



**LARGE BANK**

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Comptroller of the Currency  
Administrator of National Banks

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Washington, DC 20219

## **PUBLIC DISCLOSURE**

December 1, 2009

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

Univest National Bank and Trust Co.  
Charter Number: 2333

10 West Broad Street  
Souderton, PA 18964

Office of the Comptroller of the Currency

Eastern Pennsylvania Field Office  
1150 Northbrook Drive, Suite 303  
Treose, PA 19053

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

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## Overall CRA Rating

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

The following table indicates the performance level of **Univest National Bank and Trust Co. (UNB)** with respect to the Lending, Investment, and Service Tests:

<b>Performance Levels</b>	(Univest National Bank and Trust Co.) Performance Tests		
	Lending Test*	Investment Test	Service Test
Outstanding			X
High Satisfactory	X	X	
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:

- UNB’s lending activity is good given the bank’s size and competition in the market place.
- The distribution of borrowers reflects excellent penetration among home mortgage borrowers of different income levels and good penetration among businesses of different sizes.
- A substantial majority of UNB’s loans were originated within their assessment area.
- The geographic distribution of loans reflects adequate penetration throughout the assessment area, given the limited opportunities to lend within LMI geographies.
- Community development lending positively impacted the Lending Test Rating.
- UNB provides an excellent level of community development services.
- UNB has a good level of qualified investments, donations, and grants considering the fierce competition for investment opportunities.
- Service delivery systems are accessible to geographies and individuals of different income levels.

## 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 usually have between 2,500 and 8,000 persons, and 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 the size eligibility standards of the Small Business Administration's Development Company or Small Business Investment Company programs (13 CFR 121.301) or have gross annual revenues of \$1 million or less; or, activities that revitalize or stabilize low- or moderate-income geographies.

Effective September 1, 2005, the Board of Governors of the Federal Reserve System, Office of the Comptroller of the Currency, and the Federal Deposit Insurance Corporation have adopted the following additional language as part of the revitalize or stabilize definition of community development. Activities that revitalize or stabilize-

- (i) Low-or moderate-income geographies;
- (ii) Designated disaster areas; or
- (iii) Distressed or underserved nonmetropolitan middle-income geographies designated by the Board, Federal Deposit Insurance Corporation, and Office of the Comptroller of the Currency, based on-
  - a. Rates of poverty, unemployment, and population loss; or
  - b. Population size, density, and dispersion. Activities that revitalize and stabilize geographies designated based on population size, density, and dispersion if they help to meet essential community needs, including needs of low- and moderate-income individuals.

**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 do 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 applications, the amount of loan requested, and the disposition of the application (e.g., approved, denied, and withdrawn). Beginning in 2004, the reports also include additional data on 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 ten years and used to determine the income level category of geographies. Also, the median income determined by the Department of Housing and Urban Development 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 Metropolitan Statistical Area that contains a population of at least 2.5 million. A Metropolitan Division consists of one or more counties that represent an employment center or centers, plus adjacent counties associated with the main county or counties through commuting ties.

**Metropolitan Statistical Area:** An area, defined by the Office of Management and Budget, as having at least one urbanized area that has a population of at least 50,000. The Metropolitan Statistical Area comprises the central county or counties, plus adjacent outlying counties having a high degree of social and economic integration with the central county 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) and the Thrift Financial Reporting (TFR) 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

Univest National Bank and Trust Co. (UNB) is an intrastate community bank with \$2.1 billion in assets. UNB is a wholly owned subsidiary of Univest Corporation of PA (Univest), a one-bank holding company headquartered in Souderton, PA. UNB is a full service institution offering a wide array of loan and deposit products, asset management, and mortgage banking services. UNB offers insurance, investment services, and small-ticket leasing through its operating subsidiaries Univest Insurance Inc., Univest Investments Inc., and Univest Capital Inc., respectively. Subsidiary activities were not considered in this evaluation, as they did not impact the bank's capacity to lend or invest in its community.

UNB has 32 full-service branches, 12 Retirement Community Financial Service Centers, and 39 ATMs located within the assessment area (AA) of Bucks and Montgomery Counties, PA. During the evaluation period there were two branch closings, one in 2007 and one in 2009. Both of the branches were in-store branches and were closed due to the supermarkets closing. The in-store branches were consolidated into nearby existing branches.

As of September 30, 2009, UNB had net loans approximating \$1.3 billion or 69% of total assets. Total deposits were \$1.5 billion. Tier one capital as of September 30, 2009 was \$222 million. The loan portfolio is comprised of:

Loan Category	Residential Mortgage Loans	Commercial Real Estate Loans	Commercial & Industrial Loans	Construction & Development Loans	Other
\$ amount (in thousands)	\$285,391	\$433,500	\$403,301	\$96,194	\$234,181
% of loan portfolio	19.66%	29.84%	27.76%	6.62%	16.12%

Numbers as of 09/30/09

Competition within UNB's AA is fierce. The primary competition is comprised of locally based banks, branches of regional financial institutions, and credit unions. The bank has identified its primary competitors as Harleysville National Bank, TD Bank, Citizens, Wachovia, and National Penn Bank. Based on the June 30, 2009 deposit data, the major players in the banks AA are: Ally Bank (32.81% of market share, 1 office), Wachovia Bank (11.31% of market share, 76 offices), Citizens Bank (7.76% market share, 66 offices), and TD Bank (7.44% of market share, 43 offices).

There are no legal, financial or other factors impeding the bank's ability to help meet the credit needs of its AA.

UNB was rated "Satisfactory" at its last CRA Performance Evaluation dated October 3, 2006.

# Scope of the Evaluation

## Evaluation Period/Products Evaluated

The evaluation period for the Lending Test, with the exception of community development (CD) loans, is from January 1, 2006 to September 30, 2009. This Evaluation Period uses the Census 2000 demographic information and the revised Metropolitan Statistical Areas (MSA) boundaries as defined by the U.S. Office of Management and Budget (OMB).

Conclusions regarding the bank's lending performance are based on small business and HMDA reportable loans from January 1, 2006 through September 30, 2009. There were no small loans to farms and a minimal number of multifamily loans originated or purchased during the evaluation period. Therefore, an analysis of these loan products would not be meaningful and was not performed. The Lending Tables for both small loans to farms and multifamily loans have been eliminated.

For the CD Loans, Investment, and Service Tests, the evaluation period is October 3, 2006 to December 1, 2009. The Investment Test included a review of investments, grants, and donations made in the bank's AA that meet the definition of community development. Any qualified investments originated in prior periods and still outstanding at December 1, 2009 were given appropriate consideration. The Service Test included a review of retail and community development services provided in the bank's AA. The bank's investments and retail services were evaluated using Census 2000 demographic data and the revised MSA boundaries.

## Data Integrity

UNB's publicly filed information for HMDA reportable loans and small loans to businesses were tested for accuracy. Results of this testing evidenced the data is sufficiently accurate for purposes of this CRA evaluation.

Community Development (CD) loans, investments and services submitted by management were also verified to ensure that they met the regulatory definition for community development.

## Selection of Areas for Full-Scope Review

The bank has one assessment area (AA): Bucks and Montgomery Counties PA which is located in Southeastern Pennsylvania and is part of the Philadelphia, PA Metropolitan Division (MD), #37964. This MD is part of the even greater multi-state Philadelphia-Camden-Wilmington, PA-NJ-DE-MD Metropolitan Statistical Area (MSA), #37980. This AA meets the requirements of the regulation and does not arbitrarily exclude any low- or moderate-income (LMI) areas.

Refer to the market profile of the AA located in appendix B for detailed demographics and other performance context information.

## **Ratings**

UNB's overall rating is comprised strictly of the full-scope review, as the bank only has one AA.

The Lending Test was more heavily weighted than the Service or Investment Test. Home mortgage loans and small loans to businesses were given equal weight, as roughly 50% of the total number of loans originated was to each type. With regards to home mortgage lending, we placed less weight on home purchase lending than home improvement and home refinance lending. Home purchase lending accounted for only 8% of the number and 15% of the dollar amount of all home mortgage originations. Additionally, less weight was given to the geographic distribution of loans, since the bank has limited opportunities to lend in LMI census tracts. Out of 346 total census tracts in the bank's AA, only one is low-income and twenty-two are moderate-income.

Our conclusions related to community development loans and qualified investments were based on the number and dollar amounts made during the evaluation period. In addition, we considered the level of innovation, complexity, and responsiveness to community credit needs as well as the degree to which these instruments are not routinely provided by private investors.

Our conclusions regarding community development services were based on the number of services performed, the number of people providing services, and the type of services performed.

## **Other**

In conducting the assessment of the bank's performance, we contacted a local non-profit organization that provides affordable housing and other services to low- and moderate-income individuals and families in northern Bucks and Montgomery Counties. Based on our contact and other sources, credit and community development needs center on affordable housing and mortgage financing for low-and moderate-income populations. Our contact specifically mentioned UNB for its active participation in the organization's affordable housing programs through loans, grants, sponsorships, and donations.

## **Fair Lending or Other Illegal Credit Practices Review**

We found no evidence of discriminatory or other illegal credit practices inconsistent with helping to meet community credit needs.

# Conclusions with Respect to Performance Tests

## LENDING TEST

The bank's performance under the lending test is rated "high satisfactory." Based upon the full-scope review, UNB's performance in its AA is good.

### Lending Activity

Refer to Table 1 Lending Volume in appendix C for the facts and data used to evaluate the bank's lending activity.

UNB's mortgage lending penetration is good within the Philadelphia, PA MD, especially when taking into consideration the strong competition from larger regional and nation-wide institutions. UNB's lending in the area is reflective of the credit needs of the community.

UNB has 32 full-service branches within the MD. Based on the June 30, 2009 FDIC Summary of Deposits, UNB ranked 13<sup>th</sup> out of 102 institutions within the Philadelphia, PA MD with a 1.29 percent market share. Banks ranked ahead of UNB include Wachovia Bank, Ally Bank, Citizens Bank, PNC Bank, and TD Bank.

UNB also ranked well among mortgage lenders within the Philadelphia, PA MD. Based on the 2008 market share data for all mortgage lending, the bank ranked 25<sup>th</sup> out of 534 lenders with a 0.82 percent market share by number of loans. This is considered a good level of penetration, especially when considering the lenders ranked ahead of UNB are mostly large nationwide banks and mortgage companies. The top five ranked institutions within the MD capture almost 34 percent of the market with market shares ranging from 3 percent to 8 percent.

Based on this same 2008 HMDA aggregate data, UNB ranked 88<sup>th</sup> out of 375 lenders in the MD with a 0.17 percent market share in home purchase lending, 3<sup>rd</sup> out of 178 lenders in the MD with a 5.03 percent market share in home improvement lending, and 39<sup>th</sup> out of 433 lenders in the MD with a 0.49 percent market share in home refinance lending.

The bank's lending levels reflects good responsiveness to the credit needs of the community. Among home mortgage loan originations, approximately 8 percent were home purchase loans, 62 percent were home improvement loans, and 30 percent were home refinance loans. These numbers correlate to the bank's above market share ranking regarding the different loan purposes.

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

The overall geographic distribution of loans is adequate, considering UNB does not have many lending opportunities to originate and purchase home mortgage loans and small loans to businesses in low- and moderate-income geographies. Less weight was given to this portion of the lending test.

Based on the 2000 census, UNB's AA contains only one low-income geography and twenty-two moderate-income geographies. The single low-income geography contains only 0.23% of the total population of the AA, and only 310 (0.08% of total AA) owner-occupied housing units are located within this geography. Similarly, only 0.24% of businesses were located in this single low-income geography. As a result, an analysis of UNB's distribution of home mortgage products and small business lending for low-income geographies would not be meaningful and was not performed.

Lending opportunities are also limited in the moderate-income geographies, as they contain only 5.49% of the total population of the AA, and only 3.40% of all owner-occupied housing units located in the AA. According to the 2008 peer mortgage data, 208 lenders competed for home mortgage loans within the 22 moderate-income geographies. Meanwhile, the top ten lenders in these geographies were all national, multi-billion dollar institutions who commanded over 46 percent of the overall market share. This severely limits UNB's opportunities to lend in these moderate-income geographies.

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

Refer to Tables 2, 3, and 4 in appendix C for the facts and data used to evaluate the geographic distribution of the bank's home mortgage loan originations and purchases.

### **Home Purchase Lending**

The geographic distribution of home purchase loans is adequate. The percentage of lending in the moderate-income geographies is somewhat lower than the percentage of owner-occupied housing in these geographies. UNB's market share for moderate-income geographies is lower than its overall market share.

### **Home Improvement Lending**

The geographic distribution of home improvement loans is adequate. The percentage of lending in the moderate-income geographies is lower than the percentage of owner-occupied housing in these geographies. UNB's market share for moderate-income geographies is lower than its overall market share.

### **Home Refinance Lending**

The geographic distribution of home refinance loans is poor. There were no loans originated within the moderate-income geographies.

Although the bank did not originate or purchase any home refinance loans within the moderate-income geographies during the evaluation period, the opportunities to lend in these geographies are severely limited, as mentioned above.

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

Refer to Table 6 in appendix C for the facts and data used to evaluate the geographic distribution of the bank's origination/purchase of small loans to businesses.

Geographic distribution of small loans to businesses is adequate. The percentage of small loans to businesses in moderate-income geographies is somewhat lower than the percentage

of businesses in those geographies. UNB's market share for moderate-income geographies is lower than its overall market share.

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

Our review of the geographic distribution of loans did not detect any conspicuous or unexplained gaps in lending.

### ***Inside/Outside Ratio***

During the evaluation period, UNB originated a substantial majority of its loans within its AA (90.5% by count and 87.8% by dollar volume).

During the evaluation period from January 1, 2006 to September 30, 2009, the number and dollar amount of each individual loan product are as follows:

<b>Type of Loan</b>	<b>% within AA (by count)</b>	<b>% within AA (by dollar)</b>
Home Purchase	82.0	76.4
Home Refinance	92.0	89.5
Home Improvement	95.7	94.7
Small Loans to Businesses	88.3	87.5

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

The overall borrower distribution of loans is excellent. The distribution of home mortgage loans among borrowers of different income level is excellent, while the distribution of small loans to businesses among businesses of different sizes is good.

In our analysis, we considered the lack of affordability for a low-income individual or family to purchase a home. This lack of affordability limits the opportunities for home purchase, home improvement, and home refinance lending to low-income individuals or families.

During the evaluation period, the weighted average of median housing value for the Philadelphia, PA MD was \$170,611 and a low-income individual or family earned less than \$37,750. Further, 5 percent of the households within the AA were below the poverty level and are considered very low-income.

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

Refer to Tables 8, 9, and 10 in appendix C for the facts and data used to evaluate the borrower distribution of the bank's home mortgage loan originations and purchases.

### **Home Purchase Lending**

The borrower distribution of home purchase loans is excellent. The percentage of loans originated to low-income borrowers is lower than the percentage of low-income families in the AA, while the percentage of loans originated to moderate-income borrowers exceeds the percentage of moderate-income families in the AA. UNB's market share for low-income

borrowers exceeds its overall market share, while its market share for moderate-income borrowers is near to its overall market share.

### **Home Improvement Lending**

The borrower distribution of home improvement loans is excellent. The percentage of loans originated to low-income borrowers exceeds the percentage of low-income families in the AA. The percentage of loans to moderate-income borrowers also exceeds the percentage of moderate-income families in the AA. In addition, UNB's market share for both low- and moderate-income borrowers exceeds their overall market share.

### **Home Refinance Lending**

The borrower distribution of home refinance lending is excellent. The percentage of loans originated to low-income borrowers is lower than the percentage of low-income families in the AA, while the percentage of loans originated to moderate-income borrowers exceeds the percentage of moderate-income families in the AA. UNB's market share for both low- and moderate-income borrowers exceeds its overall market share.

The high market shares for home mortgage lending to low- and moderate-income borrowers when compared to UNB's overall market share shows the bank's willingness to lend to lower-income families and individuals.

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

Refer to Table 11 in appendix C for the facts and data used to evaluate the borrower distribution of the bank's origination/purchase of small loans to businesses.

The distribution of small loans to businesses is good when considering the distribution by size of loan and the strong competition from larger, nationwide lenders that offer small business credit cards.

The percentage of small loans to businesses with gross annual revenues of \$1 million or less is lower than the percent of businesses with gross annual revenues of \$1 million or less within the AA. However, UNB's market share for businesses with gross annual revenues of \$1 million or less exceeds its overall market share. Additionally, the distribution by size of loan shows that approximately 65% of the loan originations are for \$100,000 or less and 83% of the loan originations are for \$250,000 or less. This is a good indication that business lending is primarily to small businesses.

### **Community Development Lending**

Refer to Table 1 Lending Volume in appendix C for the facts and data used to evaluate the bank's level of community development lending. This table includes all CD loans, including multifamily loans that also qualify as CD loans.

CD lending had a positive impact on the Lending Test. During the evaluation period, the bank originated 30 community development loans totaling \$3.3 million to 8 different organizations serving low- and moderate-income individuals and families residing within the AA. The

purpose of these loans included working capital, mortgage and construction financing, real estate improvements, and providing adequate funding for non-profit organizations providing social and housing services within the AA. Of the \$3.3 million originated, \$1 million was given to the Senior Housing Crime Prevention Foundation to help provide safe, secure, and crime-free residences for 276 elderly LMI individuals located in three different nursing homes throughout the AA. The \$1 million loan is interest-only with a five year term (Dec 2005 - Dec 2010); therefore, it was continually on UNB's books throughout the evaluation period.

In conclusion, the bank's CD lending is responsive to AA needs for affordable housing in low- and moderate-income geographies, for low- and moderate-income individuals, and for the revitalization of distressed communities.

### **Product Innovation and Flexibility**

Product innovation and flexibility had a neutral impact on the Lending Test Conclusion.

UNB participates in the "Drive to Success" program that is offered through the Family Service Association. This program provides small loans to low- and moderate-income individuals who cannot obtain loans elsewhere. The purpose of the loan is to help LMI individuals purchase and/or repair automobiles so that they are able to get or keep a job and care for their families. Loans are originated through local banks and are made up of various sizes ranging from \$400-\$4,000. UNB originated 62 of these loans totaling \$215 thousand during the evaluation period.

## **INVESTMENT TEST**

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

The bank's performance under the investment test is rated "high satisfactory." Based on the full-scope review, the bank's performance within its AA is good. Total investments, grants, and donations totaled \$1.57 million or 0.71 percent of Tier One Capital.

Refer to Table 14 in appendix C for the facts and data used to evaluate the bank's level of qualified investments.

UNB has a good level of qualified investments, grants, and donations. The bank has exhibited a good level of responsiveness to meeting the identified needs of the area when consideration is given to the availability of qualified investments. The investment activity for this evaluation period is primarily comprised of qualifying grants, donations, and the purchase of one qualifying mortgage-backed security (MBS). Investment opportunities are limited within the AA and are hard to come by given UNB's size and the fierce competition for such opportunities. The availability of qualified investments such as tax credit programs and mortgage-backed securities are limited and infrequent in number. Additionally, the competition for such programs is strong as private investors and larger banking institutions vie for the limited quantity available in the marketplace.

The types and dollar amounts of qualified investments made during the evaluation period are as follows:

1. JPMorgan Chase MBS	\$ 1,019,454
2. Grants and Donations	\$ 454,475
3. CLCDC Donations & Property	<u>\$ 94,833</u>
	\$ 1,568,762

1. UNB purchased one qualifying mortgage-backed security (MBS) from JPMorgan Chase for roughly \$1 million during the evaluation period. The MBS is comprised of six mortgages to LMI borrowers within the Philadelphia, PA MD. Five of the LMI borrowers are located within UNB's AA while the sixth LMI borrower is located in a moderate-income geography within the greater MD.
2. UNB made 77 community grants and qualifying donations during the evaluation period, for a total of \$454,475 to 23 different organizations that provide economic development, affordable housing, and community services to low- and moderate-income individuals within their AA.
3. UNB continues to participate in the Community Lenders Community Development Corporation (CLCDC), a non-profit organization established to finance low- and moderate-income housing and community development in Montgomery and Bucks Counties. During the evaluation period the bank donated \$24,000 (\$6,000 each year) and provided office space to the CLCDC at no cost through July 2009. The fair market value of this space was estimated at \$70,833 from October 2006 through July 2009. UNB has been the lead bank in the administration and lending activities of this multi-bank CLCDC, which consists of many banks within the surrounding communities. Members of bank staff are partially or wholly involved in the day-to-day operations to support its ongoing mission. The involvement of the CLCDC includes business development, credit administration, management and administration, as well as board and committee membership. The bank continues to renew its lending commitment to the CLCDC year after year. This non-profit organization continues to help establish financing to low- and moderate-income housing and community development in and around its AA, which includes Bucks and Montgomery Counties.

## **SERVICE TEST**

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

The bank's performance under the Service Test is rated "outstanding." Based on the full-scope review, the bank's performance within its AA is excellent.

### **Retail Banking Services**

Refer to Table 15 in appendix C for the facts and data used to evaluate the distribution of the bank's branch delivery system and branch openings and closings.

UNB's service delivery systems are accessible to geographies and individuals of different income levels within its assessment area. UNB operates 32 branches throughout its AA, with one branch (3%) located in a moderate-income tract, thirteen branches (41%) located in middle-income tracts, and eighteen branches (56%) located in upper-income tracts. UNB does not operate any branches within the single low-income geography; however only 0.23 percent of the AA population resides in that geography. Additionally, only 5 percent of the AA population resides in the moderate-income geographies. Therefore, the percentage of UNB's branches located in low- or moderate-income geographies is near to the percentage of the AA population residing in those geographies.

Although UNB operates just one full-service branch in a moderate-income geography, many of their other branches are situated either adjacent to or near to the remaining low- and moderate-income geographies. For example, the one low-income geography, and 15 of the remaining 21 moderate-income geographies are located within five miles or less from a full-service UNB branch.

During the evaluation period, UNB consolidated two in-store branches located in middle-income geographies into two nearby standalone branches. These closings have not adversely affected the accessibility of its delivery system in low- and moderate-income geographies and/or to low- and moderate-income individuals.

UNB delivers banking services throughout the entire AA with its 32 full-service branch locations and 12 Retirement Community Financial Service Centers. Office hours provide convenience and reasonable access for the entire community. Services offered to all customers are consistent with their needs and do not preclude convenient access to low- and moderate-income individuals living within the AA. All of the full-service branches have extended evening hours on Fridays, and 28 of the 32 branches have Saturday morning hours. In addition, all branches are equipped with ATMs and 29 of the 32 have drive-up facilities. The bank also has seven remote ATMs in various locations.

## **Community Development Services**

UNB provides an excellent level of community development services within its AA. During the evaluation period 32 employees provided financial expertise and leadership services to 18 qualifying community development organizations serving the AA. The following are the CD services provided by UNB in which employees hold key positions:

**ASSETS Montco** (*Provides training and support services to LMI entrepreneurs in Montgomery County*)

- Board Member

**Advocates for Small Business** (*Provides services and support for small businesses in Eastern Pennsylvania*)

- Board Member

**Bankers Bash** (*A cooperation among local banks to help provide severely-ill LMI individuals with appropriate medical care*)

- Committee Member

**Community Lenders CDC** (*Provides long-term financing to CD organizations that work to improve their communities*)

- Board Member

**Doylestown Business Community Alliance** (*A non-profit organization that promotes community development in the Greater Doylestown, PA area*)

- Chairperson

**Habitat for Humanity** (*Provides housing by building, renovating, or repairing homes in partnership with low-income families in need*)

- Board Member

**Indian Valley Chamber of Commerce** (*An organization dedicated to promoting a favorable economic climate and enhancing the quality of life in the Indian Valley Area*)

- Board Member
- Education Committee Member
- Treasurer
- Economic Development Committee Member

**Keystone Opportunity Center** (*Provides community-based shelter, transitional housing, and educational services to homeless individuals and families*)

- Board Member
- Treasurer
- Development Committee Member

**Lower Bucks Chamber of Commerce** (*Provides support and services to businesses and promotes economic development in Lower Bucks County, PA*)

- Board Member

**Manna on Main Street** (*A non-profit organization that provides food and services to LMI individuals in need*)

- Event Committee Member

**North Penn Chamber of Commerce** (*Promotes economic development by providing support and services to businesses in Northern Montgomery County*)

- 2 Board Members

**North Penn Collaborative** (*Promotes community development by promoting health and wellness and providing leadership training and development to LMI individuals*)

- Board Member

**North Penn United Way** (*A non-profit organization that promotes improving community conditions through education, health, and income services to those in need*)

- 2 Board Members
- 4 Committee Members
- 2 Cabinet Representatives
- 2 Tax Preparers
- Teller

**Pennridge Chamber of Commerce** (*A non-profit organization that works to improve business conditions and build a better community in Northern Bucks County*)

- Event Committee Member

**Skippack Business Alliance** (*Promotes economic development by providing support and services to businesses in the Skippack, PA area*)

- Steering Committee Member

**Souderton-Telford Main Streets Organization** (*Promotes business revitalization and community development in downtown Souderton and Telford, PA*)

- Chairperson
- Economic Recovery Committee

**Upper Perkiomen Valley Chamber of Commerce** (*Promotes economic development by providing support and services to businesses in the Upper Perkiomen Valley of PA*)

- 2 Board Members
- Co-chairperson

**Volunteer Income Tax Assistance – VITA** (*Provides free tax help to LMI individuals who cannot prepare their own tax returns*)

- Tax Preparer

## 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): (01/01/06 to 09/30/09) Investment and Service Tests and CD Loans: (10/03/06 to 12/01/09)	
<b>Financial Institution</b>	<b>Products Reviewed</b>	
Univest National Bank and Trust Co. (UNB) Souderton, PA	Home Mortgages, Small Loans to Businesses, CD Loans, and Qualified Investments & Services	
<b>Affiliate(s)</b>	<b>Affiliate Relationship</b>	<b>Products Reviewed</b>
None	N/A	N/A
<b>List of Assessment Areas and Type of Examination</b>		
<b>Assessment Area</b>	<b>Type of Exam</b>	<b>Other Information</b>
Univest AA (part of Philadelphia, PA MD # 37964)	Full Scope	None

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

### Univest AA (part of Philadelphia, PA MD # 37964)

Demographic Information for Full-Scope Area: Univest AA (part of Philadelphia, PA MD # 37964)						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts/BNAs)	346	0.29	6.36	41.04	52.02	0.29
Population by Geography	1,347,732	0.23	5.49	37.38	56.90	0.01
Owner-Occupied Housing by Geography	379,414	0.08	3.40	35.77	60.74	0.00
Businesses by Geography	133,058	0.24	5.36	34.06	60.34	0.00
Farms by Geography	2,972	0.03	3.13	35.33	61.51	0.00
Family Distribution by Income Level	360,711	11.50	14.55	21.87	52.08	0.00
Distribution of Low- and Moderate-Income Families throughout AA Geographies	93,969	0.51	10.87	48.45	40.17	0.00
Median Family Income	= \$56,993					
HUD Adjusted Median Family Income for 2009	= \$75,500					
Households Below the Poverty Level	= 5%					
				Median Housing Value	= \$170,611	
				Unemployment Rate	= 8.4%	

(\*) The NA category consists of geographies that have not been assigned an income classification.  
 Source: 2000 U.S. Census, and 2009 HUD updated MFI.

UNB's AA is made up of two entire counties (Bucks and Montgomery) located in Southeastern Pennsylvania. The two counties are part of the five-county Philadelphia, PA Metropolitan Division (MD), #37964, which is part of the even greater multi-state Philadelphia-Camden-Wilmington, PA-NJ-DE-MD Metropolitan Statistical Area (MSA), #37980. UNB's AA contains 346 contiguous census tracts in Bucks and Montgomery Counties, PA. The AA complies with the CRA guidelines and does not arbitrarily exclude low- and moderate-income (LMI) geographies.

According to the 2000 U.S. Census Data, there are 346 census tracts in this AA. There is one low-income tract, 22 moderate-income tracts, 142 middle-income tracts, and 180 upper-income tracts.

The 2000 U.S. Census Data reported the total population of the assessment area at 1,347,732. This population was comprised of 505,028 households and 360,711 families. There are 531,444 housing units. Owner-occupied housing is 71 percent, rental-occupied housing is 24 percent, and vacant housing is 3 percent. The median housing cost is \$170,611.

The median family income was \$56,993 and the HUD updated MSA median family income is \$75,500. Approximately 5 percent of the households are below the poverty level.

Approximately 11 percent of the families in the AA are low-income, 15 percent are moderate-income, 22 percent are middle-income, and 52 percent are upper-income.

Based on the housing values and the median family income, there is lack of affordability for a low-income individual or family to purchase a home. According to the above, the average median housing value is \$170,611, and a low-income individual or family earns less than \$37,750.

According to the 2009 Business Geodemographic Data, there are a total of 133,058 businesses and 2,972 farms. Approximately 1 percent of the businesses are located in low-income geographies, 5 percent are located in moderate-income geographies, 34 percent are located in middle-income geographies, and 60 percent are located in upper-income geographies. Approximately 76 percent of the businesses reporting have revenues less than \$1 million and approximately 77 percent of the businesses reporting had less than 10 employees.

The primary industries in the AA are healthcare, pharmaceuticals, and education. Major employers in the AA include The Jefferson Health System, Saint Mary's Medical Center, Merck, and Wyeth. According to the Bureau of Labor & Statistics, the unemployment rate not seasonally adjusted, as of October 2009, for the Philadelphia, PA MD is 8.4 percent, compared to the national unemployment rate of 9.5 percent.

There are a total of 32 full-service branches located in within the AA, accounting for 100 percent of the total number of UNB's branches. All branches offer extended evening hours of operation on Fridays and most offer Saturday morning hours as well. In addition, all branches are equipped with ATMs and most have drive-through facilities. A full line of traditional banking products and services are offered at all 32 branch locations.

Based on the June 30, 2009 FDIC Deposit Market Share Report, UNB ranked 13<sup>th</sup> out of 102 institutions with a 1.29 percent market share in the Philadelphia, PA MD. Competition for both loans and deposits is strong in this area, particularly from larger regional and multi-state financial institutions. According to the June 30, 2009 deposit data, the major competitors are Wachovia Bank, ranking 1<sup>st</sup> with a 20 percent market share; Ally Bank, ranking 2<sup>nd</sup> with a 14 percent market share; Citizens bank ranking 3<sup>rd</sup> with a 12 percent market share; and PNC Bank, ranking 4<sup>th</sup> with a 9 percent market share. Based upon the 2008 HMDA peer mortgage data, UNB ranked 25<sup>th</sup> out of 534 lenders with a 0.82 percent market share by number of loans in the Philadelphia, PA MD. The top five ranked lenders within the MD were Wells Fargo Bank, Countrywide Bank, JPMorgan Chase Bank, Wells Fargo Funding, and Wachovia Bank. These five lenders capture almost 34 percent of the market share by number of loans.

During this examination, we reviewed recent community contacts to determine the credit needs of this area. We determined there is an overall credit need for affordable housing, mortgage financing, as well as basic financial and other support services geared towards LMI individuals and families.

## Appendix C: Tables of Performance Data

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### Content of Standardized 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 as originations/purchases and market share is the number of loans originated and purchased by the bank as a percentage of the aggregate number of reportable loans originated and purchased by all lenders in the MA/assessment area; (2) Partially geocoded loans (loans where no census tract is provided) cannot be broken down by income geographies and, therefore, are only reflected in the Total Loans in Core Tables 2 through 7 and part of Table 13; and (3) Partially geocoded loans are included in the Total Loans and % Bank Loans Column in Core Tables 8 through 12 and part of Table 13. Tables without data are not included in this PE. [Note: Do not renumber the tables.]

The following is a listing and brief description of the tables:

- Table 1. Lending Volume** - Presents the number and dollar amount of reportable loans originated and purchased by the bank over the evaluation period by MA/assessment area. Community development loans to statewide or regional entities or made outside the bank’s assessment area may receive positive CRA consideration. See Interagency Q&As \_\_.12 (i) - 5 and - 6 for guidance on when a bank may receive positive CRA consideration for such loans. Refer to the CRA section of the Compliance Policy intranet page for guidance on table placement.
- Table 2. Geographic Distribution of Home Purchase Loans** - 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 market share information based on the most recent aggregate market data available.
- Table 3. Geographic Distribution of Home Improvement Loans** - See Table 2.
- Table 4. Geographic Distribution of Home Mortgage Refinance Loans** - See Table 2.
- Table 6. Geographic Distribution of Small Loans to Businesses** - The percentage distribution of the number of small loans (less than or equal to \$1 million) to businesses 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) throughout those geographies. The table also presents market share information based on the most recent aggregate market data available. Because small business data are not available for geographic areas smaller than counties, it may be necessary to use geographic areas larger than the bank’s assessment area.

**Table 8. Borrower Distribution of Home Purchase Loans** - 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 market share information based on the most recent aggregate market data available.

**Table 9. Borrower Distribution of Home Improvement Loans** - See Table 8.

**Table 10. Borrower Distribution of Refinance Loans** - See Table 8.

**Table 11. Borrower Distribution of Small Loans to Businesses** - Compares the percentage distribution of the number of small loans (less than or equal to \$1 million) originated and purchased by the bank to businesses with revenues of \$1 million or less to the percentage distribution of businesses with revenues of \$1 million or less. In addition, the table presents the percentage distribution of the number of loans originated and purchased by the bank by loan size, regardless of the revenue size of the business. Market share information is presented based on the most recent aggregate market data available.

**Table 14. Qualified Investments** - Presents the number and dollar amount of qualified investments made by the bank in each MA/AA. The table separately presents investments made during prior evaluation periods that are still outstanding and investments made during the current evaluation period. Prior-period investments are reflected at their book value as of the end of the evaluation period. Current period investments are reflected at their original investment amount even if that amount is greater than the current book value of the investment. The table also presents the number and dollar amount of unfunded qualified investment commitments. In order to be included, an unfunded commitment must be legally binding and tracked and recorded by the bank's financial reporting system.

A bank may receive positive consideration for qualified investments in statewide/regional entities or made outside of the bank's assessment area. See Interagency Q&As \_\_.12 (i) - 5 and - 6 for guidance on when a bank may receive positive CRA consideration for such investments. Refer to the CRA section of the Compliance Policy intranet page for guidance on table placement.

**Table 15. Distribution of Branch Delivery System and Branch Openings/Closings** - Compares the percentage distribution of the number of the bank's branches in low-, moderate-, middle-, and upper-income geographies to the percentage of the population within each geography in each MA/AA. The table also presents data on branch openings and closings in each MA/AA.

**Table 1. Lending Volume**

LENDING VOLUME		Geography: Uninvest AA						Evaluation Period: January 1, 2006 TO September 30, 2009				
MA/Assessment Area:	% of Rated Area Loans (#) in MA/AA*	Home Mortgage		Small Loans to Businesses		Small Loans to Farms		Community Development Loans**		Total Reported Loans		% of Rated Area Deposits in MA/AA***
		#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$(000's)	
<b>Full Review:</b>												
Uninvest AA	100.0	2,135	212,060	2,324	341,715	0	0	30	3,300	4,489	557,075	100.0

\* Loan Data as of September 30, 2009. Rated area refers to either the state or multi-state MA rating area.

\*\* The evaluation period for Community Development Loans is October 3, 2006 to December 1, 2009.

\*\*\* Deposit Data as of June 30, 2009. Rated Area refers to either the state, multi-state MA, or institution, as appropriate.

**Table 2. Geographic Distribution of Home Purchase Loans**

Geographic Distribution: HOME PURCHASE		Geography: Univest AA								Evaluation Period: January 1, 2006 TO September 30, 2009					
MA/Assessment Area:	Total Home Purchase Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*				
	#	% of Total**	% Owner Occ Units***	% BANK Loans	% Owner Occ Units***	% BANK Loans	% Owner Occ Units***	% BANK Loans	% Owner Occ Units***	% BANK Loans	Over all	Low	Mod	Mid	Upp
<b>Full Review:</b>															
Univest AA	168	100.0	0.08	0.00	3.40	1.79	35.77	43.45	60.74	54.76	0.17	0.00	0.00	0.26	0.13

\* Based on 2008 Peer Mortgage Data: Eastern Region.

\*\* Home purchase loans originated and purchased in the MA/AA as a percentage of all home purchase loans originated and purchased in the rated area.

\*\*\* Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by the number of owner occupied housing units in the area based on 2000 Census information.

**Table 3. Geographic Distribution of Home Improvement Loans**

Geographic Distribution: HOME IMPROVEMENT			Geography: Uninvest AA				Evaluation Period: January 1, 2006 TO September 30, 2009					Market Share (%) by Geography				
MA/Assessment Area:	Total Home Improvement Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Over all	Low	Mod	Mid	Upp	
	#	% of Total**	% Owner Occ***	% BANK Loans	% Owner Occ***	% BANK Loans	% Owner Occ***	% BANK Loans	% Owner Occ***	% BANK Loans						
<b>Full Review:</b>																
Uninvest AA	1,177	100.0	0.08	0.00	3.40	0.34	35.77	44.44	60.74	55.23	5.03	0.00	0.62	5.23	5.13	

\* Based on 2008 Peer Mortgage Data: Eastern Region.

\*\* Home improvement loans originated and purchased in the MA/AA as a percentage of all home improvement loans originated and purchased in the rated area.

\*\*\* Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by number of owner occupied housing units in the area based on 2000 Census information.

**Table 4. Geographic Distribution of Home Mortgage Refinance Loans**

Geographic Distribution: HOME MORTGAGE REFINANCE			Geography: Univest AA				Evaluation Period: January 1, 2006 TO September 30, 2009					Market Share (%) by Geography				
MA/Assessment Area:	Total Home Mortgage Refinance Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies							
	#	% of Total**	% Owner Occ***	% BANK Loans	% Owner Occ Units***	% BANK Loans	% Owner Occ Units***	% BANK Loans	% Owner Occ Units***	% BANK Loans	Over all	Low	Mod	Mid	Upp	
<b>Full Review:</b>																
Univest AA	789	100.0	0.08	0.00	3.40	0.00	35.77	43.35	60.74	56.65	0.49	0.00	0.00	0.63	0.44	

\* Based on 2008 Peer Mortgage Data: Eastern Region.

\*\* Home mortgage refinance loans originated and purchased in the MA/AA as a percentage of all home mortgage refinance loans originated and purchased in the rated area.

\*\*\* Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by number of owner occupied housing units in the area based on 2000 Census information.

**Table 6. Geographic Distribution of Small Loans to Businesses**

Geographic Distribution: SMALL LOANS TO BUSINESSES			Geography: Univest AA						Evaluation Period: January 1, 2006 TO September 30, 2009						
MA/Assessment Area:	Total Small Business Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography				
	#	% of Total**	% of Businesses***	% BANK Loans	% of Businesses***	% BANK Loans	% of Businesses***	% BANK Loans	% of Businesses***	% BANK Loans	Overall	Low	Mod	Mid	Upp
<b>Full Review:</b>															
Univest AA	2,324	100.0	0.24	0.13	5.36	1.89	34.06	37.56	60.34	60.31	0.87	0.00	0.39	1.14	0.82

\* Based on 2008 Peer Small Business Data: US and PR

\*\* Small loans to businesses originated and purchased in the MA/AA as a percentage of all small loans to businesses originated and purchased in the rated area.

\*\*\* Source Data - Dun and Bradstreet (2008).

**Table 8. Borrower Distribution of Home Purchase Loans**

Borrower Distribution: HOME PURCHASE			Geography: Univest AA				Evaluation Period: January 1, 2006 TO September 30, 2009								
MA/Assessment Area:	Total Home Purchase Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share				
	#	% of Total**	% Families ***	% BANK Loans ****	% Families ***	% BANK Loans ****	% Families ***	% BANK Loans ****	% Families ***	% BANK Loans ****	Over all	Low	Mod	Mid	Upp
<b>Full Review:</b>															
Univest AA	168	100.0	11.50	3.11	14.55	17.39	21.87	25.47	52.08	54.04	0.18	0.33	0.15	0.14	0.21

\* Based on 2008 Peer Mortgage Data: Eastern Region.

\*\* Home purchase loans originated and purchased in the MA/AA as a percentage of all home purchase loans originated and purchased in the rated area.

\*\*\* Percentage of Families is based on the 2000 Census information.

\*\*\*\* As a percentage of loans with borrower income information available. No information was available for 4.2% of loans originated and purchased by Bank.

**Table 9. Borrower Distribution of Home Improvement Loans**

Borrower Distribution: HOME IMPROVEMENT		Geography: Univest AA						Evaluation Period: January 1, 2006 TO September 30, 2009							
MA/Assessment Area:	Total Home Improvement Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share				
	#	% of Total**	% Families***	% BANK Loans****	% Families***	% BANK Loans****	% Families***	% BANK Loans****	% Families***	% BANK Loans****	Over all	Low	Mod	Mid	Upp
<b>Full Review:</b>															
Univest AA	1,177	100.0	11.50	11.76	14.55	19.19	21.87	27.94	52.08	41.11	4.96	8.83	6.26	5.95	3.66

\* Based on 2008 Peer Mortgage Data: Eastern Region.

\*\* Home improvement loans originated and purchased in the MA/AA as a percentage of all home improvement loans originated and purchased in the rated area.

\*\*\* Percentage of Families is based on the 2000 Census information.

\*\*\*\* As a percentage of loans with borrower income information available. No information was available for 3.9% of loans originated and purchased by Bank.

**Table 10. Borrower Distribution of Home Mortgage Refinance Loans**

Borrower Distribution: HOME MORTGAGE REFINANCE		Geography: Univest AA						Evaluation Period: January 1, 2006 TO September 30, 2009							
MA/Assessment Area:	Total Home Mortgage Refinance Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Market Share				
	#	% of Total**	% Families***	% BANK****	% Families***	% BANK****	% Families***	% BANK****	% Families***	% BANK****	Over all	Low	Mod	Mid	Upp
<b>Full Review:</b>															
Univest AA	789	100.0	11.50	6.27	14.55	18.69	21.87	28.50	52.08	46.54	0.53	1.10	0.77	0.61	0.38

\* Based on 2008 Peer Mortgage Data: Eastern Region.

\*\* Home mortgage refinance loans originated and purchased in the MA/AA as a percentage of all home mortgage refinance loans originated and purchased in the rated area.

\*\*\* Percentage of Families is based on the 2000 Census information.

\*\*\*\* As a percentage of loans with borrower income information available. No information was available for 3.0% of loans originated and purchased by Bank.

**Table 11. Borrower Distribution of Small Loans to Businesses**

Borrower Distribution: SMALL LOANS TO BUSINESSES					Geography: Univest AA		Evaluation Period: January 1, 2006 TO September 30, 2009		
MA/Assessment Area:	Total Small Loans to Businesses		Businesses With Revenues of \$1 million or less		Loans by Original Amount Regardless of Business Size			Market Share*	
	#	% of Total**	% of Businesses***	% BANK Loans****	\$100,000 or less	>\$100,000 to \$250,000	>\$250,000 to \$1,000,000	All	Rev \$1 Million or Less
<b>Full Review:</b>									
Univest AA	2,324	100.0	75.66	43.03	65.02	17.94	17.04	0.87	1.40

\* Based on 2008 Peer Small Business Data: US and PR.

\*\* Small loans to businesses originated and purchased in the MA/AA as a percentage of all small loans to businesses originated and purchased in the rated area.

\*\*\* Businesses with revenues of \$1 million or less as a percentage of all businesses (Source D&B - 2008).

\*\*\*\* Small loans to businesses with revenues of \$1 million or less as a percentage of all loans reported as small loans to businesses. No information was available for 3.14% of small loans to businesses originated and purchased by the Bank.

**Table 14. Qualified Investments**

QUALIFIED INVESTMENTS		Geography: Univest AA				Evaluation Period: October 3, 2006 TO December 1, 2009			
MA/Assessment Area:	Prior Period Investments*		Current Period Investments		Total Investments			Unfunded Commitments**	
	#	\$(000's)	#	\$(000's)	#	\$(000's)	% of Total	#	\$(000's)
<b>Full Review:</b>									
Univest AA	0	0	82	1,569	82	1,569	100.0	0	0

\* '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.

**Table 15. Distribution of Branch Delivery System and Branch Openings/Closings**

DISTRIBUTION OF BRANCH DELIVERY SYSTEM AND BRANCH OPENINGS/CLOSINGS    Geography: Univest AA    Evaluation Period: October 3, 2006 TO December 1, 2009																	
MA/Assessment Area:	Deposits	Branches						Branch Openings/Closings						Population			
	% of Rated Area Deposits in AA	# of BANK Branches	% of Rated Area Branches in AA	Location of Branches by Income of Geographies (%)				# of Branch Openings	# of Branch Closings	Net change in Location of Branches (+ or -)				% of Population within Each Geography			
				Low	Mod	Mid	Upp			Low	Mod	Mid	Upp	Low	Mod	Mid	Upp
<b>Full Review:</b>																	
Univest AA	100.0	32	100.0	0.0	3.1	40.6	56.3	0	2	0	0	-2	0	0.23	5.49	37.38	56.90