



# NEWS

# Press Release

## *14th Annual Bank Asset/Liability Management Compensation Survey*

Charlotte, NC., June 15, 2008 (BUSINESS WIRE) - *Southeast Consulting, Inc.*'s 14th annual *Asset/Liability Management Compensation Survey* is now complete. The 2007 ALM Compensation Survey has been published in its entirety in the July 2008 issue of our *Bank Asset/Liability Management Newsletter*. Over the past decade, industry & professional human resource recruiters have used this annual survey as a valuable compensation-benchmarking tool. Excerpts from this year's complete survey are outlined below:

***"A/L Managers' Salary Increases 2.9 Percent During 2007** - The most eye-popping statistic in this year's BALM compensation survey is the dip in the median salary increase for A/L managers. 2007 saw a median salary increase of 2.9 percent versus a median increase of over 4 percent during 2006. For the most part, U.S. banks put the brakes on salary increases in the past year. Incentive compensation and cash bonuses were down also. Specifically, bonuses dropped over \$2,000 during 2007 to an average of \$6,400 for both managers and vice presidents of ALM. Total compensation for most ALM practitioners took a hit in 2007, with total compensation increases during 2007 ranging from a high of 2.7 percent for ALM analysts to a low of 0.5 percent for chief financial officers. Overall, ALM compensation levels are climbing at a much slower pace than in the past few years with bonus compensation down significantly. This is a stark contrast to previous years when increases in performance-based compensation contributed to higher pay levels for A/L managers, banking treasurers, controllers, and CFOs."*

The complete 2007 ALM Compensation Survey can be ordered directly from *SCI* for \$99.95 including shipping & handling.

Established in 1992 and headquartered in Charlotte, NC, *Southeast Consulting, Inc.* is a financial and technology consultancy whose primary mission is to assist clients in the solution of complex financial, business and technology problems through the use of advanced financial management techniques and the application of state-of-the-art technology and security techniques. From a strategic standpoint, *SCI* continues to expand the company's client base and market presence while enhancing the corporation's reputation as a world-class consulting firm. *SCI's* founding vision and philosophy is to *maintain a business partner relationship with key clients by providing high quality, cost efficient world-class publishing and consulting services.*

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