 1 | Cohort 2 | Cohort 1 | Cohort 2     |  |
| Total Sample                               | 3,387    | 3,408    | 12,195   | 85           |  |
| Undeliverable                              | 66       | 52       | 446      | 11           |  |
| Total Eligible Questionnaires              | 3,321    | 3,356    | 11,749   | 74           |  |
| Total Returned Surveys                     | 1,560    | 1,530    | 2,594    | 14           |  |
| Total Response Rate<br>(Returned/Eligible) | 46.97%   | 45.59%   | 22.08%   | 18.92%       |  |

NoK Cohort 1: English surveys, 1/1/2023-6/30/2023 interments; NoK Cohort 2: English surveys, 7/1/2023-12/31/2023 interments and Spanish surveys, 1/1/2023-12/31/2023 interments; FD Cohort 1: English surveys, 1/1/2023-12/31/2023 interments; FD Cohort 2: Spanish surveys, 1/1/2023-12/31/2023 interments

| Survey Returns by Web and Mail |         |       |         |         |           |
|--------------------------------|---------|-------|---------|---------|-----------|
|                                |         | Next  | of Kin  | Funeral | Directors |
|                                | English | 432   | 13.98%  | 498     | 19.10%    |
| Web Completes                  | Spanish | 1     | 0.03%   | 1       | 0.04%     |
|                                | Total   | 433   | 14.01%  | 499     | 19.13%    |
|                                | English | 2,649 | 85.73%  | 2,096   | 80.37%    |
| Paper Completes                | Spanish | 8     | 0.26%   | 13      | 0.50%     |
|                                | Total   | 2,657 | 85.99%  | 2,109   | 80.87%    |
| Total Returned Surveys         |         | 3,090 | 100.00% | 2,608   | 100.00%   |

The table below presents survey returns by survey completion method.

\*6,777 English-language NoK and 18 Spanish-language NoK survey questionnaires were mailed for this survey; 12,195 English-language FD and 85 Spanish-language FD survey questionnaires were mailed for this survey.

# **Appendix F: Survey Results by Question**

This appendix provides the 2024 VA Memorial Products Next of Kin/Family Member Satisfaction Survey and the 2024 Funeral Director Satisfaction Survey results by question.

| Appendix | F: | Survey | Results | by | Question |
|----------|----|--------|---------|----|----------|
|----------|----|--------|---------|----|----------|

#### Survey Results by Question: Next of Kin

| MPS NOK Q1. Why did you inter your loved one in the cemetery you chose rather than in a VA  | National  |
|---|---|
| national or state, tribal or territorial Veterans cemetery? (Mark all that apply)   | n=3,090   |
| Chose interment in a family plot  | 49.32%  |
| Didn't know how to make arrangements at a national or state, tribal or territorial Veterans cemetery  | 3.07%   |
| My loved one wanted to be close to other relatives or friends already buried in the cemetery I chose  | 40.49%  |
| The cemetery location will make it easier to visit my loved one's gravesite   | 33.30%  |
| It was a more affordable burial option  | 2.17%   |
| The funeral director did not inform me of my options to use a national or State/Tribal cemetery   | 3.20%   |
| I trust the cemetery I chose more than other options  | 2.43%   |
| Other (specify)   | 7.90%   |
| MPS NOK Q3. Did you attend the committal service?   | National  |
| INFS NOR QS. Did you attend the committal service?  | n=2,922   |
| Yes   | 76.28%  |
| No  | 6.06%   |
|   | 2 20%   |
| Don't remember/Not certain  | 3.39%   |
| Don't remember/Not certain No committal service was held  | 3.39%   |
| No committal service was held<br>MPS NOK Q4. Prior to your time of need, were you aware of the benefits related to burial in a  | 14.27%<br>National  |
| No committal service was held   | 14.27%  |
| No committal service was held<br>MPS NOK Q4. Prior to your time of need, were you aware of the benefits related to burial in a  | 14.27%<br>National  |
| No committal service was held MPS NOK Q4. Prior to your time of need, were you aware of the benefits related to burial in a national, state, tribal or territorial cemetery?  | 14.27%<br>National<br>n=2,963   |
| No committal service was held       MPS NOK Q4. Prior to your time of need, were you aware of the benefits related to burial in a national, state, tribal or territorial cemetery?         Yes       No         NO       MPS NOK Q5. How did you learn of these benefits prior to your time of need? (Mark all that   | 14.27%<br>National<br>n=2,963<br>40.70%   |
| No committal service was held       MPS NOK Q4. Prior to your time of need, were you aware of the benefits related to burial in a national, state, tribal or territorial cemetery?         Yes       No   | 14.27%<br>National<br>n=2,963<br>40.70%<br>59.30%   |
| No committal service was held       MPS NOK Q4. Prior to your time of need, were you aware of the benefits related to burial in a national, state, tribal or territorial cemetery?         Yes       No         NO       MPS NOK Q5. How did you learn of these benefits prior to your time of need? (Mark all that   | 14.27%<br>National<br>n=2,963<br>40.70%<br>59.30%<br>National   |
| No committal service was held       MPS NOK Q4. Prior to your time of need, were you aware of the benefits related to burial in a national, state, tribal or territorial cemetery?         Yes       No         No       MPS NOK Q5. How did you learn of these benefits prior to your time of need? (Mark all that apply)  | 14.27% National n=2,963 40.70% 59.30% National n=1,206  |
| No committal service was held       MPS NOK Q4. Prior to your time of need, were you aware of the benefits related to burial in a national, state, tribal or territorial cemetery?         Yes       No         No       MPS NOK Q5. How did you learn of these benefits prior to your time of need? (Mark all that apply)         Family member/friends       Image: Committal service was held  | 14.27%         National         n=2,963         40.70%         59.30%         National         n=1,206         44.36%   |
| No committal service was held       Image: Committal service was held         MPS NOK Q4. Prior to your time of need, were you aware of the benefits related to burial in a national, state, tribal or territorial cemetery?       Image: Committal service was held         Yes       Image: Committal service was held       Image: Committal service was held         Yes       Image: Committal service was held       Image: Committal service was held to burial in a national, state, tribal or territorial cemetery?         Yes       Image: Committal service was held       Image: Committal service was held service was he   | 14.27%         National         n=2,963         40.70%         59.30%         National         n=1,206         44.36%         26.20%  |
| No committal service was held       Image: Committal service was held         MPS NOK Q4. Prior to your time of need, were you aware of the benefits related to burial in a national, state, tribal or territorial cemetery?       Image: Committal service was held         Yes       Image: Committal service was held       Image: Committal service was held         Yes       Image: Committal service was held       Image: Committal service was held to burial in a national, state, tribal or territorial cemetery?         Yes       Image: Committal service was held       Image: Committal service was held to burial in a national, state, tribal or territorial cemetery?         Yes       Image: Committal service was held to burial in a national, state, tribal or territorial cemetery?       Image: Committal service was held to burial in a national, state, tribal or territorial cemetery?         Yes       Image: Committal service was held to burial in a national, state, tribal or territorial cemetery?       Image: Committal service was held to burial in a national, state, tribal or territorial cemetery?         Yes       Image: Committal service was held to burial in a national, state, tribal or territorial cemetery?       Image: Committal service was held to burial in a national, state, tribal or territorial cemetery?         Yes       Image: Committal service was held to burial in a national, state, tribal or territorial cemetery?       Image: Committal service was held to burial in a national, state, tribal or territorial cemetery?         MPS NOK Q5. How did you learn of these benefits prior to your time of need? (Mark al   | 14.27%         National         n=2,963         40.70%         59.30%         National         n=1,206         44.36%         26.20%         16.83%   |
| No committal service was held       Image: Committal service was held         MPS NOK Q4. Prior to your time of need, were you aware of the benefits related to burial in a national, state, tribal or territorial cemetery?       Image: Committal service was held         Yes       Image: Committal service was held       Image: Committal service was held         Yes       Image: Committal service was held       Image: Committal service was held service wa | 14.27%         National         n=2,963         40.70%         59.30%         National         n=1,206         44.36%         26.20%         16.83%         15.01%  |
| No committal service was held       Image: Committal service was held         MPS NOK Q4. Prior to your time of need, were you aware of the benefits related to burial in a national, state, tribal or territorial cemetery?         Yes       Image: Committal service was held state, tribal or territorial cemetery?         Yes       Image: Committal service was held state, tribal or territorial cemetery?         No       Image: Committal service was held state, tribal or territorial cemetery?         MPS NOK Q5. How did you learn of these benefits prior to your time of need? (Mark all that apply)       Image: Committal service was held state, tribal service was held state, tribal service was held state, tribal or territorial cemetery?         Family member/friends       Image: Committal service was held service was held state, tribal service was held state, tribal service was held service was hel   | 14.27%         National         n=2,963         40.70%         59.30%         National         n=1,206         44.36%         26.20%         16.83%         15.01%         2.49%  |
| No committal service was held       Image: Committal service was held         MPS NOK Q4. Prior to your time of need, were you aware of the benefits related to burial in a national, state, tribal or territorial cemetery?         Yes       Image: Committal service was held         No       Image: Committal service was held you learn of these benefits prior to your time of need? (Mark all that apply)         Family member/friends       Image: Committal service was held you learn of these benefits prior to your time of need? (Mark all that apply)         Family member/friends       Image: Committal service was held you learn of these benefits prior to your time of need? (Mark all that apply)         Family member/friends       Image: Committal service was held you learn of these benefits prior to your time of need? (Mark all that apply)         Family member/friends       Image: Committal service was held you learn of these benefits prior to your time of need? (Mark all that apply)         Family member/friends       Image: Committal service was held you learn of these benefits prior to your time of need? (Mark all that apply)         Family member/friends       Image: Committal service was held was held you learn of these benefits prior to your time of need? (Mark all that apply)         Family member/friends       Image: Committal service was held was held you learn of these benefits prior to your time of need? (Mark all that apply)         Other Veteran/Active-duty member       Image: Committal service was held you learn of these held you learn service was held you learn held you learn held you learn he  | 14.27%         National         n=2,963         40.70%         59.30%         National         n=1,206         44.36%         26.20%         16.83%         15.01%         2.49%         16.33%   |
| No committal service was held       Image: Committal service was held         MPS NOK Q4. Prior to your time of need, were you aware of the benefits related to burial in a national, state, tribal or territorial cemetery?       Image: Committal service was held         Yes       Image: Committal service was held you learn of these benefits prior to your time of need? (Mark all that apply)         Family member/friends       Image: Committal service was held you learn of these benefits prior to your time of need? (Mark all that apply)         Family member/friends       Image: Committal service was held you have benefits prior to your time of need? (Mark all that apply)         Family member/friends       Image: Committal service was held you have benefits prior to your time of need? (Mark all that apply)         Family member/friends       Image: Committal service was held you have benefits prior to your time of need? (Mark all that apply)         Family member/friends       Image: Committal service was held you have benefits prior to your time of need? (Mark all that apply)         For the service of the service was held waterials       Image: Committal service was held you have benefits prior to your time of need? (Mark all that apply)         Veterans Service Organization       Image: Committal service was held you have benefits prior to your time of need? (Mark all that apply)         VA/NCA pamphlet, newsletter, brochure       Image: Committal service was held you have benefits prior to your time of need? (Mark all that apply)  | 14.27%         National         n=2,963         40.70%         59.30%         National         n=1,206         44.36%         26.20%         16.83%         15.01%         2.49%         16.33%         9.12%   |
| No committal service was held       Image: Committal service was held         MPS NOK Q4. Prior to your time of need, were you aware of the benefits related to burial in a national, state, tribal or territorial cemetery?         Yes       Image: Committal service was held were you aware of the benefits related to burial in a national, state, tribal or territorial cemetery?         Yes       Image: Committal service was held you learn of these benefits prior to your time of need? (Mark all that apply)         Family member/friends       Image: Committal service you aware of the service was held you learn of these benefits prior to your time of need? (Mark all that apply)         Family member/friends       Image: Committal service you aware of the service was held you have benefits prior to your time of need? (Mark all that apply)         Family member/friends       Image: Committal service you aware of the service you time of need? (Mark all that apply)         Family member/friends       Image: Committal service you aware of these benefits prior to your time of need? (Mark all that apply)         Family member/friends       Image: Committal service you aware of these benefits prior to your time of need? (Mark all that apply)         Family member/friends       Image: Committal service you aware of these benefits prior to your time of need? (Mark all that apply)         Family member/friends       Image: Committal service you aware of these benefits prior to you aware of these benefitse you aware of these benefits prior to you t   | 14.27%         National         n=2,963         40.70%         59.30%         National         n=1,206         44.36%         26.20%         16.83%         15.01%         2.49%         16.33%         9.12%         3.81%                             |
| No committal service was held       Image: Committal service was held         MPS NOK Q4. Prior to your time of need, were you aware of the benefits related to burial in a national, state, tribal or territorial cemetery?         Yes       Image: Committal service was held         No       Image: Committal service was held you learn of these benefits prior to your time of need? (Mark all that apply)         Family member/friends       Image: Committal service was held you learn of these benefits prior to your time of need? (Mark all that apply)         Family member/friends       Image: Committal service was held you learn of these benefits prior to your time of need? (Mark all that apply)         Family member/friends       Image: Committal service was held you learn of these benefits prior to your time of need? (Mark all that apply)         Family member/friends       Image: Committal service was held you learn of these benefits prior to your time of need? (Mark all that apply)         Family member/friends       Image: Committal service was held you learn of these benefits prior to your time of need? (Mark all that apply)         Family member/friends       Image: Committal service was held was held you learn of these benefits prior to your time of need? (Mark all that apply)         Family member/friends       Image: Committal service was held was held was held you learn of these benefits prior to your time of need? (Mark all that apply)         Veteran / Active-duty member       Image: Committal service was held was held you learn of these held you learn held you learn held you learn held you learn   | 14.27%         National         n=2,963         40.70%         59.30%         National         n=1,206         44.36%         26.20%         16.83%         15.01%         2.49%         16.33%         9.12%         3.81%         2.16%               |
| No committal service was held       Image: Committal service was held         MPS NOK Q4. Prior to your time of need, were you aware of the benefits related to burial in a national, state, tribal or territorial cemetery?         Yes       Image: Committal service was held you aware of the benefits related to burial in a national, state, tribal or territorial cemetery?         Yes       Image: Committal service was held you aware of the benefits related to burial in a national, state, tribal or territorial cemetery?         Yes       Image: Committal service was held you aware of the benefits related to burial in a national, state, tribal or territorial cemetery?         Yes       Image: Committal service was held you aware of the benefits related to burial in a national, state, tribal or territorial cemetery?         No       Image: Committal service of territorial cemetery?         MPS NOK Q5. How did you learn of these benefits prior to your time of need? (Mark all that apply)       Image: Committal service of territorial service of the benefits prior to your time of need? (Mark all that apply)         Family member/friends       Image: Committal service of territorial service service of territorial service service of territorial service service of territory service service of territory service ser   | 14.27%         National         n=2,963         40.70%         59.30%         National         n=1,206         44.36%         26.20%         16.83%         15.01%         2.49%         16.33%         9.12%         3.81%         2.16%         1.08% |

| MPS NOK Q6. Did the funeral director provide information about burial and memorial benefits       | National |
|---|----------|
| available for Veterans? (Mark all that apply)   | n=3,090  |
| Not applicable: Funeral Director not used   | 7.70%    |
| Funeral Director provided information about VA burial benefits for Veterans                       | 36.86%   |
| Funeral Director provided information about VA memorial benefits for Veterans                     | 41.81%   |
| No, the Funeral Director did not provide information about either VA burial or memorial benefits  | 24.69%   |
| MPS NOK Q7. Did you call the NCA Applicant Assistance number (1-800-697-6947) for assistance      | National |
| with a headstone, marker, or medallion?   | n=2,960  |
| Yes   | 15.30%   |
| No  | 79.09%   |
| Don't know  | 5.61%    |
|   | National |
| MPS NOK Q8. Why did you call NCA? (Mark all that apply)   | n=418    |
| To check on the status of an order  | 24.40%   |
| To get help with ordering a marker  | 74.64%   |
| To file a complaint about a marker  | 2.39%    |
| Other (specify)   | 9.33%    |
| MPS NOK Q9. Did you speak with a National Cemetery Administration (NCA) Customer Service          | National |
| Representative initially, or were you transferred to NCA by a VA Customer Service Representative? | n=425    |
| Spoke with an NCA Customer Service Representative initially                                       | 37.41%   |
| Transferred to NCA  | 8.94%    |
| Don't know/Can't recall   | 53.65%   |
| MPS NOK Q10. How satisfied were you with the service you received from the NCA Customer           | National |
| Service Representative?   | n=420    |
| Very satisfied  | 80.95%   |
| Somewhat satisfied  | 10.00%   |
| Neither / Nor   | 5.95%    |
| Somewhat dissatisfied   | 1.19%    |
|   | 1.90%    |

| MPS NOK Q11. Did you visit the VA website for information about ordering the headstone, marker,                 | National |
|---|----------|
| or medallion?   | n=2,992  |
| Yes   | 20.55%   |
| No  | 79.45%   |
| MPS NOK Q12. What type of information were you looking for on VA's website? (Mark all thatapply)                | National |
| appiy   | n=582    |
| How to order a headstone/marker/medallion   | 81.79%   |
| Download an order form  | 42.61%   |
| Find information on documentation needed  | 49.48%   |
| Find information on the certificate signed by the President of the United States honoring the Veteran's service | 11.00%   |
| Find out what could go on the headstone/marker/medallion  | 48.80%   |
| Other (specify)   | 4.98%    |
| MPS NOK Q13. How satisfied were you with the ease of finding the information you were looking                   | National |
| for on VA's website?  | n=580    |
| Very satisfied  | 71.38%   |
| Somewhat satisfied  | 21.21%   |
| Neither / Nor   | 5.17%    |
| Somewhat dissatisfied   | 1.38%    |
| Very dissatisfied   | <1%      |
| MPS NOK Q14. What type of headstone, marker, or medallion did you order?  | National |
|   | n=2,882  |
| Bronze (metal plate)  | 56.14%   |
| Stone (granite or marble)   | 31.47%   |
| Bronze Medallion  | 12.39%   |
| MPS NOK Q15. How did you order the headstone, marker, or medallion? (Mark only one)                             | National |
|   | n=2,844  |
| Via the mail  | 11.11%   |
| Via Fax   | 2.22%    |
| Online via QuickSubmit  | 3.90%    |
| Via the Funeral Director  | 58.83%   |
| Other (specify)   | 23.95%   |

| MPS NOK Q16. Who helped you with ordering the headstone/marker/medallion? (Mark all that   | National  |
|--|---|
| apply)   | n=3,017   |
| Family member  | 13.56%  |
| Funeral Director   | 48.09%  |
| Cemetery Representative  | 19.29%  |
| VA Employee  | 16.67%  |
| Other (specify)  | 7.62%   |
| No one   | 8.39%   |
| MPS NOK Q17. How satisfied were you with the process you used to order the headstone, marker,<br>or medallion?   | National  |
|  | n=3,026   |
| Very satisfied   | 81.49%  |
| Somewhat satisfied   | 10.01%  |
| Neither / Nor  | 4.36%   |
| Somewhat dissatisfied  | 2.35%   |
|  | 1.78%   |
| Very dissatisfied  | National  |
| Very dissatisfied<br>MPS NOK Q18. When you were applying for the headstone, marker, or medallion, were you aware<br>that the following items could be added to the headstone, marker, or medallion:  |   |
| MPS NOK Q18. When you were applying for the headstone, marker, or medallion, were you aware  | National  |
| MPS NOK Q18. When you were applying for the headstone, marker, or medallion, were you aware<br>that the following items could be added to the headstone, marker, or medallion:   | National<br>n=2,725   |
| MPS NOK Q18. When you were applying for the headstone, marker, or medallion, were you aware  | National<br>n=2,725<br>70.28%   |
| MPS NOK Q18. When you were applying for the headstone, marker, or medallion, were you aware that the following items could be added to the headstone, marker, or medallion: An inscription Birth date/Date of death  | National<br>n=2,725<br>70.28%<br>81.86%   |
| MPS NOK Q18. When you were applying for the headstone, marker, or medallion, were you aware that the following items could be added to the headstone, marker, or medallion:         An inscription         Birth date/Date of death         Highest rank attained  | National           n=2,725           70.28%           81.86%           68.98%   |
| MPS NOK Q18. When you were applying for the headstone, marker, or medallion, were you aware that the following items could be added to the headstone, marker, or medallion:         An inscription         Birth date/Date of death         Highest rank attained         War service  | National           n=2,725           70.28%           81.86%           68.98%           69.08%  |
| MPS NOK Q18. When you were applying for the headstone, marker, or medallion, were you aware that the following items could be added to the headstone, marker, or medallion:         An inscription         Birth date/Date of death         Highest rank attained         War service         Emblem of belief   | National           n=2,725           70.28%           81.86%           68.98%           69.08%           56.74%   |
| MPS NOK Q18. When you were applying for the headstone, marker, or medallion, were you aware that the following items could be added to the headstone, marker, or medallion:  | National           n=2,725           70.28%           81.86%           68.98%           69.08%           56.74%           41.78%  |
| MPS NOK Q18. When you were applying for the headstone, marker, or medallion, were you aware that the following items could be added to the headstone, marker, or medallion:         An inscription         Birth date/Date of death         Highest rank attained         War service         Emblem of belief         Valor Awards         Terms of endearment  | National           n=2,725           70.28%           81.86%           68.98%           69.08%           56.74%           41.78%           47.71%   |
| MPS NOK Q18. When you were applying for the headstone, marker, or medallion, were you aware that the following items could be added to the headstone, marker, or medallion:         An inscription         Birth date/Date of death         Highest rank attained         War service         Emblem of belief         Valor Awards         Terms of endearment         Nicknames  | National           n=2,725           70.28%           81.86%           68.98%           69.08%           56.74%           41.78%           47.71%           35.12%  |
| MPS NOK Q18. When you were applying for the headstone, marker, or medallion, were you aware that the following items could be added to the headstone, marker, or medallion:         An inscription         Birth date/Date of death         Highest rank attained         War service         Emblem of belief         Valor Awards         Terms of endearment         Nicknames         Civilian credentials (i.e., Doctor)  | National           n=2,725           70.28%           81.86%           68.98%           69.08%           56.74%           41.78%           47.71%           35.12%           32.71%   |
| MPS NOK Q18. When you were applying for the headstone, marker, or medallion, were you aware that the following items could be added to the headstone, marker, or medallion: An inscription Birth date/Date of death Highest rank attained War service Emblem of belief Valor Awards Terms of endearment Nicknames Civilian credentials (i.e., Doctor) Special unit designations Other military credentials MPS NOK Q19. If you were aware of the availability of an inscription, how did you learn about   | National           n=2,725           70.28%           81.86%           68.98%           69.08%           56.74%           41.78%           47.71%           35.12%           32.71%           37.66%  |
| MPS NOK Q18. When you were applying for the headstone, marker, or medallion, were you aware that the following items could be added to the headstone, marker, or medallion:         An inscription         Birth date/Date of death         Highest rank attained         War service         Emblem of belief         Valor Awards         Terms of endearment         Nicknames         Civilian credentials (i.e., Doctor)         Special unit designations         Other military credentials   | National           n=2,725           70.28%           81.86%           68.98%           69.08%           56.74%           41.78%           47.71%           35.12%           32.71%           37.66%           37.30%                                       |
| MPS NOK Q18. When you were applying for the headstone, marker, or medallion, were you aware that the following items could be added to the headstone, marker, or medallion:       Image: Constraint of the headstone, marker, or medallion         An inscription       Image: Constraint of the headstone, marker, or medallion       Image: Constraint of the headstone, marker, or medallion         An inscription       Image: Constraint of the headstone, marker, or medallion       Image: Constraint of the headstone, marker, or medallion         An inscription       Image: Constraint of the headstone, marker, or medallion       Image: Constraint of the headstone, marker, or medallion         An inscription       Image: Constraint of the headstone, marker, or medallion       Image: Constraint of the headstone, marker, or medallion         An inscription       Image: Constraint of the headstone, marker, or medallion       Image: Constraint of the headstone, marker, or medallion         Marker       Image: Constraint of the headstone, marker, or medallion       Image: Constraint of the headstone, marker, or medallion         Mighted traint of the image: Constraint of the availability of an inscription, how did you learn about       Image: Constraint of the availability of an inscription, how did you learn about | National         n=2,725         70.28%         81.86%         68.98%         69.08%         56.74%         41.78%         47.71%         35.12%         32.71%         37.66%         37.30%         National  |
| MPS NOK Q18. When you were applying for the headstone, marker, or medallion, were you aware<br>that the following items could be added to the headstone, marker, or medallion:<br>An inscription<br>Birth date/Date of death<br>Highest rank attained<br>War service<br>Emblem of belief<br>Valor Awards<br>Terms of endearment<br>Nicknames<br>Civilian credentials (i.e., Doctor)<br>Special unit designations<br>Other military credentials<br>MPS NOK Q19. If you were aware of the availability of an inscription, how did you learn about<br>what could be included in the inscription? (Mark all that apply)  | National         n=2,725         70.28%         81.86%         68.98%         69.08%         56.74%         41.78%         47.71%         35.12%         32.71%         37.66%         37.30%         National         n=2,807                              |
| MPS NOK Q18. When you were applying for the headstone, marker, or medallion, were you aware that the following items could be added to the headstone, marker, or medallion:         An inscription         Birth date/Date of death         Highest rank attained         War service         Emblem of belief         Valor Awards         Terms of endearment         Nicknames         Civilian credentials (i.e., Doctor)         Special unit designations         Other military credentials         MPS NOK Q19. If you were aware of the availability of an inscription, how did you learn about what could be included in the inscription? (Mark all that apply)  | National         n=2,725         70.28%         81.86%         68.98%         69.08%         56.74%         41.78%         47.71%         35.12%         32.71%         37.66%         37.30%         National         n=2,807         19.38%               |
| MPS NOK Q18. When you were applying for the headstone, marker, or medallion, were you aware that the following items could be added to the headstone, marker, or medallion:         An inscription         Birth date/Date of death         Highest rank attained         War service         Emblem of belief         Valor Awards         Terms of endearment         Nicknames         Civilian credentials (i.e., Doctor)         Special unit designations         Other military credentials         MPS NOK Q19. If you were aware of the availability of an inscription, how did you learn about what could be included in the inscription? (Mark all that apply)         I read it on the application         I looked it up on the VA website  | National         n=2,725         70.28%         81.86%         68.98%         69.08%         56.74%         41.78%         47.71%         35.12%         32.71%         37.66%         37.30%         National         n=2,807         19.38%         6.84% |

|  | National |
|--|----------|
| MPS NOK Q20. About how long after ordering the headstone, marker, or medallion did it arrive?  | n=3,063  |
| Don't know   | 15.21%   |
| Less than 1 month  | 11.07%   |
| Between 1 and 2 months   | 30.13%   |
| Between 2 and 3 months   | 18.15%   |
| Between 3 and 4 months   | 10.35%   |
| More than 4 months   | 12.86%   |
| Has not arrived yet  | 2.22%    |
| MPS NOK Q21. How satisfied were you with the amount of time it took to receive the headstone,  | National |
| marker, or medallion?  | n=2,917  |
| Very satisfied   | 67.74%   |
| Somewhat satisfied   | 16.52%   |
| Neither / Nor  | 8.67%    |
| Somewhat dissatisfied  | 3.81%    |
| Very dissatisfied  | 3.26%    |
|  | National |
| MPS NOK Q22. When the headstone or marker arrived, was the inscription accurate?               | n=2,970  |
| Yes  | 87.61%   |
| No   | 2.86%    |
| Don't know/Haven't seen  | 9.53%    |
| MPS NOK Q23. Overall, how satisfied were you with the quality and appearance of the headstone, | National |
| marker, or medallion when it arrived?  | n=2,761  |
| Very satisfied   | 90.44%   |
| Somewhat satisfied   | 7.03%    |
| Neither / Nor  | <1%      |
| Somewhat dissatisfied  | <1%      |
| Very dissatisfied  | <1%      |

| MPS NOK Q24. Was there a delay in the placement of the headstone, marker, or medallion                                      | National |
|---|----------|
| because of a difficulty paying the setting fee?   | n=3,016  |
| Yes   | 3.51%    |
| No  | 91.05%   |
| Don't know  | 5.44%    |
| MPS NOK Q25. How would you have preferred to be notified about the delivery status of your headstone, marker, or medallion? | National |
|   | n=2,691  |
| Postcard  | 11.04%   |
| Email   | 21.63%   |
| Letter  | 16.87%   |
| l didn't need delivery status   | 41.43%   |
| Other (specify)   | 9.03%    |
| MPS NOK Q27. Did you order and/or receive a certificate signed by the President of the United                               | National |
| States honoring the Veteran's service?  | n=2,795  |
| Yes – Requested and received  | 20.04%   |
| Yes – Received, but not requested   | 16.96%   |
| No – Requested, not received  | 12.70%   |
| No – Did not receive  | 23.90%   |
| Don't know what this is   | 26.40%   |
| MPS NOK Q28. How satisfied were you with the quality of the certificate signed by the President                             | National |
| of the United States honoring the Veteran's service?  | n=1,006  |
| Very satisfied  | 80.02%   |
| Somewhat satisfied  | 10.93%   |
| Neither / Nor   | 7.75%    |
| Somewhat dissatisfied   | <1%      |
| Very dissatisfied   | <1%      |
| MPS NOK Q29. Why were you not satisfied with the quality of the certificate signed by the                                   | National |
| President of the United States honoring Veteran's service? (Mark all that apply)  | n=50     |
| Envelope was bent/torn  | 8.00%    |
| Name was misspelled   | 8.00%    |
| Poor print quality  | 10.00%   |
| Other (specify)   | 76.00%   |

| MPS NOK Q30. How satisfied were you with the amount of time it took to receive the certificate   | National   |  |
|--|--|--|
| signed by the President of the United States honoring the Veteran's service?   | n=996  |  |
| Very satisfied   | 71.99%   |  |
| Somewhat satisfied   | 13.05%   |  |
| Neither / Nor  | 13.45%   |  |
| Somewhat dissatisfied  | <1%  |  |
| Very dissatisfied  | <1%  |  |
| MPS NOK Q31. Overall, how satisfied were you with your experiences with VA Memorial Products   | National<br>n=2,930  |  |
| Very satisfied   | 77.06%   |  |
| Somewhat satisfied   | 13.28%   |  |
| Neither / Nor  | 7.00%  |  |
| Somewhat dissatisfied  | 1.47%  |  |
| Very dissatisfied  | 1.19%  |  |
|  | National   |  |
| MPS NOK Q32. Are you aware of the NCA Pre-Need Eligibility process?  |  |  |
| MPS NOK Q32. Are you aware of the NCA Pre-Need Eligibility process?  | n=2,872  |  |
|  | n=2,872<br>6.44%   |  |
| Yes  |  |  |
| MPS NOK Q32. Are you aware of the NCA Pre-Need Eligibility process?          Yes          No          MPS NOK Q33. How did you become aware of the Pre-Need opportunity? (Mark all that apply)   | 6.44%  |  |
| Yes No   | 6.44%<br>93.56%  |  |
| Yes<br>No<br>MPS NOK Q33. How did you become aware of the Pre-Need opportunity? (Mark all that apply)  | 6.44%<br>93.56%<br>National  |  |
| Yes No No MPS NOK Q33. How did you become aware of the Pre-Need opportunity? (Mark all that apply) Family member/friends   | 6.44%<br>93.56%<br>National<br>n=185   |  |
| Yes No No MPS NOK Q33. How did you become aware of the Pre-Need opportunity? (Mark all that apply) Family member/friends Funeral home  | 6.44%<br>93.56%<br>National<br>n=185<br>32.97%   |  |
| Yes No No MPS NOK Q33. How did you become aware of the Pre-Need opportunity? (Mark all that apply) Family member/friends Funeral home Military discharge related materials   | 6.44%<br>93.56%<br>National<br>n=185<br>32.97%<br>41.08%   |  |
| Yes No No MPS NOK Q33. How did you become aware of the Pre-Need opportunity? (Mark all that apply) Family member/friends Funeral home Military discharge related materials Other Veteran/Active-duty member  | 6.44%<br>93.56%<br>National<br>n=185<br>32.97%<br>41.08%<br>13.51%   |  |
| Yes<br>No<br>MPS NOK Q33. How did you become aware of the Pre-Need opportunity? (Mark all that apply)<br>Family member/friends<br>Funeral home<br>Military discharge related materials<br>Other Veteran/Active-duty member<br>Pre-Need Burial Eligibility Determination  | 6.44%         93.56%         National         n=185         32.97%         41.08%         13.51%         16.76%  |  |
| Yes No MPS NOK Q33. How did you become aware of the Pre-Need opportunity? (Mark all that apply) Family member/friends Funeral home Military discharge related materials Other Veteran/Active-duty member Pre-Need Burial Eligibility Determination Veterans Service Organization   | 6.44%<br>93.56%<br>National<br>n=185<br>32.97%<br>41.08%<br>13.51%<br>16.76%<br>4.32%  |  |
| Yes No<br>No<br>MPS NOK Q33. How did you become aware of the Pre-Need opportunity? (Mark all that apply)<br>Family member/friends<br>Funeral home<br>Military discharge related materials<br>Other Veteran/Active-duty member<br>Pre-Need Burial Eligibility Determination<br>Veterans Service Organization<br>VA/NCA pamphlet, newsletter, brochure   | 6.44%         93.56%         National         n=185         32.97%         41.08%         13.51%         16.76%         4.32%         24.86%   |  |
| Yes<br>No<br>MPS NOK Q33. How did you become aware of the Pre-Need opportunity? (Mark all that apply)<br>Family member/friends<br>Funeral home<br>Military discharge related materials<br>Other Veteran/Active-duty member<br>Pre-Need Burial Eligibility Determination<br>Veterans Service Organization<br>VA/NCA pamphlet, newsletter, brochure<br>VA/NCA website  | 6.44%         93.56%         National         n=185         32.97%         41.08%         13.51%         16.76%         4.32%         24.86%         9.73%   |  |
| Yes NOK Q33. How did you become aware of the Pre-Need opportunity? (Mark all that apply) Family member/friends Funeral home Military discharge related materials Other Veteran/Active-duty member Pre-Need Burial Eligibility Determination Veterans Service Organization VA/NCA pamphlet, newsletter, brochure VA/NCA website Other VA organization   | 6.44%         93.56%         National         n=185         32.97%         41.08%         13.51%         16.76%         4.32%         24.86%         9.73%         8.65%                             |  |
| Yes NOK Q33. How did you become aware of the Pre-Need opportunity? (Mark all that apply)          MPS NOK Q33. How did you become aware of the Pre-Need opportunity? (Mark all that apply)         Family member/friends         Funeral home         Military discharge related materials         Other Veteran/Active-duty member         Pre-Need Burial Eligibility Determination         Vetrans Service Organization         VA/NCA pamphlet, newsletter, brochure         VA/NCA website         Other VA organization         Prefessional/military association meetings | 6.44%         93.56%         National         n=185         32.97%         41.08%         13.51%         16.76%         4.32%         24.86%         9.73%         8.65%         2.70%               |  |
| Yes No   | 6.44%         93.56%         National         n=185         32.97%         41.08%         13.51%         16.76%         4.32%         24.86%         9.73%         8.65%         2.70%         1.62% |  |

| MPS NOK Q34. Have you applied for Pre-Need Eligibility?   | National |
|---|----------|
|   | n=173    |
| Yes   | 19.65%   |
| No  | 80.35%   |
| MPS NOK Q35. Were you satisfied with the length of time it took to receive a certificate of eligibility?  | National |
|   | n=30     |
| Yes   | 86.67%   |
| No  | 6.67%    |
| Have not received yet   | 6.67%    |
| MPS NOK Q36. Are you aware of the PACT Act (The Sergeant First Class Heath Robinson Honoring<br>our Promise to Address Comprehensive Toxics Act) and the expanded eligibility of VA health care | National |
| for Veterans with toxic exposure?   | n=2,844  |
| Yes   | 17.58%   |
| No  | 43.21%   |
| Don't know what this is   | 39.21%   |
| MPS NOK Q37. Was your loved one your  | National |
|   | n=3,028  |
| Spouse  | 45.94%   |
| Partner   | <1%      |
| Parent  | 37.88%   |
| Child   | 1.72%    |
| Other relative  | 13.08%   |
| Not a relative  | <1%      |
|   | National |
| MPS NOK Q38. Are you a Veteran?   | n=3,038  |
| Yes   | 6.95%    |
| No  | 93.05%   |

| MPS NOK Q39. In which of the following eras did you serve? (Mark all that apply)  | National |
|---|----------|
| The shore Q33. In which of the following eras did you serve: (Mark an that apply) | n=165    |
| World War II  | 1.82%    |
| Korean War  | 9.09%    |
| Vietnam War   | 60.00%   |
| Gulf War  | 28.48%   |
| Operation Enduring Freedom (OEF)  | 12.73%   |
| Operation Iraqi Freedom (OIF)   | 12.73%   |
| Operation New Dawn  | 1.82%    |
|   | National |
| MPS NOK Q40. What is your gender?   | n=3,001  |
| Male  | 22.26%   |
| Female  | 76.87%   |
| Unspecified or Another Gender Identity  | <1%      |
| Choose not to answer  | <1%      |
|   | National |
| MPS NOK Q41. Are you a Veteran married/partnered to a Veteran?                    | n=2,935  |
| Yes   | 13.63%   |
| No  | 86.37%   |
| MPS NOK Q42: In what year were you born?  | National |
|   | n=2,784  |
| 18-29   | <1%      |
| 30-39   | <1%      |
| 40-49   | 3.02%    |
| 50-59   | 11.93%   |
| 60-69   | 31.72%   |
| 70+   | 52.84%   |
|   | National |
| MPS NOK Q43. Are you Hispanic or Latino?  | n=2,951  |
| Yes, Hispanic or Latino   | 2.58%    |
| No, not Hispanic or Latino  | 92.04%   |
| Choose not to answer  | 5.39%    |

| MPS NOK Q44. Was your loved one Hispanic or Latino?     | National |
|---|----------|
|   | n=2,953  |
| Yes, Hispanic or Latino                                 | 2.24%    |
| No, not Hispanic or Latino                              | 92.96%   |
| Choose not to answer                                    | 4.81%    |
| MPS NOK Q45. Are you (Mark all that apply)              | National |
|   | n=2,975  |
| White   | 88.00%   |
| Black or African American                               | 5.65%    |
| American Indian or Alaska Native                        | 2.05%    |
| Asian   | <1%      |
| Native Hawaiian or other Pacific Islander               | <1%      |
| Choose not to answer                                    | 4.61%    |
| MPS NOK Q46. Was your loved one (Mark all that apply)   | National |
|   | n=2,979  |
| White   | 88.59%   |
| Black or African American                               | 5.91%    |
| American Indian or Alaska Native                        | 1.68%    |
| Asian   | <1%      |
| Native Hawaiian or Other Pacific Islander               | <1%      |
| Choose not to answer                                    | 4.03%    |
|   | National |
| MPS NOK Q47. Did your loved one describe themselves as? | n=3,008  |
| Male  | 96.68%   |
| Female  | 2.29%    |
| Unspecified or Another Gender Identity                  | <1%      |
|   |          |

| MPS NOK Q48. What language do you mainly speak at home?                                   | National |
|---|----------|
| nin o non Quoi minin Judge do you manny speak at nome.                                    | n=3,010  |
| English   | 99.40%   |
| Spanish   | <1%      |
| Chinese   | 0.00%    |
| Tagalog   | <1%      |
| Vietnamese  | 0.00%    |
| Arabic  | 0.00%    |
| Some other language   | <1%      |
|   | National |
| MPS NOK Q49. In what belief tradition was the burial conducted?                           | n=2,962  |
| Christian   | 67.15%   |
| Catholic  | 23.60%   |
| Muslim  | <1%      |
| Jewish  | <1%      |
| Buddhist  | 0.00%    |
| Hindu   | 0.00%    |
| Atheist   | <1%      |
| Agnostic  | <1%      |
| None  | 4.19%    |
| Other (specify)   | 1.65%    |
| Choose not to answer  | 2.33%    |
|   | National |
| MPS NOK Q50. Have you or your loved one used any other VA Benefits? (Mark all that apply) | n=3,090  |
| Bereavement Counseling  | <1%      |
| Dependency and Indemnity Compensation (DIC)   | 5.21%    |
| Housebound Allowance  | 1.39%    |
| Aid and Attendance  | 4.47%    |
| VA Life Insurance   | 6.57%    |
| Pension   | 10.81%   |
| Education benefits  | 6.76%    |
| Other (specify)   | 12.56%   |
| Have not used other VA benefits   | 53.56%   |

Note: MPS NOK Q51 is an optional free text question for next of kin to elaborate on any question or aspect of their experience they want to.

|   | National |
|---|----------|
| GEN FD Q1. Do you inform families of Veterans of their potential burial and memorial benefits | National |
|   | n=2,265  |
| Yes   | 98.28%   |
| No  | 1.72%    |
| GEN FD Q2. Are you aware there are resources available for Funeral Directors on the NCA       | National |
| website?  | n=2,257  |
| Yes   | 81.44%   |
| No  | 18.56%   |
| GEN FD Q3. Do you typically provide information resources on military honors to next of kin?  | National |
|   | n=2,262  |
| Yes   | 95.00%   |
| No  | 5.00%    |
| GEN FD Q4. Are you aware of the NCA Pre-Need Eligibility process?                             | National |
|   | n=2,238  |
| Yes   | 56.39%   |
| No  | 43.61%   |
| GEN FD Q5. How often do your customers request "green" (i.e., environmentally sensitive)      | National |
| burials?  | n=2,258  |
| Very often  | <1%      |
| Sometimes   | 6.51%    |
| Rarely  | 44.20%   |
| Never   | 48.41%   |
| GEN FD Q6. Did you offer livestreaming of committal services at cemeteries?                   | National |
|   | n=2,241  |
| Yes   | 29.23%   |
| No  | 70.77%   |

| MPS FD Q1. Do you understand the eligibility requirements for Veteran benefits, including<br>eligibility for National Guard, Reservists, and Veteran dependents?  | National  |
|---|---|
|   | n=1,625   |
| Yes   | 87.32%  |
| No  | 12.68%  |
| MPS FD Q2. On average, about how many VA headstones, markers and medallions do you/your   | National  |
| company order in a year?  | n=1,612   |
| Less than 10  | 45.41%  |
| 10 to 25  | 39.89%  |
| 26 to 40  | 10.42%  |
| More than 40  | 4.28%   |
| IPS FD Q3. Please indicate type(s) of VA headstones/markers/medallions you/your company   | National  |
| trusteelly, endered (Meril ell thet enably)   |   |
| typically ordered. (Mark all that apply)  | n=1,596   |
|   | n=1,596<br>79.32%   |
| Flat Bronze   |   |
| Flat Bronze Flat Stone (Marble/Granite)   | 79.32%  |
| Flat Bronze Flat Stone (Marble/Granite) Bronze Niche Cover  | 79.32%<br>49.69%  |
| Flat Bronze       Flat Stone (Marble/Granite)       Bronze Niche Cover       Upright Stone (Marble/Granite)   | 79.32%<br>49.69%<br>21.55%  |
| typically ordered. (Mark all that apply)         Flat Bronze         Flat Stone (Marble/Granite)         Bronze Niche Cover         Upright Stone (Marble/Granite)         Bronze Medallion         MPS FD Q4. How do you typically order VA headstones, markers, or medallions? (Mark all that | 79.32%<br>49.69%<br>21.55%<br>29.14%  |
| Flat Bronze<br>Flat Stone (Marble/Granite)<br>Bronze Niche Cover<br>Upright Stone (Marble/Granite)<br>Bronze Medallion  | 79.32%<br>49.69%<br>21.55%<br>29.14%<br>20.30%  |
| Flat Bronze Flat Stone (Marble/Granite) Bronze Niche Cover Upright Stone (Marble/Granite) Bronze Medallion MPS FD Q4. How do you typically order VA headstones, markers, or medallions? (Mark all that  | 79.32%<br>49.69%<br>21.55%<br>29.14%<br>20.30%<br>National                                |
| Flat Bronze Flat Bronze Flat Stone (Marble/Granite) Bronze Niche Cover Upright Stone (Marble/Granite) Bronze Medallion MPS FD Q4. How do you typically order VA headstones, markers, or medallions? (Mark all that apply) Via the mail (to National VA)   | 79.32%<br>49.69%<br>21.55%<br>29.14%<br>20.30%<br>National<br>n=1,592                     |
| Flat Bronze Flat Stone (Marble/Granite) Bronze Niche Cover Upright Stone (Marble/Granite) Bronze Medallion MPS FD Q4. How do you typically order VA headstones, markers, or medallions? (Mark all that apply) Via the mail (to National VA) Online via Quick Submit                             | 79.32%<br>49.69%<br>21.55%<br>29.14%<br>20.30%<br>National<br>n=1,592<br>29.52%           |
| Flat Bronze Flat Stone (Marble/Granite) Bronze Niche Cover Upright Stone (Marble/Granite) Bronze Medallion MPS FD Q4. How do you typically order VA headstones, markers, or medallions? (Mark all that apply)   | 79.32%<br>49.69%<br>21.55%<br>29.14%<br>20.30%<br>National<br>n=1,592<br>29.52%<br>15.95% |

| MPS FD Q5. How satisfied are you with the process you typically use to order headstones, markers, | National |
|---|----------|
| and medallions?   | n=1,603  |
| Very satisfied  | 67.37%   |
| Somewhat satisfied  | 23.33%   |
| Neither satisfied nor dissatisfied  | 7.17%    |
| Somewhat dissatisfied   | 1.87%    |
| Very dissatisfied   | <1%      |
| MPS FD Q6. Of the eligible Veteran families you serve, approximately what percent request VA      | National |
| memorial products?  | n=1,604  |
| 1-4%  | 14.65%   |
| 5-9%  | 11.35%   |
| 10-14%  | 10.79%   |
| 15-24%  | 7.23%    |
| 25-49%  | 10.66%   |
| 50-74%  | 15.52%   |
| 75-100%   | 29.80%   |
| MPS FD Q7. Did you call the NCA Applicant Assistance Number (1-800-697-6947) for assistance with  | National |
| a headstone, marker or medallion?   | n=1,612  |
| Yes   | 22.70%   |
| No  | 71.53%   |
| Don't know  | 5.77%    |
|   | National |
| MPS FD Q8. Why did you call NCA? (Mark all that apply)  | n=358    |
| To check on the status of an order  | 76.82%   |
| To get help with ordering a marker  | 30.45%   |
| To file a complaint about a marker  | 13.13%   |
| Other (specify)   | 10.61%   |

| MPS FD Q9. How satisfied were you with the service you received from the NCA Customer Service<br>Representative? | National          |
|--|-------------------|
| Very satisfied   | 80.99%            |
| Somewhat satisfied   | 14.60%            |
| Neither / Nor  | 2.75%             |
| Somewhat dissatisfied  | <1%               |
| Very dissatisfied  | <1%               |
| MPS FD Q10. Did you speak with an NCA Customer Service Representative initially, or were you                     | National<br>n=363 |
|  | 11-305            |
| Spoke with an NCA Customer Service Representative initially  | 68.60%            |
| Transferred to NCA   | 4.41%             |
| Don't know/Can't recall  | 27.00%            |
| MPS FD Q11. How easy is the process of scheduling an interment at a national cemetery vs. a non-                 | National          |
| VA cemetery?   | n=1,610           |
| Easier at the non-VA cemetery  | 27.33%            |
| About the same   | 55.16%            |
| Easier at the national cemetery  | 8.26%             |
| Don't know/No opinion  | 9.25%             |
| MPS FD Q12. Have you visited the VA website for information about ordering the headstone,                        | National          |
| marker or medallion?   | n=1,614           |
| Yes  | 44.24%            |
| No   | 55.76%            |
| MPS FD Q13. What kind of information were you looking for on VA's website? (Mark all that apply)                 | National          |
|  | n=698             |
| Download an order form   | 81.23%            |
| Find out what could go on the headstone/maker/medallion  | 42.84%            |
| How to order a headstone/marker/medallion  | 25.36%            |
| Find information on documentation needed   | 22.06%            |
| Find information on certificate signed by the President of the United States honoring the Veteran's service      | 10.17%            |
| Other (specify)  | 2.58%             |

| MPS FD Q14. How satisfied were you with the ease of finding the information you were looking for  | National |
|---|----------|
|   | n=706    |
| Very satisfied  | 67.28%   |
| Somewhat satisfied  | 28.90%   |
| Neither satisfied nor dissatisfied  | 2.97%    |
| Somewhat dissatisfied   | <1%      |
| Very dissatisfied   | 0.00%    |
| MPS FD Q15. When completing an application for a VA headstone, marker or medallion, do you  | National |
| typically(Mark only one)  | n=1,577  |
| Complete and send to the VA   | 28.60%   |
| Complete and confirm information with family member's review and signature  | 61.83%   |
| Partially complete and give to family member for finalization   | 7.10%    |
| Other (specify)   | 2.47%    |
| MPS FD Q16A. Are you aware of the following requirements: Memorial products orders require the  | National |
| signature from the next of kin or written delegation or representation?   | n=1,614  |
| Yes   | 97.89%   |
| No  | 2.11%    |
| MPS FD Q16B. Are you aware of the following requirements: Certification that the Veteran for whom the headstone, marker or medallion is intended has not committed a capital crime and/or | National |
| Tier 3 sex offense?   | n=1,560  |
| Yes   | 87.50%   |
| No  | 12.50%   |
| MPS FD Q17. Generally, about how long after ordering the headstone, marker, or medallion did it   | National |
| arrive?   | n=1,611  |
| Less than 1 month   | 14.59%   |
| Between 1 and 2 months  | 12.73%   |
| Between 2 and 3 months  | 44.88%   |
| Between 3 and 4 months  | 17.50%   |
| More than 4 months  | 6.83%    |
| Has not arrived yet   | 2.20%    |
| has not arrived yet   | 3.29%    |

| MPS FD Q18. How satisfied are you with the amount of time it takes to receive VA markers?    | National |
|--|----------|
|  | n=1,601  |
| Very satisfied   | 53.84%   |
| Somewhat satisfied   | 27.48%   |
| Neither satisfied nor dissatisfied   | 15.55%   |
| Somewhat dissatisfied  | 2.69%    |
| Very dissatisfied  | <1%      |
| MPS FD Q19. In the past year, have you/your company had problems with a delivered headstone, | National |
| marker or medallion?   | n=1,689  |
| Yes  | 14.98%   |
| No   | 79.22%   |
| Don't know   | 5.80%    |
|  | National |
| MPS FD Q20. About what percentage of the markers that you receive have problems?             | n=198    |
| Less than 1%   | 64.14%   |
| 1-5%   | 29.80%   |
| 6-10%  | 4.04%    |
| More than 10%  | 2.02%    |
| MPS FD Q21. What types of problems have you experienced with VA furnished headstones and     | National |
| markers? (Mark all that apply)   | n=196    |
| Broken/chipped headstones/markers  | 45.92%   |
| Typographical errors   | 42.35%   |
| Wrong information/symbol   | 21.94%   |
| Discoloration  | 3.57%    |
| Wrong type of headstone/marker   | 8.67%    |
| Other (specify)  | 16.33%   |

| MPS FD Q22. How satisfied are you with the timeliness in which problems have been corrected?  | National   |
|---|--|
|   | n=195  |
| Very satisfied  | 49.23%   |
| Somewhat satisfied  | 28.21%   |
| Neither satisfied nor dissatisfied  | 11.79%   |
| Somewhat dissatisfied   | 6.15%  |
| Very dissatisfied   | 4.62%  |
| MPS FD Q23A: Generally, how would you rate the quality of the VA headstones or markers  | National   |
| received compared to those received in previous years in the following areas? Cut   | n=1,545  |
| Excellent   | 66.41%   |
| Above average   | 20.65%   |
| Average   | 12.69%   |
| Below average   | <1%  |
|   |  |
| Extremely poor  | <1%  |
| Extremely poor<br>MPS FD Q23B: Generally, how would you rate the quality of the VA headstones or markers received   | National   |
|   | National   |
| MPS FD Q23B: Generally, how would you rate the quality of the VA headstones or markers received   | National   |
| MPS FD Q23B: Generally, how would you rate the quality of the VA headstones or markers received compared to those received in previous years in the following areas? Polish   | National<br>n=1,533  |
| MPS FD Q23B: Generally, how would you rate the quality of the VA headstones or markers received compared to those received in previous years in the following areas? Polish Excellent   | National<br>n=1,533<br>66.21%  |
| MPS FD Q23B: Generally, how would you rate the quality of the VA headstones or markers received<br>compared to those received in previous years in the following areas? Polish<br>Excellent<br>Above average  | National<br>n=1,533<br>66.21%<br>20.22%  |
| MPS FD Q23B: Generally, how would you rate the quality of the VA headstones or markers received<br>compared to those received in previous years in the following areas? Polish<br>Excellent<br>Above average<br>Average   | National<br>n=1,533<br>66.21%<br>20.22%<br>13.24%                                      |
| MPS FD Q23B: Generally, how would you rate the quality of the VA headstones or markers received<br>compared to those received in previous years in the following areas? Polish<br>Excellent<br>Above average<br>Average<br>Below average<br>Extremely poor<br>MPS FD Q23C: Generally, how would you rate the quality of the VA headstones or markers received   | National<br>n=1,533<br>66.21%<br>20.22%<br>13.24%<br><1%                               |
| MPS FD Q23B: Generally, how would you rate the quality of the VA headstones or markers received<br>compared to those received in previous years in the following areas? Polish<br>Excellent<br>Above average<br>Average<br>Below average<br>Extremely poor  | National<br>n=1,533<br>66.21%<br>20.22%<br>13.24%<br><1%<br><1%                        |
| MPS FD Q23B: Generally, how would you rate the quality of the VA headstones or markers received<br>compared to those received in previous years in the following areas? Polish<br>Excellent<br>Above average<br>Average<br>Below average<br>Extremely poor<br>MPS FD Q23C: Generally, how would you rate the quality of the VA headstones or markers received   | National         n=1,533         66.21%         20.22%         13.24%         <1%      |
| MPS FD Q23B: Generally, how would you rate the quality of the VA headstones or markers received<br>compared to those received in previous years in the following areas? Polish<br>Excellent<br>Above average<br>Average<br>Below average<br>Extremely poor<br>MPS FD Q23C: Generally, how would you rate the quality of the VA headstones or markers received<br>compared to those received in previous years in the following areas? Color | National<br>n=1,533<br>66.21%<br>20.22%<br>13.24%<br><1%<br><1%<br>National<br>n=1,536 |
| MPS FD Q23B: Generally, how would you rate the quality of the VA headstones or markers received compared to those received in previous years in the following areas? Polish Excellent Above average Average Below average Extremely poor MPS FD Q23C: Generally, how would you rate the quality of the VA headstones or markers received compared to those received in previous years in the following areas? Color Excellent               | National         n=1,533         66.21%         20.22%         13.24%         <1%      |
| MPS FD Q23B: Generally, how would you rate the quality of the VA headstones or markers received compared to those received in previous years in the following areas? Polish Excellent Above average Below average Extremely poor MPS FD Q23C: Generally, how would you rate the quality of the VA headstones or markers received compared to those received in previous years in the following areas? Color Excellent Above average         | National         n=1,533         66.21%         20.22%         13.24%         <1%      |

| MPS FD Q23D: Generally, how would you rate the quality of the VA headstones or markers received compared to those received in previous years in the following areas? Finish  | National |
|--|----------|
|  | n=1,532  |
| Excellent  | 66.19%   |
| Above average  | 19.97%   |
| Average  | 13.58%   |
| Below average  | <1%      |
| Extremely poor   | <1%      |
| MPS FD Q23E: Generally, how would you rate the quality of the VA headstones or markers received  | National |
| compared to those received in previous years in the following areas? Depth of the inscription  | n=1,407  |
| Excellent  | 64.82%   |
| Above average  | 19.90%   |
| Average  | 15.00%   |
| Below average  | <1%      |
| Extremely poor   | <1%      |
| MPS FD Q24. Please indicate your level of agreement with the following statement: "The overall quality (i.e., craftmanship, not damaged, correct inscription spelling, etc.) of the headstone, marker, or medallion I received from the VA was excellent." | National |
|  | n=1,541  |
| Strongly agree   | 64.24%   |
| Agree  | 29.66%   |
| Neither agree nor disagree   | 5.58%    |
| Disagree   | <1%      |
| Strongly disagree  | <1%      |
| MPS FD Q25. Are you aware of the Presidential Memorial Certificate (PMC) (the certificate signed   | National |
| by the President of the United States honoring the Veteran's service)?   | n=1,560  |
| Yes  | 91.79%   |
| No   | 8.21%    |

| MPS FD Q26. Do you typically inform your clients about the Presidential Memorial Certificate?   | National |
|---|----------|
|   | n=1,396  |
| Yes   | 72.78%   |
| No  | 27.22%   |
|   | National |
| MPS FD Q27. Do you typically order the Presidential Memorial Certificate for your clients?      | n=1,388  |
| Yes   | 64.27%   |
| No  | 35.73%   |
| MPS FD Q28. Overall, how satisfied are you with your experience with these VA Memorial Products | National |
| and Services?   | n=1,546  |
| Very satisfied  | 76.46%   |
| Somewhat satisfied  | 16.36%   |
| Neither satisfied nor dissatisfied  | 6.73%    |
| Somewhat dissatisfied   | <1%      |
| Very dissatisfied   | <1%      |

Note: MPS FD Q29 is an optional free text question for funeral directors to elaborate on any question or how the VA Memorial Products Service could improve its services and programs.