

## TRUST COMPANY CONSOLIDATED REPORT OF INCOME

As of September 30, 2019

(in thousands)

**Operating income:**

Income from fiduciary activities	73,332	A1a
Interest on federal funds sold	0	A1b
Interest on U.S. Treasury securities	536	A1c
Interest on obligations of other U.S. government agencies and corporations	124	A1d
Interest on obligations of states and political subdivisions of the U.S	197	A1e
Interest on other securities	575	A1f
Interest and fees on loans	39	A1g
Other income	613	A1h
<b>TOTAL OPERATING INCOME</b>	<b>75,416</b>	<b>A1i</b>

**Operating Expenses**

Salaries and employee benefits	41,503	A2a
Interest on borrowed money	12	A2b
Interest on capital notes	0	A2c
Occupancy expense of premises, gross	3,237	A2d1
Less rental income	4	A2d2
Occupancy expense of premises, net	3,233	A2d3
Furniture and equipment expense	2,368	A2e
Provision for possible loan losses	0	A2f
Other operating expenses	12,313	A2g
<b>TOTAL OPERATING EXPENSES</b>	<b>59,429</b>	<b>A2h</b>

Income before income taxes and securities gains or losses 15,987 3

Applicable income taxes 4,399 4

Income before securities gains or losses 11,588 5

Securities gains (losses), gross 0 6a

Applicable income taxes 0 6b

Securities gains (losses), net 0 6c

Net income before extraordinary items 11,588 7

Extraordinary items, Net of tax effect 2 8

**NET INCOME** **11,590 9**