



PUBLIC DISCLOSURE

January 13, 2020

COMMUNITY REINVESTMENT ACT PERFORMANCE EVALUATION

The Citizens National Bank of Park Rapids
Charter Number 13692

300 West First Street
Park Rapids, MN 56470

Office of the Comptroller of the Currency
222 South 9th Street, Suite 800
Minneapolis, MN 55402

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

Institution's CRA Rating: This institution is rated **Satisfactory**.

The Lending Test is rated: Satisfactory.

The major factors that support this rating include:

- The distribution of loans reflects excellent distribution among borrowers of different income levels.
- The distribution of loans throughout geographies of different income levels is reasonable.
- The bank's loan-to-deposit (LTD) ratio is reasonable.
- The bank originated a majority of its loans inside its assessment area (AA).

Loan-to-Deposit Ratio

Considering the bank's size, financial condition, and credit needs of the AA, the bank's LTD is reasonable.

The Citizens National Bank of Park Rapids's (CNB) LTD ratio averaged 87.9 percent over the 16 quarters since the previous CRA evaluation. The bank's quarterly LTD ratio ranged from a low of 80.9 percent in June 2015 to a high of 95.4 percent in March 2018. CNB ranked second out of five similarly situated institutions. Similarly situated institutions include institutions operating in or near the bank's AA with total assets between \$120 million and \$467 million. The following table shows the bank's LTD compared to similarly situated institutions:

Institution (Headquarters)	Total Assets as of 12/31/2018 (\$000s)	Average LTD Ratio (%)
Midwest Bank (Detroit Lakes, MN)	\$466,891	99.7
The Citizens National Bank of Park Rapids (Park Rapids, MN)	\$264,050	87.9
Community Development Bank FSB (Ogema, MN)	\$169,521	79.2
Northwoods Bank of Minnesota (Park Rapids, MN)	\$120,476	68.1
Wadena State Bank (Wadena, MN)	\$168,252	67.5

Source: Call Report data from March 31, 2015 through December 31, 2018.

Lending in Assessment Area

A majority of the bank's loans are inside its AA.

The bank originated and purchased 81.3 percent of its total loans by number and 78.5 percent of its loans by dollar volume inside its AA during the evaluation period. To determine lending inside the AA, we

analyzed 40 home mortgage and 40 consumer loans originated between January 1, 2016 and December 31, 2018. The following table shows CNB's lending inside and outside of its AA:

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	34	85.0	6	15.0	40	2,790	81.3	642	18.7	3,431
Consumer	31	77.5	9	22.5	40	181	51.5	171	48.5	352
Total	65	81.3	15	18.8	80	2,971	78.5	812	21.5	3,783

Description of Institution

CNB is a \$264 million single-state bank headquartered in Park Rapids, Minnesota. The bank has one location in Park Rapids. There are four ATMs operated by CNB, of which two are located at the branch. The other two are located at businesses in Park Rapids. None of these ATMs are deposit-taking. There have been no mergers, acquisitions, branch openings, or branch closings since the last CRA evaluation. CNB is wholly owned by Park Rapids Bancshares, Inc., a one-bank holding company in Park Rapids. The holding company had total assets of \$28.5 million, as of December 31, 2018.

CNB offers a traditional mix of banking products and services. CNB's business strategy historically has been focused on business lending. However, growth during the evaluation period focused on consumer and home mortgage lending. As of December 31, 2018, the bank's loan portfolio totaled \$246 million based on total commitments. The loan portfolio by dollar is comprised of 42 percent commercial, 34 percent home mortgage loans, 13 percent consumer loans, and 11 percent agricultural loans. As of December 31, 2018, tier one capital totaled \$28.8 million and represented 14.8 percent of risk-weighted assets.

CNB's staff is active in the community. Three employees are directors for two different non-profit organizations that assist low- and moderate-income (LMI) individuals and provide affordable housing and housing rehabilitation.

There are no legal, financial, or other factors that impede CNB's ability to meet the credit needs in its AA during the evaluation period. CNB was rated Outstanding at the last CRA evaluation dated February 17, 2015.

Scope of the Evaluation

Evaluation Period/Products Evaluated

The evaluation period for the lending test covered January 1, 2016 through December 31, 2018. We determined the bank's primary loan products by reviewing the number and dollar volume of loan originations and purchases during the evaluation period. Consumer and home mortgage loans were determined to be the bank's primary products during this timeframe. The evaluation period for the LTD ratio analysis covered the quarters ending March 31, 2015 to December 31, 2018, and the evaluation period for the complaint review covered February 16, 2015 to January 11, 2019. Refer to the table below to view loan originations and purchases by dollar and number during the evaluation period:

Originations by Product Type				
	Percentage by Number of Loans		Percentage by Dollar Volume	
	2016	2017-2018	2016	2017-2018
Agriculture	3.4	5.4	5.7	17.7
Commercial	8.9	10.5	17.4	28.4
Consumer	69.9	65.7	18.7	11.5
Home Mortgage	17.8	18.5	58.1	42.4
Total	100.0	100.0	100.0	100.0

Demographic data was used in part to determine the bank's lending performance. The U.S. Census Bureau released updated demographic data from the 2015 American Community Survey (ACS) effective January 1, 2017. Loans originated in 2016 were compared to 2010 U.S. Census data and loans originated in 2017 and 2018 were compared to 2015 ACS data. We selected initial samples of 20 home mortgage and 20 consumer loans for each analysis period. Additional loans were selected as needed to have sufficient information to analyze borrower and geographic distributions within the AA.

We reviewed the AA's financial, economic, and environmental factors to determine the bank's lending performance. We also contacted a community member with knowledge of the area's economic conditions and demographics to gather additional insight on lending needs in the AA.

Ratings

CNB's overall rating is based on the bank's lending performance within the State of Minnesota. It is the bank's only rating area. We evaluated lending performance using five performance criteria: the LTD ratio, lending in the AA, lending to borrowers of different income levels, distribution of loans to geographies of different income levels, and responses to CRA-related complaints. The 2017-2018 performance received more weight than 2016 because it was more recent and had a higher loan volume. Consumer loans received more weight than home mortgage loans given the significant volume of consumer loans by number for both evaluation periods. CNB has one AA, which is referred to as the CNB AA. Refer to Appendix A-1 for an outline of the examination scope.

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 AA 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 Bureau of Consumer Financial Protection, 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.

State Rating

State of Minnesota

CRA rating for the State of Minnesota: Satisfactory.

The Lending Test is rated: Satisfactory.

The major factors that support this rating include:

- The distribution of home mortgage and consumer loans among borrowers of different income levels is excellent.
- The distribution of home mortgage and consumer loans throughout geographies of different income levels is reasonable.
- The bank received no CRA-related complaints during the evaluation period.

Description of Institution's Operations in Minnesota

CNB's only AA consists of the southern portion of Hubbard County, the eastern portion of Becker County, the northern portion of Wadena County, and the western portion of Cass County. The AA is in a non-MSA area of Minnesota. The AA consists of ten census tracts (CT). During the entire evaluation period, there was one moderate-income CT and nine middle-income CTs.

Competition in the area is moderate. The June 30, 2019 FDIC Deposit Share Report indicates there were 21 institutions with 34 branches operating in the bank's AA. CNB is ranked second with 11.9 percent of the deposit market share. The top five institutions are First National Bank North, The Citizens National Bank of Park Rapids, Bremer Bank, Midwest Bank, and Wadena State Bank. Combined, the top five institutions have 60.1 percent of the deposit market share.

We completed one community contact in conjunction with this examination. The contact was a local business owner familiar with the local economy and lending opportunities in the area. He indicated the economy was doing well, though tended to lag behind the rest of the nation. The tourism industry is doing well, with a successful summer in 2019 and a good start to the winter season. The primary credit need identified was for small dollar loans for entrepreneurs. Our contact indicated that banks offer SBA loans but are hesitant to lend if the borrower doesn't qualify for SBA financing. He stated CNB is a leader in commercial banking, with many local businesses banking there. Our contact stated all the banks in the area have a good reputation for home mortgage and consumer lending.

Top industries in the area are health care, hospitality, retail, manufacturing, and tourism. Major employers are RDO Frozen Foods, and TEAM Industries, as well as the local hospital, county governments, and the Park Rapids School District.

The following tables show the demographic and economic characteristics of the CNB AA for 2016 and 2018.

Table A – Demographic Information of the Assessment Area						
Assessment Area: CNB AA 2016						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	10	0.0	10.0	90.0	0.0	0.0
Population by Geography	28,833	0.0	12.5	87.5	0.0	0.0
Housing Units by Geography	20,720	0.0	9.3	90.7	0.0	0.0
Owner-Occupied Units by Geography	10,073	0.0	8.8	91.2	0.0	0.0
Occupied Rental Units by Geography	2,204	0.0	37.4	62.6	0.0	0.0
Vacant Units by Geography	8,443	0.0	2.5	97.5	0.0	0.0
Businesses by Geography	2,324	0.0	17.8	82.2	0.0	0.0
Farms by Geography	163	0.0	3.7	96.3	0.0	0.0
Family Distribution by Income Level	8,461	21.8	21.5	24.7	31.9	0.0
Household Distribution by Income Level	12,277	25.7	17.8	20.9	35.6	0.0
Median Family Income Non-MSAs - MN		\$57,683	Median Housing Value			\$183,466
2016 FFIEC Updated Non-MSA Median Family Income		\$63,800	Median Gross Rent			\$581
Households Below Poverty Level		13.55%	Families Below Poverty Level			9.5%
<i>Source: 2010 U.S. Census and 2016 D&B Data Due to rounding, totals may not equal 100.0 (*) The NA category consists of geographies that have not been assigned an income classification.</i>						

Table A – Demographic Information of the Assessment Area						
Assessment Area: CNB AA 2018						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	10	0.0	10.0	90.0	0.0	0.0
Population by Geography	29,569	0.0	10.6	89.4	0.0	0.0
Housing Units by Geography	21,821	0.0	11.6	88.4	0.0	0.0
Owner-Occupied Units by Geography	10,108	0.0	11.8	88.2	0.0	0.0
Occupied Rental Units by Geography	2,738	0.0	11.3	88.7	0.0	0.0
Vacant Units by Geography	8,975	0.0	11.5	88.5	0.0	0.0
Businesses by Geography	2,216	0.0	8.8	91.2	0.0	0.0
Farms by Geography	150	0.0	10.0	90.0	0.0	0.0
Family Distribution by Income Level	8,699	23.9	20.2	24.4	31.5	0.0
Household Distribution by Income Level	12,846	25.8	18.3	20.1	35.9	0.0
Median Family Income Non-MSAs - MN		\$63,182	Median Housing Value			\$177,206
2018 FFIEC Updated Non-MSA Median Family Income		\$69,500	Median Gross Rent			\$639
Households Below Poverty Level		13.01%	Families Below Poverty Level			9.6%
<i>Source: 2015 ACS Census and 2018 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>						

Scope of Evaluation in Minnesota

The rating for the state of Minnesota is based wholly on the performance of the CNB AA as it is the only AA in the state. The CNB AA received a full-scope review.

Refer to Appendix A for additional information on the AA under review.

LENDING TEST

The bank's performance under the Lending Test in Minnesota is rated Satisfactory.

Based on a full-scope review, the bank's lending performance in the state of Minnesota is reasonable.

Distribution of Loans by Income Level of the Geography

The bank exhibits reasonable geographic distribution of loans in the State of Minnesota. There was one moderate-income CT during the evaluation period. There were no low-income census tracts in the AA during the evaluation period.

In 2016, the moderate-income CT was in downtown Park Rapids, where the bank is located. In 2017, the ACS data changed the income designation of two CTs. The downtown Park Rapids CT changed to middle-income. The CT on the far eastern side of the bank's AA, about 23 miles from the bank, previously designated as middle-income was updated to moderate-income. Towns in this CT are located

even further from the bank, including Hackensack (30 miles), Backus (40 miles), and Pine River (45 miles). This CT includes 11.3 percent of the AA's families and 11.7 percent of the AA's households. It contains only 11.6 percent of the AA's housing units. The vacancy rate in this CT is high at 40.7 percent. The competition in this area is also high, with two banks in the main cities of the CT, Backus and Hackensack.

Home Mortgage Loans

Refer to Table O in the State of Minnesota section of Appendix D for the facts and data used to evaluate the geographic distribution of the bank's home mortgage loan originations and purchases.

In 2017-2018, the geographic distribution of home loans is reasonable given the performance context noted above. CNB's distribution of home mortgage loans is below both the demographic comparator and aggregate lending data in the moderate-income CT.

In 2016, the geographic distribution of home loans is excellent. CNB's distribution of home mortgage loans exceeds both the demographic comparator and aggregate lending data in the moderate-income CT.

Consumer Loans

Refer to Table U in the State of Minnesota section of Appendix D for the facts and data used to evaluate the geographic distribution of the bank's consumer loan originations and purchases.

In 2017-2018, the geographic distribution of consumer loans is reasonable given the performance context noted above. CNB's distribution of consumer loans is below the percentage of households in the moderate-income CT.

In 2016, the geographic distribution of consumer loans is excellent. CNB's distribution of consumer loans exceeds the percentage of households in the moderate-income CT.

Distribution of Loans by Income Level of the Borrower

The bank exhibits an excellent distribution of loans to individuals of different income levels.

Home Mortgage Loans

Refer to Table P in the State of Minnesota section of Appendix D for the facts and data used to evaluate the borrower distribution of the bank's home mortgage loan originations and purchases.

During 2017-2018, the distribution of home mortgage loans among borrowers of different income levels is excellent. The percentage of home loans to LMI borrowers exceeded the proportion of LMI families and aggregate lending.

During 2016, the distribution of home mortgage loans among borrowers of different income levels is reasonable. The percentage of home loans to moderate-income borrowers was near the percentage of moderate-income families and equal to the aggregate lending data. The percentage of home mortgage loans to low-income borrowers exceeded aggregate lending but was below the percentage of low-income families. In 2016, 9.5 percent of families were below the poverty level, making it difficult to

originate home loans to low-income borrowers as they are less likely to qualify for a home mortgage loan.

Consumer Loans

Refer to Table V in the State of Minnesota section of Appendix D for the facts and data used to evaluate the borrower distribution of the bank's consumer loan originations and purchases.

Consumer lending in 2016 and 2017-2018 reflects excellent distribution among borrowers of different income levels. The percentage of consumer loans to LMI borrowers exceeded the percentage of LMI households for both analysis periods.

Responses to Complaints

During the evaluation period, CNB did not receive any complaints related to performance in meeting the AA's credit needs.

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 MSAs and non-MSAs 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:	1/1/2016-12/31/2018	
Bank Products Reviewed:	Home mortgage and consumer	
List of Assessment Areas and Type of Examination		
Rating and Assessment Area	Type of Exam	Other Information
Minnesota		
CNB AA	Full-scope	Portions of Hubbard, Cass, Wadena, and Becker Counties Hubbard County CTs: 702, 703, 604, 705, 706, 707 Cass County CTs: 9400.01, 9606 Wadena County CT: 4801 Becker County CT: 4501

Appendix B: Summary of MMSA and State Ratings

RATING – The Citizens National Bank of Park Rapids	
Overall Bank	Lending Test Rating
The Citizens National Bank of Park Rapids	Satisfactory
State:	
Minnesota	Satisfactory

Appendix C: Definitions and Common Abbreviations

The following terms and abbreviations are used in 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. For example, a bank subsidiary is controlled by the bank and is, therefore, an affiliate.

Aggregate Lending (Peer): The number of loans originated and purchased by all reporting lenders (HMDA or CRA) in specified income categories as a percentage of the aggregate number of loans originated and purchased by all reporting lenders in the state/assessment area.

Census Tract (CT): A small, relatively permanent statistical subdivision of a county delineated by a local committee of census data users for the purpose of presenting data. Census tracts nest within counties, and their boundaries normally follow visible features, but may follow legal geography boundaries and other non-visible features in some instances, Census tracts ideally contain about 4,000 people and 1,600 housing units.

Combined Statistical Area (CSA): A geographic entity consisting of two or more adjacent Core Based Statistical Areas with employment interchange measures of at least 15. An employment interchange measure is a measure of ties between two adjacent entities. The employment interchange measure is the sum of the percentage of workers living in the smaller entity who work in the larger entity and the percentage of employment in the smaller entity that is accounted for by workers who reside in the larger entity.

Community Development (CD): 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; or activities that revitalize or stabilize low- or moderate-income geographies, distressed or underserved nonmetropolitan middle-income geographies, or designated disaster areas.

Community Reinvestment Act (CRA): The statute that requires the OCC to evaluate a bank's record of meeting the credit needs of its entire community, including LMI areas, 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, 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-Scope 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), the lien status of the collateral, any requests for preapproval, and loans for manufactured housing.

Home Mortgage Loans: A closed-end mortgage loan or an open-end line of credit as these terms are defined under 12 CFR 1003.2, and that is not an excluded transaction under 12 CFR 1003.3(c)(1) through (c)(10) and (c)(13).

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-Scope 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: Individual income that is less than 50 percent of the area median income.

Low Income Geography: A census tract with a median family income that is less than 50 percent.

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 state/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. The median is the point at which half of the families have income above, and half below, a range of incomes. 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, and half below, a range of incomes.

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.

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.

Rating Area: A rated area is a state or multi-state metropolitan statistical 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 statistical area, the institution will receive a rating for the multi-state metropolitan statistical 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 1 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.

Appendix D: Tables of Performance Data

Content of Standardized Tables

A separate set of tables is provided for each state. All multistate metropolitan statistical areas, if applicable, 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 the Examination). For purposes of reviewing the Lending Test tables, the following are applicable: (1) purchased are treated as originations; and (2) “aggregate” is the percentage of the aggregate number of reportable loans originated and purchased by all HMDA or CRA-reporting lenders in the MMSA/assessment area. Deposit data are compiled by the FDIC and are available as of June 30th of each year. Tables without data are not included in this PE.

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 MMSA/assessment area. The table also presents aggregate peer data for the years the data is available.
- Table Q. Assessment Area Distribution of Loans to Small Businesses by Income Category of the Geography** - The percentage distribution of the number of small loans (less than or equal to \$1 million) to businesses that were 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) in those geographies. Because aggregate small business data are not available for geographic areas smaller than counties, it may be necessary to compare bank loan data to aggregate data from geographic areas larger than the bank’s assessment area.
- Table R. Assessment Area Distribution of Loans to Small Businesses by Gross Annual Revenue** - Compares the percentage distribution of the number of small loans (loans less than or equal to \$1 million) originated and purchased by the bank to businesses with revenues of \$1 million or less to: 1) the percentage distribution of businesses with revenues of greater than \$1 million; and, 2) the percentage distribution of businesses for which revenues are not available. The table also presents aggregate peer small business data for the years the data is available.
- Table S. Assessment Area Distribution of Loans to Farms by Income Category of the Geography** - 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 aggregate peer data for the years the data is available. Because aggregate 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 T. Assessment Area Distribution of Loans to Farms by Gross Annual Revenues -** Compares the percentage distribution of the number of small loans (loans less than or equal to \$500 thousand) originated and purchased by the bank to farms with revenues of \$1 million or less to: 1) the percentage distribution of farms with revenues of greater than \$1 million; and, 2) the percentage distribution of farms for which revenues are not available. The table also presents aggregate peer small farm data for the years the data is available.
- Table U. Assessment Area Distribution of Consumer 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 households in those geographies.
- Table V. Assessment Area Distribution of Consumer 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 households by income level in each MMSA/assessment area.

State of Minnesota

Table O: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Geography																			2017-18
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
CNB AA	20	552	100.0	813	0.0	0.0	0.0	11.8	0.0	13.7	88.2	100.0	86.3	0.0	0.0	0.0	0.0	0.0	0.0
Total	20	552	100.0	813	0.0	0.0	0.0	11.8	0.0	13.7	88.2	100.0	86.3	0.0	0.0	0.0	0.0	0.0	0.0

Source: 2015 ACS Census; 01/01/2017 - 12/31/2018 Bank Data, 2018 HMDA Aggregate Data, "--" data not available.
Due to rounding, totals may not equal 100.0

Table O: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Geography																			2016
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
CNB AA	20	2,942	100.0	928	0.0	0.0	0.0	8.8	25.0	8.0	91.2	75.0	92.0	0.0	0.0	0.0	0.0	0.0	0.0
Total	20	2,942	100.0	928	0.0	0.0	0.0	8.8	25.0	8.0	91.2	75.0	92.0	0.0	0.0	0.0	0.0	0.0	0.0

Source: 2010 U.S Census; 01/01/2016 - 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																			2017-18	
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	
CNB AA	20	552	100.0	813	23.9	40.0	9.2	20.2	30.0	18.0	24.4	25.0	20.3	31.5	5.0	38.5	0.0	0.0	14.0	
Total	20	552	100.0	813	23.9	40.0	9.2	20.2	30.0	18.0	24.4	25.0	20.3	31.5	5.0	38.5	0.0	0.0	14.0	

*Source: 2015 ACS Census; 01/01/2017 - 12/31/2018 Bank Data, 2018 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																			2016	
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	
CNB AA	60	8,108	100.0	928	21.8	8.3	6.0	21.5	16.7	16.7	24.7	28.3	21.2	31.9	46.7	45.4	0.0	0.0	10.7	
Total	60	8,108	100.0	928	21.8	8.3	6.0	21.5	16.7	16.7	24.7	28.3	21.2	31.9	46.7	45.4	0.0	0.0	10.7	

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

Table U: Assessment Area Distribution of Consumer Loans by Income Category of the Geography														2017-18	
Assessment Area:	Total Consumer Loans			Low-Income Tracts		Moderate-Income Tracts		Middle-Income Tracts		Upper-Income Tracts		Not Available-Income Tracts			
	#	\$	% of Total	% of Households	% Bank Loans	% of Households	% Bank Loans	% of Households	% Bank Loans	% of Households	% Bank Loans	% of Households	% Bank Loans		
CNB AA	20	109	100.0	0.0	0.0	11.7	0.0	88.3	100.0	0.0	0.0	0.0	0.0		
Total	20	109	100.0	0.0	0.0	11.7	0.0	88.3	100.0	0.0	0.0	0.0	0.0		

*Source: 2015 ACS Census; 01/01/2017 - 12/31/2018 Bank Data.
Due to rounding, totals may not equal 100.0*

Table U: Assessment Area Distribution of Consumer Loans by Income Category of the Geography													2016	
Assessment Area:	Total Consumer Loans			Low-Income Tracts		Moderate-Income Tracts		Middle-Income Tracts		Upper-Income Tracts		Not Available-Income Tracts		
	#	\$	% of Total	% of Households	% Bank Loans	% of Households	% Bank Loans	% of Households	% Bank Loans	% of Households	% Bank Loans	% of Households	% Bank Loans	
CNB AA	20	212	100.0	0.0	0.0	14.0	20.0	86.0	80.0	0.0	0.0	0.0	0.0	
Total	20	212	100.0	0.0	0.0	14.0	20.0	86.0	80.0	0.0	0.0	0.0	0.0	

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

Table V - Assessment Area Distribution of Consumer Loans by Income Category of the Borrower													2017-18	
Assessment Area:	Total Consumer Loans			Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Not Available-Income Borrowers		
	#	\$	% of Total	% of Households	% Bank Loans	% of Households	% Bank Loans	% of Households	% Bank Loans	% of Households	% Bank Loans	% of Households	% Bank Loans	
CNB AA	20	109	100.0	25.8	45.0	18.3	40.0	20.1	10.0	35.9	0.0	0.0	5.0	
Total	20	109	100.0	25.8	45.0	18.3	40.0	20.1	10.0	35.9	0.0	0.0	5.0	

Source: 2015 ACS Census; 01/01/2017 - 12/31/2018 Bank Data.
Due to rounding, totals may not equal 100.0

Table V - Assessment Area Distribution of Consumer Loans by Income Category of the Borrower													2016	
Assessment Area:	Total Consumer Loans			Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Not Available-Income Borrowers		
	#	\$	% of Total	% of Households	% Bank Loans	% of Households	% Bank Loans	% of Households	% Bank Loans	% of Households	% Bank Loans	% of Households	% Bank Loans	
CNB AA	20	212	100.0	25.7	25.0	17.8	35.0	20.9	25.0	35.6	15.0	0.0	0.0	
Total	20	212	100.0	25.7	25.0	17.8	35.0	20.9	25.0	35.6	15.0	0.0	0.0	

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