

Trust Benchmarks

This is a sample of banks with 1-4b in assets (bankside, not AUM). The three columns to the right are the benchmarks – median, 25th percentile, 75th percentile.

Revenue								
Total trust revenues per total trust FTE	↗	\$326,140	\$326,140	🎯	100.00%	\$251,380	\$199,788	\$328,571
Total trust revenues per trust services FTE	↗	\$403,762	\$403,762	🎯	100.00%	\$394,447	\$304,318	\$424,986
Total trust revenues per trust operations FTE	↗	\$1,696,452	\$1,696,452	🎯	100.00%	\$1,328,017	\$889,649	\$1,731,842
Total trust revenues % of operating revenue	↗	2.39%	2.39%	🎯	100.00%	2.06%	1.46%	5.00%
Total trust revenues as a % of non-interest income	↗	10.70%	10.70%	🎯	100.00%	11.76%	9.35%	21.04%

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