



## **PUBLIC DISCLOSURE**

February 24, 2020

## **COMMUNITY REINVESTMENT ACT PERFORMANCE EVALUATION**

First Hope Bank, A National Banking Association  
Charter Number 10118

1301 Hope-Bridgeville Road  
Hope, NJ 07844

Office of the Comptroller of the Currency

New York Field Office  
340 Madison Ave., 4th Floor  
New York, NY 10173

**NOTE:** This document is an evaluation of this institution's record of meeting the credit needs of its entire community, including low- and moderate-income neighborhoods, consistent with safe and sound operation of the institution. This evaluation is not, and should not be construed as, an assessment of the financial condition of this institution. The rating assigned to this institution does not represent an analysis, conclusion, or opinion of the federal financial supervisory agency concerning the safety and soundness of this financial institution.

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## **Overall CRA Rating**

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

**The Lending Test is rated: Satisfactory.**

**The Community Development Test is rated: Outstanding.**

The major factors that support this rating include:

- The Lending Test rating is based on the bank's performance in the State of New Jersey, which includes reasonable geographic distribution of home mortgage loans and loans to small businesses, reasonable distribution of loans to individuals of different income levels and businesses of different sizes, a reasonable loan-to-deposit (LTD) ratio, and a majority of lending within the bank's assessment areas (AAs).
- The Community Development (CD) Test rating is based on the bank's performance in the State of New Jersey, which reflects excellent responsiveness to community development needs through CD loans and investments.

## 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 bank's average quarterly LTD ratio was 76.7 percent over the twelve quarters since the prior CRA examination, with quarterly ratios ranging from a low of 69.8 percent in the third quarter of 2017 to a high of 81.3 percent in the second quarter of 2019. First Hope's average quarterly LTD ratio is reasonable compared to four other financial institutions similar in size, location, and product offerings. The peer bank's average quarterly LTD ratio over the same period was 91.6 percent, ranging from 72.1 to 110 percent.

## Lending in Assessment Area

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

The bank originated and purchased 62.9 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.

Lending Inside and Outside of the Assessment Area										
Loan Category	Number of Loans				Total #	Dollar Amount of Loans \$(000s)				Total \$(000s)
	Inside		Outside			Inside		Outside		
	#	%	#	%		\$	%	\$	%	
Home Mortgage										
2017	67	43.5	87	56.5	154	12,360	29.3	29,882	70.7	42,242
2018	81	76.4	25	23.6	106	14,242	58.4	10,132	41.6	24,374
2019	113	67.3	55	32.7	168	17,368	48.2	18,701	51.8	36,069
<b>Subtotal</b>	<b>261</b>	<b>61.0</b>	<b>167</b>	<b>39.0</b>	<b>428</b>	<b>43,970</b>	<b>42.8</b>	<b>58,715</b>	<b>57.2</b>	<b>102,685</b>
Small Business										
2017	70	62.5	42	37.5	112	10,262	42.9	13,636	57.1	23,898
2018	84	65.6	44	34.4	128	16,145	48.7	16,997	51.3	33,142
2019	64	68.8	29	31.2	93	16,190	65.1	8,693	34.9	24,883
<b>Subtotal</b>	<b>218</b>	<b>65.5</b>	<b>115</b>	<b>34.5</b>	<b>333</b>	<b>42,597</b>	<b>52.0</b>	<b>39,326</b>	<b>48.0</b>	<b>81,923</b>
<b>Total</b>	<b>479</b>	<b>62.9</b>	<b>282</b>	<b>37.1</b>	<b>761</b>	<b>86,567</b>	<b>46.9</b>	<b>98,041</b>	<b>53.1</b>	<b>184,608</b>
Source: Evaluation Period: 1/1/2017 - 12/31/2019 Bank Data Due to rounding, totals may not equal 100.0										

## Description of Institution

First Hope Bank (First Hope or bank) is a family-owned, community bank established in 1911 and headquartered in Hope, NJ. First Hope Bancorp independently owns First Hope Bank. The bank offers a full range of consumer and commercial products and services, as well as wealth management services. The bank has one operating subsidiary, First Hope Invescorp, which manages portions of the bank's investment holdings. The bank has no affiliates.

First Hope operates from six locations in Northwestern NJ, with its main office in Hope, NJ and five branch offices in Warren, Sussex and Morris Counties. Within Warren County, the bank has branches in Hope, Blairstown, and Great Meadows; within Sussex County, the bank has branches in Sparta and Andover; and the bank's Hackettstown branch is located just over the Warren County line in Morris County. All branches have automated teller machines ("ATMs") and there is one stand-alone ATM in Blairstown, NJ. There were no branch openings or closings during the review period.

As of December 31, 2019, First Hope had total assets of \$520.8 million with net loans of \$354.9 million and total deposits of \$443.7 million. Net loans represented 68.1 percent of total assets. Tier one capital was \$48.8 million. The bank's loan portfolio totals \$359.1 million as of year-end 2019 and is primarily composed of commercial real estate loans, which total \$197.6 million or 55.0 percent of total loans. First Hope also originates one-to-four family residential mortgages, home equity lines of credit, multifamily, and commercial and industrial loans. One-to-four family residential mortgage loans total \$63.3 million or 17.6 percent, home equity lines of credit total \$26.5 million or 7.4 percent, multifamily loans total \$27.7 million or 7.7 percent, and commercial and industrial loans total \$28.8 million or 8.0 percent of the loan portfolio. The bank also offers construction loans, consumer loans, and farm loans; however, none of these products exceed 3 percent of the loan portfolio.

First Hope operates in a competitive financial services market, competing for both loans and deposits. Significant competitors include large national banks, regional banks, and credit unions such as Bank of America, JP Morgan Chase, Wells Fargo Bank, PNC Bank, Lakeland Bank, SB One Bank, Fulton Bank, Valley Bank, Vision Credit Union, and Affinity Credit Union.

There are no legal, financial, or other factors impeding the bank's ability to help meet the credit needs in its assessment areas. At the last CRA evaluation, dated February 27, 2017, First Hope was rated "Satisfactory."

## **Scope of the Evaluation**

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

First Hope was evaluated under the Intermediate Small Bank examination procedures, which include a lending test and a CD test. The lending test evaluates the bank's record of meeting the credit needs of the bank's AAs through its lending activities. To evaluate the bank's lending performance, we reviewed home mortgage loans and small loans to businesses. The CD test evaluates the bank's responsiveness to CD needs in its AAs through qualified lending, investments and donations, and services.

The evaluation period for the lending test, except for community development loans, is January 1, 2017 through December 31, 2019. The evaluation period for the CD test is February 27, 2017 through December 31, 2019.

### **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.

First Hope has two AAs, which consist of Warren and Sussex Counties in their entirety and a portion of Morris County. While the three counties are contiguous, Warren County is part of the Allentown-Bethlehem-Easton, PA-NJ MSA (109000); and Sussex and Morris Counties are part of the Newark, NJ-PA MSA (35084). We completed full-scope reviews for each MSA, weighing the bank’s performance in each MSA equally.

### **Ratings**

The bank’s overall rating is based on the two full-scope reviews in the State of New Jersey.

## **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 New Jersey

**CRA rating for the State of New Jersey:** Satisfactory

**The Lending Test is rated:** Satisfactory

**The Community Development Test is rated:** Outstanding

The major factors that support this rating include:

- The geographic distribution of home mortgage loans and loans to small businesses is reasonable.
- The distribution of loans to individuals of different income levels and businesses of different sizes is reasonable.
- CD lending reflects excellent responsiveness to the CD needs of the bank's AAs.
- CD investments reflect excellent responsiveness to the CD needs of the bank's AAs.

### Description of Institution's Operations in New Jersey

First Hope includes all of Warren County as one of its AAs. The bank has three branches in Warren County, representing 50 percent of the bank's total branches and 56.0 percent of the bank's total deposits at \$241.6 million as of June 30, 2019. According to the Federal Deposit Insurance Corporation's Deposit Market Share Report as of June 30, 2019, out of 12 institutions operating in Warren County, First Hope ranked third in deposit market share with 9.66 percent of the market. PNC Bank ranked first with a deposit market share of 32.48 percent and Wells Fargo Bank ranked second with a 11.21 percent deposit market share.

Warren County is part of the Allentown-Bethlehem-Easton, PA-NJ MSA (109000) and consists of 23 census tracts: three (13.0 percent) are moderate-income geographies, eight (34.8 percent) are middle-income geographies, and twelve (52.2 percent) are upper-income geographies. There are no low-income geographies in this county.

The overall population is 107,226 with 41,667 households and 28,860 families. The median family income for the MSA is \$71,539. With respect to family distribution by income level, 15.6 percent of the families are low-income, 15.5 percent are moderate-income, 19.1 percent are middle-income, and 49.8 percent are upper-income. In this MSA, 5.8 percent of families are below the poverty level.

The median housing value is \$248,195. This median housing value constrains lending opportunities to low-income borrowers, as the proportion of properties affordable to low-income borrowers is limited. The maximum income level for low-income borrowers is \$36 thousand, making the median housing value greater than six times the maximum low-income level.

Warren County has 7,554 businesses. Of these businesses, none are located within low-income geographies, 8.3 percent are in moderate-income geographies, 34.1 percent are located within middle-



income geographies, and 57.5 percent are in upper-income geographies; and 86.4 percent of the businesses reporting have revenues of less than \$1 million.

Economic conditions in the AA have been stable. The unemployment rate for Warren County is comparable to the state and national unemployment rates. As of December 2019, the U.S. Bureau of Labor Statistics (BLS) reported the unemployment rate for Warren County as 3.4 percent. For the same time, the BLS reported the unemployment rate for NJ as 3.7 percent and the national unemployment rate as 3.5 percent.<sup>1</sup> There is no single dominant industry within the county. The top employers in the area include Warren Hospital (Healthcare), Mars North America (Candy and Confectionary Products), Albea Americas (Packaging), Heath Village (Healthcare), and ShopRite (Supermarket).

To gain a better understanding of the AA and community needs, we consulted two community development organizations serving the bank's AA. The community contacts indicated the primary needs of the community are financial literacy training and affordable housing for LMI families.

### Warren County

<b>Table A – Demographic Information of the Assessment Area</b>						
<b>Assessment Area: Warren County</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)	23	0.0	13.0	34.8	52.2	0.0
Population by Geography	107,226	0.0	10.4	33.2	56.4	0.0
Housing Units by Geography	45,266	0.0	12.4	34.0	53.6	0.0
Owner-Occupied Units by Geography	30,111	0.0	7.8	29.5	62.7	0.0
Occupied Rental Units by Geography	11,556	0.0	20.3	46.0	33.7	0.0
Vacant Units by Geography	3,599	0.0	25.5	33.2	41.3	0.0
Businesses by Geography	7,554	0.0	8.3	34.1	57.5	0.0
Farms by Geography	480	0.0	2.1	26.5	71.5	0.0
Family Distribution by Income Level	28,860	15.6	15.5	19.1	49.8	0.0
Household Distribution by Income Level	41,667	18.0	14.2	18.3	49.5	0.0
Median Family Income MSA – 109000 Allentown-Bethlehem-Easton, PA-NJ MSA		\$71,539	Median Housing Value			\$248,195
			Median Gross Rent			\$1,027
			Families Below Poverty Level			5.8%
<i>Source: 2015 ACS Census and 2019 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>						

First Hope includes all of Sussex County and part of Morris County as its second AA. The bank has three branches in Sussex and Morris Counties, representing 50 percent of the bank's total branches and 43.9 percent of the bank's total deposits at \$189.4 million as of June 30, 2019. According to the Federal Deposit Insurance Corporation's Deposit Market Share Report as of June 30, 2019, out of 35 institutions

operating in Sussex and Morris Counties, First Hope ranked 22nd in deposit market share with 0.66 percent of the market. Bank of America ranked first with a deposit market share of 13.88 percent, JP Morgan Chase Bank ranked second with a deposit market share of 12.74 percent, and Wells Fargo Bank ranked third with a 9.23 percent deposit market share.

Sussex and Morris Counties are part of the Newark, NJ-PA MSA (35084). This portion of the AA consists of 59 census tracts: one (1.7 percent) is a low-income geography, two (3.4 percent) are moderate-income geographies, thirty-four (57.6 percent) are middle-income geographies, and twenty-two (37.3 percent) are upper-income geographies.

The overall population is 246,768 with 90,782 households and 66,232 families. The median family income for the MSA is \$90,570. With respect to family distribution by income level, 15.1 percent of the families are low-income, 16.2 percent are moderate-income, 23.6 percent are middle-income, and 45.0 percent are upper-income. In this MSA, 3.6 percent of families are below the poverty level.

The median housing value is \$301,604. This median housing value constrains lending opportunities to low-income borrowers, as the proportion of properties affordable to low-income borrowers is limited. The maximum income level for low-income borrowers is \$45 thousand, making the median housing value greater than six times the maximum low-income level.

This portion of the AA has 17,707 businesses. Of these businesses, 0.8 percent are located within low-income geographies, 2.8 percent are in moderate-income geographies, 47.6 percent are located within middle-income geographies, and 48.8 percent are in upper-income geographies; and 87.9 percent of the businesses reporting have revenues of less than \$1 million.

Economic conditions in the AA have been stable. The unemployment rate for Sussex County is comparable to the state and national unemployment rates and the unemployment rate for Morris County is lower than both. As of December 2019, the U.S. Bureau of Labor Statistics (BLS) reported the unemployment rate for Sussex County as 3.6 percent and the unemployment rate for Morris County as 2.8 percent. For the same time, the BLS reported the unemployment rate for NJ as 3.7 percent and the national unemployment rate as 3.5 percent.<sup>2</sup> There is no single dominant industry within these counties. The top employers in Sussex County include Selective Insurance Group, Inc. (Insurance Holding Companies), Newton Medical Center (Hospital), Selective Ins. Co. of America (Insurance), Thor Labs (Life Sciences), and Mountain Creek Resort (Tourism). The top employers in Morris County are Picatinny Arsenal (Industrial), Atlantic Health System (Healthcare), Novartis (Life Sciences), Bayer (Life Sciences), and ADP (Business Services).

To gain a better understanding of the AA and community needs, we consulted two community development organizations serving the bank's AA. The community contacts indicated the primary needs of the community are financial literacy training and affordable housing for LMI families.

Sussex County and Morris County (partial)

<b>Table A – Demographic Information of the Assessment Area</b>						
<b>Assessment Area: Sussex County and Morris County (partial)</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)	59	1.7	3.4	57.6	37.3	0.0
Population by Geography	246,768	0.8	2.3	54.5	42.4	0.0
Housing Units by Geography	101,655	1.0	2.6	59.1	37.3	0.0
Owner-Occupied Units by Geography	73,465	0.4	1.5	55.8	42.3	0.0
Occupied Rental Units by Geography	17,317	2.9	7.4	64.2	25.5	0.0
Vacant Units by Geography	10,873	1.5	2.2	73.3	23.0	0.0
Businesses by Geography	17,707	0.8	2.8	47.6	48.8	0.0
Farms by Geography	840	0.4	1.3	56.5	41.8	0.0
Family Distribution by Income Level	66,232	15.1	16.2	23.6	45.0	0.0
Household Distribution by Income Level	90,782	18.3	14.3	18.5	48.9	0.0
Median Family Income MSA – 35084 Newark, NJ-PA MSA		\$90,570	Median Housing Value			\$301,604
			Median Gross Rent			\$1,237
			Families Below Poverty Level			3.6%
<i>Source: 2015 ACS Census and 2019 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 New Jersey**

First Hope's state rating is based on the bank's home mortgage lending, small business lending, and community development activities in its two AAs. The evaluation of lending performance is weighted equally for loan products, years, and MSAs.

**CONCLUSIONS WITH RESPECT TO PERFORMANCE TESTS IN NEW JERSEY****LENDING TEST**

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

Based on full-scope reviews, the bank's lending performance in the State of New Jersey is reasonable.

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

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

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

Refer to Table O in the State of New Jersey 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.

#### Warren County

The distribution of the bank's home mortgage loans in LMI geographies was poor as the bank did not originate or purchase any home mortgage loans in LMI geographies. While there are no low-income census tracts in Warren County, the bank's proportion of loans was below the proportion of owner-occupied housing units in moderate-income geographies and was below the aggregate distribution of loans in moderate-income geographies. However, the opportunities to lend in moderate-income geographies are also limited as the number of owner-occupied housing units in moderate income geographies is low and the level of competition is high.

#### Sussex County and Morris County (partial)

The distribution of the bank's home mortgage loans in LMI geographies was reasonable. The proportion of loans exceeded the proportion of owner-occupied housing units in low-income geographies and exceeded the aggregate distribution of loans in low-income geographies. The proportion of loans was slightly below the proportion of owner-occupied housing units in moderate-income geographies and was slightly below the aggregate distribution of loans in moderate-income geographies.

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

Refer to Table Q in the State of New Jersey section of Appendix D for the facts and data used to evaluate the geographic distribution of the bank's originations and purchases of small loans to businesses.

#### Warren County

The distribution of the bank's small loans to businesses in LMI geographies was poor as the bank did not originate or purchase any small loans to businesses in LMI geographies. While there are no low-income census tracts in Warren County, the bank's proportion of loans was below the proportion of businesses in moderate-income geographies and was below the aggregate distribution of loans in moderate-income geographies.

#### Sussex County and Morris County (partial)

The distribution of the bank's small loans to businesses in LMI geographies was reasonable. The proportion of loans was comparable to the proportion of businesses in low-income geographies and exceeded the aggregate distribution of loans in low-income geographies. The proportion of loans was comparable to the proportion of businesses in moderate-income geographies and was comparable to the aggregate distribution of loans in moderate-income geographies.

### ***Lending Gap Analysis***

OCC examiners reviewed summary reports and maps detailing First Hope's lending activity over the evaluation period for home mortgage loans and small loans to businesses to identify any gaps in the geographic distribution of loans. No unexplained conspicuous gaps were identified.

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

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

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

Refer to Table P in the State of New Jersey 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.

#### **Warren County**

The distribution of the bank's home mortgage loans to LMI borrowers was reasonable. The proportion of loans was below the proportion of low-income families and comparable to the aggregate distribution of loans to low-income borrowers. The proportion of loans exceeded the proportion of moderate-income families and exceeded the aggregate distribution of loans to moderate-income borrowers.

Although the bank's proportion of loans to low-income borrowers was below the proportion of low-income families so was the aggregate distribution of lending to low-income borrowers in Warren County. Both bank and industry performance were impacted by the ratio of median housing value (MHV) to income in the AA. The MHV constrains lending opportunities to low-income borrowers, as the proportion of properties affordable to low-income borrowers is limited. The MHV in Warren County is \$248,195. The maximum income level for low-income borrowers is \$36 thousand, making the MHV greater than six times the maximum low-income level.

#### **Sussex County and Morris County (partial)**

The distribution of the bank's home mortgage loans to LMI borrowers was reasonable. The proportion of loans was below the proportion of low-income families and below the aggregate distribution of loans to low-income borrowers. The proportion of loans exceeded the proportion of moderate-income families and was comparable to the aggregate distribution of loans to moderate-income borrowers.

Although the bank's proportion of loans to low-income borrowers was below the proportion of low-income families so was the aggregate distribution of lending to low-income borrowers in Sussex and Morris Counties. Both bank and industry performance were impacted by the ratio of MHV to income in the AA. The MHV constrains lending opportunities to low-income borrowers, as the proportion of properties affordable to low-income borrowers is limited. The MHV in Sussex and Morris Counties is \$301,604. The maximum income level for low-income borrowers is \$45 thousand, making the MHV greater than six times the maximum low-income level.

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

Refer to Table R in the State of New Jersey 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.

Warren County

The distribution of the bank's small loans to businesses by revenue was reasonable. The proportion of loans to businesses with revenues of \$1 million or less was significantly below the proportion of those businesses in Warren County but exceeded the aggregate distribution of loans to those businesses.

Sussex County and Morris County (partial)

The distribution of the bank's small loans to businesses by revenue was reasonable. The proportion of loans to businesses with revenues of \$1 million or less was significantly below the proportion of those businesses in Sussex and Morris Counties, but comparable to the aggregate distribution of loans to those businesses.

**Responses to Complaints**

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

**COMMUNITY DEVELOPMENT TEST**

The bank's performance under the Community Development Test in the State of New Jersey is rated Outstanding.

Based on full-scope reviews, the bank exhibits excellent responsiveness to community development needs in the state through community development loans, qualified investments, and community development services, as appropriate, considering the bank's capacity and the need and availability of such opportunities for community development in the bank's assessment areas.

**Number and Amount of Community Development Loans**

The Community Development Loans Table, shown below, sets forth the information and data used to evaluate the bank's level of CD lending. The table includes all CD loans, including multifamily loans that also qualify as CD loans.

Community Development Loans				
Assessment Area	Total			
	#	% of Total #	\$(000's)	% of Total \$
Warren	0	-	-	-
Sussex/Morris	11	91.7	5,478	89.0
Statewide	1	8.3	675	11.0
<b>Total</b>	<b>12</b>	<b>100.0</b>	<b>6,153</b>	<b>100.0</b>

Warren County

The bank's CD lending demonstrated adequate responsiveness to community development needs. While the bank did not originate any CD loans solely for Warren County, the CD lending opportunities in

Warren County are limited and the competition for CD loans is significant, including large national and regional banks.

#### Sussex County and Morris County (partial)

The bank's CD lending demonstrated excellent responsiveness to community development needs. The bank originated eleven loans totaling \$5.5 million in Sussex and Morris Counties that either promoted economic development by creating jobs for LMI individuals or provided affordable housing to LMI individuals. Examples of the CD loans include:

- First Hope originated two CD loans totaling \$2.9 million that promote economic development through financing a small manufacturing business in Sussex County.
- First Hope originated one CD loan totaling \$560 thousand to a small business in Morris County that promotes economic development by creating four full time and eight to ten part time jobs for LMI individuals.
- First Hope originated one CD loan totaling \$450 thousand that provides three affordable housing units for LMI individuals in Sussex County.

#### Statewide

The bank originated one CD loan totaling \$675 thousand to an organization that provides community services to LMI individuals in the broader statewide area that includes Warren, Sussex, and Morris Counties.

#### **Number and Amount of Qualified Investments**

Qualified Investments										
Assessment Area	Prior Period*		Current Period		Total				Unfunded Commitments**	
	#	\$(000's)	#	\$(000's)	#	% of Total #	\$(000's)	% of Total \$	#	\$(000's)
Warren			9	6	9	15.0	6	0.1	0	0
Sussex/Morris			21	47	21	35.0	47	0.7	0	0
Statewide***	4	2,915	26	3,750	30	50.0	6,665	99.2	0	0
<b>Total</b>	<b>4</b>	<b>2,915</b>	<b>56</b>	<b>3,803</b>	<b>60</b>	<b>100.0</b>	<b>6,718</b>	<b>100.0</b>	<b>0</b>	<b>0</b>

\* 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.

\*\*\* Consists of CD investments and donations benefiting the broader State of New Jersey, including Warren, Sussex, and Morris Counties.

The bank's qualified investments demonstrated excellent responsiveness to community development needs in Warren, Sussex, and Morris Counties. During the evaluation period, the bank invested in three mortgage-backed securities (MBS) totaling \$3.7 million, providing affordable housing to LMI individuals in the bank's AAs and statewide. The bank has four MBS totaling \$2.9 million outstanding from previous evaluation periods. Two of the investments totaling \$1.3 million focus on LMI

individuals in the bank's AAs and two investments totaling \$1.6 million benefit LMI individuals in the Sussex/Morris AA and LMI individuals statewide. Examples of the qualified investments include:

- First Hope invested \$1.3 million in one MBS backed by four mortgages to LMI borrowers in the Warren County AA and Sussex and Morris Counties AA and two LMI borrowers in the regional area.
- First Hope invested \$1.1 million in one MBS backed by two mortgages to LMI borrowers in the Warren County AA and Sussex and Morris Counties AA and two mortgages to LMI borrowers in the regional area.
- First Hope invested \$1.2 million in one MBS backed by two mortgages to LMI borrowers in the Sussex and Morris Counties AA and three mortgages to LMI borrowers in the regional area.

In addition, the bank made 53 donations totaling \$139 thousand to organizations that provide community services and affordable housing for LMI individuals in the bank's AAs and statewide. The organizations' activities include financial literacy education, tax preparations, food banks, temporary shelter, job training, and medical care. From the donations, \$6 thousand benefited the Warren County AA and \$47 thousand benefited the Sussex/Morris County AA. The remaining \$86 thousand in donations provided an impact to the broader State of New Jersey, including both AAs.

### **Extent to Which the Bank Provides Community Development Services**

First Hope provided an adequate level of CD services in its AAs during the evaluation period. Bank directors, officers, and staff provided their expertise to eight organizations that provide affordable housing and/or community services to LMI individuals. Examples of services include:

- Bank directors served as council members of a non-profit organization that addresses the needs of low-income families; and
- Bank officers taught a course to assist LMI individuals in obtaining a home mortgage loan.



## 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 MSA(s) and non-MSA(s) 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: 01/01/17 to 12/31/19 Community Development Test: 02/27/17 to 12/31/19	
<b>Bank Products Reviewed:</b>	Home mortgage and small business loans Community development loans, qualified investments, community development services	
<b>Affiliate(s)</b>	<b>Affiliate Relationship</b>	<b>Products Reviewed</b>
None	Not applicable	Not applicable
<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>New Jersey</b>		
Allentown-Bethlehem-Easton, PA-NJ MSA	Full-scope	Warren County
Newark, NJ-PA MSA	Full-scope	Sussex County and Partial Morris County

## Appendix B: Summary of MMSA and State Ratings

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<b>RATINGS First Hope Bank</b>			
<b>Overall Bank:</b>	<b>Lending Test Rating*</b>	<b>CD Test Rating</b>	<b>Overall Bank/State/Multistate Rating</b>
First Hope Bank	Satisfactory	Outstanding	Satisfactory
<b>State:</b>			
New Jersey	Satisfactory	Outstanding	Satisfactory

(\*) The Lending Test and Community Development Test carry equal weight in the overall rating.

## 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 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.



<b>Table O: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Geography – Warren County</b>																				<b>2017-19</b>	
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		
Warren County	139	19,145	100.0	3,024	0.0	0.0	0.0	7.8	0.0	7.0	29.5	18.0	31.4	62.7	82.0	61.6	0.0	0.0	0.0		
<b>Total</b>	<b>139</b>	<b>19,145</b>	<b>100.0</b>	<b>3,024</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>7.8</b>	<b>0.0</b>	<b>7.0</b>	<b>29.5</b>	<b>18.0</b>	<b>31.4</b>	<b>62.7</b>	<b>82.0</b>	<b>61.6</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>		

*Source: 2015 ACS Census; 01/01/2017 - 12/31/2019 Bank Data, 2018 HMDA Aggregate Data, 2019 data not available.  
Due to rounding, totals may not equal 100.0*

<b>Table O: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Geography – Sussex County and Morris County (partial)</b>																				<b>2017-19</b>	
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		
Sussex County and Morris County (partial)	122	24,823	100.0	8,791	0.4	0.8	0.6	1.5	0.8	2.1	55.8	48.4	63.6	42.3	50.0	33.7	0.0	0.0	0.0		
<b>Total</b>	<b>122</b>	<b>24,823</b>	<b>100.0</b>	<b>8,791</b>	<b>0.4</b>	<b>0.8</b>	<b>0.6</b>	<b>1.5</b>	<b>0.8</b>	<b>2.1</b>	<b>55.8</b>	<b>48.4</b>	<b>63.6</b>	<b>42.3</b>	<b>50.0</b>	<b>33.7</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>		

*Source: 2015 ACS Census; 01/01/2017 - 12/31/2019 Bank Data, 2018 HMDA Aggregate Data, 2019 data not available.  
Due to rounding, totals may not equal 100.0*

<b>Table P: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Borrower – Warren County</b>																			<b>2017-19</b>	
	<b>Total Home Mortgage Loans</b>				<b>Low-Income Borrowers</b>			<b>Moderate-Income Borrowers</b>			<b>Middle-Income Borrowers</b>			<b>Upper-Income Borrowers</b>			<b>Not Available-Income Borrowers</b>			
<b>Assessment Area:</b>	<b>#</b>	<b>\$</b>	<b>% of Total</b>	<b>Overall Market</b>	<b>% Families</b>	<b>% Bank Loans</b>	<b>Aggregate</b>	<b>% Families</b>	<b>% Bank Loans</b>	<b>Aggregate</b>	<b>% Families</b>	<b>% Bank Loans</b>	<b>Aggregate</b>	<b>% Families</b>	<b>% Bank Loans</b>	<b>Aggregate</b>	<b>% Families</b>	<b>% Bank Loans</b>	<b>Aggregate</b>	
Warren County	139	19,145	100.0	3,024	15.6	3.6	3.7	15.5	17.3	13.7	19.1	32.4	24.4	49.8	43.2	38.9	0.0	3.6	19.4	
<b>Total</b>	<b>139</b>	<b>19,145</b>	<b>100.0</b>	<b>3,024</b>	<b>15.6</b>	<b>3.6</b>	<b>3.7</b>	<b>15.5</b>	<b>17.3</b>	<b>13.7</b>	<b>19.1</b>	<b>32.4</b>	<b>24.4</b>	<b>49.8</b>	<b>43.2</b>	<b>38.9</b>	<b>0.0</b>	<b>3.6</b>	<b>19.4</b>	

*Source: 2015 ACS Census; 01/01/2017 - 12/31/2019 Bank Data, 2018 HMDA Aggregate Data, 2019 data not available.  
Due to rounding, totals may not equal 100.0*

<b>Table P: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Borrower – Sussex County and Morris County (partial)</b>																			<b>2017-19</b>	
	<b>Total Home Mortgage Loans</b>				<b>Low-Income Borrowers</b>			<b>Moderate-Income Borrowers</b>			<b>Middle-Income Borrowers</b>			<b>Upper-Income Borrowers</b>			<b>Not Available-Income Borrowers</b>			
<b>Assessment Area:</b>	<b>#</b>	<b>\$</b>	<b>% of Total</b>	<b>Overall Market</b>	<b>% Families</b>	<b>% Bank Loans</b>	<b>Aggregate</b>	<b>% Families</b>	<b>% Bank Loans</b>	<b>Aggregate</b>	<b>% Families</b>	<b>% Bank Loans</b>	<b>Aggregate</b>	<b>% Families</b>	<b>% Bank Loans</b>	<b>Aggregate</b>	<b>% Families</b>	<b>% Bank Loans</b>	<b>Aggregate</b>	
Sussex County and Morris County (partial)	122	24,823	297.6	8,791	15.1	0.8	8.3	16.2	18.0	21.4	23.6	34.4	22.6	45.0	37.7	29.5	0.0	9.0	18.1	
<b>Total</b>	<b>122</b>	<b>24,823</b>	<b>297.6</b>	<b>8,791</b>	<b>15.1</b>	<b>0.8</b>	<b>8.3</b>	<b>16.2</b>	<b>18.0</b>	<b>21.4</b>	<b>23.6</b>	<b>34.4</b>	<b>22.6</b>	<b>45.0</b>	<b>37.7</b>	<b>29.5</b>	<b>0.0</b>	<b>9.0</b>	<b>18.1</b>	

*Source: 2015 ACS Census; 01/01/2017 - 12/31/2019 Bank Data, 2018 HMDA Aggregate Data, 2019 data not available.  
Due to rounding, totals may not equal 100.0*

Table Q: Assessment Area Distribution of Loans to Small Businesses by Income Category of the Geography – Warren County																			2017-19	
Assessment Area:	Total Loans to Small Businesses				Low-Income Tracts			Moderate-Income Tracts			Middle-Income Tracts			Upper-Income Tracts			Not Available-Income Tracts			
	#	\$	% of Total	Overall Market	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate	
Warren County	75	8,137	100.0	2,526	0.0	0.0	0.0	8.3	0.0	7.4	34.1	33.3	30.8	57.5	66.7	61.8	0.0	0.0	0.0	
<b>Total</b>	<b>75</b>	<b>8,137</b>	<b>100.0</b>	<b>2,526</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>8.3</b>	<b>0.0</b>	<b>7.4</b>	<b>34.1</b>	<b>33.3</b>	<b>30.8</b>	<b>57.5</b>	<b>66.7</b>	<b>61.8</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	

*Source: 2019 D&B Data; 01/01/2017 - 12/31/2019 Bank Data; 2017 CRA Aggregate Data, 2018 data not available.  
Due to rounding, totals may not equal 100.0*

Table Q: Assessment Area Distribution of Loans to Small Businesses by Income Category of the Geography – Sussex County and Morris County (partial)																			2017-19	
Assessment Area:	Total Loans to Small Businesses				Low-Income Tracts			Moderate-Income Tracts			Middle-Income Tracts			Upper-Income Tracts			Not Available-Income Tracts			
	#	\$	% of Total	Overall Market	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate	
Sussex County and Morris County (partial)	143	34,460	332.6	6,471	0.8	0.7	0.5	2.8	2.8	3.2	47.6	33.6	57.7	48.8	62.9	38.6	0.0	0.0	0.0	
<b>Total</b>	<b>143</b>	<b>34,460</b>	<b>332.6</b>	<b>6,471</b>	<b>0.8</b>	<b>0.7</b>	<b>0.5</b>	<b>2.8</b>	<b>2.8</b>	<b>3.2</b>	<b>47.6</b>	<b>33.6</b>	<b>57.7</b>	<b>48.8</b>	<b>62.9</b>	<b>38.6</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	

*Source: 2019 D&B Data; 01/01/2017 - 12/31/2019 Bank Data; 2017 CRA Aggregate Data, 2018 data not available.  
Due to rounding, totals may not equal 100.0*

<b>Table R: Assessment Area Distribution of Loans to Small Businesses by Gross Annual Revenues – Warren County</b>												<b>2017-19</b>
Assessment Area:	Total Loans to Small Businesses				Businesses with Revenues <= 1MM			Businesses with Revenues > 1MM		Businesses with Revenues Not Available		
	#	\$	% of Total	Overall Market	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	% Businesses	% Bank Loans	
Warren County	75	8,137	100.0	2,526	86.4	57.3	51.0	4.7	42.7	8.9	0.0	
<b>Total</b>	<b>75</b>	<b>8,137</b>	<b>100.0</b>	<b>2,526</b>	<b>86.4</b>	<b>57.3</b>	<b>51.0</b>	<b>4.7</b>	<b>42.7</b>	<b>8.9</b>	<b>0.0</b>	
<i>Source: 2019 D&amp;B Data; 01/01/2017 - 12/31/2019 Bank Data; 2017 CRA Aggregate Data, 2018 data not available.                      Due to rounding, totals may not equal 100.0</i>												

<b>Table R: Assessment Area Distribution of Loans to Small Businesses by Gross Annual Revenues – Sussex County and Morris County (partial)</b>												<b>2017-19</b>
Assessment Area:	Total Loans to Small Businesses				Businesses with Revenues <= 1MM			Businesses with Revenues > 1MM		Businesses with Revenues Not Available		
	#	\$	% of Total	Overall Market	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	% Businesses	% Bank Loans	
Sussex County and Morris County (partial)	143	34,460	100.0	6,471	87.9	44.8	48.4	5.0	53.8	7.0	1.4	
<b>Total</b>	<b>143</b>	<b>34,460</b>	<b>100.0</b>	<b>6,471</b>	<b>87.9</b>	<b>44.8</b>	<b>48.4</b>	<b>5.0</b>	<b>53.8</b>	<b>7.0</b>	<b>1.4</b>	
<i>Source: 2019 D&amp;B Data; 01/01/2017 - 12/31/2019 Bank Data; 2017 CRA Aggregate Data, 2018 data not available.                      Due to rounding, totals may not equal 100.0</i>												