

PUBLIC DISCLOSURE

January 28, 2020

COMMUNITY REINVESTMENT ACT PERFORMANCE EVALUATION

Bank of Dickson
Certificate Number: 17327

466 Highway 46
Dickson, Tennessee 37055

Federal Deposit Insurance Corporation
Division of Depositor and Consumer Protection
Dallas Region – Memphis Area Office

6060 Primacy Parkway, Suite 300
Memphis, Tennessee 38119

This document is an evaluation of this institution's record of meeting the credit needs of its entire community, including low- and moderate-income neighborhoods, consistent with safe and sound operation of the institution. This evaluation is not, nor should it be construed as, an assessment of the financial condition of this institution. The rating assigned to this institution does not represent an analysis, conclusion, or opinion of the federal financial supervisory agency concerning the safety and soundness of this financial institution.

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INSTITUTION RATING

INSTITUTION'S COMMUNITY REINVESTMENT ACT (CRA) RATING: This institution is rated **Satisfactory**.

An institution in this group has a satisfactory record of helping to meet the credit needs of its assessment area, including low- and moderate-income neighborhoods, in a manner consistent with its resources and capabilities.

Bank of Dickson's (BOD's) satisfactory Lending Test record supports the overall CRA rating. The bank did not request consideration of its investments and services, nor did examiners identify any discriminatory or other illegal credit acts or practices; therefore, these considerations did not affect the overall rating. The following points summarize conclusions regarding the applicable test, discussed in detail elsewhere.

Lending Test

- The institution exhibited a reasonable record regarding its loan-to-deposit (LTD) ratio. A reasonable overall and comparative level primarily supports this conclusion.
- The institution originated a majority of its loans inside its assessment area (AA). Majorities of home mortgage and small business loans originated inside the AA support this conclusion.
- The institution achieved a reasonable record regarding its geographic loan distribution. The reasonable performance regarding home mortgage and small business loans support this conclusion.
- The institution established a reasonable record regarding its borrower profile loan distribution. Reasonable performances regarding home mortgage and small business loans support this conclusion.
- The institution did not receive any CRA-related complaints since the previous evaluation; therefore, this criterion did not affect the Lending Test conclusion.

DESCRIPTION OF INSTITUTION

Background

BOD maintains its headquarters in Dickson, Tennessee. Dickson Financial Corporation, Inc., a one-bank holding company also located in Dickson, wholly owns the bank. The bank has no other affiliates or subsidiaries. The institution received a “Satisfactory” rating at its previous FDIC Performance Evaluation, dated January 27, 2014, based on Interagency Small Institution Examination Procedures.

Operations

BOD remains a retail institution focusing on residential lending. The bank operates four full-service branch locations in Dickson County and four automated teller machines located at each branch. The bank did not open or close any offices or participate in any merger or acquisition activity since the previous evaluation.

The bank offers a variety of loan products, including commercial, agricultural, and consumer loans. The institution provides a variety of deposit services including checking, savings, and certificates of deposit. The institution maintains banking hours typical for the area and industry. Alternative banking services include internet and mobile banking.

Ability and Capacity

Assets totaled approximately \$238.2 million as of September 30, 2019, and included total loans of \$140.4 million, and securities totaling \$79.8 million.

As shown in the following table, the mix of outstanding loans as of September 30, 2019, reflects a product distribution generally consistent with the distribution of originated loans as discussed under the Scope of Evaluation. Home mortgage loans at 64.7 percent represent the largest loan category by dollar volume; followed by commercial loans at 16.2 percent by dollar volume.

Loan Portfolio Distribution as of 9/30/2019		
Loan Category	\$ (000s)	%
Construction, Land Development, and Other Land Loans	10,937	7.8
Secured by Farmland	7,701	5.5
Secured by 1-4 Family Residential Properties	90,449	64.5
Secured by Multifamily (5 or more) Residential Properties	440	0.3
Secured by Nonfarm Nonresidential Properties	14,642	10.4
Total Real Estate Loans	124,169	88.5
Commercial and Industrial Loans	8,089	5.8
Agricultural Production and Other Loans to Farmers	1,720	1.2
Consumer Loans	5,354	3.8
Obligations of State and Political Subdivisions in the U.S.	1,019	0.7
Other Loans	24	0.0
Total Loans	140,375	100.0
<i>Source: Report of Condition and Income (9/30/2019)</i>		

Examiners did not identify any financial, legal, or other impediments that affect the bank's ability to meet the AA's credit needs.

DESCRIPTION OF ASSESSMENT AREA

The CRA requires each financial institution to define one or more AAs within which to evaluate its CRA performance. BOD designated all of Dickson County, Tennessee as its AA, which is part of the Nashville-Davidson-Murfreesboro-Franklin, Tennessee Metropolitan Statistical Area (MSA). The AA conforms to CRA regulatory requirements.

Economic and Demographic Data

The 10 tracts in the AA reflect the following income designations according to the 2015 American Community Survey (ACS) data:

- 6 moderate-income tracts, and
- 4 middle-income tracts.

The following table provides additional demographic data for the AA.

Demographic Information of the Assessment Area						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	10	0.0	60.0	40.0	0.0	0.0
Population by Geography	50,472	0.0	62.9	37.1	0.0	0.0
Housing Units by Geography	21,030	0.0	63.8	36.2	0.0	0.0
Owner-Occupied Units by Geography	13,388	0.0	62.3	37.7	0.0	0.0
Occupied Rental Units by Geography	5,168	0.0	69.3	30.7	0.0	0.0
Vacant Units by Geography	2,474	0.0	60.7	39.3	0.0	0.0
Businesses by Geography	2,772	0.0	56.0	44.0	0.0	0.0
Farms by Geography	137	0.0	69.3	30.7	0.0	0.0
Family Distribution by Income Level	13,264	27.2	21.5	20.1	31.1	0.0
Household Distribution by Income Level	18,556	29.9	18.5	18.9	32.7	0.0
Median Family Income MSA - 34980 Nashville-Davidson-Murfreesboro- Franklin, TN MSA		\$66,404	Median Housing Value Median Gross Rent Families Below Poverty Level			\$140,599 \$732 12.3%
Source: 2015 ACS data and 2018 D&B data Due to rounding, totals may not equal 100.0 percent (*) The NA category consists of geographies that have not been assigned an income classification						

The analysis of home mortgage loans under the borrower profile criterion compares the distribution of home mortgage loans using the Federal Financial Institutions Examination Council (FFIEC) median family income level. The following table displays the low-, moderate-, middle-, and upper-income categories for 2018.

Median Family Income Ranges				
Median Family Incomes	Low <50%	Moderate 50% to <80%	Middle 80% to <120%	Upper ≥120%
Nashville-Davidson-Murfreesboro-Franklin, TN MSA Median Family Income (34980)				
2018 (\$73,200)	<\$36,600	\$36,600 to <\$58,560	\$58,560 to <\$87,840	≥\$87,840
<i>Source: FFIEC</i>				

According to the 2018 D&B data, the AA contains 2,772 businesses. The analysis of small business loans under the borrower profile criterion compares the distribution of small business loans by gross annual revenue (GAR) level. The following includes a breakdown of the AA's businesses by GAR.

82.4 percent gross \$1.0 million or less,
4.7 percent gross more than \$1.0 million, and
12.9 percent gross unknown revenues.

Service industries represent the largest portion of businesses at 36.3 percent; followed by retail trade at 14.6 percent; and construction at 10.9 percent.

Data obtained from the U.S. Bureau of Labor Statistics indicates that as of December 2019, the unemployment rate for Dickson County is 2.9 percent. This is lower than both the 3.3 percent State of Tennessee rate and the 3.5 percent U.S. rate for the same period. Major employers in the AA include Tennsco Corporation, Conagra Food Packaged Foods, Nematik, Walmart Supercenter, and Shiloh Industries, Inc.

Competition

The AA reveals competition in the market for financial services. According to the FDIC Deposit Market Share Report as of June 30, 2019, nine institutions operate 20 full-service branches within Dickson County. Of these institutions, BOD ranked third with an 18.6 percent deposit market share.

Community Contacts

As part of the evaluation process, examiners contact third parties active in the AA to help assist in identifying credit and community development needs. This information helps determine whether local financial intuitions remain responsive to these needs. It also shows available credit needs and opportunities.

Examiners contacted a representative of an economic development organization in the AA. The contact stated that the local economy is doing very well as evidenced by low unemployment rates and a vibrant economy. Further, the contact stated that home mortgage loans for first-time home buyers and small business loans remain the primary credit needs in the area. In addition, the contact stated consumer loans are a credit need in the area. Overall, the contact indicated that financial institutions have been responsive to the credit and community development needs.

Credit Needs

Considering information from the community contact, bank management, as well as demographic, and economic data, examiners determined that home mortgage and small business loans represent the primary credit needs in the AA. The large number and dollar volume of home mortgage lending demonstrated by aggregate lenders, and the significant percentage of businesses with GARs of \$1 million or less, along with the large number of businesses with four or fewer employees in the AA support this conclusion.

SCOPE OF EVALUATION

General Information

This evaluation covers the period from January 27, 2014, to January 28, 2020, the date of the previous evaluation to this evaluation's date. To assess performance, examiners applied the FFIEC Small Institution CRA Examination Procedures, which includes the Lending Test. The Lending Test considered the institution's performance according to the following criteria.

- Loan-to-deposit ratio,

- Assessment area concentration,
- Geographic distribution,
- Borrower profile, and
- Response to CRA-related complaints.

Activities Reviewed

For the Lending Test, CRA Small Institution Examination Procedures require examiners to determine the bank's major product line for review. As an initial matter, examiners may select from among the same loan categories used for CRA Large Institution evaluations: home mortgage, small business, and small farm loans. The following table shows consistency by volume between the institution's 2018 lending categories compared to the prior evaluation.

Loans Originated or Purchased				
Loan Category	\$(000s)	%	#	%
Construction and Land Development	19,315	24.0	78	8.2
Secured by Farmland	4,270	5.3	11	1.2
Secured by 1-4 Family Residential Properties	28,496	35.4	173	18.1
Multi-Family (5 or more) Residential Properties	0	0	0	0
Commercial Real Estate Loans	8,801	10.9	22	2.3
Commercial and Industrial Loans	11,840	14.7	109	11.4
Agricultural Loans	1,452	1.8	61	6.4
Consumer Loans	6,385	7.9	499	52.4
Other Loans	0	0.0	0	0.0
Total Loans	80,559	100.0	953	100.0
<i>Source: Bank records 1/1/2018 through 12/31/2018</i>				

The institution's major product lines are residential and commercial loans. As shown in the above table, these products comprise the highest dollar volumes at 35.4 and 25.6 percent, respectively, and this also coincides with management's stated business strategy. Small farm loans are not a major product, and will not be reviewed. Home mortgage loans contributed more weight to overall conclusions due to the larger loan volume when compared to commercial lending during the most recent calendar year.

Since home mortgage loan data was collected and reported, examiners analyzed 2017 and 2018 home mortgage disclosure (HMDA) loans. In this evaluation, only 2018 HMDA data is presented and compared to the 2018 HMDA aggregate data since that was the most recent year HMDA aggregate data was available and there were no anomalies in lending between the two years. 2017 HMDA data is presented for Assessment Area Concentration but no other lending criteria. The bank reported 121 HMDA loans totaling \$19.4 million in 2017 and 130 HMDA loans totaling \$21.0 million in 2018.

Examiners analyzed the 2018 small business data since this was the most recent full calendar year of data and compared it to 2018 D&B data. Institution records indicated that the lending focus and product mix remained generally consistent throughout the evaluation period. In 2018, the bank

originated 129 small business loans totaling \$17.5 million and examiners reviewed 126 of those small business loans totaling \$13.0 million because the address information was readily available, making AA concentration and geographic distribution data easier to obtain.

Examiners selected a sample of 47 small business loans totaling \$4.2 million to analyze borrower profile. Of those 47 loans, only 38 loans totaling \$1.9 million were made within the AA and were used to determine conclusions for the distribution of small business loans by gross annual revenues.

CONCLUSIONS ON PERFORMANCE CRITERIA

LENDING TEST

BOD demonstrated a satisfactory record regarding the Lending Test. Reasonable geographic distribution and borrower profile primarily support this conclusion, as do the reasonable LTD ratio and a majority of loans originated in the AA. The appendix lists the Lending Test's criteria.

For the CRA Small Institution Lending Test, typically, examiners will first determine whether the presence of any weaker LTD ratio or AA concentration performance warrants downgrading the overall Lending Test conclusion. Absent any such warranted downgrading, examiners will then place more weight on the borrower profile and geographic loan distributions when arriving at the overall Lending Test conclusion.

Loan-to-Deposit Ratio

The institution exhibited a reasonable record regarding its LTD ratio. Reasonable overall and comparative levels support this conclusion. Examiners considered the institution's size, business strategy, and capacity relative to the AA credit needs when arriving at this conclusion.

The overall level of the institution's average net LTD ratio reflects reasonable performance. For the 23 quarters since the prior evaluation, the institution recorded a 70.8 percent average net LTD ratio. The quarterly LTD ratios ranged from a low of 66.2 percent on March 31, 2014, to a high of 75.1 percent on December 31, 2016. The ratio demonstrated an increasing trend over the last six years.

The comparative level of the institution's average net LTD ratio reflects reasonable performance. Examiners identified and listed in the following table, two similarly-situated banks operating and reflecting a similar asset size and lending emphasis. BOD's average net LTD ratio was relatively consistent with the similarly-situated banks, reflecting reasonable performance.

Loan-to-Deposit Ratio Comparison		
Bank Name	Total Assets as of September 30, 2019 \$(000s)	Average Net LTD Ratio from 3/31/14 – 9/30/19 (%)
Bank of Dickson	238,236	70.8
Carroll Bank and Trust	291,753	82.4
Traditions First Bank	151,818	66.8
<i>Source: Consolidated Reports of Condition and Income</i>		

Assessment Area Concentration

The bank originated a majority of its loans inside its AA. Majorities of home mortgage and small business loans originated inside the AA support this conclusion. As noted, this evaluation places more weight on the institution's home mortgage loans when arriving at overall conclusions. Examiners considered the bank's asset size and office structure, as well as the loan products reviewed, relative to the AA size and economy, when arriving at this conclusion.

Home Mortgage Loans

The following table shows that the bank originated a majority of its home mortgage loans, by number and dollar volume, within its AA.

Small Business Loans

Furthermore, the table shows the institution originated a majority of its small business loans inside its AA, by number and dollar volume.

Lending Inside and Outside of the Assessment Area										
Loan Category	Number of Loans				Total #	Dollar Amount of Loans \$(000s)				Total \$(000s)
	Inside		Outside			Inside		Outside		
	#	%	#	%		\$	%	\$	%	
Home Mortgage 2017	99	81.8	22	18.2	121	15,252	78.7	4,121	21.3	19,373
Home Mortgage 2018	106	81.5	24	18.5	130	16,785	80.0	4,206	20.0	20,991
Subtotal	205	81.7	46	18.3	251	32,036	79.4	8,327	20.6	40,363
Small Business 2018	96	76.2	30	23.8	126	8,237	63.4	4,765	36.6	13,002
Source: 2017 and 2018 HMDA data and Bank records 1/1/2018 – 12/31/2018										

Geographic Distribution

The institution achieved a reasonable record regarding its geographic loan distribution. The reasonable performances regarding home mortgage and small business loans support this conclusion.

Examiners considered the loan categories reviewed relative to the available comparative data and any performance context issues. Examiners focused on the percentages of the number of loans in moderate-income geographies when arriving at conclusions, as there are no low-income census tracts in the AA. This factor only considered loans granted inside the AA.

Home Mortgage Loans

The geographic distribution of home mortgage loans reflects reasonable performance. The following table shows that the bank trailed aggregate data; however, nearly 50.0 percent of home mortgage loans were originated in moderate-income tracts and the performance is similar to aggregate data, reflecting reasonable performance.

Geographic Distribution of Home Mortgage Loans						
Tract Income Level	% of Owner-Occupied Housing Units	Aggregate Performance % of #	#	%	\$(000s)	%
Low	0.0	0.0	0	0.0	0	0.0
Moderate	62.3	56.2	50	47.2	8,203	48.9
Middle	37.7	43.8	56	52.8	8,582	51.1
Upper	0.0	0.0	0	0.0	0	0.0
Not Available	0.0	0.0	0	0.0	0	0.0
Totals	100.0	100.0	106	100.0	16,785	100.0
<i>Source: 2015 ACS data, 2018 HMDA aggregate data, and 2018 HMDA data Due to rounding, totals may not equal 100.0 percent</i>						

Small Business Loans

The geographic distribution of small business loans reflects reasonable performance. The following table shows that the performance in moderate-income census tracts is below D&B data; however, nearly 50.0 percent of the small business loans were originated in moderate-income areas and the performance is similar to D&B data, reflecting reasonable performance.

Geographic Distribution of Small Business Loans						
Tract Income Level	% of Businesses	Aggregate Performance % of #	#	%	\$(000s)	%
Low	0.0	0.0	0	0.0	0	0.0
Moderate	56.0	55.0	43	44.8	3,099	37.6
Middle	44.0	45.0	53	55.2	5,138	62.4
Upper	0.0	0.0	0	0.0	0	0.0
Not Available	0.0	0.0	0	0.0	0	0.0
Totals	100.0	100.0	96	100.0	8,237	100.0
<i>Source: 2018 D&B data and Bank records 1/1/2018 – 12/31/2018 Due to rounding, totals may not equal 100.0 percent</i>						

Borrower Profile

The bank established a reasonable record regarding its borrower profile loan distribution. Reasonable performances regarding the home mortgage and small business lending support this conclusion. Examiners considered the loan categories reviewed relative to the available

comparative data and any performance context issues. This factor only considered loans granted inside the AA.

Home Mortgage Loans

The distribution of home mortgage borrowers reflects reasonable performance among individuals of different income levels, including low- and moderate-income. Examiners focused on the comparison to aggregate data.

Home mortgage lending to low-income borrowers is 13.9 percent higher than aggregate data reflecting excellent performance. To moderate-income borrowers, the institution's lending level is 6.7 percent lower than aggregate data, which is a weaker performance, but still reasonable. Lending to low- and moderate-income families together is at 40.6 percent compared to aggregate at 33.4 percent. The institution's level of lending to moderate-income borrowers received more weight in determining the overall conclusion, since there was more aggregate lending to these borrowers, thereby reflecting more loan demand.

Distribution of Home Mortgage Loans by Borrower Income Level						
Borrower Income Level	% of Families	Aggregate Performance % of #	#	%	\$(000s)	%
Low	27.2	10.6	26	24.5	2,278	13.6
Moderate	21.5	22.8	17	16.1	2,143	12.7
Middle	20.1	23.4	19	17.9	3,003	17.9
Upper	31.1	25.6	34	32.1	7,852	46.8
Not Available	0.0	17.6	10	9.4	1,508	9.0
Totals	100.0	100.0	106	100.0	16,785	100.0
<i>Source: 2015 ACS data, 2018 HMDA Aggregate data, and 2018 HMDA data Due to rounding, totals may not equal 100.0 percent</i>						

Small Business Loans

The distribution of borrowers reflects reasonable performance among businesses of different sizes. The businesses' GAR defines the borrowers' profiles for this review. The following table shows that the bank originated over seven out of every 10 loans to businesses with a GAR of \$1 million or less, reflecting a reasonable performance.

Detailed Distribution of Small Business Loans by Gross Annual Revenues					
Gross Revenue Level	% of Businesses	#	%	\$(000s)	%
< \$100,000	40.2	14	36.8	818	44.2
\$100,000 - \$249,999	30.8	8	21.1	327	17.7
\$250,000 - \$499,999	7.4	6	15.8	402	21.7
\$500,000 - \$1,000,000	4.0	0	0.0	0	0.0
Subtotal <= \$1,000,000	82.4	28	73.7	1,547	83.5
>\$1,000,000	4.7	4	10.5	134	7.2
Revenue Not Available	12.9	6	15.8	171	9.2
Total	100.0	38	100.0	1,852	100.0
<i>Source: 2018 D&B data and Bank records 1/1/2018 – 12/31/2018</i> <i>Due to rounding, totals may not equal 100.0 percent</i>					

Response to Complaints

The bank did not receive any CRA-related complaints during the evaluation period; therefore, this criterion did not impact the CRA rating.

DISCRIMINATORY OR OTHER ILLEGAL CREDIT PRACTICES REVIEW

Examiners did not identify any evidence of discriminatory or other illegal credit practices; therefore, this consideration did not affect the institution's CRA rating.

APPENDICES

SMALL BANK PERFORMANCE CRITERIA

Lending Test

The Lending Test evaluates the bank's record of helping to meet the credit needs of its assessment area(s) by considering the following criteria:

- 1) The bank's loan-to-deposit ratio, adjusted for seasonal variation, and, as appropriate, other lending-related activities, such as loan originations for sale to the secondary markets, community development loans, or qualified investments;
- 2) The percentage of loans, and as appropriate, other lending-related activities located in the bank's assessment area(s);
- 3) The bank's record of lending to and, as appropriate, engaging in other lending-related activities for borrowers of different income levels and businesses and farms of different sizes;
- 4) The geographic distribution of the bank's loans; and
- 5) The bank's record of taking action, if warranted, in response to written complaints about its performance in helping to meet credit needs in its assessment area(s).

GLOSSARY

Aggregate Lending: The number of loans originated and purchased by all reporting lenders in specified income categories as a percentage of the aggregate number of loans originated and purchased by all reporting lenders in the metropolitan area/assessment area.

Area Median Income: The median family income for the MSA, if a person or geography is located in an MSA; or the statewide nonmetropolitan median family income, if a person or geography is located outside an MSA.

Assessment Area: A geographic area delineated by the bank under the requirements of the Community Reinvestment Act.

Census Tract: A small, relatively permanent statistical subdivision of a county or equivalent entity. The primary purpose of census tracts is to provide a stable set of geographic units for the presentation of statistical data. Census tracts generally have a population size between 1,200 and 8,000 people, with an optimum size of 4,000 people. Census tract boundaries generally follow visible and identifiable features, but they may follow nonvisible legal boundaries in some instances. State and county boundaries always are census tract boundaries.

Combined Statistical Area (CSA): A combination of several adjacent metropolitan statistical areas or micropolitan statistical areas or a mix of the two, which are linked by economic ties.

Consumer Loan(s): A loan(s) to one or more individuals for household, family, or other personal expenditures. A consumer loan does not include a home mortgage, small business, or small farm loan. This definition includes the following categories: motor vehicle loans, credit card loans, home equity loans, other secured consumer loans, and other unsecured consumer loans.

Core Based Statistical Area (CBSA): The county or counties or equivalent entities associated with at least one core (urbanized area or urban cluster) of at least 10,000 population, plus adjacent counties having a high degree of social and economic integration with the core as measured through commuting ties with the counties associated with the core. Metropolitan and Micropolitan Statistical Areas are the two categories of CBSAs.

Family: Includes a householder and one or more other persons living in the same household who are related to the householder by birth, marriage, or adoption. The number of family households always equals the number of families; however, a family household may also include non-relatives living with the family. Families are classified by type as either a married-couple family or other family. Other family is further classified into "male householder" (a family with a male householder and no wife present) or "female householder" (a family with a female householder and no husband present).

FFIEC-Estimated Income Data: The Federal Financial Institutions Examination Council (FFIEC) issues annual estimates which update median family income from the metropolitan and nonmetropolitan areas. The FFIEC uses American Community Survey data and factors in

information from other sources to arrive at an annual estimate that more closely reflects current economic conditions.

Full-Scope Review: A full-scope review is accomplished when examiners complete all applicable interagency examination procedures for an assessment area. Performance under applicable tests is analyzed considering performance context, quantitative factors (e.g., geographic distribution, borrower profile, and total number and dollar amount of investments), and qualitative factors (e.g., innovativeness, complexity, and responsiveness).

Geography: A census tract delineated by the United States Bureau of the Census in the most recent decennial census.

Home Mortgage Disclosure Act (HMDA): The statute that requires certain mortgage lenders that do business or have banking offices in a metropolitan statistical area to file annual summary reports of their mortgage lending activity. The reports include such data as the race, gender, and the income of applicants; the amount of loan requested; and the disposition of the application (approved, denied, and withdrawn).

Home Mortgage Loans: Includes closed-end mortgage loans or open-end line of credits as defined in the HMDA regulation that are not an excluded transaction per the HMDA regulation.

Housing Unit: Includes a house, an apartment, a mobile home, a group of rooms, or a single room that is occupied as separate living quarters.

Limited-Scope Review: A limited scope review is accomplished when examiners do not complete all applicable interagency examination procedures for an assessment area. Performance under applicable tests is often analyzed using only quantitative factors (e.g., geographic distribution, borrower profile, total number and dollar amount of investments, and branch distribution).

Low-Income: Individual income that is less than 50 percent of the area median income, or a median family income that is less than 50 percent in the case of a geography.

Market Share: The number of loans originated and purchased by the institution as a percentage of the aggregate number of loans originated and purchased by all reporting lenders in the metropolitan area/assessment area.

Median Income: The median income divides the income distribution into two equal parts, one having incomes above the median and other having incomes below the median.

Metropolitan Division (MD): A county or group of counties within a CBSA that contain(s) an urbanized area with a population of at least 2.5 million. A MD is one or more main/secondary counties representing an employment center or centers, plus adjacent counties associated with the main/secondary county or counties through commuting ties.

Metropolitan Statistical Area (MSA): CBSA associated with at least one urbanized area having a population of at least 50,000. The MSA comprises the central county or counties or equivalent entities containing the core, plus adjacent outlying counties having a high degree of social and economic integration with the central county or counties as measured through commuting.

Middle-Income: Individual income that is at least 80 percent and less than 120 percent of the area median income, or a median family income that is at least 80 and less than 120 percent in the case of a geography.

Moderate-Income: Individual income that is at least 50 percent and less than 80 percent of the area median income, or a median family income that is at least 50 and less than 80 percent in the case of a geography.

Multi-family: Refers to a residential structure that contains five or more units.

Nonmetropolitan Area (also known as non-MSA): All areas outside of metropolitan areas. The definition of nonmetropolitan area is not consistent with the definition of rural areas. Urban and rural classifications cut across the other hierarchies. For example, there is generally urban and rural territory within metropolitan and nonmetropolitan areas.

Owner-Occupied Units: Includes units occupied by the owner or co-owner, even if the unit has not been fully paid for or is mortgaged.

Rated Area: A rated area is a state or multistate metropolitan area. For an institution with domestic branches in only one state, the institution's CRA rating would be the state rating. If an institution maintains domestic branches in more than one state, the institution will receive a rating for each state in which those branches are located. If an institution maintains domestic branches in two or more states within a multistate metropolitan area, the institution will receive a rating for the multistate metropolitan area.

Rural Area: Territories, populations, and housing units that are not classified as urban.

Small Business Loan: A loan included in "loans to small businesses" as defined in the Consolidated Report of Condition and Income (Call Report). These loans have original amounts of \$1 million or less and are either secured by nonfarm nonresidential properties or are classified as commercial and industrial loans.

Small Farm Loan: A loan included in "loans to small farms" as defined in the instructions for preparation of the Consolidated Report of Condition and Income (Call Report). These loans have original amounts of \$500,000 or less and are either secured by farmland, including farm residential and other improvements, or are classified as loans to finance agricultural production and other loans to farmers.

Upper-Income: Individual income that is 120 percent or more of the area median income, or a median family income that is 120 percent or more in the case of a geography.

Urban Area: All territories, populations, and housing units in urbanized areas and in places of 2,500 or more persons outside urbanized areas. More specifically, “urban” consists of territory, persons, and housing units in places of 2,500 or more persons incorporated as cities, villages, boroughs (except in Alaska and New York), and towns (except in the New England states, New York, and Wisconsin).

“Urban” excludes the rural portions of “extended cities”; census designated place of 2,500 or more persons; and other territory, incorporated or unincorporated, including in urbanized areas.