

## Summary of Fees Proposed

### Virginia Bankers Association & Related Entities Fee Schedule

	Assurance Services				Tax Services			
	Keiter	Keiter	YHB	Brown Edwards	Keiter	Keiter	YHB	Brown Edwards
	2022	2023	2023	2023	2022	2023	2023	2023
Trust Fund of State Bankers Association								
Master Defined Contribution Plan & Trust	14,200.00	16,000.00	24,500.00	14,000.00				
Out of pocket expenses (if any)	300.00	300.00						
Trust Fund of State Bankers Association								
Master Defined Benefit Pension Plan & Trust	11,900.00	12,200.00	19,000.00	10,000.00				
Out of pocket expenses (if any)	300.00	300.00						
Virginia Bankers Association and subsidiaries:								
Virginia Bankers Association	47,000.00	69,800.00	64,000.00	45,000.00	2,500.00	3,400.00	3,000.00	2,500.00
Out of pocket expenses (if any)	300.00	300.00						
VBA Benefits Corporation					3,000.00	4,100.00	4,000.00	2,000.00
Out of pocket expenses (if any)								
VBA Management Services, Inc.					3,000.00	4,100.00	4,000.00	2,000.00
Out of pocket expenses (if any)								
VBA Properties, LLC					1,900.00	2,600.00	2,500.00	2,000.00
Out of pocket expenses (if any)								
Virginia BankPac	9,100.00	9,300.00	7,500.00	6,500.00	1,300.00	1,500.00	2,000.00	2,500.00
Out of pocket expenses (if any)	300.00	300.00						
State Bankers Association Group Insurance Trust	11,900.00	12,200.00	14,000.00	12,000.00				
Out of pocket expenses (if any)	300.00	300.00						
Virginia Bankers Association Medical & Dental Trust	15,400.00	16,400.00	16,000.00	14,000.00				
Out of pocket expenses (if any)	300.00	300.00						
Virginia Mortgage Bankers Association	1,900.00	2,400.00	3,600.00	2,500.00	2,000.00	2,400.00	2,000.00	2,500.00
Out of pocket expenses (if any)	300.00	300.00						
VAMPAC					1,300.00	1,300.00	1,500.00	2,500.00
Out of pocket expenses (if any)								
VBA Education Foundation					1,900.00	1,900.00	2,000.00	2,500.00
Out of pocket expenses (if any)								
VBA Managed Title Centers								
Group AUP	6,000.00	7,000.00	9,100.00	8,000.00				
Bankers Title, LLC	7,200.00	7,400.00	6,500.00	6,000.00	2,300.00	2,400.00	3,000.00	1,500.00
Out of pocket expenses (if any)	300.00	300.00						
Bankers Title Shenandoah, LLC	7,200.00	7,400.00	6,500.00	6,000.00	2,300.00	2,400.00	3,000.00	1,500.00
Out of pocket expenses (if any)	300.00	300.00						
Virginia Title Center, LLC	7,200.00	7,400.00	6,500.00	6,000.00	2,300.00	2,400.00	3,000.00	1,500.00
Out of pocket expenses (if any)	300.00	300.00						
West Virginia Bankers Title, LLC	7,200.00	7,400.00	6,500.00	6,000.00	2,300.00	2,400.00	3,000.00	1,500.00
Out of pocket expenses (if any)	300.00	300.00						
<b>Fees</b>	<b>146,200.00</b>	<b>174,900.00</b>	<b>183,700.00</b>	<b>136,000.00</b>	<b>26,100.00</b>	<b>30,900.00</b>	<b>33,000.00</b>	<b>24,500.00</b>
<b>Out of pocket</b>	<b>3,300.00</b>	<b>3,300.00</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Change from fees charged for 2022 work</b>		20%	26%	-7%		18%	26%	-6%
<b>Grand Total All Fees</b>	<b>172,300.00</b>	<b>205,800.00</b>	<b>216,700.00</b>	<b>160,500.00</b>				
<b>Change from fees charged for 2022 work</b>		19%	26%	-7%				
<b>Increases per year for 4 additional years</b>		5%	3%	inflation				

	<b>Keiter</b>	<b>YHB</b>	<b>Brown Edwards</b>
<b>References/Experience</b>	Virginia Maryland Delaware Association of Electric Cooperatives Virginia Dental Association Retail Merchants Association	Maryland Bankers Assoc VACB	Virginia Society of CPA's Virginia Health Care Association Medical Society of Virginia
Similar engagements			
Employee Benefit Plans		C&F Bank Virginia National Bank Village Bank	Investors Title Company & Affiliates Group Health Insurance Plan LTC Holdings Health and Dental Plan Carilion Clinic Retirement Plans
Other		MainStreet Bank Cornerstone Bank	Investors Title Management Services, Inc Powell Valley National Bank Farmers Bank of Appomattox

All are independent, all peer reviews were passing with no deficiencies.

All have secure portals for the transfer of information.

YHB is the only firm that disclosed any form of IT breach. An email compromise in 2020 was discovered. Forensics and ID monitoring services for clients affected. MFA and Advanced Threat Protection were implemented.