MICHAEL WHITE ASSOCIATES
BANK INSURANCE CONSULTANTS
BANKINSURANCE.com

LPL FINANCIAL INSTITUTION SERVICES

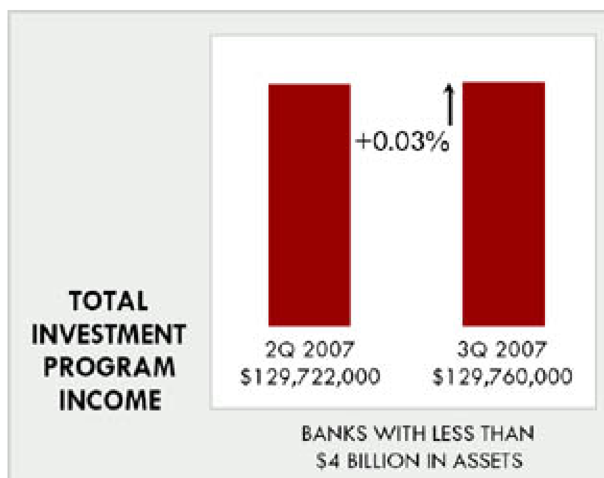
P R E S S   R E L E A S E

New *Michael White-LPL Financial Institution Services Report* Reveals Opportunity for Community Bank Investment Programs

FOR IMMEDIATE RELEASE – *Radnor, PA, and Charlotte, NC, December 21, 2007* – Community bank investment program income totaled $129.76 million in the third quarter of 2007, up slightly from second quarter's $129.72 million, according to a new report, the *Michael White-LPL Financial Institution Services Report: Community Bank Investment Programs.*

Issued quarterly by Michael White Associates, LLC (MWA) and sponsored by LPL Financial Institution Services, the report measures and benchmarks investment programs at community banks, i.e., those with assets under $4 billion, then, segments those community banks into five asset classes for further peer-analyses. The report is based on data reported by 7,563 commercial and FDIC-regulated savings banks operating on September 30, 2007.

"This report really pinpoints how effectively investment programs are functioning at community banks," said Arthur Osman, senior vice president of sales and relationship management, LPL Financial Institution Services. "The report's metrics, particularly those related to program productivity and density, are invaluable tools for financial institution management to gauge investment program strength."



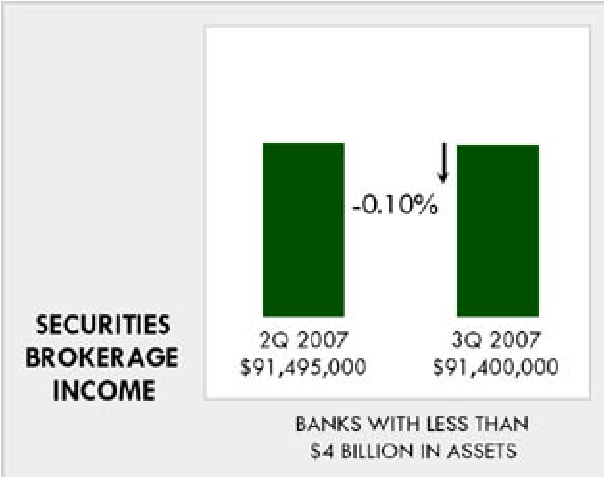
Community Bank Investment Programs 3Q2007

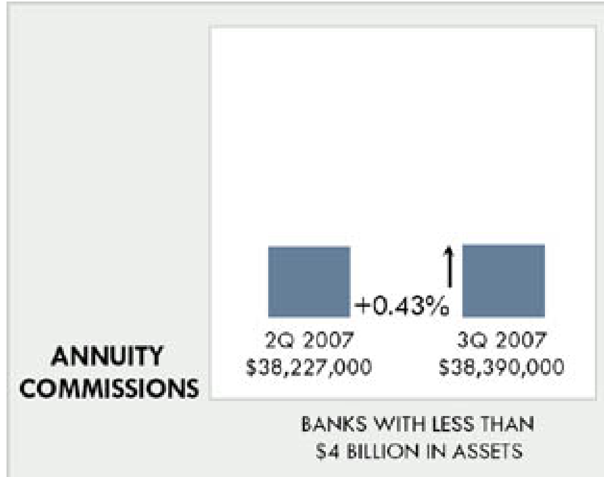
Program Production

At the end of third quarter 2007, 1,703 or 22.5% of community banks participated in investment program activities, producing $377.9 million in year-to-date (YTD) investment program income. While their third-quarter securities brokerage income was down 0.1% from $91.5 million to $91.4 million, community banks' annuity commissions were up 0.4% from $38.2 million in second quarter to $38.4 million in third quarter.

Banks with assets between $1 billion and $4 billion had the biggest increases in securities brokerage, annuity and investment program income. Their annuity income was up $895,000 or 5.0%, while their securities brokerage income was up $2.18 million or 5.3%. These increases resulted in a $3.1 million or 5.2% increase in their total investment program income.

-more-





SOURCE: Michael White – LPL Financial Institution Services Report: Community Bank Investment Programs 3Q2007

<u>Program Penetration</u>

The penetration of an investment program is measured as the amount of program revenue generated per million dollars of core or retail deposits. These deposits substitute as a measure of retail customers and the breadth of the customer relationship, since the data for retail customers or retail households are hard to obtain on a reliable, national, and standardized basis.

"Through third quarter 2007, community banks earned mean YTD investment program income of $721 per million dollars of retail bank deposits," said Michael White, president of Michael White Associates and author of the report. "In contrast, for the third quarter in a row that we've been able to measure it, big bank with assets over $4 billion continued to attain a higher mean YTD program penetration of $992 per million dollars of retail deposits, so there is opportunity for community banks to enhance their programs."

<u>Program Concentration</u>

Program concentration calculates the portion of total noninterest income attributable to a specific kind of noninterest fee income. This ratio enables us to know how concentrated or meaningful bank investment programs are within their banks' nonlending activities.

Banks with less than $4 billion in assets had a higher mean concentration of investment program income to noninterest income than larger banks in third quarter 2007. As a group, community banks achieved a concentration ratio of 7.1%, with banks under $100 million in assets achieving the highest mean ratio of program income to noninterest income of 8.0%. Large banks, those with assets greater than $4 billion, had a lower mean ratio of 5.8%, reflecting the fact that, in their case, they have more sources of noninterest income in larger volumes than just investment programs.

<u>Program Productivity</u>

Investment program productivity, which measures the amount of program fee income per bank employee, is one of several new benchmarks MWA is making available for the first time. Program productivity enables us to assess the relative generation of income among bank employees, the important human assets in generating customer referrals and the attendant fee income earned from those customer relationships.

Banks with assets between $300 million and $500 million ranked highest in third-quarter year-to-date mean bank employee productivity, earning $1,589 per bank employee.

-more-

Program Density

Program density, another new benchmark MWA is making available for the first time, calculates the amount of program fee income per domestic banking office. Program density evaluates the relative density of program income among banking locations, the critical physical assets in generating investment program income.

Banks with assets between $500 million and $1 billion ranked first in mean program density, as they earned mean $28,252 per banking office year-to-date.

Annuity Product Mix and Penetration

Annuity commissions constituted 28.7% of year-to-date community bank investment program income at the end of the third quarter of 2007. For the third quarter only, annuity income's share of investment program income was 29.6%, barely changed from 29.5% in second quarter, but up more than two-and-a-half points from 27.0% in first quarter.

Community banks with assets between $1 billion and $4 billion had the highest year-to-date annuity mix, with 30.5% of total investment program income coming from annuity commissions. With 11.3% of program income from annuities, the big banks with assets in excess of $4 billion had a considerably lower mix of annuity commissions in their programs.

Of the 1,703 community banks that reported earning investment program income, 975 banks or 57.3% reported earning annuity commissions, and 208 banks or 12.2% reported earning annuity income only. This latter finding of 208 banks reporting only annuity income would seem indicative of banks that have only platform annuity or licensed bank employee (LBE) programs and not full-product investment programs.

###

About Michael White Associates
Michael White Associates, LLC (MWA) is a bank insurance consulting firm headquartered in Radnor, PA, and online at www.BankInsurance.com. The *Michael White-LPL Financial Institutions Report: Community Bank Investment Programs*™ is a quarterly report on the year-to-date performance of community banks' retail investment programs. Produced by Michael White and Michael White Associates, LLC (MWA) and exclusively sponsored by LPL Financial Institution Services, this report measures and benchmarks community banks' performance in generating securities brokerage and annuity fee income.

About LPL Financial Institution Services
As the nation's largest provider of third-party investment services to banks and credit unions (based on relationships), LPL Financial Institution Services offers insurance and investment services to approximately 800 financial institutions nationwide. Bringing together UVEST Financial Services and the financial institution arm of LPL, LPL Financial Institution Services combines two industry front-runners into one clear leader with a singular focus on financial institutions. Through a combination of high-tech solutions and high-touch service, LPL Financial Institution Services provides unbiased product expertise and proven program management tailored to meet the unique needs of each client. UVEST Financial Services Group, Inc. and Linsco/Private Ledger Corp. are registered broker/dealers and FINRA/SIPC member firms.

About LPL Financial Services
Linsco/Private Ledger Corp. (LPL) is committed to providing its financial advisors with the tools they need to offer the highest quality of independent investment advice. LPL has ranked first among independent broker/dealers for 11 consecutive years by Financial Planning Magazine (June 1996-2006, based on total revenues). With over 2,200 staff members headquartered in Boston, San Diego and Charlotte, LPL offers non-proprietary investment products, unbiased research and wealth management services to retail clients and the clients of its approximately 800 financial institutions through more than 10,000 advisors nationwide. LPL financial advisors manage assets totaling more than $232 billion as of October 31, 2007, for their clients. For additional information about LPL, visit www.lpl.com.

For additional information contact:

Michael D. White, Ph.D., CLU, ChFC
President
Michael White Associates, LLC
823 King of Prussia Road
Radnor, PA 19087
Phone: (610) 254-0440
Email: MWA@BankInsurance.com

Heather Randolph Carter
Vice President, Corporate Marketing
LPL Financial
200 S. College Street, 21st Floor
Charlotte, NC 28202
Phone: (704) 733-3822
Email: heather.carter @lpl.com