

TOP 100 BANKS IN INSURANCE BROKERAGE FEE INCOME Nationally

RANK	INSURANCE FEE INCOME JANUARY - DECEMBER		PERCENT CHANGE 2010 - 2011	BANK	ASSETS	% OF NONINTEREST INCOME	
	2011	2010					
(ALL DOLLAR AMOUNTS IN THOUSANDS)							
1	\$1,185,000	\$973,000	21.79%	Citibank, N.A.	NV	\$1,251,715,000	10.74%
2	\$836,932	\$799,385	4.70%	Branch Banking and Trust Company	NC	\$127,698,351	34.30%
3	\$256,643	\$190,069	35.03%	FIA Card Services, N.A.	DE	\$161,691,777	2.77%
4	\$176,778	\$186,127	-5.02%	Bank of America, N.A.	NC	\$1,312,794,218	0.95%
5	\$84,624	\$83,084	1.85%	Commerce Bank/North	NJ	\$4,856,937	57.19%
6	\$71,607	\$59,537	20.27%	National City Bank	OH	\$138,755,343	3.25%
7	\$71,560	\$68,555	4.38%	BancorpSouth Bank	MS	\$13,192,320	31.37%
8	\$70,509	\$73,234	-3.72%	Union Bank of California, N.A.	CA	\$55,156,870	8.65%
9	\$56,040	\$56,102	-0.11%	TD BankNorth, N.A.	ME	\$45,485,973	12.04%
10	\$41,765	\$53,543	-22.00%	Associated Bank, N.A.	WI	\$21,335,735	14.66%
11	\$40,719	\$35,804	13.73%	Eastern Bank	MA	\$6,796,787	43.04%
12	\$35,286	\$34,035	3.68%	Trustmark National Bank	MS	\$8,826,746	21.84%
13	\$33,304	\$23,962	38.99%	Bank of the West	CA	\$61,829,845	5.85%
14	\$31,334	\$48,715	-35.68%	First Tennessee Bank, N.A.	TN	\$36,725,591	3.80%
15	\$31,125	\$28,521	9.13%	The Frost National Bank	TX	\$13,632,996	12.25%
16	\$30,578	\$135,679	-77.46%	Chase Bank USA, N.A.	DE	\$77,748,330	0.52%
17	\$28,405	\$27,104	4.80%	Manufacturers and Traders Trust Co.	NY	\$64,072,546	2.90%
18	\$23,153	\$23,369	-0.92%	Banco Popular, N.A.	FL	\$90,405	90.89%
19	\$22,862	\$4,627	394.10%	Citibank (South Dakota), N.A.	SD	\$78,941,428	0.22%
20	\$22,513	\$31,229	-27.91%	Discover Bank	DE	\$30,700,142	0.75%
21	\$21,104	\$7,744	172.52%	Barclays Bank Delaware	DE	\$7,470,258	10.62%
22	\$20,717	\$3,241	539.22%	Capital One, N.A.	VA	\$97,517,902	1.74%
23	\$20,514	\$21,420	-4.23%	Bank of Hawaii	HI	\$10,447,867	8.38%
24	\$18,446	\$11,694	57.74%	HSBC Bank USA, N.A.	DE	\$184,491,526	1.16%
25	\$17,957	\$75,366	-76.17%	Compass Bank	AL	\$43,810,702	8.36%
26	\$14,803	\$345	4190.72%	R-G Premier Bank of Puerto Rico	PR	\$7,411,365	43.21%
27	\$14,123	\$12,740	10.86%	American Express Centurion Bank	UT	\$26,039,858	0.33%
28	\$14,019	\$11,368	23.32%	Towne Bank	VA	\$2,501,078	25.79%
29	\$13,380	\$6,577	103.44%	PNC Bank, N.A.	PA	\$124,782,289	0.61%
30	\$13,077	\$13,426	-2.60%	First Charter Bank	NC	\$4,854,243	16.70%
31	\$13,000	\$24,000	-45.83%	Wachovia Bank, N.A.	NC	\$653,269,000	0.14%
32	\$12,232	\$10,511	16.37%	Hancock Bank	MS	\$3,396,670	13.29%
33	\$12,009	\$4,333	177.15%	Carolina First Bank	SC	\$13,845,202	10.04%
34	\$11,969	\$66,000	-81.87%	Fifth Third Bank	OH	\$61,462,778	0.54%
35	\$11,323	\$13,305	-14.90%	First National Bank of Omaha	NE	\$9,249,836	2.17%
36	\$10,907	\$59,653	-81.72%	Keybank N.A.	OH	\$95,861,810	0.61%
37	\$10,711	\$11,074	-3.28%	Valley National Bank	NJ	\$12,720,722	10.64%
38	\$9,925	\$9,597	3.42%	The Oneida Savings Bank	NY	\$521,469	55.71%
39	\$9,568	\$9,609	-0.43%	Peoples Bank, N.A.	OH	\$1,875,432	29.57%
40	\$9,543	\$8,014	19.08%	The American Nat'l Bank of Texas	TX	\$1,635,865	31.54%
41	\$9,425	\$8,670	8.71%	Keystone Nazareth Bank & Trust Co.	PA	\$2,932,615	25.62%
42	\$9,014	\$18,689	-51.77%	Capital One Bank	VA	\$33,884,358	0.14%
43	\$8,711	\$8,122	7.25%	Spirit of America National Bank	OH	\$33,769	32.46%
44	\$8,609	\$7,990	7.75%	First-Citizens Bank & Trust Co.	NC	\$13,601,662	3.01%
45	\$8,436	\$9,152	-7.82%	Sunflower Bank, N.A.	KS	\$1,578,734	31.48%
46	\$8,004	\$293	2631.74%	RBS Citizens, N.A.	RI	\$128,863,082	0.56%
47	\$7,344	\$10,352	-29.06%	Comerica Bank	TX	\$62,539,056	0.81%
48	\$6,929	\$4,934	40.43%	First Bank	MO	\$10,856,617	6.72%
49	\$6,814	\$4,080	67.01%	Harleysville Nat'l Bank & Trust Co.	PA	\$3,887,951	16.41%
50	\$6,626	\$7,304	-9.28%	Sandy Spring Bank	MD	\$3,035,925	14.84%