

1. WEALTH MANAGEMENT TRUST VOLUMES (INCLUDING DISCRETIONARY, NON-DISCRETIONARY, CUSTODY, AND ANY OTHER)

Instructions	Trust may include personal trust, employee benefits, institutional trust, and corporate trust. You do not need to break out trust volumes by these categories. Please provide the total volumes for all trust services you offer. <ul style="list-style-type: none">• Discretionary - trust managers are authorized to make investment decisions• Non-discretionary - trust managers require client approval to make investment decisions• Custody - trust managers provide custodial services
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	# of Accounts	\$ Assets	\$ Revenue
Discretionary			
Non-discretionary			
Custody			
Other			

2. TRUST SERVICES FTE

Include	<ul style="list-style-type: none">• Trust sales and trust business development activities• Providing ongoing relationship and financial service to existing trust clients• Account review, plan development, client contacts• Executing and authorizing trust related transactions• Support for relationship manager / trust officer
Exclude	<ul style="list-style-type: none">• TRUST OPERATIONS FTE, i.e. execution of transactions, balancing, fees and income allocations, reconciliation, statements, report generation (See next question)

Answer: _____
Format: 0.00

3. TRUST OPERATIONS FTE

Include	<ul style="list-style-type: none">• Execution of transactions, balancing, fees and income allocations, reconciliation, statements, reports generation
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Answer: _____
Format: 0.00

4. AVERAGE TRUST SERVICES RESOURCE COST

Include	<ul style="list-style-type: none">• Total salaries and benefits expense per FTE (including trust management, support, and operations FTE)
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Answer: _____
Format: \$0