



# TRUST SERVICES FEE SCHEDULE

AAFMAA WEALTH MANAGEMENT & TRUST

## INVESTMENT MANAGEMENT ASSETS<sup>1,2,3,4</sup>

When AAFMAA Wealth Management & Trust LLC (AWM&T) serves as trustee, all investable assets in your trust account are subject to the Trust Investment Management fee schedule. The annual fee percentages listed below include the standard Investment Management Fees plus the 40bps Trustee fee. AWM&T has a tiered or breakpoint fee structure, meaning we charge each portion of your assets at the corresponding rate for that tier:

Trust Assets Under Management (AUM)	Annual Fee (%)
\$0 - \$500,000	1.40%
\$500,001 - \$2,500,000	1.20%
\$2,500,001 - \$5,000,000	1.00%
\$5,000,001 - \$7,500,000	0.80%
\$7,500,001 - \$10,000,000	0.60%
Over \$10,000,000	negotiable

For example, if you have \$4 million of publicly traded trust investable assets under management, the first \$500,000 would be charged at 1.40%, the next \$2 million at 1.20%, and the final \$1.5 million at 1.00%.

## REAL ESTATE MANAGEMENT<sup>5</sup>

Asset Type	Annual Fee
Non-Income Producing Real Estate	\$4,800 per asset
Income Producing Real Estate	1.50% of Fair Market Value with a minimum fee of \$4,800 per asset

## MINERAL, OIL, GAS (MOG) MANAGEMENT<sup>6</sup>

Trusts containing MOG assets will pay 5% of the royalty income received.

## CLOSELY HELD BUSINESS INTEREST MANAGEMENT<sup>6</sup>

Closely held business interests are priced at the same rates as trust investment management assets. The value of the asset is updated annually based on the updated business valuation statement or report used for tax filings.

<sup>1</sup>New trusts are subject to a \$500,000 investable asset minimum per trust created.

<sup>2</sup>Listed annual fee rates include the standard investment management fee and the 40bps trustee fee. Trust fee transactions will reflect two entries with one reflecting the investment management fee and one reflecting the trustee fee. Total combined fees will equal the published rate. Annual fees are charged to the trust monthly. Flat fees are charged monthly at 1/12th of the annual fee. Percentage fees are charged at 1/12th of the annual fee rate monthly based on the end of month asset value. Extraordinary fees are charged when incurred.

<sup>3</sup>AWM&T attempts to cover all commissions and transaction costs of trading public securities. AWM&T pays these costs directly or nets them against your Trust Investment Management fee no less than quarterly. AWM&T must pass minimal SEC and FINRA fees through to you by regulation. Clients must pay accrued bond interest when buying bonds.

<sup>4</sup>Trust administration and settlement may require third-party estate attorney support for extraordinary legal issues including litigation, contested claims, and complex tax matters. Attorney fees will be paid by the trust at direct cost. Additional services, including estate appraisals and sales of tangible property, will be managed by AWM&T, as trustee, with third-party providers. Third-party fees for those services will be paid by the trust at direct cost.

<sup>5</sup>Real Estate Management fees are charged monthly at a rate of \$400/month (\$4,800/year). These fees cover all ordinary management services. Additional fees for extraordinary services will be paid by the trust at direct cost. Ordinary services include, but are not limited to, annual asset reviews, periodic valuations and appraisals, payment of real estate taxes, maintenance of appropriate insurance coverage, supervision of routine repairs, and upkeep. Extraordinary services include, but are not limited to, lease or sale negotiations, title curative work, capital improvements, environmental issue management and remediation, insurance claim negotiations, and financing and refinancing.

## INVESTMENT MANAGEMENT ASSETS<sup>1,2,3,4</sup>

<sup>6</sup>Closely Held Business Management fees cover all ordinary management services. Additional fees for extraordinary services will be paid by the trust at direct cost. Ordinary services include, but are not limited to, asset management oversight, trust recordkeeping, trust tax compliance and coordination, distributions, communication and correspondence, legal and fiduciary compliance, and trust administrative duties. Extraordinary services include, but are not limited to, litigation and dispute management, business management, real estate sales, business valuation or sale, business income tax planning and compliance, and succession planning and restructuring.

<sup>7</sup>The MOG fee will cover all ordinary MOG management services. Additional fees for extraordinary services will be paid by the trust at direct cost. Ordinary services include, but are not limited to, initial and annual asset review, periodic valuations, revenue and expense posting, revenue validation, owner and payor revenue splitting, delinquent payment tracking, routine management of on-site personnel, contracting of third parties as necessary, review of operating statements, management of routine invoices, payment of mineral taxes, and asset distribution services. Extraordinary services include, but are not limited to, lease negotiations, sale or purchases, title curative work, environmental issue management or remediation, deed, and assignment and conveyance contracts.

### Client(s):

I/We have read and agree to the published Fee Schedule presented by AAFMAA Wealth Management & Trust LLC and acknowledge it shall apply the pertinent Trust Services fees for services AAFMAA Wealth Management & Trust LLC renders to me/us.

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Client Signature, in all capacities      Date

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Client Name (Print)

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Client Signature, in all capacities      Date

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Client Name (Print)