

Trust Company of Vermont



The Trust Company of Vermont is a state-chartered trust and investment management firm serving individuals, families, and institutions for over two decades. Headquartered in Brattleboro, with offices in Burlington, Rutland and Manchester, the Trust Company was chartered on September 16, 1999, becoming the state's first independent trust company. Since that time, we have grown to over 40 employees and over 2 billion dollars in managed assets.

“As an employee-owned independent trust company, we have the resources, focus and flexibility to provide the type of service that we are proud of at the end of the day ... every day.”

A company devoted solely to investment management and trust services, we are unique among fiduciary and investment advisors for our combination of independence, employee ownership, expertise, and our approach to maintaining long-term relationships.

Independent trust companies offer the same services traditionally found in bank trust departments. As a single-purpose and unaffiliated institution, owned by our employees, we focus our resources and the skills of our employee-owners towards helping clients achieve their investment objectives with greater flexibility and control than typically encountered in bank trust departments. Our independent structure affords us the flexibility to work seamlessly with banks or other financial institutions of the client's choosing.

As an employee-owned and locally controlled organization, we are structured to remain a Vermont-based company in perpetuity. Immune to the effects of corporate consolidation, we provide a stable environment for both our clients and our staff. Our founders set out to create a company offering a distinctly attractive alternative to the revolving door of employees at many trust departments, while providing a far greater breadth of services than a typical investment advisor. We believe our founders established a balance between the needs of the customer and the corporate owner so that all could be served.



About Us

“To control the quality of our service, it is our belief that investments, trust & tax administration, and asset safekeeping should not be outsourced.”

A vital strategic partner with our clients, we offer a full range of services with a refreshing ability to think creatively and to value customization. Our highly experienced staff of more than forty employee-owners, including four attorneys, is uniquely qualified to provide a customized client experience. Our exceptional team of trust professionals was attracted to the concept of independence, empowerment and to the opportunity to design a company that reflected their philosophy. Consequently, we are able to bring all trust services under one roof. It is our belief that this integration adds to the quality of our service.

The Trust Investment Committee brings together managers with a variety of strengths and skills who have collectively produced an enviable performance record, specializing in managing customized portfolios.



Our Administration team brings together individuals who have extensive experience in taxation, estate planning, family protection trusts, planned giving for non-profits and fiduciary law.

Our staff includes a Compliance Officer, who reports directly to the Audit Committee of the Board of Directors, as well as multiple dedicated compliance professionals. The Board consists of Independent Directors that form the Governance Committee, as well as a number of employee-owners. We believe the diverse backgrounds and wealth of experience these individuals bring to the company is exceptional.

“We feel that we achieve the benefits of intimate, personalized service found in small investment advisory firms while maintaining the benefits of oversight found in larger institutions.”

Our Services & Fees

Administration	Investment Management	Trustee
<p>Personalized services include:</p> <ul style="list-style-type: none"> ◆ Retirement /Social Security Planning ◆ Education Planning ◆ Prepare court accountings ◆ Pay bills ◆ Meet regularly with clients and beneficiaries ◆ Work with families across multiple generations ◆ Estate plan review for consideration of Gift/Generation Skipping and Estate Taxes ◆ Manage and execute annual gift-giving programs ◆ Understanding the unique situations and assets of each client 	<ul style="list-style-type: none"> ◆ Asset allocation in accordance with client investment objective ◆ A dedicated Trust Investment Committee of experienced professionals <p>Trust Investment Committee</p> <ul style="list-style-type: none"> ◆ Over 20 years average experience per professional ◆ Customized approach to client portfolios ◆ Emphasis on diversification and management of risk ◆ Individual security and fund analysis and selection ◆ ESG investment screening ◆ Performance measurement 	<ul style="list-style-type: none"> ◆ Serve as trustee/co-trustee/agent for revocable and irrevocable trusts ◆ Ensure compliance with trust agreements ◆ Oversee payments and distributions from principal/income ◆ Preparation of fiduciary tax returns and payment of taxes <p style="text-align: center;">IRA's</p> <ul style="list-style-type: none"> ◆ Traditional/ ROTH/ Inherited ◆ ROTH conversions ◆ Annual calculations of RMDs ◆ Qualified Charitable Distributions ◆ Provide advice for changing rules regarding inherited IRAs

Specialized trusts offer ways to address personal milestones, family, life or estate planning goals. Our experienced administrators will listen with care to your situation and work in concert with your attorney and accountant.

- ◆ Blended Families
- ◆ Family Business Transfer or Inheritance
- ◆ Special Needs Trusts
- ◆ Family Asset Protection for creditors, divorce, beneficiary financial inexperience, or mental health/addiction challenges
- ◆ Inheritance
- ◆ Charitable Giving



Our goal is to attract and maintain long-term family relationships. Our fee schedule is based on the market value of all accounts (personal trust accounts, management accounts, IRAs, trusts for children and grandchildren) managed for the benefit of related family members.

Annual Fees

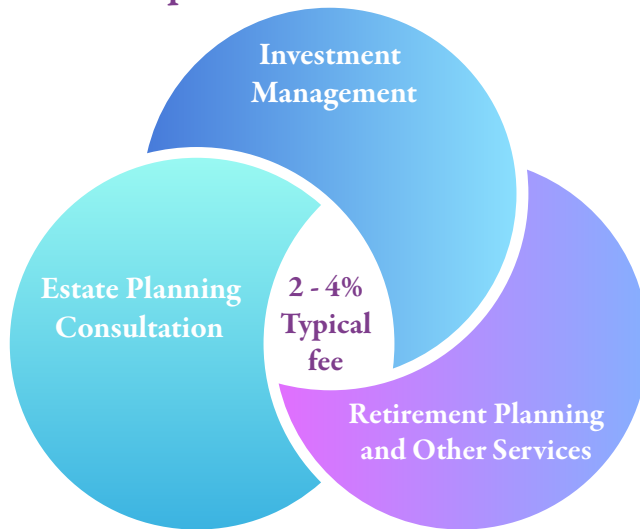
- 1% of the market value on the first \$1,000,000
- .65% of the next \$500,000
- .55% of the next \$500,000
- .45% of the next \$500,000
- .40% of the balance

Our policy is to avoid charging additional fees. We do not assess a base fee, minimum fee, excess disbursement fee, 12B-1 fee, tax preparation fee (when we are trustee), accounting fee (except for testamentary trusts and guardianships) or termination fees. We may assess additional charges for extraordinary services.

The following illustrates the percentage fee reduction when related accounts are combined for fee purposes:

\$500,000	1.00%	\$4,000,000	0.61%
\$1,100,000	0.97%	\$5,000,000	0.57%
\$1,400,000	0.90%	\$6,000,000	0.54%
\$1,800,000	0.83%	\$7,000,000	0.52%
\$2,000,000	0.80%	\$8,000,000	0.50%
\$2,500,000	0.73%	\$9,000,000	0.49%
\$3,000,000	0.68%	\$10,000,000	0.48%

Separate Service Providers



TCV All- Inclusive Solution



Personalized Service and Communication

Our goal is to provide the highest level of personalized trust administration and investment management services. We recognize that ease and quality of communication are critical to building and maintaining long-term client relationships. Unlike institutions with little client engagement, we pride ourselves in being accessible to our clients. Our employee-ownership structure ensures our commitment to building a long-term, stable relationship with you, your family, and future generations.