



PUBLIC DISCLOSURE

November 18, 2024

COMMUNITY REINVESTMENT ACT PERFORMANCE EVALUATION

Small Business Bank
RSSD# 663656

13423 West 92nd Street
Lenexa, Kansas 66215

Federal Reserve Bank of Kansas City
1 Memorial Drive
Kansas City, Missouri 64198

NOTE: This document is an evaluation of this bank'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 bank. This evaluation is not, nor should it be construed as, an assessment of the financial condition of this bank. The rating assigned to this bank does not represent an analysis, conclusion or opinion of the federal financial supervisory agency concerning the safety and soundness of this financial bank. in one assessment area.

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INSTITUTION'S COMMUNITY REINVESTMENT ACT RATING

Small Business Bank (the bank) is rated Needs to Improve. This rating is based on the following conclusions with respect to the performance criteria:

- The bank's net loan-to-deposit ratio (NLTD) is reasonable given the bank's size, financial condition, and assessment area (AA) credit needs.
- A substantial majority of the bank's loans are originated outside the AA.
- A reasonable distribution of loans occurs throughout the bank's AA.
- Lending reflects a poor distribution among businesses of different sizes.
- Neither the bank nor the Federal Reserve Bank of Kansas City (Reserve Bank) received any Community Reinvestment Act (CRA)-related complaints since the previous evaluation.

SCOPE OF EXAMINATION

Examiners utilized the Federal Financial Institutions Examination Council's (FFIEC's) *Interagency Examination Procedures for Small Institutions* to evaluate the bank's CRA performance. The evaluation considered CRA performance context, including the bank's asset size, financial condition, business strategy and market competition, as well as AA demographic and economic characteristics, and credit needs. In addition, available aggregate data for the most recent three years (2020, 2021, and 2022) was referenced for additional perspective to gauge credit demand within the bank's AA. Lending performance was assessed within the bank's only AA. Examiners reviewed the following data:

- The bank's 19-quarter average NLTD ratio, and
- A statistical sample of 169 small business loans from a universe of 1,005 loans originated between March 24, 2020, and December 31, 2023.

DESCRIPTION OF INSTITUTION

Small Business Bank is a community bank headquartered in Lenexa, Kansas. The bank's characteristics include:

- The bank is a wholly owned subsidiary of Gardner Bancshares, Inc., which is also located in Lenexa, Kansas.
- The bank has total assets of \$94.2 million as of June 30, 2024.
- The bank operates exclusively from its main office in Lenexa, Kansas and does not currently operate any automated teller machines.
- The bank's loan portfolio composition indicates a lending focus on agricultural lending followed by commercial lending. However, a majority of the agricultural

lending within the bank’s credit portfolio is comprised of participation loans purchased from other lenders that are excluded from the CRA lending test evaluation. Since the previous CRA evaluation, the bank’s loan strategy has been focused on commercial lending, including origination of U.S. Small Business Administration (SBA) guaranteed loans.

Table 1

Composition of Loan Portfolio as of June 30, 2024		
Loan Type	\$(000)	%
Construction and Land Development	1,164	1.5
Farmland	38,506	51.0
1- to 4-Family Residential Real Estate	2,415	3.2
Multifamily Residential Real Estate	517	0.7
Nonfarm Nonresidential Real Estate	17,145	22.7
Agricultural	3,225	4.3
Commercial and Industrial	7,650	10.1
Consumer	829	1.1
Other	4,016	5.3
Gross Loans	75,467	100.0
<i>Note: Percentages may not total 100.0 percent due to rounding.</i>		

The bank was rated Satisfactory under the CRA at its March 23, 2020 performance evaluation. On September 1, 2023, the bank’s directorate entered into a Cease and Desist Order (C&D) with the Board of Governors of the Federal Reserve System which has impacted the bank’s overall lending strategies. As noted previously, the bank’s CRA performance in this evaluation considered lending activities originated between March 24, 2020, and December 31, 2023. Therefore, limited consideration was given to the impact of the C&D on the bank’s CRA performance since it was not effective until September 1, 2023.

DESCRIPTION OF ASSESSMENT AREA

The bank’s delineated AA is comprised of the Kansas City, Missouri-Kansas Multistate Metropolitan Statistical Area (MSA) AA (KCMO-KS MSA AA). Refer to Appendix A for an AA map and Appendix B for additional demographic data.

- There have been no changes to the AA delineation since the prior evaluation.
- The AA delineation for 2022 and 2023 is comprised of 607 census tracts, including 58 low-, 152 moderate-, 220 middle-, 153 upper-, and 24 unknown-income census tracts based on the most recent 2016-2020 American Community Survey (ACS) data.
- The AA delineation in 2020 and 2021 consisted of 530 census tracts, including 79 low-, 120 moderate-, 176 middle-, 136 upper-, and 19 unknown-income census tracts based on 2011-2015 ACS data.

- According to the June 30, 2023 Federal Deposit Insurance Corporation (FDIC) Summary of Deposits Market Share Report, the bank ranked 71st of 116 FDIC-insured depository institutions operating from 667 locations in the AA, with a total deposit market share of 0.1 percent.
- A community contact conducted as part of the CRA evaluation of another financial institution with branches in the AA was reviewed to ascertain the credit needs of area communities, the responsiveness of area banks in meeting those credit needs, and for perspective on local economic conditions. The contact represented an area housing organization.

Table 2

Population Change			
Assessment Area: Kansas City MO-KS MSA			
Area	2015 Population	2020 Population	Percent Change
Kansas City MO-KS MSA	2,055,675	2,192,035	6.6
Johnson County, KS	566,814	609,863	7.6
Leavenworth County, KS	78,227	81,881	4.7
Linn County, KS	9,528	9,591	0.7
Miami County, KS	32,688	34,191	4.6
Wyandotte County, KS	160,806	169,245	5.2
Bates County, MO	16,643	16,042	(3.6)
Caldwell County, MO	9,083	8,815	(3.0)
Cass County, MO	100,781	107,824	7.0
Clay County, MO	230,361	253,335	10.0
Clinton County, MO	20,498	21,184	3.3
Jackson County, MO	680,905	717,204	5.3
Lafayette County, MO	32,916	32,984	0.2
Platte County, MO	93,394	106,718	14.3
Ray County, MO	23,031	23,158	0.6
Kansas	2,892,987	2,937,880	1.6
Missouri	6,045,448	6,154,913	1.8

*Source: 2020 U.S. Census Bureau: Decennial Census
2011 – 2015 U.S. Census Bureau: American Community Survey*

- The AA’s population growth from 2015 to 2020 significantly outpaced figures for the states of Kansas and Missouri.
- A majority of the 2020 AA population resided within Johnson County, Kansas, where the bank is located, and contiguous Jackson County, Missouri, with a combined total of 1,327,067 residents, or 60.5 percent of the total AA population.

Table 3

Median Family Income Change			
Assessment Area: Kansas City MO-KS MSA			
Area	2015 Median Family Income	2020 Median Family Income	Percent Change
Kansas City MO-KS MSA	79,346	86,562	9.1
Johnson County, KS	103,631	111,766	7.9
Leavenworth County, KS	83,668	89,588	7.1
Linn County, KS	63,534	64,986	2.3
Miami County, KS	81,671	87,341	6.9
Wyandotte County, KS	51,479	57,396	11.5
Bates County, MO	58,560	63,250	8.0
Caldwell County, MO	59,643	61,671	3.4
Cass County, MO	78,333	85,798	9.5
Clay County, MO	82,057	85,961	4.8
Clinton County, MO	70,755	73,936	4.5
Jackson County, MO	66,730	74,470	11.6
Lafayette County, MO	70,449	76,250	8.2
Platte County, MO	92,114	100,420	9.0
Ray County, MO	68,913	75,811	10.0
Kansas	72,535	77,620	7.0
Missouri	66,438	72,834	9.6

Source: 2011 – 2015 U.S. Census Bureau: American Community Survey
2016 – 2020 U.S. Census Bureau: American Community Survey
Note: Median family incomes have been inflation-adjusted and are expressed in 2020 dollars.

- Changes in median family income (MFI) reflected positive growth throughout all the AA counties. The highest AA growth rates occurred in Wyandotte and Jackson Counties, although Wyandotte County had the lowest MFI in the AA by dollar amount.
- Based on 2020 ACS data, the portion of AA families living below the poverty level was 6.9 percent, which was lower than figures for the states of Kansas and Missouri, at 7.6 percent and 8.9 percent, respectively. The portion of families living below the poverty level in the 14 AA counties ranged from a low of 3.0 percent in Ray County to a high of 14.8 percent in Wyandotte County.

Table 4

Housing Cost Burden						
Assessment Area: Kansas City MO-KS MSA						
Area	Cost Burden – Renters			Cost Burden – Owners		
	Low Income	Moderate Income	All Renters	Low Income	Moderate Income	All Owners
Kansas City MO-KS MSA	74.6	30.8	39.7	59.2	26.2	16.1
Johnson County, KS	82.4	42.5	36.3	69.6	37.3	14.3
Leavenworth County, KS	67.4	29.5	34.1	52.9	28.5	14.4
Linn County, KS	45.6	2.1	28.4	68.2	17.3	26.4
Miami County, KS	69.6	41.4	41.5	77.9	37.9	23.0
Wyandotte County, KS	70.5	17.9	43.7	54.6	16.6	20.6
Bates County, MO	58.1	15.8	34.1	52.9	31.3	16.4
Caldwell County, MO	46.4	2.0	26.3	39.8	10.7	15.6
Cass County, MO	78.0	27.2	40.4	58.1	27.9	15.7
Clay County, MO	79.7	32.5	40.7	62.8	22.7	14.7
Clinton County, MO	60.0	18.3	30.7	55.8	20.8	18.1
Jackson County, MO	73.8	27.8	42.6	55.9	23.9	17.6
Lafayette County, MO	58.3	5.7	30.7	44.9	11.6	12.0
Platte County, MO	76.0	28.9	31.3	74.3	30.0	15.4
Ray County, MO	60.2	5.3	34.4	45.0	10.2	11.6
Kansas	73.6	27.8	38.2	57.4	24.8	15.4
Missouri	72.9	27.2	39.2	57.0	25.3	16.1

Cost Burden is housing cost that equals 30 percent or more of household income.
Source: U.S. Department of Housing and Urban Development (HUD), 2016 – 2020 Comprehensive Housing Affordability Strategy

- The cost burden for both LMI renters and homeowners in the AA was generally comparable to figures for the states of Kansas and Missouri, with the greatest burden among LMI renters in Johnson County.
- The AA housing affordability ratio¹ of 35.1 percent was generally consistent with figures for Kansas and Missouri, at 38.8 percent and 35.0 percent, respectively. Affordability ratios within the 14 AA counties ranged from 33.0 percent in Johnson County to 46.9 percent in Caldwell County.
- The AA median housing value of \$195,994 was above values for the states of Kansas and Missouri, at \$157,600 and \$163,600, respectively. Values in the AA’s 14 counties ranged from \$107,000 in Wyandotte County to a high of \$277,500 in Johnson County.

¹ The housing affordability ratio is calculated by dividing the median household income by the median housing value. A lower ratio reflects less affordable housing.

Table 5

Unemployment Rates					
Assessment Area: Kansas City MO-KS MSA					
Area	2018	2019	2020	2021	2022
Kansas City MO-KS MSA	3.4	3.3	6.2	4.1	2.6
Johnson County, KS	2.9	2.9	5.0	2.7	2.3
Leavenworth County, KS	3.7	3.6	5.8	3.4	2.9
Linn County, KS	5.9	6.2	7.2	4.4	3.9
Miami County, KS	3.6	3.4	5.0	3.0	2.6
Wyandotte County, KS	4.9	4.5	7.9	4.7	3.5
Bates County, MO	3.9	4.0	5.4	4.0	2.7
Caldwell County, MO	3.2	3.1	5.4	4.8	2.8
Cass County, MO	3.1	3.0	5.4	3.7	2.4
Clay County, MO	2.9	2.8	6.1	4.6	2.5
Clinton County, MO	3.3	3.0	5.9	5.0	2.8
Jackson County, MO	3.8	3.7	7.3	5.1	2.9
Lafayette County, MO	3.3	3.0	5.3	4.0	2.6
Platte County, MO	2.6	2.6	5.4	3.8	2.2
Ray County, MO	3.7	3.6	6.9	6.1	3.3
Kansas	3.4	3.3	5.8	3.3	2.7
Missouri	3.2	3.2	6.1	4.1	2.5

Source: Bureau of Labor Statistics: Local Area Unemployment Statistics

- Unemployment rates in the AA remained relatively aligned with the figures for Kansas and Missouri between 2018 and 2022. As noted in the table above, unemployment rates increased in 2020 throughout all the geographic areas due to the onset of the Coronavirus Disease 2019 pandemic (pandemic) before decreasing in 2022 to levels lower than pre-pandemic rates.
- Major employers in the AA include the federal government (20,846 employees), Children’s Mercy Hospital (8,382), Cerner Corporation (6,879), T-Mobile (6,000), Garmin International (5,005), Honeywell (5,000), Burns & McDonnell (5,000), and Saint Luke’s Health System (4,638).
- A community contact noted that the primary AA credit needs include home loans and business loans.

CONCLUSIONS WITH RESPECT TO PERFORMANCE CRITERIA

The bank’s overall lending test performance is Needs to Improve. The bank needs to improve its overall record of helping to meet the credit needs of its assessment area (AA), including loans to small businesses and the volume of lending within the bank’s AA, in a manner consistent with its resources and capabilities.

The overall rating is primarily attributed to the poor level of lending that occurred inside of the bank's delineated AA, which received considerable weight in the overall assessment of the bank's CRA performance. In addition to the low level of AA lending, a significant number of the bank's loans did not include revenue information. These factors limited a full assessment of the borrower distribution, and to a lesser extent, the geographic distribution of lending based on the limited number of AA loans when compared to the total number of loans in the small business sample.

The loans without revenue information were part of the SBA's Paycheck Protection Program (PPP), originated in response to the pandemic which was established as part of the Coronavirus Aid, Relief, and Economic Security Act. The PPP did not require the collection of revenue information from loan recipients. While PPP loans were considered responsive to the credit needs of small businesses and small farms, the primary focus of the CRA is to evaluate a financial institution's performance in meeting the credit needs within its delineated AA.

Net Loan-to-Deposit Ratio

This performance criterion evaluates the bank's average NLTD ratio to determine the reasonableness of lending in light of performance context, such as the bank's capacity to lend, the availability of lending opportunities, the demographic and economic factors present in the AA, and in comparison to similarly situated FDIC-insured institutions. The similarly situated institutions were selected based on asset size, product offerings, market share, and the area where they are located.

The bank's NLTD ratio is reasonable. The bank's 19-quarter average NLTD ratio of 85.9 percent was comparable to those of four similarly situated institutions with ratios ranging from 34.8 percent to 90.0 percent.

Table 6

Comparative NLTD Ratios December 31, 2019 – June 30, 2024			
Institution	Location	Asset Size \$(000)	NLTD Ratio (%)
			19 Quarter Average
Small Business Bank	Lenexa, Kansas	94,182	85.9
Similarly Situated Institutions			
Preferred Bank	Rothville, Missouri	136,259	34.8
The Citizens State Bank and Trust Company	Council Grove, Kansas	74,135	90.0
State Bank of Missouri	Concordia, Missouri	144,864	54.5
Community Bank of Missouri	Richmond, Missouri	79,707	71.4

Assessment Area Concentration

This performance criterion evaluates the percentage of lending extended inside and outside of the AA. The bank originated a substantial majority of loans, by number and dollar, outside the AA, denoting poor performance. As noted in Table 7, only 21.3 percent of the bank’s lending by number and 17.3 percent by dollar volume was originated inside the AA. The low volume of lending inside the bank’s AA primarily resulted from the significant number of PPP loans the bank originated throughout various parts of the country in 2020 and 2021 in response to the pandemic.

Table 7

Lending Inside and Outside the Assessment Area								
Loan Type	Inside				Outside			
	#	#%	\$(000)	%	#	#%	\$(000)	%
Small Business	36	21.3	1,528	17.3	133	78.7	7,325	82.7
Total Loans	36	21.3	1,528	17.3	133	78.7	7,325	82.7

Note: Percentages may not total 100.0 percent due to rounding.

Geographic Distribution of Loans

This performance criterion evaluates the bank’s distribution of lending within its AA by income level of census tracts with consideration given to the dispersion of loans throughout the AA. The bank’s geographic distribution of loans reflects reasonable distribution among the different census tracts and dispersion throughout the AA.

Small Business Lending

The geographic distribution of small business lending is reasonable. While the bank’s performance surpassed the demographic data for both years, the bank did not meet the credit needs of the AA based on the relatively low volume of lending inside the AA. Moreover, there were no small business loans in the sample in 2022 and 2023 based on very limited lending volume over both years, adding further support to the overall CRA rating. Notwithstanding these limiting factors, the bank’s distribution is considered reasonable.

An analysis of the bank’s loan dispersion by income level of AA geographies revealed conspicuous lending gaps and lapses that included LMI tracts; however, this did not impact the overall conclusion given the vast geographic makeup of the AA, significant number of census tracts, limited lending volume, and competition for loans among area financial institutions.

Table 8

Distribution of 2020 and 2021 Small Business Lending By Income Level of Geography									
Assessment Area: Kansas City MO-KS MSA									
Geographic Income Level	Bank Loans By Year								Total Businesses %
	2020				2021				
	#	#%	\$(000)	\$%	#	#%	\$(000)	\$%	
Low	1	5.6	8	1.0	3	16.7	16	2.3	7.3
Moderate	6	33.3	182	22.1	5	27.8	195	27.7	20.2
Middle	3	16.7	336	40.8	6	33.3	379	53.8	36.1
Upper	8	44.4	298	36.2	3	16.7	25	3.5	34.6
Unknown	0	0.0	0	0.0	1	5.6	90	12.8	1.8
Tract-Unk	0	0.0	0	0.0	0	0.0	0	0.0	
Total	18	100.0	823	100.0	18	100.0	705	100.0	100.0

Source: 2021 FFIEC Census Data
2021 Dun & Bradstreet Data
2011-2015 U.S. Census Bureau: American Community Survey

Note: Percentages may not total 100.0 percent due to rounding. No loans in the analysis were originated inside the AA in 2022 or 2023.

Lending to Businesses of Different Sizes

This performance criterion evaluates the bank’s lending to borrowers of different income levels and businesses of different revenue sizes. The bank’s lending has a poor distribution among businesses of different sizes.

Small Business Lending

The borrower distribution of small business lending is poor. As noted in the previous section, there were no small business loans within the sample during 2022 or 2023, and the majority of small business lending that occurred inside the AA consisted of PPP loans in which business revenue was not collected. As noted in Table 9, only 5 of the 36 loans originated in 2020 and 2021 included revenue information.

Table 9

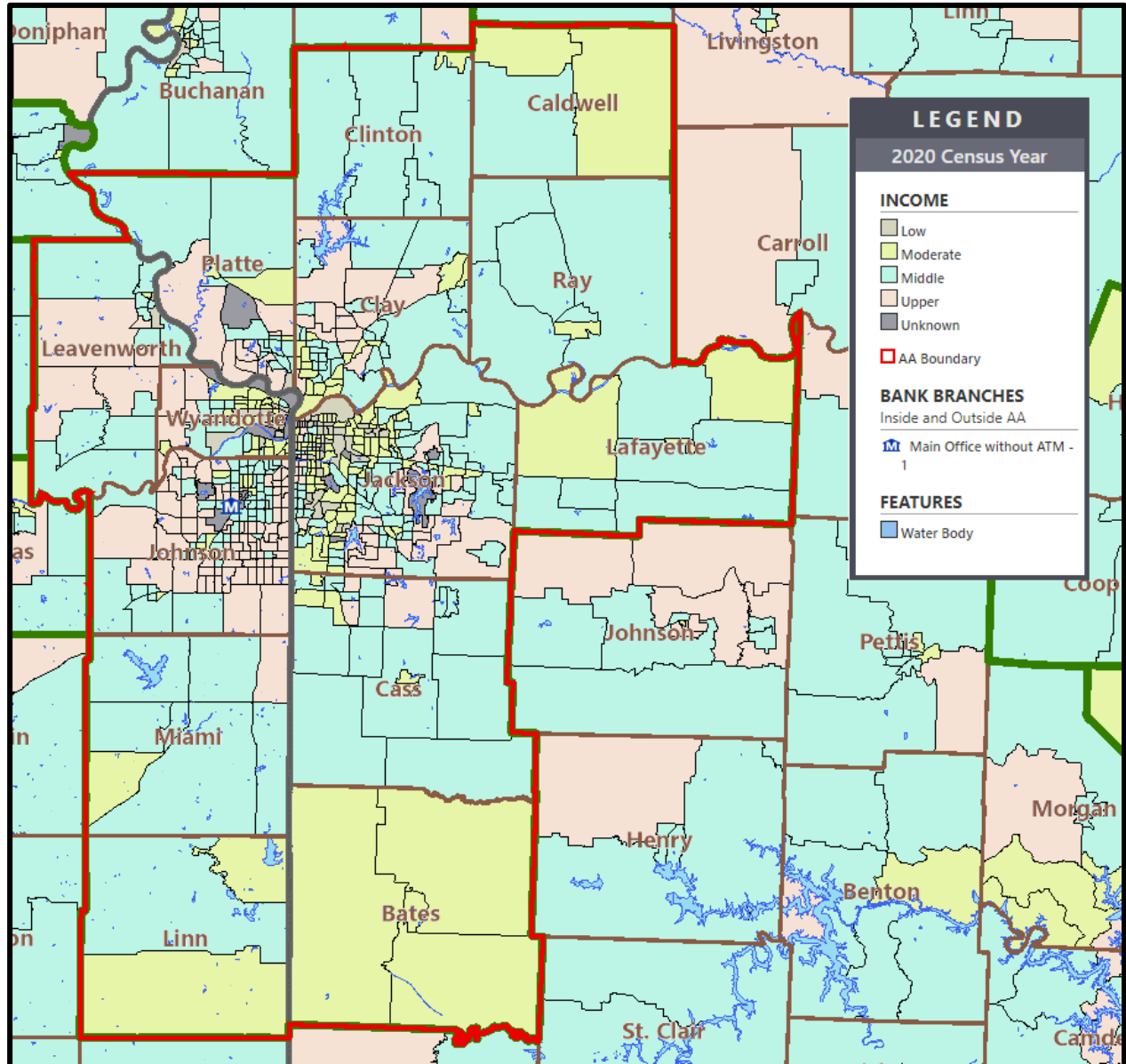
Distribution of 2020 and 2021 Small Business Lending By Revenue Size of Businesses									
Assessment Area: Kansas City MO-KS MSA									
	Bank Loans By Year								Total Businesses %
	2020				2021				
	#	#%	\$(000)	\$%	#	#%	\$(000)	\$%	
By Revenue									
\$1 Million or Less	3	16.7	186	22.6	2	11.1	307	43.5	90.6
Over \$1 Million	0	0.0	0	0.0	0	0.0	0	0.0	8.5
Revenue Unknown	15	83.3	637	77.4	16	88.9	398	56.5	0.9
Total	18	100.0	823	100.0	18	100.0	705	100.0	100.0
By Loan Size									
\$100,000 or Less	16	88.9	413	50.2	17	94.4	405	57.4	
\$100,001 - \$250,000	1	5.6	105	12.8	0	0.0	0	0.0	
\$250,001 - \$1 Million	1	5.6	304	36.9	1	5.6	300	42.6	
Total	18	100.0	823	100.0	18	100.0	705	100.0	
By Loan Size and Revenue \$1 Million or Less									
\$100,000 or Less	2	66.7	81	43.5	1	50.0	7	2.3	
\$100,001 - \$250,000	1	33.3	105	56.5	0	0.0	0	0.0	
\$250,001 - \$1 Million	0	0.0	0	0.0	1	50.0	300	97.7	
Total	3	100.0	186	100.0	2	100.0	307	100.0	
<i>Source: 2021 FFIEC Census Data 2021 Dun & Bradstreet Data 2011-2015 U.S. Census Bureau: American Community Survey</i>									
<i>Note: Percentages may not total 100.0 percent due to rounding. No loans in the analysis were originated inside the AA in 2022 or 2023.</i>									

FAIR LENDING OR OTHER ILLEGAL CREDIT PRACTICES REVIEW

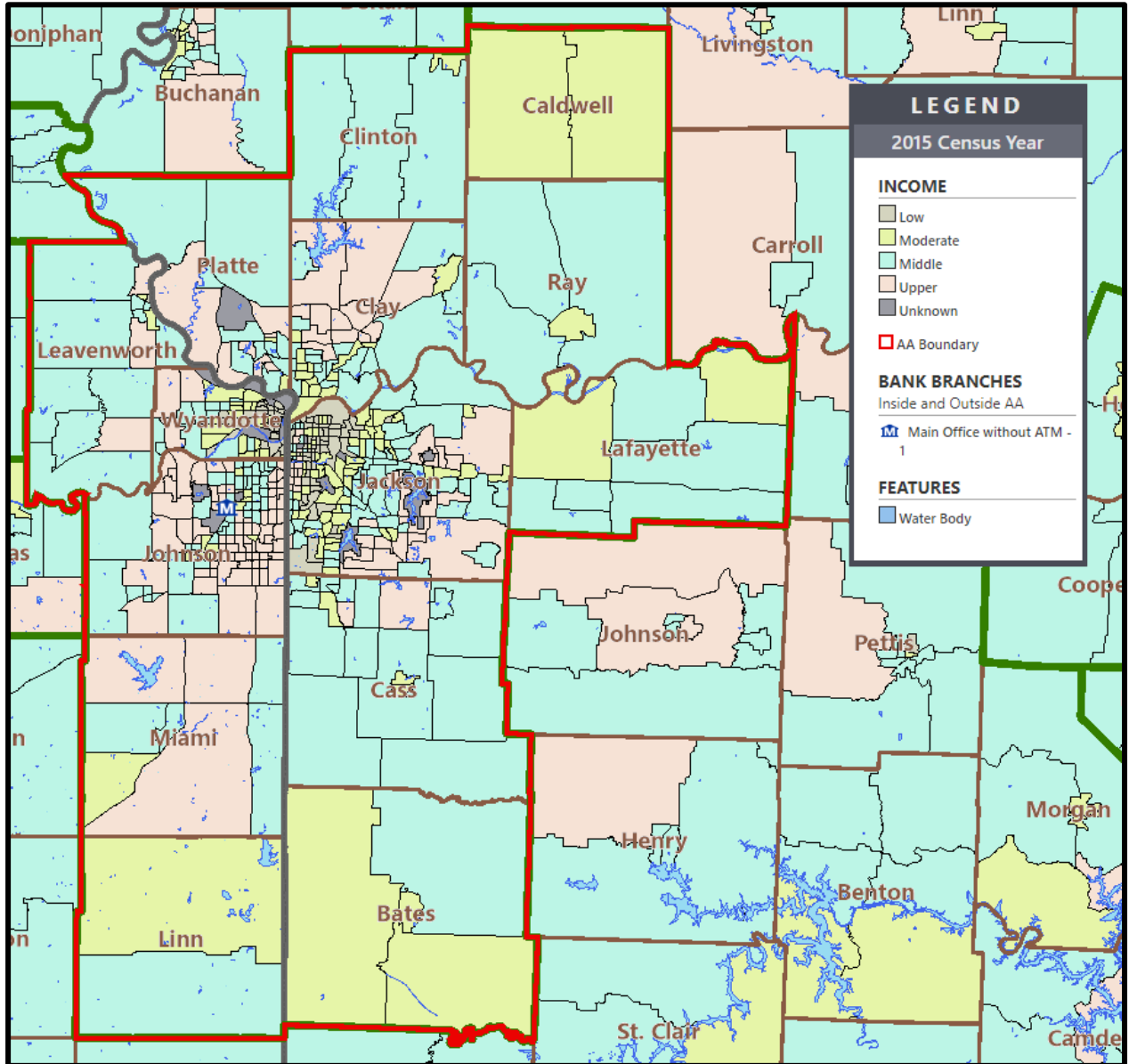
Compliance with the substantive provisions of antidiscrimination and other consumer protection laws and regulations, including the Equal Credit Opportunity Act and the Fair Housing Act, was considered as part of this CRA evaluation. No evidence of a pattern or practice of discrimination on a prohibited basis or of other illegal credit practices inconsistent with helping to meet community credit needs was identified.

APPENDIX A – MAP OF THE ASSESSMENT AREA

Map A-1
2022-2023



Map A-2
2020-2021



APPENDIX B – DEMOGRAPHIC INFORMATION

Table B-1

2023 Kansas City MO-KS MSA AA Demographics								
Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income	
	#	%	#	%	#	%	#	%
Low	58	9.6	32,365	6.0	8,775	27.1	111,065	20.5
Moderate	152	25.0	122,356	22.5	14,997	12.3	95,410	17.6
Middle	220	36.2	221,761	40.8	10,639	4.8	119,106	21.9
Upper	153	25.2	164,171	30.2	2,692	1.6	217,318	40.0
Unknown	24	4.0	2,246	0.4	564	25.1	0	0.0
Total AA	607	100.0	542,899	100.0	37,667	6.9	542,899	100.0
	Housing Units by Tract	Housing Type by Tract						
		Owner-occupied			Rental		Vacant	
		#	% by tract	% by unit	#	% by unit	#	% by unit
Low	70,987	23,318	4.2	32.8	36,527	51.5	11,142	15.7
Moderate	237,795	113,616	20.7	47.8	96,616	40.6	27,563	11.6
Middle	363,848	232,761	42.3	64.0	107,630	29.6	23,457	6.4
Upper	238,328	177,997	32.4	74.7	49,099	20.6	11,232	4.7
Unknown	7,265	2,008	0.4	27.6	3,787	52.1	1,470	20.2
Total AA	918,223	549,700	100.0	59.9	293,659	32.0	74,864	8.2
	Total Businesses by Tract	Businesses by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low	5,505	5.9	4,856	5.7	607	7.9	42	5.1
Moderate	20,296	21.6	18,499	21.6	1,628	21.1	169	20.6
Middle	33,994	36.1	31,620	37.0	2,065	26.8	309	37.6
Upper	31,800	33.8	28,811	33.7	2,719	35.3	270	32.9
Unknown	2,450	2.6	1,730	2.0	689	8.9	31	3.8
Total AA	94,045	100.0	85,516	100.0	7,708	100.0	821	100.0
Percentage of Total Businesses:				90.9		8.2		0.9
	Total Farms by Tract	Farms by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low	17	1.0	16	1.0	1	2.9	0	0.0
Moderate	328	19.1	321	19.2	6	17.6	1	14.3
Middle	961	56.0	939	56.0	18	52.9	4	57.1
Upper	408	23.8	398	23.7	8	23.5	2	28.6
Unknown	3	0.2	2	0.1	1	2.9	0	0.0
Total AA	1,717	100.0	1,676	100.0	34	100.0	7	100.0
Percentage of Total Farms:				97.6		2.0		0.4

Source: 2023 FFIEC Census Data
 2023 Dun & Bradstreet Data
 2016-2020 U.S. Census Bureau: American Community Survey
 Note: Percentages may not total 100.0 percent due to rounding.

Table B-2

2022 Kansas City MO-KS MSA AA Demographics								
Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income	
	#	%	#	%	#	%	#	%
Low	58	9.6	32,365	6.0	8,775	27.1	111,065	20.5
Moderate	152	25.0	122,356	22.5	14,997	12.3	95,410	17.6
Middle	220	36.2	221,761	40.8	10,639	4.8	119,106	21.9
Upper	153	25.2	164,171	30.2	2,692	1.6	217,318	40.0
Unknown	24	4.0	2,246	0.4	564	25.1	0	0.0
Total AA	607	100.0	542,899	100.0	37,667	6.9	542,899	100.0
	Housing Units by Tract	Housing Type by Tract						
		Owner-occupied			Rental		Vacant	
		#	% by tract	% by unit	#	% by unit	#	% by unit
Low	70,987	23,318	4.2	32.8	36,527	51.5	11,142	15.7
Moderate	237,795	113,616	20.7	47.8	96,616	40.6	27,563	11.6
Middle	363,848	232,761	42.3	64.0	107,630	29.6	23,457	6.4
Upper	238,328	177,997	32.4	74.7	49,099	20.6	11,232	4.7
Unknown	7,265	2,008	0.4	27.6	3,787	52.1	1,470	20.2
Total AA	918,223	549,700	100.0	59.9	293,659	32.0	74,864	8.2
	Total Businesses by Tract	Businesses by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low	5,552	5.9	4,878	5.7	631	8.1	43	5.0
Moderate	20,248	21.4	18,416	21.5	1,652	21.2	180	20.9
Middle	34,101	36.1	31,686	36.9	2,096	26.9	319	37.1
Upper	32,087	34.0	29,073	33.9	2,726	34.9	288	33.5
Unknown	2,498	2.6	1,772	2.1	696	8.9	30	3.5
Total AA	94,486	100.0	85,825	100.0	7,801	100.0	860	100.0
Percentage of Total Businesses:				90.8		8.3		0.9
	Total Farms by Tract	Farms by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low	15	0.9	14	0.8	1	2.9	0	0.0
Moderate	325	19.1	318	19.2	6	17.1	1	14.3
Middle	950	55.8	929	56.0	17	48.6	4	57.1
Upper	408	24.0	396	23.9	10	28.6	2	28.6
Unknown	3	0.2	2	0.1	1	2.9	0	0.0
Total AA	1,701	100.0	1,659	100.0	35	100.0	7	100.0
Percentage of Total Farms:				97.5		2.1		0.4
Source: 2022 FFIEC Census Data 2022 Dun & Bradstreet Data 2016-2020 U.S. Census Bureau: American Community Survey Note: Percentages may not total 100.0 percent due to rounding.								

Table B-3

2021 Kansas City MO-KS MSA AA Demographics								
Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income	
	#	%	#	%	#	%	#	%
Low	79	14.9	39,180	7.5	13,683	34.9	111,001	21.3
Moderate	120	22.6	106,172	20.4	16,287	15.3	91,302	17.5
Middle	176	33.2	205,653	39.5	13,179	6.4	107,043	20.6
Upper	136	25.7	168,604	32.4	3,645	2.2	211,251	40.6
Unknown	19	3.6	988	0.2	451	45.6	0	0.0
Total AA	530	100.0	520,597	100.0	47,245	9.1	520,597	100.0
	Housing Units by Tract	Housing Type by Tract						
		Owner-occupied			Rental		Vacant	
		#	% by tract	% by unit	#	% by unit	#	% by unit
Low	92,203	28,833	5.5	31.3	43,560	47.2	19,810	21.5
Moderate	204,794	96,833	18.4	47.3	83,537	40.8	24,424	11.9
Middle	340,873	214,636	40.9	63.0	101,350	29.7	24,887	7.3
Upper	238,821	184,102	35.0	77.1	44,577	18.7	10,142	4.2
Unknown	4,019	863	0.2	21.5	1,780	44.3	1,376	34.2
Total AA	880,710	525,267	100.0	59.6	274,804	31.2	80,639	9.2
	Total Businesses by Tract	Businesses by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low	6,773	7.3	5,928	7.0	801	10.1	44	5.3
Moderate	18,866	20.2	17,078	20.2	1,622	20.5	166	19.9
Middle	33,715	36.1	30,831	36.4	2,554	32.3	330	39.6
Upper	32,277	34.6	29,625	35.0	2,372	30.0	280	33.6
Unknown	1,692	1.8	1,126	1.3	553	7.0	13	1.6
Total AA	93,323	100.0	84,588	100.0	7,902	100.0	833	100.0
Percentage of Total Businesses:				90.6		8.5		0.9
	Total Farms by Tract	Farms by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low	21	1.2	19	1.1	2	5.7	0	0.0
Moderate	295	17.1	290	17.3	3	8.6	2	25.0
Middle	944	54.8	924	55.0	17	48.6	3	37.5
Upper	460	26.7	445	26.5	12	34.3	3	37.5
Unknown	2	0.1	1	0.1	1	2.9	0	0.0
Total AA	1,722	100.0	1,679	100.0	35	100.0	8	100.0
Percentage of Total Farms:				97.5		2.0		0.5
Source: 2021 FFIEC Census Data 2021 Dun & Bradstreet Data 2011-2015 U.S. Census Bureau: American Community Survey Note: Percentages may not total 100.0 percent due to rounding.								

Table B-4

2020 Kansas City MO-KS MSA AA Demographics								
Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income	
	#	%	#	%	#	%	#	%
Low	79	14.9	39,180	7.5	13,683	34.9	111,001	21.3
Moderate	120	22.6	106,172	20.4	16,287	15.3	91,302	17.5
Middle	176	33.2	205,653	39.5	13,179	6.4	107,043	20.6
Upper	136	25.7	168,604	32.4	3,645	2.2	211,251	40.6
Unknown	19	3.6	988	0.2	451	45.6	0	0.0
Total AA	530	100.0	520,597	100.0	47,245	9.1	520,597	100.0
	Housing Units by Tract	Housing Type by Tract						
		Owner-occupied			Rental		Vacant	
		#	% by tract	% by unit	#	% by unit	#	% by unit
Low	92,203	28,833	5.5	31.3	43,560	47.2	19,810	21.5
Moderate	204,794	96,833	18.4	47.3	83,537	40.8	24,424	11.9
Middle	340,873	214,636	40.9	63.0	101,350	29.7	24,887	7.3
Upper	238,821	184,102	35.0	77.1	44,577	18.7	10,142	4.2
Unknown	4,019	863	0.2	21.5	1,780	44.3	1,376	34.2
Total AA	880,710	525,267	100.0	59.6	274,804	31.2	80,639	9.2
	Total Businesses by Tract	Businesses by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low	6,675	7.0	5,793	6.7	838	10.1	44	5.5
Moderate	19,001	20.0	17,162	19.9	1,679	20.3	160	20.0
Middle	34,451	36.2	31,424	36.5	2,719	32.9	308	38.4
Upper	33,267	35.0	30,543	35.5	2,448	29.6	276	34.4
Unknown	1,724	1.8	1,119	1.3	591	7.1	14	1.7
Total AA	95,118	100.0	86,041	100.0	8,275	100.0	802	100.0
Percentage of Total Businesses:				90.5		8.7		0.8
	Total Farms by Tract	Farms by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low	19	1.1	18	1.1	1	2.8	0	0.0
Moderate	297	16.9	290	16.9	4	11.1	3	37.5
Middle	964	54.9	943	55.1	18	50.0	3	37.5
Upper	474	27.0	460	26.9	12	33.3	2	25.0
Unknown	2	0.1	1	0.1	1	2.8	0	0.0
Total AA	1,756	100.0	1,712	100.0	36	100.0	8	100.0
Percentage of Total Farms:				97.5		2.1		0.5
Source: 2020 FFIEC Census Data 2020 Dun & Bradstreet Data 2011-2015 U.S. Census Bureau: American Community Survey Note: Percentages may not total 100.0 percent due to rounding.								

APPENDIX C – GLOSSARY

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 metropolitan area/assessment area.

Census tract: 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 statistical areas. Census tracts usually have between 2,500 and 8,000 persons, and their physical size varies widely depending upon population density. Census tracts are designed to be homogeneous with respect to population characteristics, economic status, and living conditions to allow for statistical comparisons.

Community development: Affordable housing (including multifamily rental housing) for low- or moderate-income individuals; community services targeted to low- or moderate-income individuals; activities that promote economic development by financing businesses or farms that meet the size eligibility standards of the Small Business Administration's Development Company or Small Business Investment Company programs (13 CFR 121.301) or have gross annual revenues of \$1 million or less; or, activities that revitalize or stabilize low- or moderate-income geographies, designated disaster areas; or designated distressed or underserved nonmetropolitan middle-income geographies.

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 nonrelatives 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 is analyzed considering performance context, quantitative factors (for example, geographic distribution, borrower distribution, and total number and dollar amount of investments), and qualitative factors (for example, innovativeness, complexity, and responsiveness).

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

Home Mortgage Disclosure Act (HMDA): The statute that requires certain mortgage lenders that do business or have banking offices in a metropolitan statistical area to file annual summary reports of their mortgage lending activity. The reports include such data as the race, gender, and the income of applications, the amount of loan requested, and the disposition of the application (for example, approved, denied, and withdrawn).

Home mortgage loans: Includes home purchase and home improvement loans as defined in the HMDA regulation. This definition also includes multifamily (five or more families) dwelling loans, loans for the purchase of manufactured homes and refinancings of home improvement and home purchase loans.

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 is analyzed using only quantitative factors (for example, 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 metropolitan area/assessment area.

Metropolitan area (MA): A metropolitan statistical area (MSA) or a metropolitan division (MD) as defined by the Office of Management and Budget. A MSA is a core area containing at least one urbanized area of 50,000 or more inhabitants, together with adjacent communities having a high degree of economic and social integration with that core. A MD is a division of a MSA based on specific criteria including commuting patterns. Only a MSA that has a population of at least 2.5 million may be divided into MDs.

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.

Nonmetropolitan area (NonMSA): Any area that is not located within an MSA.

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 multistate 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 multistate metropolitan area, the institution will receive a rating for the multistate metropolitan area. For these institutions, no state ratings will be received unless the bank also maintains deposit facilities outside of the multistate metropolitan area. CRA activity is captured in either a state rating or a multistate metropolitan area rating, but not both.

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. However, thrift institutions may also exercise the option to report loans secured by nonfarm residential real estate as 'small business loans' if the loans are reported on the TFR as nonmortgage, commercial loans.

Small loan(s) to farm(s): A loan included in 'loans to small farms' as defined in the Consolidated Reports of Condition and Income (Call Report) instructions. 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.

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