

**PENETRATION: Securities Brokerage Income Per Million Dollars of Deposits  
Top 50 Banks Nationally - 2XXX**

RANK	SEC. BROK. INC. PER MILLION DOLLARS OF DEPOSITS 2XXX	BANK	ASSETS	TOTAL SECURITIES BROKERAGE INCOME	TOTAL RETAIL DEPOSITS
( ALL DOLLAR AMOUNTS IN THOUSANDS )					
1	7.20%	The Haverford Trust Company	PA \$123,733	\$1,044	\$14,494
2	5.12%	Chase Bank USA, N.A.	DE \$77,748,330	\$83,880	\$1,637,858
3	3.30%	Essex Savings Bank	CT \$258,914	\$5,384	\$162,974
4	2.24%	United Bankers' Bank	MN \$339,580	\$3,313	\$147,603
5	2.13%	North Shore Community Bank & Trust	IL \$942,517	\$12,651	\$593,083
6	1.96%	TIB The Independent Bankersbank	TX \$1,860,032	\$4,127	\$210,363
7	1.91%	The Bank of New York	NY \$115,672,000	\$206,000	\$10,791,000
8	1.44%	First American Bank	AL \$3,431,010	\$26,888	\$1,864,247
9	1.33%	FortuneBank	MO \$106,770	\$891	\$66,874
10	1.21%	Silicon Valley Bank	CA \$6,165,841	\$51,794	\$4,284,655
11	1.21%	Wells Fargo HSBC Trade Bank, N.A.	CA \$1,642,527	\$306	\$25,341
12	1.17%	Delta Trust & Bank	AR \$216,177	\$1,730	\$148,405
13	0.93%	Farmers State Bank of Northern MO	MO \$99,210	\$705	\$75,911
14	0.92%	Mellon Bank, N.A.	PA \$39,674,139	\$71,018	\$7,723,031
15	0.80%	The Laredo National Bank	TX \$4,859,979	\$15,755	\$1,979,486
16	0.78%	Custodial Trust Company	NJ \$1,280,881	\$5,116	\$657,333
17	0.77%	BAC Florida Bank	FL \$958,429	\$3,055	\$397,351
18	0.69%	The Bank of Tullahoma	TN \$53,908	\$217	\$31,274
19	0.68%	Landmark Community Bank	TN \$53,498	\$194	\$28,556
20	0.63%	Bankers' Bank	WI \$406,348	\$578	\$91,682
21	0.60%	The First National Bank of Carmi	IL \$241,016	\$1,092	\$182,801
22	0.58%	Independent Bankers' Bank	IL \$530,828	\$1,282	\$219,425
23	0.55%	Bank of America, N.A.	NC \$1,312,794,218	\$2,917,015	\$529,632,125
24	0.52%	Iowa State Bank & Trust Company	IA \$589,821	\$1,942	\$377,024
25	0.51%	The Hardin County Bank	TN \$261,257	\$801	\$158,477
26	0.50%	JPMorgan Chase Bank, N.A.	OH \$1,318,888,000	\$1,846,000	\$371,681,000
27	0.49%	First National Bank of Muskogee	OK \$127,925	\$444	\$89,910
28	0.49%	Home Savings Bank	WI \$137,102	\$436	\$88,414
29	0.47%	Country Club Bank, N.A.	KS \$525,773	\$1,751	\$369,983
30	0.46%	First Tennessee Bank, N.A.	TN \$36,725,591	\$64,034	\$13,780,980
31	0.44%	Community Bank of Central Wisconsin	WI \$134,683	\$401	\$90,393
32	0.44%	State Street Bank and Trust Co.	MA \$134,001,964	\$50,108	\$11,374,693
33	0.44%	Warren-Boynton State Bank	IL \$99,971	\$272	\$62,440
34	0.43%	Summit Bank & Trust	CO \$46,655	\$104	\$24,267
35	0.41%	Countybank	SC \$230,526	\$621	\$151,276
36	0.41%	Greer State Bank	SC \$387,797	\$698	\$170,267
37	0.40%	Reliabank Dakota	SD \$125,791	\$385	\$95,327
38	0.40%	Lake Region Bank	MN \$102,842	\$314	\$79,269
39	0.39%	Dakota County State Bank	NE \$83,308	\$217	\$55,032
40	0.39%	Sturgis Bank & Trust Company	MI \$347,133	\$758	\$194,003
41	0.39%	Citizens National Bank of Hillsboro	TX \$125,955	\$263	\$68,075
42	0.38%	Community Security Bank	MN \$115,645	\$327	\$85,151
43	0.38%	Independent Banker's Bank of Florida	FL \$423,715	\$492	\$129,240
44	0.38%	Safra National Bank of New York	NY \$4,184,773	\$5,215	\$1,374,087
45	0.38%	First State Bank of St. Charles, MO	MO \$185,056	\$450	\$119,626
46	0.37%	The First National Bank of Livingston	TX \$223,558	\$633	\$170,469
47	0.37%	The Washington Trust Co. of Westerly	RI \$2,539,791	\$5,038	\$1,359,455
48	0.37%	State of Franklin Savings Bank	TN \$372,781	\$855	\$230,801
49	0.37%	First Minnetonka City Bank	MN \$167,318	\$459	\$124,808
50	0.36%	City National Bank	CA \$15,393,678	\$38,174	\$10,557,945