

# Corporate Trust Connection

Winter 2002

## U.S. Bank Announces State Street Acquisition

**U**.S. Bank recently signed a definitive agreement to acquire the corporate trust business of State Street Corporation (NYSE: STT). As a result, the Corporate Trust Services area of U.S. Bank will acquire approximately 20,000 new client issuances, 365,000 bondholders and \$689 billion in assets under administration with deposits of \$2.6 billion. The sale is expected to occur in the fourth quarter of this year.



Upon completion of this transaction, U.S. Bank Corporate Trust Services will have \$1.36 trillion in assets under administration, 1.3 million bondholders and

50,000 client issuances. This acquisition establishes U.S. Bank as a national leader in the corporate trust industry – the largest trustee in the area of municipal finance and the third largest in new corporate bond issuances and structured finance.

## Did You Know...

### Top Trustee Banks by Number of Issues Third Quarter Rankings – 1/1/02 - 9/30/02

Trustee	Number of Issues	Amount (in millions)
1 Bank of New York	539	\$ 21,896.3
2 U.S. Bank	497	\$ 15,957.5
3 Wells Fargo Bank	405	\$ 12,129.2
4 Bank One	240	\$ 12,539.1
5 Wachovia Bank	181	\$ 9,479.3
6 J. P. Morgan Chase & Co.	177	\$ 13,055.4
7 State Street Bank and Trust Co.	155	\$ 11,656.1
8 SunTrust Bank, Inc.	125	\$ 4,244.7
9 National City Bank	90	\$ 3,002.3
10 UMB Bank, N.A.	77	\$ 1,009.0

Rankings are preliminary and subject to revision. Short-term notes maturing in under 13 months, private placements and bonds sold by private nonprofit electric cooperatives are excluded. Reported in *The Bond Buyer*, Oct. 1, 2002.

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### Expanded Services

U.S. Bank Corporate Trust Services will assume and maintain the State Street offices in Boston and Hartford. The State Street offices in New York and Los Angeles will be merged with the existing U.S. Bank offices in those cities, allowing for greater growth. The additional locations will provide greater accessibility to customers in the Northeast. And, the addition of a majority of State Street's corporate trust employees who will join the U.S. Bank team will increase

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# U.S. Bank Institutional Trust & Custody Working in Concert to Serve You Better

**W**e at U.S. Bank Corporate Trust Services are always striving to make our business relationship easier and more convenient for you. One way is to introduce you to other areas of the bank that can provide the products and services you need at a financial institution you already know and trust.

## Orchestrating Your Finances

Perhaps you have institutional custody needs that fall outside the scope of Corporate Trust Services. In that case, the Custody Group of U.S. Bank Institutional Trust & Custody may be able to help.

The Custody Group team provides global and domestic custody and institutional services to a range of entities, including:

- Local Municipalities
- Public Entities
- Mutual Funds
- Endowments
- Foundations
- Insurance, Assurance and Reinsurance Companies
- Limited Partnerships
- Corporations
- Bank/Trust Departments
- Trust Companies
- Hedge Funds
- Unit Investment Trusts

“Our Custody Group is the 13th largest mutual fund custodian in the United States,” says Lawrence (Larry) Woodcock, senior vice president and sales manager. “We provide custody services for about 800 mutual fund

portfolios, domestic and global, representing roughly \$126 billion in mutual fund assets. However, mutual funds aren’t our only clients.

“For example, we work extensively with school districts and states that need custody services for the assets of their public funds,” says Woodcock. “Two of our largest clients are Ohio Police and Fire and the state of Missouri.”

## A Finely Tuned Team

Customers of U.S. Bank Corporate Trust Services will appreciate the ease and convenience of working with the Custody Group of U.S. Bank Institutional Trust & Custody. Because of its size, U.S. Bank has the resources to provide whatever financial services you may need. You don’t need to go to multiple providers. You have the peace of mind of a primary contact who can get



you in touch with all areas of the bank.

Institutional custody clients are serviced throughout the United States by staff located in one of its three offices in Cincinnati, Ohio; Portland, Ore.; and St. Paul, Minn. The custody staff has a wealth of experience from which to draw.

“One of the biggest advantages to working with the Custody Group is the tenure of our people,” says Woodcock. “The average tenure of our relationship managers is 12 years. The average tenure of management personnel is 18 years.

That’s remarkable in this industry.

“This breadth and depth of experience means that we know where to go to find solutions,” he adds. “With the Institutional Trust & Custody core product line and resources for other services – including employee benefit services, access to First American Funds, securities lending and commercial lending – we can help meet your financial needs and complement the services you are receiving from Corporate Trust Services.”

To learn how the Custody Group of U.S. Bank Institutional Trust & Custody can help you, please contact your Account Manager, who can refer you to a U.S. Bank Institutional Trust & Custody representative or contact Larry Woodcock directly at (513) 632-4603 or [lawrence.woodcock@usbank.com](mailto:lawrence.woodcock@usbank.com).

## U.S. Bank TrustNow Essentials Provides Convenient Online Account Access

**T**his fall, we introduced U.S. Bank TrustNow Essentials to Corporate Trust Services customers who had previously used U.S. Bank Access. The new application allows users to receive account information through the Internet, providing timely access to statements and streamlined reporting capabilities.

### Nuts and Bolts

Once you’re connected to U.S. Bank TrustNow Essentials, we think you’ll enjoy its convenience and simplicity. Just log on to [usbank.com/trustnowessentials](http://usbank.com/trustnowessentials) and click on “Account Login.”

Type in your secure user identification and password to gain access to the system. You can schedule the delivery

of reports online and have them downloaded to your Essentials Inbox. You may also choose from multiple formats, including Microsoft Excel, Access, PDFs and more, making it easy to transfer the information to your financial or other software.

Would you like to receive an electronic version of your account statement? Simply download it through

## Customer Focus

# City of Saint Paul Benefits from Close Ties with U.S. Bank

“The City of Saint Paul, a long-time Corporate Trust Services customer, has benefited from its many relationships with U.S. Bank,” says Barbara Maynard, Saint Paul city treasurer.

“Having our general account with Government Banking at U.S. Bank makes it easier to complete transactions with Corporate Trust Services and Institutional Trust & Custody,” she explains. “For example, when money has to change hands, one of those departments can just debit or credit our general account, instead of us having to initiate a wire. It makes it very simple for us.”

“The City of Saint Paul saves money on transaction fees because of its multiple relationships with U.S. Bank,” agrees Joanne Fischer, U.S. Bank Corporate Trust Services account manager for the city. “It also saves the city’s staff time and effort. For instance, if we’re expecting funds from the city and they haven’t arrived yet, we can directly contact another area of the bank to find out whether the transaction has been initiated, rather than having to involve the city.”

Maynard adds that relying on the bank for that kind of service allows the city to function with a smaller staff. “As our staff has gotten smaller, we depend more and more on the bank,” she says. “We’re really happy with the services that U.S. Bank provides.”

## The Relationships

**Corporate Trust Services** typically acts as trustee, registrar and paying agent on the City of Saint Paul’s bond issues. “Many of their bond issues are conduit issuances, where the city acts as the issuer on the bond, but the borrower is somebody other than the city – usually a developer,” explains Fischer. “The city always tries to get the developers to use U.S. Bank Corporate Trust Services as trustee in those cases. It

gives the city some comfort knowing we’re trustee. And, since many of those developers are also our clients, it works very smoothly.”

**Institutional Trust & Custody’s** securities lending program especially pleases the city. “It’s a nice stream of revenue that we hadn’t had



Photo courtesy of Jan Geisen.

*Saint Paul Riverfront.*

before,” Maynard explains. “A few years ago we made about \$100,000 with that program. Last year and this year, it’s been less, but it’s still nice to put your investments to work while they’re sitting in a custody account.”

Lynn Moser, cash manager with the city, is enthused about TrustNow, which allows the city to download up-to-date custody reports. “You can see all the purchases and sales posted that day,” she comments, adding, “It’s really a nice tool to have.”

**Government Banking** is the area that the city deals with most often on a day-to-day basis. “The lockbox services save our staff a lot of time, and control disbursement helps us pinpoint available cash for investing,” Maynard says.

## Cementing Ties

“Having team members throughout the bank who know each other helps U.S. Bank serve the City of Saint Paul – and the bank’s other clients – better,” says Fischer. “We develop a more thorough understanding of our clients’ needs and are better able to anticipate what additional products or services they might desire.”

To find out how other areas of U.S. Bank can help you, please contact your Corporate Trust Services Account Manager.

*Relying on the bank allows the city to function with a smaller staff.*

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TrustNow Essentials – it will be an exact replica of the paper statement you receive through regular mail.

## For More Information

We’ll be making U.S. Bank TrustNow Essentials available to new users in first quarter 2003. If you’re interested in signing up for this service, please contact your Account Manager.

## State Street Acquisition

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our ability to meet your financial and custodial needs.

The transition is expected to be seamless, since both State Street and U.S. Bank use the same technology

platforms, ensuring a smooth transition of systems, files and processes to the new operating environment.

## Count on Us

U.S. Bank Corporate Trust Services is committed to

providing its new and current customers with the high level of quality services they’ve come to expect. Please contact your Account Manager if you have any questions.

# Spotlight on the Southeast Region

U.S. Bank has expanded its products and services throughout most of the country. One of the areas where it has established a strong foothold is in the Southeast.

The Southeast Region of U.S. Bank Corporate Trust Services covers southwestern Kentucky, Tennessee, Georgia, Florida, Alabama, South Carolina and Mississippi, with offices in Nashville, Atlanta and Ft. Lauderdale.

## Areas of Expertise

“The offices in the Southeast administer municipal and corporate financings as well as various types of corporate escrows,” says Teresa L. Davis, vice president and Southeast manager. “In addition, we’ve leveraged a large market share of housing financings, especially in Florida.

“We’ve also developed an expertise in pooled financing, certificates of participation, resource recovery transactions, health care and corporate debenture,” says Davis. “We’re always finding ways to meet the corporate trust needs of our customers.”

## A Team with Staying Power

Officers in the Southeast region have an average of more than 15 years of corporate trust experience each. “Our greatest strength is the relationships that the Southeast region Account Managers have with their customers,” Davis says. “But also important is the strength of the relationship that the staff has with one another.



From left: Christine Harder, Tim Hammond and Mary Willis.



From left: Scott Schuble, Teresa Davis and Pete Fowler.

“Most of us have been working together for many years,” Davis says. “Because we respect each other and mesh so well as a team, that spirit of cooperation is reflected in the service we provide to our customers.”

“It’s been wonderful to see how well our Southeast Corporate Trust group works together as a team to deliver the service our customers have always expected,” says Dennis Egan, senior vice president and regional manager. “They work with very high degrees of energy and enthusiasm no matter what the type of financing, from the standard to the most complex. The Southeast is an exciting market for U.S. Bank, and it is clear to me that we have what it takes to be successful.”

If you’re in the neighborhood of any of the U.S. Bank Corporate Trust Services offices in Nashville, Atlanta or Ft. Lauderdale, stop by for some Southern hospitality. If you have questions about corporate trust services, please contact your Account Manager.

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Comments and suggestions for the newsletter are welcome and should be forwarded to Kathleen Engesser, Marketing Manager, U.S. Bank Corporate Trust Services, (651) 244-8440 (phone) or kathleen.engesser@usbank.com (e-mail). For more information, visit our Web site at [usbank.com/corporatetrust](http://usbank.com/corporatetrust).

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