



PUBLIC DISCLOSURE

November 12, 2019

COMMUNITY REINVESTMENT ACT PERFORMANCE EVALUATION

First Farmers & Merchants National Bank
Charter Number 13544

303 E. Main St.
Luverne, MN 56156

Office of the Comptroller of the Currency
222 South 9th Street, Suite 800
Minneapolis, MN 55402

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 bank's performance under the Lending Test is rated: Satisfactory.

The major factors supporting this rating include:

- The distribution of loans among farms of different sizes is reasonable.
- The distribution of loans throughout geographies of different income levels is reasonable.
- The bank's loan-to-deposit (LTD) is more than reasonable.
- The bank originated a majority of its loans inside its assessment area (AA).

Loan-to-Deposit Ratio

Considering the bank's size, financial condition, and credit needs of the AA, the bank's loan-to-deposit ratio is more than reasonable.

First Farmers & Merchants National Bank's (FF&M Luverne) net LTD ratio averaged 103.0 percent over the 18 quarters since the previous CRA evaluation. The bank's quarterly LTD ratio ranged from a low of 95.2 percent in December 2014 to a high of 111.3 percent in September 2018. FF&M Luverne ranks first among three similarly situated institutions. Similarly situated institutions include banks operating in or near the FF&M Luverne's AA with similar total asset size.

Institution (Headquarters)	Total Assets as of 12/31/2018 (\$000s)	Average LTD Ratio (%)
First Farmers & Merchants National Bank (Luverne, MN)	\$180,953	103.0
First Independent Bank (Russell, MN)	\$288,263	90.1
First State Bank Southwest (Pipestone, MN)	\$268,556	64.7

Source: Call Report data from September 30, 2014 through December 31, 2018.

Lending in Assessment Area

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

The bank originated and purchased 85.0 percent of its total loans by number inside its AA during the evaluation period. To determine lending inside the AA, we analyzed 40 small farm loans originated between January 1, 2016 and December 31, 2018. The following table shows the lending inside and outside of the AA.

Lending Inside and Outside of the Assessment Area										
Loan Category	Number of Loans				Total #	Dollar Amount of Loans \$(000s)				Total \$(000s)
	Inside		Outside			Inside		Outside		
	#	%	#	%		\$	%	\$	%	
Small Farm	34	85.0	6	15.0	40	\$21,615	86.4	\$3,415	13.6	\$25,030

Source: Farm loan samples.

Description of Institution

FF&M Luverne is a single-state, national bank headquartered in Luverne, Minnesota. The bank had total assets of \$181 million, as of December 31, 2018. The bank has two branches, one in Luverne and one in Pipestone. There were no mergers, acquisitions, branch openings, or branch closings since the last CRA evaluation. The bank does not have any deposit-taking ATMs. FF&M Luverne is wholly owned by 215 Holding Company, a multi-bank holding company located in Minneapolis, MN.

FF&M Luverne offers a traditional mix of banking products and services. The bank's primary lending focus is agricultural and commercial loans. As of December 31, 2018, the bank's loan portfolio totaled \$155.4 million and represented 85.9 percent of total assets. The loan portfolio based on dollar volume outstanding was comprised of 69.8 percent agricultural, 23.1 percent commercial, 4.9 percent home mortgage, and 2.1 percent consumer loans. Tier One Capital totaled \$28.5 million and represented 16.0 percent of risk weighted assets.

FF&M Luverne staff is active in the community. Five employees are board directors for six different non-profit organizations assisting low- and moderate-income individuals and providing affordable housing.

There are no legal, financial, or other factors impeding the bank's ability to meet the credit needs in its AA. FF&M Luverne was rated Satisfactory at the last CRA evaluation dated September 22, 2014.

Scope of the Evaluation

Evaluation Period/Products Evaluated

We evaluated FF&M Luverne's CRA performance using small bank performance standards consisting of the Lending Test, which evaluates the bank's record of meeting the credit needs of its AA. The evaluation period for the LTD ratio analysis covered September 30, 2014 through December 31, 2018, and the complaint review covered September 23, 2014 through November 11, 2019. The evaluation period for the remaining portions of the Lending Test covered January 1, 2016 through December 31, 2018. Agricultural loans are the bank's primary product. We determined the bank's primary loan product by reviewing the number and dollar volume of loan originations and purchases during the evaluation period. Refer to the table below to view loan origination volumes during the evaluation period.

Originations by Product Type				
	Percentage by Number of Loans		Percentage by Dollar Volume	
	2016	2017-2018	2016	2017-2018
Agriculture	55.5	53.9	76.9	67.6
Commercial	12.3	13.9	16.2	26.2
Consumer	21.1	22.4	2.7	2.6
Home Mortgage	11.0	9.8	4.2	3.6
Total	100.0	100.0	100.0	100.0

Demographic data is used in part to determine the bank's lending performance. The U.S. Census Bureau released updated demographic data from the 2015 American Community Survey (ACS) effective January 1, 2017. Loans originated in 2016 were compared to 2010 U.S. Census data, and loans originated in 2017 and 2018 were compared to 2015 ACS data. We reviewed samples of 20 agricultural loans for 2016 and 20 agricultural loans for 2017-2018 to analyze borrower and geographic distributions within the AA.

We reviewed the AA's financial, economic, and environmental factors to determine the bank's lending performance. We also contacted a community member with knowledge of the area's economic conditions and demographics to gather additional insight on lending needs in the AA.

Selection of Areas for Full-Scope Review

FF&M Luverne has one AA, which is referred to as the Luverne AA. This AA was selected for a full-scope review and evaluated under the State of Minnesota rating area. Refer to Appendix A-1, Scope of Examination, for more information.

Ratings

FF&M Luverne's overall rating is based on its lending performance within the State of Minnesota. It is the bank's only rating area. We evaluated lending performance using five performance criteria: the LTD ratio, lending in the AA, lending to borrowers of different income levels, distribution of loans to geographies of different income levels, and responses to CRA-related complaints. The 2017-2018

lending performance received more weight than 2016 because it was more recent and had higher loan volume.

Discriminatory or Other Illegal Credit Practices Review

Pursuant to 12 CFR 25.28(c) in determining a national bank's CRA rating, the OCC considers evidence of discriminatory or other illegal credit practices in any geography by the bank, or in any AA by an affiliate whose loans have been considered as part of the bank's lending performance. As part of this evaluation process, the OCC consults with other federal agencies with responsibility for compliance with the relevant laws and regulations, including the U.S. Department of Justice, the U.S. Department of Housing and Urban Development, and the Bureau of Consumer Financial Protection, as applicable.

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

The OCC 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 Minnesota

CRA rating for the State of Minnesota: Satisfactory.

The Lending Test is rated: Satisfactory.

The major factors supporting this rating include:

- The bank's loans reflect reasonable distribution among farms of different sizes.
- The distribution of farm loans reflects reasonable dispersion throughout geographies of different income levels.
- The bank received no CRA-related complaints during the evaluation period.

Description of Institution's Operations in Minnesota

FF&M Luverne's AA consists of Pipestone and Rock Counties, which are in a non-MSA area in Minnesota. The AA includes eight census tracts (CTs). In 2016, all CTs were middle-income. In 2017 and 2018, one CT changed to a moderate-income tract. This tract is the eastern half of the City of Pipestone, as well as the surrounding area. FF&M Luverne's Pipestone branch is located in the moderate-income CT.

Competition in the bank's market is moderate. The June 30, 2019, FDIC Deposit Share Report indicates there were seven financial institutions with 12 locations operating in the bank's AA. FF&M Luverne is ranked fourth with a 19.9 percent deposit market share. The top three institutions are First Bank & Trust, Minnwest Bank, and Security Savings Bank. Combined, the top three institutions have 64.8 percent of the deposit market share.

Competition in the bank's market for small business and small farm loans is moderate. According to 2017 peer small business and small farm loan data, 32 lenders originated or purchased small business and small farm loans in the AA. The top three institutions are First Bank & Trust, Minnwest Bank, and John Deere Financial with a combined market share of 65.1 percent.

Similar to the rest of the nation, farmers in the AA have experienced a downturn in the economy. Poor weather conditions, low commodity prices, and geopolitical concerns have all contributed a weakening farm economy. Per Moody's economic reports as of June 30, 2019, soybean prices are at a 12-year low and the state of Minnesota's agricultural and livestock exports are down 15 percent. Other economic sectors continue to perform well. Major employers in the AA are Pipestone Area Schools, Pipestone System Vet Clinic, Pipestone County Medical Center, Luverne Public Schools, and Sanford Health.

We completed one community contact with an individual who works for a local government agency familiar with the agriculture economy. He indicated that farmers are struggling financially due to the weak agricultural economy. Government subsidies and crop insurance payments have helped farmers supplement their income. In addition, less experienced farmers are also working full-time jobs to

provide for family living expenses. Agriculture real estate prices remain high and most sales in the area are the result of farmers retiring. Community banks and other financial institutions have a positive reputation in the community and are very active with financing activities. The contact did not feel the financial institutions were missing any significant opportunities.

The following tables show the demographic and economic characteristics of the Luverne AA for 2016 and 2018.

Table A – Demographic Information of the Assessment Area						
Assessment Area: Luverne 2016						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	8	0.0	0.0	100.0	0.0	0.0
Population by Geography	19,283	0.0	0.0	100.0	0.0	0.0
Housing Units by Geography	8,741	0.0	0.0	100.0	0.0	0.0
Owner-Occupied Units by Geography	6,096	0.0	0.0	100.0	0.0	0.0
Occupied Rental Units by Geography	1,715	0.0	0.0	100.0	0.0	0.0
Vacant Units by Geography	930	0.0	0.0	100.0	0.0	0.0
Businesses by Geography	1,377	0.0	0.0	100.0	0.0	0.0
Farms by Geography	465	0.0	0.0	100.0	0.0	0.0
Family Distribution by Income Level	5,241	19.8	18.4	25.3	36.6	0.0
Household Distribution by Income Level	7,811	25.5	17.3	18.9	38.3	0.0
Median Family Income Non-MSAs - MN		\$57,683	Median Housing Value			\$91,539
2016 FFIEC Updated Non-MSA Median Family Income		\$63,800	Median Gross Rent			\$567
Households Below Poverty Level		10.65%	Families Below Poverty Level			6.9%
<i>Source: 2010 U.S. Census and 2016 D&B Data Due to rounding, totals may not equal 100.0 (*) The NA category consists of geographies that have not been assigned an income classification.</i>						

Table A – Demographic Information of the Assessment Area						
Assessment Area: Luverne 2018						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	8	0.0	12.5	87.5	0.0	0.0
Population by Geography	18,917	0.0	10.6	89.4	0.0	0.0
Housing Units by Geography	8,725	0.0	10.8	89.2	0.0	0.0
Owner-Occupied Units by Geography	5,917	0.0	8.6	91.4	0.0	0.0
Occupied Rental Units by Geography	1,992	0.0	18.5	81.5	0.0	0.0
Vacant Units by Geography	816	0.0	8.5	91.5	0.0	0.0
Businesses by Geography	1,397	0.0	12.7	87.3	0.0	0.0
Farms by Geography	395	0.0	2.5	97.5	0.0	0.0
Family Distribution by Income Level	5,180	19.4	19.0	25.3	36.3	0.0
Household Distribution by Income Level	7,909	25.2	15.9	20.3	38.6	0.0
Median Family Income Non-MSAs - MN		\$63,182	Median Housing Value			\$112,006
2018 FFIEC Updated Non-MSA Median Family Income		\$69,500	Median Gross Rent			\$583
Households Below Poverty Level		13.25%	Families Below Poverty Level			8.5%
<i>Source: 2015 ACS Census and 2018 D&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 Minnesota

The rating for the State of Minnesota is based wholly on the performance of the Luverne AA as it is the only AA in the state. Refer to Appendix A-1 for additional information on the AA under review.

LENDING TEST

The bank's performance under the Lending Test in the State of Minnesota is rated Satisfactory.

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

Distribution of Loans by Income Level of the Geography

The bank exhibits reasonable geographic distribution of loans in the State of Minnesota. We performed geographic distribution analysis using the sampled loans from 2017-2018. During 2017-2018, there was one moderate-income CT in the AA. Geographic distribution analysis is not meaningful for 2016 since there were no low- or moderate- income CTs in the AA in 2016.

Small Farm Loans

Refer to Table S in Appendix D-2 for the facts and data used to evaluate the geographic distribution of the bank's originations and purchases of small farm loans.

The geographic distribution of loans to farms in CTs of different income levels is reasonable. The bank's geographic distribution is below both the demographic comparator and aggregate lending data in the moderate-income CT. However, there were only twelve farms in the moderate-income CT, leading to minimal opportunities for the bank to lend in this area.

Distribution of Loans by Income Level of the Borrower

The bank exhibits a reasonable distribution of loans to farms of different sizes, given the product lines offered by the bank.

Small Farm Loans

Refer to Table T in Appendix D-2 for the facts and data used to evaluate the borrower distribution of the bank's originations and purchases of small farm loans.

The borrower distribution of loans to farms of different sizes is reasonable.

The percentage of farm loans to small farms was near the proportion of small farms in the AA and exceeded aggregate lending data. Small farms are defined as farms with gross annual revenue of \$1 million or less.

Responses to Complaints

During the evaluation period, FF&M Luverne did not receive any complaints related to performance in meeting the AA's credit needs.

Appendix A: Scope of Examination

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

Time Period Reviewed:	1/1/2016-12/31/2018	
Bank Products Reviewed:	Small Farm	
List of Assessment Areas and Type of Examination		
Rating and Assessment Area	Type of Exam	Other Information
Minnesota		
Luverne AA	Full-scope	Counties of Pipestone and Rock.

Appendix B: State Ratings

RATINGS – First Farmers & Merchants National Bank	
Overall Bank	Lending Test Rating
First Farmers and Merchants	Satisfactory
State:	
Minnesota	Satisfactory

Appendix C: Definitions and Common Abbreviations

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

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

Aggregate (Peer) Lending: 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.

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 Business Loan(s): 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 Farm Loan(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.

Appendix D: Tables of Performance Data

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 30th 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 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.

State of Minnesota

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

Assessment Area:	Total Loans to Farms				Low-Income Tracts			Moderate-Income Tracts			Middle-Income Tracts			Upper-Income Tracts			Not Available-Income Tracts		
	#	\$ (000s)	% of Total	Overall Market	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate
Luverne	20	17,260	100.0	476	0.0	0.0	0.0	2.5	0.0	2.3	97.5	100.0	97.7	0.0	0.0	0.0	0.0	0.0	0.0
Total	20	17,260	100.0	476	0.0	0.0	0.0	2.5	0.0	2.3	97.5	100.0	97.7	0.0	0.0	0.0	0.0	0.0	0.0

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

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

Assessment Area:	Total Loans to Farms				Farms with Revenues <= 1MM			Farms with Revenues > 1MM		Farms with Revenues Not Available	
	#	\$ (000s)	% of Total	Overall Market	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	% Farms	% Bank Loans
Luverne	20	\$8,189	100.0	291	98.1	85.0	64.9	1.5	15.0	0.4	0.0
Total	20	\$8,189	100.0	291	98.1	85.0	64.9	1.5	15.0	0.4	0.0

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

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

Assessment Area:	Total Loans to Farms				Farms with Revenues <= 1MM			Farms with Revenues > 1MM		Farms with Revenues Not Available	
	#	\$ (000s)	% of Total	Overall Market	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	% Farms	% Bank Loans
Luverne	20	\$17,260	100.0	476	97.5	85.0	61.8	2.0	15.0	0.5	0.0
Total	20	\$17,260	100.0	476	97.5	85.0	61.8	2.0	15.0	0.5	0.0

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