



2002 Brokerage  
Commission Study

(FD) Terry W. [unclear]  
10/2004

Ohio [66% of Total]

National		
Paine Webber	\$620 thou	\$620,000
Prudential	620 thou	
Salomon Smith B	620 thou	
Merrill Lynch	600 thou	
SG Cowen	550 thou	
Morgan Stanley	550 thou	
Lehman Bros.	540 thou	7

Regional		
Boyt. Baird	575 thous.	
A.G. Edwards	575 thous.	
M & Donald	575 thous.	
Ferris Baker	575 thous.	
Raymond James	575 thous.	
Seawood Mayer	575 thous.	
U.S. Discount	575 thous.	
Legg Mason	325 thous.	
Midwest Research	275 thous.	
Mantra Watson	250 thous.	
First Union	225 thous.	
Fifth Third	75 thous.	
Financial Asset	75 thous.	
advent.	70 thous.	

14

\* projected numbers are based on \$14,125,000 in commissions ANNUAL

# 2002 Brokerage Commission Goals

Minority [12% of Total]

SBK Brooks	\$210 Thous.
Chapman	210 Thous.
Magna	210 Thous.
MR Beal	210 Thous.
Williams	210 Thous.
Greentree	210 Thous.
GRW	165 Thous.
Armes	135 Thous.
Brean	<u>135 Thous.</u>

9

\$1695<sup>00</sup>  
(Based on Total  
Commissions of \$4,125)

3.135 MM  
= NOW

2002 Brokerage  
Commission Goals

(FD) Terry Hooper  
10/2004

Ohio [66% of Total]

National

Paine Webber	\$620 thou	\$620,000
Prudential	620 thou	
Salomon Smith B	620 thou	
Merrill Lynch	600 thou	
SG Cowen	550 thou	
Morgan Stanley	550 thou	
Lehman Bros.	540 thou	7

Regional

Bobt. Baird	575 thous.
A.G. Edwards	575 thous.
M <sup>c</sup> Donald	575 thous.
Ferris Baker	575 thous.
Raymond James	575 thous.
Seawood Mayer	575 thous.
U.S. Discount	575 thous.
Levy Mason	325 thous.
Midwest Research	275 thous.
Mantor Watson	250 thous.
First Union	225 thous.
Fifth Third	75 thous.
Financial Asset	75 thous.
advt.	70 thous.

\* projected numbers are based on \$14,125,000 in commissions annual

# 2002 Brokerage Commission Goals

Minority [12% of Total]

SBK Brooks	\$210 Thous.
Chapman	210 Thous.
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\$1695<sup>00</sup>  
(Based on Total  
Commissions of \$4,125,000)

3.135 MM  
= NOW