SALEM TRUST
COMPANY

April 14, 2010

City of Ormond Beach
Attn: Lois Towey
22 South Beach Street
Ormond Beach, FL 32174

Fee A/C# Ormond Beach
City of Ormond Beach

Fee Advice for Period **January 1, 2010** to **March 31, 2010**

Total Market Value for Fund: $ 63,886,484.31

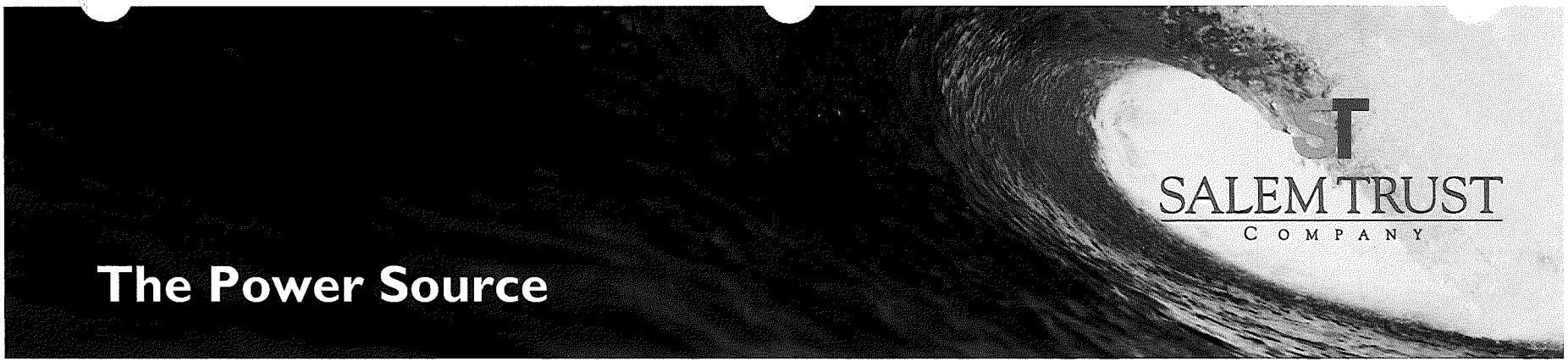
Detail of Calculation:

Market Value	Basis Point Rate		Annual Fee	Quarterly Fee
63,886,484.31	0.0007	$	44,720.54	$11,180.13

TOTAL **$11,180.13**

Breakdown of Fee by Account

Account #	Name		Percentage		Amount
80103472	Ormond Beach General	R&D	0.15%	$	16.77
80103474	Ormond Beach General	DHJ Fixed	14.03%	$	1,568.57
80103475	Ormond Beach Fire	R&D	0.28%	$	31.30
80103477	Ormond Beach Fire	DHJ Fixed	7.52%	$	840.75
80103478	Ormond Beach Police	R&D	0.33%	$	36.89
80103480	Ormond Beach Police	DHJ Fixed	9.77%	$	1,092.30
80103808	Ormond Beach General	Delaware	2.30%	$	257.14
80103809	Ormond Beach Police	Delaware	1.73%	$	193.42
80103810	Ormond Beach Fire	Delaware	1.30%	$	145.34
80105668	Ormond Beach General	Renaissance	10.19%	$	1,139.26
80105669	Ormond Beach Fire	Renaissance	5.50%	$	614.91
80105670	Ormond Beach Police	Renaissance	7.12%	$	796.03
80106067	Ormond Beach General	GW Captial	2.68%	$	299.63
80106068	Ormond Beach Police	GW Captial	1.97%	$	220.25
80106069	Ormond Beach Fire	GW Captial	1.40%	$	156.52
80106163	Ormond Beach Fire	HGK Asset	5.71%	$	638.39
80106164	Ormond Beach Fire	Perimeter	1.27%	$	141.99
80106165	Ormond Beach Police	Renaissance Int'l	1.35%	$	150.93
80106166	Ormond Beach General	HGK Asset	10.20%	$	1,140.37
80106167	Ormond Beach General	Perimeter	2.43%	$	271.68
80106168	Ormond Beach General	Renaissance Int'l	2.21%	$	247.08
80106169	Ormond Beach Police	HGK Asset	7.07%	$	790.44
80106170	Ormond Beach Police	Perimeter	1.71%	$	191.18
80106171	Ormond Beach Police	Renaissance Int'l	1.78%	$	199.01
	Total		**100.00%**	**$**	**11,180.13**



City of Ormond Beach
Firefighters' Pension Trust Fund
General Employees' Pension Plan
Police Officers' Pension Trust Fund
Custodial Services Review

Presented by:

R. Brian Bizzell, Assistant Vice President

May 14, 2010

DEERFIELD BEACH TAMPA
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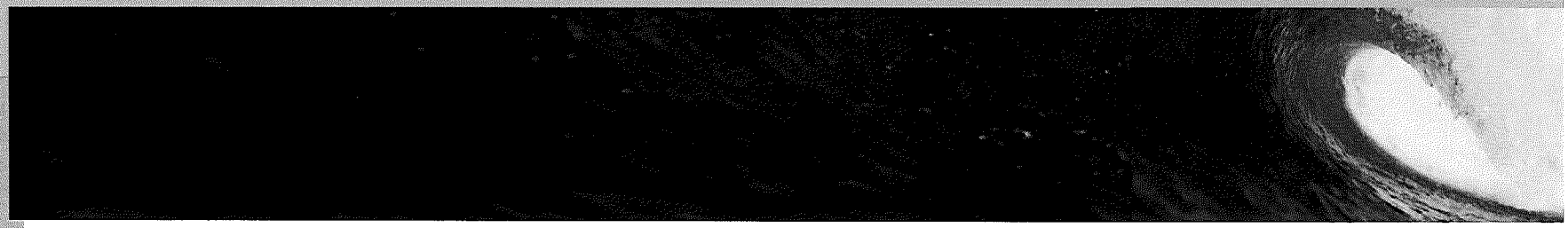
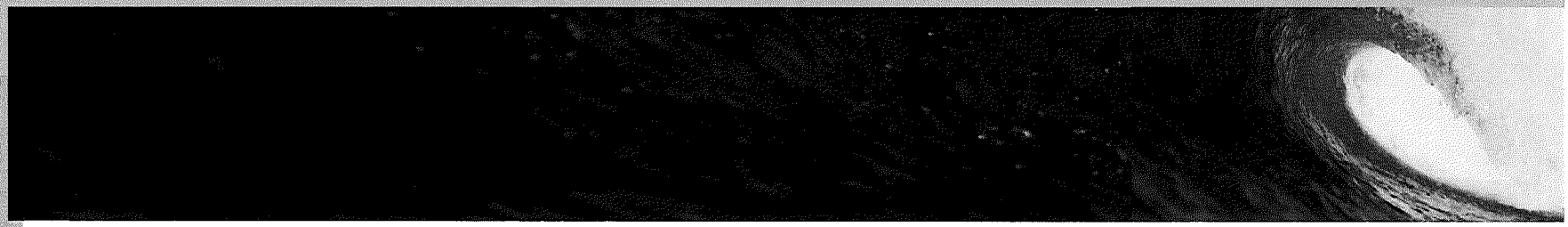
www.salemtrust.com

SALEM TRUST COMPANY IS A SUBSIDIARY OF U.S. FIDUCIARY SERVICES, INC., AN EMPLOYEE-OWNED COMPANY.



WHY SALEM TRUST COMPANY CONTINUES TO BE THE RIGHT CHOICE FOR YOUR PLAN'S CUSTODIAL SERVICES



The Salem Trust Company Team Members for the City of Ormond Beach Pension Plans

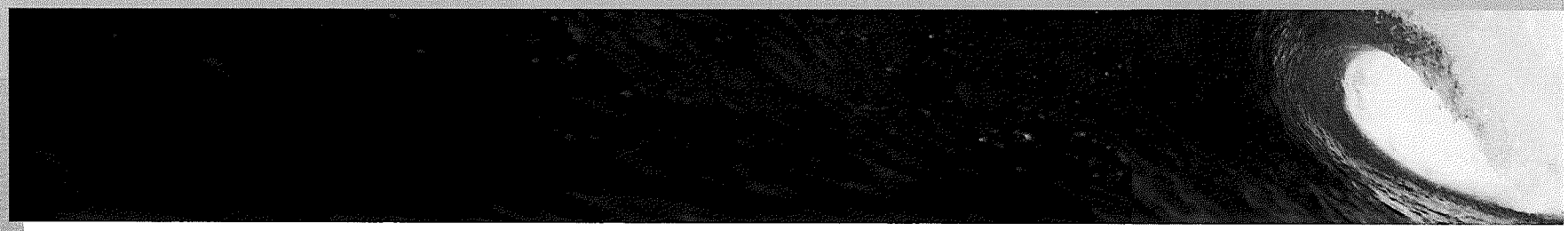
Brian Bizzell, AVP & Trust Officer

Deborah Kocsis, Account Associate

Holly Anglen, Account Associate

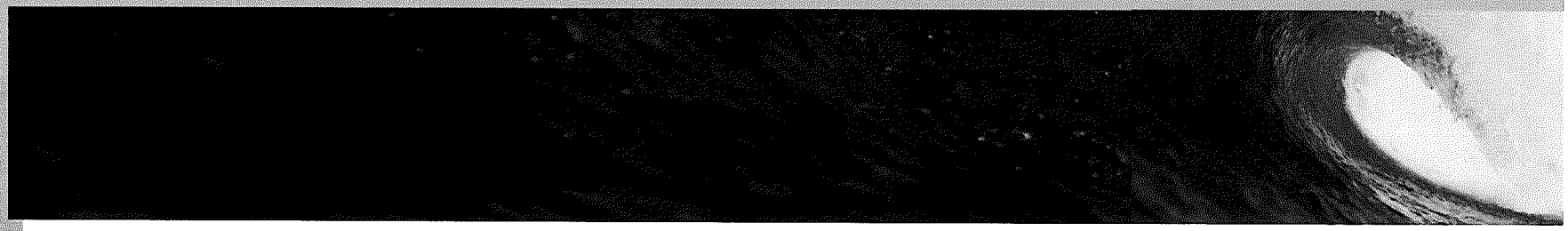
Brad Rinsem, CEO & President

Leta Chaney, SVP & Regional Manager



Salem Trust Company's fiduciary and custodial accomplishments

- ✓ 12 years of commitment and focus in the custodial services market
- ✓ Florida and Georgia approved custodian
- ✓ Largest independent trust company in Florida
- ✓ Fifth largest trust company in Florida
- ✓ Over $6.2 billion in client assets under administration
- ✓ 160+ municipal pension funds in Florida & Georgia
- ✓ Continued investment into "state of the art" technology



SALEM TRUST'S SERVICES

- Safekeeping of Plan Assets
- Recurring and Non-recurring benefit payments
  - Federal tax withholding
  - Multiple deductions
  - 1099R reporting
  - *Quarterly Death Audit Searches*
  - *On-line access to Benefit Payment Reporting*
- Invoice payments
- Corporate actions / proxy voting
- Class Action processing
- Security purchases & sales
- Collection of dividend/interest
- Portfolio liquidation service
- GASB 40 compliant reporting
- Customized statement formats – Executive, trade & settlement date
- 24/7 on-line access
- Participation in client meetings
- *Commission recapture*
- *Transition management services*
- Cash management/Sweep Services
- Audit confirmations

FEE COMPARISON AND ANALYSIS FOR CITY OF ORMOND BEACH GENERAL EMPLOYEES', FIREFIGHTERS' AND POLICE OFFICERS' PENSION PLANS

Current Fee Schedule	Proposed Fee Schedule Effective 04/01/10
Combined Market Value Used for Analysis: $63,886,484 5 bp on $63,886,484 $31,943.20 4000 Free trades annual, $10 a trade above 4000. The three plans had **802** total trades over the **4000** for a fee of **$8,020**. Total Fee: 39,963.20 Combined annual minimum - $10,000 General Employees - $ 17,658.41 Police Officers - $ 12,575.95 Firefighters - $ 9,728.84	Combined Market Value Used for Analysis: $63,886,484 **2010** 7 basis points (.0007) - All-inclusive fee - Guaranteed for one year General Employees - $19,760.52 Police Officers - $14,073.03 Firefighters - $10,886.99 **2011** 8 basis points (.0008) - All-inclusive fee - Guaranteed for two years General Employees - $ 22,583.45 Police Officers - $16,083.46 Firefighters - $12,442.27 Combined annual minimum is $15,000.

This fee is guaranteed for a period of three (3) years from 04/01/2010.
Calculations are based on transactions from 04/01/09 through 03/31/10
Fees will be re-evaluated & possibly modified as a result of substantial changes in assets, money managers or transactions prior to 04/01/2013.