

Danielson Associates Inc.

Summary Statistics on New Banks in the East First Quarter 2005 Edition



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**Summary Statistics on New Commercial Banks
in the East***

<u>Year Opened</u>	<u>Median</u>		<u>No. of Branches</u>	<u>No. of Banks</u>
	<u>Annual Deposit Increase</u> (In mill.)	<u>LTM Annual Income**</u> (In thous.)		
2005	-	\$ (768)	1	4
2004	-	(1,686)	1	23
2003	\$ 37.3	(387)	1	14
2002	27.6	173	2	14
2001	22.7	450	2	20
2000	21.9	1,002	2	28
1999	23.5	1,180	3	36
1998	28.9	1,475	5	30
1997	21.0	1,805	4	13
1996	21.3	1,665	5	16
1995	24.6	1,862	7	6
1994	22.8	1,273	6	2
1993	8.5	638	3	3
1992	4.9	1,638	5	1
1991	27.2	3,921	7	4
1990	14.6	1,918	6	12
1989	9.0	2,206	4	8
1988	<u>15.1</u>	2,208	<u>5</u>	<u>12</u>
Average***	\$ 29.0		4	246

*Includes all new banks opened between January 1, 1988 and March 31, 2005 in the Atlantic seaboard states from South Carolina north.

**For twelve months ended March 31, 2005 in this and subsequent tables.

***Except for the number of banks, which is the total remaining independent banks opened between 1988 and March 31, 2005.

Source: SNL Financial, Charlottesville, Virginia and FDIC.gov website.

Summary Statistics by State

<u>Year Opened</u>	<u>Median</u>		<u>No. of Banks</u>
	<u>Annual Deposit Increase (In mill.)</u>	<u>LTM Annual Income (In thous.)</u>	
<u>Connecticut</u>			
2004	\$ 58.8	\$(2,924)	1
2002	23.8	(182)	2
2001	8.8	194	3
1999	14.1	456	2
1998	37.1	2,379	1
1995	18.1	1,763	1
1994	34.6	1,455	1
1990	<u>2.5</u>	433	<u>1</u>
Average	\$ 21.1		12
<u>Delaware</u>			
2000	\$105.2	\$ 4,990	1
1994	10.9	1,090	1
1990	<u>17.0</u>	8,057	<u>1</u>
Average	\$ 44.4		3
<u>District of Columbia</u>			
2004	-	\$(1,599)	1
1998	\$ 13.9	1,235	1
1988	<u>4.3</u>	(561)	<u>1</u>
Average	\$ 9.1		3

Summary Statistics by State

<u>Year Opened</u>	<u>Median</u>		<u>No. of Banks</u>
	<u>Annual Deposit Increase (In mill.)</u>	<u>LTM Annual Income (In thous.)</u>	
<u>Maryland</u>			
2004	-	\$(2,378)	2
2003	\$ 64.6	(761)	2
2001	49.5	1,781	1
2000	23.6	1,219	2
1999	15.9	544	1
1998	72.4	5,270	1
1996	15.5	666	1
1993	8.5	1,078	1
1990	12.0	2,067	2
1989	6.8	929	1
1988	<u>32.6</u>	8,354	<u>2</u>
Average	\$ 31.0		16
<u>Massachusetts</u>			
2002	\$ 42.2	\$ 430	1
2001	50.2	400	1
1993	9.2	434	1
1989	46.5	8,142	1
1988	<u>22.9</u>	9,246	<u>2</u>
Average	\$ 32.3		6

Summary Statistics by State

<u>Year Opened</u>	<u>Median</u>		<u>No. of Banks</u>
	<u>Annual Deposit Increase (In mill.)</u>	<u>LTM Annual Income (In thous.)</u>	
<u>New Jersey</u>			
2005	-	\$ (533)	1
2004	-	(1,699)	1
2003	\$ 42.0	(2,479)	1
2002	18.1	118	3
2001	46.1	806	2
2000	20.4	775	8
1999	24.8	1,492	6
1998	27.2	1,399	3
1997	13.0	926	4
1991	33.1	5,416	1
1990	18.5	1,285	1
1989	<u>17.6</u>	4,204	<u>1</u>
Average	\$ 23.4		32
<u>New York</u>			
2004	-	\$(2,353)	1
2002	\$ 9.4	(1,179)	1
2000	21.3	787	2
1999	41.3	2,314	2
1998	7.6	(22)	2
1997	27.9	2,652	1
1996	21.7	154	1
1995	13.6	4	1
1993	6.1	638	1
1990	18.4	1,504	2
1988	<u>7.1</u>	1,669	<u>3</u>
Average	\$ 17.3		17

Summary Statistics by State

<u>Year Opened</u>	<u>Median</u>		<u>No. of Banks</u>
	<u>Annual Deposit Increase (In mill.)</u>	<u>LTM Annual Income (In thous.)</u>	
<u>North Carolina</u>			
2005	-	\$(1,505)	1
2004	-	(1,118)	7
2003	\$ 17.0	22	1
2002	39.2	1,150	1
2001	17.5	522	3
2000	22.5	582	7
1999	33.6	2,591	3
1998	38.8	1,582	7
1997	31.8	2,356	4
1996	31.3	1,994	3
1995	28.7	988	2
1991	<u>32.1</u>	3,985	<u>1</u>
Average	\$ 29.7		40
<u>Pennsylvania</u>			
2004	-	\$(1,764)	5
2003	\$ 43.2	(219)	3
2002	27.4	(591)	1
2001	34.3	156	4
2000	18.0	321	1
1999	18.4	887	6
1998	16.4	441	1
1997	14.9	1,104	3
1992	4.9	1,638	1
1991	22.2	3,857	1
1990	9.5	1,396	1
1988	<u>37.6</u>	7,529	<u>1</u>
Average	\$ 24.3		28

Summary Statistics by State

<u>Year Opened</u>	<u>Median</u>		<u>No. of Banks</u>
	<u>Annual Deposit Increase (In mill.)</u>	<u>LTM Annual Income (In thous.)</u>	
<u>South Carolina</u>			
2005	-	\$ (662)	2
2004	-	(967)	1
2003	\$ 54.1	(831)	1
2002	38.4	(248)	1
2001	12.7	272	3
2000	34.6	1,663	4
1999	10.2	422	5
1998	23.9	1,444	4
1997	27.9	2,391	1
1996	20.9	1,238	4
1995	35.3	2,987	1
1990	18.0	3,561	1
1989	10.1	2,721	3
1988	<u>13.5</u>	2,254	<u>1</u>
Average	\$ 21.5		32
<u>Virginia</u>			
2004	-	\$(1,301)	4
2003	\$ 26.4	(555)	3
2002	30.8	350	4
2001	13.8	270	1
2000	12.5	858	2
1999	27.9	1,161	9
1998	36.3	2,204	9
1996	18.2	1,221	4
1995	31.1	3,044	1
1992	13.8	2,632	1
1988	<u>40.8</u>	10,311	<u>2</u>
Average	\$ 28.3		40

Summary Statistics by State

<u>Year Opened</u>	<u>Median</u>		<u>No. of Banks</u>
	<u>Annual Deposit Increase (In mill.)</u>	<u>LTM Annual Income (In thous.)</u>	
<u>West Virginia</u>			
2003	\$ 37.2	\$ (262)	1
2001	18.2	798	2
2000	80.5	2,628	1
1999	14.4	927	2
1996	<u>12.8</u>	1,079	<u>2</u>
Average	\$ 26.1		8
<u>Other New England</u>			
2003	\$ 20.9	\$ 45	2
1999	30.9	1,641	1
1996	100.1	9,991	1
1991	16.5	3,140	1
1990	16.2	4,389	2
1989	<u>5.0</u>	470	<u>2</u>
Average	\$ 25.7		9
<u>Thriffs</u>			
2005	-	\$ (148)	1
2001	\$ 11.9	(24)	3
2000	12.4	570	5
1999	40.7	3,316	3
1998	14.7	1,114	4
1996	10.8	457	2
1988	<u>3.8</u>	542	<u>1</u>
Average	\$ 16.9		19

New Commercial Banks in the East*

<u>Year</u> <u>Opened</u>	<u>No. of</u> <u>Banks</u>
2005	4
2004	23
2003	14
2002	14
2001	20
2000	30
1999	42
1998	36
1997	23
1996	22
1995	8
1994	4
1993	7
1992	4
1991	13
1990	34
1989	37
1988	50
1987	33
1986	27
1985	24
1984	<u>5</u>
Total	474

*Includes all independent banks opened since January 1, 1984 in the Atlantic seaboard states from South Carolina north including those that have subsequently been bought or failed, but excludes new banks established by established banks.

**Through March 31, 2005.

**Selected Financial Data on New Banks
Connecticut**

	<u>March 31, 2005</u>		<u>Annual</u>	<u>LTM</u>	<u>No. of</u>	<u>Date</u>
	<u>Assets</u>	<u>Deposits</u>	<u>Deposit</u>	<u>Annual</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)		<u>Growth</u>	<u>Income</u>		
				(In thous.)		
<u>2004</u>						
Connecticut B&T, Hartford	\$ 77.4	\$ 63.7	\$ 58.8	\$(2,924)	3	3/04
<u>2002</u>						
Bank of New Canaan	\$111.2	\$ 80.7	\$ 27.7	\$ (222)	1	4/02
Connecticut River Comm., Wethersfield	<u>59.9</u>	<u>46.5</u>	<u>19.9</u>	<u>(142)</u>	<u>1</u>	11/02
Average	\$ 85.6	\$ 63.6	\$ 23.8	\$ (182)	1	
<u>2001</u>						
Bank of Southern Conn., New Haven	\$ 80.5	\$ 65.7	\$ 18.8	\$ 194	3	10/01
Apple Valley, Cheshire	48.0	36.0	8.8	(141)	1	3/01
Community's, Bridgeport	<u>27.0</u>	<u>20.6</u>	<u>5.0</u>	<u>2,008</u>	<u>1</u>	2/01
Median	\$ 48.0	\$ 36.0	\$ 8.8	\$ 194	1	
<u>1999</u>						
Valley Bank, Bristol	\$133.1	\$113.0	\$ 20.9	\$ 646	2	11/99
Castle B&T, Meriden	<u>69.4</u>	<u>43.3</u>	<u>7.2</u>	<u>266</u>	<u>2</u>	4/99
Average	\$101.3	\$ 78.2	\$ 14.1	\$ 456	2	
<u>1998</u>						
Connecticut Comm., Westport	\$274.0	\$231.9	\$ 37.1	\$2,379	6	12/98
<u>1995</u>						
Simsbury B&T	\$198.1	\$180.8	\$ 18.1	\$1,763	3	3/95
<u>1994</u>						
Patriot National, Stamford	\$413.2	\$366.5	\$ 34.6	\$1,455	9	8/94
<u>1990</u>						
Prime Bank, Orange	\$ 44.9	\$ 38.0	\$ 2.5	\$ 443	1	2/90

**Selected Financial Data on New Banks
Delaware**

	<u>March 31, 2005</u>		<u>Annual</u>	<u>LTM</u>	<u>No. of</u>	<u>Date</u>
	<u>Assets</u>	<u>Deposits</u>	<u>Deposit</u>	<u>Annual</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)		<u>Growth</u>	<u>Income</u>		
				(In thous.)		
<u>2000</u>						
Bancorp Bank, Wilmington	\$658.2	\$491.0	\$105.2	\$4,990	1	7/00
<u>1994</u>						
Christiana B&T, Greenville	\$144.9	\$121.4	\$ 10.9	\$1,090	2	2/94
<u>1990</u>						
County Bank, Rehoboth Beach	\$286.4	\$250.5	\$ 17.0	\$8,057	8	7/90

**Selected Financial Data on New Banks
District of Columbia**

	<u>March 31, 2005</u>		<u>Annual</u>	<u>LTM</u>	<u>No. of</u>	<u>Date</u>
	<u>Assets</u>	<u>Deposits</u>	<u>Growth</u>	<u>Annual</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)			(In thous.)		
<u>2004</u>						
WashingtonFirst	\$ 61.1	\$ 46.0	-	\$ (1,599)	3	4/04
<u>1998</u>						
City First	\$110.1	\$ 87.7	\$ 13.9	\$ 1,235	1	11/98
<u>1988</u>						
First Liberty	\$ 89.5	\$ 72.9	\$ 4.3	\$ (561)	4	2/88

Selected Financial Data on New Banks
Maryland

	<u>March 31, 2005</u>		<u>Annual</u>	<u>LTM</u>	<u>No. of</u>	<u>Date</u>
	<u>Assets</u>	<u>Deposits</u>	<u>Growth</u>	<u>Annual</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)			(In thous.)		
<u>2004</u>						
Howard Bank, Ellicott City	\$ 41.2	\$ 27.0	-	\$(2,916)	2	8/04
HarVest Bank, Rockville	<u>20.0</u>	<u>7.3</u>	<u>-</u>	<u>(1,840)</u>	<u>1</u>	11/04
Average	\$ 30.6	\$ 17.2	-	\$(2,378)	2	
<u>2003</u>						
Fidelity & Trust, Bethesda	\$232.1	\$120.3	\$ 90.2	\$ (989)	1	11/03
Congressional Bank, Potomac	<u>68.0</u>	<u>55.1</u>	<u>38.9</u>	<u>(533)</u>	<u>1</u>	10/03
Average	\$150.1	\$ 87.7	\$ 64.6	\$ (761)	1	
<u>2001</u>						
Frederick County Bank	\$184.3	\$169.0	\$ 49.5	\$ 1,781	2	10/01
<u>2000</u>						
Bay National, Baltimore	\$171.4	\$154.5	\$ 31.4	\$1,193	2	5/00
CommerceFirst, Annapolis	<u>91.5</u>	<u>75.1</u>	<u>15.8</u>	<u>1,245</u>	<u>1</u>	6/00
Average	\$131.5	\$114.8	\$ 23.6	\$1,219	2	
<u>1999</u>						
Capital, Rockville	\$100.1	\$ 84.9	\$ 15.9	\$ 544	2	12/99
<u>1998</u>						
EagleBank, Bethesda	\$576.7	\$483.0	\$ 72.4	\$5,270	9	7/98
<u>1996</u>						
County National, Glen Burnie	\$141.7	\$128.3	\$ 15.5	\$ 666	5	12/96
<u>1993</u>						
Easton B&T	\$119.7	\$100.1	\$ 8.5	\$1,078	5	7/93
<u>1990</u>						
BankAnnapolis	\$292.1	\$233.7	\$ 15.3	\$2,656	6	1/90
County First, La Plata	<u>151.0</u>	<u>129.4</u>	<u>8.6</u>	<u>1,478</u>	<u>5</u>	3/90
Average	\$221.6	\$181.6	\$ 12.0	\$2,067	6	

Selected Financial Data on New Banks
Maryland (Cont'd.)

	<u>March 31, 2005</u>		<u>Annual</u>	<u>LTM</u>	<u>No. of</u>	<u>Date</u>
	<u>Assets</u>	<u>Deposits</u>	<u>Growth</u>	<u>Annual</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)			(In thous.)		
<u>1989</u>						
Old Line National, Waldorf	\$130.7	\$105.0	\$ 6.8	\$ 929	4	9/89
<u>1988</u>						
Columbia Bank*	\$1,238.2	\$968.7	\$ 57.3	\$14,727	24	5/88
Damascus Community	<u>151.3</u>	<u>130.3</u>	<u>7.8</u>	<u>1,980</u>	<u>5</u>	7/88
Average	\$ 694.8	\$549.5	\$ 32.6	\$8,354	15	

*Announced acquisition by Fulton Financial.

Selected Financial Data on New Banks
Massachusetts

	<u>March 31, 2005</u>		<u>Annual</u>	<u>LTM</u>	<u>No. of</u>	<u>Date</u>
	<u>Assets</u>	<u>Deposits</u>	<u>Growth</u>	<u>Annual</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)			(In thous.)		
<u>2002</u>						
Leader Bank, Arlington	\$154.2	\$123.1	\$ 42.2	\$ 430	2	5/02
<u>2001</u>						
Commonwealth, Worcester	\$211.6	\$167.4	\$ 50.2	\$ 400	4	11/01
<u>1993</u>						
Asian American B&T, Boston	\$129.9	\$107.4	\$ 9.2	\$ 434	3	8/93
<u>1989</u>						
Enterprise, Lowell	\$862.8	\$755.8	\$ 46.5	\$8,142	13	1/89
<u>1988</u>						
Capital Crossing, Boston	\$1,027.0	\$680.7	\$ 39.8	\$17,289	1	2/88
Mercantile B&T, Boston	<u>110.3</u>	<u>97.1</u>	<u>5.9</u>	<u>1,202</u>	<u>3</u>	9/88
Average	\$ 568.7	\$388.9	\$ 22.9	\$ 9,246	2	

Selected Financial Data on New Banks
New Jersey

	<u>March 31, 2005</u>		<u>Annual</u>	<u>LTM</u>	<u>No. of</u>	<u>Date</u>
	<u>Assets</u>	<u>Deposits</u>	<u>Deposit</u>	<u>Annual</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)		<u>Growth</u>	<u>Income</u>		
				(In thous.)		
<u>2005</u>						
North Jersey Community, Englewood Cliffs	\$ 42.8	\$ 31.4	-	\$ (533)	1	1/05
<u>2004</u>						
Citizens Comm., Ridgewood	\$ 15.3	\$ 8.8	-	\$(1,699)	1	10/04
<u>2003</u>						
Liberty Bell, Cherry Hill	\$ 77.1	\$ 70.0	\$ 42.0	\$(2,479)	2	8/03
<u>2002</u>						
Grand Bank, Hamilton	\$188.6	\$172.3	\$ 55.9	\$2,676	2	3/02
Pascack Comm., Westwood	64.6	55.9	18.1	118	1	2/02
Enterprise, Kenilworth	<u>53.5</u>	<u>38.0</u>	<u>14.7</u>	<u>(136)</u>	<u>1</u>	8/02
Median	\$ 64.6	\$ 55.9	\$ 18.1	\$ 118	1	
<u>2001</u>						
InterState Net, Cherry Hill	\$273.0	\$253.0	\$ 66.0	\$ (102)	2	5/01
Mariner's Bank, Edgewater	<u>124.4</u>	<u>102.2</u>	<u>26.1</u>	<u>1,713</u>	<u>2</u>	5/01
Average	\$198.7	\$177.6	\$ 46.1	\$ 806	2	
<u>2000</u>						
Bayonne Community	\$390.6	\$345.1	\$ 78.1	\$4,153	3	11/00
Two River Comm., Middletown	248.4	212.3	41.8	1,524	8	2/00
1st Colonial, Collingswood	150.6	130.3	27.4	718	2	6/00
Hilltop Community, Summit	127.2	109.6	21.2	678	2	2/00
Harvest Comm., Pennsville	111.5	100.5	19.5	326	3	1/00
Rumson-Fair Haven Bank	101.6	86.1	18.4	101	2	7/00
Franklin Bank, Nutley*	81.0	69.9	15.8	1,389	1	10/00
Allegiance Comm., S. Orange	<u>71.9</u>	<u>60.7</u>	<u>12.3</u>	<u>831</u>	<u>1</u>	5/00
Median	\$119.4	\$105.1	\$ 20.4	\$ 775	2	

*Announced acquisition by Interchange Financial Services Corporation.

Selected Financial Data on New Banks
New Jersey (Cont'd)

	<u>March 31, 2005</u>		<u>Annual</u>	<u>LTM</u>	<u>No. of</u>	<u>Date</u>
	<u>Assets</u>	<u>Deposits</u>	<u>Deposit</u>	<u>Annual</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)		Growth	Income		
				(In thous.)		
<u>1999</u>						
Boardwalk, Linwood	\$309.6	\$222.6	\$ 39.3	\$2,168	3	7/99
Parke Bank, Sewell	238.7	193.3	31.3	2,831	3	1/99
Hopewell Valley, Pennington	173.8	158.3	26.0	1,237	4	2/99
Advantage Bank, Branchburg	155.0	140.9	22.9	860	5	1/99
Cornerstone, Moorestown	154.1	129.3	23.5	585	3	10/99
New Millennium, New Brunswick	<u>114.5</u>	<u>97.8</u>	<u>17.3</u>	<u>1,747</u>	<u>2</u>	7/99
Median	\$164.4	\$149.6	\$ 24.8	\$1,492	3	
<u>1998</u>						
Monmouth Community, Long Branch*	\$ 276.5	\$221.2	\$ 33.2	\$1,304	7	7/98
Somerset Hills, Bernardsville	193.2	172.4	27.2	1,399	4	12/98
Town Bank, Westfield	<u>147.1</u>	<u>130.1</u>	<u>20.0</u>	<u>1,609</u>	<u>2</u>	10/98
Median	\$ 193.2	\$172.4	\$ 27.2	\$1,399	4	
<u>1997</u>						
Allaire Community, Wall*	\$ 197.3	\$ 164.3	\$ 21.0	\$1,805	7	5/97
Shore Comm., Toms River	132.7	114.2	14.1	908	4	2/97
First BankAmericano, Elizabeth	115.5	97.7	11.8	944	2	1/97
United Heritage, Edison	<u>52.0</u>	<u>48.1</u>	<u>6.4</u>	<u>(543)</u>	<u>1</u>	10/97
Median	\$124.1	\$106.0	\$ 13.0	\$ 926	3	
<u>1991</u>						
Unity Bank, Clinton	\$524.9	\$449.1	\$ 33.1	\$5,416	13	9/91
<u>1990</u>						
Sterling Bank, Mount Laurel	\$310.0	\$265.2	\$ 18.5	\$1,285	6	12/90
<u>1989</u>						
First Constitution, Cranbury	\$334.2	\$275.9	\$ 17.6	\$4,204	12	7/89

*Affiliated with Central Jersey Bancorp.

Selected Financial Data on New Banks
New York

	<u>March 31, 2005</u>		<u>Annual</u>	<u>LTM</u>	<u>No. of</u>	<u>Date</u>
	<u>Assets</u>	<u>Deposits</u>	<u>Deposit</u>	<u>Annual</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)		Growth	Income		
				(In thous.)		
<u>2004</u>						
Empire State, Newburgh	\$ 36.0	\$ 22.4	-	\$(2,353)	3	6/04
<u>2002</u>						
Community Bank of Orange, Middletown	\$ 32.6	\$ 23.4	\$ 9.4	\$(1,179)	1	10/02
<u>2000</u>						
Alpine Capital, NYC	\$177.8	\$150.7	\$ 29.6	\$1,365	1	3/00
American Comm., Glen Cove	<u>75.5</u>	<u>68.5</u>	<u>13.0</u>	<u>208</u>	<u>2</u>	1/00
Average	\$126.7	\$109.6	\$ 21.3	\$ 787	2	
<u>1999</u>						
Metropolitan, NYC	\$309.1	\$268.8	\$ 46.7	\$3,148	1	6/99
First American, Brooklyn	<u>222.2</u>	<u>194.5</u>	<u>35.9</u>	<u>1,479</u>	<u>4</u>	11/99
Average	\$265.7	\$231.7	\$ 41.3	\$2,314	3	
<u>1998</u>						
Liberty Bank, NYC	\$ 58.8	\$ 49.6	\$ 7.1	\$ (9)	2	3/98
Hamptons State, Southampton	<u>56.1</u>	<u>51.7</u>	<u>8.0</u>	<u>(34)</u>	<u>1</u>	10/98
Average	\$ 57.5	\$ 50.7	\$ 7.6	\$ (22)	2	
<u>1997</u>						
Victory State, Staten Island	\$226.6	\$207.2	\$ 27.9	\$2,652	4	11/97
<u>1996</u>						
Excel Bank, NYC	\$229.9	\$199.3	\$ 21.7	\$ 154	2	2/96
<u>1995</u>						
Capital B&T, Albany	\$138.8	\$127.1	\$ 13.6	\$ 4	2	12/95
<u>1993</u>						
Community Bank-Sullivan Co., Thompson	\$ 76.0	\$ 68.9	\$ 6.1	\$ 638	3	12/93

Selected Financial Data on New Banks
New York (Cont'd.)

	<u>March 31, 2005</u>		<u>Annual Deposit Growth</u>	<u>LTM Annual Income</u> (In thous.)	<u>No. of Branches</u>	<u>Date Opened</u>
	<u>Assets</u>	<u>Deposits</u> (In millions)				
<u>1990</u>						
Long Island Commercial, Islandia	\$544.0	\$413.2	\$ 27.2	\$2,357	12	1/90
Community Capital, NYC	<u>162.8</u>	<u>137.7</u>	<u>9.6</u>	<u>650</u>	<u>2</u>	11/90
Average	\$353.4	\$275.5	\$ 18.4	\$1,504	7	
<u>1988</u>						
Country Bank, NYC	\$336.4	\$284.4	\$ 16.7	\$1,669	5	4/88
Amerasia Bank, Flushing	136.1	120.0	7.1	2,161	1	6/88
Riverside Bank, Poughkeepsie	<u>133.7</u>	<u>122.5</u>	<u>7.1</u>	<u>1,573</u>	<u>4</u>	2/88
Median	\$136.1	\$122.5	\$ 7.1	\$1,669	4	

**Selected Financial Data on New Banks
North Carolina**

	<u>March 31, 2005</u>		<u>Annual Deposit Growth</u>	<u>LTM Annual Income</u> (In thous.)	<u>No. of Branches</u>	<u>Date Opened</u>
	<u>Assets</u>	<u>Deposits</u> (In millions)				
<u>2005</u>						
New Dominion, Charlotte	\$ 45.2	\$ 6.5	-	\$(1,505)	1	1/05
<u>2004</u>						
Mountain 1st, Hendersonville	\$184.1	\$164.1	-	\$(1,856)	5	4/04
New Century, Fayetteville*	71.5	62.5	\$ 50.0	94	1	1/04
Select B&T, Winterville	42.9	29.3	-	(887)	2	8/04
Alliance B&T, Shelby	37.2	26.1	-	(1,099)	2	9/04
TriStone Comm., Winston Salem	34.2	19.1	-	(1,259)	1	11/04
Carolina Commerce, Gastonia	25.3	18.3	24.4	(1,975)	1	6/04
Nantahala B&T, Franklin	<u>24.8</u>	<u>15.4</u>	<u>-</u>	<u>(1,118)</u>	<u>2</u>	10/04
Median	\$ 37.2	\$ 26.1	-	\$(1,118)	2	
<u>2003</u>						
Longleaf Comm., Rockingham	\$ 37.6	\$ 28.4	\$ 17.0	\$ 22	1	8/03
<u>2002</u>						
Port City Capital, Wilmington	\$117.0	\$107.8	\$ 39.2	\$1,150	1	7/02
<u>2001</u>						
Cardinal State, Durham	\$142.2	\$115.9	\$ 30.9	\$ 540	3	6/01
Parkway Bank, Lenoir	75.9	62.5	17.0	522	2	8/01
Sound Banking, Morehead City	<u>71.4</u>	<u>62.8</u>	<u>17.5</u>	<u>517</u>	<u>2</u>	9/01
Median	\$ 75.9	\$ 62.8	\$ 17.5	\$ 522	2	
<u>2000</u>						
North State, Raleigh	\$321.8	\$286.3	\$ 59.2	\$1,819	4	6/00
New Century, Dunn*	285.7	233.3	48.3	2,950	3	5/00
Bank of Oak Ridge	139.4	101.4	20.3	399	2	4/00
SterlingSouth B&T, Greensboro	136.3	113.1	25.6	582	2	10/00
Cornerstone Bank, Wilson	125.9	114.5	22.5	863	1	3/00
Carolina Trust, Lincolnton	91.7	76.2	17.6	435	4	12/00
Millennia Comm., Greenville	<u>26.4</u>	<u>21.2</u>	<u>4.4</u>	<u>(129)</u>	<u>2</u>	5/00
Median	\$136.3	\$113.1	\$ 22.5	\$ 582	2	

* Affiliated with New Century Bancorp, Inc.

**Selected Financial Data on New Banks
North Carolina (Cont'd.)**

	<u>March 31, 2005</u>		<u>Annual</u>	<u>LTM</u>	<u>No. of</u>	<u>Date</u>
	<u>Assets</u>	<u>Deposits</u>	<u>Growth</u>	<u>Income</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)			(In thous.)		
<u>1999</u>						
Paragon, Raleigh	\$402.9	\$305.2	\$ 51.6	\$3,474	1	5/99
First Trust, Charlotte	248.8	207.1	33.6	2,591	3	1/99
Trinity Bank, Monroe*	<u>150.7</u>	<u>125.3</u>	<u>23.1</u>	<u>1,982</u>	<u>3</u>	11/99
Median	\$248.8	\$207.1	\$ 33.6	\$2,591	3	
<u>1998</u>						
Gateway B&T, Elizabeth City	\$590.4	\$445.3	\$ 70.3	\$3,148	16	12/98
Crescent State, Cary	353.5	286.7	45.9	2,736	9	12/98
American Community, Monroe	316.6	262.1	40.9	2,748	11	11/98
Bank of the Carolinas, Mocksville	310.0	245.9	38.8	1,582	9	12/98
Bank of Wilmington	228.9	195.9	29.0	1,113	3	6/98
Scottish Bank, Charlotte	159.1	136.0	19.4	876	4	6/98
Alamance National, Graham**	<u>150.9</u>	<u>113.5</u>	<u>17.2</u>	<u>387</u>	<u>3</u>	9/98
Median	\$310.0	\$245.9	\$ 38.8	\$1,582	9	
<u>1997</u>						
Capital Bank, Raleigh	\$886.0	\$667.6	\$ 86.1	\$6,107	22	6/97
MidCarolina, Burlington	306.6	248.1	32.4	2,409	5	8/97
Waccamaw, Whiteville	284.1	235.7	31.1	2,303	6	9/97
Bank of Asheville	<u>128.6</u>	<u>108.7</u>	<u>14.8</u>	<u>714</u>	<u>4</u>	12/97
Median	\$295.4	\$241.9	\$ 31.8	\$2,356	6	
<u>1996</u>						
Southern Community, Winston-Salem	\$1,236.1	\$848.5	\$101.8	\$10,630	17	11/96
Carolina Bank, Greensboro	310.9	260.7	31.3	1,994	4	11/96
Surrey B&T, Mount Airy	<u>166.9</u>	<u>139.3</u>	<u>16.1</u>	<u>1,826</u>	<u>5</u>	7/96
Median	\$310.9	\$260.7	\$ 31.3	\$1,994	5	

*Announced acquisition by Citizens South Banking Corporation.

**Announced acquisition by FNB Corp.

**Selected Financial Data on New Banks
North Carolina (Cont'd.)**

	<u>March 31, 2005</u>		<u>Annual Deposit Growth</u>	<u>LTM Annual Income</u> (In thous.)	<u>No. of Branches</u>	<u>Date Opened</u>
	<u>Assets</u>	<u>Deposits</u> (In millions)				
<u>1995</u>						
Catawba Valley, Hickory*	\$449.8	\$373.4	\$ 39.7	\$ 15	12	11/95
First Gaston, Gastonia*	<u>212.0</u>	<u>171.6</u>	<u>17.6</u>	<u>1,960</u>	<u>5</u>	<u>7/95</u>
Average	\$330.9	\$272.5	\$ 28.7	\$ 988	9	
<u>1991</u>						
Bank of North Carolina, Thomasville	\$527.7	\$428.4	\$ 32.1	\$3,985	7	12/91

*Affiliated with Integrity Financial Corporation.

**Selected Financial Data on New Banks
Pennsylvania**

	<u>March 31, 2005</u>		Annual	LTM	No. of	Date
	<u>Assets</u>	<u>Deposits</u>	<u>Deposit</u>	<u>Annual</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)		Growth	Income		
				(In thous.)		
<u>2004</u>						
Penn Liberty, Wayne	\$117.8	\$ 51.8	-	\$ (2,871)	1	9/04
Meridian, Berwyn	74.5	35.9	-	(1,686)	1	7/04
Bucks County, Doylestown	57.7	26.2	-	(1,764)	1	8/04
Gateway, McMurry	45.3	30.9	-	(2,436)	1	5/04
Clarion County Comm., Clarion	<u>32.7</u>	<u>24.4</u>	<u>\$ 19.5</u>	<u>(1,277)</u>	<u>1</u>	1/04
Median	\$ 57.7	\$ 30.9	-	\$ (1,764)	1	
<u>2003</u>						
Integrity, Camp Hill	\$132.7	\$106.8	\$ 58.3	\$ 541	2	6/03
Affinity, Wyomissing	98.0	86.3	43.2	(219)	1	4/03
Berkshire, Wyomissing	<u>65.2</u>	<u>56.0</u>	<u>37.3</u>	<u>(511)</u>	<u>1</u>	9/03
Median	\$ 98.0	\$ 86.3	\$ 43.2	\$ (219)	1	
<u>2002</u>						
York Traditions, York	\$ 74.1	\$ 66.3	\$ 27.4	\$ (591)	1	10/02
<u>2001</u>						
American Home, Lancaster	\$170.3	\$140.1	\$ 38.2	\$ 323	3	8/01
Earthstar, Upper Southampton	168.3	129.0	30.4	1,402	4	1/01
Embassy Bank, Bethlehem	165.3	144.6	42.3	(11)	2	11/01
Landmark Community, Pittston	<u>111.1</u>	<u>92.3</u>	<u>22.6</u>	<u>(416)</u>	<u>3</u>	3/01
Median	\$166.8	\$134.6	\$ 34.3	\$ 156	3	
<u>2000</u>						
First CornerStone, King of Prussia	\$110.8	\$ 89.8	\$ 18.0	\$ 321	3	3/00
<u>1999</u>						
Stonebridge Bank, Exton	\$364.8	\$219.9	\$ 36.1	\$2,510	4	2/99
Legacy, Harrisburg	341.2	272.3	49.5	2,381	9	9/99
Pennsylvania Business Bank, Philadelphia	169.4	140.4	23.4	(938)	5	3/99
Allegiance, Bala Cynwyd	100.8	76.7	13.3	574	1	7/99
Asian Bank, Philadelphia	55.7	47.8	8.2	405	1	6/99
Philadelphia Trust, Philadelphia	<u>27.3</u>	<u>15.7</u>	<u>2.6</u>	<u>1,199</u>	<u>1</u>	4/99
Median	\$135.1	\$108.6	\$ 18.4	\$ 887	3	

**Selected Financial Data on New Banks
Pennsylvania (Cont'd.)**

	<u>March 31, 2005</u>		<u>Annual</u>	<u>LTM</u>	<u>No. of</u>	<u>Date</u>
	<u>Assets</u>	<u>Deposits</u>	<u>Deposit</u>	<u>Annual</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)		<u>Growth</u>	(In thous.)		
<u>1998</u>						
Enterprise Bank, Allison Park	\$114.8	\$105.1	\$ 16.4	\$ 441	2	10/98
<u>1997</u>						
American Bank, Allentown	\$515.6	\$359.3	\$ 45.9	\$3,611	1	6/97
New Century, Phoenixville	153.7	115.2	14.9	814	3	6/97
Pocono Community, Stroudsburg	<u>118.2</u>	<u>101.0</u>	<u>13.8</u>	<u>1,104</u>	<u>2</u>	11/97
Median	\$153.7	\$115.2	\$ 14.9	\$1,104	2	
<u>1992</u>						
United Bank, Philadelphia	\$ 73.0	\$ 64.1	\$ 4.9	\$1,638	5	3/92
<u>1991</u>						
East Penn, Emmaus	\$365.4	\$298.0	\$ 22.2	\$3,857	7	11/91
<u>1990</u>						
Woodlands Bank, Williamsport	\$175.2	\$138.4	\$ 9.5	\$1,396	4	10/90
<u>1988</u>						
Republic First, Philadelphia	\$725.3	\$623.9	\$ 37.6	\$7,529	10	9/88

Selected Financial Data on New Banks
South Carolina

	<u>March 31, 2005</u>		<u>Annual</u>	<u>LTM</u>	<u>No. of</u>	<u>Date</u>
	<u>Assets</u>	<u>Deposits</u>	<u>Growth</u>	<u>Annual</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)			(In thous.)		
<u>2005</u>						
CommunitySouth B&T, Easley	\$ 41.3	\$ 21.8	-	\$(1,003)	1	1/05
Palmetto Heritage, Pawleys Island	<u>14.4</u>	<u>3.9</u>	<u>-</u>	<u>(320)</u>	<u>1</u>	1/05
Average	\$ 27.9	\$ 12.9	-	\$ (662)	1	
<u>2004</u>						
CoastalStates, Hilton Head Island	\$ 94.8	\$ 81.9	-	\$ (967)	1	8/04
<u>2003</u>						
Tidelands Bank, Mt. Pleasant	\$110.4	\$ 81.1	\$ 54.1	\$ (831)	1	10/03
<u>2002</u>						
Carolina National, Columbia	\$117.2	\$105.5	\$38.4	\$ (248)	2	7/02
<u>2001</u>						
Crescent Bank, Myrtle Beach*	\$184.0	\$153.3	\$ 40.9	\$1,322	2	7/01
Islands Community, Beaufort	55.4	47.6	12.7	272	1	7/01
Bank of Camden	<u>43.9</u>	<u>29.1</u>	<u>7.1</u>	<u>96</u>	<u>1</u>	2/01
Median	\$ 55.4	\$ 47.6	\$ 12.7	\$ 272	1	
<u>2000</u>						
Greenville First Bank	\$341.7	\$222.5	\$ 42.4	\$2,634	1	1/00
First National, Spartanburg	262.3	210.3	42.1	2,185	3	3/00
Lowcountry, Beaufort	151.9	133.0	27.0	1,141	2	5/00
SunBank, Murrells Inlet**	<u>92.4</u>	<u>82.9</u>	<u>18.8</u>	<u>301</u>	<u>2</u>	11/00
Median	\$207.1	\$171.7	\$ 34.6	\$1,663	2	
<u>1999</u>						
First Reliance, Florence	\$332.5	\$261.7	\$ 46.2	\$1,443	4	8/99
Cornerstone, Easley	96.5	80.9	14.5	800	2	9/99
Hartsville Community	71.8	59.2	10.2	422	1	6/99
Seneca National Bank	57.3	51.8	8.4	333	1	2/99
South Carolina Community, Columbia	<u>42.3</u>	<u>38.2</u>	<u>6.4</u>	<u>238</u>	<u>3</u>	3/99
Median	\$ 71.8	\$ 59.2	\$ 10.2	\$ 422	2	

* Affiliated with Carolina Financial.

** Announced acquisition by SCBT Financial Corporation.

**Selected Financial Data on New Banks
South Carolina (Cont'd.)**

	<u>March 31, 2005</u>		Annual	LTM	No. of	Date
	<u>Assets</u>	<u>Deposits</u>	<u>Growth</u>	<u>Income</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)			(In thous.)		
<u>1998</u>						
SouthCoast Community, Mount Pleasant	\$379.1	\$295.0	\$ 44.3	\$3,211	7	7/98
GrandSouth, Fountain Inn	220.8	189.3	28.8	1,792	2	9/98
Bank of Anderson	149.5	125.3	19.0	1,096	2	9/98
Florence National*	<u>77.8</u>	<u>66.7</u>	<u>9.9</u>	<u>404</u>	<u>1</u>	7/98
Median	\$185.2	\$157.3	\$ 23.9	\$1,444	2	
<u>1997</u>						
Community First, Charleston**	\$287.3	\$220.6	\$ 27.9	\$2,391	5	4/97
<u>1996</u>						
First South, Spartanburg	\$312.7	\$262.2	\$ 30.6	\$3,133	4	8/96
Beach First, Myrtle Beach	285.4	243.9	28.7	1,767	5	9/96
Sumter National*	135.0	114.4	13.0	(30)	2	6/96
First National-Carolinas, Gaffney***	<u>84.8</u>	<u>61.1</u>	<u>7.3</u>	<u>709</u>	<u>3</u>	10/96
Median	\$210.2	\$179.2	\$ 20.9	\$1,238	4	
<u>1995</u>						
First Community, Lexington	\$452.3	\$341.2	\$ 35.3	\$2,987	11	8/95
<u>1990</u>						
Community First, Walhalla	\$307.4	\$271.8	\$ 18.0	\$3,561	5	3/90
<u>1989</u>						
CapitalBank, Greenwood	\$561.1	\$440.2	\$ 27.1	\$6,149	15	1/89
Greer State	248.6	163.4	10.1	2,721	3	1/89
Bank of Walterboro	<u>137.8</u>	<u>124.2</u>	<u>7.8</u>	<u>1,690</u>	<u>4</u>	5/89
Median	\$248.6	\$163.4	\$ 10.1	\$2,721	4	
<u>1988</u>						
Horry County State, Loris	\$307.2	\$233.4	\$ 13.5	\$2,254	10	1/88

*Affiliated with Community Bankshares.

**Affiliated with Carolina Financial.

***Affiliated with American Community Bancshares.

**Selected Financial Data on New Banks
Virginia**

	<u>March 31, 2005</u>		<u>Annual</u>	<u>LTM</u>	<u>No. of</u>	<u>Date</u>
	<u>Assets</u>	<u>Deposits</u>	<u>Growth</u>	<u>Annual</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)			(In thous.)		
<u>2004</u>						
MainStreet, Herndon	\$ 55.1	\$ 39.2	-	\$(1,452)	1	5/04
Bank of Virginia, Midlothian	42.8	35.4	\$ 28.3	(2,848)	3	1/04
River City, Mechanicsville	32.7	24.7	-	(1,149)	1	7/04
Bank of Louisa*	<u>22.1</u>	<u>17.8</u>	<u>-</u>	<u>(875)</u>	<u>1</u>	4/04
Median	\$ 37.8	\$ 30.1	-	\$(1,301)	1	
<u>2003</u>						
SuffolkFirst Bank	\$ 87.9	\$ 72.6	\$ 33.5	\$ (111)	2	1/03
Colonial Virginia, Gloucester	48.0	37.4	26.4	(575)	2	11/03
Citizens National, Windsor	<u>26.5</u>	<u>22.9</u>	<u>12.0</u>	<u>(555)</u>	<u>1</u>	4/03
Median	\$ 48.0	\$ 37.4	\$ 26.4	\$ (555)	2	
<u>2002</u>						
Peoples Bank, Richmond	\$194.9	\$167.9	\$ 56.0	\$ 1,589	3	4/02
Franklin, Rocky Mount**	116.3	100.0	40.0	228	2	9/02
Bank of Goochland*	55.2	50.5	21.6	239	2	11/02
Highlands, Covington***	<u>46.8</u>	<u>39.7</u>	<u>15.9</u>	<u>460</u>	<u>2</u>	9/02
Median	\$ 85.8	\$ 75.3	\$ 30.8	\$ 350	2	
<u>2001</u>						
Freedom Bank, Vienna	\$ 57.6	\$ 50.5	\$ 13.8	\$ 270	1	7/01
<u>2000</u>						
Bank of Powhatan*	\$ 70.0	\$ 61.0	\$ 12.2	\$1,350	1	3/00
Smith River, Martinsville**	<u>64.7</u>	<u>59.8</u>	<u>12.8</u>	<u>365</u>	<u>3</u>	7/00
Average	\$ 67.4	\$ 60.4	\$ 12.5	\$ 858	2	

* Affiliated with TransCommunity Bankshares Inc.

** Affiliated with MainStreet Bankshares, Inc.

*** Affiliated with Community First Financial Corporation.

**Selected Financial Data on New Banks
Virginia (Cont'd.)**

	<u>March 31, 2005</u>		Annual	LTM	<u>No. of</u>	<u>Date</u>
	<u>Assets</u>	<u>Deposits</u>	Deposit	Annual		
	(In millions)		Growth	Income	<u>Branches</u>	<u>Opened</u>
				(In thous.)		
<u>1999</u>						
TowneBank, Portsmouth	\$1,525.1	\$1,221.8	\$203.6	\$13,642	17	4/99
Access National, Chantilly	447.2	366.6	68.7	4,496	3	12/99
Millennium, Reston	405.0	324.0	54.0	2,551	6	4/99
Monarch, Chesapeake	237.2	193.1	27.9	991	6	5/99
Bank of the James, Lynchburg	179.3	162.6	28.7	1,474	4	7/99
Village Bank, Midlothian	170.1	143.6	26.9	1,161	5	12/99
Community First, Lynchburg*	159.1	144.8	26.3	829	4	10/99
Bank of Richmond, Richmond	113.0	96.1	16.7	1,003	4	7/99
Citizens Community, South Hill	<u>101.1</u>	<u>92.4</u>	<u>17.3</u>	<u>502</u>	<u>3</u>	12/99
Median	\$179.3	\$162.6	\$ 27.9	\$1,161	4	
<u>1998</u>						
Cardinal Financial, McLean	\$1,272.5	\$896.9	\$131.3	\$5,765	20	6/98
Alliance Bank, Fairfax	562.5	457.7	71.3	3,249	5	11/98
New Peoples Bank, Honaker	452.3	410.8	64.0	3,484	19	10/98
James Monroe, Arlington	452.3	417.7	61.1	3,021	6	6/98
Virginia Nat'l-Charlottesville	274.1	241.9	36.3	2,204	6	7/98
First National Exchange, Roanoke*	225.6	204.9	29.6	1,551	15	5/98
Potomac Bank, Fairfax	212.5	177.5	26.6	983	3	8/98
First Capital, Glen Allen	165.0	144.9	23.2	733	4	12/98
Albemarle First, Charlottesville***	<u>123.7</u>	<u>101.4</u>	<u>16.2</u>	<u>129</u>	<u>4</u>	12/98
Median	\$274.1	\$241.9	\$ 36.3	\$2,204	6	
<u>1996</u>						
Patriot, Fredericksburg**	\$249.3	\$229.4	\$ 26.2	\$2,386	13	7/96
Mountain National, Galax**	226.2	210.5	24.1	1,563	8	7/96
Shenandoah National, Staunton**	117.4	108.0	12.3	607	7	7/96
Central National, Lynchburg**	<u>107.9</u>	<u>94.7</u>	<u>10.8</u>	<u>879</u>	<u>6</u>	7/96
Median	\$171.8	\$159.3	\$ 18.2	\$1,221	8	

* Affiliated with Community First Financial Corporation.

** Affiliated with Bank Services Co. of Virginia.

*** Announced acquisition by Millennium Bankshares Corporation.

**Selected Financial Data on New Banks
Virginia (Cont'd.)**

	<u>March 31, 2005</u>		<u>Annual</u>	<u>LTM</u>	<u>No. of</u>	<u>Date</u>
	<u>Assets</u>	<u>Deposits</u>	<u>Deposit</u>	<u>Annual</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)		Growth	Income		
				(In thous.)		
<u>1995</u>						
Valley Bank, Roanoke	\$393.2	\$308.0	\$ 31.1	\$3,044	8	5/95
<u>1990</u>						
Rockingham Heritage, Harrisonburg*	\$232.0	\$198.5	\$ 13.8	\$ 2,632	8	11/90
<u>1988</u>						
Virginia Commerce, Arlington	\$1,243.6	\$1,047.0	\$ 61.9	\$15,832	17	5/88
Marathon Bank, Winchester*	<u>375.1</u>	<u>320.3</u>	<u>19.6</u>	<u>4,789</u>	<u>8</u>	12/88
Average	\$ 809.4	\$ 683.7	\$ 40.8	\$10,311	13	

*Affiliated with Premier Community Bankshares.

**Selected Financial Data on New Banks
West Virginia**

	<u>March 31, 2005</u>		<u>Annual</u>	<u>LTM</u>	<u>No. of</u>	<u>Date</u>
	<u>Assets</u>	<u>Deposits</u>	<u>Growth</u>	<u>Annual</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)			(In thous.)		
<u>2003</u>						
First Bank, Charleston	\$ 75.2	\$ 68.2	\$ 37.2	\$ (262)	1	6/03
<u>2001</u>						
Main Street, Wheeling	\$122.1	\$ 85.0	\$ 22.7	\$1,096	1	6/01
Citizens First, Ravenswood	<u>54.9</u>	<u>50.0</u>	<u>13.6</u>	<u>500</u>	<u>2</u>	7/01
Average	\$ 88.5	\$ 67.5	\$ 18.2	\$ 798	2	
<u>2000</u>						
Centra Bank, Morgantown	\$471.8	\$415.7	\$ 80.5	\$2,628	7	2/00
<u>1999</u>						
Guaranty B&T, Huntington	\$116.3	\$ 84.8	\$ 14.1	\$ 737	2	3/99
Monongahela Valley, Fairmont	<u>114.2</u>	<u>92.0</u>	<u>14.7</u>	<u>1,117</u>	<u>2</u>	1/99
Average	\$115.3	\$ 88.4	\$ 14.4	\$ 927	2	
<u>1996</u>						
First Sentry, Huntington	\$214.4	\$175.7	\$ 20.9	\$1,774	2	10/96
Rock Branch Community, Nitro	<u>44.8</u>	<u>39.0</u>	<u>4.6</u>	<u>384</u>	<u>1</u>	10/96
Average	\$129.6	\$107.4	\$ 12.8	\$1,079	2	

Selected Financial Data on New Banks
Other New England

	<u>March 31, 2005</u>		<u>Annual</u>	<u>LTM</u>	<u>No. of</u>	<u>Date</u>
	<u>Assets</u>	<u>Deposits</u>	<u>Growth</u>	<u>Annual</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)			(In thous.)		
<u>2003</u>						
Rivergreen, Bank, Kennebunk, Me.	\$ 56.3	\$ 45.3	\$ 21.7	\$ (111)	1	3/03
Independence, East Greenwich, R.I.	<u>49.4</u>	<u>40.2</u>	<u>20.1</u>	<u>200</u>	<u>1</u>	3/03
Average	\$ 52.9	\$ 42.8	\$ 20.9	\$ 45	1	
<u>1999</u>						
Centrix B&T, Bedford, N.H.	\$221.0	\$180.1	\$ 30.9	\$1,641	4	6/99
<u>1996</u>						
Bank Rhode Island, East Providence	\$1,307.2	\$901.3	\$100.1	\$9,991	15	3/96
<u>1991</u>						
Ledyard Nat'l., Norwich, Vt.	\$267.9	\$227.8	\$ 16.5	\$3,140	7	5/91
<u>1990</u>						
Community B&T, Wolfeboro, N.H.	\$438.1	\$357.5	\$ 24.2	\$7,994	8	7/90
First Citizens, Presque Isle, Me.	<u>135.9</u>	<u>122.8</u>	<u>8.2</u>	<u>784</u>	<u>5</u>	4/90
Average	\$287.0	\$240.2	\$ 16.2	\$4,389	7	
<u>1989</u>						
Bow Mills B&T, N.H.	\$117.2	\$103.6	\$ 6.4	\$ 703	3	1/89
First Community, Woodstock, Vt.	<u>68.6</u>	<u>55.3</u>	<u>3.6</u>	<u>236</u>	<u>3</u>	11/89
Average	\$ 92.9	\$ 79.5	\$ 5.0	\$ 470	3	

Selected Financial Data on New Thrifts

	<u>March 31, 2005</u>		<u>Annual</u>	<u>LTM</u>	<u>No. of</u>	<u>Date</u>
	<u>Assets</u>	<u>Deposits</u>	<u>Growth</u>	<u>Income</u>	<u>Branches</u>	<u>Opened</u>
	(In millions)			(In thous.)		
<u>2005</u>						
Golden First, Great Neck, N.Y.	\$ 17.3	\$ 11.4	-	\$ (148)	1	3/05
<u>2001</u>						
InsurBanc, Farmington, Ct.	\$ 85.3	\$ 47.5	\$ 11.9	\$ (137)	1	4/01
Community Savings, Woodhaven, N.Y.	71.6	59.5	15.9	224	2	7/01
Union Savings, Providence, R.I.	<u>40.9</u>	<u>35.4</u>	<u>10.4</u>	<u>(24)</u>	<u>1</u>	11/01
Median	\$ 71.6	\$ 47.5	\$ 11.9	\$ (24)	1	
<u>2000</u>						
1st Service, McLean, Va.	\$105.4	\$ 77.3	\$ 18.2	\$ 570	1	12/00
Select Bank, Egg Harbor, N.J.	94.1	86.4	19.9	594	3	11/00
BAY.NET Bank, Bel Air, Md.	72.6	63.9	12.4	651	2	2/00
Province Bank, Marietta, Pa.	68.7	53.3	11.6	(90)	2	9/00
Fort Lee Savings, Fort Lee, N.J.	<u>26.8</u>	<u>22.8</u>	<u>5.3</u>	<u>12</u>	<u>1</u>	12/00
Median	\$ 72.6	\$ 63.9	\$ 12.4	\$ 570	2	
<u>1999</u>						
Greater Buffalo, Buffalo, N.Y.	\$748.2	\$589.1	\$108.8	\$3,712	8	11/99
First Central, Whitestone, N.Y.	260.5	244.0	40.7	3,316	4	4/99
First Capital, Bennettsville, S.C.	<u>46.5</u>	<u>37.8</u>	<u>6.9</u>	<u>390</u>	<u>2</u>	9/99
Median	\$260.5	\$244.0	\$40.7	\$3,316	4	
<u>1998</u>						
Nittany Bank, State College, Pa.	\$306.0	\$253.6	\$ 39.5	\$3,042	4	10/98
Little Bank, Kinston, N.C.	156.7	133.3	20.8	1,158	5	11/98
Community First, Pikesville, Md.	68.8	59.3	8.6	1,069	1	5/98
New Republic, Rocky Mount, N.C.	<u>39.5</u>	<u>29.5</u>	<u>4.7</u>	<u>264</u>	<u>2</u>	12/98
Median	\$112.8	\$ 96.3	\$ 14.7	\$1,114	3	
<u>1996</u>						
First Savers, Greenville, S.C.	\$194.0	\$146.5	\$ 16.1	\$ 916	3	3/96
Monadnock Community, Peterborough, N.H.	<u>75.7</u>	<u>49.0</u>	<u>5.5</u>	<u>(2)</u>	<u>2</u>	5/96
Average	\$134.9	\$ 97.8	\$ 10.8	\$ 457	3	
<u>1988</u>						
Comm. Guaranty, Plymouth, N.H.	\$ 74.0	\$ 64.3	\$ 3.8	\$ 542	2	5/88

Pending

Columbia Bancorp

Columbia, Maryland



has agreed to merge with

**FULTON FINANCIAL
CORPORATION**

Fulton Financial Corporation

Lancaster, Pennsylvania

Deal value was \$313 million. Danielson Associates acted as financial advisor and prepared the fairness opinion for Columbia Bancorp.

July 1, 2005

SVB Financial Services, Inc.

Somerville, New Jersey



has merged with

**FULTON FINANCIAL
CORPORATION**

Fulton Financial Corporation

Lancaster, Pennsylvania

Deal value was \$90 million. Danielson Associates acted as financial advisor and prepared the fairness opinion for SVB Financial Services, Inc.

Danielson Associates Inc.

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Arnold G. Danielson
Chairman

David G. Danielson
President

John D. Putman
Vice President

www.danielsonassociates.com

New Bank Sales

<u>Seller</u>	<u>Buyer</u>	<u>Deal Value</u> (In mill.)	<u>Times Earnings</u>	<u>Price</u>		<u>Year Opened</u>
				<u>as a Percent of Book</u>	<u>Assets</u>	
<u>Announced in 2005</u>						
Columbia	Fulton	\$313	21.0X	342%	24.4%	1988
Community –N. Va.	Mercantile	211	23.0	341	24.0	1992
Summit Financial	First Citizens	110	24.4	267	34.3	1990
SVB	Fulton	90	25.9	302	18.9	1991
Trinity	Citizens South	35	17.4	254	23.5	1999
Sun	SCBT	28	-	307	29.9	2000
Albemarle First	Millennium	27	-	245	22.0	1998
Franklin	Interchange	25	18.2	242	31.2	2000
United	FNB	25	-	227	16.4	1998
Smith River Comm.	Argentum Capital	7	-	<u>152</u>	<u>10.7</u>	2000
Median			22.0X	261%	23.8%	
<u>Announced in 2004</u>						
First Washington	Fulton	\$127	25.5X	318%	26.4%	1989
Community Bancorp	Sun Bancorp	83	33.4	316	19.5	1997
First Heritage	Community Bank System	74	24.2	251	25.7	1994
Pennsylvania State	Sterling Financial	47	31.9	305	24.5	1989
People's Community	First Citizens	40	29.1	278	32.8	1997
Madison	Leesport Financial	38	21.6	245	17.9	1989
First City	Webster Financial	33	16.4	215	17.3	1989
Red Oak	Center Bancorp	27	44.7	226	27.4	1999
New Commerce	SCBT Financial	20	-	212	21.4	1999
Bank of Westport	Fairfield County Bank	11	-	<u>171</u>	<u>16.7</u>	1998
Median			27.3X	248%	23.0%	
<u>Announced in 2003</u>						
Resource	Fulton	\$195	18.2X	331%	23.7%	1988
MountainBank	South Financial	142	20.6	240	15.6	1997
Premier	Fulton	89	23.1	352	14.9	1992
Harbor	TowneBank	84	40.7	308	32.1	1996
Millennium	Harleysville National	46	-	277	25.2	1998
Hometown Heritage	National Penn	38	-	269	30.3	1999
High Country	Yadkin Valley	37	39.4	210	21.4	1998
CSB	Lakeland	34	31.3	294	27.8	1997
First County	Univest	30	-	257	21.5	1996
Suburban Community	Univest	24	28.1	252	28.2	1996
Horizon B&T	South Shore Savings	19	20.9	153	15.0	1998
FNB	American Community	16	23.3	188	22.1	1996
First Carolina State	Capitol	11	-	178	18.7	2000
Centennial	Crescent Financial	9	-	<u>177</u>	<u>14.9</u>	2000
Median			23.3X	255%	21.8%	

New Bank Sales (Cont'd.)

<u>Seller</u>	<u>Buyer</u>	<u>Deal Value</u> (In mill.)	<u>Price</u>			<u>Year Opened</u>
			<u>Times Earnings</u>	<u>as a Percent of Book</u>	<u>Assets</u>	
<u>Announced in 2002</u>						
FirstService Bank	National Penn	\$ 95	32.5X	332%	23.7%	1995
Bridge View	Interchange Financial	87	21.2	304	32.0	1990
Northwestern National	United Community	36	26.3	226	26.4	1992
Piedmont Bank	Yadkin Valley	27	36.5	168	12.0	1997
High Street	Capital Bank	21	-	135	12.8	1997
First Commerce	Bank of Granite	19	20.0	159	10.4	1996
Metro-County Bank	Southern Financial	17	-	201	18.1	1997
CNB	MountainBank	14	22.1	169	24.8	1994
Northern State	Legacy	13	-	145	16.7	1999
Centennial	Crescent Financial	9	-	177	14.9	2000
First-Central Jersey	Synergy Financial	2	-	69	3.7	1998
Median			24.2X	169%	16.7%	
<u>Announced in 2001</u>						
Commercial Bank	North Fork	\$175	17.2X	168%	11.5%	1988
Maine Bank	Chittenden	49	14.3	184	21.0	1991
Park Meridan	Regions	49	17.8	201	17.3	1991
First Western	Mountain Bank	20	-	143	25.8	1997
Pennsylvania Capital	Three Rivers	18	19.5	187	12.7	1990
Independence Bank	Bank of North Carolina	7	-	145	12.6	1997
Median			17.5X	176%	15.0%	
<u>Announced in 2000</u>						
Atlantic Financial	F&M National	\$ 71	17.3X	163%	18.3%	1989
Carolina Southern	Synovus	64	23.7	272	30.2	1989
Skylands Community	Fulton	33	14.6	209	15.5	1990
Panasia Bank	National Penn	20	18.5	223	14.7	1993
Comm. Bankshares	F&M National	13	19.0	148	17.5	1989
Citizens Southern	First Community	7	30.4	131	10.1	1995
Median			18.8X	186%	16.5%	

New Bank Sales (Cont'd.)

<u>Seller</u>	<u>Buyer</u>	<u>Deal Value</u> (In mill.)	<u>Times Earnings</u>	<u>Price</u>		<u>Year Opened</u>
				<u>as a Percent of Book</u>	<u>Assets</u>	
<u>Announced in 1999</u>						
Triangle Bancorp	Centura	\$608	24.4X	356%	26.6%	1988
First Frederick	FCNB	37	28.6	448	33.2	1989
MTB	Conn. Bank-Commerce	26	41.4	98	8.0	1993
Olympian Bank	ABN AMRO	23	22.1	227	18.0	1989
Horizon-Virginia	Southern Financial	22	36.3	231	17.8	1990
PierBank	Washington Trust	14	<u>29.9</u>	<u>304</u>	<u>25.2</u>	1989
Median			25.4X	268%	23.2%	
<u>Announced in 1998</u>						
Ambassador	Fulton	\$ 77	32.2X	315%	29.8%	1990
Prestige	Commerce	75	24.6	235	24.2	1990
Community First	Commerce	66	33.3	529	37.6	1989
Regent	JeffBanks	53	-	293	23.5	1989
Bank of South Windsor	New England Comm.	35	26.7	298	22.8	1989
Ironbound	Richmond County	28	21.8	241	25.1	1988
First Capitol	Susquehanna	27	39.6	256	24.7	1988
State Bank-S. Orange	United National	25	38.5	447	34.4	1988
First Comm.-Phila.	HSBC	24	17.4	300	28.6	1989
Maritime B&T	Webster	21	23.2	266	20.0	1991
Ballston Bancorp	MainStreet	20	23.9	264	27.7	1988
Virginia Heartland	Second National	20	27.4	229	21.7	1988
Heritage Bank	WesBanco	12	-	<u>282</u>	<u>39.3</u>	1996
Median			25.7X	274%	24.9%	
<u>Announced in 1997</u>						
Carnegie	Sovereign	\$106	26.7X	283%	25.1%	1988
Carolina State	First Charter	42	35.1	336	30.4	1991
Bank of Mechlenburg	Triangle	42	20.6	218	16.2	1989
First Patriot	United	39	18.7	236	20.4	1990
Old North State	LSB	33	27.0	284	25.3	1989
Tyson's Financial	MainStreet	17	14.5	185	21.5	1991
First Bank-Hartford	New England Comm.	17	12.4	214	22.4	1988
Founders' Bank	Susquehanna	15	24.5	200	15.7	1988
Commerce Bank	MainStreet	14	15.6	256	20.6	1989
Cushnoc B&T	Northeast	3	-	<u>123</u>	<u>13.0</u>	1989
Median			29.1X	227%	21.1%	

New Bank Sales (Cont'd.)

<u>Seller</u>	<u>Buyer</u>	<u>Deal Value</u> (In mill.)	<u>Times Earnings</u>	<u>Price</u>		<u>Year Opened</u>
				<u>as a Percent of Book</u>	<u>Assets</u>	
<u>Announced in 1996</u>						
First Sterling	Prime	\$29	18.0X	222%	13.7%	1988
Hanover Bank	MainStreet	23	19.1	270	24.6	1988
United Valley	JeffBanks	23	26.8	188	18.0	1988
Farrington Bank	United National	19	15.6	224	30.7	1990
Annapolis Bancshares	Sandy Spring	18	15.9	204	22.0	1989
Burlington County	Trenton Savings	13	13.1	206	16.6	1988
Granville United	Triangle	11	24.0	176	18.7	1990
Landmark Bank	New Hampshire Thrift	6	-	147	9.3	1991
			18.0X	205%	18.4%	
<u>Announced in 1995</u>						
Gloucester County	Fulton	\$36	14.0X	246%	19.5%	1989
Growth Financial	Hudson United	27	24.4	180	21.1	1990
West Jersey	Sovereign	17	21.8	212	17.8	1990
Centerpoint Bank	Community Bankshares	11	13.1	208	15.7	1990
Bergen Commercial	Greater Community	10	18.6	150	15.4	1988
Heritage Bank	Centerbank	8	-	233	13.7	1988
Colonial State	Sovereign	6	34.5	197	14.4	1988
Montour	Omega	5	18.6	148	13.3	1990
Median			18.6X	203%	15.6%	
<u>Announced in 1994</u>						
Bank of Loudoun	Jefferson	\$11	-	210%	18.9%	1988
American Union	Valley National	7	-	176	13.6	1990
First State Bank	First Fidelity	7	-	133	18.5	1988
Ocean Independent	First State Financial	5	-	135	10.8	1988
Security First	JeffBanks	3	-	100	9.8	1988
George Washington	Franklin	3	-	108	8.6	1989
Liberty National	Village	1	13.5X	111	5.2	1989
Median			13.5X	133%	10.8%	
<u>Announced in 1993</u>						
Coastal Bank	Commerce	\$7	13.9X	132%	13.9%	1988
Security National	Harleysville National	5	-	142	15.4	1988
Median			13.9X	137%	14.7%	

Note: Danielson Associates acted as financial advisor or prepared the fairness opinion for the banks in bold.

Source: SNL Financial, Charlottesville, Virginia.

New Bank Stock Pricing

	Stock Price*	Price*		Avg. Shares Traded Daily**
		Times Earnings	Percent of Book	
<u>Connecticut</u>				
Apple Valley	\$ 7.00	-	105%	-
Connecticut B&T	12.55	-	184	-
Connecticut River	11.00	-	-	-
Patriot National	19.14	46.7X	245	2,376
Prime	10.75	-	-	-
Simsbury B&T	31.00	15.0	178	432
Southern Connecticut	8.07	-	115	3,448
<u>Delaware</u>				
Bancorp	\$ 17.57	51.7X	187%	-
Christiana B&T	14.85	16.5	126	370
<u>Maryland</u>				
Annapolis Bancorp	\$ 9.25	16.2X	199%	3,704
Bay National	17.25	28.8	239	496
CN Bancorp	16.00	34.0	141	302
Columbia	36.14	18.7	284	12,239
CommerceFirst	12.00	8.6	131	2,003
County First	28.00	-	-	46
Damascus Community	165.00	-	-	-
Eagle	21.26	28.0	253	4,978
Easton	16.90	-	-	83
Frederick County	40.00	34.8	398	62
Old Line	9.61	24.0	152	4,359
<u>Massachusetts</u>				
Asian American B&T	\$ 11.51	-	-	441
Capital Crossing	36.68	16.0X	243%	25,109
Commonwealth National	11.25	59.2	161	423
Enterprise	28.73	14.4	172	-
<u>Maine</u>				
Rivergreen	\$ 25.00	-	-	-
<u>New Hampshire</u>				
Centrix B&T	\$ 17.25	20.5X	169%	460
Community B&T	33.25	15.1	279	1,150
Connecticut River	14.50	13.4	133	203

New Bank Stock Pricing (Cont'd.)

	Stock Price*	Price*		Avg. Shares Traded Daily**
		Times Earnings	Percent of Book	
<u>New Jersey</u>				
1st Colonial	\$ 9.95	33.2X	136%	4,686
1st Constitution	19.97	17.1	245	3,499
Advantage	14.50	33.0	193	757
BCB Bancorp	19.95	15.2	220	1,084
Boardwalk	16.85	22.8	162	4,136
Central Jersey	16.00	51.6	207	4,036
Cornerstone	14.10	36.2	141	685
Enterprise	7.60	-	117	-
Harvest Community	12.60	34.1	135	1,046
Hilltop Community	10.95	-	-	906
Hopewell Valley	18.25	26.1	-	494
Liberty Bell	6.65	-	127	2,940
New Millennium	37.00	-	-	94
Parke	17.10	15.6	160	2,416
Pascack Community	10.61	-	-	727
Rumson-Fair Haven	19.00	-	304	3,582
Shore Community	22.48	30.0	-	506
Somerset Hills	11.15	30.1	154	4,413
Sterling	12.00	27.3	168	3,718
Town	13.82	16.7	172	422
Two River	17.25	45.4	309	762
United Heritage	6.00	-	-	-
Unity	11.60	13.8	195	2,745
<u>New York</u>				
Capital B&T	\$ 6.50	-	178%	660
Community Bank-Orange	5.35	-	130	334
Community Capital	28.00	-	101	-
Country Bank	11,350.00	12.1X	111	-
Empire State	9.25	-	119	-
Long Island Financial	33.50	31.3	205	797
VSB	21.50	12.6	228	260
<u>North Carolina</u>				
American Community	\$ 17.75	20.6X	167%	5,470
Bank of Oak Ridge	9.61	43.7	119	4,176
Bank of the Carolinas	15.54	25.1	148	2,790
Bank of Wilmington	10.60	28.7	155	4,101
BNC	18.00	16.7	210	1,148
Capital Bank	15.25	19.3	130	7,283
Cardinal State	12.25	40.8	148	2,831
Carolina Bank	15.70	19.9	166	2,854
Carolina Trust	14.75	23.4	152	-

New Bank Stock Pricing (Cont'd.)

	Stock Price*	Price*		Avg. Shares Traded Daily**
		Times Earnings	Percent of Book	
<u>North Carolina (Cont'd)</u>				
Crescent Financial	\$ 16.39	27.8X	251%	3,731
First Trust	21.02	18.3	245	1,049
Gateway	18.00	46.2	206	18,709
Integrity	23.46	58.7	181	4,115
MidCarolina	15.65	20.9	235	723
Mountain 1st	23.00	-	292	-
New Century	24.20	25.5	226	228
North State	19.00	30.7	234	403
Parkway	12.25	27.8	135	-
Scottish	17.30	18.0	123	46
Southern Community	9.47	21.0	126	25,238
SterlingSouth	12.98	28.2	139	-
Surrey	19.75	15.9	187	99
Waccamaw	19.91	37.6	442	1,898
Weststar	11.50	28.1	166	832
<u>Pennsylvania</u>				
Allegiance	\$ 5.68	-	-	-
American	9.05	19.7X	155%	1,712
Clarion County	11.60	-	170	47
East Penn	8.97	16.9	267	1,888
Enterprise	11.00	-	105	449
Legacy	13.80	21.6	135	2,444
Republic First	13.26	11.7	193	18,301
<u>Rhode Island</u>				
Bancorp Rhode Island	\$ 36.23	17.0X	187%	6,278
<u>South Carolina</u>				
Beach First	\$ 19.25	25.3X	237%	2,696
Coastal Banking	19.37	20.2	182	1,102
Community Bankshares	17.54	25.1	152	1,501
Community Capital	22.26	14.6	155	1,603
Community First	20.00	16.0	203	286
First Community	19.24	17.7	110	2,158
First National	30.00	28.0	359	291
First Reliance	13.40	26.8	157	531

New Bank Stock Pricing (Cont'd.)

	Stock Price*	Price*		Avg. Shares Traded Daily**
		Times Earnings	Percent of Book	
<u>South Carolina (Cont'd.)</u>				
First South	\$ 34.25	19.5X	209%	519
Grandsouth	9.25	17.5	199	249
Greenville First	20.00	21.5	185	2,501
Greer	24.00	22.0	294	221
Peoples	16.25	25.0	248	735
Southcoast	25.87	26.4	229	4,989
<u>Virginia</u>				
Access	\$ 15.00	18.3X	224%	-
Alliance	15.50	28.2	162	2,807
Bank of Richmond	12.60	22.1	140	1,505
Bank of the James	17.90	19.9	215	686
Cardinal	9.35	40.7	181	57,007
Central National	49.50	13.3	121	34
First Capital	20.60	31.7	189	513
First National	39.00	12.4	101	86
Freedom	11.95	-	-	-
James Monroe	18.50	28.9	227	1,820
Millennium	7.22	24.9	135	10,830
Monarch	14.23	35.6	160	1,687
Mountain National	45.00	14.7	149	97
Patriot	51.00	10.1	127	106
Premier Community	20.56	15.0	213	3,186
River City	10.69	-	127	-
Shenandoah National	31.35	14.4	115	112
SuffolkFirst	11.51	-	162	1,269
TowneBank	23.75	38.3	268	8,183
Valley	13.00	18.3	186	1,002
Village B&T	13.00	22.0	150	1,255
Virginia Commerce	24.21	21.8	336	21,304
Virginia National	37.50	37.9	314	1,848
Grand Median		22.0X	172%	1,150

*Stock price as of July 14, 2005 and financial data as of March 31, 2005 or the twelve months ended March 31, 2005.

**One year.

Source: SNL Financial, Charlottesville, Virginia.

Danielson Associates Inc.

The Leader in Acquisition Advisory Services

1996-2005* Bank Acquisitions Leading Financial Advisor Rankings – Sell Side Home Market**

<u>Rank</u>	<u>Advisor</u>	<u>Headquarters</u>	<u>Number of Deals</u>	<u>Aggregate Deal Value</u> (In millions)
1.	Danielson Associates	Rockville, Md.	34	\$2,971
2.	Keefe Bruyette	New York	28	15,475
3.	Sandler O'Neill	New York	27	6,966
4.	Scott & Stringfellow	Richmond, Va.	21	701
5.	Berwind	Philadelphia	19	1,067
6.	McConnell Budd	Morristown, N.J.	16	1,303
7.	Orr Group	Winston Salem, N.C.	13	898
8.	Carson Medlin	Tampa, Fla.	12	440
9.	Baxter Fentriss	Richmond, Va.	11	937
9.	Austin Associates	Toledo, Ohio	11	878
11.	McDonald Investments	Cleveland	10	1,099
11.	Ryan Beck	Livingston, N.J.	10	733
13.	Friedman Billings Ramsey	Arlington, Va.	8	691
13.	RBC Capital	Minneapolis, Mn.	8	299
13.	Ostrowski & Co.	New York	8	236
13.	HAS Associates	Nashua, N.J.	8	118
17.	Janney Montgomery Scott	Philadelphia	7	406
18.	J.P. Morgan	New York	6	7,660
18.	Young & Associates	Kent, Ohio	6	99
18.	McKinnon & Co.	Norfolk, Va.	6	93

*January 1, 1996 through July 27, 2005.

**Includes the Atlantic seaboard states from the Carolinas north plus Ohio and West Virginia.

Source: SNL Financial, Charlottesville, Virginia.

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