

NICK LAPUMA RANKED #1 IN 2023 KEHRER GROUP TOP DIRECTORS AWARDS

Corning, N.Y. – Nick LaPuma, President of Corning Credit Union Wealth Strategies, ranked #1 in the Kehrler Group 2023 Top Directors Awards for credit unions for the second consecutive year. Kehrler Group, a research and consulting firm, utilizes more than 50 metrics – including revenue, productivity, and year-over-year growth measures – to recognize outstanding performance among providers of investment services in financial institutions.

LaPuma, who joined Raymond James in 2007, has more than 15 years of experience in financial services. He is an Accredited Asset Management Specialist.

To reach LaPuma or the advisors at Corning Credit Union Wealth Strategies, more information can be found at www.raymondjames.com/ccu/ or by calling 607.937.5292.

About Kehrler Group Top Directors Awards (2023)

2023 Kehrler Group Top Directors in Credit Unions Awards were released on 10/2/2023 and are based on data from 2022. Kehrler Group considered 58 nominees in the credit union affiliated category and selected 5 winners who best exemplified distinguished efforts in driving growth to the financial institutions they support. The metrics used to determine the winners include the extent to which the practice is growing the business while producing sufficient revenue relative to its opportunity. The metrics also include whether the practice is achieving the objectives of producing more advisory and insurance business, reducing the number of clients served by each advisor and the size of branch territories and increasing revenue per client and the ROA (Return on Assets). Other criteria includes: Revenue penetration of deposits - revenue per million of FDIC core deposits or NCUA share deposits, Year-over-year growth in revenue - 2021 revenue divided by 2020 revenue, Advisor revenue productivity - gross revenue per advisor, Advisor asset productivity - assets per advisor, Advisory revenue per advisor, Life insurance revenue per advisor, Clients per advisor, Revenue per client, Investment assets per client, Asset productivity- revenue on assets and Advisor coverage - deposits per advisor. The ranking may not be representative of any one client's experience, is not an endorsement, and is not indicative of advisor's future performance. Neither Raymond James nor any of its Financial Advisors pay a fee in exchange for this award/rating. Kehrler Group is not affiliated with Raymond James.

About Raymond James Financial

As of 6/20/2023. Raymond James Financial, Inc., (NYSE: RJF) is a leading diversified financial services company providing private client group, capital markets, asset management, banking and other services to individuals, corporations, and municipalities. The company has approximately 8,700+ financial advisors throughout the United States, Canada and overseas. Total client assets are \$1.28 trillion. Public since 1983, the firm is listed on the New York Stock Exchange under the symbol RJF. Additional information is available at raymondjames.com.

About the Financial Institutions Division

The Financial Institutions Division was established by Raymond James in 1987 to provide banks and

credit unions with an alternative to traditional third-party investment providers. Raymond James provides full-service securities brokerage and advisory services to financial institutions seeking to compete with the largest banks and securities firms in the country. In addition to a full complement of investment products and services, Raymond James has the ability to deliver investment banking, public finance, research, self-clearing capabilities and wealth management services to both individuals and institutions.

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