



**LARGE BANK**

---

Comptroller of the Currency  
Administrator of National Banks

---

Washington, DC 20219

**Public Disclosure**

**August 11, 2003**

**Community Reinvestment Act**

## **Performance Evaluation**

**Great Lakes Bank, N.A.**

**Charter Number: 12779**

**13057 South Western Avenue  
Blue Island, Illinois.**

**Office of the Comptroller of the Currency**

**Chicago South Field Office  
7600 Country Line Road, Unit 3  
Burr Ridge, IL 60521**

**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.**

## Table of Contents

<b>OVERALL CRA RATING .....</b>	<b>1</b>
<b>DEFINITIONS AND COMMON ABBREVIATIONS .....</b>	<b>2</b>
<b>DESCRIPTION OF INSTITUTION.....</b>	<b>6</b>
<b>SCOPE OF THE EVALUATION.....</b>	<b>7</b>
<b>FAIR LENDING REVIEW .....</b>	<b>9</b>
<b>CONCLUSIONS WITH RESPECT TO PERFORMANCE TESTS.....</b>	
LENDING TEST .....	10
INVESTMENT TEST.....	15
SERVICE TEST .....	16
<b>APPENDIX A: SCOPE OF EXAMINATION .....</b>	<b>A-1</b>
<b>APPENDIX B: MARKET PROFILES FOR FULL-SCOPE AREAS .....</b>	<b>B-1</b>
<b>APPENDIX C: TABLES OF PERFORMANCE DATA .....</b>	<b>C-1</b>

## Overall CRA Rating

**Institution’s CRA Rating:** This institution is rated “**Satisfactory**”.

The following table indicates the performance level of **Great Lakes Bank, N.A.** (GLB) with respect to the Lending, Investment, and Service Tests:

Performance Levels	Great Lakes Bank, N.A. Performance Tests		
	Lending Test*	Investment Test	Service Test
Outstanding		<b>X</b>	
High Satisfactory	<b>X</b>		
Low Satisfactory			<b>X</b>
Needs to Improve			
Substantial Noncompliance			

\* The lending test is weighted more heavily than the investment and service tests when arriving at an overall rating.

The major factors that support this rating include:

- GLB’s lending activity in the AA is considered good.
- Community development loans had a positive effect on the lending test.
- The bank's geographic distribution of small loans to businesses in the AA is good and the geographic distribution of home mortgage loans is good.
- The overall borrower distribution of home mortgage loans and small loans to businesses is good.
- Investments reflect an excellent response in relation to a moderate level of opportunities in the AA.
- GLB’s delivery systems are reasonably accessible to geographies and individuals of different income levels in their assessment area.

## 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.

**Block Numbering Area (BNA):** A statistical subdivision of a county for grouping and numbering blocks in non-metropolitan counties where local census statistical area committees have not established census tracts. A BNA does not cross county lines.

**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 usually have between 2,500 and 8,000 persons, and 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 the size eligibility standards of the Small Business Administration's Development Company or Small Business Investment Company programs (13 CFR 121.301) or have gross annual revenues of \$1 million or less; or, activities that revitalize or stabilize low- or moderate-income geographies.

**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 or a block numbering area 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 area to file annual summary reports of their mortgage lending activity. The reports include such data as the race, gender, and the income of applications, the amount of loan requested, and the disposition of the application (e.g., approved, denied, and withdrawn).

**Home Mortgage Loans:** such loans include home purchase and home improvement loans, as defined in the HMDA regulation. This definition also includes loans for multifamily (five or more families) dwellings, loans for the purchase of manufactured homes and refinancing of home improvement and home purchase loans.

**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 ten years and used to determine the income level category of geographies. Also, the median income determined by the Department of Housing and Urban Development 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 primary metropolitan area (PMA), metropolitan area (MA), or consolidated metropolitan area (CMA), as defined by the Office of Management and Budget, with a population of 250,000 or more, and any other area designated as such by the appropriate federal financial supervisory agency.

**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) and the Thrift Financial Reporting (TFR) 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. However, thrift institutions may also exercise the option to report loans secured by nonfarm residential real estate as "small business loans" if the loans are reported on the TFR as nonmortgage, commercial 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 more than 120 percent of the area median income, or a median family income that is more than 120 percent, in the case of a geography.

## Description of Institution

Great Lakes Bank, N.A. (GLB) is a nationally chartered bank headquartered in Blue Island, Illinois. GLB is a wholly owned subsidiary of Great Lakes Financial Resources, Inc. (GLFR), a \$686 million holding company located in Matteson, Illinois. GLB operates two subsidiaries. One subsidiary provides insurance services, and one subsidiary provides trust services.

GLB is the surviving institution of a merger of three separately chartered institutions, First National Bank of Blue Island and two state chartered banks, Bank of Homewood and Bank of Matteson. During 1999, Bank of Matteson was merged into Bank of Homewood. During the year 2000, Bank of Homewood converted from a state bank to a national bank. During 2001, Bank of Homewood, NA was merged into the First National Bank of Blue Island charter and the name was changed to Great Lakes Bank, N.A.

GLB operates sixteen offices. The main office and twelve branch locations are in Cook County. The remaining three offices are located in Will County. GLB has offices in the following Illinois communities: Alsip, Blue Island, Crete, Flossmoor, Hazel Crest, Homewood, Lansing, Matteson, Mokena, Orland Park, South Holland and Tinley Park.

All of the bank's offices are full-service facilities and offer a full range of traditional banking products. Offices are located throughout the assessment area (AA) with two locations in the moderate-income geographies, seven locations in the middle-income geographies and six in the upper-income geographies. There are 41 low-income and 108 moderate-income geographies in GLB's AA. GLB has 21 automated teller machines (ATMs) all located in the AA. Eleven of these ATMs are full service and ten are cash dispensing only. Other alternative banking delivery systems include; Telephone Banking, Bank by Mail, Internet Banking, a 24-hour automated bank by computer service.

GLB also has two subsidiaries. One subsidiary, Great Lakes Trust Company, is located in the Blue Island office, offers trust and investment services. The second subsidiary, Great Lakes Insurance Services, LLC is located in the Alsip office, is an insurance company offering property, casualty, and term life insurance to consumers. These subsidiaries do not have an impact on GLB's capacity to meet community credit needs and were not considered in this CRA evaluation.

GLB is primarily considered a commercial bank. As of March 31, 2003, GLB had total assets of approximately \$665 million, total loans of \$336 million, total deposits of \$549 million, and tier one capital of \$46 million. The bank offers traditional commercial and retail lending services representing 64 percent of the bank's total assets. The loan portfolio is centered in real estate lending. Approximately 30 percent are residential mortgage loans, 64 percent are commercial and commercial real estate loans, 4 percent are construction and land development loans, and 2 percent are loans to individuals. GLB is not active in agricultural lending.

There are no legal, financial, or other factors impeding the bank's ability to help meet the credit needs in the bank's AA. Great Lakes Bank (formerly known as First National Bank of Blue Island) was rated "Outstanding" using small bank CRA examination procedures at its last CRA evaluation dated February 27, 1997.

## **Scope of the Evaluation**

### **Evaluation Period/Products Evaluated**

The evaluation period for the Lending Test, excluding Community Development (CD) Loans, is January 1, 1998 through December 31, 2002. The evaluation period for the Investment Test, the Service Test, and CD loans is February 27, 1997 through August 11, 2003. The evaluation does not include 1997 Home Mortgage Disclosure data because the required retention period (5 years) expired and data is no longer available. The bank was not required to report small business data before January of 2000, therefore only data from January 1, 2000 through December 31, 2002 is included in this evaluation. The bank did not choose to use affiliate lending data in this evaluation. Products included in GLB's Lending Test analysis are home mortgage loans, small loans to businesses and CD loans.

### **Data Integrity**

The Community Reinvestment Act requires that banks, other than small banks, collect and maintain certain data regarding originations and purchases of small business, small farm, and Home Mortgage Disclosure Act (HMDA) loans.

As part of our evaluation, we performed a data integrity review on the bank's 1998 through 2002 submitted HMDA data and submitted CRA data from 2000 through 2002. GLB was not required to collect CRA data during 1998 and 1999. We found HMDA and CRA data to be accurate. As a result, we were able to rely on the bank's data to make an appropriate and accurate assessment of the bank's performance under the Community Reinvestment Act. In addition, we reviewed CD loans, investments and services, submitted by GLB, to determine that they met the regulatory definitions for CD. Some of the items submitted did not meet the definition or purpose of CD. Therefore, this evaluation was based on only those CD loans, investments and services that met the regulatory definitions.

### **Selection of Areas for Full-Scope Review**

GLB has one assessment area (AA). The AA consists of four hundred and twenty four geographies located in Cook and Will Counties, in the Chicago MA 1600. We will refer to this AA throughout this performance evaluation. The AA represents the bank's major markets with 88 percent of the bank's total loans. The ratings are based on conclusions reached in the evaluation of GLB's performance in this full-scope AA.

### **Ratings**

The bank's overall rating is based on the AA which received a full-scope review.

When determining conclusions for the Lending Test, home mortgage loans were weighted more heavily than small business loans. This weighting is reflective of the bank's higher home mortgage lending volume.

## **Other**

One community contact from the bank's AA was made during the evaluation. Our contact is the director of a local chamber of commerce who is also involved with economic development and affordable housing. The director identified affordable senior housing and loans to small businesses as the primary needs in the AA. She indicated that the financial institutions in the area are very active in the community and committed to affordable housing and small business development. Our contact also stated that there are a moderate amount of opportunities for community development. GLB is the lead financial institution in the Main Street Project of Blue Island, Illinois.

## **Fair Lending Review**

A Fair Lending examination was performed during this evaluation. We found no evidence of illegal discrimination or other illegal credit practices.

## **LENDING TEST**

### **Conclusions for Areas Receiving Full-Scope Reviews**

The bank's performance under the **Lending Test** is rated "**High Satisfactory**".

#### **Lending Activity**

Refer to Table 1 in Appendix C for the facts and data used to evaluate the bank's lending activity.

During the evaluation period, approximately 75 percent of GLB's originated or purchased loans in the AA are home mortgage loans and 25 percent are small loans to businesses. Of the total home mortgage loans, home purchase loans account for 49 percent, home refinance loans account for 40 percent, and home improvement loans account for 11 percent. GLB's lending activity in the AA is considered good. Information on deposit market share compiled by the FDIC as of June, 2002 shows that the bank ranks 34<sup>th</sup> out of 227 institutions (85 percentile) with a deposit market share of 0.38 percent in the two counties comprising the bank's AA.

The bank's deposit market share and rank compares favorably with its market share and rank from the various loan products. The bank has strong performance especially in the home mortgage lending market.

Based on 2001 HMDA aggregate data, GLB ranks 15<sup>th</sup> (98 percentile) out of 681 lenders, with 1.47 percent market share in the bank's AA for all HMDA reportable loans. GLB ranks 11<sup>th</sup> (98 percentile) out of 523 lenders originating/purchasing home purchase loans in the AA with 2.13 percent market share. GLB ranked 14<sup>th</sup> (93 percentile) out of 212 lenders in home improvement lending in the bank's AA, with 2.28 percent market share. GLB ranks 27<sup>th</sup> (95 percentile) out of 564 lenders originating/purchasing home refinance loans in the AA with a 1.00 percent market share.

Based on 2001 CRA aggregate data, GLB ranks 23<sup>rd</sup> (93 percentile) of 316 lenders originating/purchasing small loans to businesses, with a 0.52 percent market share.

#### **Distribution of Loans by Income Level of the Geography**

GLB's distribution of loans among geographies with different income levels is good.

#### ***Home Mortgage Loans***

Refer to Tables 2, 3 and 4 in Appendix C for the facts and data used to evaluate the geographic distribution of the bank's home mortgage loan originations and purchases.

The overall geographic distribution of home mortgage loans is good in the full-scope AA.

Home purchase loan geographic distribution is good. The percentage of the bank's home purchase loans made in the low-income geographies (0.93 percent) is below the percentage of owner-occupied housing units (2.95 percent) in those geographies.

The 2.95 percent of owner occupied units in low-income geographies represents 12,951 owner occupied units out of a total of 439,020 total units in the AA, limiting opportunities to make home purchase loans in the low-income geographies. The percentage of the bank's home purchase loans made in the moderate-income geographies (17.45 percent) meets the percentage of owner-occupied housing units (17.47 percent) in those geographies. The bank's market share for loans made in the low-income geography (0.93 percent) is below its overall market share (2.13 percent) for home purchase loans. GLB ranks 34<sup>th</sup> out of 170 lenders originating/purchasing home purchase loans in the low-income geographies. Of the 170 lenders originating or purchasing home purchase loans in the low-income geographies, the majority are large regional institutions and mortgage brokers thus competition for limited lending opportunities is strong.

Home improvement loan geographic distribution is good. The percentage of the bank's home improvement loans made in the low-income geographies (0.77 percent) is below the percentage of owner-occupied housing units (2.95 percent) in those geographies. The 2.95 percent of owner occupied units represents 12,951 owner occupied units, out of a total of 439,020 total units in the AA, limiting opportunities to make home improvement loans in the low-income geographies. The percentage of the bank's home improvement loans made in the moderate-income geographies (22.37 percent) greatly exceeds the percentage of owner-occupied housing units (17.47 percent) in those geographies. The bank's market share for loans made in the low-income geography (0.38) is below its overall market share (2.28 percent) for home improvement loans. GLB ranks 42<sup>nd</sup> out of 53 lenders originating/purchasing home improvement loans in the low-income geographies. Of the 53 lenders originating or purchasing home purchase loans in the low income geographies, the majority are large regional institutions and mortgage brokers, thus competition for limited lending opportunities is strong.

Home refinance loan geographic distribution is adequate. The percentage of the bank's refinance loans made in the low-income geographies (1.13 percent) is below the percentage of owner occupied housing units (2.95 percent) in those geographies. The 2.95 percent of owner occupied units represents 12,951 owner occupied units, out of a total of 439,020 total units in the AA, limiting opportunities to make refinance loans in the low-income geographies. The percentage of the bank's refinance loans made in the moderate-income geographies (12.06 percent) is below the percentage of owner-occupied housing units (17.47 percent) in those geographies. The bank's market share for loans made in the low-income geographies (0.69) is below its overall market share (1.00 percent) for refinance loans. GLB ranks 42<sup>nd</sup> out of 196 lenders originating/purchasing refinance loans in the low-income geographies. Of the 196 lenders originating or purchasing refinance loans in the low- income geographies, the majority are large regional institutions and mortgage brokers thus competition for limited lending opportunities is strong. Of the 312 lenders originating/purchasing refinance loans in the moderate-income geographies, GLB ranks 30 (90 percentile). The majority of the top 29 lenders are large regional institutions and mortgage brokers, thus competition for limited lending opportunities in the moderate-income geographies is also strong.

### ***Multifamily Loans***

Multifamily loans are less than 1.00 percent of GLB's mortgage loan portfolio, therefore an analysis of this type of lending was not performed.

### ***Small Loans to Businesses***

A geographic distribution analysis of small business real estate secured loans will not be included in this evaluation as these loans are not a significant portion of the bank's portfolio.

Refer to Table 6 in Appendix C for the facts and data used to evaluate the geographic distribution of the bank's origination/purchase of small loans to businesses.

The bank's geographic distribution of small loans to businesses in the AA is good. The percentage of the bank's small loans to businesses made in the low-income geographies (1.58 percent) is below the percentage of small businesses (4.55 percent) in those geographies. The 4.55 percent of small businesses in the low-income geographies represents 2,888 of 63,477 small businesses, limiting opportunities to make small loans to businesses in those geographies. The percentage of the bank's small loans to businesses made in the moderate-income geographies (18.14 percent) exceeds the percentage of small businesses (14.68 percent) in those geographies. The bank's market share for loans made in the low-income geography (0.22 percent) is below its overall market share (0.52 percent) for small loans to businesses. The bank's market share for loans made in moderate-income geographies exceeds its overall market share. GLB ranks 23<sup>rd</sup> (93 percentile) out of 316 lenders originating/purchasing small loans to businesses in the low-income geographies. Of the 316 lenders originating or purchasing small loans to businesses in the low-income geographies, the majority are large regional institutions and credit card institutions thus competition for limited lending opportunities is strong.

### ***Small Loans to Farms***

A geographic distribution of small loans to farms will not be included in this analysis. GLB is not an active agriculture lender.

### **Lending Gap Analysis**

No unexplained or conspicuous gaps were identified. Maps and reports detailing GLB's lending activity over the evaluation period for home mortgage loans and small loans to businesses were reviewed to identify gaps in the geographic distribution of loans.

### ***Inside/Outside Ratio***

A majority (88 percent) of home mortgage loans and small loans to businesses originated or purchased by GLB over the evaluation period are within the AA. Eighty four percent of the bank's home mortgage loans, and 79 percent of its small loans to businesses are within its AA. This performance was positively factored into the overall analysis of the geographic distribution of lending by income level of geographies.

### **Distribution of Loans by Income Level of the Borrower**

GLB's lending reflects a good dispersion among borrowers of different income levels and businesses of different sizes.

## ***Home Mortgage Loans***

Refer to Tables 8, 9, and 10 in Appendix C for the facts and data used to evaluate the borrower distribution of the bank's home mortgage loan originations and purchases.

The overall borrower distribution of home mortgage loans is excellent in the bank's AA. We placed more emphasis on home purchase loans because the volume of these loans exceeds the volume of home refinance loans and home improvement loans.

In evaluating the borrower distribution of home mortgage loans, we considered the large number of households that live below the poverty level (10.95 percent of households) as well as the high unemployment rate (6.7 percent) in the MA 1600. A high poverty level and high unemployment rate are barriers that may have a negative effect on home ownership.

The borrower distribution for home purchase loans is excellent. Home purchase loans (23.22 percent) made to low-income borrowers exceeds the percentage of low-income families (21.79 percent) in the AA. Home purchase loans (35.99 percent) made to moderate-income borrowers significantly exceed the percentage of moderate-income families (19.06 percent) in the AA. Market share for loans made to low-income borrowers (3.89 percent) exceeds the overall market share (2.58 percent). Market share for loans made to moderate-income borrowers (2.76 percent) also exceeds the overall market share (2.58 percent) for home purchase loans in the AA.

The borrower distribution for home improvement loans is excellent. Home improvement loans made to low-income borrowers (22.63 percent) exceeds the percentage of low-income families (21.79 percent) in the AA. The percentage of home improvement loans made to moderate-income borrowers (27.11 percent) exceeds the percentage of moderate-income families (19.06 percent) in the AA. Market share for home improvement loans made to low-income borrowers (1.98 percent) is near the overall market share (2.35 percent) in the AA for home improvement loans. Market share for home improvement loans made to moderate-income borrowers (2.12 percent) is also near the overall market share (2.35 percent) in the AA for home improvement loans.

The borrower distribution for home mortgage refinance loans is good. Refinance loans (13.26 percent) made to low-income borrowers is below the percentage of low-income families (21.79 percent) in the AA. As stated above, opportunities to make loans to low-income borrowers are limited by the high percentage of people living below the poverty level and the high unemployment rate. Refinance loans made to moderate-income borrowers (30.23 percent) exceeds the percentage of moderate-income families in the AA (19.06 percent). Market share comparisons for refinance loans made to low-income borrowers and moderate-income borrowers (1.08 percent and 1.19 percent respectively) meets or exceeds the overall market share (1.10 percent) in the AA for refinance loans.

### ***Small Loans to Businesses***

Refer to Table 11 in Appendix C for the facts and data used to evaluate the borrower distribution of the bank's origination/purchase of small loans to businesses.

Borrower distribution of small loans to businesses is adequate. GLB's small loans to businesses, with revenues of \$1 million or less, (66.14 percent) are below the percentage of small businesses (78.68 percent) in the AA. Competition from large credit card banks and large regional banks is strong thus limiting opportunities for GLB to make loans to small businesses. The bank ranks 23 out of 316 lenders originating small loans to businesses in GLB's AA. GLB has a market share of 0.92 percent for small loans made to businesses with revenues of a \$1 million or less. This market share exceeds the banks overall market share of 0.52 percent for loans to all businesses.

### ***Other Products***

Refer to Table 1 in Appendix C for the facts and data used to evaluate the borrower distribution of the bank's origination/purchase of small business loans secured by real estate.

A borrower distribution of small business loans secured by real estate will not be included in this analysis as these loans are not a significant portion of the bank's lending activity.

### ***Small Loans to Farms***

Refer to Table 12 in the Appendix C for the facts and data used to evaluate the borrower distribution of the bank's origination/purchase of small loans to businesses.

A borrower distribution of small loans to farms will not be included in this analysis. GLB is not an active small farm lender. Small loans to farms are not a significant portion of the banks lending activity.

### **Community Development Lending**

Refer to Table 1 in Appendix C for the facts and data used to evaluate the bank's level of community development lending.

Community development lending had a positive effect on the Lending Test conclusions.

During the evaluation period, GLB extended a significant amount of community development loans. Examples of the seventeen community development loans totaling approximately \$2.24 million are listed below:

- Eleven loans totaling \$1.86 million provided affordable housing to low- and moderate-income individuals or families;
- Two loans totaling \$47 thousand to non-profit organizations located in low- and moderate-income areas providing educational services to low-and moderate-income individuals or families;
- Two loans totaling \$50 thousand to non-profit organizations providing affordable housing and counseling services to low- and moderate-income individuals or families;

- A \$210 thousand unsecured loan to a non-profit organization providing housing services to low- and moderate-income individuals or families;
- A \$75 thousand loan to the city to fund infrastructure costs to revitalize a low- and moderate-income area.

## **Product Innovation and Flexibility**

Product flexibility had a positive effect on the Lending Test conclusions. Flexible products offered by GLB include home mortgage loan programs.

GLB offers 2 flexible-lending products in order to serve its AA's credit needs, including below-market interest rates, extended terms, and closing cost assistance. Below is a description of some of the flexible loan programs offered in the AA. The number and dollar totals of loans made during this evaluation period are also shown.

**First Time Homebuyer Programs:** The bank's first time homebuyer programs provide closing cost and down payment assistance to low- and moderate-income applicants. Credit counseling and home ownership training is included in the bank's program. GLB originated 5 first-time homebuyer loans through the Fannie Mae loan programs totaling approximately \$496 thousand during this evaluation period.

## **INVESTMENT TEST**

The bank's performance under the **Investment Test** is rated "**Outstanding.**"

Refer to Table 13 in Appendix C for the facts and data used to evaluate the bank's level of qualified investments.

Based on the full-scope review, the bank's performance is excellent. Information gathered from bank management and the Community Reinvestment Development Specialist at the OCC indicated that investment opportunities in the area are moderate. GLB's current level of qualifying investments is a significant increase from the last performance evaluation.

GLB made approximately \$10.4 million in investments and donations. GLB has taken a leadership role by working with community development organizations such as the Center Point 504 Small Business Development Corporation (SBDC) and initiating the Blue Island Main Street program to promote and make possible community development opportunities for affordable housing to low- and moderate-income individuals and small businesses with revenues of \$1 million or less. The following qualifying investments and donations were made during this evaluation period:

### **Investments**

- \$9.0 million to purchase five stratified pools of mortgage backed securities. All of the mortgages in the pools are to low- or moderate-income borrowers from within the bank's assessment area.

- \$1.4 million to purchase six bonds from municipalities to fund infrastructure costs and a school district in predominantly low- and moderate-income area to revitalize and stabilize the area.

## Grants

In addition to the investments listed above, GLB also made approximately \$13,500 in cash contributions to organizations that met the definition of community development. These contributions included:

- \$6,000 to a non-profit organization in a predominantly low- and moderate-income area that provides educational services to low- and moderate-income individuals with developmental disabilities.
- \$5,000 to a non-profit community development organization whose purpose is economic development and revitalization that services a moderate-income area.
- \$1,500 to a non-profit organization that provides foster care for children.
- \$1,000 to a non-profit organization that provides shelter for the homeless.

## SERVICE TEST

The bank's performance under the **Service Test** is rated "**Low Satisfactory**".

### Retail Banking Services

Refer to Table 14 in Appendix C for the facts and data used to evaluate the distribution of bank's branch delivery system and branch openings and closings.

GLB's delivery systems are reasonably accessible to geographies and individuals of different income levels in their assessment area. GLB operates sixteen offices, all of which are full service. Of these, two (13%) are located within a moderate-income geography. A review of the remaining offices shows that all are within close proximity (an estimated six miles or less) from a low- or moderate-income geography. GLB has not closed any full-service office locations during this evaluation period. GLB has opened 6 offices during this evaluation period. Two of the new offices are in upper-income geographies and 4 offices are in middle-income geographies. Lobby hours and services provide good accessibility for the bank's customers. Hours and services are standard among all locations.

The distribution of automated teller machines (ATMs) is good. GLB operates 21 ATMs in their assessment area. Eleven ATMs are full-service and ten are cash dispense only. Eighteen ATMs are located at GLB office locations, and three are located off-premises. Of all ATMs, two (12%) are located in moderate-income geographies, twelve are located in middle-income geographies, and seven are located in upper-income geographies. As with bank offices, GLB's ATMs are in close proximity to low- or moderate-income geographies.

GLB offers other alternate delivery systems, which include Telephone Banking, Bank by Mail and Internet Banking, a 24-hour automated bank by computer service. GLB, however, does not monitor the usage of these alternative delivery services by low- and moderate-income individuals. Therefore, we did not place any weight on these alternative systems when drawing our CRA performance conclusions.

### **Community Development Services**

GLB's performance in providing community development services in the assessment area is good. Several officers and employees of GLB serve on the boards of directors or as officers of various community development service organizations. Those programs include providing financial expertise in the form of assistance in approving loan requests to a small business development corporation and organizations providing services to low- and moderate-income individuals with developmental disabilities. While the community development services provided are non-complex, they are responsive to the needs of the community. Some of these services are:

- Two officers of GLB are, or have served as loan committee members (approving loan requests) to a non-profit SBA-certified 504 lender to small businesses in a four county area.
- Two officers of GLB provide financial expertise by serving on various committees, such as budget and planning, for a non-profit organization that focuses on low- and moderate-income individuals who are mentally handicapped. The Chairman of GLB currently serves as Treasurer of this organization.
- An officer of GLB provides financial expertise serving on various committees, such as the budget committee, to a non-profit organization that provides educational services to children with developmental disabilities from primarily low-and moderate-income families in a moderate-income area.

## 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 non-metropolitan 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”).

<b>Time Period Reviewed</b>	Lending Test (excludes CD Loans): January 1, 1998 – December 31, 2002 Investment and Service Tests and CD Loans: February 27, 1997 – August 11, 2003	
<b>Financial Institution</b>	<b>Products Reviewed</b>	
Great Lakes Bank, N.A. Blue Island, Illinois	Home Mortgage Loans, Small Business Loans, Community Development Loans and Investments	
<b>Affiliate(s)</b>	<b>Affiliate Relationship</b>	<b>Products Reviewed</b>
NA	NA	NA
<b>List of Assessment Areas and Type of Examination</b>		
<b>Assessment Area</b>	<b>Type of Exam</b>	<b>Other Information</b>
Metropolitan Area 1600 Cook County and Will County	Full-Scope	

# **Appendix B: Market Profiles for Full-Scope Areas**

---

## **Table of Contents**

### **Market Profiles for Areas Receiving Full-Scope Reviews**

**Cook County and Will County**      B-2

## Market Profile

Demographic Information for Full Scope Area: Portions of Cook and Will Counties						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts/BNAs)	424	9.67	25.47	50.47	13.44	0.94
Population by Geography	1,861,828	7.88	23.68	54.17	14.15	0.11
Owner-Occupied Housing by Geography	439,020	2.95	17.47	62.05	17.53	0.00
Business by Geography	63,477	4.55	14.68	56.85	23.87	0.05
Farms by Geography	1,407	0.78	6.61	67.59	25.02	0.00
Family Distribution by Income Level	479,034	21.79	19.06	25.98	33.17	0.00
Distribution of Low and Moderate Income Families throughout AA Geographies	195,690	13.44	31.62	48.61	6.33	0.00
Median Family Income		42,758	Median Housing Value		79,838	
HUD Adjusted Median Family Income for 2002		75,400	Unemployment Rate (July 2003)		6.7%	
Households Below Poverty Level		10.95%				

(\* ) The NA category consists of geographies that have not been assigned an income classification.

Source: 1990 US Census and 2002 HUD updated MFI

## DESCRIPTION OF ASSESSMENT AREA

GLB is headquartered in Blue Island, Illinois. Blue Island is within the Chicago MA 1600 in Cook County, Illinois. This is an AA consisting of 424 geographies in Cook and Will Counties. There are 41 (10 percent) low-income geographies in the AA. There are 108 (25 percent) moderate-income geographies, 214 (50 percent) middle-income geographies, and 57 (13 percent) upper-income geographies, and 4 (1 percent) are NA. The NA categories are geographies that have not been assigned an income classification. GLB's AA meets the requirements of the CRA regulation and does not arbitrarily exclude low- or moderate-income areas.

As of June 30, 2002 100 percent of GLB's deposits are derived from this AA. GLB's deposits in Cook and Will Counties total approximately \$568 million. Based on FDIC deposit market share data as of June 30, 2002, this equates to a 0.38 percent deposit market share, ranking GLB 34 out of 227 deposit taking institutions in the Cook and Will County areas. The majority of the top 33 institutions are large regional and national institutions. Eighty-eight percent of GLB's originated or purchased loans, HMDA and small loans to businesses, are within the bank's AA.

The updated Housing and Urban Development (HUD) 2002 median family income for the AA is \$75,400. A breakdown of family income levels in the AA shows 21.79 percent as low-income, 19.06 percent moderate-income, 25.98 percent middle-income and 33.17 percent upper-income. A low-income family has a maximum income of \$37,700. In addition 10.95 percent of households have incomes below the poverty level.

Of the 674,737 housing units in the AA, 439,020 (65 percent) are owner-occupied, 197,809 (29 percent) are rental-occupied and 37,908 (5 percent) are vacant. Owner-occupied units located

in low-income geographies equate to 1,689 units or 2.95 percent. Of the 162,930 housing units in the moderate-income geographies, 17.47 percent or 28,463 are owner occupied. The median housing value within the AA based on 1990 census data is \$79,838.

The outlook for the local economy looks stable. The employment base and primary industries in the AA are service oriented (38.62 percent), followed by retail trade (17.55 percent) and construction (9.78). A significant majority of the businesses in the area employ between 1-4 employees. Seventy-eight percent of the small businesses in this AA report gross revenues of \$1 million or less. The local unemployment rate in the AA is high at 6.7 percent. Three major employers closed area plants resulting in a loss of over 1500 jobs. The number of households below poverty level is high at 10.95 percent. Some of the primary employers in the AA include the St. Francis Hospital, Panduit Corporation, Ford Motor Stamping, Ozinga, and Advocate Health Care Systems. The primary retailers include Wal Mart and Walgreens.

Based on the demographics of the AA and the identified needs of affordable housing and small business financing, opportunities still exist to meet credit and community development needs in the AA. A moderate level of partnership opportunities exists to facilitate activities to address the credit and community development needs of the AA. These conclusions are based on discussions with local government officials, our review of CRA performance evaluations of other financial institutions operating in the AA and discussions with bank management.

## Appendix C: Tables of Performance Data

---

### Content of Standardized Tables

References to the “bank” include activities of any affiliates that the bank provided for consideration (refer to appendix A: Scope of the Examination). For purposes of reviewing the lending test tables, the following are applicable: purchased loans are treated as originations/purchases and market share is the number of loans originated and purchased by the bank as a percentage of the aggregate number of reportable loans originated and purchased by all lenders in the MA/assessment area. Tables without data are not included in this PE.

The following is a listing and brief description of the tables:

- Table 1. Lending Volume** - Presents the number and dollar amount of reportable loans originated and purchased by the bank over the evaluation period by MA/assessment area. Community development loans to statewide or regional entities or made outside the bank’s assessment area may receive positive CRA consideration. Refer to Interagency Q&As \_\_.12(i) - 5 and - 6 for guidance on when a bank may receive positive CRA consideration for such loans. When such loans exist, insert a line item with the appropriate caption, such as “Statewide/Regional” or “Out of Assessment Area,” in the MA/Assessment Area column and record the corresponding numbers and amounts in the “Community Development Loans” column.
- Table 1. Other Products** - Presents the number and dollar amount of any unreported category of loans originated and purchased by the bank over the evaluation period by MA/assessment area. Examples include consumer loans or other data that a bank may provide, at its option, concerning its lending performance. This is a two-page table that lists specific categories.
- Table 2. Geographic Distribution of Home Purchase Loans** - 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 market share information based on the most recent aggregate market data available.
- Table 3. Geographic Distribution of Home Improvement Loans** - See Table 2.
- Table 4. Geographic Distribution of Home Mortgage Refinance Loans** - See Table 2.
- Table 5. Geographic Distribution of Multifamily Loans** - Compares the percentage distribution of the number of multifamily loans originated and purchased by the bank in low-, moderate-, middle-, and upper-income geographies to the percentage distribution of multifamily housing units throughout those geographies. The table

also presents market share information based on the most recent aggregate market data available.

- Table 6. Geographic Distribution of Small Loans to Businesses** - The percentage distribution of the number of small loans (less than or equal to \$1 million) to businesses originated and purchased by the bank in low-, moderate-, middle-, and upper-income geographies compared to the percentage distribution of businesses (regardless of revenue size) throughout those geographies. The table also presents market share information based on the most recent aggregate market data available. Because small business data are not available for geographic areas smaller than counties, it may be necessary to use geographic areas larger than the bank's assessment area.
- Table 7. Geographic Distribution of Small Loans to Farms** - The percentage distribution of the number of small loans (less than or equal to \$500,000) to farms originated and purchased by the bank in low-, moderate-, middle-, and upper-income geographies compared to the percentage distribution of farms (regardless of revenue size) throughout those geographies. The table also presents market share information based on the most recent aggregate market data available. Because small farm data are not available for geographic areas smaller than counties, it may be necessary to use geographic areas larger than the bank's assessment area.
- Table 8. Borrower Distribution of Home Purchase Loans** - 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 market share information based on the most recent aggregate market data available.
- Table 9. Borrower Distribution of Home Improvement Loans** - See Table 8.
- Table 10. Borrower Distribution of Refinance Loans** - See Table 8.
- Table 11. Borrower Distribution of Small Loans to Businesses** - Compares the percentage distribution of the number of small loans (less than or equal to \$1 million) originated and purchased by the bank to businesses with revenues of \$1 million or less to the percentage distribution of businesses with revenues of \$1 million or less. In addition, the table presents the percentage distribution of the number of loans originated and purchased by the bank by loan size, regardless of the revenue size of the business. Market share information is presented based on the most recent aggregate market data available.
- Table 12. Borrower Distribution of Small Loans to Farms** - Compares the percentage distribution of the number of small loans (less than or equal to \$500,000) originated and purchased by the bank to farms with revenues of \$1 million or less to the percentage distribution of farms with revenues of \$1 million or less. In addition, the table presents the percentage distribution of the number of loans originated and purchased by the bank by loan size, regardless of the revenue size of the farm.

Market share information is presented based on the most recent aggregate market data available.

**Table 13. Geographic and Borrower Distribution of Consumer Loans (OPTIONAL)** - For geographic distribution, the table 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 households within each geography. For borrower distribution, the table 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 of households by income level in each MA/assessment area.

**Table 14. Qualified Investments** - Presents the number and dollar amount of qualified investments made by the bank in each MA/AA. The table separately presents investments made during prior evaluation periods that are still outstanding and investments made during the current evaluation period. Prior-period investments are reflected at their book value as of the end of the evaluation period. Current period investments are reflected at their original investment amount even if that amount is greater than the current book value of the investment. The table also presents the number and dollar amount of unfunded qualified investment commitments. In order to be included, an unfunded commitment must be legally binding and tracked and recorded by the bank's financial reporting system.

A bank may receive positive consideration for qualified investments in statewide/regional entities or made outside of the bank's assessment area. See Interagency Q&As \_\_.12(i) - 5 and - 6 for guidance on when a bank may receive positive CRA consideration for such investments. When such investments exist, insert a line item with the appropriate caption, such as "Statewide/Regional" or "Out of Assessment Area," in the MA/Assessment Area column and record the corresponding numbers and amounts in the "Qualified Investments" column.

**Table 15. Distribution of Branch Delivery System and Branch Openings/Closings** - Compares the percentage distribution of the number of the bank's branches in low-, moderate-, middle-, and upper-income geographies to the percentage of the population within each geography in each MA/AA. The table also presents data on branch openings and closings in each MA/AA.

BANK, N.A.

**Table 1. Lending Volume**

LENDING VOLUME		Geography: ILLINOIS				Evaluation Period: JANUARY 1, 1998 TO DECEMBER 31, 2002						
MA/Assessment Area (2002):	% of Rated Area Loans (#) in MA/AA*	Home Mortgage		Small Loans to Businesses		Small Loans to Farms		Community Development Loans**		Total Reported Loans		% of Rated Area Deposits in MA/AA***
		#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	
<b>Full Review:</b>												
Cook and Will Counties	100.00	3,534	346,075	1,202	121,802	0	0	17	2,240	4,753	470,117	100.00

\* Loan Data as of December 31, 2002. Rated area refers to either the state or multi-state MA rating area.

\*\* The evaluation period for Community Development Loans is From January 01, 1997 to August 11, 2003.

\*\*\* Deposit Data as of June 30, 2002. Rated Area refers to either the state, multi-state MA, or institution, as appropriate.

GREAT LAKES BANK, N.A.

Table 1. Other Products

LENDING VOLUME		Geography: ILLINOIS				Evaluation Period: JANUARY 1, 1998 TO DECEMBER 31, 2002								
MA/Assessment Area (2002):	% of Rated Area Loans (#) in MA/AA*	Total Optional Loans**		Small Business Real Estate Secured**		Home Equity**		Motor Vehicle**		Credit Card**		Other Secured Consumer**		% of Rated Area Deposits in AA***
		#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	
<b>Full Review:</b>														
Cook and Will Counties	100.00	289	51,149	289	51,149	0	0	0	0	0	0	0	0	100.00

\* Loan Data as of December 31, 2002. Rated area refers to either the state or multi-state MA rating area.

\*\* The evaluation period for Optional Product Line(s) is From January 01, 1998 to December 31, 2002.

\*\*\* Deposit Data as of June 30, 2002. Rated Area refers to either the state, multi-state MA, or institution, as appropriate.

**Table2. Geographic Distribution of Home Purchase Loans**

Geographic Distribution: HOME PURCHASE		Geography: ILLINOIS				Evaluation Period: JANUARY 1, 1998 TO DECEMBER 31, 2002						Market Share (%) by Geography*				
MA/Assessment Area:	Total Home Purchase Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Overall	Low	Mod	Mid	Upp	
	#	% of Total**	% Owner Occ Units***	% BANK Loans	% Owner Occ Units***	% BANK Loans	% Owner Occ Units***	% BANK Loans	% Owner Occ Units***	% BANK Loans						
<b>Full Review:</b>																
Cook and Will Counties	1,713	100.00	2.95	0.93	17.47	17.45	62.05	63.46	17.53	18.16	2.13	0.93	2.63	2.44	1.40	

\* Based on 2001 Peer Mortgage Data: Central Region.

\*\* Home purchase loans originated and purchased in the MA/AA as a percentage of all home purchase loans originated and purchased in the rated area.

\*\*\* Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by the number of owner occupied housing units in the area based on 1990 Census information.

**Table 3. Geographic Distribution of Home Improvement Loans**

Geographic Distribution: HOME IMPROVEMENT		Geography: ILLINOIS				Evaluation Period: JANUARY 1, 1998 TO DECEMBER 31, 2002					Market Share (%) by Geography*				
MA/Assessment Area:	Total Home Improvement Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Overall	Low	Mod	Mid	Upp
	#	% of Total**	% Owner Occ Units***	% BANK Loans	% Owner Occ Units***	% BANK Loans	% Owner Occ Units***	% BANK Loans	% Owner Occ Units***	% BANK Loans					
<b>Full Review:</b>															
Cook and Will Counties	389	100.00	2.95	0.77	17.47	22.37	62.05	54.24	17.53	22.62	2.28	0.38	2.28	2.14	3.05

\* Based on 2001 Peer Mortgage Data: Central Region.

\*\* Home improvement loans originated and purchased in the MA/AA as a percentage of all home improvement loans originated and purchased in the rated area.

\*\*\* Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by number of owner occupied housing units in the area based on 1990 Census information.

**Table 4. Geographic Distribution of Home Mortgage Refinance Loans**

Geographic Distribution: HOME MORTGAGE REFINANCE		Geography: ILLINOIS				Evaluation Period: JANUARY 1, 1998 TO DECEMBER 31, 2002					Market Share (%) by Geography *				
MA/Assessment Area:	Total Home Mortgage Refinance Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Overall	Low	Mod	Mid	Upp
	#	% of Total**	% Owner Occ Units***	% BANK Loans	% Owner Occ Units***	% BANK Loans	% Owner Occ Units***	% BANK Loans	% Owner Occ Units***	% BANK Loans					
<b>Full Review:</b>															
Cook and Will Counties	1,418	100.00	2.95	1.13	17.47	12.06	62.05	63.33	17.53	23.48	1.00	0.69	0.83	1.15	0.81

\* Based on 2001 Peer Mortgage Data: Central Region.

\*\* Home mortgage refinance loans originated and purchased in the MA/AA as a percentage of all home mortgage refinance loans originated and purchased in the rated area.

\*\*\* Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by number of owner occupied housing units in the area based on 1990 Census information.

**Table 5. Geographic Distribution of Multifamily Loans**

Geographic Distribution: MULTIFAMILY															Geography: ILLINOIS					Evaluation Period: JANUARY 1, 1998 TO DECEMBER 31, 2002				
MA/Assessment Area:	Total Multifamily Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography *													
	#	% of Total**	% of MF Units***	% BANK Loans	% MF Units***	% BANK Loans	% MF Units***	% BANK Loans	% MF Units***	% BANK Loans	Overall	Low	Mod	Mid	Upp									
<b>Full Review:</b>																								
Cook and Will Counties	14	100.00	17.07	7.14	30.96	14.29	46.41	78.57	5.56	0.00	0.23	0.68	0.00	0.27	0.00									

\* Based on 2001 Peer Mortgage Data: Central Region.

\*\* Multifamily loans originated and purchased in the MA/AA as a percentage of all multifamily loans originated and purchased in the rated area.

\*\*\* Percentage of multifamily units is the number of multifamily housing units in a particular geography divided by number of multifamily housing units in the area based on 1990 Census information.

**Table 6. Geographic Distribution of Small Loans to Businesses**

Geographic Distribution: SMALL LOANS TO BUSINESSES		Geography: ILLINOIS				Evaluation Period: JANUARY 1, 1998 TO DECEMBER 31, 2002					Market Share (%) by Geography *				
MA/Assessment Area:	Total Small Business Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Overall	Low	Mod	Mid	Upp
	#	% of Total**	% of Businesses ***	% BANK Loans	% of Businesses ***	% BANK Loans	% of Businesses ***	% BANK Loans	% of Businesses ***	% BANK Loans					
<b>Full Review:</b>															
Cook and Will Counties	1,202	100.00	4.55	1.58	14.68	18.14	56.85	55.57	23.87	24.71	0.52	0.22	0.54	0.65	0.46

\* Based on 2001 Peer Small Business Data: US&PR.

\*\* Small loans to businesses originated and purchased in the MA/AA as a percentage of all small loans to businesses originated and purchased in the rated area.

\*\*\* Source Data - Dun and Bradstreet (2002).

**Table 7. Geographic Distribution of Small Loans to Farms**

Geographic Distribution: SMALL LOANS TO FARMS															
Geography: ILLINOIS															
Evaluation Period: JANUARY 1, 1998 TO DECEMBER 31, 2002															
MA/Assessment Area:	Total Small Farm Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*				
	#	% of Total**	% of Farms***	% BANK Loans	% of Farms**	% BANK Loans	% of Farms**	% BANK Loans	% of Farms**	% BANK Loans	Overall	Low	Mod	Mid	Upp
<b>Full Review:</b>															
Cook and Will Counties	0	0.00	0.78	0.00	6.61	0.00	67.59	0.00	25.02	0.00	0.00	0.00	0.00	0.00	0.00

\* Based on 2001 Peer Small Business Data: US&PR.

\*\* Small loans to farms originated and purchased in the MA/AA as a percentage of all small loans to farms originated and purchased in the rated area.

\*\*\* Source Data - Dun and Bradstreet (2002).

**Table 8. Borrower Distribution of Home Purchase Loans**

Borrower Distribution: HOME PURCHASE		Geography: ILLINOIS				Evaluation Period: JANUARY 1, 1998 TO DECEMBER 31, 2002					Market Share <sup>*</sup>				
MA/Assessment Area:	Total Home Purchase Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Overall	Low	Mod	Mid	Upp
	#	% of Total <sup>**</sup>	% Families <sup>***</sup>	% BANK Loans <sup>****</sup>	% Families <sup>***</sup>	% BANK Loans <sup>****</sup>	% Families <sup>***</sup>	% BANK Loans <sup>****</sup>	% Families <sup>***</sup>	% BANK Loans <sup>****</sup>					
<b>Full Review:</b>															
Cook and Will Counties	1,713	100.00	21.79	23.22	19.06	35.99	25.98	25.89	33.17	14.90	2.58	3.89	2.76	2.25	1.84

<sup>\*</sup> Based on 2001 Peer Mortgage Data: Central Region.

<sup>\*\*</sup> As a percentage of loans with borrower income information available. No information was available for 1.69% of loans originated and purchased by BANK.

<sup>\*\*\*</sup> Percentage of Families is based on the 1990 Census information.

<sup>\*\*\*\*</sup> Home purchase loans originated and purchased in the MA/AA as a percentage of all home purchase loans originated and purchased in the rated area.

**Table 9. Borrower Distribution of Home Improvement Loans**

Borrower Distribution: HOME IMPROVEMENT		Geography: ILLINOIS				Evaluation Period: JANUARY 1, 1998 TO DECEMBER 31, 2002					Market Share <sup>*</sup>				
MA/Assessment Area:	Total Home Improvement Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Overall	Low	Mod	Mid	Upp
	#	% of Total <sup>**</sup>	% Families <sup>***</sup>	% BANK Loans <sup>****</sup>	% Families <sup>***</sup>	% BANK Loans <sup>****</sup>	% Families <sup>***</sup>	% BANK Loans <sup>****</sup>	% Families <sup>***</sup>	% BANK Loans <sup>****</sup>					
<b>Full Review:</b>															
Cook and Will Counties	389	100.00	21.79	22.63	19.06	27.11	25.98	26.58	33.17	23.68	2.35	1.98	2.12	2.40	2.95

<sup>\*</sup> Based on 2001 Peer Mortgage Data: Central Region.

<sup>\*\*</sup> As a percentage of loans with borrower income information available. No information was available for 2.31% of loans originated and purchased by BANK.

<sup>\*\*\*</sup> Percentage of Families is based on the 1990 Census information.

<sup>\*\*\*\*</sup> Home improvement loans originated and purchased in the MA/AA as a percentage of all home improvement loans originated and purchased in the rated area.

**Table 10. Borrower Distribution of Home Mortgage Refinance Loans**

Borrower Distribution: HOME MORTGAGE REFINANCE		Geography: ILLINOIS				Evaluation Period: JANUARY 1, 1998 TO DECEMBER 31, 2002					Market Share <sup>*</sup>				
MA/Assessment Area:	Total Home Mortgage Refinance Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Overall	Low	Mod	Mid	Upp
	#	% of Total <sup>**</sup>	% Families <sup>***</sup>	% BANK Loans <sup>****</sup>	% Families <sup>***</sup>	% BANK Loans <sup>****</sup>	% Families <sup>***</sup>	% BANK Loans <sup>****</sup>	% Families <sup>***</sup>	% BANK Loans <sup>****</sup>					
<b>Full Review:</b>															
Cook and Will Counties	1,418	100.00	21.79	13.26	19.06	30.23	25.98	31.27	33.17	25.24	1.10	1.08	1.19	1.11	1.02

<sup>\*</sup> Based on 2001 Peer Mortgage Data: Central Region.

<sup>\*\*</sup> As a percentage of loans with borrower income information available. No information was available for 12.27% of loans originated and purchased by BANK.

<sup>\*\*\*</sup> Percentage of Families is based on the 1990 Census information.

<sup>\*\*\*\*</sup> Home mortgage refinance loans originated and purchased in the MA/AA as a percentage of all home mortgage refinance loans originated and purchased in the rated area.

**Table11. Borrower Distribution of Small Loans to Businesses**

Borrower Distribution: SMALL LOANS TO BUSINESSES		Geography: ILLINOIS			Evaluation Period: JANUARY 1, 1998 TO DECEMBER 31, 2002				
MA/Assessment Area:	Total Small Loans to Businesses		Businesses With Revenues of \$1 million or less		Loans by Original Amount Regardless of Business Size			Market Share *	
	#	% of Total**	% of Businesses***	% BANK Loans****	\$100,000 or less	> \$100,000 to \$250,000	> \$250,000 to \$1,000,000	All	Rev\$ 1 Million or Less
<b>Full Review:</b>									
Cook and Will Counties	1,202	100.00	78.68	66.14	74.88	16.56	8.57	0.52	0.92

\* Based on 2001 Peer Small Business Data: US&PR.

\*\* Small loans to businesses originated and purchased in the MA/AA as a percentage of all small loans to businesses originated and purchased in the rated area.

\*\*\* Businesses with revenues of \$1 million or less as a percentage of all businesses (Source D&B - 2002).

\*\*\*\* Small loans to businesses with revenues of \$1 million or less as a percentage of all loans reported as small loans to businesses. No information was available for 0.58% of small loans to businesses originated and purchased by the bank.

**Table12. Borrower Distribution of Small Loans to Farms**

Borrower Distribution: SMALL LOANS TO FARMS		Geography: ILLINOIS		Evaluation Period: JANUARY 1, 1998 TO DECEMBER 31, 2002					
MA/Assessment Area:	Total Small Loans to Farms		Farms With Revenues of \$1 million or less		Loans by Original Amount Regardless of Farm Size			Market Share <sup>*</sup>	
	#	% of Total <sup>**</sup>	% of Farms <sup>***</sup>	% BANK Loans <sup>****</sup>	\$100,000 or less	> \$100,000 to \$250,000	> \$250,000 to \$1,000,000	All	Rev\$ 1 Million or Less
<b>Full Review:</b>									
Cook and Will Counties	0	0.00	91.97	0.00	0.00	0.00	0.00	0.00	0.00

<sup>\*</sup> Based on 2001 Peer Small Business Data: US&PR.

<sup>\*\*</sup> Small loans to farms originated and purchased in the MA/AA as a percentage of all small loans to farms originated and purchased in the rated area.

<sup>\*\*\*</sup> Farms with revenues of \$1 million or less as a percentage of all farms (Source D&B - 2002).

<sup>\*\*\*\*</sup> Small loans to farms with revenues of \$1 million or less as a percentage of all loans reported as small loans to farms. No information was available for 0.00% of small loans to farms originated and purchased by the bank.

**Table 14. Qualified Investments**

QUALIFIED INVESTMENTS									
			Geography: ILLINOIS		Evaluation Period: JANUARY 1, 1998 TO DECEMBER 31, 2002				
MA/Assessment Area:	Prior Period Investments*		Current Period Investments		Total Investments			Unfunded Commitments**	
	#	\$(000's)	#	\$(000's)	#	\$(000's)	% of Total	#	\$(000's)
<b>Full Review:</b>									
Cook and Will Counties	0	0	15	10,413	15	10,413	100.00	0	0

\* 'Prior Period Investments' means investments made in a previous evaluation period that are outstanding as of the examination date.

\*\* 'Unfunded Commitments' means legally binding investment commitments that are tracked and recorded by the institution's financial reporting system.

**Table 15. Distribution of Branch Delivery System and Branch Openings/Closings**

DISTRIBUTION OF BRANCH DELIVERY SYSTEM AND BRANCH OPENINGS/CLOSINGS				Geography: ILLINOIS				Evaluation Period: JANUARY 1, 1998 TO DECEMBER 31, 2002									
MA/Assessment Area:	Deposits	Branches						Branch Openings/Closings				Population					
	% of Rated Area Deposits in AA	# of BANK Branches	% of Rated Area Branches in AA	Location of Branches by Income of Geographies (%)				# of Branch Openings	# of Branch Closings	Net change in Location of Branches (+ or -)				% of Population within Each Geography			
				Low	Mod	Mid	Upp			Low	Mod	Mid	Upp	Low	Mod	Mid	Upp
<b>Full Review:</b>																	
Cook and Will Counties	100.00	16	100	0.00	13.33	46.67	40.00	* 6	0	0	0	4	2	7.88	23.68	54.17	14.15