



## **PUBLIC DISCLOSURE**

April 8, 2019

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

The First National Bank in Sioux Falls  
Charter Number: 3393

100 S. Phillips Avenue  
Sioux Falls, SD 57104

Office of the Comptroller of the Currency

4900 S. Minnesota Avenue, Suite 300  
Sioux Falls, SD 57108

**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 Outstanding.

The following table indicates the performance level of The First National Bank in Sioux Falls (bank or FNBSF) with respect to the Lending, Investment, and Service Tests:

Performance Levels	FNBSF Performance Tests		
	Lending Test*	Investment Test	Service Test
Outstanding	X	X	X
High Satisfactory			
Low Satisfactory			
Needs to Improve			
Substantial Noncompliance			

\* The Lending Test is weighted more heavily than the Investment and Service Tests when arriving at an overall rating.

The major factors that support this rating include:

- Lending activity reflects excellent responsiveness to credit needs in the bank's assessment areas (AAs). We did not identify any lending gaps.
- FNBSF exhibits good geographic distribution of loans in its AAs.
- The institution exhibits adequate distribution of loans to borrowers of different income levels and businesses of different sizes.
- FNBSF is a leader in making community development (CD) loans. Management originated 30 CD loans totaling \$41.5 million during the evaluation period. This represents 27 percent of tier one capital as of December 31, 2018 and had a significantly positive impact on the Lending Test rating.
- FNBSF has an excellent level of CD investments. Management provided 221 investments and grants totaling \$12.4 million to organizations in South Dakota during the evaluation period. This represents 8 percent of tier one capital as of December 31, 2018.
- The bank's service delivery systems are readily accessible to geographies and individuals of different income levels.
- FNBSF is a leader in providing CD service hours. Fifty-one employees provided a total of 2,788 CD service hours to 27 organizations in South Dakota during the evaluation period.

In addition to the major factors included on the previous page, we also considered the following:

- Management originates or purchases a high percentage of loans in the bank's AAs. During the evaluation period, 77 percent of loans by number and 73 percent of loans by dollar were originated to borrowers located in one of the bank's AAs.
- Management provided two CD investments totaling \$4 thousand to a community organization supporting disaster recovery efforts.

### Lending in AA

A high percentage of the bank's loans are in its AAs.

Management originated and purchased 77 percent of its total loans by number and 73 percent of its total loans by dollar inside the bank's AAs during the evaluation period. This analysis was performed at the bank, rather than the AA, level.

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	862	88	117	12	979	174,278	70	76,536	30	250,814
Small Business	1,831	86	304	14	2,135	306,328	87	46,595	13	352,923
Small Farm	757	56	589	44	1,346	124,444	54	105,762	46	230,206
Total	3,450	77	1,010	23	4,460	605,050	73	228,893	27	833,943

### Description of Institution

FNBSF is a \$1.2 billion financial institution headquartered in Sioux Falls, South Dakota. FNBSF is a wholly-owned subsidiary of Minnehaha Banshares, Inc., a one-bank holding company located in Sioux Falls, South Dakota. As of June 30, 2018, Minnehaha Banshares, Inc. had total assets of \$1.2 billion. The holding company owns two other subsidiaries, both of which hold real estate.

FNBSF is a single state institution with 18 branch locations throughout Sioux Falls and its surrounding area. FNBSF operates its main office and 11 branches in Sioux Falls. Six of the Sioux Falls locations are located in assisted living centers throughout the city. One traditional branch and one assisted living center branch are located in Brandon. FNBSF also operates one traditional branch in each of the following towns: Baltic, Dell Rapids, Flandreau, and Harrisburg. FNBSF opened three branches in Sioux Falls and closed two branches in Sioux Falls during the evaluation period. The bank did not merge with or acquire any institutions during the evaluation period.

In addition to its branch locations, FNBSF operates 15 deposit-taking automatic teller machines (ATMs) in its AAs. Eleven of the ATMs are located in Sioux Falls and one is located in each of the following towns: Brandon, Dell Rapids, Harrisburg, and Hartford. FNBSF also operates 25 cash dispensing ATMs in its AAs. Twenty of the ATMs are located in Sioux Falls, two are located in Flandreau, and one is located in each of the following towns: Baltic, Brandon, and Colman.

For purposes of the CRA, FNBSF operates with one rating area and two AAs. The rating area is the State of South Dakota. The bank's AAs include Lincoln and Minnehaha counties, which are included in the Sioux Falls Metropolitan Statistical Area (MSA) and Moody County. Moody County is not included in an MSA.

FNBSF's primary business focus is agricultural and commercial lending to small and medium-sized farms and businesses. However, the bank offers a full range of credit products within its AAs, including consumer and real estate loans. FNBSF also operates a large wealth management department, a proprietary ATM switch known as the Advantage ATM Network, and provides correspondent banking services to several smaller institutions in South Dakota and surrounding states.

Net loans represent 70 percent of total assets as of December 31, 2018. By dollar volume, the loan portfolio is comprised of the following types of credit: 73 percent real estate loans, 15 percent commercial loans, 10 percent agricultural loans, and 2 percent individual and other loans. Tier one capital totals \$155.7 million as of December 31, 2018.

There are no known legal, financial, or other factors impeding FNBSF's ability to help meet the credit needs of its AAs. FNBSF received an "Outstanding" rating at the prior CRA examination dated May 9, 2016.

## **Scope of the Evaluation**

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

The evaluation period for this examination is January 1, 2016 to December 31, 2018. We reviewed the home mortgage, small business, and small farm loans reported by management during the evaluation period and all CD loans, investments, grants, and services submitted by management as part of our examination.

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

In each state where the bank has an office, one or more AAs within that state was selected for a full-scope review. For purposes of this evaluation, bank delineated AAs located within the same MSA, multistate MSA, or combined statistical area 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 the State Rating section for details regarding how full-scope AAs were selected. Refer to Appendix A, Scope of Examination, for a list of full- and limited-scope AAs.

### **Ratings**

The bank's overall rating is a blend of the individual AA ratings.

When determining conclusions for FNBSF, we weighted the bank's performance in the Sioux Falls MSA AA most heavily. This AA represents 94 percent of the bank's branches, 92 percent of total deposits as of June 30, 2018, and 93 percent of total loans originated during the evaluation period.

When determining conclusions for the Lending Test, we weighted loan products to be reflective of FNBSF's loan volume by product type during the evaluation period. Small loans to businesses were

weighted the mostly heavily in the Lending Test analysis because they represent 53 percent of total loan originations by number and 51 percent of total loan originations by dollar during the evaluation period. Home mortgage loans were weighted next highest and small loans to farms carried the least weight in the Lending Test analysis.

The state rating is based on performance in all bank AAs. Refer to the “Scope” section below for details regarding how the areas were weighted in arriving at the respective ratings.

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

Pursuant to 12 CFR 25.28(c) 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 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 South Dakota

**CRA rating for the State of South Dakota:** Outstanding

**The Lending Test is rated:** Outstanding

**The Investment Test is rated:** Outstanding

**The Service Test is rated:** Outstanding

The major factors that support this rating include:

- Lending activity reflects excellent responsiveness to credit needs in the bank's AAs.
- FNBSF exhibits good geographic distribution of loans in its AAs.
- The institution exhibits adequate distribution of loans to borrowers of different income levels and businesses of different sizes.
- FNBSF is a leader in making CD loans. Management originated 30 CD loans totaling \$41.5 million during the evaluation period. This represents 27 percent of tier one capital as of December 31, 2018 and had a significantly positive impact on the Lending Test rating.
- FNBSF has an excellent level of CD investments. Management provided 221 investments and grants totaling \$12.4 million to organizations in South Dakota during the evaluation period. This represents 8 percent of tier one capital as of December 31, 2018.
- The bank's service delivery systems are readily accessible to geographies and individuals of different income levels in.
- FNBSF is a leader in providing CD service hours. Fifty-one employees provided a total of 2,788 CD service hours to 27 organizations in South Dakota during the evaluation period.

### Description of Institution's Operations in South Dakota

FNBSF is an intrastate institution with operations in South Dakota. FNBSF operates 18 branch locations throughout Sioux Falls and its surrounding area. FNBSF operates its main office and 11 branches in Sioux Falls. Six of the Sioux Falls locations are located in assisted living centers throughout the city. One traditional branch and one assisted living center branch are located in Brandon. FNBSF also operates one traditional branch in each of the following towns: Baltic, Dell Rapids, Flandreau, and Harrisburg. FNBSF opened three branches in Sioux Falls and closed two branches in Sioux Falls during the evaluation period. The bank did not merge with or acquire any institutions during the evaluation period.

In addition to its branch locations, FNBSF operates 15 deposit-taking ATMs in its AAs. Eleven of the ATMs are located in Sioux Falls and one is located in each of the following towns: Brandon, Dell Rapids, Harrisburg, and Hartford. FNBSF also operates 25 cash dispensing ATMs in its AAs. Twenty of the ATMs are located in Sioux Falls, two are located in Flandreau, and one is located in each of the following towns: Baltic, Brandon, and Colman.

For purposes of the CRA, FNBSF operates with one rating area and two AAs. The rating area is the State of South Dakota. The bank's AAs include Lincoln and Minnehaha counties, which are included in the Sioux Falls MSA and Moody County. Moody County is not included in a MSA.

The Sioux Falls MSA AA serves as FNBSF's primary AA. Seventeen of the bank's 18 branches are located in the Sioux Falls MSA. The bank's primary business focus is commercial loans, agricultural loans, and fiduciary management services. Management gathered \$896 million of deposits in the Sioux Falls MSA AA of June 30, 2018, which represents 92 percent of total bank deposits. During the evaluation period, management originated \$565.3 million of home mortgage loans, small loans to businesses, and small loans to farms in the Sioux Falls MSA AA, which represents 93 percent of total loan originations by dollar. Two large banks with a nationwide footprint control 98 percent of total deposit market share in the Sioux Falls MSA AA as of June 30, 2018. Thirty depository institutions split the remaining 1.63 percent of market share, with FNBSF controlling 0.15 percent of total deposit market share as of June 30, 2018. This places the bank in sixth position for deposit market share. The Sioux Falls MSA AA is heavily banked. Major competitors include local offices of large national and regional banks, locally-owned banks, and Farm Credit Services of America.

We reviewed two recently completed community contacts for the Sioux Falls MSA as part of this examination. Each of the community contacts was completed in Sioux Falls, South Dakota within the last 12 months. The first community contact is an executive director for a local planning and development district. The contact stated the Sioux Falls economy continues to grow and remains strong. The contact identified affordable housing as a primary credit need in Sioux Falls. The second community contact is a farm loan manager for a local governmental agency. The contact stated Sioux Falls' non-farm economy is booming, which is resulting in new jobs and construction to provide business locations and housing. Within Sioux Falls, the contact identified commercial loans and home mortgage loans as the primary credit needs. In communities outside of Sioux Falls, the contact identified agricultural lending and home mortgage loans as the primary credit needs.

FNBSF operates one branch in the Moody County AA. The bank's primary business focus is agricultural loans and commercial loans. Management gathered \$76.3 million of deposits in the Moody County AA as of June 30, 2018. During the evaluation period, management originated \$39.8 million of home mortgage loans, small loans to businesses, and small loans to farms in Moody County. While Moody County's performance represents only 8 percent of FNBSF's total deposits and 7 percent of FNBSF's loan originations, the institution is vital to the local community. FNBSF is one of only three depository financial institutions operating in Moody County. FNBSF is the leader in deposit market share with 56.21 percent of total deposit market share as of June 30, 2018. Competition in Moody County includes two branches of regional banks; however, additional competition is located in Sioux Falls and Brookings, which are located less than one hour from Flandreau.

We completed one community contact for Moody County during this examination. The contact is a farm loan manager for a local governmental agency. The contact stated Moody County's economy remains stable, although the agricultural economy continues to be under stress due to low commodity prices. The contact identified agricultural loans and home mortgage loans as the primary credit needs.

**Sioux Falls MSA AA**

<b>Table A – Demographic Information of the Assessment Area</b>						
<b>Assessment Area: 2016 Sioux Falls MSA</b>						
<b>Demographic Characteristics</b>	<b>#</b>	<b>Low % of #</b>	<b>Moderate % of #</b>	<b>Middle % of #</b>	<b>Upper % of #</b>	<b>NA* % of #</b>
Geographies (Census Tracts)	53	0.0	26.4	50.9	22.6	0.0
Population by Geography	214,296	0.0	26.1	50.9	23.0	0.0
Housing Units by Geography	86,468	0.0	29.3	49.7	21.0	0.0
Owner-Occupied Units by Geography	55,160	0.0	19.4	54.8	25.8	0.0
Occupied Rental Units by Geography	26,084	0.0	47.0	40.4	12.6	0.0
Vacant Units by Geography	5,224	0.0	45.0	43.1	11.9	0.0
Businesses by Geography	15,630	0.0	36.8	42.6	20.6	0.0
Farms by Geography	1,008	0.0	8.8	69.7	21.4	0.0
Family Distribution by Income Level	54,233	17.8	17.8	26.2	38.3	0.0
Household Distribution by Income Level	81,244	21.0	17.6	20.2	41.1	0.0
Median Family Income MSA - 43620 Sioux Falls, SD MSA		\$66,496	Median Housing Value			\$150,614
			Median Gross Rent			\$673
			Families Below Poverty Level			6.0%

*Source: 2010 U.S. Census and 2016 D&B Data. Due to rounding, totals may not equal 100.0.  
(\*) The NA category consists of geographies that have not been assigned an income classification.*

<b>Table A – Demographic Information of the Assessment Area</b>						
<b>Assessment Area: 2017-18 Sioux Falls MSA</b>						
<b>Demographic Characteristics</b>	<b>#</b>	<b>Low % of #</b>	<b>Moderate % of #</b>	<b>Middle % of #</b>	<b>Upper % of #</b>	<b>NA* % of #</b>
Geographies (Census Tracts)	53	0.0	32.1	45.3	22.6	0.0
Population by Geography	228,816	0.0	29.5	47.7	22.9	0.0
Housing Units by Geography	93,533	0.0	32.7	45.4	21.9	0.0
Owner-Occupied Units by Geography	58,782	0.0	21.5	51.8	26.7	0.0
Occupied Rental Units by Geography	29,395	0.0	53.2	33.8	13.0	0.0
Vacant Units by Geography	5,356	0.0	43.7	38.5	17.8	0.0
Businesses by Geography	16,629	0.0	38.8	36.6	24.6	0.0
Farms by Geography	936	0.0	8.4	65.6	26.0	0.0
Family Distribution by Income Level	57,695	18.8	17.9	24.4	38.9	0.0
Household Distribution by Income Level	88,177	21.9	18.1	18.8	41.2	0.0
Median Family Income MSA - 43620 Sioux Falls, SD MSA		\$72,948	Median Housing Value			\$160,629
			Median Gross Rent			\$725
			Families Below Poverty Level			7.2%

*Source: 2015 ACS Census and 2018 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.*

## Moody County AA

Table A – Demographic Information of the Assessment Area						
Assessment Area: 2016 Moody County						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	2	0.0	0.0	50.0	50.0	0.0
Population by Geography	6,486	0.0	0.0	48.9	51.1	0.0
Housing Units by Geography	2,815	0.0	0.0	49.8	50.2	0.0
Owner-Occupied Units by Geography	2,027	0.0	0.0	41.2	58.8	0.0
Occupied Rental Units by Geography	568	0.0	0.0	76.6	23.4	0.0
Vacant Units by Geography	220	0.0	0.0	59.5	40.5	0.0
Businesses by Geography	411	0.0	0.0	52.8	47.2	0.0
Farms by Geography	169	0.0	0.0	13.0	87.0	0.0
Family Distribution by Income Level	1,870	10.2	17.5	25.9	46.4	0.0
Household Distribution by Income Level	2,595	14.5	10.7	22.9	52.0	0.0
Median Family Income Non-MSAs - SD		\$54,734	Median Housing Value			\$104,647
			Median Gross Rent			\$506
			Families Below Poverty Level			4.7%
Source: 2010 U.S. Census and 2016 D&B Data. Due to rounding, totals may not equal 100.0. (* ) The NA category consists of geographies that have not been assigned an income classification.						

Table A – Demographic Information of the Assessment Area						
Assessment Area: 2017-18 Moody County						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	2	0.0	0.0	100.0	0.0	0.0
Population by Geography	6,439	0.0	0.0	100.0	0.0	0.0
Housing Units by Geography	2,824	0.0	0.0	100.0	0.0	0.0
Owner-Occupied Units by Geography	1,917	0.0	0.0	100.0	0.0	0.0
Occupied Rental Units by Geography	764	0.0	0.0	100.0	0.0	0.0
Vacant Units by Geography	143	0.0	0.0	100.0	0.0	0.0
Businesses by Geography	408	0.0	0.0	100.0	0.0	0.0
Farms by Geography	142	0.0	0.0	100.0	0.0	0.0
Family Distribution by Income Level	1,844	21.9	15.8	24.4	37.9	0.0
Household Distribution by Income Level	2,681	19.9	15.4	19.1	45.6	0.0
Median Family Income Non-MSAs - SD		\$60,961	Median Housing Value			\$123,066
			Median Gross Rent			\$533
			Families Below Poverty Level			8.6%
Source: 2015 ACS Census and 2018 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.						

## Scope of Evaluation in South Dakota

We completed full-scope reviews of the Sioux Falls MSA AA and the Moody County AA. Refer to the table in Appendix A for additional information.

## CONCLUSIONS WITH RESPECT TO PERFORMANCE TESTS IN SOUTH DAKOTA

### LENDING TEST

The bank's performance under the Lending Test in South Dakota is rated Outstanding.

### Conclusions for Areas Receiving Full-Scope Reviews

Based on a full-scope review, the bank's performance in the Sioux Falls MSA AA is excellent.

Based on a full-scope review, the bank's performance in the Moody County AA is good.

### Lending Activity

Lending levels reflect excellent responsiveness to AA credit needs.

Number of Loans*							
AA	Home Mortgage	Small Business	Small Farm	CD	Total	% State Loans	% State Deposits
Sioux Falls MSA	821	1,769	566	30	3,186	92	92
Moody County	41	62	191	0	294	8	8

\*The tables present the data for all AAs. The narrative below addresses performance in full-scope areas only.

Dollar Volume of Loans (000)*							
AA	Home Mortgage	Small Business	Small Farm	CD	Total	% State Loans	% State Deposits
Sioux Falls MSA	170,985	298,484	95,817	41,467	606,753	94	92
Moody County	3,293	7,844	28,627	0	39,764	6	8

\*The tables present the data for all AAs. The narrative below addresses performance in full-scope areas only.

### Sioux Falls MSA AA

Lending levels in the Sioux Falls MSA AA reflect excellent responsiveness to AA credit needs. Management originated 821 home mortgage loans totaling \$171 million, 1,769 small loans to businesses totaling \$298.5 million, and 566 small loans to farms totaling \$95.8 million in the Sioux Falls MSA during the evaluation period. Based on June 30, 2018, FDIC deposit market share data, there are 32 deposit-taking institutions with one or more banking offices in the Sioux Falls MSA AA. Based on the dollar volume of deposits, FNBSF ranks sixth with a total deposit market share of 0.15 percent.

FNBSF's lending market share is excellent compared to its deposit market share in the Sioux Falls MSA AA. Peer small business loan data for 2017 indicates FNBSF ranks second among 67 lenders that reported small business loans with a market share of 11 percent based on number of loans and 24 percent based on dollar of loans. Peer small farm loan data for 2017 indicates FNBSF ranks first among

19 lenders that reported small farm loans with a market share of 32 percent based on number of loans and 40 percent based on dollar of loans.

Peer home mortgage loan data for 2017 indicates FNBSF ranks fifteenth among 154 lenders that reported home purchase loans with a market share of 2 percent based on number and dollar of loans. FNBSF ranks fourteenth among 126 lenders that reported home refinance loans with a market share of 2 percent based on number of loans and 3 percent based on dollar of loans. FNBSF ranks seventh among 61 lenders that reported home improvement loans with a market share of 5 percent based on number of loans and 6 percent based on dollar of loans. FNBSF ranks fourteenth among 27 lenders that reported multifamily loans with a market share of 2 percent based on number of loans and less than one percent based on dollar of loans.

### Moody County AA

Lending levels in the Moody County AA reflect adequate responsiveness to AA credit needs. Management originated 41 home mortgage loans totaling \$3.3 million, 62 small loans to businesses totaling \$7.8 million, and 191 small loans to farms totaling \$28.6 million in the Moody County AA during the evaluation period. Based on June 30, 2018, FDIC deposit market share data, there are only three deposit-taking institutions with one or more banking offices in the Moody County AA. Based on the dollar volume of deposits, FNBSF ranks first with a total deposit market share of 56 percent.

FNBSF's lending market share is adequate compared to its deposit market share in the Moody County AA. Peer small business loan data for 2017 indicates FNBSF ranked first among 22 lenders that reported small business loans with a market share of 25 percent based on number of loans and 49 percent based on dollar of loans. Peer small farm loan data for 2017 indicates FNBSF ranks first among 14 lenders that reported small farm loans with a market share of 25 percent based on number of loans and 33 percent based on dollar of loans.

Peer home mortgage loan data for 2017 indicates FNBSF ranks third among 48 lenders that reported home purchase loans with a market share of 8 percent based on number of loans and 7 percent based on dollar of loans. FNBSF ranks tenth among 26 lenders that reported home refinance loans with a market share of 4 percent based on number of loans and 2 percent based on dollar of loans. FNBSF ranks first among 12 lenders that reported home improvement loans with a market share of 42 percent based on number of loans and 16 percent based on dollar of loans. FNBSF ranks first as the only lender that reported a multifamily loan in the AA during the evaluation period.

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

The bank exhibits a good geographic distribution of loans in its AAs. We completed the geographic distribution analysis for the Sioux Falls MSA AA. There are no low- or moderate-income (LMI) census tracts (CTs) in the Moody County AA. A geographic distribution analysis of this AA would not provide meaningful information.

Loans originated in 2016 are compared to 2006-2010 American Community Survey (2010 ACS) data and loans originated in 2017 and 2018 are compared to 2011-2015 American Community Survey (2015 ACS) data and, therefore, were evaluated separately.

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

Refer to Table O in the state of South Dakota 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.

The geographic distribution of home mortgage loans to CTs of different income levels is adequate. FNBSF originated 9 percent of its home mortgage loans to borrowers located in moderate-income CTs in 2016. 2010 ACS data indicates 19 percent of owner-occupied housing units are located in moderate-income CTs. FNBSF originated 12 percent of its home mortgage loans to borrowers located in moderate-income CTs in 2017-18. 2015 ACS data indicates 22 percent of owner-occupied housing units are located in moderate-income CTs. Aggregate HMDA data indicates 12 percent of home mortgage loans within the AA were originated to borrowers located in moderate-income CTs in 2016 and 17 percent in 2017-18.

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

Refer to Table Q in the state of South Dakota 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.

The geographic distribution of small loans to businesses in the Sioux Falls MSA AA is excellent. FNBSF originated 40 percent of its small loans to businesses located in moderate-income CTs in 2016. 2010 ACS data indicates 37 percent of AA businesses are located in moderate-income CTs. FNBSF originated 39 percent of its small loans to businesses located in moderate-income CTs in 2017-18. 2015 ACS data indicates 39 percent of AA businesses are located in moderate-income CTs. Aggregate CRA data indicates 35 percent of small loans to businesses within the AA were originated to businesses in moderate-income CTs in 2016 and 39 percent in 2017-18.

### ***Small Loans to Farms***

Refer to Table S in the state of South Dakota 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 farms.

The geographic distribution of small loans to farms in the Sioux Falls MSA AA is very poor. FNBSF originated 3 percent of its small loans to farms located in moderate-income CTs in 2016. 2010 ACS data indicates 9 percent of AA farms are located in moderate-income CTs. FNBSF originated 1 percent of its small loans to farms to farms located in moderate-income CTs in 2017-18. 2015 ACS data indicates 9 percent of AA farms are located in moderate-income CTs. Aggregate CRA data indicates 3 percent of small loans to farms within the AA were originated to farms in moderate-income CTs in 2016-18.

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

Data detailing FNBSF's lending activity over the evaluation period for home mortgage loans, small loans to businesses, and small loans to farms did not reveal any conspicuous gaps in the bank's lending activity. FNBSF originated at least one home mortgage loan, small loan to a business, or small loan to a farm in every CT in the Sioux Falls MSA AA during the evaluation period.

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

The bank exhibits an adequate distribution of loans among individuals of different income levels and business and farms of different sizes, given the product lines offered by the institution.

Loans originated in 2016 are compared to 2010 ACS data and loans originated in 2017 and 2018 are compared to 2015 ACS data and, therefore, were evaluated separately

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

Refer to Table P in the state of South Dakota 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.

The distribution of home mortgage loans to LMI families is poor.

#### **Sioux Falls MSA AA**

The distribution of home mortgage loans to LMI families in the Sioux Falls MSA AA is poor. FNBSF originated 7 percent of its home mortgage loans to low-income families in 2016. 2010 ACS data indicates 18 percent of AA families are low-income. FNBSF originated 5 percent of its home mortgage loans to low-income families in 2017-18. 2015 ACS census data indicates 19 percent of AA families are low-income. Aggregate HMDA data indicates 6 percent of home mortgage loans within the AA were originated to low-income families in 2016 and 8 percent in 2017-18.

FNBSF originated 13 percent of home mortgage loans to moderate-income families in 2016. 2010 ACS data indicates 18 percent of AA families are moderate-income. FNBSF originated 9 percent of its home mortgage loans to moderate-income families in 2017-18. 2015 ACS data indicates 18 percent of AA families are moderate-income. Aggregate HMDA data indicates 18 percent of home mortgage loans within the AA were originated to moderate-income families in 2016 and 20 percent in 2017-18.

#### **Moody County AA**

The distribution of home mortgage loans to LMI families in the Moody County AA is excellent. FNBSF originated 20 percent of its home mortgage loans to low-income families in 2016. 2010 ACS data indicates 10 percent of AA families are low-income. FNBSF originated 8 percent of its home mortgage loans to low-income families in 2017-18. 2015 ACS data indicates 22 percent of AA families are low-income. Aggregate HMDA data indicates 4 percent of home mortgage loans within the AA were originated to low-income families in 2016 and 6 percent in 2017-18.

FNBSF originated 20 percent of its home mortgage loans to moderate-income families in 2016. 2010 census data indicates 18 percent of AA families are moderate-income. FNBSF originated 12 percent of its home mortgage loans to moderate-income families in 2017-18. 2015 ACS data indicates 16 percent of AA families are moderate-income. Aggregate HMDA data indicates 14 percent of home mortgage loans within the AA were originated to moderate-income families in 2016 and 23 percent in 2017-18.

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

Refer to Table R in the state of South Dakota 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.

The distribution of small loans to businesses of different sizes is adequate.

### Sioux Falls MSA AA

The distribution of small loans to businesses with revenues of \$1 million or less in the Sioux Falls MSA AA is adequate. FNBSF originated 60 percent of its small business loans to businesses with revenues of \$1 million or less in 2016. 2010 ACS data indicates 80 percent of AA businesses have revenues of \$1 million or less. FNBSF originated 62 percent of its small business loans to businesses with revenues of \$1 million or less in 2017-18. 2015 ACS data indicates 81 percent of AA businesses have revenues of \$1 million or less. Aggregate CRA data indicates 49 percent of small loans to businesses within the AA were originated to businesses with revenues of \$1 million or less in 2016 and 54 percent in 2017-18.

During 2016, management originated 587 loans totaling \$99.5 million to small businesses in the Sioux Falls MSA AA. Of the total loans, 349 loans totaling \$14.4 million were less than \$100 thousand, 119 loans totaling \$20.2 million were between \$100 thousand and \$250 thousand, and 119 loans totaling \$64.9 million were greater than \$250 thousand. During 2017-2018, management originated 1,182 loans totaling \$199 million to small businesses. Of the total loans, 691 loans totaling \$31 million were less than \$100 thousand, 262 loans totaling \$44.3 million were between \$100 thousand and \$250 thousand, and 229 loans totaling \$123.7 million were greater than \$250 thousand.

### Moody County AA

The distribution of small loans to businesses with revenues of \$1 million or less in the Moody County AA is adequate. FNBSF originated 57 percent of its small business loans to businesses with revenues of \$1 million or less in 2016. 2010 ACS data indicates 79 percent of AA businesses have revenues of \$1 million or less. FNBSF originated 67 percent of its small business loans to businesses with revenues of \$1 million or less in 2017-18. 2015 ACS data indicates 78 percent of AA businesses have revenues of \$1 million or less. Aggregate CRA data indicates 51 percent of small loans to businesses within the AA were originated to businesses with revenues of \$1 million or less in 2016 and 70 percent in 2017-18.

During 2016, management originated 23 loans totaling \$2.3 million to small businesses in the Moody County AA. Of the total loans, 15 loans totaling \$545 thousand were less than \$100 thousand, six loans totaling \$1 million were between \$100 thousand and \$250 thousand, and two loans totaling \$781 thousand were greater than \$250 thousand. During 2017-2018, management originated 39 loans totaling \$5.5 million to small businesses. Of the total loans, 23 loans totaling \$953 thousand were less than \$100 thousand, 10 loans totaling \$1.7 million were between \$100 thousand and \$250 thousand, and six loans totaling \$2.8 million were greater than \$250 thousand.

### ***Small Loans to Farms***

Refer to Table T in the state of South Dakota 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 farms.

The distribution of small loans to farms of different sizes is adequate.

### Sioux Falls MSA AA

The distribution of small loans to farms with revenues of \$1 million or less in the Sioux Falls MSA AA is adequate. FNBSF originated 86 percent of its small farm loans to farms with revenues of \$1 million

or less in 2016. 2010 ACS data indicates 98 percent of AA farms had revenues of \$1 million or less. FNBSF originated 82 percent of its small farm loans to farms with revenues of \$1 million or less in 2017-18. 2015 ACS data indicates 97 percent of AA farms had revenues of \$1 million or less. Aggregate CRA data indicates 70 percent of small loans to farms within the AA were originated to farms with revenues of \$1 million or less in 2016-18.

During 2016, management originated 203 loans totaling \$31.2 million to farms in the Sioux Falls MSA AA. Of the total loans, 113 loans totaling \$5.4 million were less than \$100 thousand, 47 loans totaling \$8.9 million were between \$100 thousand and \$250 thousand, and 43 loans totaling \$16.9 million were greater than \$250 thousand. During 2017-2018, management originated 363 loans totaling \$64.6 million to small farms. Of the total loans, 174 loans totaling \$9.3 million were less than \$100 thousand, 92 loans totaling \$17.7 million were between \$100 thousand and \$250 thousand, and 97 loans totaling \$37.6 million were greater than \$250 thousand.

### Moody County AA

The distribution of small loans to farms with revenues of \$1 million or less in the Moody County AA is good. FNBSF originated 89 percent of its small farm loans to farms with revenues of \$1 million or less in 2016. 2010 ACS data indicates 98 percent of AA farms had revenues of \$1 million or less. FNBSF originated 82 percent of its small farm loans to farms with revenues of \$1 million or less in 2017-18. 2015 ACS data indicates 97 percent of AA farms had revenues of \$1 million or less. Aggregate CRA data indicates 63 percent of small loans to farms within the AA were originated to farms with revenues of \$1 million or less in 2016 and 67 percent in 2017-18.

During 2016, management originated 66 loans totaling \$10.2 million to farms in the Moody County AA. Of the total loans, 38 loans totaling \$2.1 million were less than \$100 thousand, 18 loans totaling \$3.7 million were between \$100 thousand and \$250 thousand, and 10 loans totaling \$4.4 million were greater than \$250 thousand. During 2017-2018, management originated 125 loans totaling \$18.4 million to small farms. Of the total loans, 72 loans totaling \$3.7 million were less than \$100 thousand, 29 loans totaling \$5.2 million were between \$100 thousand and \$250 thousand, and 24 loans totaling \$9.5 million were greater than \$250 thousand.

### **CD Lending**

The institution is a leader in making CD loans. FNBSF's level of CD lending had a significantly positive impact on the Lending Test rating.

The Lending Activity Tables, shown on page 10, set forth the information and data used to evaluate the institution's level of CD lending. These tables include all CD loans, including multifamily loans that also qualify as CD loans.

### Sioux Falls MSA AA

FNBSF is a leader in making CD loans in the Sioux Falls MSA AA. Management originated 30 CD loans totaling \$41.5 million during the evaluation period. This represents 27 percent of allocated tier one capital as of December 31, 2018. Capital was allocated based on the bank's portion of deposits in the Sioux Falls MSA AA. CD loan originations exhibit excellent responsiveness to CD needs within the AA. Twenty-five of the CD loans support economic development within in the AA. Four loans were

originated to revitalize a moderate-income CT and one loan was originated to an organization that provides services to LMI individuals.

In addition to the CD loan originations, FNBSF was recognized as a member of the South Dakota Leadership Circle in 2018 by the Small Business Administration (SBA) for originating the most SBA 7(a) loans in the state. The bank also won the Hey! Sioux Falls "Corporate Innovator of the Year" Award in 2018 for promoting innovation and economic development in Sioux Falls.

### Moody County AA

FNBSF did not originate any CD loans in the Moody County AA during the evaluation period. Opportunities for CD lending participation are limited in Moody County. The AA is a rural area with no LMI CTs and a limited number of qualified CD organizations.

### **Product Innovation and Flexibility**

The institution uses innovative and/or flexible lending practices in order to serve AA credit needs.

### Sioux Falls MSA AA

FNBSF uses innovative and flexible lending products to meet credit needs within the Sioux Falls MSA AA. Management originates business loans through the SBA 504 and 7(a) programs and obtains credit guarantees from the Farm Service Agency (FSA) when necessary. Management utilizes an Inspiration Pool of loan funds, which was created to help lenders provide financing to start-up businesses. During the evaluation period, FNBSF originated 87 loans totaling \$19.2 million as part of this pool. Management also developed the FIRSTHome product in 2016, which is an internal home loan program for first-time homebuyers.

### Moody County AA

In addition to the innovative and flexible lending products discussed above, management offered loans through the Flandreau Santee Sioux Tribe (FSST) Home Improvement Program from 2016-2018. The program provided home improvement loans to Native Americans living on tribal trust land that were partially secured by a certificate of deposit provided by the FSST.

### **INVESTMENT TEST**

The bank's performance under the Investment Test in South Dakota is rated Outstanding.

### **Conclusions for Areas Receiving Full-Scope Reviews**

Based on a full-scope review, the bank's performance in the Sioux Falls MSA AA is good.

Based on a full-scope review, the bank's performance in the Moody County AA is excellent.

The institution has an excellent level of qualified CD investment and grants, often in a leadership position, particularly those that are not routinely provided by private investors.

The institution exhibits excellent responsiveness to credit and community economic development needs. The institution occasionally uses innovative and/or complex investments to support CD initiatives.

Qualified Investments										
AA	Prior Period*		Current Period		Total				Unfunded Commitments*	
	#	\$(000's)	#	\$(000's)	#	% of Total #	\$(000's)	% of Total \$	#	\$(000's)
Sioux Falls MSA	7	2,777	182	4,329	189	85	7,106	58	--	--
Moody County	4	860	6	15	10	4	875	7	--	--
State of South Dakota	3	1,829	19	2,545	22	10	4,374	35	--	--
Nationwide	0	0	2	4	2	1	4	< 1	--	--

\* 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.

### Sioux Falls MSA AA

FNBSF's investments and donations demonstrate significant responsiveness to community needs and opportunities in the Sioux Falls MSA AA. Donations and investments total \$7.1 million during the evaluation period. This represents 5 percent of allocated tier one capital as of December 31, 2018. Capital was allocated based on the bank's portion of deposits in the Sioux Falls MSA AA.

During the evaluation period, management purchased five municipal bonds totaling \$3.5 million that benefit the Sioux Falls MSA AA. The bonds helped revitalize moderate-income CTs in the AA by providing permanent job creation. In addition, management received credit for seven qualified investments totaling \$2.8 million that were purchased in prior periods and still outstanding. These investments support the revitalization/stabilization of a moderate-income CT, economic development, and affordable housing.

Management provided 177 donations totaling \$789 thousand to 39 qualified community organizations during the evaluation period. A majority of the donations, 161 donations totaling \$655 thousand, support community service agencies. Nine of the donations totaling \$68 thousand support projects that revitalize/stabilize moderate-income CTs. Six of the donations totaling \$16 thousand support affordable housing. One donation totaling \$50 thousand supports economic development.

### Moody County AA

FNBSF's investments and donations demonstrate excellent responsiveness to community needs and the limited opportunities in the Moody County AA. Donations and investments total \$875 thousand during the evaluation period. This represents 7 percent of allocated tier one capital as of December 31, 2018. Capital was allocated based on the bank's portion of deposits in the Moody County AA.

Management received credit for four municipal bonds totaling \$860 thousand that were purchased in prior periods and still outstanding. The bonds helped revitalize an underserved middle-income CT by constructing a new school building and improving existing school facilities in Flandreau.

Management provided six donations totaling \$15 thousand to the Moody County AA during the evaluation period. Three of the donations provided funding for activities that revitalize/stabilize the underserved middle-income CTs in the AA. Three donations support community service organizations. Of particular note, one donation of \$10 thousand to the Flandreau fire department provided half the funding needed to purchase an updated fire truck. This was highly responsive to community needs.

#### State of South Dakota and Nationwide

In addition to the investments and donations made within the AAs, FNBSF also supported CD activities in the statewide area and nationwide during the evaluation period. Statewide and nationwide donations and investments positively impacted FNBSF's Investment Test conclusion.

Statewide donations and investments total \$4.4 million and represent 3 percent of tier one capital as of December 31, 2018. During the evaluation period, management purchased two mortgage-backed securities (MBS) that support affordable housing for LMI borrowers in South Dakota. Management also received credit for two MBS and one equity partnership that were purchased in prior periods and still outstanding. The two outstanding MBS support affordable housing. The equity partnership supports affordable housing and economic development.

Management provided 17 donations totaling \$16 thousand to three qualified community service organizations that served the Sioux Falls MSA AA and broader statewide area during the evaluation period. Twelve donations supported economic development and five donations supported community services.

Nationwide donations to the Red Cross total \$4 thousand. The donations supported cleanup efforts in designated disaster areas.

### **SERVICE TEST**

The bank's performance under the Service Test in South Dakota is rated Outstanding.

### **Conclusions for Areas Receiving Full-Scope Reviews**

Based on a full-scope review, the bank's performance in the Sioux Falls MSA AA is excellent.

Based on a full-scope review, the bank's performance in the Moody County AA is adequate.

### **Retail Banking Services**

Service delivery systems are readily accessible to geographies and individuals of different income levels in the institution's AAs.

Distribution of Branch Delivery System											
AA	Deposits	Branches						Population			
	% of Rated Area Deposits in AA	# of Bank Branches	% of Rated Area Branches in AA	Location of Branches by Income of Geographies (%)				% of Population within Each Geography			
				Low	Mod	Mid	Upp	Low	Mod	Mid	Upp
Sioux Falls MSA	92	17	94	0	35	47	18	0	29	48	23
Moody County	8	1	6	0	0	100	0	0	0	100	0

### Sioux Falls MSA AA

FNBSF's service delivery systems are readily accessible to geographies and individuals of different income levels throughout the Sioux Falls MSA AA. Six of FNBSF's 17 branches, including the bank's main branch, are located in moderate-income CTs in the AA. This represents 35 percent of branch locations. Seven of FNBSF's 15 deposit-taking ATMs are located in moderate-income CTs in the AA. This represents 47 percent of the deposit-taking ATM locations. This distribution compares favorably to the 29 percent of AA population living in moderate-income areas per 2015 ACS data. Additionally, 11 of the bank's 22 cash dispensing ATMs in the Sioux Falls MSA AA are located in moderate-income CTs. FNBSF also offers telephone, online, and mobile banking.

### Moody County

There are no LMI CTs in the Moody County AA. FNBSF operates one branch in a middle-income CT in the Moody County AA.

Distribution of Branch Openings/Closings						
Branch Openings/Closings						
AA	# of Branch Openings	# of Branch Closings	Net change in Location of Branches (+ or -)			
			Low	Mod	Mid	Upp
Sioux Falls MSA	3	2	0	-1	+2	0
Moody County	0	0	0	0	0	0

To the extent changes have been made, the institution's opening and closing of branches has not adversely affected the accessibility of its delivery systems, particularly in LMI geographies and/or to LMI individuals.

### Sioux Falls MSA AA

Changes in branch locations and full service ATMs did not adversely affect the accessibility of FNBSF's delivery systems to moderate-income geographies and/or to LMI individuals. FNBSF opened three branches and closed two branches during the evaluation period, resulting in a net loss of one

branch located in a moderate-income CT. However, the branch that was located in a moderate-income CT was relocated to a middle-income CT less than a mile away from the previous location. The street where the previous branch was located is the dividing line for the moderate-income CT and the middle-income CT. The new branch's proximity to the prior location enables the branch to continue to serve the moderate-income CT. Management closed one deposit-taking ATM located in a moderate-income CT during the evaluation period. This closure did not materially impact the excellent distribution of branches and deposit-taking ATMs in moderate-income CTs throughout the Sioux Falls MSA AA.

### Moody County AA

FNBSF did not open or close any branches or deposit-taking ATMs in the Moody County AA during the evaluation period.

Services and business hours do not vary in a way that inconveniences its AAs, particularly LMI geographies and/or individuals.

### Sioux Falls MSA AA

Hours of operation and services offered at branches across geographies of different income levels in the Sioux Falls MSA AA do not vary in a way that inconveniences the AA. Lobby and drive-up hours are similar among all full service branches. Five branches, including two branches located in or near a moderate-income CT, offer drive-up hours on Saturdays. Two branches, including one in a moderate-income CT, also offer limited drive-up hours on holidays. FNBSF offers low-cost checking and savings accounts at all branches. Initial contact for all loan products, including consumer, home mortgage, commercial, and agricultural, can be made at any branch. Consumer lenders are located at all branches, except the branches located in assisted living center communities. Lenders will travel to those branches upon request. Commercial, agricultural, and home mortgage applications are forwarded to the applicable lenders located at various branches throughout the Sioux Falls MSA AA.

### Moody County AA

There are no LMI CTs in the Moody County AA. FNBSF operates one branch in a middle-income CT in the Moody County AA.

## **Community Development Services**

The institution is a leader in providing CD services.

### Sioux Falls MSA AA

FNBSF is a leader in providing CD services. Employees provide expertise to a variety of organizations that provide community services to LMI individuals, promote economic development, provide affordable housing, and revitalize and stabilize moderate-income geographies. Forty-seven bank employees provided 2,602 service hours to 24 qualified CD organizations benefiting the Sioux Falls MSA AA during the evaluation period. The majority of service hours were provided to CD organizations that provided services to LMI individuals.

Many bank employees provided service hours to a specific organization for several of the years in the evaluation period and multiple bank representatives assumed leadership roles within CD organizations.

The following are examples of some of the CD services provided to the Sioux Falls MSA AA during the evaluation period:

- Two bank employees, including the Business Banking Manager and a commercial loan officer, provided financial counseling and business advice to entrepreneurs of start-up and small businesses as part of an economic development organization.
- Five bank employees taught financial literacy concepts through the Junior Achievement program to elementary students in schools where a majority of the student population qualifies for free or reduced-cost lunches.
- The Audit Manager served on the Audit Committee of an affordable housing organization.
- The Employee Experience Manager was a member of the Human Resources Committee for an organization that provides community services to LMI individuals. This committee advises the organization on all aspects of internal human resource policies and practices.
- The Chief Executive Officer (CEO) provided 234 service hours to five qualified CD organizations, mostly as a fundraiser. The CEO also serves as a member of the Board of Directors for an organization that provides transitional affordable housing to LMI individuals who were struggling with chemical dependency.

#### Moody County AA

FNBSF provided an adequate level of service hours to qualified CD organizations. CD opportunities within the Moody County AA are limited. One bank employee provided 21 service hours to a qualified CD organization which provides community services to LMI individuals in the Moody County AA. The employee serves on the Board of Directors for the organization.

## 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>	1/1/2016 to 12/31/2018	
<b>Bank Products Reviewed:</b>	Home mortgage, small business, small farm loans CD loans, qualified investments, CD services	
<b>Affiliate(s)</b>	<b>Affiliate Relationship</b>	<b>Products Reviewed</b>
None		
<b>List of Assessment Areas and Type of Examination</b>		
<b>Rating and Assessment Areas</b>	<b>Type of Exam</b>	<b>Other Information</b>
<b>State of South Dakota</b>		
Sioux Falls MSA AA	Full-scope	Lincoln and Minnehaha counties
Moody County AA	Full-scope	Moody county

## Appendix B: Summary of MMSA and State Ratings

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<b>RATINGS: THE FIRST NATIONAL BANK IN SIOUX FALLS</b>				
Overall Bank:	Lending Test Rating*	Investment Test Rating	Service Test Rating	Overall Bank/State/Multistate Rating
The First National Bank in Sioux Falls	Outstanding	Outstanding	Outstanding	Outstanding
State:				
State of South Dakota	Outstanding	Outstanding	Outstanding	Outstanding

(\*) The Lending Test is weighted more heavily than the Investment and Service Tests in the overall rating.

## Appendix C: Definitions and Common Abbreviations

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

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

**Aggregate Lending (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/AA.

**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. CTs nest within counties, and their boundaries normally follow visible features, but may follow legal geography boundaries and other non-visible features in some instances. CTs 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 LMI individuals; community services targeted to LMI individuals; activities that promote economic development by financing businesses or farms that meet SBA 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 LMI 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 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 CT 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 MSA 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 §1003.2 of this title, and that is not an excluded transaction under §1003.3(c)(1) through (10) and (13) of this title.

**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 CT 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/AA.

**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 MSA 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.

**MMSA (State):** Any multistate metropolitan statistical area or multistate combined statistical area, as defined by the Office of Management and Budget.

**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 CD.

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

**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 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.

## 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 MSAs, 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 loans are treated the same 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 multistate MSA/AA. 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/AA. 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 AA.
- 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. 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 AA.

**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 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
2016 Sioux Falls MSA	304	72,519	95.3	12,377	0.0	0.0	0.0	19.4	9.2	11.5	54.8	51.3	55.7	25.8	39.5	32.7	0.0	0.0	0.0
2016 Moody County	15	754	4.7	139	0.0	0.0	0.0	0.0	0.0	0.0	41.2	73.3	38.8	58.8	26.7	61.2	0.0	0.0	0.0
<b>Total</b>	<b>319</b>	<b>73,273</b>	<b>100.0</b>	<b>12,516</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>18.7</b>	<b>8.8</b>	<b>11.4</b>	<b>54.3</b>	<b>52.4</b>	<b>55.5</b>	<b>27.0</b>	<b>38.9</b>	<b>33.0</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. Due to rounding, totals may not equal 100.0.

**Table O : Assessment Area Distribution of Home Mortgage Loans by Income Category of the Geography 2017-18**

Assessment Area:	Total Home Mortgage Loans				Low-Income Tracts			Moderate-Income Tracts			Middle-Income Tracts			Upper-Income Tracts			Not Available-Income Tracts		
	#	\$	% of Total	Overall Market	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate
2017-18 Sioux Falls MSA	517	98,466	95.2	10,504	0.0	0.0	0.0	21.5	12.2	17.0	51.8	47.8	51.1	26.7	40.0	31.9	0.0	0.0	0.0
2017-18 Moody County	26	2,539	4.8	110	0.0	0.0	0.0	0.0	0.0	0.0	100.0	100.0	100.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Total</b>	<b>543</b>	<b>101,005</b>	<b>100.0</b>	<b>10,614</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>20.8</b>	<b>11.6</b>	<b>16.8</b>	<b>53.4</b>	<b>50.3</b>	<b>51.6</b>	<b>25.8</b>	<b>38.1</b>	<b>31.6</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>

Source: 2015 ACS Census; 01/01/2017 - 12/31/2018 Bank Data, 2017 HMDA Aggregate 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**

Assessment Area:	Total Home Mortgage Loans				Low-Income Borrowers			Moderate-Income Borrowers			Middle-Income Borrowers			Upper-Income Borrowers			Not Available-Income Borrowers		
	#	\$	% of Total	Overall Market	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate
2016 Sioux Falls MSA	304	72,519	95.3	12,377	17.8	6.6	6.1	17.8	12.8	17.5	26.2	19.1	21.7	38.3	49.0	31.1	0.0	12.5	23.6
2016 Moody County	15	754	4.7	139	10.2	20.0	3.6	17.5	20.0	14.4	25.9	33.3	25.2	46.4	26.7	41.0	0.0	0.0	15.8
<b>Total</b>	<b>319</b>	<b>73,273</b>	<b>100.0</b>	<b>12,516</b>	<b>17.5</b>	<b>7.2</b>	<b>6.1</b>	<b>17.8</b>	<b>13.2</b>	<b>17.5</b>	<b>26.1</b>	<b>19.7</b>	<b>21.8</b>	<b>38.6</b>	<b>48.0</b>	<b>31.2</b>	<b>0.0</b>	<b>11.9</b>	<b>23.5</b>

Source: 2010 U.S. Census; 01/01/2016 - 12/31/2016 Bank Data, 2016 HMDA Aggregate 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 2017-18**

Assessment Area:	Total Home Mortgage Loans				Low-Income Borrowers			Moderate-Income Borrowers			Middle-Income Borrowers			Upper-Income Borrowers			Not Available-Income Borrowers		
	#	\$	% of Total	Overall Market	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate
2017-18 Sioux Falls MSA	517	98,466	95.2	10,504	18.8	4.6	8.4	17.9	9.3	19.9	24.4	14.5	21.8	38.9	45.6	27.8	0.0	25.9	22.1
2017-18 Moody County	26	2,539	4.8	110	21.9	7.7	6.4	15.8	11.5	22.7	24.4	23.1	19.1	37.9	34.6	31.8	0.0	23.1	20.0
<b>Total</b>	<b>543</b>	<b>101,005</b>	<b>100.0</b>	<b>10,614</b>	<b>18.9</b>	<b>4.8</b>	<b>8.4</b>	<b>17.8</b>	<b>9.4</b>	<b>19.9</b>	<b>24.4</b>	<b>14.9</b>	<b>21.8</b>	<b>38.9</b>	<b>45.1</b>	<b>27.8</b>	<b>0.0</b>	<b>25.8</b>	<b>22.1</b>

Source: 2015 ACS Census; 01/01/2017 - 12/31/2018 Bank Data, 2017 HMDA Aggregate Data. 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** **2016**

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
2016 Sioux Falls MSA	587	99,478	96.2	5,470	0.0	0.0	0.0	36.8	39.5	34.7	42.6	45.0	41.3	20.6	15.5	23.9	0.0	0.0	0.0
2016 Moody County	23	2,327	3.8	82	0.0	0.0	0.0	0.0	0.0	0.0	52.8	69.6	39.0	47.2	30.4	61.0	0.0	0.0	0.0
<b>Total</b>	<b>610</b>	<b>101,805</b>	<b>100.0</b>	<b>5,552</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>35.9</b>	<b>38.0</b>	<b>34.2</b>	<b>42.9</b>	<b>45.9</b>	<b>41.3</b>	<b>21.3</b>	<b>16.1</b>	<b>24.5</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>

Source: 2016 D&B Data; 01/01/2016 - 12/31/2016 Bank Data; 2016 CRA Aggregate Data. 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** **2017-18**

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
2017-18 Sioux Falls MSA	1,182	199,006	96.8	5,099	0.0	0.0	0.0	39.0	39.1	38.5	36.4	39.4	34.2	24.6	21.5	27.3	0.0	0.0	0.0
2017-18 Moody County	39	5,517	3.2	103	0.0	0.0	0.0	0.0	0.0	0.0	100.0	100.0	100.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Total</b>	<b>1,221</b>	<b>204,523</b>	<b>100.0</b>	<b>5,202</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>38.0</b>	<b>37.8</b>	<b>37.8</b>	<b>37.9</b>	<b>41.4</b>	<b>35.5</b>	<b>24.0</b>	<b>20.8</b>	<b>26.7</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>

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

**Table R: Assessment Area Distribution of Loans to Small Businesses by Gross Annual Revenues** **2016**

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
2016 Sioux Falls MSA	587	99,478	96.2	5,470	80.3	59.6	48.5	7.4	37.6	12.4	2.7
2016 Moody County	23	2,327	3.8	82	79.1	56.5	51.2	6.3	39.1	14.6	4.3
<b>Total</b>	<b>610</b>	<b>101,805</b>	<b>100.0</b>	<b>5,552</b>	<b>80.2</b>	<b>59.5</b>	<b>48.5</b>	<b>7.3</b>	<b>27.7</b>	<b>12.4</b>	<b>2.8</b>

Source: 2016 D&B Data; 01/01/2015 - 12/31/2016 Bank Data; 2016 CRA Aggregate Data. Due to rounding, totals may not equal 100.0.

**Table R: Assessment Area Distribution of Loans to Small Businesses by Gross Annual Revenues** **2017-18**

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
2017-18 Sioux Falls MSA	1,182	199,006	96.8	5,099	80.5	61.8	53.7	7.0	34.0	12.5	4.2
2017-18 Moody County	39	5,517	3.2	103	77.5	66.7	69.9	6.1	28.2	16.4	15.4
<b>Total</b>	<b>1,221</b>	<b>204,523</b>	<b>100.0</b>	<b>5,202</b>	<b>80.4</b>	<b>61.9</b>	<b>54.0</b>	<b>7.0</b>	<b>33.0</b>	<b>12.6</b>	<b>4.3</b>

Source: 2017 D&B Data; 01/01/2017 - 12/31/2017 Bank Data; 2016 CRA Aggregate Data. Due to rounding, totals may not equal 100.0.

**Table S: Assessment Area Distribution of Loans to Farms by Income Category of the Geography** **2016**

Assessment Area:	Total Loans to Farms				Low-Income Tracts			Moderate-Income Tracts			Middle-Income Tracts			Upper-Income Tracts			Not Available-Income Tracts		
	#	\$	% of Total	Overall Market	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate
2016 Sioux Falls MSA	203	31,170	75.5	52	0.0	0.0	0.0	8.8	2.5	2.7	69.7	74.4	78.7	21.4	23.2	18.6	0.0	0.0	0.0
2016 Moody County	66	10,186	24.5	153	0.0	0.0	0.0	0.0	0.0	0.0	13.0	13.6	13.1	87.0	86.4	86.9	0.0	0.0	0.0
<b>Total</b>	<b>269</b>	<b>41,356</b>	<b>100.0</b>	<b>674</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>7.6</b>	<b>1.9</b>	<b>2.1</b>	<b>61.6</b>	<b>59.5</b>	<b>63.8</b>	<b>30.8</b>	<b>38.7</b>	<b>34.1</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>

Source: 2016 D&B Data; 01/01/2015 - 12/31/2016 Bank Data; 2016 CRA Aggregate Data. Due to rounding, totals may not equal 100.0.

**Table S - Assessment Area Distribution of Loans to Farms by Income Category of the Geography** **2017-18**

Assessment Area:	Total Loans to Farms				Low-Income Tracts			Moderate-Income Tracts			Middle-Income Tracts			Upper-Income Tracts			Not Available-Income Tracts		
	#	\$	% of Total	Overall Market	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate
2017-18 Sioux Falls MSA	363	64,647	78.3	609	0.0	0.0	0.0	8.7	0.8	2.5	65.7	70.5	71.4	25.7	28.7	26.1	0.0	0.0	0.0
2017-18 Moody County	125	18,441	25.6	216	0.0	0.0	0.0	0.0	0.0	0.0	100.0	100.0	100.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Total</b>	<b>488</b>	<b>83,088</b>	<b>100.0</b>	<b>825</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>7.5</b>	<b>0.6</b>	<b>1.8</b>	<b>70.4</b>	<b>78.1</b>	<b>78.9</b>	<b>22.1</b>	<b>21.3</b>	<b>19.3</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>

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

**Table T: Assessment Area Distribution of Loans to Farms by Gross Annual Revenues** **2016**

Assessment Area:	Total Loans to Farms				Farms with Revenues <= 1MM			Farms with Revenues > 1MM		Farms with Revenues Not Available	
	#	\$	% of Total	Overall Market	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	% Farms	% Bank Loans
2016 Sioux Falls MSA	203	31,170	75.5	521	97.6	85.7	69.7	1.5	10.3	0.9	3.9
2016 Moody County	66	10,186	24.5	153	98.2	89.4	62.7	0.6	7.6	1.2	3.0
<b>Total</b>	<b>269</b>	<b>41,356</b>	<b>100.0</b>	<b>674</b>	<b>97.7</b>	<b>86.6</b>	<b>68.1</b>	<b>1.4</b>	<b>9.7</b>	<b>0.9</b>	<b>3.7</b>

Source: 2016 D&B Data; 01/01/2016 - 12/31/2016 Bank Data; 2016 CRA Aggregate Data. Due to rounding, totals may not equal 100.0.

**Table T: Assessment Area Distribution of Loans to Farms by Gross Annual Revenues** **2017-18**

Assessment Area:	Total Loans to Farms				Farms with Revenues <= 1MM			Farms with Revenues > 1MM		Farms with Revenues Not Available	
	#	\$	% of Total	Overall Market	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	% Farms	% Bank Loans
2017-18 Sioux Falls MSA	363	64,647	74.4	609	97.2	82.1	70.1	1.6	14.6	1.2	3.3
2017-18 Moody County	125	18,441	25.6	216	97.2	82.4	67.1	0.7	9.6	2.1	8.0
<b>Total</b>	<b>488</b>	<b>83,088</b>	<b>100.0</b>	<b>825</b>	<b>97.2</b>	<b>82.2</b>	<b>69.3</b>	<b>1.5</b>	<b>13.3</b>	<b>1.3</b>	<b>4.5</b>

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