

TOP 100 BANKS IN INSURANCE BROKERAGE FEE INCOME

Nationally

RANK	INSURANCE FEE INCOME JANUARY - DECEMBER		PERCENT CHANGE 2110-2111	BANK		ASSETS	% OF NONINTEREST INCOME
	2111	2110					
(ALL DOLLAR AMOUNTS IN THOUSANDS)							
1	\$933,070	\$930,372	0.29%	Branch Banking and Trust Company	NC	\$168,867,640	42.08%
2	\$805,000	\$743,000	8.34%	Citibank, N.A.	SD	\$1,288,658,00	4.63%
3	\$139,489	\$139,131	0.26%	Discover Bank	DE	\$67,778,524	9.71%
4	\$133,884	-\$435,516	N/A	FIA Card Services, N.A.	DE	\$196,748,594	4.16%
5	\$100,377	\$90,616	10.77%	Bank of America, N.A.	NC	\$1,482,278,25	0.37%
6	\$87,326	\$82,602	5.72%	BancorpSouth Bank	MS	\$13,620,949	35.84%
7	\$65,692	\$50,228	30.79%	First Niagara Bank, N.A.	NY	\$32,750,610	27.10%
8	\$56,446	\$55,427	1.84%	Eastern Bank	MA	\$7,812,916	43.09%
9	\$53,268	\$50,253	6.00%	TD Bank, N.A.	DE	\$188,912,554	3.86%
10	\$44,182	\$41,662	6.05%	Associated Bank, N.A.	WI	\$21,715,012	14.57%
11	\$42,132	\$36,672	14.89%	Compass Bank	AL	\$63,311,543	5.37%
12	\$41,000	\$14,000	192.86%	Wells Fargo Bank, N.A.	SD	\$1,161,490,00	0.14%
13	\$36,402	\$35,638	2.14%	Manufacturers and Traders Trust	NY	\$76,887,082	2.80%
14	\$35,581	\$34,175	4.11%	The Frost National Bank	TX	\$20,372,139	13.19%
15	\$34,094	\$24,310	40.25%	Towne Bank	VA	\$4,081,771	34.57%
16	\$30,005	\$27,378	9.60%	Bank of the West	CA	\$62,408,304	6.37%
17	\$27,691	\$26,966	2.69%	Trustmark National Bank	MS	\$9,612,081	18.85%
18	\$26,272	\$16,022	63.97%	PNC Bank, N.A.	DE	\$263,309,559	0.56%
19	\$24,976	\$21,953	13.77%	Barclays Bank Delaware	DE	\$15,264,882	7.63%
20	\$20,021	\$18,953	5.63%	Fifth Third Bank	OH	\$114,540,379	0.78%
21	\$20,000	\$15,000	33.33%	JPMorgan Chase Bank, N.A.	OH	\$1,811,678,00	0.06%
22	\$17,944	\$3,606	397.62%	First Tennessee Bank, N.A.	TN	\$24,563,405	2.47%
23	\$15,626	\$11,334	37.87%	Valley National Bank	NJ	\$14,186,679	15.75%
24	\$14,870	\$13,476	10.34%	National Penn Bank	PA	\$8,810,607	14.44%
25	\$13,010	\$12,386	5.04%	First National Bank of Omaha	NE	\$13,433,098	2.09%
26	\$12,537	\$11,039	13.57%	Hancock Bank	MS	\$5,081,726	10.36%
27	\$11,603	\$10,515	10.35%	The Oneida Savings Bank	NY	\$664,055	47.26%
28	\$10,599	\$9,690	9.38%	First-Citizens Bank & Trust Company	NC	\$20,566,395	2.61%
29	\$10,504	\$9,941	5.66%	The Adirondack Trust Company	NY	\$909,063	60.25%
30	\$9,265	\$8,846	4.74%	Peoples Bank, N.A.	OH	\$1,830,322	28.12%
31	\$9,050	\$8,330	8.64%	Univest National Bank and Trust Co.	PA	\$2,175,333	26.71%
32	\$8,956	\$5,965	50.14%	Scotiabank de Puerto Rico	PR	\$6,920,242	8.71%
33	\$8,713	\$8,576	1.60%	Comerica Bank	TX	\$60,970,527	1.08%
34	\$8,458	\$6,050	39.80%	HSBC Bank USA, N.A.	VA	\$206,009,683	0.30%
35	\$8,254	\$8,140	1.40%	Soy Capital Bank and Trust Company	IL	\$386,527	41.88%
36	\$7,843	\$6,737	16.42%	Regions Bank	AL	\$128,372,729	0.43%
37	\$7,835	\$6,511	20.33%	RBS Citizens, N.A.	RI	\$107,835,697	0.64%
38	\$7,374	\$2,987	146.87%	Glens Falls National Bank and Trust	NY	\$1,674,323	32.41%
39	\$7,185	\$6,465	11.14%	Beneficial Mutual Savings Bank	PA	\$4,922,436	31.35%
40	\$7,163	\$6,965	2.84%	The American National Bank of Texas	TX	\$2,334,659	18.97%
41	\$7,040	\$6,531	7.79%	International Bank of Commerce	TX	\$9,833,344	4.48%
42	\$6,884	\$6,202	11.00%	Bristol County Savings Bank	MA	\$1,338,757	61.96%
43	\$6,535	\$4,292	52.26%	Merrick Bank	UT	\$1,320,230	8.96%
44	\$6,503	\$55	11,723.64%	Sunflower Bank, N.A.	KS	\$1,733,783	25.39%
45	\$6,459	\$5,755	12.23%	American Express Centurion Bank	UT	\$35,152,624	0.17%
46	\$6,191	\$4,047	52.98%	First Savings Bank of Perkasio	PA	\$1,033,806	49.13%
47	\$6,180	\$5,466	13.06%	Northwest Savings Bank	PA	\$8,174,829	10.41%
48	\$6,018	\$5,770	4.30%	S&T Bank	PA	\$4,099,939	12.49%
49	\$5,954	\$5,551	7.26%	Fairfield County Bank	CT	\$1,557,406	31.68%
50	\$5,949	\$5,495	8.26%	City National Bank of West Virginia	WV	\$2,753,165	11.30%