



PUBLIC DISCLOSURE

December 3, 2018

COMMUNITY REINVESTMENT ACT PERFORMANCE EVALUATION

Quontic Bank
Charter Number 717974

31-05 Broadway
Astoria, New York 11106

Office of the Comptroller of the Currency

New York Field Office
340 Madison Avenue, 4th Floor
New York, New York 10173

NOTE: 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, and should not 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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Overall CRA Rating

The Lending Test is rated: Satisfactory

- The quarterly loan-to-deposit ratio is more than reasonable.
- A majority of loans, by number and dollar volume, were originated or purchased inside the assessment area (AA).
- The distribution of home mortgage loans to borrowers of different income levels, including low- and moderate-income (LMI) individuals, is reasonable.
- The distribution of home mortgage loans across geographies of different income levels, including LMI census tracts, is reasonable.

Definitions and Common Abbreviations

The following terms and abbreviations are used throughout this performance evaluation, including the CRA tables. The definitions are intended to provide the reader with a general understanding of the terms, not a strict legal definition.

Affiliate: Any company that controls, is controlled by, or is under common control with another company. A company is under common control with another company if the same company directly or indirectly controls both companies. A bank subsidiary is controlled by the bank and is, therefore, an affiliate.

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 MA/assessment area.

Census Tract (CT): A small subdivision of metropolitan and other densely populated counties. Census tract boundaries do not cross county lines; however, they may cross the boundaries of metropolitan areas. Census tracts generally have a population between 1,200 and 8,000 people, with an optimal size of 4,000 people. Their physical size varies widely depending upon population density. Census tracts are designed to be homogeneous with respect to population characteristics, economic status, and living conditions to allow for statistical comparisons.

Community Development: Affordable housing (including multifamily rental housing) for low- or moderate-income individuals; community services targeted to low- or moderate-income individuals; activities that promote economic development by financing businesses or farms that meet Small Business Administration Development Company or Small Business Investment Company programs size eligibility standards or have gross annual revenues of \$1 million or less; activities that revitalize or stabilize low- or moderate-income geographies, distressed or underserved nonmetropolitan middle-income geographies, or designated disaster areas; or loans, investments, and services that support, enable or facilitate projects or activities under HUD Neighborhood Stabilization Program criteria that benefit low-, moderate-, and middle-income individuals and geographies in the bank's assessment area(s) or outside the assessment area(s) provided the bank has adequately addressed the community development needs of its assessment area(s).

Community Reinvestment Act (CRA): the statute that requires the OCC to evaluate a bank's record of meeting the credit needs of its local community, consistent with the safe and sound operation of the bank, and to take this record into account when evaluating certain corporate applications filed by the bank.

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.

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, which 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).

Full Review: Performance under the Lending, Investment, and Service Tests is analyzed considering performance context, quantitative factors (e.g., geographic distribution, borrower distribution, 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 conduct 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, the disposition of the application (e.g., approved, denied, and withdrawn), loan pricing, the lien status of the collateral, any requests for preapproval, and loans for manufactured housing.

Home Mortgage Loans: Such loans include home purchase, home improvement and refinancings, as defined in the HMDA regulation. These include loans for multifamily (five or more families) dwellings, manufactured housing and one-to-four family dwellings other than manufactured housing.

Household: Includes all persons occupying a housing unit. Persons not living in households are classified as living in group quarters. In 100 percent tabulations, the count of households always equals the count of occupied housing units.

Limited Review: Performance under the Lending, Investment, and Service Tests is analyzed using only quantitative factors (e.g., geographic distribution, borrower distribution, 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 MA/assessment area.

Median Family Income (MFI): The median income determined by the U.S. Census Bureau every five years and used to determine the income level category of geographies. Also, the median income determined by the Federal Financial Institutions Examination Council (FFIEC) annually that is used to determine the income level category of individuals. For any given area, the median is the point at which half of the families have income above it and half below it.

Metropolitan Area (MA): Any metropolitan statistical area or metropolitan division, as defined by the Office of Management and Budget, and any other area designated as such by the appropriate federal financial supervisory agency.

Metropolitan Division: As defined by Office of Management and Budget, a county or group of counties within a Core Based Statistical Area that contains an urbanized population of at least 2.5 million. A Metropolitan Division consists of one or more main/secondary counties that represent an employment center or centers, plus adjacent counties associated with the main/secondary county or counties through commuting ties.

Metropolitan Statistical Area: An area, defined by the Office of Management and Budget, as a core based statistical area associated with at least one urbanized area that has a population of at least 50,000. The Metropolitan Statistical Area comprises the central county or counties 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 percent 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 percent and less than 80 percent, in the case of a geography.

Multifamily: Refers to a residential structure that contains five or more units.

Other Products: Includes any unreported optional category of loans for which the institution collects and maintains data for consideration during a CRA examination. Examples of such activity include consumer loans and other loan data an institution may provide concerning its lending performance.

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.

Qualified Investment: A qualified investment is defined as any lawful investment, deposit, membership share, or grant that has as its primary purpose community development.

Rated Area: A rated area is a state or multi-state 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 multi-state metropolitan area, the institution will receive a rating for the multi-state metropolitan area.

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

Small Loan(s) to Farm(s): 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, or are classified as loans to finance agricultural production and other loans to farmers.

Tier One Capital: The total of common shareholders' equity, perpetual preferred shareholders' equity with non-cumulative dividends, retained earnings and minority interests in the equity accounts of consolidated subsidiaries.

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

Description of Institution

Quontic Bank (referred to as bank) is a community bank headquartered in Astoria, New York (NY). It is 100 percent owned by Quontic Bank Holdings Corporation. The bank does not have any subsidiaries or affiliates. As of December 31, 2017, the end date of this performance evaluation (PE), the bank had total assets of \$352 million. In April 2017, the bank closed its branch in Times Square, NY. Consequently, the bank currently operates only one full service branch, which is located at its headquarters. The bank offers its depositors surcharge-free Automated Teller Machine (ATM) services through Citibank branches, as well as ATM providers SUM, MoneyPass, and Allpoint. The bank also operates a total of five loan production offices (LPO). They are located in Duluth, Georgia; Carmel, Indianapolis; Melville (Long Island), NY; Randolph, Massachusetts; and Coral Gables, Florida. The bank's only AA consists of the entirety of Kings, Queens, Nassau, and Suffolk Counties.

As of December 31, 2017, the bank reported net loans of \$297.6 million and total deposits of \$292.6 million, resulting in a loan-to-deposit ratio of 101.7 percent. Net loans represent 87.1 percent of average assets. The bank's lending products consist of one-to-four family residential, home equity lines of credit, multifamily, commercial real estate (CRE), commercial and industrial, and consumer loans. The bank's primary lending products are one-to-four family residential, CRE, and multifamily loans, representing 82.2 percent, 9.2 percent, and 8.0 percent of the loan portfolio, respectively. The bank's business strategy is to grow its portfolio of home mortgage loans, and to originate additional CRE and multifamily loans. As of December 31, 2017, tier one capital was \$29.5 million.

The bank faces significant competition from banks in its market area, including large national financial institutions. Based on the Federal Deposit Insurance Corporation's June 2017 Deposit Market Share Report, the top seven banks by deposit market share collectively hold 68.6 percent of the deposits in the bank's AA. The bank holds 0.09 percent of deposits in its AA.

The bank's previous CRA PE, issued September 22, 2014, concluded with an overall Satisfactory CRA rating. There are no financial or legal factors preventing the bank from meeting the credit needs of its AA.

Scope of the Evaluation

Evaluation Period/Products Evaluated

The evaluation period for this PE is January 1, 2015 through December 31, 2017. Due to changes in census data effective in 2017, we evaluated the bank's 2017 lending performance separately from the bank's 2015 and 2016 lending performance. Our review entailed an analysis of the bank's home mortgage loans, specifically one-to-four family residential mortgage loans, originated during the review period.

Data Integrity

Prior to this evaluation, the OCC conducted a data integrity review, testing the accuracy of the bank's Home Mortgage Disclosure Act (HMDA) loan data for the period of January 1, 2015 through December 31, 2017. The bank's data was determined to be accurate and reliable for analysis.

Selection of Areas for Full-Scope Review

The bank defines its AA as Kings, Queens, Nassau and Suffolk Counties in NY. Kings and Queens Counties fall in the New York-Jersey City-White Plains NY-NJ Metropolitan Division (35614). Nassau and Suffolk Counties fall in the Nassau County-Suffolk County, NY Metropolitan Division (35004). Both Metropolitan Divisions (MD) fall within the New York-Newark-Jersey City, NY-NJ-PA (35620) Metropolitan Statistical Area (MSA). The four counties are contiguous, with Kings, Queens, and Nassau Counties on the western end of the AA and Suffolk County on the eastern end of the AA. The AA meets regulatory requirements and does not arbitrarily exclude any LMI census tracts. We completed a full-scope review for the AA with the two MDs combined.

Ratings

As there is only one MSA in the bank's AA, the bank's overall rating is based solely on the one full-scope review.

Discriminatory or Other Illegal Credit Practices Review

Pursuant to 12 CFR 25.28(c) or 195.28(c), respectively, in determining a national bank's or federal savings association's (collectively, bank) CRA rating, the OCC considers evidence of discriminatory or other illegal credit practices in any geography by the bank, or in any assessment area by an affiliate whose loans have been considered as part of the bank's lending performance. As part of this evaluation process, the OCC consults with other federal agencies with responsibility for compliance with the relevant laws and regulations, including the U.S. Department of Justice, the U.S. Department of Housing and Urban Development, and the Consumer Financial Protection Bureau, as applicable.

The OCC has not identified that this institution has engaged in discriminatory or other illegal credit practices that require consideration in this evaluation.

The OCC will consider any information that this institution engaged in discriminatory or other illegal credit practices, identified by or provided to the OCC before the end of the institution's next performance evaluation in that subsequent evaluation, even if the information concerns activities that occurred during the evaluation period addressed in this performance evaluation.

Conclusions with Respect to Performance Tests

LENDING TEST

The bank's performance under the lending test is satisfactory.

Loan-to-Deposit Ratio

The bank's quarterly loan-to-deposit ratio is more than reasonable. In the 14 quarters (the third quarter of 2014 to the fourth quarter of 2017) since the prior CRA evaluation, the bank's quarterly loan-to-deposit ratio averaged 104.3 percent. During this period, the bank's loan-to-deposit ratio fluctuated from a low of 97.6 percent (December 31, 2015) to a high of 117.5 percent (March 31, 2017).

The bank's average loan-to-deposit ratio of 104.3 percent compares favorably in relation to that of peer banks. We selected a peer sample of seven community banks located in or within reasonable proximity to the NY metropolitan area, with one-to-four family residential loan concentrations, and generally similar asset sizes. The peer average loan-to-deposit ratio was 74.3 percent.

Lending in Assessment Area

Based on the data in Table D below, we concluded the inside/outside ratio of the bank's originations and purchases of loans is reasonable and meets the standard for satisfactory performance. By number and dollar amount, a majority of the loan originations, refinances, and purchases were inside the bank's AA. The following table details the bank's lending inside and outside its AA by number and dollar amount:

Table D - 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										
2015	315	71.1	128	28.9	443	135,155	77.7	38,700	22.3	173,855
2016	340	63.9	192	36.1	532	146,927	69.4	64,901	30.6	211,828
2017	352	61.1	224	38.9	576	157,574	65.4	83,366	34.6	240,940
Subtotal	1,007	64.9	544	35.1	1,551	439,656	70.2	186,967	29.8	626,623
Total	1,007	64.9	544	35.1	1,551	439,656	70.2	186,967	29.8	626,623

Source: 1/1/2015 - 12/31/2017 Bank Data
Due to rounding, totals may not equal 100.0

Lending to Borrowers of Different Incomes and to Businesses of Different Sizes

Based on the data in Tables P 2015-16 and 2017 located in Appendix C, as well as the following performance context considerations, we concluded the borrower distribution of the bank's home mortgage loan originations and purchases is reasonable.

For 2015 and 2016, the distribution of the bank's home mortgage loans to LMI borrowers is reasonable. The proportion of bank loans to low-income borrowers was weaker than the proportion of low-income families, and the proportion of bank loans to moderate-income borrowers was comparable to the proportion of moderate-income families. The bank's home mortgage lending was significantly stronger than the aggregate distribution of loans to low-income borrowers, and stronger than the aggregate distribution of loans to moderate-income borrowers.

For 2017, the distribution of the bank's home mortgage loans to LMI borrowers is reasonable. The proportion of bank loans to low-income borrowers was weaker than the proportion of low-income families, and the proportion of bank loans to moderate-income borrowers was stronger than the proportion of moderate-income families. The bank's home mortgage lending was stronger than the aggregate distribution of loans to low-income borrowers, and stronger than the aggregate distribution of loans to moderate-income borrowers.

Although the proportion of bank loans to low-income borrowers is weaker than the proportion of low-income families in the AA, the bank and industry performance was impacted by the ratio of median housing value to income in the AA. The AA's median housing value is \$497 thousand. The maximum income level for low-income borrowers is under \$55 thousand, making the median housing value greater than nine times over the maximum low-income level. The maximum income level for moderate-income borrowers is under \$87 thousand, making the median housing value greater than five times over the maximum moderate-income level. This high median housing value constrains lending opportunities to LMI borrowers, as the proportion of properties affordable to LMI borrowers is limited. See Appendix B: "Community Profiles for Full-Scope Areas" for more information.

Geographic Distribution of Loans

Based on the data in Tables O 2015-16 and 2017 located in Appendix C, and the following performance context considerations, we concluded the geographic distribution of the bank's home mortgage loan originations and purchases is reasonable. Our review of the geographic distribution of loans did not detect any conspicuous or unexplained gaps in the bank's lending patterns.

For 2015 and 2016, the distribution of the bank's home mortgage loans in LMI geographies is reasonable. The proportion of bank loans to borrowers in low-income tracts was comparable to the proportion of owner-occupied housing units in low-income geographies. The proportion of bank loans to borrowers in moderate-income tracts was stronger than the proportion of owner-occupied housing units in moderate-income

geographies. The bank's home mortgage lending was weaker than the aggregate distribution of loans in low-income geographies, and stronger than the aggregate distribution of loans in moderate-income geographies.

For 2017, the distribution of the bank's home mortgage loans in LMI geographies is excellent. The proportion of bank loans to borrowers in low-income tracts was stronger than the proportion of owner-occupied housing units in low-income geographies. The proportion of bank loans to borrowers in moderate-income tracts was stronger than the proportion of owner-occupied housing units in moderate-income geographies. The bank's home mortgage lending was stronger than the aggregate distribution of loans in low-income geographies, and stronger than the aggregate distribution of loans in moderate-income geographies.

Responses to Complaints

The bank did not receive any CRA-related complaints during the evaluation period.

Appendix A: Scope of Examination

The following table identifies the time period covered in this evaluation, affiliate activities that were reviewed, and loan products considered. The table also reflects the metropolitan and nonmetropolitan areas that received comprehensive examination review (designated by the term “full-scope”) and those that received a less comprehensive review (designated by the term “limited-scope”).

Time Period Reviewed	Lending Test (excludes CD loans): 01/01/2015 to 12/31/2017	
Financial Institution		Products Reviewed
Quontic Bank Astoria, New York		Home Mortgage Loans
Affiliate(s)	Affiliate Relationship	Products Reviewed
None	N/A	N/A
List of Assessment Areas and Type of Examination		
Assessment Area	Type of Exam	Other Information
New York New York–Newark–Jersey City, NY–NJ–PA (35620) MSA	Full-Scope	Kings, Queens, Nassau, and Suffolk Counties Please see Appendix B for additional information

Appendix B: Community Profiles for Full-Scope Areas

Table A – Demographic Information of the Assessment Area						
Assessment Area: 2017 Quontic AA						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	2,037	7.5	27.1	42.7	20.2	2.5
Population by Geography	7,752,383	9.2	29.5	42.9	18.3	0.1
Housing Units by Geography	2,898,921	8.8	28.6	43.0	19.6	0.1
Owner-Occupied Units by Geography	1,359,445	2.5	18.6	52.7	26.0	0.0
Occupied Rental Units by Geography	1,287,474	15.6	38.6	32.8	12.9	0.1
Vacant Units by Geography	252,002	7.4	31.2	42.6	18.7	0.1
Businesses by Geography	485,746	6.4	23.0	45.5	24.5	0.5
Farms by Geography	6,755	2.9	21.3	53.4	22.0	0.3
Family Distribution by Income Level	1,818,530	27.2	17.4	19.2	36.1	0.0
Household Distribution by Income Level	2,646,919	28.8	15.8	17.4	38.0	0.0
Median Family Income MSA - 35004 Nassau County-Suffolk County, NY MD		\$108,193	Median Housing Value			\$496,874
Median Family Income MSA - 35614 New York-Jersey City-White Plains, NY- NJ MD		\$72,047	Median Gross Rent			\$1,332
			Families Below Poverty Level			11.7%
<i>Source: 2015 ACS Census and 2017 D&B Data</i> <i>Due to rounding, totals may not equal 100.0</i> <i>(*) The NA category consists of geographies that have not been assigned an income classification.</i>						

The bank defines its AA as Kings, Queens, Nassau and Suffolk Counties in NY. Kings and Queens Counties fall in the New York-Jersey City-White Plains NY-NJ MD (35614). Nassau and Suffolk Counties fall in the Nassau County-Suffolk County, NY MD (35004). Both MDs fall within the New York–Newark–Jersey City, NY–NJ–PA (35620) MSA. The four counties are contiguous, with Kings, Queens, and Nassau Counties on the western end and Suffolk County on the eastern end of the AA. The bank operates one full-service branch, located in Queens County, NY, which also serves as the bank’s headquarters. This branch location is in a middle-income geography.

The AA includes all 2,037 census tracts within Kings, Queens, Nassau and Suffolk Counties. Of the 2,037 census tracts, 153 (7.5 percent) are designated as low-income tracts, 552 (27.1 percent) are designated as moderate-income tracts, 870 (42.7 percent) are designated as middle-income tracts, and 411 (20.2 percent) are designated as upper-income tracts. There are a significant number of LMI families in the AA. Based on a total family count of 1,818,530, low- and moderate-income families account for 27.2 percent and 17.4 percent of total families, respectively.

The AA has a total population of 7,752,383 as of the 2015 census data. Of the total population, 713,219 (9.2 percent) reside in low-income census tracts, 2,286,953 (29.5 percent) reside in

moderate-income census tracts, 3,325,772 (42.9 percent) reside in middle-income census tracts, and 1,418,686 (18.3 percent) reside in upper-income census tracts. The Median Family Income in the Nassau County-Suffolk County, NY MD (35004) was reported at \$108,193, and the Median Family Income in the New York-Jersey City-White Plains, NY-NJ MD (35614) was reported at \$72,047.

There are a total of 2,898,921 housing units within the AA, of which 46.9 percent are owner-occupied, 44.4 percent are renter-occupied, and 8.7 percent are vacant. Of the total housing units, 255,105 (8.8 percent) are in low-income census tracts, 829,091 (28.6 percent) are in moderate-income census tracts, 1,246,536 (43.0 percent) are in middle-income census tracts, and 568,189 (19.6 percent) are in upper-income census tracts. The 2017 Median Housing Value for the AA was \$496,874.

The bank faces significant competition among banks in its market area. Based on the June 2017 Deposit Market Share Report, the top seven banks by AA deposit share (JPMorgan Chase Bank, Citibank, Capital One, TD Bank, Bank of America, New York Community Bank, and HSBC Bank USA) hold 68.6 percent of the deposits in the bank's AA. The bank holds 0.09 percent of deposits in its AA.

Based on 2017 Peer Mortgage Data, the bank achieved a 0.35 percent market share of home mortgage loans, ranking 58th of the 445 reporting lenders. The top five mortgage lenders in this AA have a combined total market share of 31.03 percent and include Wells Fargo Bank (9.63 percent market share), JPMorgan Chase Bank (8.01 percent market share), Quicken Loans (4.67 percent market share), Freedom Mortgage Corporation (4.61 percent market share), and Citibank (4.11 percent market share).

The economic condition of the AA remains stable. According to the U.S. Bureau of Labor Statistics (BLS) for 2017, the primary industries in the New York-Jersey City-White Plains, NY-NJ MD by percent of total employment were Education and Health Services (20.5 percent), Professional and Business Services (16.2 percent), Government (13.0 percent), and Retail Trade (9.4 percent). The primary industries in Nassau County-Suffolk County by percent of total employment were Education and Health Services (19.8 percent), Government (14.6 percent), Professional and Business Services (13.1 percent), and Retail Trade (12.2 percent). The top five employers in the New York-Jersey City-White Plains, NY-NJ MD were Montefiore Health System, Mount Sinai Health System, JPMorgan Chase & Co., Bank of America, and New York-Presbyterian Healthcare System.¹ The top five employers in Nassau County-Suffolk County were Northwell Health, Henry Schein Inc. (distributor of health care products and services), Cablevision Systems Corp., CA Inc. (computer software company), and Pall Corp. (global supplier of filtration, separation and purification products).² As of December 2017, the BLS reported the unemployment rate for Kings County as 4.0 percent, for Queens County as 3.4 percent, for Nassau County as 4.0 percent, and for Suffolk County as 4.5 percent. For the same time, the BLS reported the unemployment rate for New York State as 4.4 percent and the national unemployment rate as 4.1 percent.³

To gain a better understanding of the AA and performance context, we interviewed two community contacts affiliated with community development organizations that serve the bank's

¹ Source: Crain's New York Business Book of Lists - 2017

² Source: Newsday, 2017

³ The national unemployment rate is seasonally adjusted. The unemployment rates for the counties and the state are not seasonally adjusted.

AA. Based on our discussion, the primary needs of the community are affordable housing, economic development, financial education, and banking services geared toward LMI individuals. There is a high demand for affordable housing, particularly in Kings and Queens County.

Appendix C: Tables of Performance Data

Content of Standardized Tables

A separate set of tables is provided for each state. All multistate metropolitan areas are presented in one set of tables. References to the “bank” include activities of any affiliates that the bank provided for consideration (refer to appendix A: Scope of Examination). For purposes of reviewing the lending test tables, the following are applicable: (1) purchased loans are treated as originations/purchases; (2) “aggregate” is the percentage of the aggregate number of reportable loans originated and purchased by all lenders in the MA/assessment area. Deposit data is compiled by the FDIC and is available as of June 30 of each year. Tables without data are not included in this PE. Tables are identified by both letters and numbers, which results from how they are generated in supervisory analytical systems.

The following is a listing and brief description of the tables included in each set:

Table O. Assessment Area Distribution of Home Mortgage Loans by Income Category of the Geography – Compares the percentage distribution of the number of loans originated and purchased by the bank in low-, moderate-, middle-, and upper-income geographies to the percentage distribution of owner-occupied housing units throughout those geographies. The table also presents aggregate peer data for the years the data is available.

Table P. Assessment Area Distribution of Home Mortgage Loans by Income Category of the Borrower – Compares the percentage distribution of the number of loans originated and purchased by the bank to low-, moderate-, middle-, and upper-income borrowers to the percentage distribution of families by income level in each MA/assessment area. The table also presents aggregate peer data for the years the data is available.

Table O : Assessment Area Distribution of Home Mortgage Loans by Income Category of the Geography **2015-16**

Assessment Area:	Total Home Mortgage Loans				Low-Income Tracts			Moderate-Income Tracts			Middle-Income Tracts			Upper-Income Tracts			Not Available-Income Tracts		
	#	\$	% of Total	Overall Market	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate
2015 and 2016 Quontic AA	655	282,082	100.0	105,971	2.4	2.1	2.8	19.0	22.3	19.5	53.4	56.6	54.3	25.2	18.9	23.4	0.0	0.0	0.0
Total	655	282,082	100.0	105,971	2.4	2.1	2.8	19.0	22.3	19.5	53.4	56.6	54.3	25.2	18.9	23.4	0.0	0.0	0.0

Source: 2010 U.S Census; 01/01/2015 - 12/31/2016 Bank Data, 2016 HMDA Aggregate Data.
Due to rounding, totals may not equal 100.0

Table O : Assessment Area Distribution of Home Mortgage Loans by Income Category of the Geography **2017**

Assessment Area:	Total Home Mortgage Loans				Low-Income Tracts			Moderate-Income Tracts			Middle-Income Tracts			Upper-Income Tracts			Not Available-Income Tracts		
	#	\$	% of Total	Overall Market	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate
2017 Quontic AA	352	157,574	100.0	100,429	2.5	4.3	3.5	18.6	20.2	19.6	52.7	54.3	52.9	26.0	21.3	23.9	0.0	0.0	0.1
Total	352	157,574	100.0	100,429	2.5	4.3	3.5	18.6	20.2	19.6	52.7	54.3	52.9	26.0	21.3	23.9	0.0	0.0	0.1

Source: 2015 ACS Census; 01/01/2017 - 12/31/2017 Bank Data, 2017 HMDA Aggregate Data.
Due to rounding, totals may not equal 100.0

Table P: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Borrower **2015-16**

Assessment Area:	Total Home Mortgage Loans				Low-Income Borrowers			Moderate-Income Borrowers			Middle-Income Borrowers			Upper-Income Borrowers			Not Available-Income Borrowers		
	#	\$	% of Total	Overall Market	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate
2015 and 2016 Quontic AA	655	282,082	100.0	105,971	26.1	13.0	3.4	18.4	17.4	13.6	20.3	23.8	23.9	35.2	40.2	43.8	0.0	5.6	15.2
Total	655	282,082	100.0	105,971	26.1	13.0	3.4	18.4	17.4	13.6	20.3	23.8	23.9	35.2	40.2	43.8	0.0	5.6	15.2

Source: 2010 U.S Census; 01/01/2015 - 12/31/2016 Bank Data, 2016 HMDA Aggregate Data, "--" data not available.
Due to rounding, totals may not equal 100.0

Table P: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Borrower **2017**

Assessment Area:	Total Home Mortgage Loans				Low-Income Borrowers			Moderate-Income Borrowers			Middle-Income Borrowers			Upper-Income Borrowers			Not Available-Income Borrowers		
	#	\$	% of Total	Overall Market	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate
2017 Quontic AA	352	157,574	100.0	100,429	27.2	6.0	3.7	17.4	18.2	14.2	19.2	28.7	23.7	36.1	44.0	44.2	0.0	3.1	14.2
Total	352	157,574	100.0	100,429	27.2	6.0	3.7	17.4	18.2	14.2	19.2	28.7	23.7	36.1	44.0	44.2	0.0	3.1	14.2

Source: 2015 ACS Census; 01/01/2017 - 12/31/2017 Bank Data, 2017 HMDA Aggregate Data.
Due to rounding, totals may not equal 100.0