

was 2.0310%, an increase of 1.6% from 2.0000% in 2003. Their top-quartile insurance-to-fee income ratio was 5.1813%, up from 4.9213% in 2003.

Among banks between \$100-\$300 million in assets, the top 5 leaders in insurance brokerage fee income to noninterest fee income were Finance and Thrift Company (CA), Citizens State Bank (IN), First State Bank, Industry State Bank (TX), and American State Bank and Trust of Dickinson (ND). Their insurance brokerage fee income was between 68% and 84% of their noninterest fee income.

Under \$100 Million in Assets

In 2004, mean insurance to noninterest income among banks under \$100 million in assets was 7.7967%, a 3.5% increase from 7.5343% in 2003. The median performance ratio was 3.3106%, a 1.0% increase from 3.2787% in 2003. For top-quartile producers, insurance brokerage fee income reached at least 8.1487% of noninterest income, up from 7.8390% in 2003.

Among banks under \$100 million in assets, the top 5 leaders in insurance brokerage fee in-

come to noninterest income were Minnesota First Credit and Savings, Incorporated (MN), Banco Popular, N.A. (FL), Chambers State Bank (NE), St. Martin National Bank (MN), and Scribner Bank (NE). Their insurance brokerage fee income was between 87% and 97% of their noninterest income.

Average insurance to fee income for banks with less than \$100 million in assets was 7.9077% in 2004, a 2.4% increase from 7.7217% in 2003. Their median ratio for insurance to fee income was 3.3840%, a 0.2% decrease from 3.3898% in 2003. Insurance brokerage fee income started at 8.1564% of fee income for the top quartile, up from 7.9646% in 2003.

Among banks under \$100 million in assets, the top 5 leaders in insurance brokerage fee income to noninterest fee income were Banco Popular, N.A. (FL), Minnesota First Credit and Savings, Incorporated (MN), Chambers State Bank (NE), St. Martin National Bank (MN), and Scribner Bank (NE). Their insurance brokerage fee income was between 87% and 100% of their noninterest fee income.

INSURANCE BROKERAGE FEE INCOME - 2004						
Bank Participation by Region						
REGION	REPORTING INS. BROKERAGE FEE INCOME		INSURANCE BROKERAGE FEE INCOME	% OF TOTAL INSURANCE BROKERAGE FEE INCOME	MEAN INSURANCE BROKERAGE FEE INCOME	MEDIAN INSURANCE BROKERAGE FEE INCOME
	NUMBER	PERCENT				
NORTHEAST	178	37.2%	\$1.06 billion	29.3%	\$5,964,815	\$74,000
MIDATLANTIC	206	42.5%	\$713.6 million	19.7%	\$3,463,966	\$32,500
SOUTHEAST	656	50.0%	\$1.11 billion	30.5%	\$1,686,082	\$25,000
MIDWEST	1,962	53.2%	\$473.9 million	13.1%	\$241,553	\$17,000
SOUTHWEST	697	52.6%	\$131.3 million	3.6%	\$188,339	\$19,000
WEST	180	22.5%	\$141.3 million	3.9%	\$785,022	\$18,000
ALL	3,879	48.0%	\$3.63 billion	100.0%	\$935,263	\$20,000

Due to rounding, sums may not equal totals.

Bank Insurance Brokerage Fee Income and Participation by Region

As noted earlier, 3,879 or 47.95% of 8,089 banking organizations in the United States participated in insurance activities during 2004. Compared to 2003, there were 164 fewer banks in existence, and 59 fewer that recorded insurance brokerage fee income. These banks earned \$3.63 billion in insurance brokerage fee income increasing their insurance brokerage fee income

22.2% in 2004 from \$2.97 billion earned in 2003.

Nationally, the mean insurance brokerage fee income per institution was \$935,263 nationwide in 2004, an increase of 24.0% from \$754,099 in 2003. Median insurance brokerage income for 2004 was \$20,000, up 5.3% from \$19,000 achieved in 2003.