

Banks and Thrifts

	Institution	Headquarters	Website	Phone	Top executive	Va. offices	Va. deposits (\$000) ¹
1	Capital One Bank USA ²	Glen Allen	capitalone.com	(804) 967-1000	Richard D. Fairbank, Michael Slocum, Jonathan Witter	1	\$43,422,535
2	E*Trade Bank ³	Arlington	us.etrade.com	(800) 387-2331	Peter Knitzer	2	33,488,188
3	Wells Fargo & Co.	San Francisco	wellsfargo.com	(800) 869-3557	John G. Stumpf	296	29,349,509
4	Bank of America	Charlotte, N.C.	bankofamerica.com	(800) 432-1000	Brian T. Moynihan	188	22,233,251
5	BB&T Corp.	Winston-Salem, N.C.	bbt.com	(800) 226-5228	Dan Waetjen, Robert Greene	378	21,451,983
6	Capital One National Association ²	McLean	capitalone.com	(703) 720-1000	Richard D. Fairbank	88	18,540,080
7	SunTrust Banks	Atlanta	suntrust.com	(800) 786-8787	William H. Rogers Jr.	240	17,167,579
8	Carter Bank & Trust	Martinsville	carterbankandtrust.com	(276) 656-1776	Worth Harris Carter Jr.	88	3,501,574
9	Union First Market Bank	Richmond	bankatunion.com	(800) 990-4828	G. William Beale	93	3,227,188
10	TowneBank	Suffolk	townebank.com	(757) 391-3500	G. Robert Aston Jr.	21	3,095,802
11	PNC Bank National Association	Pittsburgh	pnc.com	(888) 762-2265	James E. Rohr	102	2,828,752
12	StellarOne Bank	Christiansburg	stellarone.com	(888) 785-5271	O.R. Barham Jr.	52	2,451,987
13	Virginia Commerce Bank ⁴	Arlington	vcbonline.com	(877) 822-5015	Peter A. Converse	29	2,264,465
14	Burke & Herbert Bank	Alexandria	burkeandherbertbank.com	(703) 684-1655	E. Hunt Burke	25	2,077,403
15	United Bank	Fairfax	unitedbank-dcmetro.com	(800)730-6169	James J. Consagra Jr.	42	1,911,663
16	Cardinal Bank	McLean	cardinalbank.com	(703) 584-3400	Bernard H. Clineburg	25	1,893,415
17	Citibank National Association	New York	citibank.com	(212) 559-1000	Eugene McQuade	12	1,763,427
18	E*Trade Savings Bank ³	Arlington	etrade.com	(800) 387-2331	Peter Knitzer	1	1,663,395
19	First Citizens Bank & Trust Co.	Raleigh, N.C.	firstcitizens.com	(888) 323-4732	Frank B. Holding Jr.	48	1,248,744
20	TD Bank National Association	Cherry Hill, N.J./Portland, Me.	tdbank.com	(800) 462-3666	Bharat B. Masrani	19	1,246,867
21	Middleburg Bank	Middleburg	middleburgbank.com	(540) 687-6377	Gary R. Shook	11	977,273
22	National Bank of Blacksburg	Blacksburg	nbbank.com	(540) 552-2011	James G. Rakes	25	935,501
23	The First Bank and Trust Co.	Abingdon	firstbank.com	(276) 676-0676	William H. Hayter	17	929,238
24	Bank of Hampton Roads	Norfolk	bankofhamptonroads.com	(866) 867-8500	Douglas J. Glenn	25	877,382
25	EVB	Tappahannock	bankevb.com	(804) 443-6353	Joe A. Shearin	27	836,534

¹ As of June 30, 2012.

² Subsidiary of Capital One Financial Corp. Capital One Bank is located in Virginia, but its office provides online banking across the U.S.

³ E*Trade Bank is located in Virginia, but its office provides online banking across the U.S.

⁴ United Bankshares of Charleston, W.Va., announced plans in February to acquire Virginia Commerce.

Source: Federal Deposit Insurance Corp., June 30, 2012 Bank Deposit Market Share Report.

Credit unions

	Institution	Headquarters	Phone	Website	Top executive	Members ¹	Assets (\$000) ¹
1	Navy Federal	Vienna	(703) 255-8837	navyfederal.org	James C Dawson	4,235,315	\$52,436,123
2	Pentagon Federal	Alexandria	(703) 838-1000	penfed.org	Frank R. Pollack	1,174,359	15,532,278
3	Northwest Federal	Herndon	(703) 709-8900	nwfcu.org	Chris McDonald	125,836	2,518,046
4	Virginia	Richmond	(804) 323-6000	vacu.org	Jane Watkins	220,994	2,385,518
5	Chartway Federal	Virginia Beach	(757) 552-1000	chartway.com	Ronald L. Burniske	192,058	1,887,739
6	Langley Federal	Hampton	(757) 827-7200	langleyfcu.org	Thomas K Ryan	169,900	1,724,391
7	Apple Federal	Fairfax	(703) 788-4800	applefcu.org	Larry Kelly	148,007	1,708,895
8	State Department Federal	Alexandria	(703) 706-5000	sdfcu.org	Jan Roche	68,189	1,495,066
9	BayPort Credit Union	Newport News	(757) 928-8850	bayportcu.org	George R. Dudley Jr.	101,169	1,277,512
10	DuPont Community	Waynesboro	(540) 946-3200	mydccu.com	Gerald B. Hershey	62,834	841,555
11	Wright Patman Congressional Federal	Oakton	(703) 934-8300	congressionalfcu.org	Charles Mallon Jr.	44,423	771,817
12	University of Virginia Community	Charlottesville	(434) 964-2001	uvacreditunion.org	Alison DeTuncq	62,081	633,881
13	Justice Federal	Chantilly	(703) 480-5300	jfcu.org	Peter Sainato	55,401	595,867
14	Member One Federal	Roanoke	(540) 982-8811	memberonefcu.com	Frank Carter	68,630	585,609
15	United States Senate Federal	Alexandria	(703) 329-8466	ussfcu.org	Susan Enis	32,447	577,876
16	1st Advantage Federal	Newport News	(757) 877-2444	1stadvantage.org	Paul W Muse	57,866	562,342
17	ABNB Federal	Chesapeake	(757) 523-5300	abnbfcu.org	Carl Ratcliff	45,185	388,801
18	Call Federal	Richmond	(804) 274-1200	callfcu.org	Roger B. Ball	28,149	334,458
19	CommonWealth One Federal	Alexandria	(703) 823-5211	cofcu.org	Charlotte Cash	34,892	307,702
20	Belvoir Federal	Woodbridge	(703) 730-1800	belvoirfcu.org	Patricia S. Kimmel	26,987	298,969
21	NSWC Federal	Dahlgren	(540) 663-2181	nswfcu.org	Harry C. Ovitt	29,016	297,865
22	Freedom First	Roanoke	(540) 389-0244	freedomfirstcu.com	Paul Phillips	44,932	292,115
23	NAPUS Federal	Alexandria	(703) 683-7300	napusfcu.org	Rebecca D. Cuddy	26,349	273,007
24	Fairfax County Federal	Fairfax	(703) 218-9900	fairfaxcu.org	Joseph D. Thomas Jr.	14,900	266,754
25	Martinsville DuPont	Martinsville	(276) 632-1679	mdcu.org	Darrell Minniear	26,475	263,650

¹ As of latest available call report

Source: National Credit Union Administration.

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Shawn O'Brien
Senior Vice President
550-1501



Insurance brokers

	Insurance broker	Location	Phone	Website	Top executive	Agents in Va.	Va. revenues (\$000) ¹
1	BB&T Insurance Services	Richmond	(804) 359-0044	Bbandt.com	Walter P. Smith	135	\$86,878
2	Rutherford, A Marsh & McLennan Agency LLC Company	Roanoke	(540) 982-3511	rutherford.com	Thomas D. Rutherford Jr. Thomas R. Brown George A. Steadman III John C. Stanchina	227	66,500
3	Scott Insurance	Lynchburg	(434) 832-2100	scottins.com	Walker P. Sydnor Jr.	150	40,000
4	USI Insurance Services LLC	Norfolk	(757) 625-1800	usi.biz	Steven C. Deal	32	32,256
5	Bankers Insurance LLC	Glen Allen	(804) 497-3634	bankersinsurance.net	P. Marshall Fleming	40	27,369
6	AH&T Insurance	Leesburg	(703) 777-2341	ahtins.com	Alexander G. Green III	72	15,410
7	Aon Risk Services of Virginia	Richmond	(804) 560-2230	aon.com	Larry J. Loving	25	11,000
8	Chas. Lunsford Sons & Associates	Roanoke	(540) 982-0200	chaslunsford.com	Roy E. Bucher Jr.	36	5,000
9	Tabb, Brockenbrough & Ragland	Richmond	(804) 355-7984	tbrinsurance.com	Robert C. Moore III	33	N/A
10	Willis of Virginia Inc.	Glen Allen	(804) 747-0200	willis.com	HB Whitmore	98	N/A

¹ Virginia revenues for 2012

Source: Individual firms.

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Top SBA lenders - Virginia District Office

Lender	Number ¹	Total value ¹
BB&T	72	17,736,100
Wells Fargo National Association	58	19,429,300
StellarOne Bank	32	6,073,800
SunTrust Bank	29	15,319,000
M&T Bank	29	3,465,800
Union First Market Bank	22	6,862,000
TowneBank	19	6,969,000
Sonabank	14	9,155,000
Fulton Bank National Association	14	5,083,000
Superior Financial Group LLC	12	147,500
Citizens Bank & Trust Co.	11	291,800
UVA Community Credit Union	10	1,127,200
Live Oak Bank	9	6,522,000
Navy Federal Credit Union	8	1,239,700
Farmers & Merchants Bank	8	670,000
Fauquier Bank	8	491,900
TD Bank	7	3,765,400
Colonial Virginia Bank	7	933,900
Bayport Credit Union	7	576,500
Virginia Partners Bank	5	900,000
National Bank of Blackburg	5	155,000
Hana Small Business Lending Inc.	4	6,984,000
First Chatham Bank	4	6,037,000
Cornerstone Bank	4	5,436,000
First Financial Bank	4	5,190,000
First Citizens Bank	4	3,682,000
Access National Bank	4	2,485,600
United Bank	4	1,912,000
Cardinal Bank	4	585,000
American Business Lending Inc.	3	3,242,700

Lender	Number ¹	Total value ¹
First Western Bank	3	2,842,000
Old Point National Bank	3	1,079,000
Borrego Springs Bank	3	910,000

Lender	Number ¹	Total value ¹
Bank of America	3	683,000
PNC Bank	3	576,000
First Community Bank	3	500,000

¹ Fiscal Year 2012 (ending Sept. 30)

Note: List includes top participants in the U.S. Small Business Administration's 7(a) Loan Program and 504 Debentures.
Source: U.S. Small Business Administration - Virginia District Office

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