



## **PUBLIC DISCLOSURE**

August 3, 2020

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

Mutual Savings and Loan Association  
Charter Number 700165

2900 Clearview Pkwy  
Metairie, LA 70006-6532

Office of the Comptroller of the Currency

3838 North Causeway Blvd.  
Suite 2890  
Metairie, LA 70002-8105

**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 average loan-to-deposit (LTD) ratio is more than reasonable.
- Mutual (Mutual, Bank, Institution) originated a majority of loans inside the assessment areas (AAs).
- The bank's distribution of home mortgage loans by income levels of geography is reasonable.
- The bank's distribution of loans to borrowers of different income levels is reasonable.
- Mutual did not receive any CRA-related complaints during the evaluation period.

### Loan-to-Deposit Ratio

Considering the bank's size, financial condition, and credit needs of the AAs, the bank's loan-to-deposit ratio is more than reasonable. The quarterly LTD ratio since the previous CRA Performance Evaluation (PE) averaged 142.9 percent, with a high ratio of 164.8 percent in the last quarter of 2016. We compared the LTD ratio to other similarly-situated banks (peer group) within the AA during the same period of time.

Institution	Assets – As of December 31, 2019 (in thousands)	Average LTD
Mutual Savings & Loan Association	48,850	142.9%
Eureka Homestead	107,113	119.9%
Heritage Bank	135,315	110.5%

*Source: Call Reports*

### Lending in Assessment Area

A majority of the bank's loans are inside its AAs. During the evaluation period, the bank originated 76.7 percent, by number of loans and 79.4 percent, by dollar amount of loans within its AAs. This analysis is performed at the bank, rather than the AAs, level.

<b>Lending Inside and Outside of the Assessment Area</b>										
Loan Category	Number of Loans				Total #	Dollar Amount of Loans \$(000s)				Total \$(000s)
	Inside		Outside			Inside		Outside		
	#	%	#	%		\$	%	\$	%	
Home Mortgage										
2015	15	75.00	5	25.00	20	4,322	83.63	846	16.37	5,168
2016	13	65.00	7	35.00	20	2,883	61.71	1,789	38.29	4,672
2018	18	90.00	2	10.00	20	4,185	93.00	315	7.00	4,500
Total	46	76.67	14	23.33	60	11,390	79.43	2,950	20.57	14,340

## Description of Institution

Mutual is a small, single-state community savings and loan association, which operates out of two locations in the state of Louisiana (LA). The bank's headquarters are located in Metairie, LA of Jefferson Parish, with a branch office in Mandeville, LA of St. Tammany Parish. The bank does not have any ATMs or a holding company and has not opened or closed any branches since the last CRA evaluation.

Mutual's location is not particularly visible from major thoroughfares, and there is very little foot traffic in the bank. The majority of the customer base has been maintained through the outreach efforts of the board and management team.

The bank designates 76 census tracts (CTs) of the eastern side of Jefferson Parish and 17 CTs of the western side of St. Tammany Parish as its AAs. Both areas are parts of the New Orleans-Metairie, LA Metropolitan Statistical Area (MSA).

Mutual offers fixed and variable-rate mortgage loans for the purchase, improvement, or refinance of owner occupied one-to-four family dwellings. The bank offers a bi-weekly mortgage program which permits payments to be made every two weeks, resulting in interest savings to the borrower. The bi-weekly program shortens the term of the loan, allowing the borrower's equity to build up much faster than a traditional monthly mortgage payment. Mutual also offers a construction/permanent loan program, (owner-occupied properties) which lets customers lock into the interest rate at the time of application. The bank's primary business strategy or strategic plan is to originate and retain mortgage loans; however, some loans have been sold in the past for interest rate risk purposes. Banking hours reasonably meet the community needs with lobby hours Monday through Friday at both locations. There have not been any significant changes to Mutual's corporate structure, including merger or acquisition activities, since the prior CRA evaluation.

As of December 31, 2019, the bank reported total assets of \$49 million, total loans of \$45 million, and total investments of \$2 million. The bank reported total deposits of \$33 million and total tier 1 capital of \$14 million. The bank's loan portfolio breakdown reflects 1-4 family (inclusive of construction loans) mortgage loans, as Mutual's primary loan product at 93.9 percent of the total loan portfolio.

<b>Mutual's Loan Portfolio</b>		
<b>Loan Category</b>	<b>\$ (000)</b>	<b>%</b>
1-4 Family Real Estate (includes Construction Loans)	\$42,084	93.9%
Commercial (including Small Business Loans)	\$2,593	5.8%
Consumer Loans	\$121	0.3%
<b>Total</b>	<b>\$44,798</b>	<b>100.00%</b>

Source: Call Report data, as of 12/31/2019

Mutual is a non-Home Mortgage Disclosure Act (HMDA) institution, but the bank chooses to voluntarily file a report when it originates enough loans to satisfy HMDA requirements. See Scope of Examination for more details.

Mutual faces significant competition in originating loans within its AAs. This competition stems from other larger banks, credit unions and mortgage banking companies with regional and national footprints. Many of the financial services providers operating in Mutual's AAs are significantly larger, such as, Hancock Whitney Bank, GMFS LLC, JP Morgan Chase Bank, Iberia Bank, Wells Fargo Bank, Quicken Loans, Fidelity Bank and Regions Bank. These factors were taken into consideration when determining the CRA performance.

Mutual has no affiliate or operating subsidiary activities considered when evaluating the CRA performance. There are no legal or financial factors impeding the ability to help meet the credit needs of its AAs. The rating at its previous CRA evaluation dated January 26, 2016, was Satisfactory.

## **Scope of the Evaluation**

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

The evaluation period for the Lending Test was January 1, 2015, through December 31, 2016; as well as January 1, 2018, through December 31, 2018. We assessed Mutual's CRA performance within its AAs by using the Interagency Small Bank Procedures. The bank is subject to the Lending Test. The bank's primary product is one- to four-family real estate. Mutual is not a HMDA-reporter; however, the bank chooses to file reports when it originates enough loans to satisfy the HMDA requirements. At the previous CRA evaluation, the lending test covered January 1, 2012 to December 31, 2014. Since that time, Mutual only originated more than 20 loans in calendar years 2015, 2016 and 2018, therefore, our review period reflected those years. We sampled 60 loans during the review period, 20 for each calendar year previously mentioned.

Analysis of data related to calendar years 2015 and 2016 is based on the 2006-2010 American Community Survey (ACS). Analysis of data related to calendar year 2018 is based on the 2011- 2015 ACS.

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

Mutual has two AAs within one MSA in the state of Louisiana. We performed a full-scope review of the combined AAs. There were no limited-scope reviews.

## Ratings

The bank's overall rating is a blend of the state rating.

Mutual's rating is based on performance in its combined AAs. Only two branches and no ATMs are located within the MSA in the state of Louisiana. The overall rating is based on the bank's primary product (one- to four-family residential mortgages) within the combined AAs in the state of Louisiana.

## 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 does not have public information regarding noncompliance with statutes and regulations prohibiting discriminatory or other illegal credit practices with respect to this institution. In determining this institution's overall CRA rating, the OCC has considered information that was made available to the OCC on a confidential basis during its consultations.

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 Louisiana

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

**The Lending Test is rated: Satisfactory**

The major factors that support this rating include:

- The average LTD ratio is more than reasonable.
- The bank originated a substantial majority of loans inside the AAs.
- The bank's distribution of home mortgage loans by income level of geography and the distribution of loans to borrowers of different incomes are reasonable.
- Mutual did not receive any CRA-related complaints during the evaluation period.

## Description of Institution’s Operations in Louisiana

Mutual operates within the state of Louisiana. The bank’s operations are discussed in detail under the Description of the Institution.

We conducted a community contact with a local Professor Emeritus who also holds appraisal MAI and SRA designations. His organization serves Jefferson and St. Tammany Parishes by assessing property values of real estate and conducting market feasibility studies. He stated that there is a basic need for affordable single-family dwellings that are priced at \$300,000 and less on the east bank of Jefferson Parish and the western side of St. Tammany Parish, as availability of homes in that price range is limited. In addition, he stated there is also a need for affordable construction loans, as the market does not have many in either AA.

Jefferson and St. Tammany are two of eight parishes which make up the New Orleans-Metairie, LA MSA. Mutual’s AA includes 76 CTs on the eastern side of the Mississippi River in Jefferson Parish and 17 CTs on the western side of the Mississippi River in St. Tammany Parish. The entire MSA is too large for the bank to reasonably serve; therefore, Mutual focuses its banking activities in portions of Jefferson and St. Tammany Parishes where both of the bank’s branches are located. Major cities in Jefferson Parish include Metairie and Kenner. Major cities in St. Tammany Parish include Mandeville and Covington. Of the 93 CTs, within the AAs, four are low-income; 14 are moderate-income; 35 are middle-income; and 40 are upper-income. The main office is located in a moderate-income CT, along with a drive-up teller machine. The St. Tammany branch is located in a middle-income CT. Mutual’s AAs meet regulatory guidelines by including whole geographies and do not arbitrarily exclude low-income and moderate-income areas.

The Federal Financial Institutions Examination Council’s (FFIEC) updated 2018 median family income for the AA was \$65,700. Low-income is defined as less than 50 percent of the median family income. Moderate-income is defined as 50 percent to less than 80 percent of the median family income. Middle-income is defined as 80 percent to 119 percent of the median family income. Upper-income is defined as income of 120 percent and over the median family income. The following table depicts income categories:

Income Categories – Jefferson and St. Tammany Parishes			
Low	Moderate	Middle	Upper
<\$32,849	\$32,850 – \$52,559	\$52,560- \$78,839	>\$78,840

Source: US Census data

Table A – Demographic Information of the AAs						
Assessment Areas: Jefferson and St. Tammany Parishes						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	93	4.3	14.9	37.2	42.6	1.1
Population by Geography	351,175	3.3	13.1	36.5	47.1	0
Housing Units by Geography	154,613	3.8	13.2	37.3	45.7	0
Owner-Occupied Units by Geography	91,194	0.9	6.9	38.6	53.7	0
Occupied Rental Units by Geography	49,378	8.2	24.0	36.3	31.6	0
Vacant Units by Geography	14,041	7.0	16.9	32.9	43.3	0
Businesses by Geography	47,502	3.7	12.7	30.5	53.2	0
Farms by Geography	699	1.0	11.0	41.9	46.1	0
Family Distribution by Income Level	89,026	17.1	14.0	17.7	51.2	0
Household Distribution by Income Level	140,572	19.6	14.3	15.7	50.5	0
FFIEC's Updated MSA Median Family Income		\$65,700	Median Housing Value			\$208,215
			Median Gross Rent			\$940
			Families Below Poverty Level			8.8%
<i>Source: 2015 ACS and 2018 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>						

Based on the 2018 business demographic data, there were 47,502 non-farm businesses in Jefferson and St. Tammany Parish. Of these businesses, 42,039 (88.5 percent) had revenues of less than \$1 million, 2,101 (4.42 Percent had greater than \$1 million, and 3,362 (7.08 percent) did not report revenue information. The economy of the AAs is primarily dominated by four major sectors: oil/gas and related fields; tourism; the port and the ship/boat building, and aerospace manufacturing. Major employers in Jefferson and St. Tammany Parish include healthcare and medical (East Jefferson General, St. Tammany Parish Hospital, Home Health of St. Tammany Hospice, Lakeview Regional Medical Center), government (Jefferson and St. Tammany Parish Government), transportation (Acme Truck Line).

The eastern side of Jefferson Parish and the western side of St. Tammany Parish are approximately 10 and 50 miles, respectively from downtown New Orleans, LA.

#### Competition in AA

The banking environment within the AAs is highly competitive. The June 30, 2019, FDIC's Deposit Market Share Report indicates Mutual ranked 25<sup>th</sup> of 27 lenders and commanded less than one percent (0.20) of the market share. The top four banks: Hancock Whitney Bank, Capital One Bank, JP Morgan Chase Bank and Regions Bank, held 68 percent of deposits in the AAs. In addition, the banks also compete for loans, which make the environment more aggressive to attract and retain customers.



### Poverty Level

The eastern side of Jefferson Parish and the western side of St. Tammany Parish have a total population of 351,175 individuals which include 140,572 households. Of total households, 8.8 percent are below the poverty level, which represents a relatively high percent. Because so many households (12,370 individuals) live at or below the poverty level, these applicants often do not have the required down payment to qualify for loans.

### Lack of Affordable Homes

The FFIEC's weighted average MSA Median Family Income for the AAs in 2018 was \$65,700. Utilizing the bank's current underwriting ratios, a low-income borrower and a moderate-income borrower would qualify for loans up to \$115,000 and \$190,000. According to Table A above, the median housing value within the AA during our review period was \$208,215. Based on the preceding factors, low-income and moderate-income borrowers would potentially not be able to purchase a home. We also factored into the equation, the average age of the housing stock in the AAs, according to the 2015 ACS Census, which was 45 years and 47 years for low-income and moderate-income CTs. Often times, older housing has higher maintenance costs compared to new housing stock and frequently requires significant repairs to bring dwellings up to code requirements. These older houses are often less energy efficient, resulting in higher utility costs, which can increase homeownership costs. In addition, our Community Contact, who is an expert in the real estate market, stated there are minimal affordable houses within these AAs. Currently houses sold on the eastern side of Jefferson Parish and the western side of St. Tammany Parish range in excess of \$250,000.

### Increase in Home Prices

The New Orleans & Northshore Region Real Estate Market Analysis concluded that the average price of a single-family dwelling in Jefferson Parish from 2016 to 2018 increased from \$206,588 to \$231,536. For the same time period, houses in St. Tammany Parish increased from \$247,070 to \$264,343. In most cases, it would be difficult for low-income and moderate-income borrowers to purchase residences, if they qualified for loan amounts of \$115,000 and \$190,000.

### Geographic Distribution of Census Tracts

Mutual has 18 LMI CTs in its AAs of which four are low-income and 14 are moderate-income. Of the 18 CTs, only two (205.16 and 237.00), or 11 percent, are strictly residential CTs. CT 205.16 and 237.00 are low- and moderate-income tracts which are located approximately five and six miles from the main office. There are various other "very visible" financial institutions in much closer proximity to these CTs when compared to Mutual's location.

The other 16 LMI CTs are primarily comprised of the New Orleans Airport; the Clearview Shopping Mall Center; the Downtown Covington Business District; innumerable businesses; commercial buildings, apartment buildings, and residential buildings that have been converted to businesses.

Mutual's distribution of loans are reasonable based on the preceding factors.

## Scope of Evaluation in Louisiana

Mutual has two AAs within one MSA in the state of Louisiana. We performed a full-scope review of the combined AAs. There were no limited-scope reviews.

### LENDING TEST

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

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

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

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

#### *Home Mortgage Loans*

Refer to Table O in the state of Louisiana section of appendix D for the facts and data used to evaluate the geographic distribution of the bank's home mortgage loan originations.

The overall geographic distribution of loans in the bank's AA reflects a reasonable dispersion in low- and moderate-income CTs. The AAs contain 18 low- and moderate-income CTs of which only two are strictly residential.

For calendar year 2015, the bank's mortgage lending in low-income CTs was below the level of owner-occupied units located in low-income CTs and somewhat below the level of aggregate lending originated within those CTs. In moderate-income CTs, the bank's mortgage lending was somewhat below the level of owner-occupied units within the CTs, but exceeded the aggregate lending originated by peer banks in the CTs.

For calendar year 2016, the bank's mortgage lending in low-income CTs was below the level of owner-occupied units located in low-income CTs within the AA, and somewhat below the level of aggregate lending originated within those CTs. In moderate-income CTs, the bank's mortgage lending was below the level of owner-occupied units within the CTs, as well as below the aggregate lending originated by peer banks in the CTs.

For calendar year 2018, the bank's mortgage lending in low-income CTs was below the level of owner-occupied units located in low-income CTs within the AA, as well as the level of aggregate lending originated within those CTs. In moderate-income CTs, the bank's mortgage lending was somewhat below the level of owner-occupied units within the CTs, and below the aggregate lending originated by peer banks in the CTs.

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

The bank exhibits a reasonable distribution of loans to individuals of different income levels.

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

Refer to Table P in the state of Louisiana, section of appendix D for the facts and data used to evaluate the borrower distribution of the bank's home mortgage loan originations, and the performance context considerations in Table A above for more details.

For calendar year 2015, the proportion of loans to low-income borrowers was lower than the demographic but exceeded the aggregate data. The proportion of home mortgage loans to moderate-income borrowers was lower than the demographic as well as aggregate data.

For calendar year 2016, the proportion of loans to low-income borrowers was lower than the demographic as well as the aggregate data. The proportion of home mortgage loans to moderate-income borrowers was lower than the demographic as well as aggregate data.

For calendar year 2018, the proportion of loans to low-income borrowers was lower than the demographic but exceeded the aggregate data. The proportion of home mortgage loans to moderate-income borrowers was lower than the demographic as well as aggregate data.

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

No unexplained, conspicuous gaps in lending were identified. We evaluated the lending distribution in the full-scope AAs to determine if any unexplained conspicuous gaps existed. We reviewed residential loans in LMI geographies.

### **Responses to Complaints**

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

## 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>January 1, 2015 to December 31, 2016 and January 1, 2018 to December 31, 2018</b>	
<b>Bank Products Reviewed:</b>	<b>Home Mortgage Loans</b>	
<b>Affiliate(s)</b>	<b>Affiliate Relationship</b>	<b>Products Reviewed</b>
<b>Not applicable</b>	<b>Not applicable</b>	
<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>Jefferson and St. Tammany Parishes</b>	<b>Full-Scope</b>	<b>None</b>

## Appendix B: Summary of MMSA and State Ratings

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RATINGS	Mutual Savings & Loan Association
	Lending Test Rating
Overall Bank:	Satisfactory
Louisiana	Satisfactory

## 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.

Table O: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Geography																	2015		
AA	Total Home Mortgage Loans			Low-Income Tracts			Moderate-Income Tracts			Middle-Income Tracts			Upper-Income Tracts			Not Available-Income Tracts			
	#	\$	% of Total	% 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	
Jefferson & St. Tammany	46	11,390	100.0	0.3	0.0	0.1	7.8	6.7	6.0	41.3	13.3	37.6	50.6	80.0	56.2	0.0	0.0	0.1	
<b>Total</b>	46	11,390	100.0	0.3	0.0	0.1	7.8	6.7	6.0	41.3	13.3	37.6	50.6	80.0	56.2	0.0	0.0	0.1	

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

Table P: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Borrower																	2015		
AA	Total Home Mortgage Loans			Low-Income Borrowers			Moderate-Income Borrowers			Middle-Income Borrowers			Upper-Income Borrowers			Not Available-Income Borrowers			
	#	\$	% of Total	% of Families	% Bank Loans	Aggregate	% of Families	% Bank Loans	Aggregate	% of Families	% Bank Loans	Aggregate	% of Families	% Bank Loans	Aggregate	% of Families	% Bank Loans	Aggregate	
Jefferson & St. Tammany	46	11,390	100.0	16.4	6.7	3.8	15.7	6.7	13.7	18.8	13.3	18.7	49.1	73.3	46.8	0.0	0.0	17.0	
<b>Total</b>	46	11,390	100.0	16.4	6.7	3.8	15.7	6.7	13.7	18.8	13.3	18.7	49.1	73.3	16.8	0.0	0.0	17.0	

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

Table O: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Geography																			2016
AA	Total Home Mortgage Loans			Low-Income Tracts			Moderate-Income Tracts			Middle-Income Tracts			Upper-Income Tracts			Not Available-Income Tracts			
	#	\$	% of Total	% 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	
Jefferson & St. Tammany	46	11,390	100.0	0.3	0.0	0.1	7.8	0.0	6.5	41.3	53.9	37.7	50.6	46.1	55.7	0.0	0.0	0.0	
<b>Total</b>	46	11,390	100.0	0.3	0.0	0.1	7.8	0.0	6.5	41.3	53.9	37.7	50.6	46.1	55.7	0.0	0.0	0.0	

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

Table P: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Borrower																			2016
AA	Total Home Mortgage Loans			Low-Income Borrowers			Moderate-Income Borrowers			Middle-Income Borrowers			Upper-Income Borrowers			Not Available-Income Borrowers			
	#	\$	% of Total	% of Families	% Bank Loans	Aggregate	% of Families	% Bank Loans	Aggregate	% of Families	% Bank Loans	Aggregate	% of Families	% Bank Loans	Aggregate	% of Families	% Bank Loans	Aggregate	
Jefferson & St. Tammany	46	11,390	100.0	16.4	7.7	3.1	15.7	7.7	11.6	18.8	0.0	18.5	49.1	84.6	49.2	0.0	0.0	17.6	
<b>Total</b>	46	11,390	100.0	16.4	7.7	3.1	15.7	7.7	11.6	18.8	0.0	18.5	49.1	84.6	49.2	0.0	0.0	17.6	

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

Table O: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Geography																		2018	
AA	Total Home Mortgage Loans			Low-Income Tracts			Moderate-Income Tracts			Middle-Income Tracts			Upper-Income Tracts			Not Available-Income Tracts			
	#	\$	% of Total	% of Owner-Occupied Housing	% 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	
Jefferson & St. Tammany	46	11,390	100.0	0.9	0.0	0.6	6.9	5.6	7.8	38.6	16.7	36.1	53.7	77.8	55.5	0.0	0.0	0.0	
<b>Total</b>	46	11,390	100.0	0.9	0.0	0.6	6.9	5.6	7.8	38.6	16.7	36.1	53.7	77.8	55.5	0.0	0.0	0.0	

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

Table P: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Borrower																		2018	
AA	Total Home Mortgage Loans			Low-Income Borrowers			Moderate-Income Borrowers			Middle-Income Borrowers			Upper-Income Borrowers			Not Available-Income Borrowers			
	#	\$	% of Total	% of Families	% Bank Loans	Aggregate	% of Families	% Bank Loans	Aggregate	% of Families	% Bank Loans	Aggregate	% of Families	% Bank Loans	Aggregate	% of Families	% Bank Loans	Aggregate	
Jefferson & St. Tammany	46	11,390	100.0	17.1	5.6	4.1	14.0	0.0	12.6	17.7	5.6	19.7	51.2	88.9	46.6	0.0	0.0	17.0	
<b>Total</b>	46	11,390	100.0	17.1	5.6	4.1	14.0	0.0	12.6	17.7	5.6	19.7	51.2	88.9	46.6	0.0	0.0	17.0	

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