



**PUBLIC DISCLOSURE**

August 14, 2023

**COMMUNITY REINVESTMENT ACT  
PERFORMANCE EVALUATION**

First National Bank  
Charter Number: 9295

622 Broad Street  
Altavista, Virginia 24517

Office of the Comptroller of the Currency  
Roanoke Office  
4419 Pheasant Ridge Road, Suite 300  
Roanoke, Virginia 24014

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

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## Overall CRA Rating

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

The lending test is rated: **Satisfactory**

The community development test is rated: **Satisfactory**

The major factors that support this rating include:

- The bank's loan to deposit (LTD) ratio is reasonable considering the bank's size, financial condition, and credit needs in its assessment areas (AA).
- The bank exhibits reasonable geographic distribution of loans in the bank's AAs.
- The bank exhibits reasonable distribution of loans to individuals of different income levels.
- The Community Development (CD) Test rating is based on the bank's responsiveness to the CD needs of its AAs demonstrated through CD activities in the state of Virginia.
- The bank exhibits reasonable responsiveness to CD needs in the AAs through CD loans, qualified investments, grants and donations, and CD services.

## Loan-to-Deposit Ratio

Considering the bank's size, financial condition, and credit needs of the AA(s), the bank's LTD ratio is reasonable. The bank's average quarterly LTD ratio averaged 69.0 percent for the 12 consecutive quarters from January 1, 2020, to December 31, 2022. The bank's quarterly LTD ratio ranged from a quarterly high of 84.8 percent as of March 31, 2020, to a quarterly low of 58.4 percent as of December 31, 2021.

Similar asset-sized institutions had an average LTD ratio of 74.2 percent during the same time period. The similar asset-sized institutions include Virginia-headquartered banks with assets both lower than and greater than FNB, ranging from \$938 million, to \$1.6 billion. The quarterly average LTD ratio for these similar institutions over the same time period ranged from a quarterly low of 71.2 percent, to a quarterly high of 77.1 percent.

## Lending in Assessment Area

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

The bank originated and purchased 87.3 percent of its total loans inside the bank's AAs during the evaluation period. This analysis is performed at the bank, rather than the AA, level. This percentage does not include extensions of credit by affiliates that may be considered under the other performance criteria.

<b>Lending Inside and Outside of the Assessment Area</b>										
Loan Category	Number of Loans				Total #	Dollar Amount of Loans \$(000s)				Total \$(000s)
	Inside		Outside			Inside		Outside		
	#	%	#	%		\$	%	\$	%	
Home Mortgage	450	88.9	56	11.1	506	75,707	73.5	27,278	26.5	102,985
Small Business	40	72.7	15	27.3	55	7,210,631	61.9	4,434,262	38.1	11,644,893
Total	490	87.3	71	12.7	561	7,286,338	62.00	4,461,540	38.0	11,747,878

## Description of Institution

First National Bank (FNB), is a federally chartered community bank headquartered in Altavista, Virginia (VA). FNB is wholly owned by a single bank holding company, Pinnacle Bankshares Corporation. Pinnacle finalized the acquisition of a state-chartered institution, Virginia Bank and Trust Holding Company (VBT) on October 30, 2020. FNB and Pinnacle headquarters are both located in Altavista, VA. FNB footprint consists of 11 full-service branches in the Lynchburg, VA market, six full-service branches in the Danville, VA market and one full-service branch in Charlottesville, VA. The Charlottesville branch was a conversion of its Loan Production Office (LPO) to a full-service branch on January 18, 2022. In March 2021, the bank opened the Graves Mill in Forest, VA. The North Danville Branch was closed on April 29, 2022. The bank offers 18 Automatic Teller Machines (ATMs) at the branches. There are 13 stand-alone ATMs at Quik-E foods throughout the banks assessment areas (AAs). FNB operates 12 ATMs which are deposit taking in the Lynchburg and Charlottesville AAs. The ATMs in the Danville AA, one stand-alone ATM in Colleen, and the Quik-E foods are not deposit taking. FNB provides for the credit needs of its target markets in a manner consistent with its size, financial capacity, location, and economic conditions.

As of December 31, 2022, total assets were \$968.0 million, net loans were \$628.4 million, and total deposits were \$899.3 million. The bank reported tier 1 capital of \$79.1 million. As of December 31, 2022, the bank's loan portfolio was comprised of loans secured by residential real estate which totaled approximately \$177.2 million or 28.2 percent of net loans, commercial loans totaling \$301.8 million or 48.1 percent of net loans and consumer loans totaling \$136.2 million or 21.7 percent of net loans.

The bank offers a variety of credit and deposit services to consumers and businesses. Lending products include commercial real estate (CRE), various commercial and industrial loans, home mortgages, construction loans, farm loans, personal loans, and automobile loans. The bank offers a variety of home mortgage loan products, home equity loans, home equity lines of credit (HELOCs), and home improvement loans. Deposit products offered include certificates of deposit, money market, and various checking and savings accounts for individuals and businesses. The bank offers on-line banking, mobile banking, telephone banking, and remote deposit capture services.

There are no legal or financial impediments to the bank's ability to meet the needs of its AA. The counties in the bank's AAs are contiguous and meet the requirements of the regulation by not arbitrarily excluding low- or moderate-income CTs. The bank's performance under the CRA was rated "Satisfactory" as a result of the previous performance evaluation dated July 6, 2020.

## Scope of the Evaluation

### Evaluation Period/Products Evaluated

FNB was evaluated using the Intermediate Small Bank CRA examination procedures. Based on loan originations between January 1, 2020, through December 31, 2022, the bank's primary lending products were commercial loans and home mortgage loans. The bank's 2020, 2021, and 2022 Home Mortgage Disclosure Act (HMDA) Loan Application Register (LAR) data was reviewed for home loan originations. Examiners reviewed the bank's record of meeting the needs of its AAs through lending activities. The CD loans, investments, and service activities review period for the evaluation is January 1, 2020, through December 31, 2022.

Due to merger activity and a branch conversion during the evaluation period, the lending data will be analyzed as follows: Full Evaluation Period for the city of Lynchburg, Amherst, Bedford, and Campbell counties; October 30, 2020, through December 31, 2022, the city of Danville, and Pittsylvania County; January 1, 2022, through December 31, 2022, the city of Charlottesville.

Based on both the number and dollar volume of loan origination data supplied by the bank, FNB's primary lending product is commercial loans. Commercial loans, home mortgage loans, 1-4 family and multi-family, were sampled for this evaluation. Examiners selected a random sample of 89 residential mortgage loans and 51 small business loans for the evaluation period to evaluate the accuracy of loan data to complete the analysis.

### Selection of Areas for Full-Scope Review

FNB is a single-state institution. As of December 31, 2022, FNB delineated three AAs in the state of Virginia: the Lynchburg AA, the Danville AA, and the city of Charlottesville AA. The Lynchburg and Danville AAs will receive full-scope reviews. The city of Charlottesville AA will receive a limited-scope review for the purposes of this evaluation. The Lynchburg AA is comprised of the city of Lynchburg, an independent city and four counties, Amherst, Appomattox, Bedford, and Campbell. Bank management does not claim Appomattox County as part of its AA for this evaluation. The Danville, VA AA is designated as a Micropolitan Statistical Area, which is a Non-MSA. The Danville AA is comprised of the City of Danville, an independent city and one county, Pittsylvania county. Refer to appendix A, Scope of Examination, for a list of full- scope and limited-scope AAs.

### Ratings

The bank's overall rating is based on the rating for the state of Virginia as the bank has three AAs in the state, the Lynchburg AA, the Danville AA, and the City of Charlottesville AA.

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

Pursuant to 12 CFR 25.28(c) 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 Consumer Financial Protection Bureau, as applicable.

The OCC has not identified that this institution (or any affiliate whose loans have been considered as part of the institution's lending performance) has engaged in discriminatory or other illegal credit practices that require consideration in this evaluation.

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

## State Rating

### State of Virginia

**CRA rating for the State of Virginia<sup>1</sup>:** Satisfactory

**The Lending Test is rated:** Satisfactory

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

The major factors that support this rating include:

- The bank exhibits reasonable geographic distribution of loans in the AAs.
- The bank exhibits reasonable distribution of loans to borrowers of different income levels in the AAs.
- The bank exhibits reasonable responsiveness to CD needs in the AAs through CD activities.

### Description of Institution's Operations in State of Virginia

FNB has delineated three AAs in the state of Virginia, which includes the Lynchburg MSA AA, and the Danville, VA Non-MSA AA, and the city of Charlottesville.

The bank's Lynchburg AA consists of the city of Lynchburg, an independent city, and four counties, Amherst, Appomattox, Bedford, and Campbell. Bank management does not claim Appomattox County as part of its AA for this evaluation. The Danville, VA AA is designated as a Micropolitan Statistical Area, which is a Non-MSA. The Danville AA is comprised of the city of Danville, an independent city, and one county, Pittsylvania county. The city of Charlottesville AA became part of the bank's AA in January 2022 and will receive a limited-scope review.

According to June 30, 2022, FDIC Summary of Deposit information, FNB operates 18 branches and 29 ATMs in the state of Virginia. Out of the 29 ATMs, 12 ATMs are deposit taking with cash dispensing capabilities. Six ATMs are cash dispensing only. The bank contracts ATM services at 13 privately-owned ATMs at Quick-E Food and Colleen Deli locations. Based upon June 30, 2022, deposit market share information, FNB's deposits in Virginia totaled \$925.4 million, and represented 0.24 percent market share.

### Lynchburg AA

FNB operates 11 full-service branches in Lynchburg AA. The bank reported \$684.3 million in deposits in the AA as of June 30, 2022, which represents 76.1 percent of total bank deposits. The bank faces significant competition for deposits. According to June 30, 2022, deposit market share information, FNB ranked fourth out of 17 depository institutions with a deposit market share of 10.3 percent. The top banks in terms of deposit market share in the AA are Wells Fargo Bank, N.A., Truist Bank, and Bank of the James, with a combined market share 56.7 percent.

According to the 2015 ASC Census data, the Lynchburg, VA MSA includes 65 CTs, two low- income, 11 moderate-income, 40 middle-income, 10 upper-income, and two unknowns. The population of the Lynchburg MSA was 245,474, with 63,278 families according to the 2015 US ACS Census data.

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<sup>1</sup> This rating reflects performance within the state.

Approximately 19.2 percent of the families in the AA are low-income and 18.9 percent are moderate-income. Approximately 7.4 percent of the families live below the poverty level. The median family income in the AA is \$70,981 for the evaluation period.

According to the U.S. Bureau of Labor Statistics, the December 2022 unemployment rate in the state of Virginia was 3.1 percent, while the Lynchburg MSA unemployment rate was 3.0 percent. During the evaluation period, the MSA's unemployment rate ranged from a low of 2.6 in April 2022, to a high of 10.5 percent in April 2020.

According to Moody's Analytics data, the primary industries in the AA include manufacturing, education, health services, and retail trade. The economy in the AA is recovering after two years of underperforming. Healthcare employment is growing, while there is a stall in manufacturing jobs in the AA. Expansion at Liberty University will assist in improving education employment, while jobs at smaller universities have mixed performance in near term job creation. The five largest employers in the AA include Liberty University, Babcock & Wilcox Nuclear (BWX), Centra Health, Walmart, and University of Lynchburg.

The evaluation considers the input from recent community contacts in the Lynchburg AA. The community contact is to determine the local economic conditions and community needs. One of the community contacts notes the need for access to financial literacy and banking services for LMI families. As many local businesses were impacted by the pandemic, another local community contact states there is a need for small business capital. Financial institutions in the AA are meeting the needs of the community.

**Table A – Demographic Information of the Assessment Area**  
Assessment Area: Lynchburg MSA

Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	65	3.1	16.9	61.5	15.4	3.1
Population by Geography	245,474	2.0	13.7	58.4	22.6	3.4
Housing Units by Geography	109,697	2.5	14.4	62.2	20.4	0.5
Owner-Occupied Units by Geography	66,822	1.3	10.7	63.4	24.5	0.1
Occupied Rental Units by Geography	28,143	4.7	21.5	56.4	15.9	1.4
Vacant Units by Geography	14,732	3.5	17.6	67.9	10.3	0.7
Businesses by Geography	24,764	2.9	11.9	54.6	26.1	4.5
Farms by Geography	1,122	0.6	11.4	65.9	20.8	1.3
Family Distribution by Income Level	63,278	19.2	18.9	21.9	40.0	0.0
Household Distribution by Income Level	94,965	22.7	17.6	18.3	41.4	0.0
Median Family Income MSA - 31340 Lynchburg, VA MSA		\$70,981	Median Housing Value			\$179,647
			Median Gross Rent			\$831
			Families Below Poverty Level			7.4%
<i>Source: 2020 U.S. Census and 2022 D&amp;B Data</i> <i>Due to rounding, totals may not equal 100.0%</i> <i>(* The NA category consists of geographies that have not been assigned an income classification.</i>						



## Danville AA

FNB operates six full-service branches in the Danville AA. The bank reported \$240.5 million in deposits in the AA as of June 30, 2022, which represents 26.7 percent of total bank deposits.

The bank faces competition for deposits in the AA. According to June 30, 2022, deposit market share information, FNB ranked fourth out of eight depository institutions with a deposit market share of 11.3 percent. The top banks in terms of deposit market share in the AA are American National Bank & Trust Company, Carter Bank & Trust, and First Citizens Bank and Trust Company, with a combined market share 74.8 percent.

According to the 2015 ASC Census data, the Danville, VA Non-MSA includes 35 CTs, one low-income, nine moderate-income, 21 middle-income, three upper-income, and one unknown. In 2022, five of the 21 middle income CTs were designated as distressed or underserved due to poverty and population loss. The population of the Danville MSA was 103,091 with 28,393 families according to the 2015 US ACS Census data. Approximately 24.9 percent of the families in the AA are low-income and 17.9 percent are moderate-income. Approximately 13.9 percent of the families live below the poverty level. The median family income in the AA is \$60,947 for the evaluation period.

According to December 2022 U.S. Bureau of Labor Statistics, unemployment rates in the city of Danville and Pittsylvania County were 4.4 percent and 2.8 percent, respectively. During the evaluation period, the city of Danville unemployment rate ranged from a low of 3.6 percent in November 2021, to a high of 17.4 percent in April 2020. The Pittsylvania County unemployment rate ranged from a low of 2.8 percent in November 2021, to a high of 12.9 percent in April 2020. The state's unemployment rate of 3.1 percent was below the city of Danville rate of 4.4 percent and above the Pittsylvania County rate of 2.8 percent as of December 2022. The top employers in the AA are The Goodyear Tire & Rubber Co., Danville Regional Medical Center, Danville Public School, Springs Global US, Inc. and Telvista, Inc.

The evaluation considers the input from a recent community contact in the Danville AA. The community contact is to determine the local economic conditions and community needs. The city of Danville is a HUD Entitlement Community. Its consolidated plan shows it will continue to plan, monitor, and administer entitlement grant programs to improve the condition of housing for low-income homeowners, increase potential homeownership and rental housing opportunities, meet community needs through community based public service programs and through increasing housing stock by new construction and providing modular homes. There is also a need to maintain housing conditions by removing blight, and improving and expanding public facilities and public infrastructure.

<b>Table A – Demographic Information of the Assessment Area</b>						
<b>Assessment Area: Danville 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)	35	2.9	25.7	60.0	8.6	2.9
Population by Geography	103,091	3.6	19.2	69.3	8.0	0.0
Housing Units by Geography	53,640	3.3	20.3	68.6	7.7	0.0
Owner-Occupied Units by Geography	29,046	1.7	12.1	76.2	10.0	0.0
Occupied Rental Units by Geography	15,425	5.1	33.6	55.6	5.8	0.0
Vacant Units by Geography	9,169	5.7	24.0	66.5	3.8	0.0
Businesses by Geography	8,244	1.9	24.5	64.9	8.5	0.2
Farms by Geography	429	0.5	6.8	87.4	5.4	0.0
Family Distribution by Income Level	28,393	24.9	17.9	20.6	36.6	0.0
Household Distribution by Income Level	44,471	27.9	17.1	17.4	37.6	0.0
Median Family Income Non-MSAs - VA		\$60,947	Median Housing Value			\$112,326
			Median Gross Rent			\$693
			Families Below Poverty Level			13.9%
<i>Source: 2020 U.S. Census and 2022 D&amp;B Data</i> <i>Due to rounding, totals may not equal 100.0%</i> <i>(*) The NA category consists of geographies that have not been assigned an income classification.</i>						

## Scope of Evaluation in Virginia

The Lynchburg AA and Danville AA received full scope reviews. The city of Charlottesville AA received a limited scope review. The full-scope areas received equal weighting for the evaluation period.

## CONCLUSIONS WITH RESPECT TO PERFORMANCE TESTS IN VIRGINIA

### LENDING TEST

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

### Conclusions for Areas Receiving Full-Scope Reviews

Based on full scope reviews, the bank's lending performance in the state of Virginia is reasonable.

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

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

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

Refer to Table O in the state of Virginia 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.

#### **Lynchburg MSA AA**

In 2020 and 2021, the geographic distribution of home mortgage loans in low-income and moderate-income CTs is excellent. The distribution of loans in low-income CTs was equal to the percentage of owner-occupied units and above aggregate loans. The distribution of loans in moderate-income CTs exceeds both the percentage of owner-occupied housing units, and aggregate loans. In 2022, the geographic distribution of home mortgage loans in low-income and moderate-income CTs is reasonable. The distribution of loans in low-income CTs was below both the percentage of owner-occupied units, and aggregate loans. The distribution of loans in moderate-income CTs exceeds both the percentage of owner-occupied housing units, and aggregate loans.

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

Please refer to Table Q in the state of Virginia 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 distribution of small loans to businesses in CTs of different income levels in the Lynchburg AA is reasonable. In 2020-2021, in low-income census tracts, the percentage of bank loans was below both the percentage of businesses and the aggregate. The percentage of loans originated in moderate-income CTs exceeds both the percentage of businesses and the aggregate lending. In 2022, FNB did not originate any loans in the two low-income census tract and the percentage of loans originated in moderate-income CTs exceeds the percentage of businesses. Peer data was not available to compare small business loans to aggregate data. A sample of loans was reviewed to show the bank originated loans in each of the AA for the evaluation period.

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

The OCC reviewed summary reports and maps to identify any gaps in the geographic distribution of FNB's home mortgage and small business loans during the evaluation period. The analysis did not identify any unexplained, conspicuous gaps.

#### **Danville MSA AA**

In 2020 and 2021, the geographic distribution of home mortgage loans in low-income and moderate-income CTs is reasonable. The distribution of loans in low-income CTs was below the percentage of owner-occupied units and above aggregate loans. The distribution of loans in moderate-income CTs exceeds both the percentage of owner-occupied housing units, and aggregate loans. In 2022, the geographic distribution of home mortgage loans in low-income and moderate-income CTs is reasonable. The distribution of loans in low-income CTs was below both the percentage of owner-occupied units, and aggregate loans. The distribution of loans in moderate-income CTs exceeds the percentage of owner-occupied housing units, but was below the aggregate loans.

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

Refer to Table Q in the state of Virginia 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 distribution of small loans to businesses in CTs of different income levels in the Danville AA is reasonable. In 2020-2021, in low-income census tracts, the percentage of bank loans was below both the percentage of businesses and the aggregate. The percentage of loans originated in moderate-income CTs is below the percentage of businesses and exceeds the aggregate lending. In 2022, the percentage of loans originated in the one low-income census tract exceeds percentage of businesses, but the percentage of loans originated in moderate-income CTs was below the percentage of businesses. Peer data was not available to compare small business loans to aggregate data. A sample of loans was reviewed to show the bank originated loans in each of the AA for the evaluation period.

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

The OCC reviewed summary reports and maps to identify any gaps in the geographic distribution of FNB's home mortgage and small business loans during the evaluation period. The analysis did not identify any unexplained, conspicuous gaps.

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

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

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

Refer to Table P in the state of Virginia 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.

### **Lynchburg MSA AA**

For 2020 and 2021, the distribution of home mortgages reflects poor distribution among borrowers of different income levels. The distribution of home mortgage loans to low-income borrowers was below both the percentage of low-income families in the AA and aggregate loans. The distribution of home mortgage loans to moderate-income borrowers is below both the percentage of moderate-income families in the AA and aggregate loans. For 2022, the distribution of home mortgages reflects reasonable distribution among borrowers of different income levels. The distribution of home mortgage loans to low-income borrowers was below the percentage of low-income families in the AA, but was above aggregate loans. The distribution of home mortgage loans to moderate-income borrowers is below both the percentage of moderate-income families in the AA and aggregate loans.

The analysis takes into consideration the lack of affordability for low- and moderate-income families to purchase a home. The weighted average median cost of housing is \$179,647 for the 2015 ACS US Census. The weighted average FFIEC updated MSA median family income in the AA is \$70,981. The median family income for low-income families is less than 50 percent, or \$35,491, and the median family income for moderate-income families is greater than 50 percent and less than 80 percent, or \$56,785. The lack of affordability illustrates that LMI borrowers are challenged to qualify for a mortgage loan in the AA.

**Danville MSA AA**

For 2020 and 2021, The distribution of home mortgages reflects a reasonable distribution among borrowers of different income levels. The distribution of home mortgage loans to low-income borrowers is below the percentage of low-income families in the AA but exceeds aggregate loans. The distribution of home mortgage loans to moderate-income borrowers is below both the percentage of moderate-income families in the AA and aggregate loans. For 2022, the distribution of home mortgages reflects poor distribution among borrowers of different income levels. The distribution of home mortgage loans to low-income borrowers was below both the percentage of low-income families in the AA and aggregate loans. The distribution of home mortgage loans to moderate-income borrowers was below both the percentage of moderate-income families in the AA and aggregate loans.

The analysis takes into consideration the lack of affordability for low- and moderate-income families to purchase a home. The weighted average median cost of housing is \$112,326 for the 2015 ACS US Census. The weighted average FFIEC updated MSA median family income in the AA is \$60,947. The median family income for low-income families is less than 50 percent, or \$30,474, and the median family income for moderate-income families is greater than 50 percent and less than 80 percent, or \$48,758. The lack of affordability illustrates that LMI borrowers are challenged to qualify for a mortgage loan in the AA.

***Small Loans to Businesses***

Refer to Table R in the state of Virginia 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.

Gross annual revenue information was not available for the loans to businesses. As a result, examiners were unable to conduct a fair assessment of the distribution of loans to businesses of different sizes.

**Responses to Complaints**

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

**Conclusions for Area Receiving a Limited Scope Review**

Based on a limited scope review, the bank's performance under the Lending Test in the city of Charlottesville AA is weaker than the bank's overall performance under the Lending Test in the full scope areas.

**COMMUNITY DEVELOPMENT TEST**

The bank's performance under the Community Development Test in the state of Virginia is rated Satisfactory.

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

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

## Number and Amount of Community Development Loans

FNB provided an adequate level of qualified loans that were responsive to the CD needs and initiatives in its AAs. The CD Loans Table, shown below, sets forth the information and data used to evaluate the bank's level of CD lending. The table includes all CD loans, including multifamily loans that also qualify as CD loans.

Community Development Loans				
Assessment Area	Total			
	#	% of Total #	\$(000's)	% of Total \$
Lynchburg AA	12	92.3	2,635,000	24.8
Danville AA	1	7.7	8,000,000	75.2
Total	13	100.00	10,635,000	100.00

FNB's CD loans represent reasonable responsiveness to CD needs given the bank's size, and capacity to provide such loans along with other performance context factors. During the evaluation period, the bank originated 13 CD loans totaling \$10.6 million, within the state of VA AAs. Of this total, seven loans totaling \$1.9 million provided financing for a community services agency in the Lynchburg AA. The agency assists with housing and job support services for individuals recovering from substance use disorders. Five loans totaling \$724 million provided financing for affordable housing and other CD activities. The one Danville CD loan totaling \$8.0 million assists with affordable housing for individuals with disabilities in the AA.

During the COVID-19 pandemic, the Small Business Administration (SBA) offered Paycheck Protection Program (PPP) loans under the CARES Act to small businesses throughout its AAs. The PPP was designed to maintain and stabilize small businesses during the pandemic. In 2020, to address the lending needs of small businesses during the pandemic, FNB originated 533 loans with a total loan amount of \$45,937, 928 and in 2021, originated 218 loans with a loan amount of \$16,441,162. The PPP loans directly benefited businesses in its AAs.

## Number and Amount of Qualified Investments

The Qualified Investment table, shown below, sets forth the information and data used to evaluate the bank's level of qualified CD investments. This table includes all CD investments, including prior period investments that remain outstanding as of the examination date.

Qualified Investments										
Assessment Area	Prior Period*		Current Period		Total				Unfunded Commitments**	
	#	\$(000's)	#	\$(000's)	#	% of Total #	\$(000's)	% of Total \$	#	\$(000's)
Lynchburg/Danville	0	0.00	1	500,000	1	100.0	500,000	100.0	0	0.00
Total	0	0.00	1	500,000	1	100.0	500,000	100.0		0.00

\* 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.

\* 'Prior Period Investments' means investments made in a previous evaluation period that are outstanding as of the examination date.

FNB's qualified investment represents reasonable responsiveness to CD needs in the AAs given the bank's size, and capacity to provide such investments along with other performance context factors. During the current evaluation period, the bank made one qualified investment totaling \$500,000, within its AAs.

During the evaluation period FNB provided five grants for approximately \$69 thousand to two eligible agencies. The grants were provided to service organizations that promote community development through community services to provide financial literacy to low- and moderate-income students and adults within its AAs.

FNB made donations and sponsorships to non-profit, civic, and other community service organizations, totaling \$353 thousand, that did not meet the definition of CD for CRA credit. Through the FNB Community Impact Fund, employees donate to the fund to support the bank's efforts in supporting community services organizations. The donations and sponsorships demonstrate the bank's commitment to supporting all organizations throughout its AAs, which support low- and moderate-income individuals and families.

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

FNB provides reasonable responsiveness to CD services needs throughout its AAs. During the evaluation period, 15 bank personnel provided financial expertise and leadership for a total of 20 CD organizations in the combined AAs. The majority of the employees serve as board members for affordable housing, community services, and economic development agencies throughout the bank's AAs. For example, two bank employees serve a nonprofit organization which assists individuals in the Lynchburg AA with food and needed referrals to other supportive services. The bank employees provide classes to promote financial literacy, budgeting, and other offerings to individuals to enrich their job opportunities and lives. An officer serves as a director for a nonprofit organization which provides charitable grants to qualified non-profit organizations benefiting the citizens the Lynchburg AA.

### **Conclusions for an Area Receiving a Limited Scope Review**

Based on a limited-scope review, the bank's performance under the CD Test in the city of Charlottesville AA is weaker than the bank's overall performance under the CD Test in the full scope AAs.

## Appendix A: Scope of Examination

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The following table identifies the time period covered in this evaluation, affiliate activities that were reviewed, and loan products considered. The table also reflects the MSA(s) and non-MSA(s) that received comprehensive examination review, designated by the term “full-scope,” and those that received a less comprehensive review, designated by the term “limited-scope”.

<b>Time Period Reviewed:</b>	Lynchburg 01/01/2020 to 12/31/2022; Danville 10/30/2020 to 12/31/2022; Charlottesville 01/01/2022 to 12/31/2022	
<b>Bank Products Reviewed:</b>	Home Mortgage Loans; Small Business Loans Community development loans, qualified investments, community development services	
<b>Affiliate(s)</b>	<b>Affiliate Relationship</b>	<b>Products Reviewed</b>
NA	NA	NA
<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:</b>		
Virginia		
Lynchburg MSA	Full-Scope	city of Lynchburg, Amherst County, Bedford County, Campbell County
Danville Non-MSA	Full-Scope	city of Danville, Pittsylvania County
Charlottesville MSA	Limited Scope	city of Charlottesville



## Appendix B: Summary of State Ratings

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RATINGS <b>First National Bank</b>			
Overall Bank:	Lending Test Rating*	CD Test Rating	Overall Bank/State
	Satisfactory	Satisfactory	Satisfactory
State:			
Virginia	Satisfactory	Satisfactory	Satisfactory

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

## Appendix C: Definitions and Common Abbreviations

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

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

**Aggregate Lending (Aggt.):** The number of loans originated and purchased by all reporting lenders (HMDA or CRA) in specified income categories as a percentage of the aggregate number of loans originated and purchased by all reporting lenders in the state/assessment area.

**Census Tract (CT):** A small, relatively permanent statistical subdivision of a county delineated by a local committee of census data users for the purpose of presenting data. Census tracts nest within counties, and their boundaries normally follow visible features, but may follow legal geography boundaries and other non-visible features in some instances, Census tracts ideally contain about 4,000 people and 1,600 housing units.

**Combined Statistical Area (CSA):** A geographic entity consisting of two or more adjacent Core Based Statistical Areas with employment interchange measures of at least 15. An employment interchange measure is a measure of ties between two adjacent entities. The employment interchange measure is the sum of the percentage of workers living in the smaller entity who work in the larger entity and the percentage of employment in the smaller entity that is accounted for by workers who reside in the larger entity.

**Community Development (CD):** Affordable housing (including multifamily rental housing) for low- or moderate-income individuals; community services targeted to low- or moderate-income individuals; activities that promote economic development by financing businesses or farms that meet Small Business Administration Development Company or Small Business Investment Company programs size eligibility standards or have gross annual revenues of \$1 million or less; or activities that revitalize or stabilize low- or moderate-income geographies, distressed or underserved nonmetropolitan middle-income geographies, or designated disaster areas.

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

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

**Family:** Includes a householder and one or more other persons living in the same household who are related to the householder by birth, marriage, or adoption. The number of family households always equals the number of families; however, a family household may also include non-relatives living with the family. Families are classified by type as either a married-couple family or other family, which is further classified into ‘male householder’ (a family with a male householder and no wife present) or ‘female householder’ (a family with a female householder and no husband present).

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

**Geography:** A census tract delineated by the United States Bureau of the Census in the most recent decennial census.

**Home Mortgage Disclosure Act (HMDA):** The statute that requires certain mortgage lenders that conduct business or have banking offices in a metropolitan statistical area to file annual summary reports of their mortgage lending activity. The reports include such data as the race, gender, and the income of applicants, the amount of loan requested, the disposition of the application (e.g., approved, denied, and withdrawn), the lien status of the collateral, any requests for preapproval, and loans for manufactured housing.

**Home Mortgage Loans:** A closed-end mortgage loan or an open-end line of credit as these terms are defined under 12 CFR 1003.2, and that is not an excluded transaction under 12 CFR 1003.3(c)(1) through (c)(10) and (c)(13).

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

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

**Low-Income Individual:** Individual income that is less than 50 percent of the area median income.

**Low Income Geography:** A census tract with a median family income that is less than 50 percent.

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

**Median Family Income (MFI):** The median income determined by the U.S. Census Bureau every five years and used to determine the income level category of geographies. The median is the point at which half of the families have income above, and half below, a range of incomes. Also, the median income determined by the Federal Financial Institutions Examination Council (FFIEC) annually that is used to determine the income level category of individuals. For any given area, the median is the point at which half of the families have income above, and half below, a range of incomes.

**Metropolitan Division:** As defined by Office of Management and Budget, a county or group of counties within a Core Based Statistical Area that contains an urbanized population of at least 2.5 million. A Metropolitan Division consists of one or more main/secondary counties that represent an employment center or centers, plus adjacent counties associated with the main/secondary county or counties through commuting ties.

**Metropolitan Statistical Area:** An area, defined by the Office of Management and Budget, as a core based statistical area associated with at least one urbanized area that has a population of at least 50,000. The Metropolitan Statistical Area comprises the central county or counties containing the core, plus adjacent outlying counties having a high degree of social and economic integration with the central county or counties as measured through commuting.

**Middle-Income:** Individual income that is at least 80 percent and less than 120 percent of the area median income, or a median family income that is at least 80 percent and less than 120 percent, in the case of a geography

**Moderate-Income:** Individual income that is at least 50 percent and less than 80 percent of the area median income, or a median family income that is at least 50 percent and less than 80 percent, in the case of a geography.

**Multifamily:** Refers to a residential structure that contains five or more units.

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

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

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

**Small Loan(s) to Business(es):** A loan included in 'loans to small businesses' as defined in the Consolidated Report of Condition and Income (Call Report) instructions. These loans have original amounts of \$1 million or less and typically are either secured by nonfarm or nonresidential real estate or are classified as commercial and industrial loans.

**Small Loan(s) to Farm(s):** A loan included in 'loans to small farms' as defined in the instructions for preparation of the Consolidated Report of Condition and Income (Call Report). These loans have original amounts of \$500,000 or less and are either secured by farmland, or are classified as loans to finance agricultural production and other loans to farmers.

**Tier 1 Capital:** The total of common shareholders' equity, perpetual preferred shareholders' equity with non-cumulative dividends, retained earnings and minority interests in the equity accounts of consolidated subsidiaries.

**Upper-Income:** Individual income that is at least 120 percent of the area median income, or a median family income that is at least 120 percent, in the case of a geography.

## Appendix D: Tables of Performance Data

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### Content of Standardized Tables

A separate set of tables is provided for each state. All multistate metropolitan statistical areas, if applicable, are presented in one set of tables. References to the “bank” include activities of any affiliates that the bank provided for consideration (refer to appendix A: Scope of the Examination). For purposes of reviewing the Lending Test tables, the following are applicable: (1) purchased are treated as originations; and (2) “aggregate” is the percentage of the aggregate number of reportable loans originated and purchased by all HMDA or CRA-reporting lenders in the MMSA/assessment area. Deposit data are compiled by the FDIC and are available as of June 30<sup>th</sup> of each year. Tables without data are not included in this PE.

The following is a listing and brief description of the tables included in each set:

**Table O. Assessment Area Distribution of Home Mortgage Loans by Income Category of the Geography** - Compares the percentage distribution of the number of loans originated and purchased by the bank in low-, moderate-, middle-, and upper-income geographies to the percentage distribution of owner-occupied housing units throughout those geographies. The table also presents aggregate peer data for the years the data is available.

**Table P. Assessment Area Distribution of Home Mortgage Loans by Income Category of the Borrower** - Compares the percentage distribution of the number of loans originated and purchased by the bank to low-, moderate-, middle-, and upper-income borrowers to the percentage distribution of families by income level in each MMSA/assessment area. The table also presents aggregate peer data for the years the data is available.

**Table Q. Assessment Area Distribution of Loans to Small Businesses by Income Category of the Geography** - The percentage distribution of the number of small loans (less than or equal to \$1 million) to businesses that were originated and purchased by the bank in low-, moderate-middle-, and upper-income geographies compared to the percentage distribution of businesses (regardless of revenue size) in those geographies. Because aggregate small business data are not available for geographic areas smaller than counties, it may be necessary to compare bank loan data to aggregate data from geographic areas larger than the bank’s assessment area.

**Table R. Assessment Area Distribution of Loans to Small Businesses by Gross Annual Revenue** - Compares the percentage distribution of the number of small loans (loans less than or equal to \$1 million) originated and purchased by the bank to businesses with revenues of \$1 million or less to: 1) the percentage distribution of businesses with revenues of greater than \$1 million; and 2) the percentage distribution of businesses for which revenues are not available. The table also presents aggregate peer small business data for the years the data is available.

The total loan amount presented in the tables for each assessment area may differ from the total loan amount reported in the aggregate table due to how the underlying loan data is rounded in each table.

- Table S. Assessment Area Distribution of Loans to Farms by Income Category of the Geography** - The percentage distribution of the number of small loans (less than or equal to \$500,000) to farms originated and purchased by the bank in low-, moderate-, middle-, and upper-income geographies compared to the percentage distribution of farms (regardless of revenue size) throughout those geographies. The table also presents aggregate peer data for the years the data is available. Because aggregate small farm data are not available for geographic areas smaller than counties, it may be necessary to use geographic areas larger than the bank’s assessment area.
- Table T. Assessment Area Distribution of Loans to Farms by Gross Annual Revenues** - Compares the percentage distribution of the number of small loans (loans less than or equal to \$500 thousand) originated and purchased by the bank to farms with revenues of \$1 million or less to: 1) the percentage distribution of farms with revenues of greater than \$1 million; and 2) the percentage distribution of farms for which revenues are not available. The table also presents aggregate peer small farm data for the years the data is available.
- Table U. Assessment Area Distribution of Consumer Loans by Income Category of the Geography** - Compares the percentage distribution of the number of loans originated and purchased by the bank in low-, moderate-, middle-, and upper-income geographies to the percentage distribution of households in those geographies.
- Table V. Assessment Area Distribution of Consumer Loans by Income Category of the Borrower** - Compares the percentage distribution of the number of loans originated and purchased by the bank to low-, moderate-, middle-, and upper-income borrowers to the percentage distribution of households by income level in each MMSA/assessment area.

The total loan amount presented in the tables for each assessment area may differ from the total loan amount reported in the aggregate table due to how the underlying loan data is rounded in each table.

Table O: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Geography																			2020-21	
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	
Lynchburg MSA 2021	185	35,990	69.3	11,997	1.6	1.6	1.2	13.1	27.0	15.2	62.5	52.4	56.0	22.8	18.9	27.6	0.0	0.0	0.0	
Non-MSA 2021	82	9,061	30.7	2,770	1.9	1.2	1.0	10.5	15.9	9.2	75.6	76.8	72.1	12.0	6.1	17.7	0.0	0.0	0.0	
<b>Total</b>	<b>267</b>	<b>45,051</b>	<b>100.0</b>	<b>14,767</b>	<b>1.7</b>	<b>1.5</b>	<b>1.2</b>	<b>12.3</b>	<b>23.6</b>	<b>14.1</b>	<b>66.6</b>	<b>59.9</b>	<b>59.0</b>	<b>19.4</b>	<b>15.0</b>	<b>25.8</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	

Source: 2015 ACS; 01/01/2020 - 12/31/2021 Bank Data, 2021 HMDA Aggregate Data, "--" data not available.  
Due to rounding, totals may not equal 100.0%

The total loan amount presented in the tables for each assessment area may differ from the total loan amount reported in the aggregate table due to how the underlying loan data is rounded in each table.



Table O: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Geography																			2022
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
Charlottesville MSA 2022	2	3,370	1.1	1,041	3.8	0.0	5.4	17.7	0.0	15.9	48.2	100.0	45.1	30.3	0.0	33.7	0.0	0.0	0.0
Lynchburg MSA 2022	105	16,689	57.4	7,412	1.3	0.0	1.4	10.7	20.0	10.8	63.4	57.1	61.6	24.5	21.9	25.7	0.1	1.0	0.4
Non-MSA 2022	76	10,597	41.5	1,895	1.7	0.0	1.5	12.1	13.2	13.5	76.2	76.3	73.2	10.0	10.5	11.9	0.0	0.0	0.0
<b>Total</b>	<b>183</b>	<b>30,656</b>	<b>100.0</b>	<b>10,348</b>	<b>1.6</b>	<b>0.0</b>	<b>1.8</b>	<b>11.6</b>	<b>16.9</b>	<b>11.8</b>	<b>65.9</b>	<b>65.6</b>	<b>62.1</b>	<b>20.9</b>	<b>16.9</b>	<b>24.0</b>	<b>0.1</b>	<b>0.5</b>	<b>0.3</b>

Source: 2020 U.S. Census; 01/01/2022 - 12/31/2022 Bank Data, 2022 HMDA Aggregate Data, "--" data not available.  
Due to rounding, totals may not equal 100.0%

The total loan amount presented in the tables for each assessment area may differ from the total loan amount reported in the aggregate table due to how the underlying loan data is rounded in each table.

Table P: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Borrower																			2020-21	
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	
Lynchburg MSA 2021	185	35,990	69.3	11,997	20.6	6.5	8.3	17.5	8.6	20.4	21.7	14.6	20.9	40.2	26.5	32.2	0.0	43.8	18.2	
Non-MSA 2021	82	9,061	30.7	2,770	23.1	7.3	5.5	17.8	12.2	17.6	21.3	20.7	20.5	37.8	36.6	32.5	0.0	23.2	23.9	
<b>Total</b>	<b>267</b>	<b>45,051</b>	<b>100.0</b>	<b>14,767</b>	<b>21.4</b>	<b>6.7</b>	<b>7.8</b>	<b>17.6</b>	<b>9.7</b>	<b>19.9</b>	<b>21.6</b>	<b>16.5</b>	<b>20.8</b>	<b>39.4</b>	<b>29.6</b>	<b>32.3</b>	<b>0.0</b>	<b>37.5</b>	<b>19.3</b>	
<i>Source: 2015 ACS ; 01/01/2020 - 12/31/2021 Bank Data, 2021 HMDA Aggregate Data, "--" data not available.                      Due to rounding, totals may not equal 100.0%</i>																				

The total loan amount presented in the tables for each assessment area may differ from the total loan amount reported in the aggregate table due to how the underlying loan data is rounded in each table.

Table P: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Borrower																			2022
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
Charlottesville MSA 2022	2	3,370	1.1	1,041	27.6	0.0	7.9	14.2	0.0	15.3	21.2	0.0	20.0	37.0	0.0	40.4	0.0	100.0	16.4
Lynchburg MSA 2022	105	16,689	57.4	7,412	19.2	9.5	9.3	18.9	16.2	20.0	21.9	20.0	20.8	40.0	27.6	33.2	0.0	26.7	16.6
Non-MSA 2022	76	10,597	41.5	1,895	24.9	5.3	8.3	17.9	14.5	20.2	20.6	11.8	20.4	36.6	30.3	29.3	0.0	38.2	21.9
<b>Total</b>	<b>183</b>	<b>30,656</b>	<b>100.0</b>	<b>10,348</b>	<b>21.5</b>	<b>7.7</b>	<b>8.9</b>	<b>18.2</b>	<b>15.3</b>	<b>19.6</b>	<b>21.5</b>	<b>16.4</b>	<b>20.7</b>	<b>38.8</b>	<b>28.4</b>	<b>33.2</b>	<b>0.0</b>	<b>32.2</b>	<b>17.6</b>

Source: 2020 U.S. Census ; 01/01/2022 - 12/31/2022 Bank Data, 2022 HMDA Aggregate Data, "--" data not available.  
Due to rounding, totals may not equal 100.0%

The total loan amount presented in the tables for each assessment area may differ from the total loan amount reported in the aggregate table due to how the underlying loan data is rounded in each table.

Table Q: Assessment Area Distribution of Loans to Small Businesses by Income Category of the Geography																			2020-21	
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	
Lynchburg MSA 2021	20	3,407,500	100.0	4,635	1.3	0.0	1.2	20.2	35.0	19.1	53.4	45.0	53.2	25.1	20.0	26.4	0.0	0.0	0.0	
Non-MSA 2021	20	3,542,324	100.0	1,600	1.8	0.0	1.9	16.0	15.0	14.1	60.8	65.0	65.4	21.2	20.0	18.3	0.2	0.0	0.3	
<b>Total</b>	<b>40</b>	<b>6,949,824</b>	<b>100.0</b>	<b>6,235</b>	<b>1.4</b>	<b>0.0</b>	<b>1.4</b>	<b>19.2</b>	<b>25.0</b>	<b>17.8</b>	<b>55.2</b>	<b>55.0</b>	<b>56.3</b>	<b>24.2</b>	<b>20.0</b>	<b>24.3</b>	<b>0.1</b>	<b>0.0</b>	<b>0.1</b>	

Source: 2021 D&B Data; 01/01/2020 - 12/31/2021 Bank Data; 2021 CRA Aggregate Data, "--" data not available.  
Due to rounding, totals may not equal 100.0%

The total loan amount presented in the tables for each assessment area may differ from the total loan amount reported in the aggregate table due to how the underlying loan data is rounded in each table.

<b>Table Q: Assessment Area Distribution of Loans to Small Businesses by Income Category of the Geography</b>													<b>2022</b>	
<b>Assessment Area:</b>	<b>Total Loans to Small Businesses</b>			<b>Low-Income Tracts</b>		<b>Moderate-Income Tracts</b>		<b>Middle-Income Tracts</b>		<b>Upper-Income Tracts</b>		<b>Not Available-Income Tracts</b>		
	<b>#</b>	<b>\$</b>	<b>% of Total</b>	<b>% Businesses</b>	<b>% Bank Loans</b>	<b>% Businesses</b>	<b>% Bank Loans</b>	<b>% Businesses</b>	<b>% Bank Loans</b>	<b>% Businesses</b>	<b>% Bank Loans</b>	<b>% Businesses</b>	<b>% Bank Loans</b>	
Charlottesville MSA 2022	1	962,500	12.0	7.1	0.0	7.6	0.0	32.2	0.0	53.1	0.0	0.0	0.0	
Lynchburg MSA 2022	20	4,601,255	57.3	2.9	0.0	11.9	20.0	54.6	45.0	26.1	35.0	4.5	0.0	
Non-MSA 2022	20	2,460, 430	30.7	1.9	10.0	24.5	20.0	64.9	60.0	8.5	10.0	0.2	0.0	
<b>Total</b>	<b>41</b>	<b>8,024,185</b>	<b>100.0</b>	<b>3.6</b>	<b>5.0</b>	<b>13.4</b>	<b>20.0</b>	<b>51.8</b>	<b>52.5</b>	<b>28.4</b>	<b>22.5</b>	<b>2.7</b>	<b>0.0</b>	
<i>Source: 2022 D&amp;B Data; 01/01/2022 - 12/31/2022 Bank Data; "--" data not available.                      Due to rounding, totals may not equal 100.0%</i>														

The total loan amount presented in the tables for each assessment area may differ from the total loan amount reported in the aggregate table due to how the underlying loan data is rounded in each table.

<b>Table R: Assessment Area Distribution of Loans to Small Businesses by Gross Annual Revenues</b>											<b>2020-21</b>	
Assessment Area:	Total Loans to Small Businesses				Businesses with Revenues <= 1MM			Businesses with Revenues > 1MM		Businesses with Revenues Not Available		
	#	\$	% of Total	Overall Market	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	% Businesses	% Bank Loans	
Lynchburg MSA 2021	20	3,407,500	100.0	4,635	87.5	--	52.6	3.4	--	9.2	100	
Non-MSA 2021	20	3,542,324	100.0	1,600	84.2	--	46.3	4.2	--	11.6	100	
<b>Total</b>	<b>40</b>	<b>6,949,824</b>	<b>100.0</b>	<b>6,235</b>	<b>86.7</b>	<b>--</b>	<b>51.0</b>	<b>3.6</b>	<b>--</b>	<b>9.8</b>	<b>100</b>	
<i>Source: 2021 D&amp;B Data; 01/01/2020 - 12/31/2021 Bank Data; 2021 CRA Aggregate Data, "--" data not available.            Due to rounding, totals may not equal 100.0%</i>												

The total loan amount presented in the tables for each assessment area may differ from the total loan amount reported in the aggregate table due to how the underlying loan data is rounded in each table.

<b>Table R: Assessment Area Distribution of Loans to Small Businesses by Gross Annual Revenues</b>											<b>2022</b>
<b>Assessment Area:</b>	<b>Total Loans to Small Businesses</b>				<b>Businesses with Revenues &lt;= 1MM</b>			<b>Businesses with Revenues &gt; 1MM</b>		<b>Businesses with Revenues Not Available</b>	
	<b>#</b>	<b>\$</b>	<b>% of Total</b>	<b>Overall Market</b>	<b>% Businesses</b>	<b>% Bank Loans</b>	<b>Aggregate</b>	<b>% Businesses</b>	<b>% Bank Loans</b>	<b>% Businesses</b>	<b>% Bank Loans</b>
Charlottesville MSA 2022	1	962,500	12.0	--	88.4	--	--	3.6	--	8.0	100
Lynchburg MSA 2022	20	4,601,255	57.3	--	89.2	--	--	2.7	--	8.1	100
Non-MSA 2022	20	2,460,430	30.7	--	86.7	--	--	3.4	--	9.9	100
<b>Total</b>	<b>41</b>	<b>8,024,185</b>	<b>100.0</b>	--	<b>88.5</b>	--	--	<b>3.0</b>	--	<b>8.4</b>	100
<i>Source: 2022 D&amp;B Data; 01/01/2022 - 12/31/2022 Bank Data; "--" data not available.                      Due to rounding, totals may not equal 100.0%</i>											

The total loan amount presented in the tables for each assessment area may differ from the total loan amount reported in the aggregate table due to how the underlying loan data is rounded in each table.