



DATE: April 4, 2017  
 TO: Managing Officers & Human Resources Directors  
 FROM: James M. Meredith, Executive Vice President/COO  
 RE: **2017 Financial Institutions Compensation & Benefits Survey**

The New Jersey Bankers Association is pleased to partner again with Crowe Horwath LLP to provide you the **2017 Financial Institutions Compensation & Benefits Survey**. Last year’s survey was well received by our members and demonstrated the value of detailed information on salaries, benefits and human resource practices. We strongly encourage your participation. With completion and purchase of this survey, you will obtain descriptions and useful benchmarks of compensation for 239 positions. You will also better understand the compensation, incentives, benefits and human resource practices of financial institutions. By participating in the survey, members will receive the survey results at a substantial discount and you will help make the survey better for all participants. Please be assured that any information provided will be retained confidentially and securely!

We appreciate your participation in the survey and we are offering the survey reports at a significant savings to participants. In addition to a report for the state of New Jersey, Crowe will also have a Comprehensive Report available based on financial institutions in multiple states.

COMPENSATION & BENEFITS REPORTS	Participant		Non-Participant	
	Member	Non-Member	Member	Non-Member
State - Includes PDF & Printed Report	\$250	\$650	\$450	\$800
State – PDF Report Only	\$200	\$600	\$400	\$750
Regional or National Report Includes PDF & Printed Report	\$650	\$650	\$1,150	\$1,400
Regional or National Report – PDF Only	\$600	\$600	\$1,110	\$1,350

**Please use this link <https://www.crowehorwath.com/compsurvey2017-NJBA/> for additional details and to download the survey.**

**Angela Snyder**  
*Chairwoman*  
 Chairwoman/CEO  
 Fulton Bank of New Jersey  
 Mt. Laurel, NJ

**James S. Vaccaro**  
*First Vice Chairman*  
 Chairman/President/CEO  
 Manasquan Bank  
 Wall Township, NJ

**William Moss**  
*Second Vice Chairman*  
 President/CEO  
 Two River Community Bank  
 Tinton Falls, NJ

**John E. McWeeney, Jr.**  
*President/CEO*  
 New Jersey Bankers Association  
 Cranford, NJ