



PUBLIC DISCLOSURE

June 4, 2018

COMMUNITY REINVESTMENT ACT PERFORMANCE EVALUATION

The Ephrata National Bank
Charter Number 2515

31 E Main Street
Ephrata, PA 17522

Office of the Comptroller of the Currency

1150 Northbrook Drive
Suite 303
Trevese, PA 19053

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

Table of Contents

OVERALL CRA RATING	2
DEFINITIONS AND COMMON ABBREVIATIONS	3
DESCRIPTION OF INSTITUTION	7
SCOPE OF THE EVALUATION.....	8
DISCRIMINATORY OR OTHER ILLEGAL CREDIT PRACTICES REVIEW	10
LENDING TEST	11
COMMUNITY DEVELOPMENT TEST.....	22
APPENDIX A: SCOPE OF EXAMINATION.....	A-1
APPENDIX B: COMMUNITY PROFILES FOR FULL-SCOPE AREAS.....	B-1

Overall CRA Rating

This institution is rated Satisfactory.

The Lending Test is rated: Satisfactory.

The Community Development Test is rated: Outstanding.

The major factors supporting this rating include:

- The Ephrata National Bank's ("ENB" or "the bank") lending levels reflect good responsiveness to the credit needs of its assessment areas (AAs), given the bank's size, resources, and competition within the marketplace.
- During the evaluation period, ENB originated a substantial majority of its loans within its AAs.
- ENB was found to have a reasonable penetration among borrowers of different income levels.
- ENB was found to have reasonable dispersion throughout census tracts of different income levels.
- ENB's community development activities demonstrate excellent responsiveness to the Community Development needs of its AAs. ENB uses innovative and flexible lending practices to address the specific credit needs of the community. ENB has an excellent level of qualified investments, donations, and grants and provides a good level of community development services.

Definitions and Common Abbreviations

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

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

Aggregate Lending: The number of loans originated and purchased by all reporting lenders in specified income categories as a percentage of the aggregate number of loans originated and purchased by all reporting lenders in the MA/assessment area.

Census Tract (CT): A small subdivision of metropolitan and other densely populated counties. Census tract boundaries do not cross county lines; however, they may cross the boundaries of metropolitan areas. Census tracts generally have a population between 1,200 and 8,000 people, with an optimal size of 4,000 people. Their physical size varies widely depending upon population density. Census tracts are designed to be homogeneous with respect to population characteristics, economic status, and living conditions to allow for statistical comparisons.

Community Development: Affordable housing (including multifamily rental housing) for low- or moderate-income individuals; community services targeted to low- or moderate-income individuals; activities that promote economic development by financing businesses or farms that meet Small Business Administration Development Company or Small Business Investment Company programs size eligibility standards or have gross annual revenues of \$1 million or less; activities that revitalize or stabilize low- or moderate-income geographies, distressed or underserved nonmetropolitan middle-income geographies, or designated disaster areas; or loans, investments, and services that support, enable or facilitate projects or activities under HUD Neighborhood Stabilization Program criteria that benefit low-, moderate-, and middle-income individuals and geographies in the bank's assessment area(s) or outside the assessment area(s) provided the bank has adequately addressed the community development needs of its assessment area(s).

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

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

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

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

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

Home Mortgage Disclosure Act (HMDA): The statute that requires certain mortgage lenders that 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, loan pricing, the lien status of the collateral, any requests for preapproval, and loans for manufactured housing).

Home Mortgage Loans: Such loans include home purchase, home improvement and refinancings, as defined in the HMDA regulation. These include loans for multifamily (five or more families) dwellings, manufactured housing and one-to-four family dwellings other than manufactured housing.

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

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

Low-Income: Individual income that is less than 50 percent of the area median income, or a median family income that is less than 50 percent, in the case of a geography.

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

Median Family Income (MFI): The median income determined by the U.S. Census Bureau every five years and used to determine the income level category of geographies. 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 it and half below it.

Metropolitan Area (MA): Any metropolitan statistical area or metropolitan division, as defined by the Office of Management and Budget, and any other area designated as such by the appropriate federal financial supervisory agency.

Metropolitan Division: As defined by Office of Management and Budget, a county or group of counties within a 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.

Other Products: Includes any unreported optional category of loans for which the institution collects and maintains data for consideration during a CRA examination. Examples of such activity include consumer loans and other loan data an institution may provide concerning its lending performance.

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

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

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

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

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

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

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

Description of Institution

ENB is a \$1.03 billion intrastate depository institution headquartered in Ephrata, PA. The bank is a wholly owned subsidiary of ENB Financial Corp, a \$1.03 billion holding company also located in Ephrata, PA. ENB is a full-service bank offering a range of commercial, agricultural, and personal banking products to individuals and small-to-medium businesses in their PA market.

ENB operates 12 full-service branches with attached full-service ATMs located in Lancaster, Lebanon and Berks Counties, PA. They also operate two limited-service drive-through facilities and one standalone ATM that does not take deposits. The bank opened two new full-service branches and one limited-service drive-through facility since the prior CRA evaluation. The first full-service branch was opened in Morgantown, Berks County, PA in June 2016 and the second was opened in Strasburg, Lancaster County, PA in January 2018. The bank opened a new drive-through facility in Quarryville, Lancaster County, PA in August 2016. Each branch has extended Saturday hours and at least one weekday with extended hours. The bank has not closed any locations since the previous CRA evaluation. The bank ranks 10th among depository institutions in the rating area. Their major competitors include Santander Bank, BB&T, Fulton Bank, Wells Fargo, and Customers Bank.

ENB offers a variety of retail, agricultural, commercial, and trust financial services products. Retail products include personal checking, savings, loans, mortgages, CDs/IRAs, and debit/credit cards. Commercial products include business checking, savings, loans, CDs, cash management, remote deposit capture, merchant services, and debit/credit cards. The bank offers convenience-banking services in the form of online banking, mobile banking, eStatements, and safe deposit boxes.

As of March 31, 2018, net loans and leases totaled \$612.16 million or 58.66 percent of total assets. Total deposits totaled \$857.35 million. Tier One Capital was \$102.39 million. Table 1 provides a breakdown of the loan portfolio:

Loan Category	\$ Amount (millions)	% of Outstanding Loans
Residential Real Estate	430,598	70.34%
Non-Farm/Non-Residential	77,914	12.73%
Commercial & Industrial	44,089	7.20%
Consumer Loans	5,147	0.84%
Agriculture & Farmland Loans	18,189	2.97%
Multifamily Loans	12,460	2.04%
Other Loans	23,758	3.88%
TOTAL	612,155	100.00%

Source: December 31, 2017 Call Report

The bank received an “Outstanding” rating on its prior CRA Performance Evaluation dated June 22, 2015. There are no financial or legal impediments that would hinder the bank’s ability to help meet the credit needs of its assessment area.

Scope of the Evaluation

Evaluation Period/Products Evaluated

The evaluation period for the Lending Test, with the exception of Community Development Loans, is January 1, 2015 through December 31, 2017. Loan data between January 1, 2015 and December 31, 2017 is evaluated against 2010 census data. Lending market share data and statistics are based on 2017 Peer Mortgage Data.

The evaluation period under the Lending Test is representative of the bank’s lending strategy since the last CRA examination. The evaluation covers the bank’s performance from January 1, 2015 through December 31, 2017. The Lending Test covers two evaluation periods. The first evaluation period covers the bank’s performance from January 1, 2015 to December 21, 2016. For 2017, the Office of Management and Budget changed the 2010 U.S. Census data. The changes resulted in differences to the MSA/MD, census tract, and income designations. To reflect the Census changes, we used a second evaluation period for the bank’s Lending Test, covering performance from January 1, 2017 to December 31, 2017.

Conclusions regarding the bank’s lending performance are based on Home Mortgage Disclosure Act Loan Application Register (HMDA-LAR) reportable loans (home purchase, home improvement, and refinance loans) and small business loans from January 1, 2015 through December 31, 2017. Multi-family loans, which are also reported on the HMDA-LAR, were not evaluated, as the volume was not significant.

For Community Development (CD) Loans, and the Investment and Service Tests, the evaluation period is from June 23, 2015 through December 31, 2017. The Investment Test included a review of investments, grants, and donations made in the bank’s AAs that meet the definition of community development. Any qualified investments originated in prior periods and still outstanding at June 23, 2015 were given appropriate consideration. The Service Test included a review of retail and community development services provided in the bank’s AAs.

ENB’s primary loan product is home mortgage loans. ENB reports data under the requirements of the Home Mortgage Disclosure Act (HMDA).

Data Integrity

ENB’s primary loan product is home mortgage loans. ENB reports data under the requirements of the Home Mortgage Disclosure Act (HMDA). Prior to this evaluation, we tested the accuracy of ENB’s HMDA data. The results of this testing indicated the data was reasonably accurate and could be relied upon. Therefore, we utilized the HMDA data from January 1, 2015 through December 31, 2017 for this evaluation. Community Development (CD) loans, investments, and services submitted by management were verified to ensure that they met the regulatory definition for community development.

Selection of Areas for Full-Scope Review

ENB has three assessment areas (AAs), comprised of Lancaster County AA, Lebanon County AA, and Berks County AA. We performed a full-scope examination of the bank's Lancaster County AA, since the majority of loan originations, branches, and deposits are within this AA. Ten of the bank's twelve branches are located in this AA.

The Lancaster AA is comprised of a portion of Lancaster County that is part of the Lancaster MSA 29540. ENB designated 82 census tracts in Lancaster County as its AA. The remaining census tracts not designated as part of the bank's AA are in the northern and western part of the county and cannot be reasonably serviced by the bank's nearest branch location. This AA meets the requirements of the regulation and does not arbitrarily exclude any low- or moderate-income areas.

Selection of Areas for Limited-Scope Review

The second AA is comprised of the southeastern portion of Lebanon County, PA MSA 30140. The AA consists of 22 census tracts out of a total of 31 in the MSA. This AA meets the requirements of the regulation and does not arbitrarily exclude any low- or moderate-income geographies. ENB operates one full service branch in the AA located in Myerstown in the southeastern part of the county that is adjacent to the Lancaster AA and Berks County AA.

The third AA is comprised of the eastern portion of Berks County, PA MSA 39740. The AA is adjacent to the Lancaster AA and Lebanon County AA. The AA consists of 28 census tracts out of a total of 90 in the MSA. This AA meets the requirements of the regulation and does not arbitrarily exclude any low- or moderate-income geographies. ENB operates one full service branch in the AA located in Morgantown in the southern part of the county adjacent to Lancaster AA.

Ratings

ENB's overall rating is based primarily on the review of the bank's full-scope AA, the Lancaster County AA. As previously mentioned, the vast majority of the bank's loans, deposits, and branches were located within the Lancaster County AA as of the evaluation date. Refer to Appendix A-1 for demographic information on the AA.

Discriminatory or Other Illegal Credit Practices Review

Pursuant to 12 C.F.R. §25.28(c) or §195.28(c), respectively, in determining a national bank's or federal savings association's (collectively, bank) CRA rating, the OCC considers evidence of discriminatory or other illegal credit practices in any geography by the bank, or in any assessment area by an affiliate whose loans have been considered as part of the bank's lending performance. As part of this evaluation process, the OCC consults with other federal agencies with responsibility for compliance with the relevant laws and regulations, including the U.S. Department of Justice, the U.S. Department of Housing and Urban Development, and the Consumer Financial Protection Bureau, as applicable.

The OCC has not identified that this institution 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.

Conclusions with Respect to Performance Tests

ENB's Performance under the Lending Test is Satisfactory. ENB's quarterly average loan-to-deposit ratio is reasonable. A substantial majority of ENB's home mortgage loans were made within the bank's assessment area. ENB was found to have a reasonable penetration among borrowers of different income levels. ENB was found to have reasonable dispersion throughout census tracts of different income levels. ENB's community development activities demonstrate excellent responsiveness to the Community Development needs of its AAs.

LENDING TEST

Loan-to-Deposit Ratio

ENB's quarterly average net loan-to-deposit ratio is reasonable given the bank's size, financial condition, and the competition within the AA. The bank's quarterly average net loan-to-deposit ratio over the 12 quarters captured in our evaluation period is 69.37 percent. During this period, the ratio ranged from a quarterly low of 67.90 percent to a quarterly high of 71.80 percent. The quarterly average net loan-to-deposit ratio for Pennsylvania financial institutions of with asset sizes ranging from \$695 million to \$1.42 million was 68.90 percent over the same 12 quarters. The ratios ranged from a quarterly low of 43.23 percent to a quarterly high of 85.09 percent during that period.

Lending in Assessment Area

A substantial majority of ENB's home mortgage loans were made within the bank's AA. During the evaluation period, 82.21 percent of the number and 76.81 percent of the dollar amount of home mortgage loans were made within the bank's AA. In addition, 87.6 percent of the number and 86.5 percent of the dollar amount of small business and small farms loans were made within the bank's AA. This includes HMDA and CRA reported loans from January 1, 2015 to December 31, 2017. Table 2 and Table 2A for details.

Loan Type	Number of Loans					Dollars of Loans (in thousands)				
	Inside		Outside		Total	Inside		Outside		Total
	#	%	#	%		\$	%	\$	%	
Home Purchase Loans	720	72.07	279	27.93	999	\$130,058	69.83	\$56,731	30.37	\$186,789
Home Refinance Loans	632	88.52	82	11.48	714	\$92,227	85.56	\$15,579	14.44	\$107,806
Home Improvement Loans	464	93.55	32	6.45	496	\$36,600	86.23	\$5,843	13.77	\$42,443
Totals	1816	82.21	393	17.79	2209	\$258,885	76.81	\$78,153	23.19	\$337,038

Source: ENB's HMDA data 1/1/15 to 12/31/17

Loan Type	Number of Loans				Total	Dollars of Loans (in thousands)				
	Inside		Outside			Inside		Outside		Total
	#	%	#	%		\$	%	\$	%	
Small Business	724	90.8	73	9.2	797	87,229	89.70	10,020	10.3	97,249
Small Farm	553	83.7	108	16.3	661	54,203	81.80	12,042	18.2	66,245
Totals	1277	87.6	181	12.4	1458	141,432	86.5	22,062	13.5	163,494

Source: ENB's CRA data 1/1/15 to 12/31/17

Lending to Borrowers of Different Incomes and to Businesses of Different Sizes

The distribution of home loans for 2015-2016 meets the standard for reasonable distribution among borrowers of different income levels. The distribution of home loans for 2017 meets the standard for reasonable distribution among borrowers of different income levels.

Lancaster County AA

The percentage of home purchase loans, home improvement loans, and home refinance loans to low-income borrowers is lower than the percentage of low-income families. Nine percent of the population is below the poverty level. The weighted average median cost of housing is \$186,229. According to the FFIEC, the adjusted median family income in the AA is \$69,300. A low-income family earns less than \$34,650 and a moderate-income family earns less than \$55,400. This lack of affordability limits the opportunity for home purchase, home improvement and home refinance loans to low-income borrowers. Given the lack of opportunity to lend to low-income borrowers, the bank's performance is reasonable.

The overall percentages of home purchase loans, home improvement loans, and home refinance loans to moderate-income borrowers exceed percentage of moderate-income families in the AA. This is excellent performance. Refer to Table 3 and Table 3A for borrower distribution.

Borrower Income Level	Low		Moderate		Middle		Upper	
	% of AA Families	% of Number of Loans	% of AA Families	% of Number of Loans	% of AA Families	% of Number of Loans	% of AA Families	% of Number of Loans
Home Purchase	17.56	8.56	19.08	28.73	24.64	24.59	38.71	38.12
Home Improvement	17.56	9.41	19.08	20.39	24.64	31.37	38.71	38.71
Home Refinance	17.56	5.79	19.08	20.53	24.64	26.32	38.71	47.37

Source: ENB HMDA; U.S. Census data. 2015-2016

The distribution of loans for 2017 was similar to our analysis of 2015-2016 (refer to Table 3A). The percentage of home purchase loans, home improvement loans, and home refinance loans to low-income borrowers is lower than the percentage of low-income families. Ten percent of the population is below the poverty level. The average median housing value in this AA was \$190,950. According to the FFIEC, adjusted family median income was \$71,100. Thus, a low-income family earned less than \$35,550 annually while a moderate-income family earned \$56,880. This lack of affordability limits the opportunity for home purchase, home improvement, and home refinance loans to low-income borrowers. Given the lack of opportunity to lend to low-income borrowers, the bank's performance is reasonable.

The percentages of home purchase loans and home refinance loans to moderate-income borrowers exceed the percentage of moderate-income families in the AA. The percentage of home improvement loans to moderate-income borrowers substantially meets the percentage of moderate-income families in the AA. This is excellent performance.

Borrower Income Level	Low		Moderate		Middle		Upper	
	% of AA Families	% of Number of Loans	% of AA Families	% of Number of Loans	% of AA Families	% of Number of Loans	% of AA Families	% of Number of Loans
Home Purchase	18.67	9.50	19.27	36.20	22.79	19.00	39.27	35.29
Home Improvement	18.67	6.85	19.27	18.49	22.79	34.93	39.27	39.73
Home Refinance	18.67	7.82	19.27	19.55	22.79	17.32	39.27	55.31

Source: ENB HMDA; U.S. Census data. 2017

Small Loans to Businesses

The distribution of small loans to businesses for 2015-2106 is good. The percent of small loans to businesses with gross revenues of \$1 million or less is somewhat lower than the percent with gross revenues of \$ 1 million or less within the AA and is reasonable. ENB's distribution by size of loan shows that 88 percent of loan originations are for \$250 thousand or less. This is an indication that ENB's business lending is primarily to small business. Refer to Table 4 and 4A for details.

Total Loans to Small Business		Businesses With Revenues of \$1 million or less		Loans by Original Amount Regardless of Business Size	
Number	% of Total	% of Businesses	% Bank Loans	\$100,000 or less	Greater than \$100,000 to \$250,000
437	90.10	83.10	61.33	69.57	18.54

Source: ENB CRA; U.S. Census data. 2015-2016

The distribution of small loans to businesses for 2017 similar to the 2015-2016 evaluation period. ENB's distribution by size of loan shows that over 84 percent of loan originations are for \$250 thousand or less.

Total Loans to Small Business		Businesses With Revenues of \$1 million or less		Loans by Original Amount Regardless of Business Size	
Number	% of Total	% of Businesses	% Bank Loans	\$100,000 or less	Greater than \$100,000 to \$250,000
211	88.28	82.92	50.71	63.98	19.91

Source: ENB CRA; U.S. Census data. 2017

Conclusions for Areas Receiving Limited-Scope Reviews

Lending to Borrowers of Different Incomes

Based on a limited-scope review, the bank's performance under the Lending Test in Lebanon County is consistent with the bank's performance in the full-scope AA. Refer to the table below for the data that supports these conclusions. Refer to Table 5 and 5A below for details.

Lebanon County AA

Borrower Income Level	Low		Moderate		Middle		Upper	
	% of AA Families	% of Number of Loans	% of AA Families	% of Number of Loans	% of AA Families	% of Number of Loans	% of AA Families	% of Number of Loans
Home Purchase	18.90	0.00	19.53	37.14	25.04	26.71	36.54	37.14
Home Improvement	18.90	17.65	19.53	11.76	25.04	29.41	36.54	41.18
Home Refinance	18.90	15.00	19.53	30.00	25.04	10.00	36.54	45.00

Source: ENB HMDA; U.S. Census data. 2015-2016

Borrower Income Level	Low		Moderate		Middle		Upper	
	% of AA Families	% of Number of Loans	% of AA Families	% of Number of Loans	% of AA Families	% of Number of Loans	% of AA Families	% of Number of Loans
Home Purchase	20.35	0.00	18.62	22.22	25.70	29.63	35.33	48.15
Home Improvement	20.35	0.00	18.62	0.00	25.70	33.33	35.33	66.67
Home Refinance	20.35	0.00	18.62	14.29	25.70	42.86	35.33	42.86

Source: ENB HMDA; U.S. Census data. 2017

Small Loans to Businesses

The bank's performance under the Lending Test for 2015-2017 in Lebanon County for small loans to businesses is consistent with the bank's performance in the full-scope AA. Refer to the Table 6 and Table 6A below for the data that supports these conclusions.

Table 6 - Borrower Distribution of Loans to Businesses in Lebanon AA 2015-2016					
Total Loans to Small Business		Businesses With Revenues of \$1 million or less		Loans by Original Amount Regardless of Business Size	
Number	% of Total	% of Businesses	% Bank Loans	\$100,000 or less	Greater than \$100,000 to \$250,000
27	5.57	82.24	62.96	66.67	14.81

Source: ENB CRA; U.S. Census data. 2015-2016

Table 6A - Borrower Distribution of Loans to Businesses in Lebanon AA 2017					
Total Loans to Small Business		Businesses With Revenues of \$1 million or less		Loans by Original Amount Regardless of Business Size	
Number	% of Total	% of Businesses	% Bank Loans	\$100,000 or less	Greater than \$100,000 to \$250,000
14	5.86	82.05	85.71	92.86	7.14

Source: ENB CRA; U.S. Census data. 2017

Berks County AA

Based on a limited-scope review, the bank's performance for 2015-2017 under the Lending Test in Berks County is also consistent with the bank's performance in the full-scope AA. Refer to the table below for the data that supports these conclusions. Refer to Table 7 and Table 7A below.

Table 7- Borrower Distribution of Residential Real Estate Loans in Berks AA 2015-2016								
Borrower Income Level	Low		Moderate		Middle		Upper	
	% of AA Families	% of Number of Loans	% of AA Families	% of Number of Loans	% of AA Families	% of Number of Loans	% of AA Families	% of Number of Loans
Home Purchase	14.26	4.35	16.59	30.43	24.63	30.43	45.74	34.78
Home Improvement	14.26	0.00	16.59	0.00	24.63	42.86	45.74	57.14
Home Refinance	14.526	6.67	16.59	26.67	24.63	20.00	45.74	46.67

Source: ENB HMDA; U.S. Census data. 2015-2016

Table 7A - Borrower Distribution of Residential Real Estate Loans in Berks AA 2017								
Borrower Income Level	Low		Moderate		Middle		Upper	
Loan Type	% of AA Families	% of Number of Loans	% of AA Families	% of Number of Loans	% of AA Families	% of Number of Loans	% of AA Families	% of Number of Loans
Home Purchase	14.57	7.69	17.00	15.38	22.28	30.77	46.15	46.15
Home Improvement	14.57	0.00	17.00	8.33	22.28	66.67	46.15	25.00
Home Refinance	14.57	0.00	17.00	20.00	22.28	40.00	46.15	40.00

Source: ENB HMDA; U.S. Census data. 2017

The bank's performance under the Lending Test for 2015-2017 in Berks County for small loans to businesses is consistent with the bank's performance in the full-scope AA. Refer to the Table 8 and Table 8A below for the data that supports these conclusions.

Table 8 - Borrower Distribution of Loans to Businesses in Berks AA 2015-2016					
Total Loans to Small Business		Businesses With Revenues of \$1 million or less		Loans by Original Amount Regardless of Business Size	
Number	% of Total	% of Businesses	% Bank Loans	\$100,000 or less	Greater than \$100,000 to \$250,000
21	4.33	82.52	57.14	80.95	19.05

Source: ENB CRA; U.S. Census data. 2015-2016

Table 8A - Borrower Distribution of Loans to Businesses in Berks AA 2017					
Total Loans to Small Business		Businesses With Revenues of \$1 million or less		Loans by Original Amount Regardless of Business Size	
Number	% of Total	% of Businesses	% Bank Loans	\$100,000 or less	Greater than \$100,000 to \$250,000
14	5.86	82.50	64.29	78.57	14.29

Source: ENB CRA; U.S. Census data. 2017

Geographic Distribution of Loans

The geographic distribution of loans in 2015-2016 reflects reasonable penetration throughout the full-scope AA. The geographic distribution of home mortgage loans is adequate. The geographic distribution of loans to small businesses and farms is also adequate. We did not identify any unexplained, conspicuous gaps in the bank's lending patterns throughout its AAs.

Lancaster County AA

The geographic distribution of loans reflects reasonable dispersion throughout census tracts of different income levels. Refer to Table 9 and Table 9A below.

The distribution of home purchase loans in 2015-2016 is good. The percentage of home purchase loans made in low-income geographies substantially meets the percentage of owner occupied housing in low-income geographies. The percentage of home purchase loans made in moderate-income geographies is somewhat below the percentage of owner occupied housing in moderate-income geographies.

The distribution of home improvement loans in 2015-2016 is poor. The percentage of home improvement loans made in low-income geographies is below the percentage of owner occupied housing in low-income geographies. The percentage of home improvement loans made in moderate-income geographies is significantly below the percentage of owner occupied housing in moderate-income geographies.

The distribution of home refinance loans in 2015-2016 is poor. The percentage of home refinance loans made in low-income geographies is below the percentage of owner occupied housing in low-income geographies. The percentage of home refinance loans made in moderate-income geographies is somewhat below the percentage of owner occupied housing in moderate-income geographies.

Census Tract Income Level	Low		Moderate		Middle		Upper	
Loan type	% of AA Owner Occupied Housing	% of Number of Loans	% of AA Owner Occupied Housing	% of Number of Loans	% of AA Owner Occupied Housing	% of Number of Loans	% of AA Owner Occupied Housing	% of Number of Loans
Home Purchase	2.24	2.12	4.95	1.32	76.25	89.42	16.56	7.14
Home Improvement	2.24	0.38	4.95	0.38	76.25	95.79	16.56	3.45
Home Refinance	2.24	0.76	4.95	1.27	76.25	94.66	16.56	3.31

Source: ENB HMDA; U.S. Census data. 2015-2016

The geographic distribution of loans for 2017 was similar to our analysis for 2015-2016. The geographic distribution of loans reflects reasonable dispersion throughout census tracts of different income levels.

The distribution of home purchase loans in 2017 is good. The percentage of home purchase loans made in low-income geographies exceeds the percentage of owner occupied housing in low-income geographies. The percentage of home purchase loans made in moderate-income geographies is somewhat below the percentage of owner occupied housing in moderate-income geographies.

The distribution of home improvement loans in 2017 is poor. The percentage of home improvement loans made in low-income geographies is below the percentage of owner occupied housing in low-income geographies. The percentage of home improvement loans made in moderate-income geographies is significantly below the percentage of owner occupied housing in moderate-income geographies.

The distribution of home refinance loans in 2017 is poor. The bank did not make any home refinance loans in low-income geographies. The percentage of home refinance loans made in moderate-income geographies is somewhat below the percentage of owner occupied housing in moderate-income geographies.

Census Tract Income Level	Low		Moderate		Middle		Upper	
Loan type	% of AA Owner Occupied Housing	% of Number of Loans	% of AA Owner Occupied Housing	% of Number of Loans	% of AA Owner Occupied Housing	% of Number of Loans	% of AA Owner Occupied Housing	% of Number of Loans
Home Purchase	1.93	2.20	8.59	5.73	74.15	86.78	15.34	5.29
Home Improvement	1.93	0.68	8.59	2.03	74.15	90.54	15.34	6.76
Home Refinance	1.93	0.00	8.59	4.97	74.15	87.85	15.34	7.18

Source: ENB HMDA; U.S. Census data. 2017

Small loans to Businesses

The percentage of small loans to businesses in 2015-2016 originated in low-and moderate-income geographies is poor. The percentage of small loans to businesses in low-income geographies is significantly below the percentage of businesses in those geographies. The percentage of small loans to businesses in moderate-income geographies is below the percentage of businesses in moderate-income geographies. Refer to Table 10 for details.

Census Tract Income Level	Low		Moderate		Middle		Upper	
Loan Type	% of AA Businesses	% of Number of Loans	% of AA Businesses	% of Number of Loans	% of AA Businesses	% of Number of Loans	% of AA Businesses	% of Number of Loans
	6.37	0.23	4.37	1.14	73.63	92.45	15.33	6.18

Source: ENB CRA; U.S. Census data. 2015-2016

The percentage of small loans to businesses in 2017 originated in low-and moderate-income geographies is poor. There were no small loans to businesses in low-income geographies. The percentage of small loans to businesses in moderate-income geographies is below the percentage of businesses in moderate-income geographies. Refer to Table 10A for details.

Table 10A - Geographic Distribution of Small Loans to Businesses in Lancaster AA 2017								
Census Tract Income Level	Low		Moderate		Middle		Upper	
Loan Type	% of AA Businesses	% of Number of Loans						
	4.82	0.00	11.47	4.74	70.65	90.52	13.06	4.47

Source: ENB CRA; U.S. Census data. 2017

Conclusions for Areas Receiving Limited-Scope Reviews

Lebanon County AA

Based on a limited-scope review, the bank's performance under the Lending Test for 2015-2017 in Lebanon County is consistent with the bank's performance in the full-scope AA. Refer to Table 11 and 11A below.

Table 11 - Geographic Distribution of Residential Real Estate Loans in Lebanon AA 2015-2016								
Census Tract Income Level	Low		Moderate		Middle		Upper	
Loan type	% of AA Owner Occupied Housing	% of Number of Loans						
Home Purchase	0.00	0.00	10.96	12.82	70.51	64.10	18.53	23.08
Home Improvement	0.00	0.00	10.96	0.00	70.51	82.35	18.53	17.65
Home Refinance	0.00	0.00	10.96	10.00	70.51	85.00	18.53	0.00

Source: ENB HMDA; U.S. Census data. 2015-2016

Table 11A - Geographic Distribution of Residential Real Estate Loans in Lebanon AA 2017								
Census Tract Income Level	Low		Moderate		Middle		Upper	
Loan type	% of AA Owner Occupied Housing	% of Number of Loans						
Home Purchase	1.86	7.41	14.47	3.70	67.74	77.78	15.93	11.11
Home Improvement	1.86	0.00	14.47	0.00	67.74	88.89	15.93	11.11
Home Refinance	1.86	0.00	14.47	0.00	67.74	100.00	15.93	0.00

Source: ENB HMDA; U.S. Census data. 2017

Berks County AA

Based on a limited-scope review, the bank's performance under the Lending Test for 2015-2017 in Berks County is consistent with the bank's performance in the full-scope AA.

In 2015-2016, the bank did not make any loans in low- or moderate-income geographies. In 2017, the bank did not make any loans in low-income geographies. In 2017, the bank did not make any home purchase loans in moderate-income geographies. The percentage of home improvement and home refinance loans in moderate-income geographies exceeded the percentages of moderate-income families. Refer to Table 12 and Table 12A below.

Table 12 -Geographic Distribution of Residential Real Estate Loans in Berks AA 2015-2016								
Borrower Income Level	Low		Moderate		Middle		Upper	
Loan Type	% of AA Families	% of Number of Loans	% of AA Families	% of Number of Loans	% of AA Families	% of Number of Loans	% of AA Families	% of Number of Loans
Home Purchase	0.45	0.00	2.94	0.00	51.55	57.69	45.06	42.31
Home Improvement	0.45	0.00	2.94	0.00	51.55	50.00	45.06	50.00
Home Refinance	0.45	0.00	2.94	0.00	51.55	46.67	45.06	53.33

Source: ENB HMDA; U.S. Census data. 2015-2016

Table 12A - Geographic Distribution of Residential Real Estate Loans in Berks AA 2017								
Borrower Income Level	Low		Moderate		Middle		Upper	
Loan Type	% of AA Families	% of Number of Loans	% of AA Families	% of Number of Loans	% of AA Families	% of Number of Loans	% of AA Families	% of Number of Loans
Home Purchase	0.45	0.00	4.09	0.00	50.24	64.29	45.22	35.11
Home Improvement	0.45	0.00	4.09	7.14	50.24	35.71	45.22	57.14
Home Refinance	0.45	0.00	4.09	9.09	50.24	27.27	45.22	63.24

Source: ENB HMDA; U.S. Census data. 2017

Small loans to Businesses

The bank's performance under the Lending Test in Lebanon and Berks Counties for small loans to businesses and farms is consistent with the bank's performance in the full-scope AA. In 2015-2016, there were no small loans to businesses in low- and moderate-income geographies in the Lebanon County AA. In the Berks County AA, the percentage of small loans to businesses in low-income geographies exceeded the percentage of businesses in those geographies. There were no small loans to businesses in moderate-income geographies in the Berks County AA. In 2017, there were no small loans to businesses in low- and moderate-income geographies in either AA. Refer to the Table 13 and Table 13A below for the data that supports these conclusions.

Table 13 - Geographic Distribution of Small Loans to Businesses in Lebanon and Berks AA 2015-2016								
Census Tract Income Level	Low		Moderate		Middle		Upper	
Loan Type	% of AA Businesses	% of Number of Loans						
Lebanon	0.00	0.00	8.89	0.00	70.30	100.00	20.81	0.00
Berks	1.01	4.76	11.29	0.00	45.39	66.67	42.31	28.57

Source: ENB CRA; U.S. Census data. 2015-2016

Table 13A - Geographic Distribution of Small Loans to Businesses in Lebanon and Berks AA 2017								
Census Tract Income Level	Low		Moderate		Middle		Upper	
Loan Type	% of AA Businesses	% of Number of Loans						
Lebanon	1.74	0.00	24.47	0.00	55.68	100.00	18.11	0.00
Berks	1.01	0.00	7.38	0.00	50.77	35.71	40.84	64.29

Source: ENB CRA; U.S. Census data. 2017

Responses to Complaints

The bank did not receive any CRA related complaints during this review period.

COMMUNITY DEVELOPMENT TEST

The Community Development (CD) Test is rated Outstanding. Given the bank's capacity and availability of Community Development opportunities in the AA, ENB demonstrates acceptable responsiveness to CD needs in its Lancaster County AA through CD loans, qualified donations, and community services.

Number and Amount of Community Development Loans

During this evaluation period, ENB originated four CD loans to benefitting low and moderate-income individuals within the AA. The amount originated totaled \$1.03 million. Examples of the CD loans follow:

- Provided a \$825,000 first mortgage loan for the purchase of a farm to a low-to-moderate income individual providing economic development.
- Provided a \$125,000 second mortgage on a farm to a low-to-moderate income individual that providing economic development.
- Provided a \$25,000 loan to a low-to-moderate income individual to move a dairy farm and repair various equipment that providing economic development.
- Provided a \$60,000 revolving line of credit to a low-to-moderate individual for working capital on a farm providing economic development.

Conclusions for Areas Receiving Limited-Scope Review

Lebanon County AA

The bank's performance in community development loans in the Lebanon AA is inconsistent with the bank's overall performance in the Lancaster County AA. This is reasonable as the bank has a limited presence and a limited deposit share in the AA.

Berks County AA

The bank's performance in community development loans in the Bucks County AA is inconsistent with the bank's overall performance in the Lancaster County AA. This is reasonable as the bank has a limited presence and a limited deposit share in the AA.

Number and Amount of Qualified Investments

Conclusions for Areas Receiving Full-Scope Review

The bank's performance under the Investment Test is rated Excellent. Based on the full-scope review, the bank's performance in the Lancaster County AA is excellent.

The bank has one CD investment in the Lancaster AA. The bank invested a total of \$5.28 million in a Community Development Financial Institution Loan Fund that has a primary mission of serving, or providing investment capital for low-income communities or low-income individuals. ENB began investing in the fund in 2009 with, initial investment of \$1 million dollars, and continued adding an additional \$5 million dollars over the years. During the evaluation period, ENB invested an additional \$250,000.

ENB also made 27 grants, contributions, and donations during the evaluation period, for a total of \$99,916 to numerous organizations that provide economic development, affordable housing, and community services to low- and moderate-income individuals within the Lancaster County AA. Current investments, donation, and grants represent 5.3 percent of the bank's Tier 1 Capital.

Conclusions for Areas Receiving Limited-Scope Review

Lebanon County AA

The bank's performance in qualified investments in the Lebanon AA is inconsistent with the bank's overall performance rating in the Lancaster County AA. This is reasonable as the bank has a limited presence and a limited deposit share in the AA.

Berks County AA

The bank's performance in qualified investments in the Bucks County AA is inconsistent with the bank's overall performance in the Lancaster County AA. This is reasonable as the bank has a limited presence and a limited deposit share in the AA.

Extent to Which the Bank Provides Community Development Services

Conclusions for Areas Receiving Full-Scope Review

The bank's performance under the Service Test is rated Satisfactory. Based on the full-scope review, the bank's performance in the Lancaster County AA is good.

During the evaluation period, four bank officers provide financial and technical expertise by serving on the Board of Directors of two different community development organizations.

- Two officers provide leadership roles to a non-profit organization that provides food to needy LMI families in Lancaster County.
- Two officers provide leadership roles to a non-profit organization that promotes affordable housing to LMI individuals in Lancaster County

One officer provides financial planning and education to LMI individuals acting as a Family Partner/Mentor to families acquiring homes.

Two officers volunteer in a financial literacy program for a non-profit organization that promotes financial services education, housing education, and credit counseling to LMI individuals.

One officer provides financial expertise to a non-profit community development organization that promotes technical assistance in a low-income geography.

Conclusions for Areas Receiving Limited-Scope Review

Lebanon County AA

The bank's performance in Services Test in the Lebanon AA is inconsistent with the bank's overall performance rating in the Lancaster County AA. This is reasonable as the bank has a limited presence and a limited deposit share in the AA.

Berks County AA

The bank's performance in Services Test in the Bucks County AA is inconsistent with the bank's overall performance rating in the Lancaster County AA. This is reasonable as the bank has a limited presence and a limited deposit share in the AA.

Responsiveness to Community Development Needs

ENB's community development activities, as a whole, demonstrate good responsiveness to the community development needs of the Lancaster County AA.

Product Innovation and Flexibility

ENB's use of innovative and flexible lending practices addresses the credit needs of the community. The bank offers unsecured loans up to \$2,500 to residents of a nonprofit homeless shelter. The loans have modified underwriting requirements and the nonprofit organization executes a guaranty on all loans. The bank originated nine of these loans totaling \$11,063 during the evaluation period.

ENB also offers loans to first-time homebuyers through their Great Start Home Loan program. The bank offers the following conventional loan types: 30-year fixed-rate, 20-year fixed-rate, and 10/1 adjustable rate mortgage (ARM), adjusted annually after 120 months. Borrowers who qualify under this program are required to only make a one percent down payment on the property. Household income may not exceed 80 percent of HUD's estimated family income and homebuyers must attend a minimum of four hours of one-on-one homebuyer counseling through an approved agency and produce a Home Counseling Certificate. ENB originated 14 Great Start loans totaling \$1.83 million during the evaluation period.

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 metropolitan and nonmetropolitan areas that received comprehensive examination review (designated by the term “full-scope”) and those that received a less comprehensive review (designated by the term “limited-scope”).

Time Period Reviewed	Lending Test (excludes CD loans): (01/01/2015 to 12/31/2017) Investment and Service Tests and CD Loans: (06/23/2015 to 12/31/2017)	
Financial Institution	Products Reviewed	
The Ephrata National Bank (ENB) Ephrata, PA	Residential Mortgages includes home purchase, home improvement, and home refinance. Small Loans to Businesses and Small Loans to Farms	
Affiliate(s)	Affiliate Relationship	Products Reviewed
No Affiliates		
List of Assessment Areas and Type of Examination		
Assessment Area	Type of Exam	Other Information
Lancaster County AA MSA 29540	Full-Scope	
Lebanon County AA MSA 30140 Berks County AA MSA 39740	Limited-Scope Limited-Scope	

Appendix B: Community Profiles for Full-Scope Areas

Description of Assessment Area(s)

ENB has three assessment areas (AAs) located in southeastern Pennsylvania. The AAs are described below.

Full Scope Review Area

Lancaster County- AA

ENB’s assessment area is the Lancaster County- AA 2015-2016

Demographic Information for Full Scope Area: Lancaster AA updated						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts/BNAs)	82	7.32	9.76	69.51	13.41	0.00
Population by Geography	432,314	5.66	6.94	73.49	13.91	0.00
Owner-Occupied Housing by Geography	111,119	2.24	4.95	76.25	16.56	0.00
Business by Geography	28,263	6.37	4.67	73.63	15.33	0.00
Farms by Geography	1,513	0.99	1.12	87.11	10.77	0.00
Family Distribution by Income Level	112,574	17.56	19.08	24.64	38.71	0.00
Distribution of Low and Moderate Income Families throughout AA Geographies	41,256	8.55	9.33	72.67	9.45	0.00
Median Family Income FFIEC Adjusted Median Family Income for 2016 Households Below Poverty Level		64,672 69,300 9%		Median Housing Value Unemployment Rate (2010 US Census)	186,229 4.17%	

(*) The NA category consists of geographies that have not been assigned an income classification.
Source: 2010 US Census and 2016 FFIEC updated MFI

The AA is comprised of a portion of Lancaster County that is part of the Lancaster MSA 29540. ENB designated 82 census tracts in Lancaster County as its AA. The remaining census tracts not designated as part of the bank’s AA are in the northern and western part of the county and cannot be reasonably serviced by the bank’s nearest branch location. This AA meets the requirements of the regulation and does not arbitrarily exclude any low-or moderate-income areas. Of the 82 census tracts, six or 7.32 percent are a low-income geography, eight or 9.76 percent are moderate-income geographies, 57 or 69.51 percent are middle-income geographies, and 11 or 13.41 percent are upper-income geographies.

The 2010 U.S. Census reported the total population of the AA at 432,314. Within the AA, there are 112,574 families and 159,083 households. There are 166,187 housing units, of which 66.86 percent are owner-occupied, 28.86 percent are rental-occupied, and 4.27 percent are vacant housing units.

Approximately 2.24 percent of owner-occupied housing is located in a low-income geography, 4.95 percent is located in a moderate-income geography, 76.25 percent are located in middle-income geographies, and 16.56 percent are located in upper-income geographies. The median housing cost is \$186,229. The median family income for 2016 was \$65,711. Approximately 17.56 percent of the families are low-income, 19.08 percent are moderate-income, 24.64 percent are middle-income, and 38.71 percent are upper-income. Approximately 9 percent are below the poverty level.

There are ten full service branches located in this AA. The branch offices offer full lines of traditional banking products and services, have extended hours Friday evening and Saturday morning hours.

According to the June 30, 2016 FDIC Summary of Deposit Market Share Report, ENB's deposit market share within the AA is 7.10 percent, ranking ENB 5th out of 20 institutions in the AA. ENB's primary competitors are Fulton Bank, NA (28 offices, 27.61 percent market share), Branch Banking and Trust Company (38 offices, 22.88 percent market share), PNC Bank, NA (30 offices, 12.24 percent market share) and Wells Fargo Bank, NA (14 offices, 7.99 percent market share).

The economy is stable. The major employers sectors in Lancaster County are restaurants, elementary and secondary education, assisted living services, and health care. The major employers are Lancaster General Hospital, Mutual Assistance Group, Dart Container Corporation, and the City of Lancaster. According to the December 2016 Bureau of Labor Statistics data, the unemployment rate for the Lancaster AA was 4.1 percent.

During this examination, we contacted one community organization whose primary purpose is economic development. We determined through discussions with this contact opportunities exist for community development and that local financial institutions are receptive in meeting credit needs of the area.

Lancaster County- AA 2017

Demographic Information for Full Scope Area: Lancaster AA updated						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts/BNAs)	82	7.32	13.41	67.07	12.20	0.00
Population by Geography	440,888	5.17	10.35	71.41	13.07	0.00
Owner-Occupied Housing by Geography	110,455	1.93	8.59	74.15	15.34	0.00
Business by Geography	28,508	4.82	11.47	70.65	13.06	0.00
Farms by Geography	1,457	0.89	3.09	85.79	10.23	0.00
Family Distribution by Income Level	113,398	18.67	19.27	22.79	39.27	0.00
Distribution of Low and Moderate Income Families throughout AA Geographies	43,025	8.17	13.79	69.32	8.73	0.00
Median Family Income FFIEC Adjusted Median Family Income for 2017 Households Below Poverty Level		68,937 71,100 10%	Median Housing Value Unemployment Rate (2015 ACS US Census)	190,950 3.8%		

(*) The NA category consists of geographies that have not been assigned an income classification.
Source: 2015 ACS US Census and 2017 FFIEC updated MFI

For 2017, Lancaster AA remains the same as 2016. In 2017 are 166 census tracts, six or 7.32 percent are a low-income geographies, 11 or 13.41 percent are moderate-income geographies, 55 or 67.07 percent are middle-income geographies, and 10 or 12.20 percent are upper-income geographies.

In 2017, Office of Management and Budget updated the 2010 Census information. The updated 2010 U.S. Census reported the total population of the AA at 440,888. Within the AA, there are 113,398 families and 161,882 households. There are 170,145 housing units, of which 64.92 percent are owner-occupied, 30.23 percent are rental-occupied, and 4.86 percent are vacant housing units. Approximately 1.93 percent of owner-occupied housing is located in a low-income geography, 8.59 percent is located in a moderate-income geography, 74.15 percent is located in middle-income geographies, and 15.34 percent is located in upper-income geographies. The median housing cost is \$190,950.

The median family income for 2017 was \$69,914. Approximately 18.67 percent of the families are low-income, 19.27 percent are moderate-income, 22.79 percent are middle-income, and 39.27 percent are upper-income. Approximately 10 percent are below the poverty level.

The number of branches and services offered remains the same as 2016.

The June 30, 2017 FDIC Summary of Deposit Market Share Report remains the same as 2016 as ENB is ranked fifth out of 20 institutions with the same banks maintaining their ranking.

The economy is stable. The major employment sectors and major employers in Lancaster County remain the same as 2016.

According to the December 2017 Bureau of Labor Statistics data, the unemployment rate for Lancaster County was 3.8 percent.

Limited Scope Review Areas

Berks County, PA AA MSA #39740

The AA is comprised of the eastern portion of Berks County, PA MSA 39740. The AA is adjacent to the Lancaster, PA AA and Berks County AA. The AA consists of 28-census tract out of 90. This AA meets the requirements of the regulation and does not arbitrarily exclude any low- or moderate-income geographies. ENB operates one full service branch in the AA located in Morgantown in the southern part of the county adjacent to Lancaster AA. The table below presents a summary of demographic information for this AA:

Berks County AA 2015-2016

Demographic Information for Limited Scope Area: Berks AA						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts/BNAs)	28	3.57	7.14	53.57	35.71	0.00
Population by Geography	137,748	2.42	3.79	49.39	44.40	0.00
Owner-Occupied Housing by Geography	40,824	0.45	2.94	51.55	45.06	0.00
Business by Geography	9,050	1.01	11.29	45.39	42.31	0.00
Farms by Geography	384	0.00	2.08	60.42	37.50	0.00
Family Distribution by Income Level	36,497	14.26	16.59	23.42	45.74	0.00
Distribution of Low and Moderate Income Families throughout AA Geographies	11,257	6.24	5.44	55.95	32.38	0.00
Median Family Income		63,724	Median Housing Value		185,856	
FFIEC Adjusted Median Family Income for 2016		71,000	Unemployment Rate		5.0%	
Households Below Poverty Level		7%	(2010 US Census)			

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

Source: 2010 US Census and 2016 FFIEC updated MFI

Berks County AA 2017

Demographic Information for Limited Scope Area: Berks AA						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts/BNAs)	28	3.57	7.14	53.57	35.71	0.00
Population by Geography	138,778	2.43	5.31	50.87	41.39	0.00
Owner-Occupied Housing by Geography	39,794	0.45	4.09	50.24	45.22	0.00
Business by Geography	9,081	1.01	7.38	50.77	40.84	0.00
Farms by Geography	386	0.00	0.78	60.36	38.86	0.00
Family Distribution by Income Level	36,543	14.57	17.00	22.28	46.15	0.00
Distribution of Low and Moderate Income Families throughout AA Geographies	11,537	5.92	7.11	56.73	30.24	0.00
Median Family Income FFIEC Adjusted Median Family Income for 2017 Households Below Poverty Level		67,696 68,900 7%		Median Housing Value Unemployment Rate (2015 ACS US Census)	183,703 4.6%	

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

Source: 2015 ACS US Census and 2017 FFIEC updated MFI

Lebanon County, PA AA MSA #30140

The AA is comprised of the southeaster portion of Lebanon County, PA MSA 30140. The AA consists of 22-census tract out of 31. This AA meets the requirements of the regulation and does not arbitrarily exclude any low- or moderate-income geographies. ENB operates one full service branch in the AA located in Myerstown in the southeastern part of the county that is adjacent to the Lancaster, PA AA and Berks County AA. The table below presents a summary of demographic information for this AA:

Lebanon AA 2015-2016

Demographic Information for Limited Scope Area: Lebanon updated AA						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts/BNAs)	22	0.00	18.18	63.64	18.18	0.00
Population by Geography	95,239	0.00	16.20	67.45	16.36	0.00
Owner-Occupied Housing by Geography	26,646	0.00	10.96	70.51	18.53	0.00
Business by Geography	5,007	0.00	8.89	70.30	20.81	0.00
Farms by Geography	269	0.00	0.00	75.46	24.54	0.00
Family Distribution by Income Level	25,348	18.90	19.53	25.04	36.54	0.00
Distribution of Low and Moderate Income Families throughout AA Geographies	9,740	0.00	26.59	63.43	9.98	0.00
Median Family Income FFIEC Adjusted Median Family Income for 2016 Households Below Poverty Level		62,174 65,200 11%		Median Housing Value Unemployment Rate (2010 US Census)	140,337 4.5%	

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

Source: 2010 US Census and 2016 FFIEC updated MFI

Lebanon AA 2017

Demographic Information for Limited Scope Area: Lebanon updated AA						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts/BNAs)	22	4.55	22.73	59.09	13.64	0.00
Population by Geography	96,664	4.89	21.55	59.17	14.40	0.00
Owner-Occupied Housing by Geography	25,589	1.86	14.47	67.74	15.93	0.00
Business by Geography	4,941	1.74	24.47	55.68	18.11	0.00
Farms by Geography	267	0.00	3.00	75.28	21.72	0.00
Family Distribution by Income Level	25,615	20.35	18.62	25.70	35.33	0.00
Distribution of Low and Moderate Income Families throughout AA Geographies	9,982	5.99	28.50	56.63	8.88	0.00
Median Family Income		65,676		Median Housing Value	150,450	
FFIEC Adjusted Median Family Income for 2017		65,300		Unemployment Rate	4.10%	
Households Below Poverty Level		12%		(2015 ACS US Census)		

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

Source: 2015 ACS US Census and 2017 FFIEC updated MFI