



Median Investment Income Gained In the 2nd Quarter

Median income from the sale and servicing of mutual funds and annuities ('investment income') gained in all asset-size groups in the second quarter—as did the overall median.

The median figure at 1,793 banks and thrifts that reported some investment income was \$38,000, up 15 percent from \$33,000 in the 1st quarter. Industry volume, on the other hand, was \$1,442 million, virtually unchanged from \$1,443 million in the previous quarter.

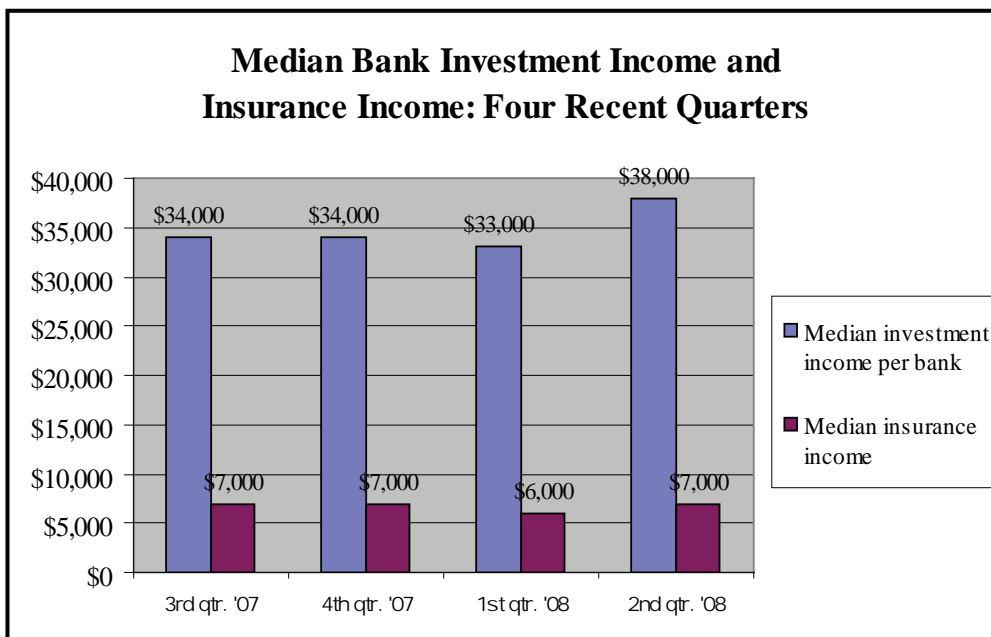
Bank of America (NC) again was the leading program among operating banks and thrifts with \$487.42 million in investment income, up 3 percent from \$475.08 million in the 1st quarter. It was followed by Wachovia Bank (NC) (\$146.00 million), Wells Fargo Bank of South Dakota (\$94.00 million), Ohio's US Bank (\$51.56 million), and PNC Bank NA (PA) (\$46.04 million). These figures come from analysis of FDIC call reports. (See page 15.)

Wachovia still tops in annuities, but fees commissions fall

Once again, Wachovia Corporation earned more commissions from annuity sales than any U.S. bank holding company (BHC)—by a wide margin. The North Carolina bank reported \$170.00 million in fees and commission from annuity sales, down from \$194.00 million in the 1st quarter. (See the table on page 12 for the top 50 bank holding companies.)

Wachovia was followed by JPMorgan Chase & Co. (\$97.00 million), Suntrust Banks

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(\$30.95 million), Bank of America Corp. (\$29.84 million), and Wells Fargo & Co. (\$28.00 million).

This is the sixth quarter that bank holding companies and operating commercial banks and savings banks (see page six) have reported annuity fees and commissions to the government. BHCs report to the Federal Reserve Board, operating banks to the FDIC.

At the operating bank level, 946 commercial banks and savings banks reported some annuity income—for a total of \$281.00 million, up 5 percent from \$267.57 million in the previous quarter.

Securities brokerage flat

Beginning in 2007, operating commercial banks and savings banks, as well as BHCs, also report fees and commissions from securities brokerage. (See pages seven and 13.) Overall, 1,493 commercial banks and savings banks reported some securities brokerage income in the 2nd quarter—for a total of \$1,905.14 million, down 1 percent from \$1,918 million in the previous quarter. The leader once again was Bank of America NA, which reported \$734.32 million. (BofA reported \$853.49 million at the bank holding level. The company has extensive non-branch securities sales that inflate its numbers.)

Insurance volume dips

Meanwhile, insurance revenues decreased 2 percent—from \$1.20 billion to \$1.19 billion—at the 2,664 commercial banks and savings banks that reported some insurance activity. The median insurance figure was \$7,000, up from \$6,000 in the previous quarter.

The leading commercial bank in insurance income (thrifts don't report insurance activity) once again was Citibank NA with \$375.00 million, up 2 percent from \$368.00 million in the 1st quarter. It was followed by Branch Banking & Trust of North Carolina (\$222.47 million)—up 11 percent—Bank of America (\$46.91 million), JP Morgan Chase (\$34.00 million) and Wells Fargo (\$25.00 million). This does not include Delaware credit-card banks, although they are included in the table on page 14.

Investment income by asset-size groups

Returning to 'investment income,' median revenues

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gained in all asset-size groups.

Among the 70 largest banks and thrifts, each with more than \$10 billion in assets, the median figure was \$3.05 million, up from \$2.96 million in the previous quarter. The 35th ranking institution, in other words, had \$3.05 million in income from the sale and servicing of mutual funds and annuities in the 2nd quarter of 2008.

Among 296 banks and thrifts with assets between \$1 billion and \$10 billion, the median figure was \$161,000, up from \$133,000 in the 1st quarter of 2008. The leaders in this size category were New York's Signature Bank (\$3.79 million), Hancock Bank of Mississippi (\$2.88 million), UMB Bank NA of Missouri (\$2.72 million), First Niagara Bank of New York (\$2.36 million), First NB of Pennsylvania (\$2.10 million) and Connecticut's NewAlliance Bank (\$1.99 million).

Among 348 institutions with assets between \$500 million and \$1 billion, the median was \$59,000, up from \$51,000 in the previous quarter. The 174th ranking institution, in other words, had \$59,000 in gross commissions from mutual fund and annuity sales in the 2nd quarter. The leaders in this size category were Country Club Bank NA of Kansas (\$536,000), Iowa State Bank & Trust (\$491,000), Pennsylvania's Peoples Bank (\$469,000), First Citizens NB of Tennessee (\$421,000), and Anchor Bank St. Paul of Minnesota (\$420,000).

Among 419 banks and thrifts with assets between \$250 million and \$500 million, the median figure was \$34,000, up from \$32,000 in the previous quarter. The leaders here were Essex Savings Bank of Connecticut (\$1,436,000), Bank Midwest Minn/Iowa (\$844,000), Texas' Bank & Trust SSB (\$519,000), Greer State Bank of South Carolina (\$352,000), and First Federal Savings Bank of Illinois (\$278,000).

There were 660 banks and thrifts with less than \$250 million in assets that reported some income from annuity and mutual fund sales. The median among these institutions was \$12,000, up from \$11,000 in the previous quarter. The 330th ranking institution, in other words, had \$12,000 in gross commissions from annuity and fund sales in the 2nd quarter of 2008. The leader in this group was Illinois' First NB of Carmi with investment income of \$287,000.

Insurance by asset-size group

Median insurance production rose in almost all asset-size groups.

Among the 62 largest operating banks, each with more than \$10 billion in assets, the median revenue figure was \$1.81 million, up from \$1.66 million in the 1st quarter of 2008. The 31st ranking institution, in other

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Income from Annuity and Mutual Fund Sales

2nd Quarter 2008: Top 50 Bank Holding Companies

(Dollars in Millions)

#	Inv. Income	Bank Holding Company	State	Assets	Deposits	DBP	MF, previous	Change
1	\$726.0	Wachovia Corp.	NC	\$812,433	\$355,675	0.20%	\$773.00	-6%
2	\$491.0	JPMorgan Chase & Co.	NY	\$1,775,670	\$362,150	0.14%	\$508.00	-3%
3	\$477.5	Bank of America Corp.	NC	\$1,723,270	\$496,551	0.10%	\$485.04	-2%
4	\$409.0	Citigroup Inc.	NY	\$2,100,385	\$210,719	0.19%	\$404.00	1%
5	\$349.0	Wells Fargo & Company	CA	\$609,074	\$208,502	0.17%	\$354.00	-1%
6	\$295.0	Bank of New York Mellon	NY	\$201,344	\$22,852	1.29%	\$291.00	1%
7	\$100.0	U.S. Bancorp	MN	\$246,538	\$92,844	0.11%	\$96.00	4%
8	\$51.7	National City Corp.	OH	\$153,679	\$79,842	0.06%	\$53.38	-3%
9	\$46.6	Suntrust Banks, Inc.	GA	\$177,233	\$92,856	0.05%	\$48.89	-5%
10	\$46.5	Regions Financial Corp.	AL	\$144,438	\$67,655	0.07%	\$46.44	0%
11	\$35.5	PNC Financial Services Group	PA	\$142,791	\$61,626	0.06%	\$54.60	-35%
12	\$34.2	Keycorp	OH	\$101,958	\$50,303	0.07%	\$29.23	17%
13	\$34.2	Fifth Third Bancorp	OH	\$114,975	\$58,100	0.06%	\$33.72	1%
14	\$24.2	HSBC North America Holdings	IL	\$461,156	\$70,120	0.03%	\$23.27	4%
15	\$19.7	BB&T Corp.	NC	\$136,465	\$72,216	0.03%	\$18.93	4%
16	\$19.6	Citizens Financial Group	RI	\$161,970	\$87,500	0.02%	\$18.76	4%
17	\$16.6	M&T Bank Corp.	NY	\$65,893	\$27,685	0.06%	\$14.91	12%
18	\$15.2	City National Corp.	CA	\$16,345	\$10,855	0.14%	\$13.73	10%
19	\$14.5	Compass Bancshares, Inc.	AL	\$61,101	\$28,239	0.05%	\$16.57	-12%
20	\$14.5	Capital One Financial.	VA	\$151,114	\$78,039	0.02%	\$10.51	38%
21	\$13.7	Huntington Bancshares	OH	\$55,310	\$35,870	0.04%	\$13.43	2%
22	\$13.6	Bancwest Corp.	HI	\$76,300	\$31,995	0.04%	\$12.19	12%
23	\$9.8	Marshall & Ilsley Corp.	WI	\$64,271	\$31,355	0.03%	\$8.85	11%
24	\$8.8	First Horizon National Corp.	TN	\$35,551	\$10,633	0.08%	\$8.39	5%
25	\$7.2	TD Banknorth Inc.	ME	\$116,845	\$67,261	0.01%	\$3.74	93%
26	\$6.8	Unionbancal Corp.	CA	\$60,594	\$27,298	0.02%	\$5.69	20%
27	\$6.0	Comerica Inc.	TX	\$66,174	\$29,405	0.02%	\$5.99	0%
28	\$4.8	Colonial Bancgroup, Inc.	AL	\$26,031	\$17,089	0.03%	\$4.55	5%
29	\$4.5	Bank of Hawaii Corp.	HI	\$10,371	\$6,999	0.06%	\$4.64	-3%
30	\$4.2	First Citizens Bancshares	NC	\$16,423	\$11,780	0.04%	\$3.92	7%
31	\$3.9	Associated Banc-Corp	WI	\$22,304	\$10,777	0.04%	\$3.97	-2%
32	\$3.9	Zions Bancorporation	UT	\$54,838	\$24,278	0.02%	\$4.34	-10%
33	\$3.8	Harris Bankcorp, Inc.	IL	\$44,435	\$22,315	0.02%	\$3.93	-4%
34	\$3.8	Synovus Financial Corp.	GA	\$34,227	\$21,927	0.02%	\$3.03	24%
35	\$3.3	New York Community Bancorp	NY	\$31,107	\$12,125	0.03%	\$2.76	21%
36	\$3.1	FirstMerit Corp.	OH	\$10,568	\$6,686	0.05%	\$2.43	26%
37	\$3.0	TCF Financial Corp.	MN	\$16,514	\$7,777	0.04%	\$3.21	-7%
38	\$2.9	Hancock Holding Company	MS	\$6,320	\$4,127	0.07%	\$2.81	2%
39	\$2.8	Citizens Republic Bancorp	MI	\$13,179	\$7,491	0.04%	\$2.77	2%
40	\$2.7	Fulton Financial Corp.	PA	\$16,058	\$8,149	0.03%	\$3.03	-11%
41	\$2.4	Commerce Bancshares, Inc.	MO	\$17,034	\$11,137	0.02%	\$2.58	-6%
42	\$2.4	Cullen/Frost Bankers, Inc.	TX	\$13,808	\$6,823	0.04%	\$2.20	9%
43	\$2.4	Wesbanco, Inc.	WV	\$5,271	\$3,129	0.08%	\$1.11	116%
44	\$2.2	UMB Financial Corp.	MO	\$8,807	\$5,319	0.04%	\$2.09	3%
45	\$2.1	F.N.B. Corp.	PA	\$8,096	\$4,978	0.04%	\$1.52	38%
46	\$2.1	Bancorpsouth, Inc.	MS	\$13,405	\$8,062	0.03%	\$1.89	8%
47	\$2.0	Washington Trust Bancorp	RI	\$2,734	\$1,422	0.14%	\$2.06	-2%
48	\$2.0	NewAlliance Bancshares, Inc.	CT	\$8,263	\$3,830	0.05%	\$2.38	-16%
49	\$2.0	West Bancorporation, Inc.	IA	\$1,369	\$747	0.26%	\$1.94	1%
50	\$1.9	Bremer Financial Corp.	MN	\$7,689	\$4,299	0.04%	\$1.76	9%

“Inv. Income,” or investment income, is “income from the sale and servicing of mutual funds and annuities” as reported to the Federal Reserve Board in the 2nd quarter of 2008. DBP is deposit-base penetration, i.e., investment income/deposits. Deposits are interest-bearing, domestic deposits only. 553 bank holding companies reported some investment income in the quarter. See page 15 for operating banks and thrifts.

Mutual Funds & Annuities Under Management in Bank Holding Companies: 2008 2nd Quarter (dollars in millions)

	Fund Assets under mgt.	Bank Holding Company	State	Bank Assets	Domestic Deposits	Trust Revenues YTD
1	\$641,731	JPMorgan Chase & Co.	NY	\$1,775,670	\$362,150	\$4,011.0
2	\$555,787	MetLife, Inc.	NY	\$555,787	\$4,842	\$0.0
3	\$344,604	Bank of New York Mellon	NY	\$201,344	\$22,852	\$4,059.0
4	\$276,229	Bank of America Corp.	NC	\$1,723,270	\$496,551	\$878.2
5	\$151,306	Wells Fargo & Company	CA	\$609,074	\$208,502	\$554.0
6	\$120,893	Citigroup Inc.	NY	\$2,100,385	\$210,719	\$830.0
7	\$107,100	Wachovia Corp.	NC	\$812,433	\$355,675	\$456.0
8	\$90,848	U.S. Bancorp	MN	\$246,538	\$92,844	\$555.0
9	\$81,986	Northern Trust Corp.	IL	\$74,807	\$10,407	\$1,171.9
10	\$38,083	Suntrust Banks, Inc.	GA	\$177,233	\$92,856	\$318.4
11	\$36,839	State Street Corp.	MA	\$146,517	\$9,670	\$2,821.3
12	\$33,647	HSBC North America	IL	\$461,156	\$70,120	\$71.7
13	\$19,650	National City Corp.	OH	\$153,679	\$79,842	\$126.1
14	\$14,997	Keycorp	OH	\$101,958	\$50,303	\$129.4
15	\$13,101	Fifth Third Bancorp	OH	\$114,975	\$58,100	\$90.7
16	\$10,914	M&T Bank Corp.	NY	\$65,893	\$27,685	\$48.1
17	\$10,142	Marshall & Ilsley Corp.	WI	\$64,271	\$31,355	\$123.1
18	\$8,806	Wilmington Trust Corp.	DE	\$12,318	\$7,567	\$155.5
19	\$8,789	Bessemer Group, Inc., The	NJ	\$1,455	\$878	\$148.0
20	\$8,422	Unionbancal Corp.	CA	\$60,594	\$27,298	\$51.7
21	\$7,331	City National Corp.	CA	\$16,345	\$10,855	\$76.3
22	\$6,346	UMB Financial Corp.	MO	\$8,807	\$5,318.55	\$64.4
23	\$5,864	BB&T Corp.	NC	\$136,465	\$72,216	\$78.4
24	\$4,389	Bank of Hawaii Corp.	HI	\$10,371	\$6,999	\$30.6
25	\$4,382	PNC Financial Services	PA	\$142,791.49	\$61,625.87	\$217.1

words, reported \$1.812 million in insurance revenues in the quarter. (Revenues here include both brokerage and underwriting revenues.)

Among the 258 banks with assets between \$1 billion and \$10 billion, the median was \$48,000, up from \$39,000 in the previous quarter. The leader in this group was Massachusetts' Eastern Bank (\$12.52 million), followed by Wells Fargo Financial Bank of South Dakota (\$9.07 million), Trustmark National Bank of Mississippi (\$8.39 million), and National Penn Bank of Pennsylvania

(\$3.98 million).

Among 288 banks with assets between \$500 million and \$1 billion, the median was \$16,000, the same as the previous quarter. The 144th ranking institution—the middle-ranking bank—had \$16,000 in insurance revenues in the quarter. The leaders in this size category were New York's Adirondack Trust Co. (\$2,561,000), Oneida Savings Bank of New York (\$2,006,000), Bank First National of Wisconsin (\$1,852,000), Choice Financial Group of North Dakota (\$1,632,000) and Maine's

Income from Annuities and Mutual Funds: 2nd Quarter 2008

	Inv. Income	# of banks	Median (\$mm)	Change (Median)	Regions share	1st. Qtr.	Change	Top Institution in region	Top Bank (\$mm)
Northeast	\$89	186	\$0.065	-15%	6%	\$82	9%	RBS Citizens NA (RI)	\$18.95
West	\$105	129	\$0.059	30%	6%	\$92	14%	Washington Mutual (CA)	\$45.74
South	\$752	336	\$0.048	3%	51%	\$740	2%	Bank of America (NC)	\$487.42
Midwest	\$356	879	\$0.026	-4%	29%	\$424	-16%	Wells Fargo Bank NA (SD)	\$94.00
Midatlantic	\$109	113	\$0.070	-13%	5%	\$74	47%	PNC Bank (PA)	\$46.04
Southwest	\$31	150	\$0.032	8%	2%	\$31	-1%	Guaranty Bank (TX)	\$7.75
Thrifts	\$149	289	\$0.057	-8%	7%	\$98	51%	Washington Mutual (CA)	\$45.74
Banks	\$1,293	1,504	\$0.034	19%	93%	\$1,344	-4%	Bank of America (NC)	\$487.42
All	\$1,442	1,793	\$0.038	15%	100%	\$1,443	0%		

1st column is 'income from the sale and servicing of mutual funds and annuities.'

Wealth Management Revenues at Bank Holding Companies: 2nd Quarter 2008 (All dollars in millions)

	Wealth Management Revenues	Bank Holding Company	State	Mut. Fund & Annuity Income	Insurance Brokerage Income	Trust Income	Domestic Bank deposits	Wealth Mgmt. Inc./ deposits
1	\$2,548.0	JPMorgan Chase & Co.	NY	\$491.0	\$18.0	\$2,039.0	\$362,150	0.70%
2	\$2,426.7	MetLife, Inc.	NY	\$927.6	\$1,499.1	\$0.0	\$4,842	50.12%
3	\$2,340.0	Bank of New York Mellon	NY	\$295.0	\$0.0	\$2,045.0	\$22,852	10.24%
4	\$1,460.3	State Street Corp.	MA	\$20.0	\$0.0	\$1,440.3	\$9,670	15.10%
5	\$1,377.0	Franklin Resources, Inc.	CA	\$1,344.8	\$0.0	\$32.2	\$410	336.05%
6	\$1,306.0	Citigroup Inc.	NY	\$409.0	\$468.0	\$429.0	\$210,719	0.62%
7	\$1,119.0	Wells Fargo & Company	CA	\$349.0	\$488.0	\$282.0	\$208,502	0.54%
8	\$999.0	Wachovia Corp.	NC	\$726.0	\$53.0	\$220.0	\$355,675	0.28%
9	\$975.6	Bank of America Corp.	NC	\$477.5	\$63.9	\$434.2	\$496,551	0.20%
10	\$652.7	Northern Trust Corp.	IL	\$7.6	\$0.0	\$645.1	\$10,407	6.27%
11	\$391.0	U.S. Bancorp	MN	\$100.0	\$7.0	\$284.0	\$92,844	0.42%
12	\$277.3	BB&T Corp.	NC	\$19.7	\$219.1	\$38.5	\$72,216	0.38%
13	\$208.4	Suntrust Banks, Inc.	GA	\$46.6	\$4.5	\$157.3	\$92,856	0.22%
14	\$144.3	PNC Financial Services	PA	\$35.5	\$1.0	\$107.8	\$61,626	0.23%
15	\$130.9	Regions Financial Corp.	AL	\$46.5	\$25.9	\$58.5	\$67,655	0.19%
16	\$125.5	National City Corp.	OH	\$51.7	\$10.3	\$63.5	\$79,842	0.16%
17	\$101.5	Keycorp	OH	\$34.2	\$1.8	\$65.4	\$50,303	0.20%
18	\$90.3	HSBC North America	IL	\$24.2	\$29.0	\$37.2	\$70,120	0.13%
19	\$89.6	Wilmington Trust Corp.	DE	\$8.5	\$0.2	\$80.9	\$7,567	1.18%
20	\$84.4	Fifth Third Bancorp	OH	\$34.2	\$5.5	\$44.7	\$58,100	0.15%
21	\$74.2	Bessemer Group, Inc.	NJ	\$0.0	\$0.0	\$74.2	\$878	8.45%
22	\$72.8	Marshall & Ilsley Corp.	WI	\$9.8	\$0.4	\$62.6	\$31,355	0.23%
23	\$65.1	Huntington Bancshares	OH	\$13.7	\$18.3	\$33.1	\$35,870	0.18%
24	\$58.3	Comerica Inc.	TX	\$6.0	\$2.5	\$49.9	\$29,405	0.20%
25	\$52.3	City National Corp.	CA	\$15.2	\$0.0	\$37.1	\$10,855	0.48%

Wealth management revenues (1st column) represent the sum of three categories: mutual fund and annuity income (4th column), which is defined as "income from the sale and servicing of mutual funds and annuities"; insurance brokerage income (5th column); and trust revenues (6th column), which is defined as income "from services rendered by the trust departments...acting in any fiduciary capacity." Deposits (7th column) are domestic, interest-bearing deposits only. The last column is the first column divided by deposits, an attempt to gauge deposit-base penetration. Data is from the Fed's Consolidated Financial Statements for Bank Holding Companies (FR Y-9C). Among 785 bank holding companies.

Northeast Bank (\$1,410,000).

Among 451 banks with assets between \$250 million and \$500 million, the median was \$9,000, up from \$8,000 the previous quarter. The leader in this size category was Iowa's Soy Capital B&TC (\$1,709,000), followed by Hoosac Bank of Massachusetts (\$1,418,000) and Bank Forward of North Dakota (\$1,071,000).

1,605 banks with less than \$250 million in assets reported some insurance revenues—more than twice the number that reported some investment income. The median among these banks was \$5,000, up from \$4,000 in the previous quarter. The leading bank was Iowa's First State Bank with \$1,017,000.

Bank Brokerage and Insurance News

New Wealth Management Chief at Whitney NB

Whitney National Bank (New Orleans) announced in

late October the hiring of Mark Duthu as Executive Vice President, Wealth Management.

Duthu will oversee the expansion of Whitney's Trust, Brokerage and Investment Management resources, and its integration within Private Banking. He will report to Robert C. Baird Jr., Executive Vice President of Banking Services.

Most recently, Duthu was the Regional Managing Director of Wachovia's Trust offices in Alabama and Texas. Prior to Wachovia, he was the Executive Vice President of SouthTrust Bank's Trust division, and a Senior Vice President with Bank One's Trust and Investments division.

Whitney National is a subsidiary of Whitney Holding Corporation. The company reported \$12.97 million in trust revenues in 2007, 70th among bank holding companies according to *Who's Who in Bank Wealth Management* (2007 Edition).

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Annuity Commissions and Fees at Operating Commercial Banks 2008 2nd Quarter (dollars in millions)

	Annuity fees	Bank	State	Assets	Deposits	Previous Quarter	Change
1	\$34.12	Bank of America NA	NC	\$1,327,429	\$642,252	\$30.31	13%
2	\$17.23	KeyBank NA	OH	\$98,048	\$61,024	\$12.88	34%
3	\$16.00	Citibank NA	NV	\$1,228,445	\$218,866	\$24.00	-33%
4	\$15.16	National City Bank	OH	\$151,165	\$97,765	\$13.23	15%
5	\$13.98	PNC Bank NA	PA	\$128,348	\$76,832	\$11.95	17%
6	\$11.91	Branch Banking & Trust	NC	\$132,884	\$85,652	\$11.54	3%
7	\$11.33	Fifth Third Bank	OH	\$67,273	\$32,669	\$10.97	3%
8	\$10.94	Manufacturers & Traders	NY	\$65,080	\$35,975	\$9.33	17%
9	\$10.49	RBS Citizens NA	RI	\$132,051	\$71,203	\$9.37	12%
10	\$10.33	Compass Bank	AL	\$61,067	\$36,499	\$12.37	-16%
11	\$9.83	Bank of the West	CA	\$63,262	\$34,925	\$8.71	13%
12	\$7.22	Regions Bank	AL	\$139,354	\$86,226	\$6.05	19%
13	\$4.97	Union Bank of Calif.	CA	\$60,228	\$40,793	\$3.85	29%
14	\$4.65	First Tennessee Bank	TN	\$35,287	\$15,261	\$4.13	13%
15	\$4.15	First-Citizens B&TC	NC	\$13,540	\$11,066	\$3.87	7%
16	\$3.58	LaSalle Bank NA	IL	\$68,379	\$29,595	\$4.28	-16%
17	\$3.02	First Hawaiian Bank	HI	\$13,027	\$8,346	\$2.72	11%
18	\$2.82	TD Bank NA	DE	\$98,855	\$73,236	\$0.80	252%
19	\$2.64	New York Community Bank	NY	\$29,007	\$11,968	\$2.05	29%
20	\$2.61	Associated Bank NA	WI	\$22,059	\$13,409	\$2.80	-7%
21	\$2.59	Bank of Hawaii	HI	\$10,348	\$7,195	\$2.26	15%
22	\$2.40	Bancorpsouth Bank	MS	\$13,395	\$9,732	\$2.29	5%
23	\$2.22	TCF NB	MN	\$16,469	\$10,172	\$2.27	-2%
24	\$2.19	FirstMerit Bank NA	OH	\$10,550	\$7,295	\$2.12	3%
25	\$2.11	Webster Bank NA	CT	\$17,352	\$12,168	\$4.00	-47%
26	\$2.07	Colonial Bank	AL	\$25,987	\$18,019	\$2.28	-9%
27	\$1.92	Citizens Bank	MI	\$12,372	\$8,610	\$1.34	43%
28	\$1.77	Hancock Bank	MS	\$3,500	\$2,779	\$1.75	1%
29	\$1.59	Comerica Bank	TX	\$65,961	\$41,358	\$1.28	24%
30	\$1.46	Fulton Financial Advisors	PA	\$47	\$0	\$1.69	-13%
31	\$1.33	Susquehanna Bank PA	PA	\$6,805	\$4,470	\$1.16	15%
32	\$1.32	IberiaBank	LA	\$3,680	\$2,795	\$1.01	31%
33	\$1.30	First National Trust Company	PA	\$21	\$0	\$0.85	53%
34	\$1.30	First NB of Pennsylvania	PA	\$7,905	\$5,887	\$0.85	53%
35	\$1.28	National Penn Bank	PA	\$9,028	\$5,923	\$0.97	32%
36	\$1.28	National Penn Inv Trust	PA	\$10	\$0	\$0.97	32%
37	\$1.19	First Citizens B&T Co.	SC	\$6,182	\$5,199	\$0.95	25%
38	\$1.12	NewAlliance Bank	CT	\$8,249	\$4,478	\$1.65	-32%
39	\$1.00	Frost NB	TX	\$13,797	\$10,758	\$0.95	6%
40	\$1.00	Wachovia Bank NA	NC	\$670,639	\$397,759	\$2.00	-50%
41	\$0.95	Commerce Bank NA	MO	\$15,592	\$11,493	\$1.22	-22%
42	\$0.95	Fulton Bank	PA	\$8,566	\$4,462	\$0.90	5%
43	\$0.88	Old NB	IN	\$7,453	\$5,404	\$1.14	-23%
44	\$0.87	Provident Bank of Maryland	MD	\$6,166	\$4,362	\$0.67	30%
45	\$0.86	United Bank	WV	\$4,167	\$2,811	\$0.71	20%
46	\$0.83	Apple Bank for Saving	NY	\$7,761	\$6,338	\$0.60	39%
47	\$0.81	First Commonwealth Bank	PA	\$6,197	\$4,328	\$0.47	75%
48	\$0.79	Wilmington Trust Co.	DE	\$10,646	\$7,784	\$0.23	239%
49	\$0.72	Trustmark NB	MS	\$9,181	\$6,913	\$0.75	-4%
50	\$0.72	Int'l Bank of Commerce	TX	\$9,363	\$6,061	\$0.81	-12%

“Fees and commissions from annuity sales” as reported to the FDIC. Overall, 946 commercial banks and savings banks reported some annuity income—for a total of \$281.80, up from \$267.57 million in the previous quarter. There are some notable omissions from this list. Wachovia, JPMorgan Chase, Wells Fargo, and U.S. Bank NA are absent, among others. See page 12 (bank holding companies) where some of these larger institutions are represented.

Securities Brokerage Fees and Commissions at Commercial Banks 2008 2nd Quarter (dollars in millions)

	Securities Brokerage	Bank	State	Assets	Deposits	Previous Quarter	Change
1	\$734.32	Bank of America NA	NC	\$1,327,429	\$642,252	\$693.34	6%
2	\$451.00	JPMorgan Chase Bank	OH	\$1,378,468	\$461,008	\$517.00	-13%
3	\$165.00	Wachovia Bank NA	NC	\$670,639	\$397,759	\$162.00	2%
4	\$94.00	Wells Fargo Bank NA	SD	\$503,327	\$276,306	\$96.00	-2%
5	\$42.00	Citibank NA	NV	\$1,228,445	\$218,866	\$46.00	-9%
6	\$36.51	Mellon Bank NA	PA	\$39,476	\$9,044	\$27.90	31%
7	\$22.94	PNC Bank NA	PA	\$128,348	\$76,832	\$23.70	-3%
8	\$12.34	Fifth Third Bank	OH	\$67,273	\$32,669	\$12.56	-2%
9	\$11.94	City NB	CA	\$15,971	\$11,923	\$11.06	8%
10	\$10.23	Comerica Bank	TX	\$65,961	\$41,358	\$10.18	1%
11	\$9.91	First Tennessee Bank	TN	\$35,287	\$15,261	\$14.15	-30%
12	\$8.47	RBS Citizens NA	RI	\$132,051	\$71,203	\$9.04	-6%
13	\$8.03	Manufacturers & Traders	NY	\$65,080	\$35,975	\$8.57	-6%
14	\$6.66	LaSalle Bank NA	IL	\$68,379	\$29,595	\$5.89	13%
15	\$6.54	Branch Banking & Trust	NC	\$132,884	\$85,652	\$6.14	7%
16	\$6.11	TD Bank NA	DE	\$98,855	\$73,236	\$2.84	115%
17	\$5.55	Arvest Bank	AR	\$9,895	\$8,298	\$5.96	-7%
18	\$5.55	Union Bank of Calif.	CA	\$60,228	\$40,793	\$5.36	4%
19	\$5.52	Compass Bank	AL	\$61,067	\$36,499	\$5.46	1%
20	\$4.73	Signature Bank	NY	\$6,369	\$4,867	\$4.52	5%
21	\$4.65	North Shore Community B&TC	IL	\$978	\$760	\$2.48	88%
22	\$4.39	KeyBank NA	OH	\$98,048	\$61,024	\$4.25	3%
23	\$3.83	Commerce Bank NA	MO	\$15,592	\$11,493	\$3.52	9%
24	\$3.18	Frost NB	TX	\$13,797	\$10,758	\$3.05	4%
25	\$3.14	HSBC Bank USA NA	DE	\$177,466	\$82,748	\$2.76	14%
26	\$3.11	Amegy Bank NA	TX	\$12,136	\$6,786	\$3.56	-13%
27	\$2.67	Harris NA	IL	\$41,592	\$27,078	\$2.89	-8%
28	\$2.65	MB Financial Bank NA	IL	\$8,391	\$6,038	\$0.99	169%
29	\$2.40	First-Citizens B&TC	NC	\$13,540	\$11,066	\$2.51	-4%
30	\$2.38	Bank of the West	CA	\$63,262	\$34,925	\$2.35	2%
31	\$2.34	Carolina First Bank	SC	\$13,938	\$10,008	\$1.33	77%
32	\$2.02	UMB Bank NA	MO	\$7,694	\$5,584	\$1.98	2%
33	\$1.79	TIB Independent Bankersbank	TX	\$1,812	\$297	\$2.31	-23%
34	\$1.67	Suntrust Bank	GA	\$171,501	\$114,276	\$1.79	-7%
35	\$1.64	M&I Marshall & Ilsley Bank	WI	\$57,686	\$31,650	\$1.32	24%
36	\$1.59	Mercantile Commercebank	FL	\$6,036	\$4,408	\$1.36	16%
37	\$1.47	Essex Savings Bank	CT	\$267	\$188	\$1.43	3%
38	\$1.37	Trustmark NB	MS	\$9,181	\$6,913	\$1.57	-13%
39	\$1.28	Columbus B&TC	GA	\$5,764	\$2,815	\$1.14	13%
40	\$1.28	Washington Trust Co.	RI	\$2,732	\$1,610	\$1.24	3%
41	\$1.20	Pinnacle NB	TN	\$4,099	\$3,169	\$1.25	-4%
42	\$1.19	Bac FL Bank	FL	\$960	\$592	\$0.69	73%
43	\$1.15	United Bkr Bank	MN	\$567	\$228	\$1.83	-37%
44	\$1.04	Bancorpsouth Bank	MS	\$13,395	\$9,732	\$1.06	-2%
45	\$1.04	Zions First NB	UT	\$20,195	\$10,356	\$0.97	8%
46	\$1.03	Fifth Third Bank	MI	\$54,161	\$37,390	\$1.00	3%
47	\$1.03	Nbt Bank NA	NY	\$5,288	\$3,948	\$0.83	24%
48	\$0.96	Hancock Bank	MS	\$3,500	\$2,779	\$1.06	-9%
49	\$0.95	Bank of Hawaii	HI	\$10,348	\$7,195	\$0.77	24%
50	\$0.94	First Interstate Bank	MT	\$5,284	\$4,117	\$1.00	-6%

Fees and commissions from securities brokerage as reported to the FDIC. Overall, 1,493 commercial banks and savings banks reported some securities brokerage income in the 2nd quarter—for a total of \$1,905, down from \$1,918 million in the previous quarter. See page 13 for bank holding companies.

Wachovia Insurance Is Part of Wells Fargo Deal

Wells Fargo's acquisition of Wachovia Corp., approved by the Federal Reserve Board, will include Wachovia's insurance brokerage, according to *Insurance & Financial Advisor*.

Vince Scanlon, a spokesman for Wachovia Insurance Services, told the publication in mid October that the pending transaction includes that arm of the company, A.G. Edwards, its brokerage, and its Evergreen mutual-fund family.

"It is too early to tell [what that means in terms of changes]," Scanlon said. "The deal is not expected to close until the end of the fourth quarter, so we'll look at things after that."

Wells Fargo and Citigroup had been competing to buy Wachovia, but on October 9, Citigroup announced it dropped out of talks. Wachovia Insurance Services was *not* to be included in the Citigroup deal.

Five Banks That Stemmed The Insurance Tide

Despite a difficult year for bank insurers—and other insurance brokers—a number of banks experienced strong insurance growth in 2007.

Indeed, the 2008 Edition of *Who's Who in Bank Insurance* reports that nine banks entered the ranks of the 'top 100' bank insurers in the U.S. for the first time.

Most of the new entrants owe their inclusion because

2nd Quarter 2008 Leaders in Annuity and Mutual Fund Income at Smaller Institutions

Top Ten in income at 348 Institutions with assets between \$500 million and \$1 billion in the 2nd Qtr. 2008 (dollars in millions)

#	Inv. Inc.	Bank	State	Assets	Deposits	DBP
1	\$0.54	Country Club Bank NA	KS	\$571.02	\$419.74	0.13%
2	\$0.49	Iowa State B&TC	IA	\$600.55	\$456.26	0.11%
3	\$0.47	Peoples Bank	PA	\$632.08	\$552.89	0.08%
4	\$0.42	First Citizens NB	TN	\$929.73	\$695.94	0.06%
5	\$0.42	Anchor Bank Saint Paul	MN	\$515.66	\$399.59	0.11%
6	\$0.41	Gulf Coast B&TC	LA	\$818.57	\$715.05	0.06%
7	\$0.37	Monarch Bank	VA	\$577.59	\$464.51	0.08%
8	\$0.34	Citizens NB	OH	\$503.84	\$350.03	0.10%
9	\$0.34	<i>Mutual Federal Savings</i>	IN	\$973.22	\$674.39	0.05%
10	\$0.34	Northeast Bank	ME	\$595.68	\$364.71	0.09%

Top Ten in income at 419 Institutions with assets between \$250 million and \$500 million in the 2nd quarter 2008 (all dollars in millions)

#	Inv. Inc.	Bank	State	Assets	Deposits	DBP
1	\$1.44	<i>Essex Savings Bank</i>	CT	\$266.61	\$188.42	0.76%
2	\$0.84	Bank Midwest MN IA	MN	\$487.53	\$411.49	0.21%
3	\$0.52	<i>Bank & Trust SSB</i>	TX	\$314.35	\$245.02	0.21%
4	\$0.35	Greer State Bank	SC	\$428.88	\$275.46	0.13%
5	\$0.28	<i>First Federal Savings</i>	IL	\$423.71	\$339.59	0.08%
6	\$0.27	<i>Jacksonville SB</i>	IL	\$294.86	\$250.43	0.11%
7	\$0.24	United B&T	MI	\$483.39	\$406.42	0.06%
8	\$0.22	Progressive Bank	LA	\$320.11	\$241.45	0.09%
9	\$0.21	FNB Bank NA	PA	\$342.37	\$252.71	0.08%
10	\$0.21	Union National Cmnty	PA	\$492.27	\$372.53	0.06%

Leaders in income at 660 Institutions with Assets less than \$250 million in the 2nd Quarter 2008 (all dollars in millions)

#	Inv. Inc.	Bank	State	Assets	Deposits	DBP
1	\$0.29	First NB of Carmi	IL	\$237.72	\$215.49	0.13%
2	\$0.28	<i>Equitable Bank</i>	NE	\$207.43	\$126.95	0.22%
3	\$0.22	First NB Muskogee	OK	\$139.12	\$129.16	0.17%
4	\$0.21	Cmnty Bank Central WI	WI	\$125.91	\$102.42	0.20%
5	\$0.19	First State Bk St. Charles	MO	\$191.15	\$136.00	0.14%
6	\$0.19	<i>Seneca FS & LA</i>	NY	\$132.74	\$102.34	0.18%
7	\$0.17	Cmnty Bk of Parkersburg	WV	\$222.27	\$138.95	0.12%
8	\$0.15	First Bank of Owasso	OK	\$198.40	\$174.06	0.09%
9	\$0.15	Citizens State Bank	IA	\$230.70	\$177.04	0.08%
10	\$0.13	Perkins State Bank	FL	\$177.29	\$153.27	0.08%

Note: Thrifts are in italics. 1st column is 'income from the sale and servicing of mutual funds and annuities.' Last column is investment income/deposits.

of the acquisition of an insurance agency—as opposed to internal growth. (A soft insurance market has made organic growth a continuing challenge.) Notable among the newcomers were:

- **Central Community Corporation (TX)**, which operates First State Bank Central Texas. Its ranking rose the most dramatically of any bank company—from 157th to 31st—mainly on the strength of its investment in a large title insurance agency.

- **Gateway Financial Holdings (VA)**, which owns Gateway Bank & Trust. Its ranking rose from 118th to 84th. Its agency specializes in personal lines insurance, with a particular focus on coastal residences.

- **Star Financial Group, Inc. (IN)**, which owns Star Financial Bank. Its ranking rose from 108th to 88th. Star purchased a large independent agency in 2006.

- **Hanmi Financial Corporation (CA)**, which operates Hanmi Bank. Its ranking rose from 214th to 90th on the strength of two insurance agencies purchased in January 2007.

- **Salem Five Bancorp (MA)**, which operates Salem Five Cents Savings. Its ranking rose from 159th to 97th. Salem acquired a commercial and personal lines insurance agency in 2006.

Inclusion in the top 100 ‘banks in insurance’ this year required \$3.7 million in annual insurance brokerage revenues, down from \$4.1 million last year and \$3.8 million in the 2006 edition of *Who’s Who in Bank Insurance*.

The study is published annually in late November by the Bank Insurance Market Research Group. It presents detailed narrative and data for each of the 100 entrants. Sponsors of the 2008 Edition will include EAI Information Systems, Insuritas, Protective Life, Prudential, and Symetra Financial. It is distributed at no cost to members of the Bank Insurance & Securities Association. For non-members, the charge is \$275.

TCF Throttles Back Its Annuities Program

TCF Financial Corp. (Wayzata, MN) said that it will eliminate some jobs because of cutbacks in the bank’s annuity business. It is no longer taking on annuity accounts, but will continue to service its current accounts. A TCF spokesman said the move will allow TCF to focus on its core services of deposits and loans “and just be a real bank,” Minnesota’s *Star Tribune* reported in October.

In the first half of 2008, TCF, a bank pioneer in the sale of annuities through the retail branch system, reported \$4.49 million in fees and commissions from annuities.

According to TCF’s annual report, annuity and mutual fund sales totaled \$222.6 million in 2007, compared

with \$203.7 million in 2006. The increase was credited to sales of mutual funds.

Sales of fixed annuities declined slightly in 2007 as a result of lower interest rates, said the company.

Thain Will Head Wealth Management At Bank of America

John Thain, chairman and chief executive of Merrill Lynch & Co., will become president of global banking, securities and wealth management at Bank of America Corp. (BofA), the bank said in October.

Charlotte, N.C.-based BofA agreed to buy Merrill Lynch on September 15 for about \$50 billion.

Thain’s banking responsibilities will include oversight of BofA’s corporate and investment banks. Brian Moynihan will continue as president of global corporate and investment banking at BofA.

Hochstetler Named To Oversee Wealth Management At Univest

Univest Corporation (Souderton, PA) has named Kenneth D. Hochstetler senior executive vice president of the corporation responsible for overseeing the Wealth Management and Trust Group of Univest National Bank and Trust Co. Hochstetler also is president of Univest Insurance, Inc., and Univest Investments, Inc., titles he will continue to hold.

“Univest’s diversification into nontraditional businesses, including insurance and investments, has broadened the platform of financial solutions we provide and has strengthened our company,” said William S. Aichele, chairman, president and chief executive officer of Univest Corporation and chairman of Univest National Bank and Trust Co., in September. “Ken has played an important role in the success of these subsidiaries, and I’m confident his leadership will help us continue to outperform more traditional financial institutions, particularly in this challenging economy.”

In 2007, Univest Corporation reported \$5.92 million in trust revenues, 110th among bank holding companies, according to *Who’s Who in Bank Wealth Management*.

Univest National Bank and Trust Co. operates 33 financial service centers and 12 retirement financial services centers in Pennsylvania.

Trustco Bank Forms Insurance Agency

Realizing that its customers, particularly those of its

trust department, sometimes have more complex needs than the bank's product offerings cover, TrustCo Bank (Glenview, NY) will begin offering life insurance products, the company said in late September.

The bank has formed a new subsidiary, Trustco Insurance Agency Inc., that will work with the Optimus Group LLC of Clifton Park to offer long-term care insurance, life insurance, disability income insurance and critical illness insurance to its customers.

Trustco Bank, a thrift institution and a subsidiary of TrustCo Bank Corp. NY, has 115 branches in New York, New Jersey, Florida, Vermont and Massachusetts.

New Insurance Chief At Huntington

In September, Huntington Bancshares Inc. named Pete Dunlap president of its Huntington Insurance division.

A MetLife veteran, Dunlap was most recently senior vice president and national sales manager for the Huntington Investment Co. division. He replaces Michael Moore as head of the insurance unit, which sells consumer and commercial insurance coverages in Ohio, Pennsylvania, Michigan, Indiana and West Virginia.

In 2007, Huntington reported \$37.75 million in insurance brokerage revenues, 20th among bank holding companies, according to *Who's Who in Bank Insurance* (2008 Edition). Its ranking—only 46th in 2006—was buoyed

Investment Income/Assets 2nd Quarter 2008: Bank Holding Companies

(Among BHCs with at least \$1 billion in assets.
All dollars in millions)

#	ABP	Bank Holding Company	State	Inv. Income	Assets	domestic deposits
1	0.15%	Bank of New York Mellon	NY	\$295.00	\$201,344	\$22,852
2	0.14%	West Bancorporation, Inc.	IA	\$1.96	\$1,369	\$747
3	0.09%	City National Corp.	CA	\$15.16	\$16,345	\$10,855
4	0.09%	Wachovia Corp.	NC	\$726.00	\$812,433	\$355,675
5	0.07%	Washington Trust Bancorp	RI	\$2.03	\$2,734	\$1,422
6	0.06%	Wells Fargo & Company	CA	\$349.00	\$609,074	\$208,502
7	0.05%	Hancock Holding Co.	MS	\$2.88	\$6,320	\$4,127
8	0.05%	Wesbanco, Inc.	WV	\$2.39	\$5,271	\$3,129
9	0.04%	Bank of Hawaii Corp.	HI	\$4.50	\$10,371	\$6,999
10	0.04%	QCR Holdings, Inc.	IL	\$0.67	\$1,584	\$835
11	0.04%	U.S. Bancorp	MN	\$100.00	\$246,538	\$92,844
12	0.04%	German American Bancorp	IN	\$0.45	\$1,175	\$770
13	0.04%	Longview Financial Corp.	TX	\$0.39	\$1,087	\$843
14	0.03%	National City Corp.	OH	\$51.71	\$153,679	\$79,842
15	0.03%	Midwestone Financial Grp.	IA	\$0.52	\$1,556	\$993
16	0.03%	Keycorp	OH	\$34.23	\$101,958	\$50,303
17	0.03%	Anchor Bancorp, Inc.	MN	\$0.42	\$1,277	\$763
18	0.03%	Regions Financial Corp.	AL	\$46.53	\$144,438	\$67,655
19	0.03%	Bancfirst Corp.	OK	\$1.23	\$3,842	\$2,351
20	0.03%	Iberiabank Corp.	LA	\$1.67	\$5,324	\$3,517
21	0.03%	FVNB Corp.	TX	\$0.43	\$1,377	\$944
22	0.03%	Univest Corp. of PA	PA	\$0.62	\$2,013	\$1,411
23	0.03%	Fifth Third Bancorp	OH	\$34.20	\$114,975	\$58,100
24	0.03%	Bryn Mawr Bank Corp.	PA	\$0.31	\$1,049	\$708
25	0.03%	FirstMerit Corp.	OH	\$3.05	\$10,568	\$6,686
26	0.03%	Sandy Spring Bancorp	MD	\$0.91	\$3,164	\$2,184
27	0.03%	ANB Corp.	TX	\$0.50	\$1,758	\$1,044
28	0.03%	Wilson Bank Holding Co.	TN	\$0.39	\$1,389	\$1,147
29	0.03%	S. Y. Bancorp, Inc.	KY	\$0.45	\$1,596	\$1,081
30	0.03%	Capital City Bank Group	FL	\$0.73	\$2,638	\$1,746
31	0.03%	Bank of America Corp.	NC	\$477.47	\$1,723,270	\$496,551
32	0.03%	JPMorgan Chase & Co.	NY	\$491.00	\$1,775,670	\$362,150
33	0.03%	Citizens National Banc	MS	\$0.31	\$1,125	\$747
34	0.03%	Fremont Bancorporation	CA	\$0.60	\$2,230	\$1,116
35	0.03%	Trico Bancshares	CA	\$0.53	\$1,980	\$1,164
36	0.03%	Suntrust Banks, Inc.	GA	\$46.57	\$177,233	\$92,856
37	0.03%	Salem Five Bancorp	MA	\$0.73	\$2,775	\$1,615
38	0.03%	F.N.B. Corp.	PA	\$2.10	\$8,096	\$4,978
39	0.03%	Lakeland Financial Corp.	IN	\$0.58	\$2,250	\$1,358
40	0.03%	First Citizens Bancshares	NC	\$4.21	\$16,423	\$11,780
41	0.03%	Amcore Financial, Inc.	IL	\$1.31	\$5,176	\$3,657
42	0.03%	M&T Bank Corp.	NY	\$16.64	\$65,893	\$27,685
43	0.03%	Bremer Financial Corp.	MN	\$1.93	\$7,689	\$4,299
44	0.02%	Old National Bancorp	IN	\$1.90	\$7,602	\$4,906
45	0.02%	First Horizon National Corp.	TN	\$8.84	\$35,551	\$10,633
46	0.02%	PNC Financial Services	PA	\$35.46	\$142,791	\$61,626
47	0.02%	Sun Bancorp, Inc	NJ	\$0.85	\$3,425	\$2,295
48	0.02%	Huntington Bancshares	OH	\$13.68	\$55,310	\$35,870
49	0.02%	First Citizens Bancorp	SC	\$1.61	\$6,529	\$4,528
50	0.02%	UMB Financial Corp.	MO	\$2.15	\$8,807	\$5,319

ABP is asset-base penetration (Investment income/total bank assets). Investment income is 'income from the sale and servicing of mutual funds and annuities,' primarily gross commissions, as reported to the Federal Reserve Board (Y-9C).

by Huntington's July 2007 acquisition of Sky Financial, which owned a large insurance agency, Sky Insurance.

The insurance business reports to Daniel Benhase, senior executive vice president of Huntington's Private Financial and Capital Markets group, who is also responsible for other specialized services offered by Huntington, including trust and brokerage.

Huntington has sold insurance since 1996. The \$55 billion-asset bank holding company is based in Columbus, Ohio.

Soy Capital Bank Acquires Insurance Agency

Soy Capital Bank & Trust announced in September the acquisition of SBSi Semonis Insurance Group in Peoria, an insurance agency that specializes in employee benefits programs. SBSi Semonis becomes a division of J.L. Hubbard Insurance, a subsidiary of Soy Capital Bank & Trust.

Soy Capital is the bank subsidiary of SCB Bancorp, Inc. (Decatur, IL). It is one of the top insurance producing small banks in the U.S. In 2007, it reported \$6.31 million in insurance brokerage revenues, 71st among banking companies according to *Who's Who in Bank Insurance (2008 Edition)*. It has only \$327 million in balance sheet assets.

Bill Shade, Soy Capital Bank & Trust board chairman, said, "Soy Capital is very fortunate to have partnered with SBSi Semonis, as they bring a high level of expertise in the employee benefits area. They will further strengthen the ability of Soy Capital Bank and J.L. Hubbard Insurance and Bonds to provide top quality financial services in Central Illinois."

SBSi Semonis Insurance Group, based in Peoria, will be located at 4530 N. University, Peoria, at the Soy Capital Bank & Trust location.

Bank of America: World's Largest Wealth Manager?

Bank of America (BofA) is set to become the largest wealth management business in the world, overtaking Swiss bank UBS, following its takeover of Merrill Lynch, according to the UK-based *Wealth Bulletin*.

The publication noted in September that the deal also brings "BofA exposure to international wealth markets, [which] was a key driver for the deal. According to Christopher Wheeler of broking firm NCB: 'It is clear that the big opportunity that Bank America saw with Merrill Lynch was in getting hold of their wealth management operations.'"

Merrill Lynch's vice chairman Robert McCann is expected to run the combined operation.

Bank of America Cuts Insurance Jobs

Bank of America eliminated about 400 jobs in its insurance divisions in October as it continued to integrate Countrywide Financial Corp.'s business into its operations, according to the *VenturaCountyStar*.

After a review of Bank of America and Countrywide insurance groups, the field agent model used by subsidiary Balboa Insurance Group was eliminated, said Rick Simon, BofA spokesman, cutting about 350 jobs in eight states.

The review determined that the production and sales of Countrywide's automotive and commercial insurance was no longer part of long-term strategy, resulting in the loss of about 50 jobs. □

Insurance Income by Region: 2nd Quarter 2008

(Dollars in millions)

	Insurance Revenues	# of banks	Avg. inc. per bank	Med. inc. per bank	Regions % of Tot.	Previous Qtr. (Reg.)	Change	Top Institution in region	Inocme in top bank
Northeast	\$45.4	123	\$0.37	0.013	4%	\$69.2	-1%	Eastern Bank (MA)	\$12.52
West	\$397.9	116	\$3.43	0.005	34%	\$410.6	8%	Citibank NA (NV)	\$375.00
South	\$398.6	680	\$0.59	0.010	34%	\$391.8	-1%	BB&T (NC)	\$222.47
Midwest	\$186.1	1228	\$0.15	0.006	16%	\$179.9	-5%	JPMorgan Chase (OH)	\$34.00
Midatlantic	\$129.4	96	\$1.35	0.015	11%	\$119.9	-2%	TD Bank NA (DE)	\$16.64
Southwest	\$29.0	421	\$0.07	0.007	2%	\$33.6	34%	Frost NB (TX)	\$7.07
All	\$1,186.3	2,664	\$0.45	0.007	100%	\$1,204.9	-2%	Citibank NA	\$375.00

Among commercial banks and savings banks that report to the FDIC. Note: Insurance revenues are the sum of two FDIC call report categories: "Insurance and reinsurance underwriting income" and "Income from other insurance activities," i.e., brokerage income.

Annuity Commissions and Fees at Bank Holding Companies 2008 2nd Quarter (dollars in millions)

	2nd Qtr. Annuity Fees	Bank Holding Company	State	Assets	Deposits	Annuity fees/ Deposits	YTD
1	\$170.00	Wachovia Corp.	NC	\$812,433	\$355,675	0.05%	\$364.00
2	\$97.00	JPMorgan Chase & Co.	NY	\$1,775,670	\$362,150	0.03%	\$172.00
3	\$30.95	Suntrust Banks, Inc.	GA	\$177,233	\$92,856	0.03%	\$63.54
4	\$29.84	Bank of America Corp.	NC	\$1,723,270	\$496,551	0.01%	\$64.42
5	\$28.00	Wells Fargo & Company	CA	\$609,074	\$208,502	0.01%	\$56.00
6	\$25.00	U.S. Bancorp	MN	\$246,538	\$92,844	0.03%	\$48.00
7	\$17.13	Keycorp	OH	\$101,958	\$50,303	0.03%	\$30.11
8	\$17.11	HSBC North America	IL	\$461,156	\$70,120	0.02%	\$32.87
9	\$16.00	Citigroup Inc.	NY	\$2,100,385	\$210,719	0.01%	\$40.00
10	\$14.75	National City Corp.	OH	\$153,679	\$79,842	0.02%	\$27.58
11	\$14.12	PNC Financial Services	PA	\$142,791	\$61,626	0.02%	\$30.89
12	\$12.85	Bancwest Corp.	HI	\$76,300	\$31,995	0.04%	\$24.28
13	\$11.91	BB&T Corp.	NC	\$136,465	\$72,216	0.02%	\$23.46
14	\$11.33	Fifth Third Bancorp	OH	\$114,975	\$58,100	0.02%	\$22.30
15	\$10.94	M&T Bank Corp.	NY	\$65,893	\$27,685	0.04%	\$20.27
16	\$10.88	Huntington Bancshares	OH	\$55,310	\$35,870	0.03%	\$21.22
17	\$10.49	Citizens Financial Group	RI	\$161,970	\$87,500	0.01%	\$19.86
18	\$10.33	Compass Bancshares	AL	\$61,101	\$28,239	0.04%	\$22.70
19	\$7.22	Regions Financial Corp.	AL	\$144,438	\$67,655	0.01%	\$13.27
20	\$5.12	Silverton Financial Services	GA	\$2,920	\$427	1.20%	\$11.82
21	\$5.00	Bank of New York Mellon	NY	\$201,344	\$22,852	0.02%	\$10.00
22	\$4.97	Unionbancal Corp.	CA	\$60,594	\$27,298	0.02%	\$8.81
23	\$4.65	First Horizon National Corp.	TN	\$35,551	\$10,633	0.04%	\$8.78
24	\$4.21	First Citizens Bancshares	NC	\$16,423	\$11,780	0.04%	\$8.13
25	\$3.11	Marshall & Ilsley Corp.	WI	\$64,271	\$31,355	0.01%	\$5.61
26	\$2.65	NY Community Bancorp	NY	\$31,107	\$12,125	0.02%	\$4.75
27	\$2.61	Associated Banc-Corp	WI	\$22,304	\$10,777	0.02%	\$5.41
28	\$2.59	Bank of Hawaii Corp.	HI	\$10,371	\$6,999	0.04%	\$4.84
29	\$2.40	Bancorpsouth, Inc.	MS	\$13,405	\$8,062	0.03%	\$4.69
30	\$2.22	TCF Financial Corp.	MN	\$16,514	\$7,777	0.03%	\$4.49
31	\$2.19	FirstMerit Corp.	OH	\$10,568	\$6,686	0.03%	\$4.31
32	\$2.14	Colonial Bancgroup, Inc.	AL	\$26,031	\$17,089	0.01%	\$4.45
33	\$2.11	Webster Financial Corp.	CT	\$17,495	\$10,311	0.02%	\$6.11
34	\$2.00	Citizens Republic Bancorp	MI	\$13,179	\$7,491	0.03%	\$3.38
35	\$1.77	Hancock Holding Co.	MS	\$6,320	\$4,127	0.04%	\$3.52
36	\$1.66	Synovus Financial Corp.	GA	\$34,227	\$21,927	0.01%	\$2.91
37	\$1.59	TD Banknorth Inc.	ME	\$116,845	\$67,261	0.00%	\$2.39
38	\$1.59	Comerica Inc.	TX	\$66,174	\$29,405	0.01%	\$2.87
39	\$1.50	BOK Financial Corp.	OK	\$22,476	\$11,061	0.01%	\$3.11
40	\$1.46	Fulton Financial Corp.	PA	\$16,058	\$8,149	0.02%	\$3.15
41	\$1.33	Susquehanna Bancshares	PA	\$13,505	\$7,705	0.02%	\$2.49
42	\$1.32	Iberiabank Corp.	LA	\$5,324	\$3,517	0.04%	\$2.34
43	\$1.28	National Penn Bancshares	PA	\$9,241	\$5,286	0.02%	\$2.25
44	\$1.19	First Citizens Bancorp	SC	\$6,529	\$4,528	0.03%	\$2.13
45	\$1.12	NewAlliance Bancshares	CT	\$8,263	\$3,830	0.03%	\$2.77
46	\$1.00	Cullen/Frost Bankers, Inc.	TX	\$13,808	\$6,823	0.01%	\$1.95
47	\$0.95	Commerce Bancshares	MO	\$17,034	\$11,137	0.01%	\$2.17
48	\$0.93	First National of Nebraska	NE	\$16,663	\$10,830	0.01%	\$2.29
49	\$0.88	Old National Bancorp	IN	\$7,602	\$4,906	0.02%	\$2.02
50	\$0.87	Provident Bankshares	MD	\$6,384	\$3,604	0.02%	\$1.54

“Fees and commissions from annuity sales” as reported to the Federal Reserve Board. Overall, 361 bank holding companies reported some annuity income in the 2nd quarter 2008. The total was \$651.90 million slightly down from \$653.51 million in the 1st quarter. See page 6 for annuity fees at operating commercial and savings banks.

Commissions and Fees from Securities Brokerage at Bank Holding Companies 2008 2nd Quarter (dollars in millions)

	2nd. Qtr. Securities Brokerage	Bank Holding Company	State	Assets	Deposits	Securities/ Deposits	YTD
1	\$853.49	Bank of America Corp.	NC	\$1,723,270	\$496,551	0.17%	\$1,719.55
2	\$730.00	JPMorgan Chase & Co.	NY	\$1,775,670	\$362,150	0.20%	\$1,508.00
3	\$720.00	Wachovia Corp.	NC	\$812,433	\$355,675	0.20%	\$1,439.00
4	\$505.00	Bank of New York Mellon	NY	\$201,344	\$22,852	2.21%	\$990.00
5	\$368.00	Wells Fargo & Company	CA	\$609,074	\$208,502	0.18%	\$740.00
6	\$154.61	Regions Financial Corp.	AL	\$144,438	\$67,655	0.23%	\$346.20
7	\$64.51	BB&T Corp.	NC	\$136,465	\$72,216	0.09%	\$130.09
8	\$52.88	HSBC North America	IL	\$461,156	\$70,120	0.08%	\$102.44
9	\$44.54	National City Corp.	OH	\$153,679	\$79,842	0.06%	\$91.40
10	\$42.81	Suntrust Banks, Inc.	GA	\$177,233	\$92,856	0.05%	\$82.53
11	\$42.00	Citigroup Inc.	NY	\$2,100,385	\$210,719	0.02%	\$88.00
12	\$40.80	Keycorp	OH	\$101,958	\$50,303	0.08%	\$74.33
13	\$25.02	PNC Financial Services	PA	\$142,791	\$61,626	0.04%	\$74.11
14	\$25.00	U.S. Bancorp	MN	\$246,538	\$92,844	0.03%	\$51.00
15	\$16.02	Santander Bancorp	PR	\$8,831	\$4,842	0.33%	\$33.74
16	\$13.40	Fifth Third Bancorp	OH	\$114,975	\$58,100	0.02%	\$26.96
17	\$11.90	City National Corp.	CA	\$16,345	\$10,855	0.11%	\$22.92
18	\$10.23	Comerica Inc.	TX	\$66,174	\$29,405	0.03%	\$20.41
19	\$9.91	First Horizon National Corp.	TN	\$35,551	\$10,633	0.09%	\$24.06
20	\$9.25	Marshall & Ilsley Corp.	WI	\$64,271	\$31,355	0.03%	\$18.28
21	\$9.10	Citizens Financial Group	RI	\$161,970	\$87,500	0.01%	\$18.48
22	\$8.03	M&T Bank Corp.	NY	\$65,893	\$27,685	0.03%	\$16.61
23	\$6.24	Boston Private Financial	MA	\$7,206	\$2,916	0.21%	\$7.42
24	\$6.02	Wintrust Financial Corp.	IL	\$9,923	\$7,073	0.09%	\$9.98
25	\$5.71	Synovus Financial Corp.	GA	\$34,227	\$21,927	0.03%	\$11.44
26	\$5.60	Arvest Bank Group, Inc.	AR	\$9,922	\$6,794	0.08%	\$11.62
27	\$5.52	Compass Bancshares, Inc.	AL	\$61,101	\$28,239	0.02%	\$10.99
28	\$5.20	Huntington Bancshares	OH	\$55,310	\$35,870	0.01%	\$10.48
29	\$4.55	Unionbancal Corp.	CA	\$60,594	\$27,298	0.02%	\$8.95
30	\$4.26	TD Banknorth Inc.	ME	\$116,845	\$67,261	0.01%	\$7.10
31	\$4.19	Zions Bancorporation	UT	\$54,838	\$24,278	0.02%	\$8.78
32	\$3.97	Harris Bankcorp, Inc.	IL	\$44,435	\$22,315	0.02%	\$8.06
33	\$3.92	Commerce Bancshares, Inc.	MO	\$17,034	\$11,137	0.04%	\$7.51
34	\$3.18	Cullen/Frost Bankers, Inc.	TX	\$13,808	\$6,823	0.05%	\$6.22
35	\$3.12	Bancwest Corp.	HI	\$76,300	\$31,995	0.01%	\$6.27
36	\$2.62	Colonial Bancgroup, Inc.	AL	\$26,031	\$17,089	0.02%	\$4.82
37	\$2.34	South Financial Group	SC	\$13,979	\$8,759	0.03%	\$3.67
38	\$2.33	First Citizens Bancshares	NC	\$16,423	\$11,780	0.02%	\$4.79
39	\$2.12	UMB Financial Corp.	MO	\$8,807	\$5,319	0.04%	\$4.20
40	\$2.10	F.N.B. Corp.	PA	\$8,096	\$4,978	0.04%	\$3.62
41	\$1.95	Oriental Financial Group Inc.	PR	\$6,060	\$1,432	0.14%	\$4.51
42	\$1.65	Washington Trust Bancorp	RI	\$2,734	\$1,422	0.12%	\$3.28
43	\$1.42	Central Bancompany	MO	\$8,297	\$4,789	0.03%	\$2.71
44	\$1.40	First National of Nebraska	NE	\$16,663	\$10,830	0.01%	\$2.79
45	\$1.37	Trustmark Corp.	MS	\$9,315	\$5,634	0.02%	\$2.93
46	\$1.22	Pinnacle Financial Partners	TN	\$4,106	\$2,708	0.05%	\$2.49
47	\$1.19	MB Financial, Inc	IL	\$8,407	\$5,139	0.02%	\$2.17
48	\$1.16	Umpqua Holdings Corp.	OR	\$8,362	\$5,104	0.02%	\$2.23
49	\$1.13	Bremer Financial Corp.	MN	\$7,689	\$4,299	0.03%	\$2.24
50	\$1.07	First Interstate Bancsystem	MT	\$6,360	\$3,892	0.03%	\$2.21

“Fees and commissions from securities brokerage” as reported to the Federal Reserve Board. Re deposit-base penetration, deposits are domestic, interest-bearing only. Overall, 485 bank holding companies have reported some securities brokerage income in the 2nd quarter 2008. The 2nd quarter total was \$4,135.58 million. See page 7 for securities brokerage at operating banks.

Top 50 Operating Banks in Insurance Revenues: 2nd Quarter 2008

(all dollars in millions; among 2,664 banks with some revenues)

	2nd quarter insurance revenues	Bank	State	Assets	Deposits	DBP	1st quarter insurance revenues	Change
1	\$375.00	Citibank NA	NV	\$1,228,445	\$218,866	0.17%	\$368.00	2%
2	\$222.47	Branch Banking & Trust	NC	\$132,884	\$85,652	0.26%	\$199.64	11%
3	\$66.37	FIA Card Svc NA	DE	\$165,350	\$4,625	1.44%	\$69.69	-5%
4	\$46.91	Bank of America NA	NC	\$1,327,429	\$642,252	0.01%	\$43.98	7%
5	\$34.00	JPMorgan Chase Bank	OH	\$1,378,468	\$461,008	0.01%	\$31.00	10%
6	\$25.00	Wells Fargo Bank NA	SD	\$503,327	\$276,306	0.01%	\$27.00	-7%
7	\$22.09	National City Bank	OH	\$151,165	\$97,765	0.02%	\$21.77	1%
8	\$21.56	BancorpSouth Bank	MS	\$13,395	\$9,732	0.22%	\$24.77	-13%
9	\$16.64	TD Bank NA	DE	\$98,855	\$73,236	0.02%	\$15.92	5%
10	\$14.47	Suntrust Bank	GA	\$171,501	\$114,276	0.01%	\$17.74	-18%
11	\$14.20	Compass Bank	AL	\$61,067	\$36,499	0.04%	\$17.09	-17%
12	\$12.52	Eastern Bank	MA	\$6,802	\$4,586	0.27%	\$15.23	-18%
13	\$11.16	Associated Bank NA	WI	\$22,059	\$13,409	0.08%	\$11.33	-1%
14	\$10.09	First Tennessee Bank	TN	\$35,287	\$15,261	0.07%	\$11.22	-10%
15	\$9.29	HSBC Bank USA NA	DE	\$177,466	\$82,748	0.01%	\$8.77	6%
16	\$9.07	Wells Fargo Fincl Bank	SD	\$5,988	\$184	4.92%	\$9.83	-8%
17	\$8.39	Trustmark NB	MS	\$9,181	\$6,913	0.12%	\$8.26	2%
18	\$8.33	Manufacturers & Traders	NY	\$65,080	\$35,975	0.02%	\$9.07	-8%
19	\$7.37	Barclays Bank Delaware	DE	\$7,670	\$34	21.78%	\$7.12	4%
20	\$7.25	Bank of the West	CA	\$63,262	\$34,925	0.02%	\$9.26	-22%
21	\$7.07	Frost NB	TX	\$13,797	\$10,758	0.07%	\$11.17	-37%
22	\$5.95	Banco Popular NA	FL	\$88	\$0	na	\$4.82	23%
23	\$5.75	US Bank NA	OH	\$242,308	\$127,819	0.00%	\$6.01	-4%
24	\$5.51	Chase Bank USA NA	DE	\$74,463	\$35,842	0.02%	\$6.20	-11%
25	\$5.50	Discover Bank	DE	\$30,502	\$24,456	0.02%	\$6.02	-9%
26	\$5.00	Wachovia Bank NA	NC	\$670,639	\$397,759	0.00%	\$6.00	-17%
27	\$4.74	American Express Centur.	UT	\$25,349	\$6,949	0.07%	\$2.20	116%
28	\$4.66	Fifth Third Bank	OH	\$67,273	\$32,669	0.01%	\$4.10	14%
29	\$4.22	Bank of Hawaii	HI	\$10,348	\$7,195	0.06%	\$6.20	-32%
30	\$3.98	National Penn Bank	PA	\$9,028	\$5,923	0.07%	\$3.82	4%
31	\$3.54	First NB of Omaha	NE	\$9,737	\$7,390	0.05%	\$2.74	29%
32	\$3.50	Townebank	VA	\$2,716	\$1,991	0.18%	\$4.54	-23%
33	\$3.17	Hancock Bank	MS	\$3,500	\$2,779	0.11%	\$2.52	26%
34	\$3.09	R-G Premier Bank of PR	PR	\$7,189	\$4,399	0.07%	\$4.85	-36%
35	\$2.56	Adirondack Trust Co.	NY	\$735	\$644	0.40%	\$2.03	26%
36	\$2.48	Comerica Bank	TX	\$65,961	\$41,358	0.01%	\$2.70	-8%
37	\$2.39	Carolina First Bank	SC	\$13,938	\$10,008	0.02%	\$3.06	-22%
38	\$2.26	Valley NB	NJ	\$12,966	\$8,460	0.03%	\$3.37	-33%
39	\$2.23	Peoples Bank NA	OH	\$1,897	\$1,296	0.17%	\$2.93	-24%
40	\$2.01	Oneida Savings Bank	NY	\$549	\$428	0.47%	\$2.34	-14%
41	\$2.00	First-Citizens B&TC	NC	\$13,540	\$11,066	0.02%	\$2.61	-24%
42	\$1.94	First Bank	MO	\$10,780	\$8,871	0.02%	\$1.99	-3%
43	\$1.86	American NB Texas	TX	\$1,756	\$1,476	0.13%	\$2.77	-33%
44	\$1.85	Bank First National	WI	\$739	\$565	0.33%	\$2.50	-26%
45	\$1.82	Arvest Bank	AR	\$9,895	\$8,298	0.02%	\$1.44	26%
46	\$1.81	KeyBank NA	OH	\$98,048	\$61,024	0.00%	\$1.09	67%
47	\$1.72	Harleysville NB&TC	PA	\$3,868	\$2,870	0.06%	\$1.58	9%
48	\$1.71	Soy Capital B&TC	IL	\$387	\$288	0.59%	\$2.36	-27%
49	\$1.70	Capital One NA	VA	\$108,520	\$70,585	0.00%	\$1.46	17%
50	\$1.69	Beneficial MSB	PA	\$3,733	\$2,657	0.06%	\$3.12	-46%

The first column represents the sum of two FDIC call report categories: "Insurance and reinsurance underwriting income" and "Income from other insurance activities," i.e., brokerage income. Commercial banks and savings banks that report to the FDIC only are included here. Deposit-base penetration is total insurance revenues (brokerage and underwriting) divided by bank deposits.

Top 100 Commerical Banks and Thrifts in Investment Income: 2nd Quarter 2008

(Among 1,793 institutions with some income from annuity or mutual fund sales; all dollars in millions)

	Investment Income	Bank	State	Assets	Deposits	DBP	1st Quarter	Change
1	\$487.42	Bank of America NA	NC	\$1,327,429	\$642,252	0.08%	\$475.08	3%
2	\$146.00	Wachovia Bank NA	NC	\$670,639	\$397,759	0.04%	\$154.00	-5%
3	\$94.00	Wells Fargo Bank NA	SD	\$503,327	\$276,306	0.03%	\$95.00	-1%
4	\$51.56	US Bank NA	OH	\$242,308	\$127,819	0.04%	\$48.98	5%
5	\$46.04	PNC Bank NA	PA	\$128,348	\$76,832	0.06%	\$34.01	35%
6	\$45.74	Washington Mutual Bank	NV	\$307,022	\$181,867	0.03%	\$38.26	20%
7	\$34.33	KeyBank NA	OH	\$98,048	\$61,024	0.06%	\$29.14	18%
8	\$33.85	Fifth Third Bank	OH	\$67,273	\$32,669	0.10%	\$33.37	1%
9	\$19.72	Branch Banking & Trust	NC	\$132,884	\$85,652	0.02%	\$18.93	4%
10	\$18.95	RBS Citizens NA	RI	\$132,051	\$71,203	0.03%	\$18.42	3%
11	\$16.64	Manufacturers & Traders	NY	\$65,080	\$35,975	0.05%	\$14.91	12%
12	\$16.53	ING Bank, FSB	DE	\$79,465	\$67,993	0.02%	\$14.97	10%
13	\$15.16	City NB	CA	\$15,971	\$11,923	0.13%	\$13.73	10%
14	\$14.53	Compass Bank	AL	\$61,067	\$36,499	0.04%	\$16.57	-12%
15	\$14.51	Capital One NA	VA	\$108,520	\$70,585	0.02%	\$10.51	38%
16	\$13.08	Sovereign Bank	PA	\$79,189	\$47,432	0.03%	\$13.19	-1%
17	\$12.27	People's United Bank	CT	\$18,734	\$14,501	0.08%	\$6.20	98%
18	\$9.83	Bank of the West	CA	\$63,262	\$34,925	0.03%	\$8.71	13%
19	\$9.69	Huntington NB	OH	\$54,842	\$37,148	0.03%	\$9.87	-2%
20	\$9.34	LaSalle Bank NA	IL	\$68,379	\$29,595	0.03%	\$9.95	-6%
21	\$8.84	First Tennessee Bank	TN	\$35,287	\$15,261	0.06%	\$8.39	5%
22	\$7.75	Guaranty Bank	TX	\$15,937	\$9,234	0.08%	\$8.56	-9%
23	\$7.22	Regions Bank	AL	\$139,354	\$86,226	0.01%	\$6.05	19%
24	\$6.82	Union Bank of Calif.	CA	\$60,228	\$40,793	0.02%	\$5.69	20%
25	\$5.45	Comerica Bank	TX	\$65,961	\$41,358	0.01%	\$5.40	1%
26	\$5.34	TD Bank NA	DE	\$98,855	\$73,236	0.01%	\$3.74	43%
27	\$4.68	Astoria FS & LA	NY	\$21,599	\$13,186	0.04%	\$2.93	60%
28	\$4.50	Bank of Hawaii	HI	\$10,348	\$7,195	0.06%	\$4.64	-3%
29	\$4.15	First-Citizens B&TC	NC	\$13,540	\$11,066	0.04%	\$3.87	7%
30	\$3.79	Signature Bank	NY	\$6,369	\$4,867	0.08%	\$3.73	1%
31	\$3.76	First Hawaiian Bank	HI	\$13,027	\$8,346	0.05%	\$3.47	8%
32	\$3.74	Countrywide Bank, FSB	VA	\$116,384	\$63,349	0.01%	\$3.25	15%
33	\$3.64	Mellon Bank NA	PA	\$39,476	\$9,044	0.04%	\$4.60	-21%
34	\$3.31	New York Community	NY	\$29,007	\$11,968	0.03%	\$2.68	23%
35	\$3.05	FirstMerit Bank NA	OH	\$10,550	\$7,295	0.04%	\$2.43	26%
36	\$2.98	TCF NB	MN	\$16,469	\$10,172	0.03%	\$3.21	-7%
37	\$2.88	Hancock Bank	MS	\$3,500	\$2,779	0.10%	\$2.81	2%
38	\$2.76	Amegy Bank NA	TX	\$12,136	\$6,786	0.04%	\$3.26	-15%
39	\$2.75	Associated Bank NA	WI	\$22,059	\$13,409	0.02%	\$2.96	-7%
40	\$2.72	UMB Bank NA	MO	\$7,694	\$5,584	0.05%	\$2.63	3%
41	\$2.67	Harris NA	IL	\$41,592	\$27,078	0.01%	\$2.89	-8%
42	\$2.60	Chevy Chase Bank, F.S.B.	VA	\$14,914	\$11,388	0.02%	\$2.72	-4%
43	\$2.43	Commerce Bank NA	MO	\$15,592	\$11,493	0.02%	\$2.58	-6%
44	\$2.41	Citizens Bank	MI	\$12,372	\$8,610	0.03%	\$2.31	4%
45	\$2.41	Frost NB	TX	\$13,797	\$10,758	0.02%	\$2.20	9%
46	\$2.36	First Niagara Bank	NY	\$9,003	\$6,156	0.04%	\$1.63	45%
47	\$2.10	First NB of Pennsylvania	PA	\$7,905	\$5,887	0.04%	\$1.52	38%
48	\$2.10	First National Trust Co.	PA	\$21	\$0	na	\$1.52	38%
49	\$2.05	Bancorpsouth Bank	MS	\$13,395	\$9,732	0.02%	\$1.89	8%
50	\$2.03	Fulton Financial Advisors	PA	\$47	\$0	na	\$2.39	-15%

'Investment income' is 'income from the sale and servicing of mutual funds and annuities,' as reported to the FDIC or OTS. This represents primarily gross commissions from annuity and fund sales, but it can include investment advisory fees if banks manage those funds. Banks are not included if most investment income derives from *non-retail* sources. DBP is deposit-base penetration—investment income/deposits.

Top 100 Commerical Banks and Thrifts In Investment Income: 2nd Quarter 2008

(Among 1,793 institutions with some income from annuity or mutual fund sales; all dollars in millions)

	Investment Income	Bank	State	Assets	Deposits	DBP	1st Quarter	Change
51	\$2.03	Colonial Bank	AL	\$25,987	\$18,019	0.01%	\$2.32	-12%
52	\$1.99	NewAlliance Bank	CT	\$8,249	\$4,478	0.04%	\$2.38	-16%
53	\$1.90	Old NB	IN	\$7,453	\$5,404	0.04%	\$2.24	-15%
54	\$1.68	Trustmark NB	MS	\$9,181	\$6,913	0.02%	\$2.11	-21%
55	\$1.67	IberiaBank	LA	\$3,680	\$2,795	0.06%	\$1.29	30%
56	\$1.65	M&I Marshall & Ilsley	WI	\$57,686	\$31,650	0.01%	\$1.38	19%
57	\$1.63	Carolina First Bank	SC	\$13,938	\$10,008	0.02%	\$1.16	40%
58	\$1.61	First Citizens B&T Co.	SC	\$6,182	\$5,199	0.03%	\$1.40	15%
59	\$1.58	Banco Popular No. America	NY	\$12,871	\$9,383	0.02%	\$1.66	-5%
60	\$1.54	Susquehanna Bank PA	PA	\$6,805	\$4,470	0.03%	\$1.39	11%
61	\$1.53	Washington Trust Co.	RI	\$2,732	\$1,610	0.10%	\$1.48	4%
62	\$1.44	Essex Savings Bank	CT	\$267	\$188	0.76%	\$1.44	0%
63	\$1.36	Sterling Savings Bank	WA	\$12,216	\$7,639	0.02%	\$1.23	11%
64	\$1.33	Fulton Bank	PA	\$8,566	\$4,462	0.03%	\$1.32	1%
65	\$1.32	Chittenden Trust Co.	VT	\$3,452	\$2,542	0.05%	\$0.65	103%
66	\$1.28	National Penn Bank	PA	\$9,028	\$5,923	0.02%	\$0.97	32%
67	\$1.24	First Commonwealth Bank	PA	\$6,197	\$4,328	0.03%	\$0.91	36%
68	\$1.23	Bancfirst	OK	\$3,823	\$3,382	0.04%	\$1.26	-3%
69	\$1.19	MB Financial Bank NA	IL	\$8,391	\$6,038	0.02%	\$0.99	21%
70	\$1.15	Arvest Bank	AR	\$9,895	\$8,298	0.01%	\$1.18	-3%
71	\$1.13	United Bank	WV	\$4,167	\$2,811	0.04%	\$0.92	23%
72	\$1.11	AnchorBank	WI	\$4,891	\$3,380	0.03%	\$3.61	-69%
73	\$1.09	Wesbanco Bank	WV	\$5,253	\$3,657	0.03%	\$1.04	5%
74	\$1.06	American Savings Bank	HI	\$5,585	\$4,303	0.02%	\$1.10	-4%
75	\$1.05	Provident Bank	MD	\$6,166	\$4,362	0.02%	\$0.94	12%
76	\$1.01	First Federal Bank	CA	\$7,179	\$3,864	0.03%	\$0.46	121%
77	\$1.00	Glenmede TC NA	PA	\$49	\$0	na	\$0.98	3%
78	\$0.99	Privatebank & TC	IL	\$5,794	\$5,163	0.02%	\$1.00	-1%
79	\$0.97	Superior Bank	AL	\$3,020	\$2,194	0.04%	\$0.03	2747%
80	\$0.93	Central Pacific Bank	HI	\$5,637	\$3,934	0.02%	\$0.60	56%
81	\$0.91	Johnson Bank	WI	\$5,091	\$3,609	0.03%	\$1.16	-22%
82	\$0.91	Sandy Spring Bank	MD	\$3,159	\$2,298	0.04%	\$0.82	10%
83	\$0.89	First Interstate Bank	MT	\$5,284	\$4,117	0.02%	\$0.93	-5%
84	\$0.87	Bank of Oklahoma NA	OK	\$16,092	\$7,243	0.01%	\$0.92	-6%
85	\$0.85	Zions First NB	UT	\$20,195	\$10,356	0.01%	\$0.80	7%
86	\$0.85	Sun NB	NJ	\$3,421	\$2,801	0.03%	\$0.78	9%
87	\$0.84	Bank Midwest MN IA	MN	\$488	\$411	0.21%	\$0.73	16%
88	\$0.83	Pinnacle NB	TN	\$4,099	\$3,169	0.03%	\$0.58	42%
89	\$0.81	United Community Bank	GA	\$8,258	\$6,713	0.01%	\$1.09	-26%
90	\$0.79	Bank Mutual	WI	\$3,550	\$2,183	0.04%	\$0.60	31%
91	\$0.78	Whitney NB	LA	\$10,999	\$7,637	0.01%	\$0.62	26%
92	\$0.78	Community Bank NA	NY	\$4,637	\$3,301	0.02%	\$0.70	11%
93	\$0.76	TierOne Bank	NE	\$3,233	\$2,232	0.03%	\$0.74	3%
94	\$0.75	Chemical Bank	MI	\$3,731	\$2,887	0.03%	\$0.63	19%
95	\$0.74	Central Trust Bank	MO	\$1,655	\$912	0.08%	\$0.64	15%
96	\$0.73	Capital City Bank	FL	\$2,632	\$2,167	0.03%	\$0.47	57%
97	\$0.73	Salem Five Cents Savings	MA	\$2,775	\$1,754	0.04%	\$0.71	2%
98	\$0.70	BankUnited, FSB	FL	\$14,200	\$7,700	0.01%	\$2.62	-73%
99	\$0.70	Apple Bank for Saving	NY	\$7,761	\$6,338	0.01%	\$0.47	50%
100	\$0.67	Washington Trust Bank	WA	\$3,943	\$2,839	0.02%	\$0.52	28%

'Investment income' is 'income from the sale and servicing of mutual funds and annuities,' as reported to the FDIC or OTS. This represents primarily gross commissions from annuity and fund sales, but it can include investment advisory fees if banks manage those funds. Banks are not included if most investment income derives from *non-retail* sources. DBP is deposit-base penetration—investment income/deposits.

Top 50 Banks and Thrifts in Investment Income/Deposits: 2nd Quarter 2008

(Among 366 institutions with more than \$1 billion in assets; all dollars in millions)

#	DBP	Bank	State	Inv. Inc.	Assets	Deposits	ABP
1	0.13%	City NB	CA	\$15.16	\$15,971	\$11,923	0.09%
2	0.10%	Fifth Third Bank	OH	\$33.85	\$67,273	\$32,669	0.05%
3	0.10%	Hancock Bank	MS	\$2.88	\$3,500	\$2,779	0.08%
4	0.10%	Washington Trust Co.	RI	\$1.53	\$2,732	\$1,610	0.06%
5	0.08%	People's United Bank	CT	\$12.27	\$18,734	\$14,501	0.07%
6	0.08%	Guaranty Bank	TX	\$7.75	\$15,937	\$9,234	0.05%
7	0.08%	Central Trust Bank	MO	\$0.74	\$1,655	\$912	0.04%
8	0.08%	Signature Bank	NY	\$3.79	\$6,369	\$4,867	0.06%
9	0.08%	Bank of America NA	NC	\$487.42	\$1,327,429	\$642,252	0.04%
10	0.06%	Bank of Hawaii	HI	\$4.50	\$10,348	\$7,195	0.04%
11	0.06%	PNC Bank NA	PA	\$46.04	\$128,348	\$76,832	0.04%
12	0.06%	IberiaBank	LA	\$1.67	\$3,680	\$2,795	0.05%
13	0.06%	First Tennessee Bank	TN	\$8.84	\$35,287	\$15,261	0.03%
14	0.06%	KeyBank NA	OH	\$34.33	\$98,048	\$61,024	0.04%
15	0.05%	Chittenden Trust Company	VT	\$1.32	\$3,452	\$2,542	0.04%
16	0.05%	German American BC	IN	\$0.45	\$1,166	\$928	0.04%
17	0.05%	UMB Bank NA	MO	\$2.72	\$7,694	\$5,584	0.04%
18	0.05%	Manufacturers & Traders	NY	\$16.64	\$65,080	\$35,975	0.03%
19	0.05%	First Hawaiian Bank	HI	\$3.76	\$13,027	\$8,346	0.03%
20	0.04%	NewAlliance Bank	CT	\$1.99	\$8,249	\$4,478	0.02%
21	0.04%	Superior Bank	AL	\$0.97	\$3,020	\$2,194	0.03%
22	0.04%	Texas B&TC	TX	\$0.39	\$1,047	\$906	0.04%
23	0.04%	FirstMerit Bank NA	OH	\$3.05	\$10,550	\$7,295	0.03%
24	0.04%	Salem Five Cents Savings	MA	\$0.73	\$2,775	\$1,754	0.03%
25	0.04%	Univest NB&TC	PA	\$0.62	\$1,995	\$1,512	0.03%
26	0.04%	Amegy Bank NA	TX	\$2.76	\$12,136	\$6,786	0.02%
27	0.04%	Bryn Mawr Trust Co.	PA	\$0.31	\$1,045	\$757	0.03%
28	0.04%	US Bank NA	OH	\$51.56	\$242,308	\$127,819	0.02%
29	0.04%	Mellon Bank NA	PA	\$3.64	\$39,476	\$9,044	0.01%
30	0.04%	United Bank	WV	\$1.13	\$4,167	\$2,811	0.03%
31	0.04%	Compass Bank	AL	\$14.53	\$61,067	\$36,499	0.02%
32	0.04%	Sandy Spring Bank	MD	\$0.91	\$3,159	\$2,298	0.03%
33	0.04%	First Niagara Bank	NY	\$2.36	\$9,003	\$6,156	0.03%
34	0.04%	First-Citizens B&TC	NC	\$4.15	\$13,540	\$11,066	0.03%
35	0.04%	Fremont Bank	CA	\$0.60	\$2,226	\$1,604	0.03%
36	0.04%	Wachovia Bank NA	NC	\$146.00	\$670,639	\$397,759	0.02%
37	0.04%	First Victoria NB	TX	\$0.43	\$1,375	\$1,174	0.03%
38	0.04%	Bancfirst	OK	\$1.23	\$3,823	\$3,382	0.03%
39	0.04%	Bank Mutual	WI	\$0.79	\$3,549.50	\$2,183	0.02%
40	0.04%	Citizens NB of Meridian	MS	\$0.31	\$1,124	\$858	0.03%
41	0.04%	First NB of Pennsylvania	PA	\$2.10	\$7,905	\$5,887	0.03%
42	0.04%	Astoria FS & LA	NY	\$4.68	\$21,599	\$13,186	0.02%
43	0.04%	Stock Yards B&TC	KY	\$0.45	\$1,590	\$1,264	0.03%
44	0.04%	Old NB	IN	\$1.90	\$7,453	\$5,404	0.03%
45	0.03%	Tri Cty Bank	CA	\$0.53	\$1,979	\$1,512	0.03%
46	0.03%	Susquehanna Bank PA	PA	\$1.54	\$6,805	\$4,470	0.02%
47	0.03%	Dubuque B&TC	IA	\$0.23	\$1,035	\$679	0.02%
48	0.03%	Wells Fargo Bank NA	SD	\$94.00	\$503,327	\$276,306	0.02%
49	0.03%	First FS&LA of Charleston	SC	\$0.64	\$2,871	\$1,878	0.02%
50	0.03%	TierOne Bank	NE	\$0.76	\$3,233	\$2,232	0.02%

DBP is deposit-base penetration—investment income/deposits. 'Investment income' is 'income from the sale and servicing of mutual funds and annuities,' as reported to the FDIC or OTS. This represents primarily gross commissions from annuity and fund sales, but it can include investment advisory fees if banks manage those funds. ABP is asset-base penetration: investment income/assets. Note: banks are not included if most investment income derives from *non-retail* sources.

Top 25 in Income from Annuities and Mutual Funds in the Northeast
2nd Quarter 2008. *All dollars in millions; among 188 banks and thrifts with some investment income.*

	Inv. income	Bank	State	Assets	Deposits	DBP	1st quarter	Change
1	\$18.95	RBS Citizens NA	RI	\$132,051	\$71,203	0.03%	\$18.42	3%
2	\$16.64	Manufacturers & Traders	NY	\$65,080	\$35,975	0.05%	\$14.91	12%
3	\$12.27	People's United Bank	CT	\$18,734	\$14,501	0.08%	\$6.20	98%
4	\$4.68	Astoria FS & LA	NY	\$21,599	\$13,186	0.04%	\$2.93	60%
5	\$3.79	Signature Bank	NY	\$6,369	\$4,867	0.08%	\$3.73	1%
6	\$3.31	New York Community Bank	NY	\$29,007	\$11,968	0.03%	\$2.68	23%
7	\$2.36	First Niagara Bank	NY	\$9,003	\$6,156	0.04%	\$1.63	45%
8	\$1.99	NewAlliance Bank	CT	\$8,249	\$4,478	0.04%	\$2.38	-16%
9	\$1.58	Banco Popular No. America	NY	\$12,871	\$9,383	0.02%	\$1.66	-5%
10	\$1.53	Washington Trust Co.	RI	\$2,732	\$1,610	0.10%	\$1.48	4%
11	\$1.44	Essex Savings Bank	CT	\$267	\$188	0.76%	\$1.44	0%
12	\$1.32	Chittenden Trust Company	VT	\$3,452	\$2,542	0.05%	\$0.65	103%
13	\$0.85	Sun NB	NJ	\$3,421	\$2,801	0.03%	\$0.78	9%
14	\$0.78	Community Bank NA	NY	\$4,637	\$3,301	0.02%	\$0.70	11%
15	\$0.73	Salem Five Cents Savings	MA	\$2,775	\$1,754	0.04%	\$0.71	2%
16	\$0.70	Apple Bank for Saving	NY	\$7,761	\$6,338	0.01%	\$0.47	50%
17	\$0.55	Eastern Bank	MA	\$6,802	\$4,586	0.01%	\$0.31	75%
18	\$0.46	Bank Leumi USA	NY	\$5,560	\$2,891	0.02%	\$0.49	-6%
19	\$0.40	Camden NB	ME	\$2,294	\$1,415	0.03%	\$0.31	28%
20	\$0.40	Rockland Trust Co.	MA	\$3,391	\$2,479	0.02%	\$0.19	111%
21	\$0.39	Liberty Bank	CT	\$2,778	\$2,167	0.02%	\$0.52	-25%
22	\$0.38	OceanFirst Bank	NJ	\$1,872	\$1,328	0.03%	\$0.33	16%
23	\$0.34	Cape Cod Five Cents	MA	\$1,748	\$1,469	0.02%	\$0.31	9%
24	\$0.34	Northeast Bank	ME	\$596	\$365	0.09%	\$0.44	-22%
25	\$0.33	Lakeland Bank	NJ	\$2,565	\$1,964	0.02%	\$0.30	8%

Top 25 in Income from Annuities and Mutual Funds in the West
2nd Quarter 2008. *All dollars in millions; among 129 banks and thrifts with some investment income.*

	Inv. income	Bank	State	Assets	Deposits	DBP	1st quarter	Change
1	\$45.74	Washington Mutual Bank	NV	\$307,022	\$181,867	0.03%	\$38.26	20%
2	\$15.16	City NB	CA	\$15,971	\$11,923	0.13%	\$13.73	10%
3	\$9.83	Bank of the West	CA	\$63,262	\$34,925	0.03%	\$8.71	13%
4	\$6.82	Union Bank of Calif.	CA	\$60,228	\$40,793	0.02%	\$5.69	20%
5	\$4.50	Bank of Hawaii	HI	\$10,348	\$7,195	0.06%	\$4.64	-3%
6	\$3.76	First Hawaiian Bank	HI	\$13,027	\$8,346	0.05%	\$3.47	8%
7	\$1.36	Sterling Savings Bank	WA	\$12,216	\$7,639	0.02%	\$1.23	11%
8	\$1.06	American Savings Bank	HI	\$5,585	\$4,303	0.02%	\$1.10	-4%
9	\$1.01	First Federal Bank of CA	CA	\$7,179	\$3,864	0.03%	\$0.46	121%
10	\$0.93	Central Pacific Bank	HI	\$5,637	\$3,934	0.02%	\$0.60	56%
11	\$0.89	First Interstate Bank	MT	\$5,284	\$4,117	0.02%	\$0.93	-5%
12	\$0.85	Zions First NB	UT	\$20,195	\$10,356	0.01%	\$0.80	7%
13	\$0.67	Washington Trust Bank	WA	\$3,943	\$2,839	0.02%	\$0.52	28%
14	\$0.60	Fremont Bank	CA	\$2,226	\$1,604	0.04%	\$0.52	15%
15	\$0.55	Pacific Capital Bank	CA	\$7,477	\$4,655	0.01%	\$0.50	9%
16	\$0.55	Cathay Bank	CA	\$10,797	\$6,696	0.01%	\$0.57	-4%
17	\$0.53	First NB	CO	\$2,554	\$2,081	0.03%	\$0.53	-1%
18	\$0.53	Tri Cty Bank	CA	\$1,979	\$1,512	0.03%	\$0.42	25%
19	\$0.51	West Coast Bank	OR	\$2,618	\$2,082	0.02%	\$0.57	-11%
20	\$0.50	California NB	CA	\$6,663	\$4,571	0.01%	\$0.25	98%
21	\$0.48	United Cmrl Bank	CA	\$12,852	\$7,639	0.01%	\$0.26	87%
22	\$0.39	Bank of Colorado	CO	\$1,776	\$1,449	0.03%	\$0.35	13%
23	\$0.35	Frontier Bank	WA	\$4,050	\$3,304	0.01%	\$0.36	-1%
24	\$0.34	Premierwest Bank	OR	\$1,487	\$1,221	0.03%	\$0.27	26%
25	\$0.32	Bank of Stockton	CA	\$1,775	\$1,449	0.02%	\$0.62	-48%

'Inv. Income' is 'income from the sale and servicing of mutual funds and annuities.' DBP is deposit-base penetration.

Top 25 in Income from Annuities and Mutual Funds in the South
2nd Quarter 2008 (all dollars in millions; among 336 banks and thrifts with some investment income.)

	Inv. income	Bank	State	Assets	Deposits	DBP	1st quarter	Change
1	\$487.42	Bank of America NA	NC	\$1,327,429	\$642,252	0.08%	\$475.08	3%
2	\$146.00	Wachovia Bank NA	NC	\$670,639	\$397,759	0.04%	\$154.00	-5%
3	\$19.72	Branch Banking & Trust	NC	\$132,884	\$85,652	0.02%	\$18.93	4%
4	\$14.53	Compass Bank	AL	\$61,067	\$36,499	0.04%	\$16.57	-12%
5	\$14.51	Capital One NA	VA	\$108,520	\$70,585	0.02%	\$10.51	38%
6	\$8.84	First Tennessee Bank	TN	\$35,287	\$15,261	0.06%	\$8.39	5%
7	\$7.22	Regions Bank	AL	\$139,354	\$86,226	0.01%	\$6.05	19%
8	\$4.15	First-Citizens B&TC	NC	\$13,540	\$11,066	0.04%	\$3.87	7%
9	\$3.74	Countrywide Bank, FSB	VA	\$116,384	\$63,349	0.01%	\$3.25	15%
10	\$2.88	Hancock Bank	MS	\$3,500	\$2,779	0.10%	\$2.81	2%
11	\$2.60	Chevy Chase Bank	VA	\$14,914	\$11,388	0.02%	\$2.72	-4%
12	\$2.05	Bancorpsouth Bank	MS	\$13,395	\$9,732	0.02%	\$1.89	8%
13	\$2.03	Colonial Bank	AL	\$25,987	\$18,019	0.01%	\$2.32	-12%
14	\$1.68	Trustmark NB	MS	\$9,181	\$6,913	0.02%	\$2.11	-21%
15	\$1.67	IberiaBank	LA	\$3,680	\$2,795	0.06%	\$1.29	30%
16	\$1.63	Carolina First Bank	SC	\$13,938	\$10,008	0.02%	\$1.16	40%
17	\$1.61	First Citizens B&T Co.	SC	\$6,182	\$5,199	0.03%	\$1.40	15%
18	\$0.97	Superior Bank	AL	\$3,020	\$2,194	0.04%	\$0.03	2747%
19	\$0.83	Pinnacle NB	TN	\$4,099	\$3,169	0.03%	\$0.58	42%
20	\$0.81	United Community Bank	GA	\$8,258	\$6,713	0.01%	\$1.09	-26%
21	\$0.78	Whitney NB	LA	\$10,999	\$7,637	0.01%	\$0.62	26%
22	\$0.73	Capital City Bank	FL	\$2,632	\$2,167	0.03%	\$0.47	57%
23	\$0.70	BankUnited, FSB	FL	\$14,200	\$7,700	0.01%	\$2.62	-73%
24	\$0.65	Mercantile Commercebank	FL	\$6,036	\$4,408	0.01%	na	na
25	\$0.64	First FS&LA of Charleston	SC	\$2,871	\$1,878	0.03%	\$0.88	-27%

Top 25 in Income from Annuities and Mutual Funds in the Midwest
2nd Quarter 2008 (all dollars in millions; among 877 banks and thrifts with some investment income.)

	Inv. income	Bank	State	Assets	Deposits	DBP	1st quarter	Change
1	\$94.00	Wells Fargo Bank NA	SD	\$503,327	\$276,306	0.03%	\$95.00	-1%
2	\$51.56	US Bank NA	OH	\$242,308	\$127,819	0.04%	\$48.98	5%
3	\$34.33	KeyBank NA	OH	\$98,048	\$61,024	0.06%	\$29.14	18%
4	\$33.85	Fifth Third Bank	OH	\$67,273	\$32,669	0.10%	\$33.37	1%
5	\$9.69	Huntington NB	OH	\$54,842	\$37,148	0.03%	\$9.87	-2%
6	\$9.34	LaSalle Bank NA	IL	\$68,379	\$29,595	0.03%	\$9.95	-6%
7	\$3.05	FirstMerit Bank NA	OH	\$10,550	\$7,295	0.04%	\$2.43	26%
8	\$2.98	TCF NB	MN	\$16,469	\$10,172	0.03%	\$3.21	-7%
9	\$2.75	Associated Bank NA	WI	\$22,059	\$13,409	0.02%	\$2.96	-7%
10	\$2.72	UMB Bank NA	MO	\$7,694	\$5,584	0.05%	\$2.63	3%
11	\$2.67	Harris NA	IL	\$41,592	\$27,078	0.01%	\$2.89	-8%
12	\$2.43	Commerce Bank NA	MO	\$15,592	\$11,493	0.02%	\$2.58	-6%
13	\$2.41	Citizens Bank	MI	\$12,372	\$8,610	0.03%	\$2.31	4%
14	\$1.90	Old NB	IN	\$7,453	\$5,404	0.04%	\$2.24	-15%
15	\$1.65	M&I Marshall & Ilsley	WI	\$57,686	\$31,650	0.01%	\$1.38	19%
16	\$1.19	MB Financial Bank NA	IL	\$8,391	\$6,038	0.02%	\$0.99	21%
17	\$1.13	United Bank	WV	\$4,167	\$2,811	0.04%	\$0.92	23%
18	\$1.11	AnchorBank	WI	\$4,891	\$3,380	0.03%	\$3.61	-69%
19	\$1.09	Wesbanco Bank	WV	\$5,253	\$3,657	0.03%	\$1.04	5%
20	\$0.99	Privatebank & TC	IL	\$5,794	\$5,163	0.02%	\$1.00	-1%
21	\$0.91	Johnson Bank	WI	\$5,091	\$3,609	0.03%	\$1.16	-22%
22	\$0.84	Bank Midwest MN IA	MN	\$488	\$411	0.21%	\$0.73	16%
23	\$0.79	Bank Mutual	WI	\$3,550	\$2,183	0.04%	\$0.60	31%
24	\$0.76	TierOne Bank	NE	\$3,233	\$2,232	0.03%	\$0.74	3%
25	\$0.75	Chemical Bank	MI	\$3,731	\$2,887	0.03%	\$0.63	19%

'Inv. Income' is 'income from the sale and servicing of mutual funds and annuities.' DBP is deposit-base penetration.

Top 25 in Income from Annuities and Mutual Funds in the Midatlantic Region 2nd Quarter 2008 *(all dollars in millions; among 112 banks and thrifts with some investment income.)*

	Inv. income	Bank	State	Assets	Deposits	DBP	1st quarter	Change
1	\$46.04	PNC Bank NA	PA	\$128,348	\$76,832	0.06%	\$34.01	35%
2	\$16.53	ING Bank, FSB	DE	\$79,465	\$67,993	0.02%	\$14.97	10%
3	\$13.08	Sovereign Bank	PA	\$79,189	\$47,432	0.03%	\$13.19	-1%
4	\$5.34	TD Bank NA	DE	\$98,855	\$73,236	0.01%	\$3.74	43%
5	\$3.64	Mellon Bank NA	PA	\$39,476	\$9,044	0.04%	\$4.60	-21%
6	\$2.10	First NB of Pennsylvania	PA	\$7,905	\$5,887	0.04%	\$1.52	38%
7	\$2.10	First National Trust Co.	PA	\$21	\$0	na	\$1.52	38%
8	\$2.03	Fulton Financial Advisors	PA	\$47	\$0	na	\$2.39	-15%
9	\$1.54	Susquehanna Bank PA	PA	\$6,805	\$4,470	0.03%	\$1.39	11%
10	\$1.33	Fulton Bank	PA	\$8,566	\$4,462	0.03%	\$1.32	1%
11	\$1.28	National Penn Bank	PA	\$9,028	\$5,923	0.02%	\$0.97	32%
12	\$1.24	First Commonwealth Bank	PA	\$6,197	\$4,328	0.03%	\$0.91	36%
13	\$1.05	Provident Bank of MD	MD	\$6,166	\$4,362	0.02%	\$0.94	12%
14	\$1.00	Glenmede TC NA	PA	\$49	\$0	na	\$0.98	3%
15	\$0.91	Sandy Spring Bank	MD	\$3,159	\$2,298	0.04%	\$0.82	10%
16	\$0.63	Citizens Bank of PA	PA	\$38,175	\$24,052	0.00%	\$0.34	84%
17	\$0.62	Univest NB&TC	PA	\$1,995	\$1,512	0.04%	\$0.59	4%
18	\$0.56	Harleysville NB&TC	PA	\$3,868	\$2,870	0.02%	\$0.61	-8%
19	\$0.47	Peoples Bank	PA	\$632	\$553	0.08%	\$0.45	4%
20	\$0.40	Firsttrust Savings Bank	PA	\$2,555	\$1,948	0.02%	\$0.53	-24%
21	\$0.34	Northwest Savings Bank	PA	\$6,987	\$5,498	0.01%	\$0.34	1%
22	\$0.31	Bryn Mawr Trust Co.	PA	\$1,045	\$757	0.04%	\$0.27	13%
23	\$0.24	Parkvale Savings Bank	PA	\$1,849	\$1,490	0.02%	\$0.17	36%
24	\$0.23	HSBC Bank USA NA	DE	\$177,466	\$82,748	0.00%	\$0.22	5%
25	\$0.21	FNB Bank NA	PA	\$342	\$253	0.08%	\$0.17	30%

Top 25 in Income from Annuities and Mutual Funds in the Southwest 2nd Quarter 2008 *(all dollars in millions; among 151 banks and thrifts with some investment income.)*

	Inv. income	Bank	State	Assets	Deposits	DBP	1st quarter	Change
1	\$7.75	Guaranty Bank	TX	\$15,937	\$9,234	0.08%	\$8.56	-9%
2	\$5.45	Comerica Bank	TX	\$65,961	\$41,358	0.01%	\$5.40	1%
3	\$2.76	Amegy Bank NA	TX	\$12,136	\$6,786	0.04%	\$3.26	-15%
4	\$2.41	Frost NB	TX	\$13,797	\$10,758	0.02%	\$2.20	9%
5	\$1.23	Bancfirst	OK	\$3,823	\$3,382	0.04%	\$1.26	-3%
6	\$1.15	Arvest Bank	AR	\$9,895	\$8,298	0.01%	\$1.18	-3%
7	\$0.87	Bank of Oklahoma NA	OK	\$16,092	\$7,243	0.01%	\$0.92	-6%
8	\$0.52	Bank & Trust SSB	TX	\$314	\$245	0.21%	\$0.50	3%
9	\$0.50	American NB TX	TX	\$1,756	\$1,476	0.03%	\$0.52	-4%
10	\$0.43	First Victoria NB	TX	\$1,375	\$1,174	0.04%	\$0.48	-10%
11	\$0.39	Texas B&TC	TX	\$1,047	\$906	0.04%	\$0.40	-1%
12	\$0.32	Liberty Bank of AR	AR	\$2,529	\$1,885	0.02%	\$0.19	70%
13	\$0.30	Int'l Bank of Commerce	TX	\$9,363	\$6,061	0.00%	\$0.32	-6%
14	\$0.26	RCB Bank	OK	\$1,189	\$1,033	0.03%	\$0.20	30%
15	\$0.24	Sterling Bank	TX	\$4,910	\$3,691	0.01%	\$0.27	-12%
16	\$0.22	First NB of Fort Smith	AR	\$819	\$672	0.03%	\$0.11	102%
17	\$0.22	First NB Muskogee	OK	\$139	\$129	0.17%	\$0.12	89%
18	\$0.19	Quail Creek Bank NA	OK	\$395	\$347	0.05%	\$0.05	316%
19	\$0.19	First United B&TC	OK	\$1,927	\$1,576	0.01%	\$0.16	21%
20	\$0.18	City Bank	TX	\$1,775	\$1,250	0.01%	\$0.23	-19%
21	\$0.17	Republic Bank & Trust	OK	\$320	\$285	0.06%	\$0.12	39%
22	\$0.16	Alliance Bank	TX	\$498	\$437	0.04%	\$0.14	13%
23	\$0.15	Franklin Bank SSB	TX	\$5,572	\$3,723	0.00%	\$0.13	17%
24	\$0.15	MidFirst Bank	OK	\$14,218	\$6,157	0.00%	\$0.18	-17%
25	\$0.14	First Federal Bank	AR	\$820	\$638	0.02%	\$0.15	-11%

'Inv. Income' is 'income from the sale and servicing of mutual funds and annuities.' DBP is deposit-base penetration.

Top 25 Banks in Insurance Revenues in the Northeast: 2nd Quarter 2008

(all dollars in millions; among 124 banks with some revenues)

	2nd qtr. revs.	Bank	State	Assets	Deposits	DBP	1st qtr.	Change
1	\$12.52	Eastern Bank	MA	\$6,802	\$4,586	0.27%	\$15.23	-18%
2	\$8.33	Manufacturers & Traders	NY	\$65,080	\$35,975	0.02%	\$9.07	-8%
3	\$2.56	Adirondack Trust Co.	NY	\$735	\$644	0.40%	\$2.03	26%
4	\$2.26	Valley NB	NJ	\$12,966	\$8,460	0.03%	\$3.37	-33%
5	\$2.01	Oneida Savings Bank	NY	\$549	\$428	0.47%	\$2.34	-14%
6	\$1.42	Hoosac Bank	MA	\$379	\$212	0.67%	\$1.91	-26%
7	\$1.41	Northeast Bank	ME	\$596	\$365	0.39%	\$1.99	-29%
8	\$1.40	Ulster Savings Bank	NY	\$644	\$510	0.27%	\$1.69	-18%
9	\$1.38	BankNewport	RI	\$1,095	\$781	0.18%	\$1.42	-3%
10	\$1.28	Fairfield County Bank	CT	\$1,545	\$1,226	0.10%	\$2.23	-43%
11	\$1.03	Stoneham Savings Bank	MA	\$430	\$323	0.32%	\$0.88	17%
12	\$0.96	Salem Five Cents Savings	MA	\$2,775	\$1,754	0.05%	\$0.98	-2%
13	\$0.83	RBS Citizens NA	RI	\$132,051	\$71,203	0.00%	\$0.69	19%
14	\$0.81	Bank of Smithtown	NY	\$1,522	\$1,113	0.07%	\$1.05	-23%
15	\$0.65	Sussex Bank	NJ	\$429	\$356	0.18%	\$0.74	-12%
16	\$0.57	Kennebunk Savings Bank	ME	\$764	\$587	0.10%	\$0.60	-5%
17	\$0.56	Gorham Savings Bank	ME	\$782	\$490	0.11%	\$0.60	-7%
18	\$0.52	Citizens-Union Savings	MA	\$644	\$495	0.11%	\$0.56	-6%
19	\$0.51	Community Bank NA	NY	\$4,637	\$3,301	0.02%	\$0.45	13%
20	\$0.50	Glens Falls NB&TC	NY	\$1,396	\$1,062	0.05%	\$0.55	-9%
21	\$0.47	Emigrant Bank	NY	\$11,474	\$7,880	0.01%	\$0.36	32%
22	\$0.33	Banco Popular No. Am.	NY	\$12,871	\$9,383	0.00%	\$0.35	-5%
23	\$0.20	New York Community	NY	\$29,007	\$11,968	0.00%	\$0.20	1%
24	\$0.17	Community Bank Mass.	MA	\$393	\$294	0.06%	\$0.20	-19%
25	\$0.16	NBT Bank NA	NY	\$5,288	\$3,948	0.00%	\$0.06	174%

Top 25 Banks in Insurance Revenues in the West: 2nd Quarter 2008

(all dollars in millions; among 118 banks with some revenues)

	2nd qtr. revs.	Bank	State	Assets	Deposits	DBP	1st qtr.	Change
1	\$375.00	Citibank NA	NV	\$1,228,445	\$218,866	0.17%	\$368.00	2%
2	\$7.25	Bank of the West	CA	\$63,262	\$34,925	0.02%	\$9.26	-22%
3	\$4.74	American Express Centurion	UT	\$25,349	\$6,949	0.07%	\$2.20	116%
4	\$4.22	Bank of Hawaii	HI	\$10,348	\$7,195	0.06%	\$6.20	-32%
5	\$1.29	Merrick BC	UT	\$1,202	\$979	0.13%	\$1.31	-1%
6	\$0.71	First Hawaiian Bank	HI	\$13,027	\$8,346	0.01%	\$0.56	26%
7	\$0.53	Rainier Pacific Savings	WA	\$870	\$469	0.11%	\$0.55	-4%
8	\$0.52	Eaglemark Savings Bank	NV	\$33	\$3	na	\$0.30	71%
9	\$0.35	Northrim Bank	AK	\$1,040	\$907	0.04%	\$0.31	15%
10	\$0.30	Cashmere Valley Bank	WA	\$942	\$842	0.04%	\$0.24	26%
11	\$0.27	First Interstate Bank	MT	\$5,284	\$4,117	0.01%	\$0.32	-16%
12	\$0.25	First Bank	AK	\$406	\$357	0.07%	\$0.25	1%
13	\$0.24	Nevada State Bank	NV	\$3,847	\$3,190	0.01%	\$0.24	-2%
14	\$0.23	Bank of Guam	GU	\$917	\$668	0.03%	\$0.10	123%
15	\$0.20	First Western Trust Bank	CO	\$289	\$183	0.11%	\$0.19	2%
16	\$0.19	Hanmi Bank	CA	\$3,839	\$2,963	0.01%	\$0.15	27%
17	\$0.13	Bank of Stockton	CA	\$1,775	\$1,449	0.01%	\$0.15	-9%
18	\$0.12	Homestreet Bank	WA	\$2,958	\$1,569	0.01%	\$0.12	4%
19	\$0.10	Colorado East B&TC	CO	\$747	\$640	0.02%	\$0.17	-43%
20	\$0.09	Bank of Fairfield	WA	\$130	\$108	0.09%	\$0.09	1%
21	\$0.08	Finance & Thrift Co	CA	\$119	\$93	0.08%	\$0.10	-23%
22	\$0.06	United Cmrl Bank	CA	\$12,852	\$7,639	0.00%	\$0.06	0%
23	\$0.06	Libertybank	OR	\$947	\$778	0.01%	\$0.03	128%
24	\$0.05	Stockman Bank of Montan	MT	\$1,473	\$1,084	0.00%	\$0.02	109%
25	\$0.04	Amerika Samoa Bank	AS	\$116	\$84	0.05%	\$0.03	42%

Note: 2nd quarter revenues are the sum of insurance brokerage and insurance underwriting revenues. Commercial banks and savings banks that report to the FDIC only. DBP is deposit-base penetration: insurance revs/deposits.

Top 25 Banks in Insurance Revenues in the South: 2nd Quarter 2008

(all dollars in millions; among 687 banks with some revenues)

	2nd qtr. revs.	Bank	State	Assets	Deposits	DBP	1st qtr.	Change
1	\$222.47	Branch Banking & Trust	NC	\$132,884	\$85,652	0.26%	\$199.64	11%
2	\$46.91	Bank of America NA	NC	\$1,327,429	\$642,252	0.01%	\$43.98	7%
3	\$21.56	BancorpSouth Bank	MS	\$13,395	\$9,732	0.22%	\$24.77	-13%
4	\$14.47	SunTrust Bank	GA	\$171,501	\$114,276	0.01%	\$17.74	-18%
5	\$14.20	Compass Bank	AL	\$61,067	\$36,499	0.04%	\$17.09	-17%
6	\$10.09	First Tennessee Bank	TN	\$35,287	\$15,261	0.07%	\$11.22	-10%
7	\$8.39	Trustmark NB	MS	\$9,181	\$6,913	0.12%	\$8.26	2%
8	\$5.95	Banco Popular NA	FL	\$88	\$0	na	\$4.82	23%
9	\$5.00	Wachovia Bank NA	NC	\$670,639	\$397,759	0.00%	\$6.00	-17%
10	\$3.50	Townebank	VA	\$2,716	\$1,991	0.18%	\$4.54	-23%
11	\$3.17	Hancock Bank	MS	\$3,500	\$2,779	0.11%	\$2.52	26%
12	\$3.09	R-G Premier Bank of PR	PR	\$7,189	\$4,399	0.07%	\$4.85	-36%
13	\$2.39	Carolina First Bank	SC	\$13,938	\$10,008	0.02%	\$3.06	-22%
14	\$2.00	First-Citizens B&TC	NC	\$13,540	\$11,066	0.02%	\$2.61	-24%
15	\$1.70	Capital One NA	VA	\$108,520	\$70,585	0.00%	\$1.46	17%
16	\$1.54	Regions Bank	AL	\$139,354	\$86,226	0.00%	\$1.52	1%
17	\$1.41	Gateway B&TC	NC	\$2,120	\$1,620	0.09%	\$1.65	-14%
18	\$1.19	First State Bank	TN	\$1,247	\$1,023	0.12%	\$1.52	-22%
19	\$1.04	Cadence Bank NA	MS	\$1,984	\$1,407	0.07%	\$1.38	-25%
20	\$1.00	Banco Popular de Puerto Rico	PR	\$26,101	\$17,620	0.01%	\$1.00	0%
21	\$0.99	First America B&TC	LA	\$687	\$610	0.16%	\$1.32	-25%
22	\$0.99	Merchants & Farmers Bank	MS	\$1,614	\$1,269	0.08%	\$0.97	1%
23	\$0.93	Firstbank Puerto Rico	PR	\$17,841.11	\$10,916.28	0.01%	\$1.09	-15%
24	\$0.91	Capital One Bank USA NA	VA	\$31,301.81	\$18,331.42	0.00%	\$1.21	-25%
25	\$0.90	Renasant Bank	MS	\$3,775.91	\$2,473.83	0.04%	\$1.18	-24%

Top 25 Banks in Insurance Revenues in the Midwest: 2nd Quarter 2008

(all dollars in millions; among 1,254 banks with some revenues)

	2nd qtr. revs.	Bank	State	Assets	Deposits	DBP	1st qtr.	Change
1	\$34.00	JPMorgan Chase Bank	OH	\$1,378,468	\$461,008	0.01%	\$31.00	10%
2	\$25.00	Wells Fargo Bank NA	SD	\$503,327	\$276,306	0.01%	\$27.00	-7%
3	\$22.09	National City Bank	OH	\$151,165	\$97,765	0.02%	\$21.77	1%
4	\$11.16	Associated Bank NA	WI	\$22,059	\$13,409	0.08%	\$11.33	-1%
5	\$9.07	Wells Fargo Financial Bank	SD	\$5,988	\$184	4.92%	\$9.83	-8%
6	\$5.75	US Bank NA	OH	\$242,308	\$127,819	0.00%	\$6.01	-4%
7	\$4.66	Fifth Third Bank	OH	\$67,273	\$32,669	0.01%	\$4.10	14%
8	\$3.54	First NB of Omaha	NE	\$9,737	\$7,390	0.05%	\$2.74	29%
9	\$2.23	Peoples Bank NA	OH	\$1,897	\$1,296	0.17%	\$2.93	-24%
10	\$1.94	First Bank	MO	\$10,780	\$8,871	0.02%	\$1.99	-3%
11	\$1.85	Bank First National	WI	\$739	\$565	0.33%	\$2.50	-26%
12	\$1.81	KeyBank NA	OH	\$98,048	\$61,024	0.00%	\$1.09	67%
13	\$1.71	Soy Capital B&TC	IL	\$387	\$288	0.59%	\$2.36	-27%
14	\$1.63	Choice Financial Grp	ND	\$502	\$428	0.38%	\$1.00	64%
15	\$1.28	German American BC	IN	\$1,166	\$928	0.14%	\$1.87	-32%
16	\$1.19	Star Financial Bank	IN	\$1,690	\$1,266	0.09%	\$1.36	-13%
17	\$1.17	City NB of West Virginia	WV	\$2,461	\$2,012	0.06%	\$1.04	12%
18	\$1.09	1st Source Bank	IN	\$4,457	\$3,366	0.03%	\$1.95	-44%
19	\$1.07	Bank Forward	ND	\$451	\$342	0.31%	\$1.26	-15%
20	\$1.02	First State Bank	IA	\$217	\$156	0.65%	\$0.85	19%
21	\$0.94	Irwin Union B&TC	IN	\$5,285	\$2,956	0.03%	\$0.99	-5%
22	\$0.88	Webanco Bank	WV	\$5,253	\$3,657	0.02%	\$0.69	29%
23	\$0.74	American Bank Ctr.	ND	\$230	\$198	0.37%	\$0.94	-21%
24	\$0.71	Dacotah Bank	SD	\$1,460	\$1,223	0.06%	\$0.61	16%
25	\$0.64	Cornerstone Bank	NE	\$716	\$641	0.10%	\$0.64	1%

Note: 2nd quarter revenues are the sum of insurance brokerage and insurance underwriting revenues. Commercial banks and savings banks that report to the FDIC only. DBP is deposit-base penetration: insurance revs/deposits.

Top 25 Banks in Insurance Revenues in the Midatlantic: 2nd Quarter 2008

(all dollars in millions; among 97 banks some commissions)

	2nd qtr. revs.	Bank	State	Assets	Deposits	DBP	1st qtr.	Change
1	\$66.37	FIA Card Svc NA	DE	\$165,350	\$4,625	1.44%	\$69.69	-5%
2	\$16.64	TD Bank NA	DE	\$98,855	\$73,236	0.02%	\$15.92	5%
3	\$9.29	HSBC Bank USA NA	DE	\$177,466	\$82,748	0.01%	\$8.77	6%
4	\$7.37	Barclays Bank Delaware	DE	\$7,670	\$34	na	\$7.12	4%
5	\$5.51	Chase Bank USA NA	DE	\$74,463	\$35,842	0.02%	\$6.20	-11%
6	\$5.50	Discover Bank	DE	\$30,502	\$24,456	0.02%	\$6.02	-9%
7	\$3.98	National Penn Bank	PA	\$9,028	\$5,923	0.07%	\$3.82	4%
8	\$1.72	Harleysville NB&TC	PA	\$3,868	\$2,870	0.06%	\$1.58	9%
9	\$1.69	Beneficial MSB	PA	\$3,733	\$2,657	0.06%	\$3.12	-46%
10	\$1.44	PNC Bank NA	PA	\$128,348	\$76,832	0.00%	\$1.66	-13%
11	\$1.42	S&T Bank	PA	\$4,335	\$3,115	0.05%	\$1.54	-7%
12	\$1.36	Sandy Spring Bank	MD	\$3,159	\$2,298	0.06%	\$2.09	-35%
13	\$1.29	Univest NB&TC	PA	\$1,995	\$1,512	0.09%	\$2.09	-38%
14	\$1.01	Deutsche Bank TC	DE	\$715	\$226	0.45%	\$1.33	-24%
15	\$0.68	Northwest Savings Bank	PA	\$6,987	\$5,498	0.01%	\$0.60	13%
16	\$0.58	First Commonwealth Bank	PA	\$6,197	\$4,328	0.01%	\$0.81	-28%
17	\$0.49	Jersey Shore State Bank	PA	\$623	\$438	0.11%	\$0.58	-16%
18	\$0.46	First NB of Pennsylvania	PA	\$7,905	\$5,887	0.01%	\$0.34	34%
19	\$0.27	First Savings of Perkasio	PA	\$1,080	\$666	0.04%	\$0.23	18%
20	\$0.23	Wilmington Trust Co.	DE	\$10,646	\$7,784	0.00%	\$0.24	-5%
21	\$0.19	Kishacoquillas Valley NB	PA	\$461.51	\$345.37	0.05%	\$0.23	-18%
22	\$0.16	Mellon Bank NA	PA	\$39,476	\$9,043.74	0.00%	\$0.22	-27%
23	\$0.14	Firsttrust Savings Bank	PA	\$2,555	\$1,948.30	0.01%	\$0.16	-16%
24	\$0.13	First National Trust Co.	PA	\$20.90	\$0.00	na	\$0.06	108%
25	\$0.12	Provident Bank of MD	MD	\$6,166.36	\$4,362.36	0.00%	\$0.12	-1%

Top 25 Banks in Insurance Revenues in the Southwest: 2nd Quarter 2008

(all dollars in millions; among 431 banks with some commissions)

	2nd qtr. revs.	Bank	State	Assets	Deposits	DBP	1st qtr.	Change
1	\$7.07	Frost NB	TX	\$13,797	\$10,758	0.07%	\$11.17	-37%
2	\$2.48	Comerica Bank	TX	\$65,961	\$41,358	0.01%	\$2.70	-8%
3	\$1.86	American NB TX	TX	\$1,756	\$1,476	0.13%	\$2.77	-33%
4	\$1.82	Arvest Bank	AR	\$9,895	\$8,298	0.02%	\$1.44	26%
5	\$1.46	Encore Bank NA	TX	\$1,459	\$1,082	0.13%	\$1.73	-16%
6	\$1.07	Int'l Bank of Commerce	TX	\$9,363	\$6,061	0.02%	\$0.80	34%
7	\$0.97	American Bank NA	TX	\$874	\$798	0.12%	\$0.90	8%
8	\$0.79	Industry State Bank	TX	\$235	\$199	0.40%	\$0.83	-5%
9	\$0.69	Benchmark Bank	TX	\$198	\$179	0.39%	\$0.68	2%
10	\$0.67	Extraco Banks NA	TX	\$1,096	\$810	0.08%	\$0.89	-25%
11	\$0.60	City Bank	TX	\$1,775	\$1,250	0.05%	\$0.47	27%
12	\$0.59	First NB	TX	\$224	\$184	0.32%	\$0.56	5%
13	\$0.56	Liberty Bank	AR	\$2,529	\$1,885	0.03%	\$0.58	-4%
14	\$0.50	Alliance Bank	TX	\$498	\$437	0.11%	\$0.75	-34%
15	\$0.31	Bancfirst	OK	\$3,823	\$3,382	0.01%	\$0.28	11%
16	\$0.29	Amarillo NB	TX	\$2,520	\$2,088	0.01%	\$0.22	32%
17	\$0.23	Citizens NB	TX	\$800	\$718	0.03%	\$0.25	-6%
18	\$0.23	Falcon Intl Bank	TX	\$865	\$766	0.03%	\$0.22	5%
19	\$0.19	Community Bank	AR	\$436	\$293	0.06%	\$0.27	-32%
20	\$0.18	American NB	TX	\$362	\$284	0.06%	\$0.16	19%
21	\$0.17	Republic Bank & Trust	OK	\$320	\$285	0.06%	\$0.17	0%
22	\$0.13	First Nat. B&T Elk City	OK	\$229	\$204	0.06%	\$0.13	2%
23	\$0.13	Newfirst NB	TX	\$332	\$296	0.04%	\$0.11	12%
24	\$0.13	First Victoria NB	TX	\$1,375	\$1,174	0.01%	\$0.19	-32%
25	\$0.11	Delta Trust&Bank	AR	\$241	\$219	0.05%	\$0.11	-5%

Note: 2nd quarter revenues are the sum of insurance brokerage and insurance underwriting revenues. Commercial banks and savings banks that report to the FDIC only. DBP is deposit-base penetration: insurance revs/deposits.

Insurance Brokerage at Bank Holding Companies: 2nd Quarter 2008 (All Dollars in Millions)

	2nd. Qtr. Insurance Brokerage	Bank Holding Company	State	1st Qtr. Ins. Brokerage	Change	2nd Qtr. Ins. Underwriting	Ins. Brokege/ Fee Income	Assets
1	\$488.0	Wells Fargo & Company	CA	\$443.0	10%	\$62.0	9.5%	\$609,074
2	\$468.0	Citigroup Inc.	NY	\$460.0	2%	\$518.0	10.8%	\$2,100,385
3	\$219.1	BB&T Corp.	NC	\$199.2	10%	\$17.7	27.1%	\$136,465
4	\$63.9	Bank of America Corp.	NC	\$65.4	-2%	\$108.5	0.7%	\$1,723,270
5	\$53.0	Wachovia Corp.	NC	\$29.0	83%	\$35.0	1.4%	\$812,433
6	\$29.0	HSBC North America	IL	\$43.1	-33%	\$101.8	na	\$461,156
7	\$25.9	Regions Financial Corp.	AL	\$29.9	-14%	\$1.6	3.4%	\$144,438
8	\$21.6	BancorpSouth, Inc.	MS	\$24.8	-13%	\$0.0	30.0%	\$13,405
9	\$18.3	Huntington Bancshares	OH	\$19.8	-8%	\$0.9	8.1%	\$55,310
10	\$18.0	JPMorgan Chase & Co.	NY	\$18.0	0%	\$83.0	0.2%	\$1,775,670
11	\$14.9	TD Banknorth Inc.	ME	\$15.9	-7%	\$0.0	4.9%	\$116,845
12	\$14.2	Compass Bancshares, Inc.	AL	\$16.9	-16%	\$0.0	5.7%	\$61,101
13	\$13.0	Popular, Inc.	PR	\$13.0	0%	\$0.0	7.8%	\$41,679
14	\$12.5	Eastern Bank Corp.	MA	\$15.2	-18%	\$0.0	46.4%	\$6,803
15	\$11.2	Associated Banc-Corp	WI	\$11.3	-1%	\$0.3	12.9%	\$22,304
16	\$10.3	National City Corp.	OH	\$10.0	3%	\$22.8	2.3%	\$153,679
17	\$8.9	Old National Bancorp	IN	\$11.6	-24%	\$0.4	21.5%	\$7,602
18	\$8.4	Trustmark Corp.	MS	\$8.3	2%	\$0.0	17.3%	\$9,315
19	\$8.0	Bancwest Corp.	HI	\$9.8	-19%	\$0.0	4.5%	\$76,300
20	\$7.1	M&T Bank Corp.	NY	\$7.9	-10%	\$1.3	2.7%	\$65,893
21	\$7.1	Cullen/Frost Bankers, Inc.	TX	\$11.2	-37%	\$0.0	10.3%	\$13,808
22	\$7.0	U.S. Bancorp	MN	\$7.0	0%	\$9.0	0.4%	\$246,538
23	\$6.7	First Horizon National Corp.	TN	\$8.0	-16%	\$3.4	1.7%	\$35,551
24	\$5.5	Fifth Third Bancorp	OH	\$6.1	-9%	\$5.9	0.8%	\$114,975
25	\$5.5	Central Community Corp.	TX	\$5.0	10%	\$0.0	63.7%	\$1,036
26	\$4.8	First National of Nebraska	NE	\$4.1	17%	\$0.0	3.7%	\$16,663
27	\$4.5	Suntrust Banks, Inc.	GA	\$4.0	11%	\$14.6	0.5%	\$177,233
28	\$4.2	Bank of Hawaii Corp.	HI	\$6.2	-32%	\$0.0	6.0%	\$10,371
29	\$4.1	Cobiz Financial Inc.	CO	\$3.6	14%	\$0.0	36.5%	\$2,548
30	\$4.0	National Penn Bancshares	PA	\$3.8	4%	\$0.0	14.5%	\$9,241
31	\$4.0	Lauritzen Corp.	NE	\$5.5	-28%	\$4.9	91.6%	\$1,443
32	\$3.4	F.N.B. Corp.	PA	\$3.1	9%	\$0.8	12.3%	\$8,096
33	\$3.3	Susquehanna Bancshares	PA	\$4.0	-18%	\$0.0	7.2%	\$13,505
34	\$3.2	Hancock Holding Company	MS	\$2.5	26%	\$1.1	10.0%	\$6,320
35	\$3.1	Shore Bancshares, Inc.	MD	\$3.5	-10%	\$0.0	59.9%	\$1,019
36	\$3.1	R&G Financial Corp.	PR	\$4.9	-36%	\$0.0	33.4%	\$7,734
37	\$2.9	Tompkins Financial Corp.	NY	\$2.8	5%	\$0.0	25.7%	\$2,705
38	\$2.9	Doral Group Ltd.	PR	\$2.4	19%	\$0.0	9.6%	\$10,361
39	\$2.8	VIST Financial Corp.	PA	\$2.7	4%	\$0.0	59.8%	\$1,189
40	\$2.6	Bremer Financial Corp.	MN	\$3.2	-19%	\$0.0	11.9%	\$7,689
41	\$2.6	473 Broadway Holding.	NY	\$2.0	26%	\$0.0	68.0%	\$735
42	\$2.6	First Bancorp	PR	\$2.7	-6%	\$0.0	8.7%	\$18,829
43	\$2.5	Comerica Inc.	TX	\$2.7	-8%	\$0.0	1.1%	\$66,174
44	\$2.4	South Financial Group	SC	\$3.1	-22%	\$0.0	7.9%	\$13,979
45	\$2.3	Valley National Bancorp	NJ	\$3.4	-33%	\$0.0	14.5%	\$12,988
46	\$2.2	Peoples Bancorp Inc.	OH	\$2.9	-24%	\$0.0	28.2%	\$1,907
47	\$2.2	Santander Bancorp	PR	\$2.3	-4%	\$0.0	7.2%	\$8,831
48	\$2.1	Texas Independent Bancshs.	TX	\$2.3	-8%	\$0.0	55.2%	\$643
49	\$2.0	First Citizens Bancshares	NC	\$2.6	-24%	\$0.0	2.5%	\$16,423
50	\$1.9	First Banks, Inc.	MO	\$2.0	-2%	\$0.0	8.5%	\$10,809

First column represents insurance brokerage revenues as reported to the Federal Reserve Board. Sixth column is insurance underwriting revenues. Seventh column is insurance brokerage as a percentage of all noninterest income (fee income). The last column represents the bank company's total balance sheet assets.