



**About This Report:** The economy and soft insurance market continued to hammer some of the nation's leading independent insurance agencies in 2009.

Property/casualty premiums written fell for 37 percent of the privately-owned agencies and brokerages on Insurance Journal's Top 100 Property Casualty Independent Agencies list.

Even so, almost half of the agencies in this year's list, some 42 percent, managed to increase their P/C premium volume in 2009 over 2008. And seven agencies saw their P/C premium volume increase by more than 20 percent.

Notable mentions include Alliant Insurance Services, Keystone Insurers Group

and Moreton & Co., each of which posted increases in P/C premium of 30 percent or more.

This year's list also includes 13 newcomers, including: EPIC Insurance Brokers; Acrisure; SIA Group; Lapre Scali & Co.; Momentous Insurance Brokerage Inc.; Millennium Corporate Solutions; North Florida Agents Network; M3 Insurance Solutions Inc.; AssureAlliance Inc.; Comegys Insurance / SAN of Tampa Bay; Celedinas Insurance Group; American Auto Club Insurance Agency; and SouthGroup Insurance.

Insurance Journal wishes to thank all of those agencies and brokerages that were willing to share their information for the Top 100 report. The result is a glimpse at some of

the nation's top privately-held independent insurance agencies and brokerages whose business volume is primarily retail, not wholesale. The more cooperation IJ receives, the more accurate and comprehensive this listing can be.

All information in this report has been garnered from voluntary online submissions from agencies, brokerages and best estimates based on other public information sources. There may be agencies eligible for listing but for which no information was received or located. Also, submitted data was not independently verified.

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# Top 100 Privately-Held Property/Casualty Agencies

Ranked by Total 2009 P/C Premium Written

2010 Rank	Agency Name	2009 P/C Premium Written	2008 P/C Premium	% Premium Change	2009 Other than P/C Premium	2009 P/C Revenue	2010 Rank by Revenue	No. of Employees	Main Office	Web site
1	Lockton Cos.	\$8.74 billion	\$8.40 billion	4.00%	\$65.47 billion	\$600.20 million	1	3,880	Kansas City, Mo.	www.lockton.com
2	HUB International Ltd.*	\$4.31 billion			\$2.47 billion	\$496.00 million	2	4,510	Chicago, Ill.	www.hubinternational.com
3	USI Holdings Corp.	\$2.48 billion	\$2.47 billion	0.32%	\$5.00 billion	\$296.00 million	3	2,822	Briarcliff Manor, N.Y.	www.usi.biz
4	Alliant Insurance Services Inc.	\$1.67 billion	\$1.21 billion	38.11%	\$1.60 billion	\$225.21 million	5	1,131	Newport Beach, Calif.	www.alliantinsurance.com
5	Keystone Insurers Group*	\$1.43 billion	\$1.03 billion	38.28%	\$185.30 million	\$171.10 million	6	2,020	Northumberland, Pa.	www.keystoneinsgrp.com
6	The ISU Group*	\$1.20 billion	\$1.17 billion	2.41%	\$200.00 million	\$161.00 million	7	1,100	San Francisco, Calif.	www.isugroup.com
7	Leavitt Group Enterprises Inc.	\$1.17 billion	\$1.14 billion	2.50%	\$786.00 million	\$152.76 million	8	1,272	Cedar City, Utah	www.leavitt.com
8	SWBC	\$717.60 million	\$645.32 million	11.20%	\$140.81 million	\$249.98 million	4	1,330	San Antonio, Texas	www.swbc.com
9	Beecher Carlson Holdings Inc.	\$714.62 million	\$840.00 million	-14.93%	\$134.68 million	\$73.53 million	11	485	Atlanta, Ga.	www.beechercarlson.com
10	Insurance Office of America Inc.	\$667.27 million	\$667.27 million	0.00%	\$108.53 million	\$66.73 million	15	555	Longwood, Fla.	www.ioausa.com
11	Hylant Group	\$662.36 million	\$694.00 million	-4.56%	\$327.34 million	\$67.57 million	14	620	Toledo, Ohio	www.hylant.com
12	IMA Financial Group Inc.*	\$635.36 million	\$661.12 million	-3.90%	\$244.64 million	\$53.70 million	21	458	Wichita, Kan.	www.imacorp.com
13	J. Smith Lanier & Co.	\$583.00 million	\$700.28 million	-16.75%	\$422.00 million	\$68.83 million	12	600	West Point, Ga.	www.jsmithlanier.com
14	Bollinger Inc.	\$455.00 million	\$470.00 million	-3.19%	\$390.00 million	\$94.34 million	9	430	Short Hills, N.J.	www.bollingerinsurance.com
15	INSURICA Insurance Management Network	\$450.00 million	\$367.46 million	22.46%	\$69.00 million	\$43.46 million	26	231	Oklahoma City, Okla.	www.insurica.com
16	Heffernan Insurance Brokers	\$448.76 million	\$489.13 million	-8.25%	\$122.02 million	\$60.32 million	16	397	Walnut Creek, Calif.	www.heffgroup.com
17	Mesirov Insurance Services Inc.*	\$447.15 million	\$450.81 million	-0.81%	\$1.01 billion	\$55.08 million	18	315	Chicago, Ill.	www.mesirovfinancial.com
18	Moreton & Co.	\$426.50 million	\$240.31 million	77.48%	\$180.00 million	\$25.50 million	48	170	Salt Lake City, Utah	www.moreton.com
19	Combined Agents of America LLC*	\$411.34 million	\$386.09 million	6.54%		\$54.63 million	19	614	Austin, Texas	www.combinedagents.com
20	Renaissance Insurance Group	\$405.00 million	\$352.00 million	15.06%	\$150,000	\$68.00 million	13	73	Wellesley, Mass.	www.renaissanceins.com
21	Satellite Agency Network Group Inc. (SAN Group)*	\$395.84 million	\$364.13 million	8.71%		\$51.76 million	22	45	Hampton, N.H.	www.sangroup.com
22	Capacity Group of Cos.	\$375.00 million	\$314.10 million	19.39%	\$120.00 million	\$54.00 million	20	218	Mahwah N.J.	www.capcoverage.com
23	Iroquois Group Inc.*	\$356.00 million	\$308.64 million	15.34%		\$12.00 million	87	150	Olean, N.Y.	www.iroquoisgroup.com
24	AAA Insurance Agency	\$352.99 million			\$16.30 million	\$46.26 million	23	521	Tampa, Fla.	www.aaa.com
25	Woodruff-Sawyer & Co.*	\$342.80 million	\$375.00 million	-8.59%	\$387.50 million	\$43.50 million	25	262	San Francisco, Calif.	www.wsandco.com
26	Marshall & Sterling Enterprises Inc.	\$342.00 million	\$321.82 million	6.27%	\$77.00 million	\$45.00 million	24	340	Poughkeepsie, N.Y.	www.marshallsterling.com
27	Neace Lukens Holding Co.*	\$339.10 million	\$355.21 million	-4.54%	\$672.37 million	\$58.57 million	17	516	Louisville, Ky.	www.neacelukens.com
28	Frenkel & Co. Inc.*	\$302.46 million	\$295.69 million	2.29%	\$562.21 million	\$27.56 million	42	235	New York, N.Y.	www.frenkel.com
29	GreatFlorida Insurance Worldwide Insurance	\$286.00 million	\$277.00 million	3.25%	\$2.00 million	\$34.32 million	33	250	Stuart, Fla.	www.greatflorida.com
30	Network Inc. d/b/a Smart Choice Agents Program*	\$285.22 million	\$320.00 million	-10.87%	\$1.30 million	\$35.51 million	32	43	High Point, N.C.	www.smartchoiceagents.com
31	Insurors Group LLC*	\$281.56 million	\$298.93 million	-5.81%	\$97.38 million	\$41.80 million	29	230	College Station, Texas	www.insurorsgroup.com
32	Assurance Agency Ltd.	\$280.00 million	\$283.23 million	-1.14%	\$135.00 million	\$29.32 million	40	203	Schaumburg, Ill.	www.assuranceagency.com
33	Barney & Barney LLC	\$277.00 million	\$263.00 million	5.32%	\$1.10 billion	\$36.61 million	31	355	San Diego, Calif.	www.barneyandbarney.com
34	InterWest Insurance Services Inc.	\$276.66 million	\$318.84 million	-13.23%	\$97.22 million	\$30.23 million	37	275	Sacramento, Calif.	www.iwins.com
35	Confie Seguros Holdings Co.	\$275.00 million	\$250.00 million	10.00%		\$82.00 million	10	750	New York, N.Y.	www.confieseguros.com
36	Turner Surety and Insurance Brokerage Inc.	\$267.80 million	\$256.87 million	4.26%		\$6.80 million	NR	21	Woodcliff Lake, N.J.	www.tsibinc.com
37	Houchens Insurance Group	\$265.50 million	\$255.00 million	4.12%	\$18.25 million	\$26.55 million	46	189	Bowling Green, Ky.	www.houchensins.com
New 38	EPIC Insurance Brokers	\$261.38 million			\$357.00 million	\$33.69 million	35	296	San Mateo, Calif.	www.edgewoodins.com
39	Higginbotham & Associates	\$260.22 million	\$228.82 million	13.72%	\$417.00 million	\$27.49 million	44	372	Fort Worth, Texas	www.higginbotham.net
40	The Horton Group	\$258.28 million	\$249.71 million	3.44%	\$269.73 million	\$30.03 million	38	309	Orland Park, Ill.	www.thehortongroup.com
41	McQueary Henry Bowles Troy LLP	\$255.00 million	\$250.00 million	2.00%	\$220.00 million	\$27.51 million	43	200	Dallas, Texas	www.mhbt.com
42	United Valley Insurance Services Inc.*	\$246.30 million	\$269.33 million	-8.55%		\$43.13 million	27	85	Fresno, Calif.	www.unitedvalley.com
43	SullivanCurtisMonroe*	\$238.00 million	\$238.00 million	0.00%	\$72.00 million	\$23.00 million	53	185	Irvine, Calif.	www.sullivancurtismonroe.com
44	The Graham Co.*	\$221.23 million	\$211.32 million	4.69%	\$17.65 million	\$33.73 million	34	144	Philadelphia, Pa.	www.grahamco.com
45	The Insurance Alliance of Central Pa. Inc.*	\$219.96 million	\$226.46 million	-2.87%		\$26.09 million	47	255	Camp Hill, Pa.	www.tiacp.com
46	Propel Insurance	\$212.70 million	\$185.00 million	14.97%	\$257.00 million	\$32.70 million	36	243	Tacoma, Wash.	www.propelinsurance.com
47	The Mahoney Group	\$212.27 million	\$221.46 million	-4.15%	\$130.57 million	\$39.38 million	30	248	Mesa, Ariz.	www.mahoneygroup.com
48	Bowen, Miclette & Britt Inc.	\$199.87 million	\$221.67 million	-9.83%	\$140.45 million	\$25.34 million	49	189	Houston, Texas	www.bmbinc.com
49	Starkweather & Shepley Insurance Brokerage Inc.	\$191.00 million	\$275.00 million	-30.55%	\$125.00 million	\$29.65 million	39	180	East Providence, R.I.	www.starshelp.com
50	United Agencies Inc.*	\$189.00 million	\$195.00 million	-3.08%	\$65.00 million	\$42.00 million	28	267	Pasadena, Calif.	www.unitedagencies.com
New 51	Acrisure	\$186.27 million			\$253,896	\$22.18 million	54	207	Caledonia, Mich.	www.acrisure.com
New 52	SIA Group*	\$184.18 million			\$19.52 million	\$24.36 million	51	107	Jacksonville, N.C.	www.siagroup.net

# Special Report Top 100 Agencies

2010 Rank	Agency Name	2009 P/C Premium Written	2008 P/C Premium	% Premium Change	2009 Other than P/C Premium	2009 P/C Revenue	2010 Rank by Revenue	No. of Employees	Main Office	Web site
53	Professional Insurance Associates Inc.	\$181.00 million	\$175.00 million	3.43%		\$25.00 million	50	50	San Carlos, Calif.	www.piainc.com
54	Lawley Service Inc.*	\$180.67 million	\$177.48 million	1.79%	\$255.29 million	\$27.86 million	41	290	Buffalo, N.Y.	www.lawleyinsurance.com
55	Lovitt-Touche Inc.*	\$179.57 million	\$165.41 million	8.56%	\$147.90 million	\$15.65 million	71	182	Tucson, Ariz.	www.lovitt-touche.com
56	Bainswest Inc.*	\$177.96 million	\$197.19 million	-9.75%	\$74.37 million	\$20.83 million	57	241	Tulsa, Okla.	www.bainswest.com
57	Dawson Cos.	\$175.36 million	\$166.42 million	5.37%	\$46.35 million	\$16.12 million	68	180	Cleveland, Ohio	www.dawsoncompanies.com
58	Robertson Ryan & Associates Inc.	\$175.00 million	\$175.00 million	0.00%	\$40.00 million	\$23.99 million	52	183	Milwaukee, Wisc.	www.robertsonryan.com
59	Advanced Insurance Underwriters LLC	\$175.00 million	\$212.00 million	-17.45%	\$4.65 million	\$20.13 million	58	175	Hollywood, Fla.	www.advancedcins.com
60	Haylor, Freyer & Coon Inc.*	\$170.00 million	\$250.00 million	-32.00%	\$70.00 million	\$26.60 million	45	210	Syracuse, N.Y.	www.haylor.com
61	Bouchard Insurance	\$165.00 million	\$178.23 million	-7.42%	\$140.00 million	\$19.50 million	59	197	Clearwater, Fla.	www.bouchardinsurance.com
62	Ag States Group	\$162.72 million	\$129.36 million	25.78%	\$24.57 million	\$18.94 million	60	114	St. Paul, Minn.	www.agstatesgroup.com
63	Seitlin Insurance Agency	\$162.00 million	\$212.00 million	-23.58%	\$150.00 million	\$13.66 million	78	130	Miami, Fla.	www.seitlin.com
64	Sihle Insurance Group Inc.	\$160.00 million	\$175.50 million	-8.83%	\$15.00 million	\$18.00 million	61	130	Altamonte Springs, Fla.	www.sihle.com
65	Gowrie Group (Gowrie Barden & Brett Inc.)	\$158.89 million	\$141.84 million	12.02%	\$36.25 million	\$15.68 million	70	125	Westbrook, Conn.	www.gowrie.com
New 66	Lapre Scali & Co. Insurance Services	\$154.00 million			\$55.00 million	\$16.10 million	69	150	Scottsdale, Ariz.	www.laprescali.com
67	TWW Insurance Services LLC	\$149.18 million	\$166.73 million	-10.53%	\$75.47 million	\$20.92 million	56	168	Ventura, Calif.	www.twiw.com
68	Eustis Insurance & Benefits	\$145.25 million	\$118.64 million	22.43%	\$18.76 million	\$15.36 million	72	106	New Orleans, La.	www.eusits.com
69	TrueNorth	\$143.02 million	\$121.43 million	17.78%	\$107.96 million	\$17.71 million	62	163	Cedar Rapids, Iowa	www.truenorthcompanies.com
70	TWFG Insurance Services	\$133.05 million	\$122.29 million	8.79%	\$3.06 million	\$17.16 million	64	44	The Woodlands, Texas	www.twfg.com
New 71	Momentous Insurance Brokerage Inc.	\$133.00 million			\$47.00 million	\$22.00 million	55	115	Van Nuys, Calif.	www.momentousins.com
72	RJF Agencies	\$131.60 million	\$131.35 million	0.19%	\$248.03 million	\$16.74 million	67	149	Minneapolis, Minn.	www.rjfagencies.com
73	Swantner and Gordon Insurance Agency LLP	\$129.04 million	\$135.29 million	-4.62%	\$55.78 million	\$13.63 million	79	114	Corpus Christi, Texas	www.s-gins.com
74	HNI	\$125.00 million			\$15.00 million	\$12.50 million	82	85	New Berlin, Wisc.	www.hni.com
75	The Daniel and Henry Co.	\$122.58 million	\$125.64 million	-2.44%	\$88.08 million	\$16.84 million	66	193	St. Louis, Mo.	www.danielandhenry.com
New 76	Millennium Corporate Solutions	\$120.00 million			\$30.00 million	\$9.00 million	NR	75	Irvine, Calif.	www.mcsins.com
77	Brower Insurance Agency LLC*	\$118.00 million	\$94.32 million	25.11%	\$210.00 million	\$14.90 million	75	164	Dayton, Ohio	www.browerinsurance.com
78	MJ Insurance Inc.*	\$117.10 million	\$111.73 million	4.81%	\$289.21 million	\$14.90 million	76	123	Indianapolis, Ind.	www.mjinsurance.com
79	Scirocco Group & Affiliated Cos.	\$115.00 million	\$110.00 million	4.55%	\$40.00 million	\$17.20 million	63	110	Hasbrouck Heights, N.J.	www.sciroccogroup.com
80	SilverStone Group Inc.	\$112.64 million			\$925.57 million	\$10.85 million	96	186	Omaha, Neb.	www.silverstonegroup.com
81	Insgroup Inc.	\$110.00 million	\$110.00 million	0.00%	\$6.50 million	\$12.50 million	83	71	Houston, Texas	www.insgroup.net
82	Harden	\$107.45 million	\$110.48 million	-2.74%	\$258.82 million	\$10.92 million	95	121	Jacksonville, Fla.	www.hardeninsight.com
83	Schiff, Kreidler-Shell Inc.*	\$107.20 million	\$113.50 million	-5.55%	\$54.62 million	\$16.86 million	65	110	Cincinnati, Ohio	www.sksins.com
New 84	North Florida Agents Network*	\$103.60 million			\$998,305	\$7.80 million	NR	7	Tallahassee, Fla.	www.nfan.us
New 85	M3 Insurance Solutions Inc.	\$103.45 million				\$11.18 million	92	173	Madison, Wisc.	www.m3ins.com
New 86	AssureAlliance Inc.*	\$100.00 million			\$1.00 million	\$1.50 million	NR	20	Spartanburg, S.C.	www.assurealliance.com
87	AH&T Insurance	\$97.89 million	\$92.44 million	5.89%	\$118.54 million	\$12.46 million	84	124	Leesburg, Va.	www.ahtins.com
New 88	Comegys Insurance Agency / SAN of Tampa Bay*	\$95.97 million			\$365,238	\$11.47 million	90	38	St. Petersburg, Fla.	www.comegys.com
89	Senn Dunn	\$94.32 million	\$103.58 million	-8.93%	\$85.61 million	\$11.83 million	88	138	Greensboro, N.C.	www.sennunn.com
90	Agents Helping Agents*	\$94.00 million	\$86.00 million	9.30%	\$10.00 million	\$15.00 million	74	27	Louisville, Ky.	www.agentshelpingagents.com
91	John M. Glover Agency	\$93.65 million	\$93.26 million	0.43%	\$11.84 million	\$15.03 million	73	135	Norwalk, Conn.	www.johnmglover.com
New 92	Celedinas Insurance Group	\$92.38 million			\$613,251	\$12.28 million	86	115	Palm Beach Gardens, Fla.	www.celedinas.com
93	The Advantage Group*	\$91.42 million	\$93.42 million	-2.14%	\$4.70 million	\$12.34 million	85	108	Edmonds, Wash.	www.theadvantagegroup.us
94	Anco Insurance Managers Ltd.	\$90.20 million	\$93.43 million	-3.46%	\$34.34 million	\$13.45 million	80	103	Bryan, Texas	www.anco.com
95	Hamilton Brewart Insurance Agency GIA Group LLC/	\$90.00 million	\$110.00 million	-18.18%	\$5.00 million	\$8.00 million	NR	65	Upland, Calif.	www.hamiltonbrewart.com
96	Continental Insurance Agency Alliance Inc.*	\$89.08 million	\$108.83 million	-18.15%	\$19.94 million	\$11.56 million	89	32	Glenwood Springs, Colo.	www.glenwoodinsurance.com
New 97	American Auto Club Insurance Agency*	\$88.84 million			\$11.10 million	\$12.86 million	81	121	Charlotte, N.C.	www.aacarolinas.com/insurance
New 98	SouthGroup Insurance	\$88.51 million			\$21.33 million	\$10.98 million	94	152	Ridgeland, Miss.	www.southgroup.net
99	Otterstedt Agency	\$85.60 million	\$90.93 million	-5.87%	\$14.73 million	\$11.18 million	91	103	Englewood Cliffs, N.J.	www.otterstedt.com
100	TIS Insurance Services Inc.	\$82.62 million	\$104.58 million	-21.00%	\$78.21 million	\$14.63 million	77	121	Knoxville, Tenn.	www.tisins.com

\* = Identified as having an affiliation with an independent network or cluster group. Employee count for these groups does not necessarily include all affiliates responsible for total premium written.

Honorable Mentions: Five agencies - Brightway Insurance, Chicagoland SIA, John O. Bronson Co. Inc., Midwest Insurance Agency Alliance Inc. and The Buckner Co. - ranked in the Top 100 by 2009 revenue but not in the Top 100 by 2009 P/C premium. NR = not ranked.

## Top 20 Banks In Insurance Brokerage Fee Income

(2009/Nationally)

Rank	2009 Insurance Brokerage Fee Income	Bank Name	City, State	Web site
1	\$963.13 million	Branch Banking and Trust Co.	Winston-Salem, N.C.	www.bbt.com
2	\$714.00 million	Citibank, N.A.	Las Vegas, Nev.	www.citibank.com
3	\$177.81 million	FIA Card Services, N.A.	Wilmington, Del.	www.bankofamerica.com
4	\$172.03 million	Bank of America N.A.	Charlotte, N.C.	www.bankofamerica.com
5	\$128.80 million	Discover Bank	Greenwood, Del.	www.discovercard.com
6	\$81.35 million	BancorpSouth Bank	Tupelo, Miss.	www.bancorpsouth.com
7	\$58.63 million	Eastern Bank	Boston, Mass.	www.easternbank.com
8	\$53.72 million	TD Bank, N.A.	Wilmington, Del.	www.tdbanknorth.com
9	\$50.37 million	Compass Bank	Birmingham, Ala.	www.compassbank.com
10	\$44.16 million	PNC Bank, N.A.	Pittsburgh, Pa.	www.pnc.com
11	\$41.19 million	Associated Bank, National Association	Green Bay, Wis.	www.associatedbank.com
12	\$37.61 million	Barclays Bank Delaware	Wilmington, Del.	www.barclaycardus.com
13	\$33.22 million	The Frost National Bank	San Antonio, Texas	www.frostbank.com
14	\$33.02 million	Manufacturers and Traders Trust Co.	Buffalo, N.Y.	www.mtb.com
15	\$30.77 million	Bank of the West	San Francisco, Calif.	www.bankofthewest.com
16	\$29.08 million	Trustmark National Bank	Jackson, Miss.	www.trustmark.com
17	\$25.25 million	First Tennessee Bank, National Association	Memphis, Tenn.	www.firsttennessee.com
18	\$18.74 million	HSBC Bank USA, National Association	Mc Lean, Va.	www.banking.us.hsbc.com
19	\$16.07 million	National Penn Bank	Boyertown, Pa.	www.nationalpenn.com
20	\$14.89 million	Bank of Hawaii	Honolulu, Hawaii	www.boh.com

Note about this report: These rankings include only commercial banks and FDIC-supervised savings banks which are required by the FDIC to report line item income like insurance brokerage. They do not include savings associations (SAs) regulated by the Office of Thrift Supervision (OTS), because SAs are not so required.

Source: Michael White-Prudential Bank Insurance Fee Income Report - 2010 Edition

## Top 20 Bank Holding Companies in Insurance Brokerage Fee Income

(2009/Nationally)

Rank	2009 Insurance Brokerage Fee Income	Bank Holding Company Name	City, State	Web site
1	\$1.73 billion	Wells Fargo & Co.	San Francisco, Calif.	www.wellsfargo.com
2	\$1.04 billion	Citigroup Inc.	New York, N.Y.	www.citigroup.com
3	\$922.49 million	BB&T Corp.	Winston-Salem, N.C.	www.bbt.com
4	\$463.34 million	Bank of America Corp.	Charlotte, N.C.	www.bankofamerica.com
5	\$191.00 million	Morgan Stanley	New York, N.Y.	www.morganstanley.com
6	\$136.02 million	American Express Co.	New York, N.Y.	www.americanexpress.com
7	\$128.80 million	Discover Financial Services	Riverwoods, Ill.	www.discovercard.com
8	\$124.00 million	The Goldman Sachs Group Inc.	New York, N.Y.	www2.goldmansachs.com
9	\$122.00 million	GMAC Inc.	Detroit, Mich.	www.gmacfs.com
10	\$110.72 million	Regions Financial Corp.	Birmingham, Ala.	www.regions.com
11	\$92.00 million	JPMorgan Chase & Co.	New York, N.Y.	www.jpmorganchase.com
12	\$81.35 million	BancorpSouth Inc.	Tupelo, Miss.	www.bancorpsouthonline.com
13	\$73.71 million	HSBC North America Holdings Inc.	Mettawa, Ill.	www.us.hsbc.com
14	\$70.34 million	Huntington Bancshares Inc.	Columbus, Ohio	www.huntington.com
15	\$58.63 million	Eastern Bank Corp.	Boston, Mass.	www.easternbank.com
16	\$53.72 million	TD BankNorth Inc.	Portland, Maine	www.tdbanknorth.com
17	\$49.79 million	BBVA USA Bancshares Inc.	Houston, Texas	www.compassbank.com
18	\$45.00 million	Popular Inc.	San Juan, Puerto Rico	www.bancopopular.com
19	\$42.61 million	Associated Banc-Corp.	Green Bay, Wis.	www.associatedbank.com
20	\$37.61 million	Barclays Group US Inc.	Wilmington, Del.	www.barclaycardus.com

Note about this report: With few exceptions, the Federal Reserve Board requires only what it defines as "large" bank holding companies (i.e., BHCs with consolidated assets in excess of \$500 million) to file line item fee income like insurance brokerage. Ranking excludes MetLife Inc., which is a traditional life insurer that does not engage in significant banking activities.

Source: Michael White-Prudential Bank Insurance Fee Income Report - 2010 Edition