



## **PUBLIC DISCLOSURE**

March 6, 2023

### **COMMUNITY REINVESTMENT ACT PERFORMANCE EVALUATION**

New Horizon Bank, National Association  
Charter Number: 24858

1870 Stoneridge Commerce Drive  
Powhatan, Virginia 23139

Office of the Comptroller of the Currency  
Roanoke Office  
4419 Pheasant Ridge Road, Suite 300  
Roanoke, Virginia 24014

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 Lending Test rating for New Horizon Bank (New Horizon or the bank) is based on performance in the state of Virginia.
- The loan-to-deposit (LTD) ratio is reasonable considering the bank's size, financial condition, and credit needs in its assessment areas (AAs).
- A majority of the bank's loans were originated or purchased inside the bank's AAs.
- The bank exhibits reasonable geographic distribution of loans in the bank's AAs.
- The bank exhibits reasonable distribution of loans to businesses of different sizes, given the product lines offered by the bank.

### Loan-to-Deposit Ratio

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

The LTD ratio is calculated on a bank-wide basis covering the quarters as of March 31, 2019, through December 31, 2021. The bank's average quarterly LTD ratio for the 12 consecutive quarters is 83.12 percent. This exceeds the average quarterly LTD ratio of 76.55 percent for similar asset-sized institutions during the same time period. The bank's average quarterly LTD ratio ranged from a high of 93.75, to a low of 65.64 percent. The average quarterly LTD ratio for similarly sized banks ranged from a high of 95.04 percent to a low of 41.53 percent over the same period.

### Lending in Assessment Area

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

The bank originated 75.00 percent of its total loans inside the bank's AAs during the evaluation period. This analysis is performed at the bank, rather than the AA, level. This percentage does not include extensions of credit by affiliates that may be considered under the other performance criteria. The OCC used the loans originated inside the bank's AAs for the geographic distribution of lending and the borrower income distribution analyses.

In 2020 and 2021, the bank participated in the Paycheck Protection Program (PPP). The program was designed to provide financial relief for businesses nationwide due to the COVID-19 pandemic, and participation in this program aligns with the principles of the CRA. Business loans made by the bank under the PPP program in 2020 and 2021, did not materially impact the inside/outside ratio.

The table below illustrates the number and dollar volume of small business loans the bank originated inside and outside of its AAs.

<b>Table D - Lending Inside and Outside of the Assessment Area</b>										
<b>Loan Category</b>	<b>Number of Loans</b>				<b>Total</b>	<b>Dollar Amount of Loans \$(000s)</b>				<b>Total</b>
	<b>Inside</b>		<b>Outside</b>			<b>Inside</b>		<b>Outside</b>		
	<b>#</b>	<b>%</b>	<b>#</b>	<b>%</b>		<b>\$</b>	<b>%</b>	<b>\$</b>	<b>%</b>	
<b>Small Business 2019</b>	18	25.0	4	5.6	22	\$3,565	85.1	\$624	14.9	\$4,190
<b>Small Business 2020</b>	21	29.2	3	4.2	24	\$2,374	52.3	\$2,168	47.7	\$4,542
<b>Small Business 2021</b>	15	20.8	11	15.3	26	\$2,257	53.0	\$1,999	46.9	\$4,256
<b>Total</b>	<b>54</b>	<b>75.0</b>	<b>18</b>	<b>25.0</b>	<b>72</b>	<b>\$8,196</b>	<b>63.1</b>	<b>\$4,791</b>	<b>36.9</b>	<b>\$12,987</b>

*Source: Bank Data*  
*Due to rounding, totals may not equal 100.0%*

## **Description of Institution**

New Horizon Bank (NHB) is a small, federally chartered, full-service community bank headquartered in Powhatan, Virginia. This intrastate institution opened for business on October 7, 2009. The bank was acquired by Delaware based CSBH LLC., on March 1, 2021. NHB has one branch office located at 1870 Stoneridge Commerce Drive, Powhatan, Virginia, with no branch offices opened or closed during the evaluation period. The current branch location, located in an upper-income CT, has an attached drive-up window and an automated teller machine (ATM).

The bank has a total of two AAs, with a total of eight counties. The Richmond VA MSA AA is comprised of the counties of Chesterfield, Powhatan, Dinwiddie, Amelia, and Goochland. This AA has 90 CTs, consisting of four low-income, 14 moderate-income, 40 middle-income, 31 upper-income CTs, and one unassigned income CT. The Virginia non-MSA AA is comprised of the counties of Cumberland, Charlotte, and Prince Edward. This non MSA AA has 10 CTs, consisting of one moderate-income, seven middle-income, and one upper-income CT(s), and one unassigned income CT.

The bank's lobby and drive-thru hours of service are 9:00 a.m. to 5:00 p.m., Monday through Thursday; 9:00 a.m. to 6:00 p.m., on Friday; and 9:00 a.m. to 12:00 p.m., on Saturday. NHB offers a wide range of deposit services, which include personal and business checking, saving accounts, money market, certificate of deposits, individual retirement accounts (IRA), online banking, mobile banking, and debit and ATM cards. Based on our analysis, NHB's primary loan product is small business loans. Other loan types offered include temporary financing, adjustable-rate mortgage loans secured by one- to four-family dwellings; new and used automobile loans; home equity lines of credit; home equity loans; construction loans; land loans; personal lines of credit; and tailored business loans. NHB was an active participant in the PPP lending program and extended 417 PPP loans throughout the evaluation period.

Table 1 below depicts the loan portfolio by loan product as of December 31, 2021.

<b>Table 1: Loan Categories as of December 31, 2021*</b>		
<b>Type of Loan</b>	<b>Balance Outstanding (,000)</b>	<b>% of Total Loans</b>
Non-Farm/Non-Residential	\$30,564	42.94
1-4 Family Residential	\$18,951	26.63
Commercial and Industrial	\$9,238	12.98
Loans to farmers/secured by farmland	\$5,788	8.13
Construction & Land Development	\$3,397	4.77
Multi-Family Residential	\$2,675	3.76
Loans to Individuals	\$669	0.94
Other Loans	\$62	0.09
Total Gross Loans	\$71,344	100.24
Less Unearned Income on Loans	(\$173)	(0.24)
Total Loans held for Investment	\$71,171	100.00

\*Source: Schedule RC-C Part 1 – Loans and Leases as reported in the Consolidated Report of Condition and Income as of December 31, 2021.

There are no legal or financial factors impeding the bank’s ability to help meet the credit needs in its AAs. The bank received a “Satisfactory” rating on its February 4, 2019, Community Reinvestment Act Performance Evaluation.

## **Scope of the Evaluation**

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

NHB was evaluated using Small Bank CRA procedures. The bank’s lending performance was based on an assessment of loans to small businesses originated and purchased during the evaluation period of January 1, 2019, through December 31, 2021. Home mortgage loans, small farm loans, and multi-family loans were not evaluated because the bank did not originate or purchase a sufficient volume in the AAs for a meaningful analysis.

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

In each state where the bank has an office, one or more of AAs within that state was selected for a full-scope review. For purposes of this evaluation, bank delineated assessment areas located within the same metropolitan statistical area (MSA), multistate metropolitan statistical area (MMSA), or combined statistical area (CSA), are combined, and evaluated as a single AA. Similarly, bank delineated non-MSA AAs within the same state are combined and evaluated as a single area. These combined AAs may be evaluated as full- or limited-scope. Refer to the “Scope” section under each State Rating for details regarding how full-scope AAs were selected. Refer to Appendix A, Scope of Examination, for a list of full- and limited-scope AAs.

## **Ratings**

The bank's overall rating is based on the state rating.

The state rating is based on performance in all bank AAs. We placed equal weight on the bank's performance in each year of the evaluation period to reach our conclusions. Refer to the "Scope" section under each state Rating section for details regarding how the areas were weighted in arriving at the respective ratings.

## **Discriminatory or Other Illegal Credit Practices Review**

Pursuant to 12 CFR 25.28(c) in determining a national banks 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 Consumer Financial Protection Bureau, as applicable.

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

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

## State Rating

### State of Virginia

**CRA rating for the State of Virginia:** Satisfactory

**The Lending Test is rated:** Satisfactory

The major factors that support this rating include:

- The geographic distribution of loans is reasonable.
- The distribution of loans to businesses of different sizes is reasonable.

### Description of Institution's Operations in Virginia

NHB has two AAs within the state of Virginia rating area. These AAs are the Richmond VA MSA AA and the Virginia non-MSA AA. Please refer to the *Description of the Institution* section for additional details. The AAs meet the requirements of the regulation and do not arbitrarily exclude any low-, or moderate-income CTs. Refer to Appendix A for the geographies that make up the AAs.

Competition for mortgage loans is strong and includes local commercial and savings banks, branches of larger regional and nationwide banks, and national mortgage lenders. Based on the 2021 Peer Mortgage Data, there were 546 lending institutions within the Richmond VA MSA AA competing for mortgage applications. The top three lenders, with combined market share of 18.23 percent by count and 17.32 percent by total dollar amount, are Capitol Center, L.L.C., Wells Fargo Bank, N.A., and Rocket Mortgage. NHB was not ranked since they did not submit HMDA loan data during the evaluation period. In the Virginia non-MSA AA, there were 201 lending institutions competing for mortgage applications, based on the 2021 Peer Mortgage Data. The top three lenders, with combined market share of 24.01 percent by count and 20.19 percent by total dollar amount, are Vanderbilt Mortgage and Finance, Rocket Mortgage, and Virginia Credit Union, Inc.

A review of the June 30, 2021, Federal Deposit Insurance Corporation (FDIC) Summary of Deposits Market Share Report for Amelia, Chesterfield, Dinwiddie, Goochland, and Powhatan County, Virginia within the Richmond VA MSA AA, indicated there are 91 offices, representing 20 FDIC-insured institutions varying in asset size. NHB ranked 16th with a deposit market share of 1.33 percent. The top three institutions were Wells Fargo Bank, N.A., Truist Bank, and Bank of America, N.A., with deposit market share of 31.26 percent, 16.80 percent, and 9.35 percent, respectively.

### Employment and Economic Factors

According to the Bureau of Labor Statistics (BLS), the annual unemployment rates in the Richmond VA MSA AA were 2.9 percent in 2019, 6.7 percent in 2020, and 4.2 percent in 2021. The state of Virginia unemployment rates were below the AA's unemployment rates, reporting average annual unemployment rates of 2.8 percent in 2019, 6.5 percent in 2020, and 3.9 percent in



2021. The national average annual unemployment rates of 3.7 percent in 2019, 8.1 percent in 2020, and 5.4 percent in 2021 were comparable ranges to the AA and state rates.

At the peak of the COVID-19 pandemic in April 2020, the AA's unemployment rate was 11.3 percent, and remained above six percent through September of that year. At the end of 2020, the AA's unemployment rate of 4.9 percent was slightly higher than the state of Virginia's rate of 4.4 percent.

The largest industries by employment in the Richmond VA MSA AA are professional and business services, education and health services, and the government sector. The largest employers for each county in the AA are as follows: Amelia County Public Board and County of Amelia, Chesterfield County School Board and County of Chesterfield, Amazon Fulfillment Services and Walmart in Dinwiddie County, Capital One Bank and CarMax Enterprise Services, LLC., in Goochland County, and Powhatan County School Board and County of Powhatan. In the Virginia non-MSA AA, the largest industries by employment are government, health care and social assistance, retail trade, and manufacturing. The largest employers for each county in the AA are Charlotte County School Board and County of Charlotte, Cumberland County School Board and County of Cumberland, and Longwood University and Centra Health in Prince Edward County. (Source: Virginia Employment Commission)

## **Housing**

There are four low-income CTs and fourteen moderate-income CTs in the Richmond VA MSA AA. The 2015 ACS U.S. Census data reported single family homes make up most of the housing supply in this AA, with 86.75 percent of the homes consisting of one-unit, detached dwellings. The median housing value in the Richmond VA MSA AA was \$228,065 for the evaluation period. The Virginia non-MSA AA consists of one moderate-, seven middle-, one upper-, and one unassigned-income CTs. The 2015 ACS U.S. Census data reported single family homes make up most of the housing supply in this AA, with 74.19 percent of the homes consisting of one-unit, detached dwellings. The median housing value in the Virginia non-MSA AA, was \$130,778, for the evaluation period.

## **Community Contacts**

As part of our evaluation, we reviewed one community contact performed by the Federal Deposit Insurance Company for a financial institution in the Richmond VA MSA AA. The representative of a housing development agency in this AA stated there is an increased need for affordable rental units as the inventory of those units fail to keep pace with the need. The representative stated the agency receives strong participation from financial institutions throughout Virginia. We also reviewed a community contact performed by the OCC for financial institutions in the Richmond VA MSA AA. The representative of the economic development organization stated the organization has a good relationship with all banks in the AA and that all banks are very engaged in financing programs to promote economic growth in the AA.

**Richmond Virginia MSA**

<b>Table A – Demographic Information of the Assessment Area</b>						
<b>Assessment Area: Richmond VA MSA</b>						
<b>Demographic Characteristics</b>	<b>#</b>	<b>Low % of #</b>	<b>Moderate % of #</b>	<b>Middle % of #</b>	<b>Upper % of #</b>	<b>NA* % of #</b>
Geographies (Census Tracts)	90	4.4	15.6	44.4	34.4	1.1
Population by Geography	418,991	1.9	12.4	48.3	37.4	0.0
Housing Units by Geography	161,428	2.4	12.5	48.9	36.2	0.0
Owner-Occupied Units by Geography	116,179	0.8	9.7	47.9	41.6	0.0
Occupied Rental Units by Geography	33,139	7.1	19.0	52.1	21.8	0.0
Vacant Units by Geography	12,110	5.4	22.1	49.3	23.2	0.0
Businesses by Geography	40,564	2.7	8.3	44.6	44.5	0.0
Farms by Geography	1,365	0.8	8.4	50.0	40.8	0.0
Family Distribution by Income Level	108,809	15.6	17.3	21.5	45.5	0.0
Household Distribution by Income Level	149,318	16.1	15.5	19.0	49.3	0.0
Median Family Income MSA - 40060 Richmond, VA MSA		\$75,183	Median Housing Value			\$228,065
		Median Gross Rent				\$1,086
		Families Below Poverty Level				5.4%
<i>Source: 2015 ACS and 2020 D&amp;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 Virginia**

The Richmond VA MSA AA received a full-scope review. We placed equal weight on the bank's performance in each year of the evaluation to reach our conclusions.

The Virginia non-MSA AA received a limited-scope review.

**Lending Test**

The bank's performance under the Lending Test in the state of Virginia is rated Satisfactory.

**Conclusions for Area Receiving a Full-Scope Review**

Based on a full-scope review, the bank's performance in the Richmond VA MSA AA is reasonable.

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

The bank exhibits reasonable geographic distribution of loans in the state of Virginia.

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

Refer to Table Q in the state of Virginia section of Appendix D for the facts and data used to evaluate the geographic distribution of the bank's small business loan originations.

In our loan sample of 37 business loans, the percentage of loans to small businesses in low-income CTs is well below the percentage of businesses and the aggregate lending. The percentage of lending to businesses in moderate-income CTs is below the percentage of businesses and below the percentage of aggregate loans.

There are limited opportunities to lend to businesses in low- and moderate-income CTs. Based on the 2015 ACS U.S. Census, 2.7 percent of businesses are located in low-income CTs, and aggregate peer lending performance was limited at 1.9 percent. The percentage of businesses in moderate-income CTs is 8.8 percent and aggregate peer lending performance is 7.9 percent.

We took into consideration the location of the low-, and moderate-income CTs within the AA to the bank's branch network. New Horizon Bank has one bank office located in an upper-income CT in Powhatan County. The low, and moderate-income CTs within the Richmond VA MSA AA are located along the eastern boundary of Chesterfield County, 20 plus miles from NHB's bank office, and in Dinwiddie County, 40 plus miles from NHB's bank office. Given the distance constraints, it is reasonable that businesses in the low-, and moderate-income CTs would seek lending opportunities from financial institutions in these CTs.

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

The bank exhibits a reasonable distribution of loans to businesses of different sizes, given the product lines offered by the bank.

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

Refer to Table R in the state of Virginia section of Appendix D for the facts and data used to evaluate the borrower distribution of the bank's originations and purchases of small loans to businesses.

In our loan sample of 37 small business loans, the percentage of loans to businesses with gross annual revenue under \$1 million is below the percentage of businesses in the AA and exceeds the aggregate lending.

Competition for small business loans is strong with 124 lenders in the AA according to the 2021 Peer Small Business Data. The top five lenders, with combined market share of 47.29 percent of loan count are American Express National Bank, Wells Fargo Bank, N.A., Truist Bank, and Bank of America N.A.

### **Responses to Complaints**

There were no CRA complaints received by the bank or the agency since the prior examination regarding performance in meeting the credit needs of NHB's AA.

### **Conclusions for Area Receiving a Limited Scope Review**

Based on a limited-scope review, the bank's performance under the Lending Test in the Virginia non-MSA AA is consistent with the bank's overall performance under the Lending Test in the full scope area.

## Appendix A: Scope of Examination

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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”.

<b>Time Period Reviewed:</b>	<b>01/01/2019 to 12/31/2021</b>	
<b>Bank Products Reviewed:</b>	Small business loans	
<b>Affiliate(s)</b>	<b>Affiliate Relationship</b>	<b>Products Reviewed</b>
(Name of Affiliate (Abbreviation))		
NONE	NA	NONE
<b>List of Assessment Areas and Type of Examination</b>		
<b>Rating and Assessment Areas</b>	<b>Type of Exam</b>	<b>Other Information</b>
<b>State of Virginia:</b>		
<b>Richmond VA MSA</b>	<b>Full scope</b>	Counties of Amelia, Chesterfield, Dinwiddie, Goochland, and Powhatan in the state of Virginia.
<b>Virginia non-MSA</b>	<b>Limited scope</b>	Counties of Charlotte, Cumberland, and Prince Edward in the state of Virginia.

## Appendix B: Summary of State Ratings

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RATINGS NEW HORIZON BANK, NATIONAL ASSOCIATION	
Overall Bank:	Lending Test Rating
<b>New Horizon Bank, N.A.</b>	<b>Satisfactory</b>
<b>State:</b>	
<b>Virginia</b>	<b>Satisfactory</b>

## Appendix C: Definitions and Common Abbreviations

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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 (Aggt.):** 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

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### 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 30<sup>th</sup> 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 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.

*The total loan amount presented in the tables for each assessment area may differ from the total loan amount reported in the aggregate table due to how the underlying loan data is rounded in each table.*

Assessment Area:	Total Loans to Small Businesses				Low-Income Tracts			Moderate-Income Tracts			Middle-Income Tracts			Upper-Income Tracts			Not Available-Income Tracts		
	#	\$ (,000)	% of Total	Overall Market	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate
Richmond VA MSA	37	\$6,118	68.5	11,459	2.7	0.0	1.9	8.8	5.4	7.9	44.6	56.8	43.0	43.9	37.8	47.2	0.0	0.0	0.0
Virginia Non MSA	17	\$2,078	31.5	544	0.0	0.0	0.0	4.3	0.0	6.6	85.8	88.2	83.3	9.2	11.8	9.9	1.2	0.0	0.2
<b>Total</b>	<b>54</b>	<b>\$8,196</b>	<b>100</b>	<b>12,003</b>	<b>2.5</b>	<b>0.0</b>	<b>1.9</b>	<b>8.5</b>	<b>3.7</b>	<b>7.8</b>	<b>47.1</b>	<b>66.67</b>	<b>44.9</b>	<b>41.8</b>	<b>29.63</b>	<b>45.5</b>	<b>0.1</b>	<b>0.0</b>	<b>0.0</b>

*Source: 2021 D&B Data; 01/01/2019 - 12/31/2021 Bank Data; 2021 CRA Aggregate Data, "--" data not available.  
Due to rounding, totals may not equal 100.0%*

Assessment Area:	Total Loans to Small Businesses				Businesses with Revenues <= 1MM			Businesses with Revenues > 1MM		Businesses with Revenues Not Available	
	#	\$ (,000)	% of Total	Overall Market	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	% Businesses	% Bank Loans
Richmond VA MSA	37	6,118	68.5	11,459	90.8	70.3	50.0	2.5	27.0	6.7	2.7
Virginia Non MSA	17	2,078	31.5	544	84.6	82.4	51.7	3.7	17.6	11.7	0.0
<b>Total</b>	<b>54</b>	<b>8,196</b>	<b>100</b>	<b>12,003</b>	<b>90.4</b>	<b>74.1</b>	<b>50.1</b>	<b>2.6</b>	<b>24.1</b>	<b>7.0</b>	<b>1.8</b>

*Source: 2021 D&B Data; 01/01/2019 - 12/31/2021 Bank Data; 2021 CRA Aggregate Data, "--" data not available.  
Due to rounding, totals may not equal 100.0%*

*The total loan amount presented in the tables for each assessment area may differ from the total loan amount reported in the aggregate table due to how the underlying loan data is rounded in each table.*