



## **PUBLIC DISCLOSURE**

December 3, 2018

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

Gibraltar Bank  
Charter Number 704804

1719 Route 10 East  
Parsippany, New Jersey 07054

Office of the Comptroller of the Currency

340 Madison Avenue, Fourth Floor  
New York, New York 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: This institution is rated Satisfactory.**

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

- The loan-to-deposit (LTD) ratio is more than reasonable.
- A majority of loans, by number and dollar volume, are originated or purchased inside the bank's assessment area.
- The distribution of home mortgage loans to borrowers of different income levels, including low- and moderate-income (LMI) individuals, is reasonable.
- The distribution of home mortgage loans across geographies of different income levels, including LMI census tracts, is reasonable.

## Definitions and Common Abbreviations

The following terms and abbreviations are used throughout this performance evaluation, including the CRA tables. The definitions are intended to provide the reader with a general understanding of the terms, not a strict legal definition.

**Affiliate:** Any company that controls, is controlled by, or is under common control with another company. A company is under common control with another company if the same company directly or indirectly controls both companies. A bank subsidiary is controlled by the bank and is, therefore, an affiliate.

**Aggregate Lending:** The number of loans originated and purchased by all reporting lenders in specified income categories as a percentage of the aggregate number of loans originated and purchased by all reporting lenders in the MA/assessment area.

**Census Tract (CT):** A small subdivision of metropolitan and other densely populated counties. Census tract boundaries do not cross county lines; however, they may cross the boundaries of metropolitan areas. Census tracts generally have a population between 1,200 and 8,000 people, with an optimal size of 4,000 people. Their physical size varies widely depending upon population density. Census tracts are designed to be homogeneous with respect to population characteristics, economic status, and living conditions to allow for statistical comparisons.

**Community Development:** Affordable housing (including multifamily rental housing) for low- or moderate-income individuals; community services targeted to low- or moderate-income individuals; activities that promote economic development by financing businesses or farms that meet Small Business Administration Development Company or Small Business Investment Company programs size eligibility standards or have gross annual revenues of \$1 million or less; activities that revitalize or stabilize low- or moderate-income geographies, distressed or underserved nonmetropolitan middle-income geographies, or designated disaster areas; or loans, investments, and services that support, enable or facilitate projects or activities under HUD Neighborhood Stabilization Program criteria that benefit low-, moderate-, and middle-income individuals and geographies in the bank's assessment area(s) or outside the assessment area(s) provided the bank has adequately addressed the community development needs of its assessment area(s).

**Community Reinvestment Act (CRA):** the statute that requires the OCC to evaluate a bank's record of meeting the credit needs of its local community, consistent with the safe and sound operation of the bank, and to take this record into account when evaluating certain corporate applications filed by the bank.

**Consumer Loan(s):** A loan(s) to one or more individuals for household, family, or other personal expenditures. A consumer loan does not include a home mortgage, small business, or small farm loan. This definition includes the following categories: motor vehicle loans, credit card loans, home equity loans, other secured consumer loans, and other unsecured consumer loans.

**Family:** Includes a householder and one or more other persons living in the same household who are related to the householder by birth, marriage, or adoption. The number of family households always equals the number of families; however, a family household may also include

non-relatives living with the family. Families are classified by type as either a married-couple family or other family, which is further classified into 'male householder' (a family with a male householder' and no wife present) or 'female householder' (a family with a female householder and no husband present).

**Full Review:** Performance under the Lending, Investment, and Service Tests is analyzed considering performance context, quantitative factors (e.g., geographic distribution, borrower distribution, and total number and dollar amount of investments), and qualitative factors (e.g., innovativeness, complexity, and responsiveness).

**Geography:** A census tract 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, loan pricing, the lien status of the collateral, any requests for preapproval, and loans for manufactured housing).

**Home Mortgage Loans:** Such loans include home purchase, home improvement and refinancings, as defined in the HMDA regulation. These include loans for multifamily (five or more families) dwellings, manufactured housing and one-to-four family dwellings other than manufactured housing.

**Household:** Includes all persons occupying a housing unit. Persons not living in households are classified as living in group quarters. In 100 percent tabulations, the count of households always equals the count of occupied housing units.

**Limited Review:** Performance under the Lending, Investment, and Service Tests is analyzed using only quantitative factors (e.g., geographic distribution, borrower distribution, total number and dollar amount of investments, and branch distribution).

**Low-Income:** Individual income that is less than 50 percent of the area median income, or a median family income that is less than 50 percent, in the case of a geography.

**Market Share:** The number of loans originated and purchased by the institution as a percentage of the aggregate number of loans originated and purchased by all reporting lenders in the MA/assessment area.

**Median Family Income (MFI):** The median income determined by the U.S. Census Bureau every five years and used to determine the income level category of geographies. 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 it and half below it.

**Metropolitan Area (MA):** Any metropolitan statistical area or metropolitan division, as defined by the Office of Management and Budget, and any other area designated as such by the appropriate federal financial supervisory agency.

**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.

**Other Products:** Includes any unreported optional category of loans for which the institution collects and maintains data for consideration during a CRA examination. Examples of such activity include consumer loans and other loan data an institution may provide concerning its lending performance.

**Owner-Occupied Units:** Includes units occupied by the owner or co-owner, even if the unit has not been fully paid for or is mortgaged.

**Qualified Investment:** A qualified investment is defined as any lawful investment, deposit, membership share, or grant that has as its primary purpose community development.

**Rated Area:** A rated area is a state or multi-state metropolitan area. For an institution with domestic branches in only one state, the institution's CRA rating would be the state rating. If an institution maintains domestic branches in more than one state, the institution will receive a rating for each state in which those branches are located. If an institution maintains domestic branches in two or more states within a multi-state metropolitan area, the institution will receive a rating for the multi-state metropolitan area.

**Small Loan(s) to Business(es):** A loan included in 'loans to small businesses' as defined in the Consolidated Report of Condition and Income (Call Report) 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 One Capital:** The total of common shareholders' equity, perpetual preferred shareholders' equity with non-cumulative dividends, retained earnings and minority interests in the equity accounts of consolidated subsidiaries.

**Upper-Income:** Individual income that is 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.

## Description of Institution

Gibraltar Bank (Gibraltar or the bank) is a federal savings association established in 1909 and headquartered in Parsippany, New Jersey. Parsippany is located in northern New Jersey, in Morris County. The bank offers a full line of non-complex products and services for consumers and businesses. The bank does not have any operating subsidiaries or affiliate activities. Gibraltar has a full-service branch at its headquarters and additional full-service branches in Oak Ridge and Newark, in New Jersey's Morris and Essex counties, respectively. The main office and Oak Ridge branch are located in middle-income geographies. The Newark branch is located in a low-income geography. In 2016, the bank opened its current headquarters location and closed its office in Whippany, NJ. The Whippany office was formerly the bank's headquarters and was located in an upper-income geography.

Gibraltar operates as a traditional federal savings association concentrating primarily on residential mortgage lending and retail deposit collection. The bank offers one-to-four family mortgages, home equity loans, home equity lines of credit, construction loans, and commercial loans. Savings products offered include statement savings, commercial savings, remote deposit, money market savings, certificate of deposit, individual retirement accounts, and holiday/Christmas club accounts.

As of December 31, 2017, Gibraltar had \$105 million in total assets, \$86 million in loans, \$11 million in tier one capital, and \$81 million in deposits. The loan portfolio is 82 percent of the bank's total assets and is 100 percent real estate loans, with 88 percent being one-to-four family residential loans. There are no legal, financial or other factors impeding the bank's ability to help meet the credit needs in its assessment area. At the prior CRA evaluation dated November 19, 2012, Gibraltar was rated Satisfactory.



# **Scope of the Evaluation**

## **Evaluation Period/Products Evaluated**

We evaluated the bank using the small bank performance criteria, which consists of a lending test. The evaluation period for the lending test, except for community development loans, was January 1, 2015 through December 31, 2017. Due to changes in census data effective in 2017, we evaluated the bank's 2017 lending performance separately from the bank's 2015 and 2016 lending performance. In addition, due to changes in the bank's assessment area in 2016, we evaluated the bank's 2016 lending performance separately from the bank's 2015 lending performance. For community development loans, the evaluation period was November 19, 2012 through December 31, 2017. The lending test evaluated the bank's record of helping to meet the credit needs of its assessment area through its lending activities, composed primarily of home mortgages loans. For purposes of this evaluation, home mortgage loans include home purchase, home refinance, and home improvement loans reported pursuant to the Home Mortgage Disclosure Act (HMDA).

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

We completed a full-scope review for the bank's one assessment area, consisting of Essex, Hunterdon, Monmouth, Morris, Sussex, and Union Counties in New Jersey. Essex, Hunterdon, Morris, Sussex, and Union Counties are part of the Newark, NJ-PA Metropolitan Division (35084) and Monmouth County is part of the New York-Jersey City-White Plains NY-NJ Metropolitan Division (MD) (35614). Both MDs are part of the New York-Newark-Jersey City, NY-NJ-PA (35620) Metropolitan Statistical Area (MSA). The assessment area meets regulatory requirements and does not arbitrarily exclude any low- or moderate-income census tracts.

## **Ratings**

Gibraltar's overall rating is based on the full-scope review of its single assessment area.

## **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 assessment area by an affiliate whose loans have been considered as part of the bank's lending performance. As part of this evaluation process, the OCC consults with other federal agencies with responsibility for compliance with the relevant laws and regulations, including the U.S. Department of Justice, the U.S. Department of Housing and Urban Development, and the Consumer Financial Protection Bureau, as applicable.

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

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

# Conclusions with Respect to Performance Tests

## LENDING TEST

The bank's performance under the lending test is satisfactory.

### Loan-to-Deposit Ratio

Gibraltar's LTD ratio is more than reasonable. The bank's average LTD ratio over the 21 quarters from December 31, 2012 through December 31, 2017 was 111.36 percent. During this period, the bank's LTD ratio ranged from a low of 101.31 percent on September 30, 2017 to a high of 122.49 percent on September 30, 2013.

The bank's performance is well above the average LTD ratio of 68.77 percent for four similarly situated institutions during the same period. The average LTD ratios for these institutions ranged from a low of 50.78 percent to a high of 77.22 percent.

### Lending in Assessment Area

Based on the data in Table D below, we concluded the inside/outside ratio of the bank's origination and purchase of loans is reasonable and meets the standard for satisfactory performance. By number and dollar amount, a majority of loan originations and purchases were inside the bank's assessment area. Table D below details the bank's lending activities with respect to its assessment area by number and dollar volume of loans.

Loan Category	Number of Loans				Total #	Dollar Amount of Loans \$(000s)				Total \$(000s)
	Inside		Outside			Inside		Outside		
	#	%	#	%		\$	%	\$	%	
Home Mortgage										
2015	26	50	26	50	52	6,837	47.3	7,627	52.7	14,464
2016	39	75	13	25	52	11,644	78.4	3,203	21.6	14,847
2017	41	57.7	30	42.3	71	11,456	55.9	9,042	44.1	20,498
<b>Total</b>	<b>106</b>	<b>60.9</b>	<b>69</b>	<b>39.1</b>	<b>175</b>	<b>29,937</b>	<b>60.5</b>	<b>19,872</b>	<b>39.5</b>	<b>49,809</b>

*Source: Evaluation Period: 1/1/2015 - 12/31/2017 Bank Data  
Due to rounding, totals may not equal 100.0*

### Lending to Borrowers of Different Incomes and to Businesses of Different Sizes

Based on the data in Tables P 2015, 2016, and 2017, located in Appendix C, and the following performance context considerations, we concluded the borrower distribution of the bank's home mortgage loan originations and purchases is reasonable.

For 2015, the distribution of the bank's home mortgage loans to LMI borrowers is reasonable. The proportion of loans was significantly weaker than the proportion of low-income families and comparable to the proportion of moderate- income families. The bank's home mortgage lending

was weaker than the aggregate distribution of loans to low-income borrowers and stronger than the aggregate distribution of loans to moderate-income borrowers.

For 2016, the distribution of the bank's home mortgage loans to LMI borrowers is reasonable. The proportion of loans was significantly weaker than the proportion of low-income families and comparable to the proportion of moderate-income families. The bank's home mortgage lending was comparable to the aggregate distribution of loans to low-income borrowers and stronger than the aggregate distribution of loans to moderate-income borrowers.

For 2017, the distribution of the bank's home mortgage loans to LMI borrowers is poor. The proportion of loans was significantly weaker than the proportion of low-income families and weaker than the proportion of moderate-income families. The bank's home mortgage lending was weaker than the aggregate distribution of loans to low-income borrowers and weaker than the aggregate distribution of loans to moderate-income borrowers.

Although the proportion of loans to low-income borrowers is significantly weaker than the proportion of low-income families for all three years, the bank and industry performance was impacted by the ratio of median housing value to income in the assessment area. The high median housing value constrains lending opportunities to LMI borrowers, as the proportion of properties affordable to LMI borrowers is limited.

The median housing value in the assessment area is \$370,058. Using the highest MFI for the assessment area, the maximum income level for low-income borrowers is under \$50 thousand, making the median housing value greater than seven times over the maximum low-income level. The maximum income level for moderate-income borrowers is under \$80 thousand making the median housing value greater than four times over the maximum moderate-income level.

While the bank did not originate or purchase any loans for LMI borrowers in 2017, the bank's performance with respect to moderate-income borrowers in 2015 and 2016 showed excellent distribution.

### **Geographic Distribution of Loans**

Based on the data in Tables O 2015, 2016, and 2017, located in Appendix C, and the following performance context considerations, we concluded the geographic distribution of the bank's home mortgage loan originations and purchases is reasonable.

For 2015, the distribution of the bank's home mortgage loans in LMI geographies is poor. The proportion of loans was comparable to the proportion of owner-occupied housing units in low-income geographies and weaker than the proportion of owner-occupied housing units in moderate-income geographies. The bank's home mortgage lending was weaker than the aggregate distribution of loans in low-income geographies and weaker than the aggregate distribution of loans in moderate-income geographies.

For 2016, the distribution of the bank's home mortgage loans in LMI geographies is reasonable. The proportion of loans was stronger than the proportion of owner-occupied housing units in low-income geographies and weaker than the proportion of owner-occupied housing units in moderate-income geographies. The bank's home mortgage lending was stronger than the aggregate distribution of loans in low-income geographies and weaker than the aggregate distribution of loans in moderate-income geographies.

For 2017, the distribution of the bank's home mortgage loans in LMI geographies is poor. The proportion of loans was comparable to the proportion of owner-occupied housing units in low-income geographies and weaker than the proportion of owner-occupied housing units in moderate-income geographies. The bank's home mortgage lending was weaker than the aggregate distribution of loans in low-income geographies and weaker than the aggregate distribution of loans in moderate-income geographies.

Although the bank's distribution of home mortgage loans in moderate-income geographies over the three years is poor, the bank's distribution of home mortgage loans in low-income geographies over the three years is reasonable. In addition, lending opportunities are limited. The proportion of owner-occupied housing units in LMI geographies is low at 14 percent and the bank is a small lender in a highly competitive financial services market.

### **Community Development Lending**

During the evaluation period, Gibraltar demonstrated commitment to addressing the community development needs of its assessment area. The bank funded five community development loans, totaling \$838.2 thousand, in Newark, NJ. The loans were for properties in low-income census tracts and provided affordable housing for LMI individuals. Gibraltar continues to look for opportunities to assist with community development needs in its assessment area.

### **Responses to Complaints**

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

## 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 metropolitan and nonmetropolitan areas that received comprehensive examination review (designated by the term “full-scope”) and those that received a less comprehensive review (designated by the term “limited-scope”).

<b>Time Period Reviewed</b>	Lending Test (excludes CD loans): 01/01/2015 to 12/31/2017 CD Loans: 11/19/12 to 12/31/17	
<b>Financial Institution</b>	<b>Products Reviewed</b>	
Gibraltar Bank (Gibraltar) Parsippany, NJ	Home Mortgage Loans	
<b>List of Assessment Areas and Type of Examination</b>		
<b>Assessment Area</b>	<b>Type of Exam</b>	<b>Other Information</b>
New Jersey New York–Newark–Jersey City, NY–NJ–PA MSA (35620)	Full-Scope	Essex, Hunterdon, Monmouth, Morris, Sussex, and Union Counties Please see Appendix B for additional information.

## Appendix B: Community Profiles for Full-Scope Areas

<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)	629	19.9	16.1	23.8	39.6	0.6
Population by Geography	2,739,910	16.7	14.7	24.2	44.4	0.1
Housing Units by Geography	1,077,120	16.9	15.0	25.7	42.4	0.0
Owner-Occupied Units by Geography	626,739	5.1	9.3	28.3	57.3	0.0
Occupied Rental Units by Geography	351,559	34.8	24.3	21.3	19.6	0.0
Vacant Units by Geography	98,822	27.8	18.0	25.1	29.0	0.1
Businesses by Geography	196,532	11.2	11.9	23.8	53.0	0.2
Farms by Geography	4,942	2.9	6.5	28.8	61.8	0.0
Family Distribution by Income Level	678,958	22.6	14.9	17.4	45.1	0.0
Household Distribution by Income Level	978,298	25.6	14.1	15.6	44.8	0.0
Median Family Income MSA – 35084 Newark, NJ-PA MD		\$95,579	Median Housing Value			\$370,058
Median Family Income MSA – 35614 New York-Jersey City-White Plains, NY-NJ MD		\$72,047	Median Gross Rent			\$1,184
			Families Below Poverty Level			7.7%

*Source: 2010 U. S. Census & 2015 ACS Census and 2017 D&B Data*  
*Due to rounding, totals may not equal 100.0*  
 (\*) The NA category consists of geographies that have not been assigned an income classification.

In 2015, Gibraltar defined its assessment area as Essex, Hunterdon, Morris, Sussex, and Union Counties. These counties are located in northern and central New Jersey and are part of the Newark, NJ-PA Metropolitan Division (MD 35084). Due to strong competition in this area, Gibraltar added Monmouth County to its assessment area in 2016. Monmouth County is located in central New Jersey and is part of the New York-Jersey City-White Plains, NY-NJ MD (35614). Both metropolitan divisions are part of the New York-Newark-Jersey City, NY-NJ-PA Metropolitan Statistical Area (MSA 35620).

In 2017, there were a total of 629 census tracts within this assessment area, consisting of 125 low-income tracts, 101 moderate-income tracts, 150 middle-income tracts, 249 upper-income tracts, and 4 census tracts that have not been assigned an income classification.

The overall population of the assessment area is 2,739,910, comprising of 978,298 households and 678,958 families. Of the population, 457,565 (16.7 percent) people reside in low-income geographies, 402,767 (14.7 percent) reside in moderate-income geographies, 663,058 (24.2 percent) reside in middle-income geographies, 1,216,520 (44.4 percent) reside in upper-income geographies, and 2,740 (0.1) reside in geographies where income data was not available.

The median family income (MFI) in the Newark, NJ-PA MD (35084) is \$95,579 and the MFI in the New York-Jersey City-White Plains, NY-NJ MD (35614) is \$72,047. With respect to family distribution by income level, 22.6 percent of families in the assessment area are low-income, 14.9 percent are moderate-income, 17.4 percent are middle-income, and 45.1 percent are upper-income. Within this assessment area, 7.7 percent of families are below poverty level.

The median housing value in the assessment area is \$370,058. This high median housing value constrains lending opportunities to LMI borrowers, as the proportion of properties affordable to LMI borrowers is limited. Using the highest MFI for the assessment area, the maximum income level for low-income borrowers is under \$50 thousand, making the median housing value greater than seven times over the maximum low-income level. The maximum income level for moderate-income borrowers is under \$80 thousand making the median housing value greater than four times over the maximum moderate-income level.

Competition within the assessment area is strong, with the market dominated by large national and regional financial institutions. Gibraltar has three branches within this assessment area. According to the Federal Deposit Insurance Corporation's Deposit Market Share Report as of June 30, 2017, out of 66 institutions operating in Essex, Hunterdon, Monmouth, Morris, Sussex, and Union Counties, Gibraltar ranked 54<sup>th</sup> in deposit market share with 0.07 percent of the market. The top five financial institutions have a combined deposit market share of 55.51 percent and include Wells Fargo Bank (19.11 percent of market share), Bank of America (10.93 percent of market share), TD Bank (9.21 percent of market share), Investors Bank (8.21 percent of market share), and JPMorgan Chase Bank (8.05 percent of market share).

Based on 2017 Peer Mortgage Data, the bank achieved a 0.05 percent market share of home mortgage loans, ranking 195<sup>th</sup> of the 605 reporting lenders. The top five mortgage lenders in this assessment area have a combined total market share of 26.82 percent and include Wells Fargo Bank (11.20 percent of market share), JPMorgan Chase Bank (5.50 percent of market share), Quicken Loans (5.03 percent of market share), Caliber Home Loans, Inc. (2.62 percent of market share), and Bank of America (2.47 percent of market share).

According to the 2017 Business Demographic Data, there are a total of 88,127 businesses in the assessment area. The primary industries in the assessment area are Services, which account for 44.84 percent of the total industries, followed by Retail Trade and Construction at 13.90 percent and 10.79 percent respectively. Approximately 1.2 percent of the businesses are located in low-income geographies, 11.7 percent are located in moderate-income geographies, 25.1 percent are located in middle-income geographies, and 62 percent are located in upper-income geographies. Approximately 86.34 percent of the businesses reporting have revenues of less than \$1 million.

The top employers in Essex County include RWJBarnabas Health, Prudential Financial, United Airlines, and Rutgers University. The top employers in Hunterdon County are Hunterdon Healthcare, ExxonMobil, and Johanna Foods. The top employers in Monmouth County are Meridian Health Systems, Saker ShopRites Inc., and CentraState Healthcare Inc. The top employers in Morris County include Atlantic Health System, Picatinny Arsenal, and Novartis. The top employers in Sussex County are Newton Medical Center, Selective Insurance Group, Inc., Shop Rite, Thor Labs, Raider Express, and Ames Rubber Corp. The top employers in Union County include Merck & Co., Overlook Hospital, Alcatel-Lucent, Summit Medical Group, Kean University, and Trinitas Hospital.



As of December 2017, the U.S. Bureau of Labor Statistics (BLS) reported the unemployment rate for Essex County as 5.2 percent, for Hunterdon County as 3.1 percent, for Monmouth County as 3.6 percent, for Morris County as 3.1 percent, for Sussex County as 3.9 percent, and Union County as 4.2 percent. For the same time, the BLS reported the unemployment rate for New Jersey as 4.7 percent and the national unemployment rate as 4.1 percent.<sup>1</sup>

To gain a better understanding of the assessment area and performance context, we contacted a local non-profit organization that provides comprehensive programs that encourage neighborhood improvement through community outreach and housing development within LMI neighborhoods. The community contact identified housing development project financing as the current and primary community need.

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<sup>1</sup> The national unemployment rate is seasonally adjusted. The unemployment rates for the counties and the state are not seasonally adjusted.

## Appendix C: 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 areas 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 Examination). For purposes of reviewing the lending test tables, the following are applicable: (1) purchased loans are treated as originations/purchases; (2) “aggregate” is the percentage of the aggregate number of reportable loans originated and purchased by all lenders in the MA/assessment area. Deposit data is compiled by the FDIC and is available as of June 30<sup>th</sup> of each year. Tables without data are not included in this PE. Tables are identified by both letters and numbers, which results from how they are generated in supervisory analytical systems.

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 MA/assessment area. The table also presents aggregate peer data for the years the data is available.

**Table O : Assessment Area Distribution of Home Mortgage Loans by Income Category of the Geography** **2015**

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
Gibraltar AA MD 35084 2015	26	9,398	100.0	71,126	3.5	2.9	3.6	10.5	0.0	9.0	27.1	34.3	25.9	58.9	62.9	61.5	0.0	0.0	0.0
<b>Total</b>	<b>26</b>	<b>9,398</b>	<b>100.0</b>	<b>71,126</b>	<b>3.5</b>	<b>2.9</b>	<b>3.6</b>	<b>10.5</b>	<b>0.0</b>	<b>9.0</b>	<b>27.1</b>	<b>34.3</b>	<b>25.9</b>	<b>58.9</b>	<b>62.9</b>	<b>61.5</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>

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

**Table O : Assessment Area Distribution of Home Mortgage Loans by Income Category of the Geography** **2016**

Assessment Area:	Total Home Mortgage Loans				Low-Income Tracts			Moderate-Income Tracts			Middle-Income Tracts			Upper-Income Tracts			Not Available-Income Tracts		
	#	\$	% of Total	Overall Market	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate
Gibraltar AA MSA 35620 2017	39	11,644	100.0	78,765	3.5	5.1	3.8	10.5	5.1	9.2	27.1	23.1	25.4	58.9	66.7	61.6	0.0	0.0	0.0
<b>Total</b>	<b>39</b>	<b>11,644</b>	<b>100.0</b>	<b>78,765</b>	<b>3.5</b>	<b>5.1</b>	<b>3.8</b>	<b>10.5</b>	<b>5.1</b>	<b>9.2</b>	<b>27.1</b>	<b>23.1</b>	<b>25.4</b>	<b>58.9</b>	<b>66.7</b>	<b>61.6</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>

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

**Table O : Assessment Area Distribution of Home Mortgage Loans by Income Category of the Geography** **2017**

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
Gibraltar AA MSA 35620 2017	41	11,456	100.0	69,067	5.1	4.9	6.6	9.3	2.4	10.8	28.3	19.5	28.5	57.3	73.2	54.1	0.0	0.0	0.0
<b>Total</b>	<b>41</b>	<b>11,456</b>	<b>100.0</b>	<b>69,067</b>	<b>5.1</b>	<b>4.9</b>	<b>6.6</b>	<b>9.3</b>	<b>2.4</b>	<b>10.8</b>	<b>28.3</b>	<b>19.5</b>	<b>28.5</b>	<b>57.3</b>	<b>73.2</b>	<b>54.1</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>

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

**Table P: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Borrower**

Assessment Area:	Total Home Mortgage Loans				Low-Income Borrowers			Moderate-Income Borrowers			Middle-Income Borrowers			Upper-Income Borrowers			Not Available-Income Borrowers		
	#	\$	% of Total	Overall Market	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	2015 Families	% Bank Loans	Aggregate
Gibraltar AA MD 35084 2015	26	6,837	100.0	50,624	23.6	0.0	4.4	16.8	15.4	14.4	19.3	38.5	18.8	40.3	46.2	40.3	0.0	0.0	22.0
<b>Total</b>	<b>26</b>	<b>6,837</b>	<b>100.0</b>	<b>50,624</b>	<b>23.6</b>	<b>0.0</b>	<b>4.4</b>	<b>16.8</b>	<b>15.4</b>	<b>14.4</b>	<b>19.3</b>	<b>38.5</b>	<b>18.8</b>	<b>40.3</b>	<b>46.2</b>	<b>40.3</b>	<b>0.0</b>	<b>0.0</b>	<b>22.0</b>

Source: 2010 U.S. Census; 01/01/2015 - 12/31/2015 Bank Data, 2015 HMDA Aggregate Data, "--" 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</b>																			
	Total Home Mortgage Loans				Low-Income Borrowers			Moderate-Income Borrowers			Middle-Income Borrowers			Upper-Income Borrowers			Not Available-Income Borrowers		
Assessment Area:	#	\$	% of Total	Overall Market	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	2016 Families	% Bank Loans	Aggregate
Gibraltar AA MSA 35620 2017	39	11,644	100.0	78,765	20.8	2.6	2.8	15.4	15.4	11.8	18.3	15.4	17.9	45.5	66.7	49.7	0.0	0.0	17.7
<b>Total</b>	<b>39</b>	<b>11,644</b>	<b>100.0</b>	<b>78,765</b>	<b>20.8</b>	<b>2.6</b>	<b>2.8</b>	<b>15.4</b>	<b>15.4</b>	<b>11.8</b>	<b>18.3</b>	<b>15.4</b>	<b>17.9</b>	<b>45.5</b>	<b>66.7</b>	<b>49.7</b>	<b>0.0</b>	<b>0.0</b>	<b>17.7</b>

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

<b>Table P: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Borrower</b>																			
	Total Home Mortgage Loans				Low-Income Borrowers			Moderate-Income Borrowers			Middle-Income Borrowers			Upper-Income Borrowers			Not Available-Income Borrowers		
Assessment Area:	#	\$	% of Total	Overall Market	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	2017 Families	% Bank Loans	Aggregate
Gibraltar AA MSA 35620 2017	41	11,456	100.0	69,067	22.6	0.0	3.5	14.9	0.0	14.0	17.4	26.8	19.9	45.1	63.4	46.2	0.0	9.8	16.4
<b>Total</b>	<b>41</b>	<b>11,456</b>	<b>100.0</b>	<b>69,067</b>	<b>22.6</b>	<b>0.0</b>	<b>3.5</b>	<b>14.9</b>	<b>0.0</b>	<b>14.0</b>	<b>17.4</b>	<b>26.8</b>	<b>19.9</b>	<b>45.1</b>	<b>63.4</b>	<b>46.2</b>	<b>0.0</b>	<b>9.8</b>	<b>16.4</b>

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