



## **PUBLIC DISCLOSURE**

November 4, 2019

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

American Federal Bank  
Charter Number 702983

215 North Fifth Street, Fargo, ND 58102

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.

## Table of Contents

Overall CRA Rating.....	3
Description of Institution.....	4
Scope of the Evaluation.....	5
Combined Statistical Area Rating.....	6
Fargo-Wahpeton-ND-MN.....	6
Multistate Metropolitan Statistical Area Rating.....	12
Grand Forks, ND-MN.....	12
State Rating.....	18
State of Minnesota.....	18
Appendix A: Scope of Examination.....	A-1
Appendix B: Summary of CSA, MMSA, and State Ratings.....	B-1
Appendix C: Definitions and Common Abbreviations.....	C-1
Appendix D: Tables of Performance Data.....	D-1

## 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 supporting this rating include:

- American Federal Bank (AFB or “the bank”) exhibits reasonable geographic and borrower distributions in each rating area. The Lending Test rating is based on the combined ratings of the Fargo-Wahpeton ND-MN Combined Statistical Area (CSA), the Grand Forks ND-MN Multistate Metropolitan Statistical Area (MMSA), and the State of Minnesota.
- AFB’s loan-to-deposit ratio (LTD) is more than reasonable.
- A majority of AFB’s loans are made inside its assessment areas (AAs).
- AFB’s community development (CD) performance demonstrates adequate responsiveness to the CD needs of its AAs through CD loans, qualified investments, and CD services considering the bank's capacity, and the need and availability of opportunities for CD in the bank’s AAs.

### Loan-to-Deposit Ratio

The bank’s LTD ratio is more than reasonable considering the bank’s size, financial condition, and credit needs of its AAs. From September 30, 2016, to December 31, 2018, AFB’s LTD ratio ranged from 104.6 percent to 130.2 percent, with a quarterly average of 113.3 percent. AFB’s LTD ratio ranks first among three similarly situated banks. Similarly situated banks include those operating in the bank’s AAs with similar asset sizes.

<b>Institution</b>	<b>Headquarters</b>	<b>Total Assets * (\$000s)</b>	<b>Average LTD Ratio</b>
<b>American Federal Bank</b>	<b>Fargo, ND</b>	<b>615,743</b>	<b>113.3</b>
Blackridge Bank	Fargo, ND	494,829	91.4
Cornerstone Bank	Fargo, ND	921,330	82.0
First National Bank North	Walker, MN	545,773	72.5

*\*Total assets are based on June 30, 2019 Call Report Data*

### Lending in Assessment Area

AFB originates a majority of its loans inside its AAs. During the evaluation period, the bank originated and purchased 81.7 percent of its total loans inside its AAs. This analysis is performed at the bank, rather than the AA, level. Lending in the AAs has a neutral impact on the overall geographic lending distribution analysis.

<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		
	#	%	#	%		\$	%	\$	%	
Agriculture	108	77.7	31	22.3	139	33,959	70.0	14,550	29.9	48,509
Commercial	84	87.5	12	12.5	96	29,637	86.2	4,740	13.7	34,377
Total	192	81.7	43	18.3	235	63,596	76.7	19,290	23.2	82,886

## Description of Institution

AFB is a multi-state thrift/Sub-S Corporation headquartered in Fargo, North Dakota. AFB is a subsidiary of American Federal Corp (AFC), also headquartered in Fargo. AFC's primary purposes as a non-complex bank holding company is to maintain and support its equity investment in AFB. AFC's total assets are approximately \$64.6 million, of which 78 percent is investment in AFB and 21 percent is in cash.

AFB is a full-service financial institution offering a variety of deposit products, loan products, and services to both retail and commercial customers such as checking accounts, savings accounts, and mortgage loans. AFB's business strategy and primary focus is agricultural lending within its existing markets. The bank has operations throughout Minnesota and North Dakota. AFB has no affiliates or operating subsidiaries.

As of December 31, 2018, AFB has three ratings areas, 13 full-service branches, and zero deposit-taking automated teller machines in the states of Minnesota and North Dakota. The Fargo-Wahpeton ND-MN CSA (Fargo AA) has four branches, the Grand Forks ND-MN MMSA (Grand Forks AA) has five branches, and the State of Minnesota (MN Non-MSA AA) has four branches. Refer to Appendix A-1 for additional details on each AA.

As of December 31, 2018, AFB had \$592.8 million in total assets with net loans and leases representing 82.9 percent of assets. The loan portfolio is comprised of approximately 52.2 percent agriculture, 27.4 percent commercial, 17.4 percent home mortgage, and three percent consumer loans. Tier One Capital was \$48.3 million as of December 31, 2016, and \$49.2 million as of December 31, 2018.

There were no mergers or acquisitions during the evaluation period. The evaluation period is defined in the Scope of Evaluation section on page five.

There are no known financial, legal, or other factors impeding AFB's ability to help meet the credit needs within its AAs. AFB received a "Satisfactory" rating at its previous CRA performance evaluation dated August 29, 2016.

## Scope of the Evaluation

### Evaluation Period/Products Evaluated

The evaluation period for the Lending Test is July 1, 2016, through December 31, 2018; however, two separate analysis periods are used due to changes in the census data. Small business and small farm loans originated in 2016 are compared to demographic data based on 2010 U.S. Census data, while loans originated in 2017-2018 are compared to 2015 census data prepared by the American Community Survey (ACS). We determined AFB's primary loan products as agricultural and business loans by reviewing the number and dollar volume of loan originations and purchases during the evaluation period. We selected initial samples of 20 loans for agriculture and business loans for each AA, and selected additional loans as needed to have sufficient information to analyze borrower and geographic distributions within each AA.

The geographic distribution analysis included a review of the distribution of loans within the low- and moderate-income (LMI) areas in the bank's AAs. It also assessed if there were any unexplained lending gaps in any geographic areas within the AAs.

The CD test evaluation period is July 1, 2016, through December 31, 2018. We reviewed CD loans, investments, donations, and services submitted by bank management. Activities meeting the CD definition are included in this evaluation.

### Selection of Areas for Full-Scope Review

In each state where the bank has an office, one or more of AAs within that state was selected for a full-scope review. For this evaluation, bank delineated AAs located within the same MSA, MMSA, or CSA are combined and evaluated as a single AA. Similarly, bank delineated non-MSA AAs within the same state are combined and evaluated as a single area. These combined AAs may be evaluated as full- or limited-scope. Each rating area received a full-scope review. Refer to the "Scope" section under each rating and Appendix A-1 for scope information.

### Ratings

The bank's overall rating is a blend of the state ratings, CSAs, and MMSAs.

Examiners placed the most weight on the bank's performance in the Fargo AA because it represents the majority of loan originations and deposits during the evaluation period, and represents the highest population in the banks AAs. During the evaluation period, the Fargo AA had 41.6 percent of loan originations, 41.5 percent of bank deposits, four branches, and a population of 246,222. The Grand Forks AA received the second highest weight because it contains the highest number of branches, second highest overall deposit volume, and had the second highest population; however, the Grand Forks AA had the least number of loan originations. The Grand Forks AA had five branches, 35.9 percent of deposits, a population of 100,526, and 24.3 percent of bank loan originations during the evaluation period. The MN Non-MSA was weighted closely behind the Grand Forks AA. The MN Non-MSA had four branches, 22.5 percent of deposits, a population of 78,136, and 34.1 percent of loan originations.

Additionally, we placed more weight on lending activity from 2017 through 2018 because this time period represents more loan originations and purchases.

Refer to the “Scope” section under each CSA, MMSA, and state rating section for a description of how the areas were weighted in arriving at the respective ratings.

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

Pursuant to 12 CFR 195.28(c) in determining a federal savings association’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 did not identify this institution engaged in discriminatory or other illegal credit practices requiring 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.

## **Fargo Combined Statistical Area Rating**

### **Fargo-Wahpeton ND-MN CSA**

**CRA rating for the Fargo-Wahpeton ND-MN CSA1: Satisfactory**

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

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

The major factors supporting this rating include:

- AFB exhibits reasonable distribution of loans throughout geographies of different income levels.
- AFB exhibits reasonable distribution of loans to borrowers of different income levels and business of different sizes.
- AFB exhibits an excellent level of CD activity given the banks’ resources and capacity.

---

<sup>1</sup> This rating reflects performance within the MMSA. Statewide evaluations do not reflect performance in areas of those states contained within the MMSA.

## Description of Institution’s Operations in Fargo-Wahpeton ND-MN CSA

The Fargo AA includes the entire Fargo CSA, consisting of Cass and Richland counties in North Dakota, and Clay and Wilkin counties in Minnesota. The bank has four full-service branch offices and no deposit-taking ATMs. Three branches are located in moderate-income CTs and one is located in a middle-income CT.

Deposit competition is high with 33 reporting institutions in the AA. According to the June 30, 2018 FDIC Deposit Market Share Report, AFB ranked tenth out of 33 reporting institutions with \$179.2 million in deposits and a 2.15 percent market share. The Fargo AA deposit base represents 41.5 percent of total bank deposits. AFB’s 2016 FDIC Deposit Market Share is similar to 2018.

A major deposit taking competitor is Bell Bank. Bell Bank holds a 35.2 percent market share, and all other reporting institutions hold ten percent or less.

We reviewed a recently completed community contact in the Fargo AA whose focus is CD in the City of Fargo. The contact stated the biggest issue for low-income individuals is homelessness and access to public transit transportation. Buses do not run 24 hours which affects employees who work overnight shifts. The contact stated local financial institutions have satisfactory performance meeting the community’s credit needs.

**Table A – Demographic Information of the Assessment Area**

**Assessment Area: Fargo CSA AA 2016**

<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)	54	3.7	13.0	63.0	20.4	0.0
Population by Geography	231,674	4.1	11.5	58.0	26.4	0.0
Housing Units by Geography	99,934	3.5	13.7	60.4	22.5	0.0
Owner-Occupied Units by Geography	56,256	0.6	8.5	64.5	26.4	0.0
Occupied Rental Units by Geography	37,640	8.1	21.2	53.5	17.2	0.0
Vacant Units by Geography	6,038	2.0	14.5	64.8	18.8	0.0
Businesses by Geography	15,890	3.4	18.1	54.2	24.3	0.0
Farms by Geography	1,472	0.1	3.3	76.6	20.0	0.0
Family Distribution by Income Level	55,045	17.9	18.0	24.6	39.5	0.0
Household Distribution by Income Level	93,896	23.8	16.7	17.4	42.1	0.0
Median Family Income MSA - 22020 Fargo, ND-MN MSA		\$67,695	Median Housing Value			\$141,558
Median Family Income Non-MSAs - MN		\$57,683	Median Gross Rent			\$598
Median Family Income Non-MSAs - ND		\$58,592	Families Below Poverty Level			6.1%

Source: 2010 U.S. Census and 2016 D&B Data

Due to rounding, totals may not equal 100.0

(\* ) The NA category consists of geographies that have not been assigned an income classification.

<b>Table A – Demographic Information of the Assessment Area</b>						
<b>Assessment Area: Fargo CSA 2017 - 2018</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)	54	0.0	22.2	57.4	18.5	1.9
Population by Geography	246,222	0.0	19.9	48.7	30.1	1.3
Housing Units by Geography	108,566	0.0	21.5	50.4	26.7	1.5
Owner-Occupied Units by Geography	58,592	0.0	13.0	55.5	31.0	0.5
Occupied Rental Units by Geography	42,255	0.0	33.9	41.9	21.7	2.4
Vacant Units by Geography	7,719	0.0	17.5	57.5	21.5	3.5
Businesses by Geography	17,058	0.0	29.2	42.8	27.6	0.4
Farms by Geography	1,381	0.0	5.2	76.2	18.5	0.1
Family Distribution by Income Level	58,657	18.6	18.9	23.1	39.3	0.0
Household Distribution by Income Level	100,847	23.5	17.3	17.4	41.8	0.0
Median Family Income MSA - 22020 Fargo, ND-MN MSA		\$75,010	Median Housing Value			\$160,087
Median Family Income Non-MSAs - MN		\$63,182	Median Gross Rent			\$697
Median Family Income Non-MSAs - ND		\$72,620	Families Below Poverty Level			6.7%
<i>Source: 2015 ACS Census and 2018 D&amp;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>						

## Scope of Evaluation in Fargo-Wahpeton ND-MN CSA

The Fargo AA rating is based wholly on performance in the Fargo AA as this is the only AA in this rating area. The AA received a full-scope review.

Of the bank’s reported loans in the Fargo AA during the evaluation period, 58.4 percent are farm loans and 35.0 percent are business loans by dollar volume. The remaining 6.6 percent are residential real estate and consumer loans which are not considered primary products and not considered in this analysis. We placed the greatest weight on small farm loans followed by small business loans.

## CONCLUSIONS WITH RESPECT TO PERFORMANCE TESTS IN FARGO-WAHPETON ND-MN CSA

### LENDING TEST

The bank’s performance under the Lending Test in the Fargo AA is rated Satisfactory.

Based on a full-scope review, the bank’s performance in the Fargo AA is reasonable.



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

The bank exhibits reasonable geographic distribution of loans in the Fargo AA.

### ***Small Farm Loans***

The geographic distribution of small farm loans in the Fargo CSA is adequate.

Refer to Table S in Appendix D-8 for the facts and data used to evaluate the geographic distribution of originations and purchases of small farm loans.

AFB's geographic distribution of small farm loans in 2016 is adequate when considering performance context. The percentage of small farm loans originated in low-income geographies is near to the percentage of farms located in low-income geographies and aggregate lending. While the bank did not originate any loans in low-income geographies, there was only one farm reported in the two 2016 low-income CTs. The percentage of small farm loans originated in moderate-income geographies is somewhat near to the percentage of farms located in moderate-income geographies, and is near aggregate lending in these geographies. While the bank did not originate any loans to small farms located in moderate-income CTs, only 3.3 percent of reporting farms were located in these geographies.

AFB's geographic distribution of small farm loans in 2017-2018 is adequate when considering performance context. The percentage of small farm loans originated in moderate-income geographies is somewhat near to the percentage of farms located in moderate-income geographies, and is near to aggregate lending in these geographies. While the bank did not originate any loans to small farms located in moderate-income CTs, only 5.2 percent of reporting farms were located in these geographies. There were no low-income CTs in 2017-2018.

### ***Small Business Loans***

The geographic distribution of small business loans in the Fargo AA is adequate.

Refer to Table Q in Appendix D-2 for the facts and data used to evaluate the geographic distribution of originations and purchases of small business loans in the Fargo AA.

AFB's geographic distribution of small business loans in 2016 is adequate when considering performance context. The percentage of small business loans originated in low-income geographies was below the percentage of businesses located in low-income geographies and below aggregate lending in these geographies. Although the bank did not originate any loans to small businesses located in low-income CTs, competition is high as there are 32 other institutions reporting in the AA, with eight of those institutions located directly in the two low-income CTs. Bell Bank, AFB's largest competitor, is located in one of the low-income CTs. The other low-income CT is approximately a 15 minute drive from the bank. In addition, according to a community contact, the City of Fargo began a micro-lending program which aids new Americans to start businesses. This may have further impeded AFB's ability to compete for these small loans. The percentage of small business loans originated in moderate-income geographies is near to the percentage of businesses located in moderate-income geographies and aggregate lending in these geographies.

AFB's geographic distribution of loans to small businesses in 2017-2018 is adequate. The

percentage of loans to small businesses originated in moderate-income geographies is somewhat near to the percentage of businesses located in moderate-income geographies and aggregate lending in these geographies. There are no low-income geographies in 2017-2018.

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

Our geographic distribution analysis included a review of lending gaps, particularly in LMI areas. We reviewed the location of all types of AFB's loan originations during the evaluation period. We did not identify any unexplained or conspicuous gaps in the Fargo AA.

### **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 and farms of different sizes, given the product lines offered by the bank.

#### ***Small Farm Loans***

The borrower distribution of small farm loans in the Fargo AA is good.

Refer to Table T in the Appendix D-11 for the facts and data used to evaluate the borrower distribution of originations and purchases of small farm loans.

AFB's borrower distribution of small farm loans in 2016 is good. The percentage of small farm loans is below the percentage of small farms in the AA, but exceeds aggregate lending.

AFB's borrower distribution of small farm loans in 2017-2018 is good. The percentage of small farm loans is below the percentage of small farms in the AA, but exceeds aggregate lending.

#### ***Small Business Loans***

The borrower distribution of small business loans in the Fargo AA is excellent.

Refer to Table R of Appendix D-5 for the facts and data used to evaluate the borrower distribution of originations and purchases of small business loans.

AFB's borrower distribution of small business loans in 2016 is excellent. The percentage of small business loans exceeds the percentage of small businesses in the AA and aggregate lending.

AFB's borrower distribution of small business loans in 2017-2018 is excellent. The percentage of small business loans exceeds the percentage of small businesses in the AA and aggregate lending.

### **Responses to Complaints**

There were no CRA-related complaints during the evaluation period.

## COMMUNITY DEVELOPMENT TEST

The bank's performance under the CD Test in the Fargo AA is Outstanding.

Based on a full-scope review, the bank exhibits excellent responsiveness to CD needs in the Fargo AA through CD loans, qualified investments, and CD services considering the bank's capacity, and the need and availability of such opportunities for CD in the AA.

### Number and Amount of Community Development Loans

The Lending Activity 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 Lending										
Activity Year	Affordable Housing		Community Services		Economic Development		Revitalize or Stabilize		Totals	
	#	\$(000s)	#	\$(000s)	#	\$(000s)	#	\$(000s)	#	\$(000s)
Fargo AA 2016	2	526	1	70	3	2,503	0	0	6	3,099
Fargo AA 2017-2018	15	12,348	11	7,974	4	1,071	4	1,326	34	22,719
<b>Total</b>	<b>17</b>	<b>12,874</b>	<b>12</b>	<b>8,044</b>	<b>7</b>	<b>3,574</b>	<b>4</b>	<b>1,326</b>	<b>40</b>	<b>25,818</b>

Source: Bank Data

AFB is a leader in making CD loans in the Fargo AA. Collectively, these loans represent 126.3 percent of Allocated Tier One Capital. Allocated Tier One Capital is the percentage of deposits in an AA multiplied by the bank's Tier One Capital. The largest volume of CD loans supported affordable housing initiatives such as loans for rental properties where greater than 50 percent of units are below market rent. Community service loans provided telecommunications and sewer/water services to LMI areas.

### Number and Amount of Qualified Investments

Qualified Investments										
Assessment Area	Prior Period*		Current Period		Total				Unfunded Commitments**	
	#	\$(000's)	#	\$(000's)	#	% of Total #	\$(000's)	% of Total \$	#	\$(000's)
Fargo AA 2016	0	0	4	1	4	11	1	0	0	0
Fargo AA 2017-2018	0	0	33	824	33	89	824	100	0	0

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

\*\* Unfunded Commitments' means legally binding investment commitments that are tracked and recorded by the institution's financial reporting system.

The Qualified Investment Table, shown above, sets forth the information and data used to evaluate the bank's level of qualified CD investments. The volume of qualified investments originated by AFB in the Fargo AA is excellent. For example, the bank invested \$815 thousand by purchasing a mortgage-

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

backed security focusing on affordable housing in Cass and Clay counties. The dollar volume of all investments made during the evaluation period represents 4.04 percent of Allocated Tier One Capital.

According to a community contact, Fargo has limited affordable housing, so these investments are particularly responsive to community needs.

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

AFB provides an excellent level of CD services in the Fargo AA. Twelve employees, or approximately 50 percent of all employees working in the AA, provided services to ten different organizations. These organizations provide community services to LMI individuals and supported economic development initiatives. Nine employees demonstrated leadership by serving on the Board of Directors or as a committee member for these organizations. For example, one employee served on the Board of Directors of an organization focusing on improving financial literacy, and another employee was on a finance committee of an organization focused on reducing hunger and homelessness.

## **Multistate Metropolitan Statistical Area Rating**

### **Grand Forks MMSA**

**CRA rating for the Grand Forks MSA<sup>2</sup>:** Satisfactory

**The Lending Test is rated:** Satisfactory

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

The major factors supporting this rating include:

- AFB exhibits reasonable loan distribution throughout geographies of different income levels.
- AFB exhibits reasonable loan distribution to borrowers of different income levels and business of different sizes.
- AFB exhibits a good level of CD activity given the banks' resources and capacity.

### **Description of Institution's Operations in Grand Forks MMSA**

AFB's Grand Forks AA consists of the entire Grand Forks MMSA which includes Grand Forks county in North Dakota and Polk county in Minnesota. The bank has five full-service branches and no deposit-taking ATMs in the AA. Two branches are located in moderate-income CTs and three are located in a middle-income CTs.

Deposit competition is moderate with 20 reporting institutions in the AA. According to the June 30, 2018 FDIC Deposit Market Share Report, AFB ranked seventh out of 20 reporting institutions with \$155 million in deposits and a 5.4 percent market share. The Grand Forks AA deposit base

---

<sup>2</sup> This rating reflects performance within the MMSA. The statewide evaluations do not reflect performance in the parts of those states contained within the MMSA.

represents 35.9 percent of total bank deposits. AFB’s 2016 FDIC Deposit Market Share is similar to 2018.

AFB’s major competitors are Alerus Financial, NA, and Bremer Bank, NA. Alerus holds a 21.7 percent market share and Bremer holds a 21.5 percent market share. All other reporting institutions hold ten percent or less.

We conducted one community contact in the Grand Forks AA. The contact is an economic development corporation serving the Grand Forks area. The contact noted there is a declared emergency in the agriculture sector due to poor weather negatively impacting crop yields. The contact stated primary banking needs are agricultural loans and small business loans. The contact noted banks could sponsor more block grants and provide more financial literacy resources.

<b>Table A – Demographic Information of the Assessment Area</b>						
<b>Assessment Area: Grand Forks MMSA AA 2016</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)	28	3.6	17.9	67.9	10.7	0.0
Population by Geography	98,461	5.3	16.9	65.8	12.1	0.0
Housing Units by Geography	43,641	2.2	19.8	67.6	10.4	0.0
Owner-Occupied Units by Geography	23,556	0.5	17.2	67.3	14.9	0.0
Occupied Rental Units by Geography	15,467	4.9	24.9	64.6	5.6	0.0
Vacant Units by Geography	4,618	1.9	15.7	79.0	3.4	0.0
Businesses by Geography	6,305	2.2	19.2	67.2	11.4	0.0
Farms by Geography	875	0.2	11.3	83.5	4.9	0.0
Family Distribution by Income Level	22,957	19.5	18.3	24.2	37.9	0.0
Household Distribution by Income Level	39,023	25.8	15.0	17.3	41.9	0.0
Median Family Income MSA - 24220 Grand Forks, ND-MN MSA		\$64,258	Median Housing Value			\$127,851
			Median Gross Rent			\$625
			Families Below Poverty Level			8.1%

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

<b>Table A – Demographic Information of the Assessment Area</b>						
<b>Assessment Area: Grand Forks MMSA 2017 - 2018</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)	28	3.6	17.9	64.3	14.3	0.0
Population by Geography	100,526	5.5	20.1	56.4	18.0	0.0
Housing Units by Geography	45,371	2.9	21.2	60.1	15.7	0.0
Owner-Occupied Units by Geography	23,457	0.3	15.0	61.9	22.7	0.0
Occupied Rental Units by Geography	17,787	5.9	29.6	56.6	7.9	0.0
Vacant Units by Geography	4,127	4.5	20.3	65.2	10.0	0.0
Businesses by Geography	6,369	2.3	17.0	57.5	23.2	0.0
Farms by Geography	740	0.1	10.7	75.7	13.5	0.0
Family Distribution by Income Level	23,958	20.2	19.0	21.1	39.7	0.0
Household Distribution by Income Level	41,244	26.0	14.0	18.1	41.9	0.0
Median Family Income MSA - 24220 Grand Forks, ND-MN MSA		\$70,827	Median Housing Value			\$150,403
			Median Gross Rent			\$741
			Families Below Poverty Level			8.6%
<i>Source: 2015 ACS Census and 2018 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 Grand Forks ND-MN MMSA

The Grand Forks AA rating is based wholly on performance in the AA as this is the only AA in this rating area. The AA received a full-scope review.

Of the bank's reported loans in the Grand Forks AA during the evaluation period, 46.4 percent are farm loans and 42.2 percent are business loans by dollar volume. The remaining 11 percent are residential real estate and consumer loans which are not considered primary products and are not considered in this evaluation. We placed slightly greater weight on small farm loans followed by small business loans.

Refer to the table in Appendix A-1 for a list of all AAs under review.

## CONCLUSIONS WITH RESPECT TO PERFORMANCE TESTS IN Grand Forks ND-MN MMSA

### LENDING TEST

The bank's performance under the Lending Test in the Grand Forks AA is rated Satisfactory.

Based on a full-scope review, the bank's performance in the Grand Forks AA is reasonable.

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

The bank exhibits reasonable geographic distribution of loans in the Grand Forks AA.

### ***Small Farm Loans***

The overall geographic distribution of small farm loans in the Grand Forks MMSA is good.

Refer to Table S in Appendix D-9 for the facts and data used to evaluate the geographic distribution of originations and purchases of small farm loans.

An analysis of small farm loans in 2016 is not meaningful as there were insufficient loans to review.

AFB's geographic distribution of small farm loans in 2017-2018 is good. While the bank did not originate any small farm loans in a low-income CT, only one farm was reporting in the AA and performance is equal to aggregate lending. The percentage of small farm loans originated in moderate-income geographies exceeds the percentage of farms located in those geographies and greatly exceeds aggregate lending.

### ***Small Business Loans***

The overall geographic distribution of small business loans in the Grand Forks AA is adequate.

Refer to Table Q in Appendix D-3 for the facts and data used to evaluate the geographic distribution of originations and purchases of small business loans in the Grand Forks AA.

An analysis of small business loans in 2016 is not meaningful as there were insufficient loans to review.

AFB's geographic distribution of small business loans in 2017-2018 is adequate. The bank did not originate any loans in low income CTs, which is somewhat below the percentage of businesses located in low-income geographies and aggregate lending in these geographies. The percentage of loans to small businesses originated in moderate-income geographies greatly exceeds the percentage of businesses located in moderate-income geographies and aggregate lending in these geographies.

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

Our geographic distribution analysis included a review of lending gaps, particularly in LMI areas. We reviewed the location of all types of AFB's loan originations during the evaluation period. We did not identify any unexplained or conspicuous gaps in the Grand Forks AA.

## **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 and farms of different sizes, given product lines offered.

### ***Small Farm Loans***

The overall borrower distribution of small farm loans in the Grand Forks MMSA is good.

Refer to Table T in Appendix D-12 for the facts and data used to evaluate the borrower distribution of originations and purchases of small farm loans.

An analysis of loans to small farms in 2016 is not meaningful as there were insufficient loans to review.

AFB's borrower distribution of small farm loans in 2017-2018 is good. The percentage of small farm loans is below the percentage of small farms in the AA, but exceeds aggregate lending.

### ***Small Business Loans***

The overall borrower distribution of small business loans in the Grand Forks MMSA is excellent.

Refer to Table R in Appendix D-6 for the facts and data used to evaluate the borrower distribution of originations and purchases of small business loans.

An analysis of small business loans in 2016 is not meaningful as there were insufficient loans to review.

AFB's borrower distribution of loans to small businesses in 2017-2018 is excellent. The percentage of small business loans exceeds the percentage of small businesses in the AA and aggregate lending.

### **Responses to Complaints**

There were no CRA-Related complaints during the evaluation period.

## **COMMUNITY DEVELOPMENT TEST**

The bank's performance under the Community Development Test in the Grand Forks AA is Satisfactory.

Based on a full-scope review, the bank exhibits adequate responsiveness to CD needs in the Grand Forks AA through CD loans, qualified investments, and CD services, as appropriate, considering the bank's capacity, and the need and availability of such opportunities for CD in the AA.

### **Number and Amount of Community Development Loans**

The Lending Activity Table, shown on the next page, 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 Lending										
Activity Year	Affordable Housing		Community Services		Economic Development		Revitalize or Stabilize		Totals	
	#	\$(000s)	#	\$(000s)	#	\$(000s)	#	\$(000s)	#	\$(000s)
Grand Forks AA 2016	1	210	1	350	0	0	0	0	2	560
Grand Forks AA 2017-2018	0	0	5	580	0	0	16	14,202	21	14,782
<b>Total</b>	<b>1</b>	<b>210</b>	<b>6</b>	<b>930</b>	<b>0</b>	<b>0</b>	<b>16</b>	<b>14,202</b>	<b>23</b>	<b>15,342</b>
<i>Source: Bank Data</i>										

AFB is a leader in making CD loans in the Grand Forks AA. Collectively, these loans represent 86.6 percent of Allocated Tier One Capital. The largest percentage of CD loans supported revitalization and stabilization efforts in opportunity zones. Opportunity zones are designed to spur economic development and job creation throughout the country by providing tax benefits to investors who invest eligible capital into distressed communities.

### Number and Amount of Qualified Investments

Qualified Investments										
Assessment Area	Prior Period*		Current Period		Total				Unfunded Commitments**	
	#	\$(000's)	#	\$(000's)	#	% of Total #	\$(000's)	% of Total \$	#	\$(000's)
Grand Forks 2016 AA	0	0	3	1	3	11.5	1	1	0	0
Grand Forks 2017-2018 AA	0	0	23	119	23	88.4	119	99	0	0

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

\*\* Unfunded Commitments' means legally binding investment commitments that are tracked and recorded by the institution's financial reporting system.

The Qualified Investment Table, shown above, sets forth the information and data used to evaluate the bank's level of qualified CD investments. The volume of AFB's qualified investments in the Grand Forks AA is very poor. All investments made during the evaluation period represent just 0.68 percent of Allocated Tier One Capital. As an example, the bank invested \$113 thousand by purchasing a mortgage-backed security focused on affordable housing in Grand Forks County.

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

AFB provides a good level of CD services in the Grand Forks AA. Ten employees, or approximately 29 percent of all employees working in the AA, provided services to ten different organizations. These organizations provided community services to LMI individuals and supported economic development initiatives. Of the services performed, nine employees demonstrated leadership by serving on the Board of Directors or as a committee member for these organizations. For example, one employee served on the Board of Directors at a health facility located in an opportunity zone and another employee served

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

on the Board of Directors of an organization providing early childhood education to children in a moderate-income CT.

## State Rating

### State of Minnesota

**CRA rating for the State of Minnesota<sup>3</sup>: Satisfactory**

**The Lending Test is rated: Satisfactory**

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

The major factors supporting this rating include:

- AFB exhibits reasonable loan distribution throughout geographies of different income levels.
- AFB exhibits reasonable distribution to borrowers of different income levels and business of different sizes.
- AFB exhibits a good level of CD activity given the banks' resources and capacity.

### Description of Institution's Operations in Minnesota

AFB's MN Non-MSA AA includes the counties of Kittson, Marshall, Norman, and Otter Tail. The bank has four full-service branch offices and no deposit-taking ATMs in the AA. Three branches are located in middle-income CTs and one is located in an upper-income CT.

Deposit competition is moderate with 28 reporting institutions in the AA. According to the June 30, 2018 FDIC Deposit Market Share Report, AFB ranked seventh out of 28 reporting institutions with \$97 million in deposits and a 5.2 percent market share. The MN Non-MSA deposit base represents 22.5 percent of total bank deposits. AFB's 2016 FDIC Deposit Market Share is similar to 2018.

AFB's competitors include United Community Bank and Bremer Bank, NA, as they hold 10.4 and 10.2 markets shares, respectively. All other reporting banks hold a nine percent market share or less.

We reviewed three recently completed community contacts in the MN Non-MSA. The contacts noted micro-lending for small businesses and general business loans are the area's primary credit needs.

---

<sup>3</sup> This rating reflects performance within the state. The statewide evaluations do not reflect performance in the parts of those states contained within the MMSA.

## Minnesota Non-MSA AA

<b>Table A – Demographic Information of the Assessment Area</b>						
<b>Assessment Area: MN Non-MSA 2016</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)	26	0.0	7.7	88.5	3.8	0.0
Population by Geography	78,146	0.0	11.3	86.1	2.6	0.0
Housing Units by Geography	46,489	0.0	8.8	88.6	2.5	0.0
Owner-Occupied Units by Geography	26,817	0.0	8.7	88.3	3.0	0.0
Occupied Rental Units by Geography	6,858	0.0	21.5	76.9	1.6	0.0
Vacant Units by Geography	12,814	0.0	2.4	95.6	2.0	0.0
Businesses by Geography	5,915	0.0	15.1	82.1	2.8	0.0
Farms by Geography	1,313	0.0	3.0	90.6	6.5	0.0
Family Distribution by Income Level	22,732	19.9	20.0	23.3	36.8	0.0
Household Distribution by Income Level	33,675	24.3	16.6	20.7	38.4	0.0
Median Family Income Non-MSAs - MN		\$57,683	Median Housing Value			\$147,299
<i>Source: 2010 U.S. Census and 2016 D&amp;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>			Median Gross Rent			\$527
			Families Below Poverty Level			8.2%

<b>Table A – Demographic Information of the Assessment Area</b>						
<b>Assessment Area: MN Non-MSA 2017 - 2018</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)	26	0.0	3.8	84.6	11.5	0.0
Population by Geography	78,136	0.0	4.0	85.3	10.8	0.0
Housing Units by Geography	46,432	0.0	4.0	86.1	9.8	0.0
Owner-Occupied Units by Geography	25,871	0.0	4.2	84.2	11.6	0.0
Occupied Rental Units by Geography	6,838	0.0	2.9	92.3	4.8	0.0
Vacant Units by Geography	13,723	0.0	4.3	86.8	8.9	0.0
Businesses by Geography	6,019	0.0	3.8	87.0	9.2	0.0
Farms by Geography	1,139	0.0	4.8	80.2	15.0	0.0
Family Distribution by Income Level	21,771	17.4	17.8	24.2	40.5	0.0
Household Distribution by Income Level	32,709	22.8	15.8	18.9	42.6	0.0
Median Family Income Non-MSAs - MN		\$63,182	Median Housing Value			\$158,086
<i>Source: 2015 ACS Census and 2018 D&amp;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>			Median Gross Rent			\$621
			Families Below Poverty Level			6.2%

## **Scope of Evaluation in Minnesota**

The rating for the MN Non-MSA is based wholly on the performance in the AA as this is the only AA in this rating area. The AA received a full-scope review.

Of the bank's reported loans in the MN Non-MSA during the evaluation period, 64 percent are farm loans and 26 percent are business loans by dollar volume. The remaining 10 percent are residential real estate and consumer loans which are not considered in this evaluation. We placed the greatest weight on small farm loans followed by small business loans.

Refer to the table in Appendix A-1 for a list of all AAs under review.

## **CONCLUSIONS WITH RESPECT TO PERFORMANCE TESTS IN MINNESOTA**

### **LENDING TEST**

The bank's performance under the Lending Test in 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.

#### ***Small Farm Loans***

The overall geographic distribution of small farm loans in the MN Non-MSA is adequate.

Refer to Table S in Appendix D-10 for the facts and data used to evaluate the geographic distribution of originations and purchases of small farm loans.

AFB's geographic distribution of small farm loans in 2016 is adequate. The percentage of small farm loans originated in moderate-income geographies is somewhat near to the percentage of farms and aggregate lending in these geographies. While the bank did not originate any loans in the moderate-income geographies, few reporting farms are located in these geographies. There were no low-income geographies in 2016.

AFB's geographic distribution of small farm loans in 2017-2018 is adequate. The percentage of small farm loans originated in moderate-income geographies is near to the percentage of farms located in these geographies and is near to aggregate lending. Although the bank did not originate any loans in the moderate-income geographies, only 4.8 percent of farms are reporting in moderate-income geographies where few farms are located. There were no low-income geographies in 2017-2018.

### ***Small Business Loans***

The overall geographic distribution of small business loans in the MN Non-MSA is adequate.

Refer to Table Q in Appendix D-4 for the facts and data used to evaluate the geographic distribution of originations and purchases of small business loans.

AFB's geographic distribution of loans to small businesses in 2016 is excellent. The percentage of loans to small businesses originated in moderate-income geographies exceeds the percentage of businesses located in moderate-income geographies and aggregate lending in these geographies. There were no low-income geographies in 2016.

AFB's geographic distribution of loans to small businesses in 2017-2018 is adequate. The percentage of loans to small businesses originated in moderate-income geographies is below the percentage of businesses located in moderate-income geographies and aggregate lending in these geographies. Although the bank did not originate any loans to small businesses located in the moderate-income CT, competition is moderate as there are 15 other institutions reporting in the AA with one of those institutions located directly in the moderate-income CT. There are no low-income geographies in 2017-2018.

### **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 and farms of different sizes, given the product lines offered by the bank.

### ***Small Farm Loans***

The overall borrower distribution of small farm loans in the MN Non-MSA is good.

Refer to Table T in Appendix D-13 for the facts and data used to evaluate the borrower distribution of originations and purchases of small farm loans.

AFB's borrower distribution of small farm loans in 2016 is excellent. The percentage of small farm loans exceeds the percentage of small farms in the AA and aggregate lending.

AFB's borrower distribution of small farm loans in 2017-2018 is good. The percentage of small farm loans is below the percentage of small farms in the AA, but exceeds aggregate lending.

### ***Small Business Loans***

The overall borrower distribution of small business loans in the MN Non-MSA is excellent.

Refer to Table R in Appendix D-7 for the facts and data used to evaluate the borrower distribution of originations and purchases of small business loans.

AFB’s borrower distribution of small business loans in 2016 is good. The percentage of small business loans is below the percentage of small businesses in the AA, but exceeds aggregate lending.

AFB’s borrower distribution of small business loans in 2017-2018 is excellent. The percentage of small business loans exceeds the percentage of small businesses in the AA and aggregate lending.

**Responses to Complaints**

There were no CRA-Related complaints during the evaluation period.

**COMMUNITY DEVELOPMENT TEST**

The bank’s performance under the Community Development Test in the state of Minnesota is Satisfactory.

Based on a full-scope review, the bank exhibits adequate responsiveness to CD needs in the MN Non-MSA through CD loans, qualified investments, and CD services considering the bank’s capacity, and the need and availability of such opportunities for CD in the AA.

**Number and Amount of Community Development Loans**

Refer to the Lending Activity Table on the following page for the facts and data used to evaluate the bank’s level of CD lending. The table includes all CD loans, including multifamily loans also qualifying as CD loans.

Community Development Lending										
Activity Year	Affordable Housing		Community Services		Economic Development		Revitalize or Stabilize		Totals	
	#	\$(000s)	#	\$(000s)	#	\$(000s)	#	\$(000s)	#	\$(000s)
MN Non-MSA AA 2016	0	0	0	0	2	641	0	0	2	641
MN Non-MSA AA 2017-2018	0	0	2	4,325	10	2,100	5	1,098	17	7,523
<b>Total</b>	<b>0</b>	<b>0</b>	<b>2</b>	<b>4,325</b>	<b>12</b>	<b>2,741</b>	<b>5</b>	<b>1,098</b>	<b>19</b>	<b>8,164</b>

*Source: Bank Data*

AFB is a leader in making CD loans in the MN Non-MSA. Collectively, CD loans originated during the evaluation period represented 73.63 percent of Allocated Tier One Capital. The largest number of CD loans originated in the AA supported economic development. For example, AFB financed small business startups and farms located in distressed or underserved middle-income CTs. AFB also financed several loans in opportunity zones.

## Number and Amount of Qualified Investments

Qualified Investments										
Assessment Area	Prior Period*		Current Period		Total				Unfunded Commitments**	
	#	\$(000's)	#	\$(000's)	#	% of Total #	\$(000's)	% of Total \$	#	\$(000's)
MN Non-MSA 2016 AA	0	0	9	3	9	28.1	3	1	0	0
MN Non-MSA 2017-2018 AA	0	0	17	299	17	53.1	299	98	0	0
Statewide MN	0	0	6	1	6	18.8	1	1	0	0

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

\*\* Unfunded Commitments' means legally binding investment commitments that are tracked and recorded by the institution's financial reporting system.

The Qualified Investment Table, shown above, sets forth the information and data used to evaluate the bank's level of qualified CD investments. The volume of qualified investments originated by AFB in the MN Non-MSA is good. The largest investment was via a mortgage-backed security for affordable housing in Otter Tail county. All investments during the evaluation period represented 2.7 percent of Allocated Tier One Capital. AFB also made six investments totaling \$1.3 thousand benefiting some Minnesota counties outside the banks AA.

## Extent to Which the Bank Provides Community Development Services

AFB provides a good level of CD services in the MN Non-MSA. Five employees, or approximately 19 percent of all employees in the AA, provided services to five different organizations. These organizations provide community services to LMI individuals and support economic development initiatives. Of the services performed, four employees demonstrated leadership by serving on the Board of Directors for these organizations. For example, one employee served on the Board of Directors at a health facility located in a distressed and underserved middle-income CT. Another employee served on the Board of Directors for an organization that promotes economic development in a distressed and underserved middle-income CT.

---

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

## 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 MSA(s) and non-MSA(s) that received comprehensive examination review, designated by the term “full-scope”.

<b>Time Period Reviewed:</b>	01/01/16-12/31/18	
<b>Bank Products Reviewed:</b>	Small business, small farm Community development loans, qualified investments, community development services	
<b>Affiliate(s)</b>	<b>Affiliate Relationship</b>	<b>Products Reviewed</b>
<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>MMSA(s)</b>		
Fargo-Wahpeton ND-MN CSA	Full-Scope	The counties of Clay, MN; Cass, ND; Richland, ND; Wilkin, MN
Grand Forks ND-MN MMSA	Full-Scope	The counties of Grand Forks, ND; Polk, MN
<b>Minnesota</b>		
MN Non-MSA	Full-scope	The counties of Ottertail, Norman, Kittson, and Marshall



## Appendix B: Summary of CSA, MMSA, and State Ratings

---

RATINGS American Federal Bank			
<b>Overall Bank:</b>	Lending Test Rating*	CD Test Rating	Overall Bank/State/Multistate Rating
American Federal Bank	Satisfactory	Satisfactory	Satisfactory
<b>CSA, MMSA, or State:</b>			
Fargo CSA AA	Satisfactory	Outstanding	Satisfactory
Grand Forks MMSA AA	Satisfactory	Satisfactory	Satisfactory
MN Non-MSA AA	Satisfactory	Satisfactory	Satisfactory

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

## Appendix C: Definitions and Common Abbreviations

---

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

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

**Aggregate Lending (Aggt.):** The number of loans originated and purchased by all reporting lenders (HMDA or CRA) in specified income categories as a percentage of the aggregate number of loans originated and purchased by all reporting lenders in the state/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 Business Loan(s):** A loan included in 'small business loans' 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 'small farm loans' 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

---

### Content of Standardized Tables

A separate set of tables is provided for each state. All MMSAs are presented in one set of tables. References to the “bank” include activities of any affiliates the bank provided for consideration (refer to Appendix A-1. 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 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.
- 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.

<b>Table Q: Assessment Area Distribution of Loans to Small Businesses by Income Category of the Geography</b>																			<b>2016</b>
Assessment Area:	Total Loans to Small Businesses				Low-Income Tracts			Moderate-Income Tracts			Middle-Income Tracts			Upper-Income Tracts			Not Available-Income Tracts		
	#	\$ (000)	% of Total	Overall Market	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate
Fargo AA 2016	20	7,656	100.0	6,034	3.4	0.0	2.6	18.1	15.0	19.2	54.2	55.0	47.6	24.3	30.0	30.6	0.0	0.0	0.0
<b>Total</b>	<b>20</b>	<b>7,656</b>	<b>100.0</b>	<b>6,034</b>	<b>3.4</b>	<b>0.0</b>	<b>2.6</b>	<b>18.1</b>	<b>15.0</b>	<b>19.2</b>	<b>54.2</b>	<b>55.0</b>	<b>47.6</b>	<b>24.3</b>	<b>30.0</b>	<b>30.6</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>

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

<b>Table Q: Assessment Area Distribution of Loans to Small Businesses by Income Category of the Geography</b>																			<b>2017-18</b>
Assessment Area:	Total Loans to Small Businesses				Low-Income Tracts			Moderate-Income Tracts			Middle-Income Tracts			Upper-Income Tracts			Not Available-Income Tracts		
	#	\$ (000)	% of Total	Overall Market	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate
Fargo AA 2017-2018	20	12,946	100.0	5,515	0.0	0.0	0.0	29.2	20.0	30.4	42.8	55.0	37.6	27.6	20.0	31.6	0.4	5.0	0.4
<b>Total</b>	<b>20</b>	<b>12,946</b>	<b>100.0</b>	<b>5,515</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>29.2</b>	<b>20.0</b>	<b>30.4</b>	<b>42.8</b>	<b>55.0</b>	<b>37.6</b>	<b>27.6</b>	<b>20.0</b>	<b>31.6</b>	<b>0.4</b>	<b>5.0</b>	<b>0.4</b>

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

<b>Table Q: Assessment Area Distribution of Loans to Small Businesses by Income Category of the Geography</b>																			<b>2017-18</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>\$ (000)</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>Aggregate</b>	<b>% Businesses</b>	<b>% Bank Loans</b>	<b>Aggregate</b>	<b>% Businesses</b>	<b>% Bank Loans</b>	<b>Aggregate</b>	<b>% Businesses</b>	<b>% Bank Loans</b>	<b>Aggregate</b>	
Grand Forks AA 2017-2018	20	3,369	100.0	1,721	2.3	0.0	1.0	17.0	45.0	14.9	57.5	45.0	54.6	23.2	10.0	29.5	0.0	0.0	0.0	
<b>Total</b>	<b>20</b>	<b>3,369</b>	<b>100.0</b>	<b>1,721</b>	<b>2.3</b>	<b>0.0</b>	<b>1.0</b>	<b>17.0</b>	<b>45.0</b>	<b>14.9</b>	<b>57.5</b>	<b>45.0</b>	<b>54.6</b>	<b>23.2</b>	<b>10.0</b>	<b>29.5</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	

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



Table Q: Assessment Area Distribution of Loans to Small Businesses by Income Category of the Geography																			2016
Assessment Area:	Total Loans to Small Businesses				Low-Income Tracts			Moderate-Income Tracts			Middle-Income Tracts			Upper-Income Tracts			Not Available-Income Tracts		
	#	\$ (000)	% of Total	Overall Market	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate
MN Non-MSA AA 2016	20	7,532	100.0	1,463	0.0	0.0	0.0	15.1	40.0	14.6	82.1	55.0	83.8	2.8	5.0	1.6	0.0	0.0	0.0
<b>Total</b>	<b>20</b>	<b>7,532</b>	<b>100.0</b>	<b>1,463</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>15.1</b>	<b>40.0</b>	<b>14.6</b>	<b>82.1</b>	<b>55.0</b>	<b>83.8</b>	<b>2.8</b>	<b>5.0</b>	<b>1.6</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>

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

Table Q: Assessment Area Distribution of Loans to Small Businesses by Income Category of the Geography																			2017-18
Assessment Area:	Total Loans to Small Businesses				Low-Income Tracts			Moderate-Income Tracts			Middle-Income Tracts			Upper-Income Tracts			Not Available-Income Tracts		
	#	\$ (000)	% of Total	Overall Market	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate
MN Non-MSA AA 2017-2018	30	2,687	100.0	1,236	0.0	0.0	0.0	3.8	0.0	3.1	87.0	80.0	86.1	9.2	20.0	10.8	0.0	0.0	0.0
<b>Total</b>	<b>20</b>	<b>3,618</b>	<b>100.0</b>	<b>1,236</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>3.8</b>	<b>0.0</b>	<b>3.1</b>	<b>87.0</b>	<b>90.0</b>	<b>86.1</b>	<b>9.2</b>	<b>10.0</b>	<b>10.8</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>

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

<b>Table R: Assessment Area Distribution of Loans to Small Businesses by Gross Annual Revenues</b>												<b>2016</b>
Assessment Area:	Total Loans to Small Businesses				Businesses with Revenues <= 1MM			Businesses with Revenues > 1MM		Businesses with Revenues Not Available		
	#	\$ (000)	% of Total	Overall Market	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	% Businesses	% Bank Loans	
Fargo AA 2016	20	7,656	100.0	6,034	77.7	85.0	44.9	8.0	15.0	14.3	0.0	
<b>Total</b>	<b>20</b>	<b>7,656</b>	<b>100.0</b>	<b>6,034</b>	<b>77.7</b>	<b>85.0</b>	<b>44.9</b>	<b>8.0</b>	<b>15.0</b>	<b>14.3</b>	<b>0.0</b>	
<i>Source: 2016 D&amp;B Data; 01/01/2016 - 12/31/2016, Bank Data; 2016 CRA Aggregate Data                      Due to rounding, totals may not equal 100.0</i>												

<b>Table R: Assessment Area Distribution of Loans to Small Businesses by Gross Annual Revenues</b>												<b>2017-18</b>
Assessment Area:	Total Loans to Small Businesses				Businesses with Revenues <= 1MM			Businesses with Revenues > 1MM		Businesses with Revenues Not Available		
	#	\$ (000)	% of Total	Overall Market	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	% Businesses	% Bank Loans	
Fargo AA 2017-2018	20	12,946	100.0	5,515	78.3	80.0	50.4	7.8	15.0	13.9	5.0	
<b>Total</b>	<b>20</b>	<b>12,946</b>	<b>100.0</b>	<b>5,515</b>	<b>78.3</b>	<b>80.0</b>	<b>50.4</b>	<b>7.8</b>	<b>15.0</b>	<b>13.9</b>	<b>5.0</b>	
<i>Source: 2018 D&amp;B Data; 01/01/2017 - 12/31/2018 Bank Data; 2017 CRA Aggregate Data                      Due to rounding, totals may not equal 100.0</i>												

<b>Table R: Assessment Area Distribution of Loans to Small Businesses by Gross Annual Revenues</b>											<b>2017-18</b>	
Assessment Area:	Total Loans to Small Businesses				Businesses with Revenues <= 1MM			Businesses with Revenues > 1MM		Businesses with Revenues Not Available		
	#	\$ (000)	% of Total	Overall Market	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	% Businesses	% Bank Loans	
Grand Forks AA 2017-2018	20	3,369	100.0	1,721	75.7	80.0	50.5	7.3	20.0	17.0	0.0	
<b>Total</b>	<b>20</b>	<b>3,369</b>	<b>100.0</b>	<b>1,721</b>	<b>75.7</b>	<b>80.0</b>	<b>50.5</b>	<b>7.3</b>	<b>20.0</b>	<b>17.0</b>	<b>0.0</b>	
<i>Source: 2018 D&amp;B Data; 01/01/2017 - 12/31/2018 Bank Data; 2017 CRA Aggregate Data</i> <i>Due to rounding, totals may not equal 100.0</i>												

<b>Table R: Assessment Area Distribution of Loans to Small Businesses by Gross Annual Revenues</b>												<b>2016</b>
Assessment Area:	Total Loans to Small Businesses				Businesses with Revenues <= 1MM			Businesses with Revenues > 1MM		Businesses with Revenues Not Available		
	#	\$ (000)	% of Total	Overall Market	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	% Businesses	% Bank Loans	
MN Non-MSA AA - 2016	20	7,532	100.0	1,463	81.5	55.0	52.6	5.6	45.0	12.8	0.0	
<b>Total</b>	<b>20</b>	<b>7,532</b>	<b>100.0</b>	<b>1,463</b>	<b>81.5</b>	<b>55.0</b>	<b>52.6</b>	<b>5.6</b>	<b>45.0</b>	<b>12.8</b>	<b>0.0</b>	
<i>Source: 2016 D&amp;B Data; 01/01/2016 - 12/31/2016 Bank Data; 2016 CRA Aggregate Data                      Due to rounding, totals may not equal 100.0</i>												

<b>Table R: Assessment Area Distribution of Loans to Small Businesses by Gross Annual Revenues</b>												<b>2017-18</b>
Assessment Area:	Total Loans to Small Businesses				Businesses with Revenues <= 1MM			Businesses with Revenues > 1MM		Businesses with Revenues Not Available		
	#	\$ (000)	% of Total	Overall Market	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	% Businesses	% Bank Loans	
MN Non-MSA AA 2017 - 2018	20.0	2,687	100.0	1,236	80.7	95.0	63.3	5.9	5.0	13.5	0.0	
<b>Total</b>	<b>20.0</b>	<b>2,687</b>	<b>100.0</b>	<b>1,236</b>	<b>80.7</b>	<b>95.0</b>	<b>63.3</b>	<b>5.9</b>	<b>5.0</b>	<b>13.5</b>	<b>0.0</b>	
<i>Source: 2018 D&amp;B Data; 01/01/2017 - 12/31/2018 Bank Data; 2017 CRA Aggregate Data                      Due to rounding, totals may not equal 100.0</i>												

Table S - Assessment Area Distribution of Loans to Farms by Income Category of the Geography																				2016
Assessment Area:	Total Loans to Farms				Low-Income Tracts			Moderate-Income Tracts			Middle-Income Tracts			Upper-Income Tracts			Not Available-Income Tracts			
	#	\$ (000)	% of Total	Overall Market	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate	
Fargo AA 2016	20	4,045	100.0	1,145	0.1	0.0	0.4	3.3	0.0	1.0	76.6	75.0	78.2	20.0	25.0	20.3	0.0	0.0	0.0	
<b>Total</b>	<b>20</b>	<b>4,045</b>	<b>100.0</b>	<b>1,145</b>	<b>0.1</b>	<b>0.0</b>	<b>0.4</b>	<b>3.3</b>	<b>0.0</b>	<b>1.0</b>	<b>76.6</b>	<b>75.0</b>	<b>78.2</b>	<b>20.0</b>	<b>25.0</b>	<b>20.3</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	

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

Table 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			
	#	\$ (000)	% of Total	Overall Market	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate	
Fargo AA 2017-2018	20	8,530	100.0	1,200	0.0	0.0	0.0	5.2	0.0	1.2	76.2	65.0	78.5	18.5	35.0	20.3	0.1	0.0	0.1	
<b>Total</b>	<b>20</b>	<b>8,530</b>	<b>100.0</b>	<b>1,200</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>5.2</b>	<b>0.0</b>	<b>1.2</b>	<b>76.2</b>	<b>65.0</b>	<b>78.5</b>	<b>18.5</b>	<b>35.0</b>	<b>20.3</b>	<b>0.1</b>	<b>0.0</b>	<b>0.1</b>	

Source: 2017 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 S - Assessment Area Distribution of Loans to Farms by Income Category of the Geography																			2017-18		
Assessment Area:	Total Loans to Farms				Low-Income Tracts			Moderate-Income Tracts			Middle-Income Tracts			Upper-Income Tracts			Not Available-Income Tracts				
	#	\$	% of Total	Overall Market	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate		
Grand Forks AA 2017- 2018	20	9,086	100.0	648	0.1	0.0	0.0	10.7	15.0	3.4	75.7	80.0	83.3	13.5	5.0	13.3	0.0	0.0	0.0		
<b>Total</b>	<b>20</b>	<b>9,086</b>	<b>100.0</b>	<b>648</b>	<b>0.1</b>	<b>0.0</b>	<b>0.0</b>	<b>10.7</b>	<b>15.0</b>	<b>3.4</b>	<b>75.7</b>	<b>80.0</b>	<b>83.3</b>	<b>13.5</b>	<b>5.0</b>	<b>13.3</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>		

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

Table S - Assessment Area Distribution of Loans to Farms by Income Category of the Geography																			2016
Assessment Area:	Total Loans to Farms				Low-Income Tracts			Moderate-Income Tracts			Middle-Income Tracts			Upper-Income Tracts			Not Available-Income Tracts		
	#	\$ (000)	% of Total	Overall Market	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate
MN Non MSA AA - 2016	20	4,764	100.0	748	0.0	0.0	0.0	3.0	0.0	4.1	90.6	65.0	93.7	6.5	35.0	2.1	0.0	0.0	0.0
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0.0</b>	<b>748</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>3.0</b>	<b>0.0</b>	<b>4.1</b>	<b>90.6</b>	<b>0.0</b>	<b>93.7</b>	<b>6.5</b>	<b>0.0</b>	<b>2.1</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>

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

Table S - Assessment Area Distribution of Loans to Farms by Income Category of the Geography																			2017-18
Assessment Area:	Total Loans to Farms				Low-Income Tracts			Moderate-Income Tracts			Middle-Income Tracts			Upper-Income Tracts			Not Available-Income Tracts		
	#	\$ (000)	% of Total	Overall Market	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate
MN Non-MSA AA 2017 - 2018	20.0	5,694	100.0	812	0.0	0.0	0.0	4.8	0.0	3.6	80.2	55.0	83.4	15.0	45.0	13.1	0.0	0.0	0.0
<b>Total</b>	<b>20.0</b>	<b>5,694</b>	<b>100.0</b>	<b>812</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>4.8</b>	<b>0.0</b>	<b>3.6</b>	<b>80.2</b>	<b>55.0</b>	<b>83.4</b>	<b>15.0</b>	<b>45.0</b>	<b>13.1</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>

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

<b>Table T: Assessment Area Distribution of Loans to Farms by Gross Annual Revenues</b>											<b>2016</b>
Assessment Area:	Total Loans to Farms				Farms with Revenues <= 1MM			Farms with Revenues > 1MM		Farms with Revenues Not Available	
	#	\$ (000)	% of Total	Overall Market	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	% Farms	% Bank Loans
Fargo AA 2016	20	4,045	100.0	1,145	97.2	75.0	59.2	1.9	20.0	0.9	5.0
<b>Total</b>	<b>20</b>	<b>4,045</b>	<b>100.0</b>	<b>1,145</b>	<b>97.2</b>	<b>75.0</b>	<b>59.2</b>	<b>1.9</b>	<b>20.0</b>	<b>0.9</b>	<b>5.0</b>
<i>Source: 2016 D&amp;B Data; 01/01/2016 - 12/31/2016 Bank Data; 2016 CRA Aggregate Data            Due to rounding, totals may not equal 100.0</i>											

<b>Table T: Assessment Area Distribution of Loans to Farms by Gross Annual Revenues</b>											<b>2017-18</b>
Assessment Area:	Total Loans to Farms				Farms with Revenues <= 1MM			Farms with Revenues > 1MM		Farms with Revenues Not Available	
	#	\$ (000)	% of Total	Overall Market	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	% Farms	% Bank Loans
Fargo AA 2017- 2018	20	8,530	100.0	1,200	96.8	80.0	57.0	2.4	20.0	0.8	0.0
<b>Total</b>	<b>20</b>	<b>8,530</b>	<b>100.0</b>	<b>1,200</b>	<b>96.8</b>	<b>80.0</b>	<b>57.0</b>	<b>2.4</b>	<b>20.0</b>	<b>0.8</b>	<b>0.0</b>
<i>Source: 2018 D&amp;B Data; 01/01/2017 - 12/31/2018 Bank Data; 2017 CRA Aggregate Data            Due to rounding, totals may not equal 100.0</i>											



<b>Table T: Assessment Area Distribution of Loans to Farms by Gross Annual Revenues</b>											<b>2017-18</b>
<b>Assessment Area:</b>	<b>Total Loans to Farms</b>				<b>Farms with Revenues &lt;= 1MM</b>			<b>Farms with Revenues &gt; 1MM</b>		<b>Farms with Revenues Not Available</b>	
	<b>#</b>	<b>\$ (000)</b>	<b>% of Total</b>	<b>Overall Market</b>	<b>% Farms</b>	<b>% Bank Loans</b>	<b>Aggregate</b>	<b>% Farms</b>	<b>% Bank Loans</b>	<b>% Farms</b>	<b>% Bank Loans</b>
Grand Forks AA 2017- 2018	20.0	9,086	100.0	648	95.1	60.0	54.6	4.1	40.0	0.8	0.0
<b>Total</b>	<b>20.0</b>	<b>9,086</b>	<b>100.0</b>	<b>648</b>	<b>95.1</b>	<b>60.0</b>	<b>54.6</b>	<b>4.1</b>	<b>40.0</b>	<b>0.8</b>	<b>0.0</b>
<i>Source: 2018 D&amp;B Data; 01/01/2017 - 12/31/2018 Bank Data; 2017 CRA Aggregate Data            Due to rounding, totals may not equal 100.0</i>											

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	
	#	\$ (000)	% of Total	Overall Market	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	% Farms	% Bank Loans
MN Non-MSA AA - 2016	20	4,764	100.0	748	98.5	100.0	64.6	0.8	0.0	0.7	0.0
<b>Total</b>	<b>20</b>	<b>4,764</b>	<b>100.0</b>	<b>748</b>	<b>98.5</b>	<b>100.0</b>	<b>64.6</b>	<b>0.8</b>	<b>0.0</b>	<b>0.7</b>	<b>0.0</b>
<i>Source: 2016 D&amp;B Data; 01/01/2016 - 12/31/2016 Bank Data; 2016 CRA Aggregate Data                      Due to rounding, totals may not equal 100.0</i>											

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	
	#	\$ (000)	% of Total	Overall Market	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	% Farms	% Bank Loans
MN Non-MSA AA 2017 - 2018	20	5,694	100.0	812	98.2	65.0	58.9	0.9	35.0	0.9	0.0
<b>Total</b>	<b>20</b>	<b>5,694</b>	<b>100.0</b>	<b>812</b>	<b>98.2</b>	<b>65.0</b>	<b>58.9</b>	<b>0.9</b>	<b>35.0</b>	<b>0.9</b>	<b>0.0</b>
<i>Source: 2018 D&amp;B Data; 01/01/2017 - 12/31/2018 Bank Data; 2017 CRA Aggregate Data                      Due to rounding, totals may not equal 100.0</i>											