

## **PUBLIC DISCLOSURE**

**July 16, 2018**

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

**Great Southern Bank  
218 22<sup>nd</sup> Avenue South  
Meridian, Mississippi 39302**

**RSSD ID NUMBER: 101738**

**FEDERAL RESERVE BANK OF ATLANTA  
1000 Peachtree Street, N.E.  
Atlanta, Georgia 30309-4470**

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, nor should it be construed as, an assessment of the financial condition of this institution. The rating assigned to the 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

	PAGE
INSTITUTION'S CRA RATING	
Institution's Community Reinvestment Act (CRA) Rating.....	1
Summary of Major Factors Supporting Rating.....	1
INSTITUTION	
Scope of Examination .....	2
Description of Institution .....	2
Conclusions with Respect to Performance Tests .....	5
RESPONSIVENESS TO SUBSTANTIATED COMPLAINTS .....	6
FAIR LENDING OR OTHER ILLEGAL CREDIT PRACTICES REVIEW .....	6
NONMETROPOLITAN AREA – SOUTHEAST MISSISSIPPI – FULL-SCOPE REVIEW	
Description of Institution's Operations.....	7
Conclusions with Respect to Performance Tests .....	13
METROPOLITAN AREA – HATTIESBURG – LIMITED-SCOPE REVIEW	
Description of Institution's Operations.....	22
Conclusions with Respect to Performance Tests .....	22
APPENDICES	
Appendix A – Scope of Examination .....	23
Appendix B – Definitions and General Information.....	24
Appendix C – Glossary .....	25
Appendix D – Combined Demographic Reports and Lending Tables – Limited Review Area.....	28

## **INSTITUTION'S CRA RATING**

**INSTITUTION'S CRA RATING: This institution is rated Satisfactory.**

Major factors supporting the institution's rating include the following:

- The bank's loan-to-deposit (LTD) ratio was reasonable.
- The geographic distribution of HMDA-reportable loans and small business loans reflects reasonable dispersion throughout the assessment areas.
- The distribution of loans reflects reasonable penetration among individuals of different income levels and businesses of different sizes.
- A majority of loans were made in the assessment areas.
- The bank did not receive any consumer complaints regarding CRA performance during the evaluation period.

## **INSTITUTION**

### **SCOPE OF EXAMINATION**

The CRA performance evaluation assesses the bank's record of meeting the credit needs of its community, including low- and moderate-income neighborhoods, within the context of information such as asset size and financial condition of the institution, competitive factors, and the economic and demographic characteristics of its defined assessment area. This CRA performance review was based on the bank's lending performance in its assessment areas using the Interagency Small Institution Examination Procedures. The rating was assessed using the following core criteria developed for evaluating CRA lending performance for small banks:

- Net LTD ratio
- Lending inside the assessment area
- Lending to borrowers of different incomes and businesses of different sizes
- Geographic distribution of loans
- The bank's responsiveness to complaints it has received regarding its CRA activities, if applicable

Great Southern Bank has two assessment areas for CRA purposes: the Southeast Mississippi assessment area and the Hattiesburg assessment area. A full-scope review was conducted on the Southeast Mississippi assessment area, while the Hattiesburg assessment area was reviewed using limited-scope procedures. When determining the overall rating, greater weight was placed on the bank's performance in the Southeast Mississippi assessment area, where the bank has the largest concentration of deposits and loans.

The evaluation included an analysis of HMDA-reportable and small business loans originated from January 1, 2014, through December 31, 2017. Given the bank's asset size and offices located in a metropolitan statistical area (MSA), it submits annual reports about its residential real estate loan originations and applications, pursuant to the Home Mortgage Disclosure Act (HMDA). These loans are referred to as "HMDA" loans in this evaluation. A small business loan is defined as a business loan with an original amount of \$1 million or less and typically is either secured by nonfarm or nonresidential real estate or classified as a commercial loan. Great Southern Bank reported a slightly greater volume of HMDA loans than small business loans in both number and dollar amount; therefore, HMDA lending was given more weight than small business lending in evaluating the bank's lending performance.

As part of this evaluation, examiners obtained information from one community contact that is familiar with the economic and demographic characteristics as well as community development opportunities in the bank's assessment areas. Information obtained from this contact was used to establish a context for the communities in which the bank operates and to gather information on the bank's performance. Specific information obtained from the community contact is included in the applicable section of the evaluation for the full-scope assessment area. The contact did not identify any unmet credit needs.

### **DESCRIPTION OF INSTITUTION**

Great Southern Bank is a community bank that is a wholly owned subsidiary of Great Southern Capital Corporation (GSCC), headquartered in Meridian, Mississippi. GSCC commenced operations in April 1978. The bank has been in operation for over 115 years, and its primary trade area has been rural counties in southeast Mississippi. The bank has also expanded into the Hattiesburg MSA with offices in Forrest and Lamar counties. The Hattiesburg MSA is a highly competitive banking environment and represents a very different market from the bank's traditional service areas.

The bank had total assets of \$286.9 million as of June 30, 2018. The bank promotes its various personal and commercial banking products and services on its website at [www.gsnb.com](http://www.gsnb.com). Some of the featured products include personal deposit and loan products; online banking; commercial deposit and loan products; cash management services; remote deposit services; and trust and financial management services.

### Branch Offices

Great Southern Bank operates 12 branches within its footprint, with 10 full-service ATMs. In addition to the main office, Great Southern Bank has four full-service branch locations in Meridian, Mississippi. The bank also has a full-service branch located in each of the following cities in Mississippi: Decatur, Enterprise, Quitman, and Waynesboro, as well as three branches in Hattiesburg, Mississippi.

Since the previous CRA examination dated June 18, 2014, the bank closed one branch in Pachuta, Mississippi. The bank has not opened any banking offices since the previous examination.

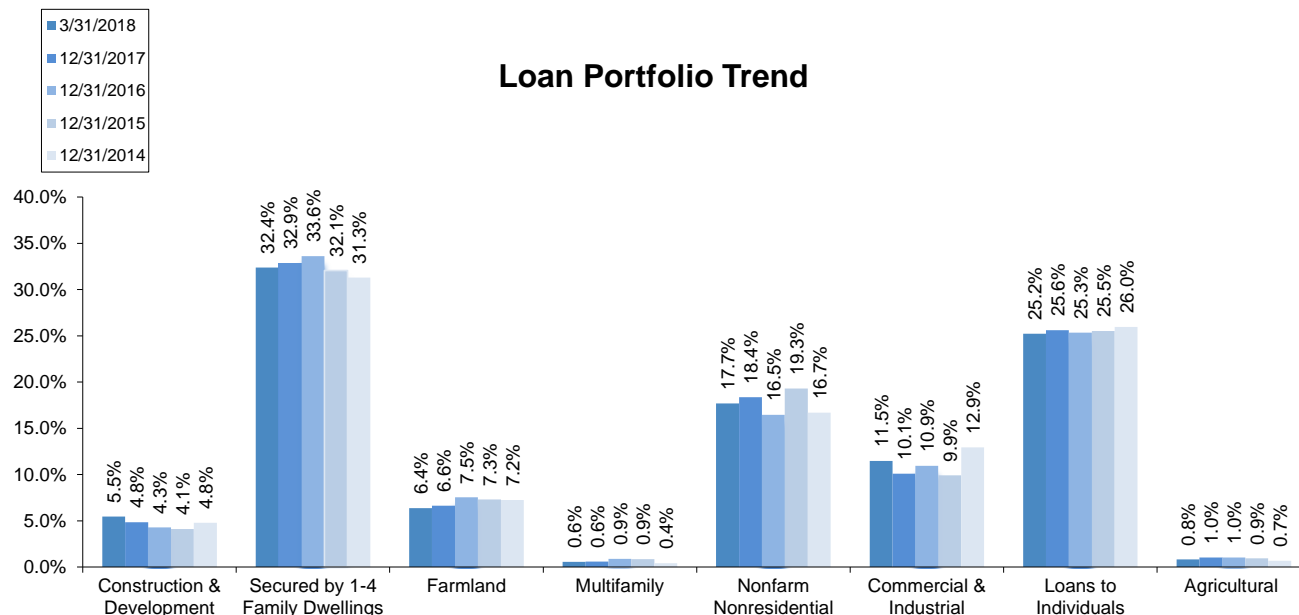
### Loan Portfolio

The following table and charts show the composition of the loan portfolio according to the Consolidated Reports of Condition and Income (Call Report).

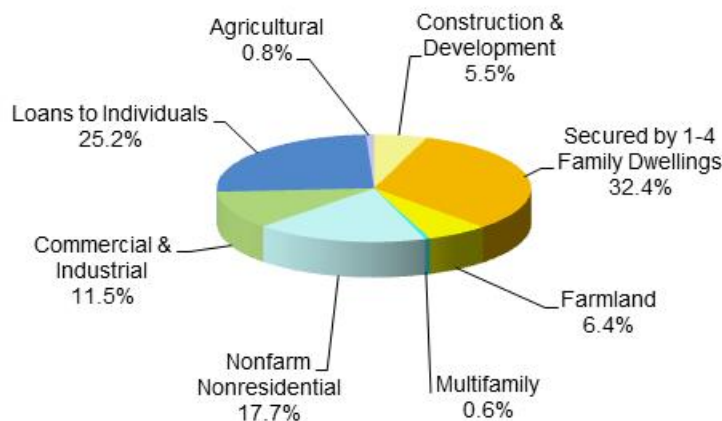
COMPOSITION OF LOAN PORTFOLIO										
Loan Type	3/31/2018		12/31/2017		12/31/2016		12/31/2015		12/31/2014	
	\$ (000s)	Percent	\$ (000s)	Percent	\$ (000s)	Percent	\$ (000s)	Percent	\$ (000s)	Percent
Construction and Development	6,177	5.5%	5,270	4.8%	4,308	4.3%	4,386	4.1%	5,399	4.8%
Secured by One- to Four- Family Dwellings	36,655	32.4%	35,742	32.9%	33,963	33.6%	34,137	32.1%	35,398	31.3%
Other Real Estate: Farmland	7,208	6.4%	7,219	6.6%	7,602	7.5%	7,780	7.3%	8,175	7.2%
Multifamily	636	0.6%	647	0.6%	877	0.9%	912	0.9%	465	0.4%
Nonfarm nonresidential	20,015	17.7%	19,965	18.4%	16,633	16.5%	20,548	19.3%	18,859	16.7%
Commercial and Industrial	12,998	11.5%	10,994	10.1%	11,049	10.9%	10,556	9.9%	14,622	12.9%
Loans to Individuals	28,564	25.2%	27,854	25.6%	25,606	25.3%	27,168	25.5%	29,354	26.0%
Agricultural Loans	945	0.8%	1,109	1.0%	1,034	1.0%	991	0.9%	777	0.7%
<b>Total</b>	<b>\$113,198</b>	<b>100.00%</b>	<b>\$108,800</b>	<b>100.00%</b>	<b>\$101,072</b>	<b>100.00%</b>	<b>106,478</b>	<b>100.00%</b>	<b>\$113,049</b>	<b>100.00%</b>

\* This table does not include the entire loan portfolio. Specifically, it excludes loans to depository institutions, bankers acceptances, lease financing receivables, obligations of state and political subdivisions, and other loans that do not meet any other category. Contra assets are also not included in this table.

As illustrated by the table above, the bank is primarily focused on real estate lending, and loans secured by one-to four-family dwellings make up the largest percentage of the loan portfolio, followed by loans to individuals. The composition of the bank's portfolio did not vary significantly during the review period. Total loans increased by 7.6 percent from year-end 2016 to year-end 2017, while remaining relatively flat overall from 2014 through first quarter 2018. The charts below further illustrate that real estate loans, particularly loans secured by one- to four-family dwellings, are the primary types of loans originated by the bank.



**Loan Portfolio  
as of  
3/31/2018**



### Credit Products

Great Southern Bank is a community bank that offers a wide variety of credit products to meet the credit needs of its communities, including loans secured by one- to four- family dwellings, commercial loans secured by real estate, and other commercial loans. The bank has not introduced any new loan products since the previous evaluation.

### Assessment Areas

The bank's two assessment areas are described below.

- Southeast Mississippi: Clarke, Lauderdale, Newton, and Wayne counties. From 2014 through 2016, the assessment area included two census tracts in Jasper County. As of 2017, the assessment area no longer includes any part of Jasper County.
- Hattiesburg: Forrest County and four tracts in Lamar County.

### CRA Compliance

Great Southern Bank complies with the requirements of the CRA. No known legal impediments exist that would restrict the bank from meeting the credit needs of its assessment areas. The bank received a "Satisfactory" CRA rating at its previous evaluation conducted by the Office of the Comptroller of the Currency (OCC) dated June 18, 2014, under the Small Institution Examination Procedures.

## **CONCLUSIONS WITH RESPECT TO PERFORMANCE CRITERIA**

### Overview

The bank's lending test performance is rated satisfactory. Performance context factors such as economic conditions, competition, and demographics were considered when evaluating the bank's lending performance. The bank's loan-to-deposit ratio is reasonable. Based on an analysis of HMDA-reportable loans and small business loans originated from January 1, 2014, through December 31, 2017, the geographic distribution of loans reflects reasonable penetration throughout the assessment areas. The distribution of loans reflects reasonable penetration among individuals of different income levels and businesses of different revenue sizes.

### Loan-to-Deposit (LTD) Ratio

The bank's net LTD ratio is reasonable given the bank's asset size, financial condition, and assessment area credit needs. The bank's average LTD ratio for the 16 quarters ending December 31, 2017, was 40.5 percent. The bank's average LTD ratio was compared with those of various sized banks operating in central to south Mississippi, which ranged from 43.1 percent to 89.3 percent. A number of performance context factors were considered to properly evaluate the bank's LTD ratio. While the percentage is lower than peers, the bank's LTD is reasonable, given that loan demand in the assessment areas remains low according to bank management. The assessment area is not a highly populated area, and there is healthy competition with larger regional institutions.

### Assessment Area Concentration

The bank originated a majority of the total loans analyzed to borrowers and businesses residing in or located within the bank's assessment areas. The table below shows, by product type, the number and percentage of loans reviewed that were located inside and outside the bank's assessment areas.

**Lending Inside and Outside the Assessment Area**

Loan Types	Inside				Outside			
	#	%	\$(000s)	%	#	%	\$(000s)	%
Home Improvement	50	90.9	\$2,727	88.7	5	9.1	\$348	11.3
Home Purchase - Conventional	106	73.1	\$11,217	68.4	39	26.9	\$5,176	31.6
Multi-Family Housing	0	0.0	\$0	0.0	1	100	\$483	100
Refinancing	129	89.0	\$9,989	85.3	16	11.0	\$1,725	14.7
<b>Total HMDA</b>	<b>285</b>	<b>82.4</b>	<b>\$23,933</b>	<b>75.6</b>	<b>61</b>	<b>17.6</b>	<b>\$7,732</b>	<b>24.4</b>
<b>Total Small Business</b>	<b>242</b>	<b>89.0</b>	<b>\$23,870</b>	<b>89.2</b>	<b>30</b>	<b>11.0</b>	<b>\$2,895</b>	<b>10.8</b>
<b>TOTAL LOANS</b>	<b>527</b>	<b>85.3</b>	<b>\$47,803</b>	<b>81.8</b>	<b>91</b>	<b>14.7</b>	<b>\$10,627</b>	<b>18.2</b>

Note: Affiliate loans not included

As illustrated above, 82.4 percent of the HMDA-reportable loans, 89.0 percent of small business loans, and 85.3 percent of total loans were to borrowers and businesses in the bank's assessment areas. These percentages indicate the bank's willingness to originate loans that meet the credit needs of its assessment areas.

**Distribution of Lending by Geography, Borrower Income, and Business Size**

The geographic distribution of HMDA and small business loans reflects reasonable penetration throughout the assessment areas, given the opportunity, economic climate, and competition in these markets. The distribution of lending to borrowers, given the product lines offered, also reflects reasonable penetration among customers of different income levels and businesses of different sizes. The analyses of HMDA and small business lending within each assessment area are discussed in detail later in this report.

**Responsiveness to the Credit Needs of Low- and Moderate-Income Individuals and to Small Businesses**

Considering the geographic distribution of loans and the distribution of loans by borrower income and business revenue, the bank exhibits a reasonable record of serving the credit needs of low- and moderate-income individuals, geographies, and small businesses.

**RESPONSIVENESS TO SUBSTANTIATED COMPLAINTS**

The bank has not received any CRA-related complaints since the previous evaluation.

**FAIR LENDING OR OTHER ILLEGAL CREDIT PRACTICES REVIEW**

No evidence of prohibited discrimination or the use of other illegal credit practices was noted during the examination. The bank is in compliance with the substantive provisions of antidiscrimination laws and regulations.



## NONMETROPOLITAN AREA FULL-SCOPE REVIEW

### DESCRIPTION OF INSTITUTION'S OPERATIONS IN THE SOUTHEAST MISSISSIPPI ASSESSMENT AREA

#### Overview

As of 2017, the Southeast Mississippi assessment area consists of Clarke, Lauderdale, Newton, and Wayne counties, which are not part of an MSA. Before 2017, the assessment area included two census tracts in Jasper County. Great Southern Bank operates nine banking offices in the assessment area: five in Lauderdale County (including the main office); two in Clarke County; one in Newton County; and one in Wayne County. In April 2016, the bank closed a branch in Clarke County in a census tract that was classified as middle-income at the time. As of June 30, 2017, 89.9 percent of the bank's deposits were in this assessment area.

#### Population Information

The 2017 population of the assessment area was estimated to be 133,614. Lauderdale County is the most populous county in the assessment area, with approximately 57.0 percent of the population. Newton County contains 15.9 percent of the assessment area's population, Wayne County contains 15.3 percent, and Clarke County contains 11.8 percent. The principal city in the assessment area is Meridian, the county seat of Lauderdale County and the location of the bank's main office. Outside of Meridian, the assessment area is primarily rural. All four counties in the assessment area experienced a decrease in population between 2010 and 2017.<sup>1</sup>

#### Income Characteristics

For purposes of classifying borrower income, this evaluation uses the FFIEC estimated median family income for the relevant area. The following table sets forth the estimated median family income for 2014 through 2017 for the nonmetropolitan areas in Mississippi and also provides a breakdown of the range of estimated annual family income for each income category (low, moderate, middle, and upper). The FFIEC estimated median family income for the nonmetropolitan areas in Mississippi increased by \$1,800 from 2014 to 2017. After rising from 2014 to 2015, the median family income in the nonmetropolitan areas dropped in 2016, but rose again to \$45,600 in 2017.

#### Borrower Income Levels Mississippi State Non-Metropolitan Area

FFIEC Estimated Median Family Income		Low 0 - 49.99%		Moderate 50% - 79.99%		Middle 80% - 119.99%		Upper 120% - & above	
<b>2014</b>	<b>\$43,800</b>	0	- \$21,899	\$21,900	- \$35,039	\$35,040	- \$52,559	\$52,560	- & above
<b>2015</b>	<b>\$44,800</b>	0	- \$22,399	\$22,400	- \$35,839	\$35,840	- \$53,759	\$53,760	- & above
<b>2016</b>	<b>\$42,900</b>	0	- \$21,449	\$21,450	- \$34,319	\$34,320	- \$51,479	\$51,480	- & above
<b>2017</b>	<b>\$45,600</b>	0	- \$22,799	\$22,800	- \$36,479	\$36,480	- \$54,719	\$54,720	- & above

<sup>1</sup> "QuickFacts: Clarke, Lauderdale, Newton, and Wayne counties, Mississippi." U.S. Census Bureau. Web. 17 July 2018.  
<<https://www.census.gov/quickfacts>>.

According to 2017 census data, 35,334 families lived in the assessment area. Of those families, 22.0 percent were low-income; 16.4 percent were moderate-income; 16.5 percent were middle-income; and 45.1 percent were upper-income. Of the total families, 18.8 percent had incomes below the poverty level. Additionally, 65.0 percent of families in low-income tracts and 36.4 percent of families in moderate-income tracts had incomes below the poverty level. The high poverty rates in low- and moderate-income tracts make lending in these tracts more challenging.

Three of the four counties in the assessment area (Clarke, Lauderdale, and Wayne) were considered persistent poverty counties by the CDFI Fund in 2017, meaning that each county has had 20.0 percent or more of its population living in poverty over the past 30 years as measured by the U.S. Census Bureau.<sup>2</sup>

#### Assessment Area Demographics

The following tables provide demographic characteristics of the assessment area used to analyze the bank's CRA performance. The first table is based on 2016 FFIEC census data<sup>3</sup> along with 2016 Dun & Bradstreet (D&B) information and is used for the analysis of 2014-2016 CRA performance. The second table is based on 2017 FFIEC census data<sup>4</sup> and 2017 D&B information and is used for analysis of 2017 CRA performance. The release of the 2017 FFIEC census data resulted in the reclassification of the income level of some census tracts. Furthermore, the bank removed two tracts from the assessment area in 2017; the two tracts were the only tracts in Jasper County that had been included in the assessment area. As a result of these changes, from 2016 to 2017, the total number of census tracts in the assessment area decreased from 34 to 32. The number of low-income tracts increased from two to three and the number of moderate-income tracts increased from five to seven.

---

<sup>2</sup> "Clarke, Lauderdale, Newton, and Wayne counties, Mississippi (CDFI Fund)." *GIS Mapping and Geographic Information System Data*. The Reinvestment Fund, n.d. Web. 17 July 2018. <<https://www.policymap.com/>>.

<sup>3</sup> The 2016 FFIEC census data is derived from the 2010 census data and the 2006-2010 American Community Survey (ACS) five-year estimates.

<sup>4</sup> The 2017 FFIEC census data is derived from the 2011-2015 ACS five-year estimates.

## Combined Demographics Report

Assessment Area: SE MS

Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income	
	#	%	#	%	#	%	#	%
Low-income	2	5.9	2,322	5.8	1,178	50.7	9,432	23.5
Moderate-income	5	14.7	4,739	11.8	1,476	31.1	6,912	17.2
Middle-income	16	47.1	19,007	47.3	3,274	17.2	6,437	16.0
Upper-income	11	32.4	14,097	35.1	1,351	9.6	17,384	43.3
Unknown-income	0	0.0	0	0.0	0	0.0	0	0.0
Total Assessment Area	34	100.0	40,165	100.0	7,279	18.1	40,165	100.0
	Housing Units by Tract	Housing Types by Tract						
		Owner-Occupied			Rental		Vacant	
		#	%	%	#	%	#	%
Low-income	4,322	1,424	3.4	32.9	2,147	49.7	751	17.4
Moderate-income	8,186	4,634	11.0	56.6	2,615	31.9	937	11.4
Middle-income	32,604	21,133	50.3	64.8	6,775	20.8	4,696	14.4
Upper-income	20,970	14,804	35.3	70.6	3,949	18.8	2,217	10.6
Unknown-income	0	0	0.0	0.0	0	0.0	0	0.0
Total Assessment Area	66,082	41,995	100.0	63.5	15,486	23.4	8,601	13.0
	Total Businesses by Tract	Businesses by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
	#	%	#	%	#	%	#	%
Low-income	324	7.1	286	7.0	37	9.5	1	1.0
Moderate-income	617	13.5	517	12.7	89	22.8	11	11.5
Middle-income	2,353	51.6	2,105	51.7	193	49.4	55	57.3
Upper-income	1,264	27.7	1,163	28.6	72	18.4	29	30.2
Unknown-income	0	0.0	0	0.0	0	0.0	0	0.0
Total Assessment Area	4,558	100.0	4,071	100.0	391	100.0	96	100.0
	Percentage of Total Businesses:			89.3		8.6		2.1
	Total Farms by Tract	Farms by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
	#	%	#	%	#	%	#	%
Low-income	1	0.5	1	0.6	0	0.0	0	0.0
Moderate-income	21	11.1	21	11.6	0	0.0	0	0.0
Middle-income	100	52.6	96	53.0	4	44.4	0	0.0
Upper-income	68	35.8	63	34.8	5	55.6	0	0.0
Unknown-income	0	0.0	0	0.0	0	0.0	0	0.0
Total Assessment Area	190	100.0	181	100.0	9	100.0	0	.0
	Percentage of Total Farms:			95.3		4.7		.0

2016 FFIEC Census Data and 2016 D&B Information

## Combined Demographics Report

## Assessment Area: SE MS

Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income		
	#	%	#	%	#	%	#	%	
Low-income	3	9.4	1,764	5.0	1,146	65.0	7,761	22.0	
Moderate-income	7	21.9	4,916	13.9	1,790	36.4	5,805	16.4	
Middle-income	11	34.4	13,826	39.1	2,270	16.4	5,827	16.5	
Upper-income	11	34.4	14,828	42.0	1,434	9.7	15,941	45.1	
Unknown-income	0	0.0	0	0.0	0	0.0	0	0.0	
Total Assessment Area	32	100.0	35,334	100.0	6,640	18.8	35,334	100.0	
	Housing Units by Tract	Housing Types by Tract							
		Owner-Occupied			Rental		Vacant		
		#	%	%	#	%	#	%	
Low-income	3,614	1,087	2.9	30.1	1,789	49.5	738	20.4	
Moderate-income	9,851	4,411	11.8	44.8	3,642	37.0	1,798	18.3	
Middle-income	22,597	15,126	40.5	66.9	4,130	18.3	3,341	14.8	
Upper-income	25,291	16,750	44.8	66.2	4,893	19.3	3,648	14.4	
Unknown-income	0	0	0.0	0.0	0	0.0	0	0.0	
Total Assessment Area	61,353	37,374	100.0	60.9	14,454	23.6	9,525	15.5	
	Total Businesses by Tract		Businesses by Tract & Revenue Size						
			Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
	#	%	#	%	#	%	#	%	
Low-income	242	6.6	196	6.1	45	12.1	1	1.2	
Moderate-income	1,036	28.1	848	26.3	167	44.9	21	24.7	
Middle-income	1,217	33.0	1,076	33.3	103	27.7	38	44.7	
Upper-income	1,192	32.3	1,110	34.4	57	15.3	25	29.4	
Unknown-income	0	0.0	0	0.0	0	0.0	0	0.0	
Total Assessment Area	3,687	100.0	3,230	100.0	372	100.0	85	100.0	
		Percentage of Total Businesses:			87.6			10.1	2.3
	Total Farms by Tract		Farms by Tract & Revenue Size						
			Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
	#	%	#	%	#	%	#	%	
Low-income	2	1.3	2	1.4	0	0.0	0	0.0	
Moderate-income	16	10.3	15	10.2	1	12.5	0	0.0	
Middle-income	72	46.5	69	46.9	3	37.5	0	0.0	
Upper-income	65	41.9	61	41.5	4	50.0	0	0.0	
Unknown-income	0	0.0	0	0.0	0	0.0	0	0.0	
Total Assessment Area	155	100.0	147	100.0	8	100.0	0	.0	
		Percentage of Total Farms:			94.8			5.2	.0

2017 FFIEC Census Data and 2017 D&amp;B Information

According to 2017 FFIEC census data, the assessment area contains 32 census tracts, of which 3 (9.4 percent) are low-income; 7 (21.9 percent) are moderate-income; 11 (34.4 percent) are middle-income; and 11 (34.4 percent) are upper-income. All 11 middle-income tracts are considered distressed due to poverty.

Housing Characteristics

According to the 2017 FFIEC census data, there were 61,353 housing units in the assessment area. Of the total units, 60.9 percent were owner-occupied, 23.6 percent were rental units, and 15.5 percent were vacant. While a

majority of the units were owner-occupied, almost half of the housing in the low-income tracts consisted of rental units, indicating reduced opportunities for mortgage origination in these geographies. According to a local community contact, Meridian has the largest number of public housing units of any city in Mississippi.

The homeownership rate in the four counties in the assessment area ranges from a high of 82.3 percent in Clarke County to a low of 65.4 percent in Lauderdale County. For comparison, the statewide homeownership rate is 67.9 percent.<sup>5</sup> The median housing value in the assessment area in 2015 was \$80,261, which was lower than the median housing value for the state of Mississippi at \$103,100. The median housing value ranged from \$57,986 in low-income tracts to \$101,138 in upper-income tracts. The median housing value was highest in Lauderdale County (\$87,600) and lowest in Clarke County (\$65,300). The median age of the housing stock in the assessment area in 2015 was 43 years, ranging from 38 years in upper-income tracts to 56 years in low-income tracts.

Statistics from the Meridian Board of Realtors for the City of Meridian and Lauderdale County combined show 106 homes sold in the first quarter of 2017 compared with 83 homes sold in the first quarter of 2016.<sup>6</sup> New home building has been declining significantly in the assessment area over the past decade or so. In Lauderdale County, the number of building permits issued for single-family housing units reached a high of 414 in 2006, but in 2017 only 42 permits were issued. Very few permits have been issued in the other three counties. No permits for multifamily (five or more) units have been issued in the assessment area in the past decade.<sup>7</sup>

#### Economic Conditions

Major employers include Naval Air Station Meridian, Rush Health Systems, Anderson Regional Health System, Mississippi Air National Guard, and the Meridian Public School District.<sup>8</sup> Four community colleges located within 60 miles of Meridian provide training for the workforce throughout the region.<sup>9</sup> Between 2015 and 2016, total employment declined in the assessment area, with the exception of Clarke County.<sup>10</sup>

The following table shows the unemployment rates for 2014 through 2017 for the five counties included in the bank's assessment area during the review period and the state of Mississippi. The declining trend in the unemployment rate in each of the five counties is consistent with the statewide trend; however, in both 2016 and 2017, the unemployment rate in each county was higher than the statewide rate.

---

<sup>5</sup> "Clarke, Lauderdale, Newton, and Wayne counties, Mississippi (Census)." *GIS Mapping and Geographic Information System Data*. The Reinvestment Fund, n.d. Web. 18 July 2018. <<https://www.policymap.com/>>.

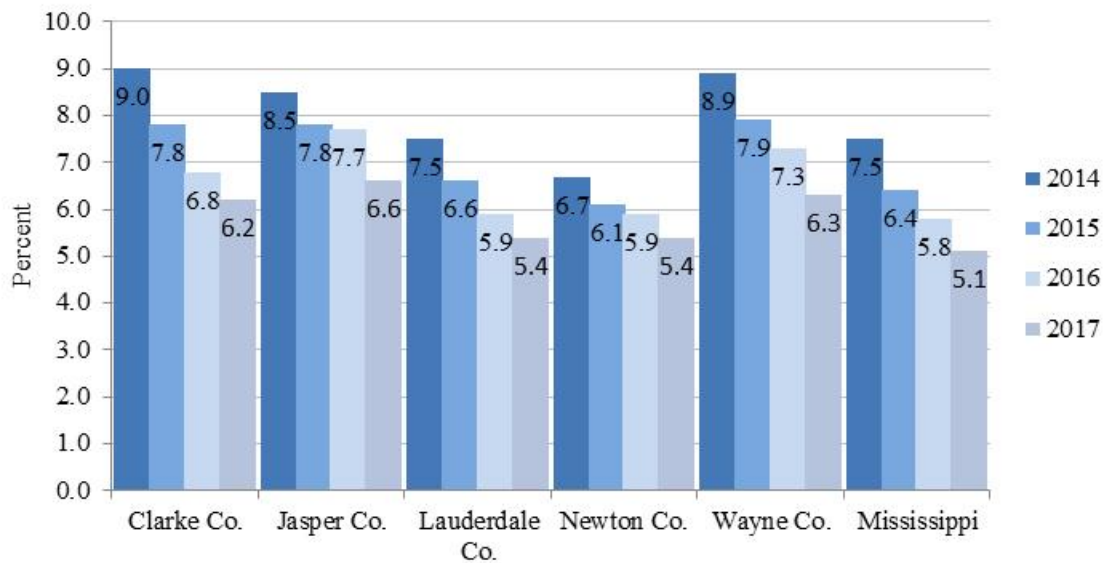
<sup>6</sup> "City of Meridian & Lauderdale County Residential Market Analysis: 1st Qtr 2017 and 1st Qtr 2016." Meridian Board of Realtors, n.d. Web. 25 July 2018. <<http://www.meridianboardofrealtors.org/index.cfm/resources>>.

<sup>7</sup> "Clarke, Lauderdale, Newton, and Wayne counties, Mississippi (U.S. Census Bureau, Residential Construction Branch)." *GIS Mapping and Geographic Information System Data*. The Reinvestment Fund, n.d. Web. 25 July 2018. <<https://www.policymap.com/>>.

<sup>8</sup> "Existing Industry." East Mississippi Business Development Corporation, n.d. Web. 19 July 2018. <<http://www.embdc.org/economic-development/existing-industry>>.

<sup>9</sup> "Workforce Development." East Mississippi Business Development Corporation, n.d. Web. 19 July 2018. <<http://www.embdc.org/economic-development/workforce-development>>.

<sup>10</sup> "QuickFacts: Clarke, Lauderdale, Newton, and Wayne counties, Mississippi." U.S. Census Bureau, n.d. Web. 17 July 2018. <<https://www.census.gov/quickfacts>>.

**Unemployment Rates - Southeast MS**

Not Seasonally Adjusted. Source: Bureau of Labor Statistics

According to 2017 D&B information, there were 3,687 businesses in the assessment area, 87.6 percent of which had total annual revenues of \$1 million or less and were therefore considered to be small businesses. Between 2012 and 2016, the number of small business loans made in the assessment area decreased by 24.4 percent. A total of 1,656 small business loans were made in 2012; that number decreased over the next three years, but then increased to 1,252 in 2016. During this same period, the number of loans made to businesses with revenues of \$1 million or less decreased by 18.7 percent and represented 49.3 percent of total small business loans in 2016.<sup>11</sup>

**Competition**

According to the FDIC Deposit Market Share Report as of June 30, 2017, 12 financial institutions operated 62 offices inside the assessment area. Most of the financial institutions are community banks headquartered in Mississippi. Great Southern Bank ranked third in deposit market share with \$243.7 million, or 10.6 percent of total deposits. Citizens National Bank held the largest deposit market share with 25.1 percent followed by First State Bank with 15.3 percent.

**Community Contact**

As part of the CRA examination, examiners contacted an individual engaged in business and economic development in Lauderdale County to better understand the local community development and economic environments, opportunities and challenges in the area, and how financial institutions can be responsive to local small business credit needs. The contact believes that economic conditions have been improving for local small businesses, particularly in the downtown Meridian area, which has experienced renewed energy. Nevertheless, the downtown area is in need of investments and more businesses. An increasing number of new businesses have been opening in the area. Small businesses need access to money at a low interest rate, both start-up capital and working capital. Banks in the area are very responsive. Capital for small businesses is available, but sometimes business owners do not know how to obtain it or might feel intimidated by banks. Area banks contribute to a fund that is available for small businesses; business owners just need to know where to find the

<sup>11</sup> "Clarke, Lauderdale, Newton, and Wayne counties, Mississippi (CRA data)." *GIS Mapping and Geographic Information System Data*. The Reinvestment Fund, n.d. Web. 17 July 2018. <<https://www.policymap.com/>>.

funds. Mississippi State University operates a small business development center (SBDC) in Meridian which offers free services such as workshops and assistance with business plans. As for workforce availability, there are no particular challenges for small businesses, according to the contact; there are people who want to work. All the banks are very community-minded.

## CONCLUSIONS WITH RESPECT TO PERFORMANCE CRITERIA

### LENDING TEST

#### Overview

Great Southern Bank's overall performance rating for the lending test in the Southeast Mississippi assessment area is satisfactory. The geographic distribution of loans reflects reasonable dispersion, and the distribution of loans by borrower income level and business revenue reflects reasonable penetration. The performance context information discussed earlier in this evaluation was considered in evaluating the bank's lending performance. During the review period, the bank made 241 HMDA-reportable loans and 213 small business loans in the assessment area. Therefore, HMDA lending was given slightly greater consideration than small business lending in evaluating the bank's performance.

Loans made in 2014-2016 were analyzed using 2016 FFIEC census data, while loans made in 2017 were analyzed using 2017 FFIEC census data. Therefore, in the discussions of the geographic distribution of loans and lending to borrowers of different incomes and businesses of different sizes, separate tables are presented depicting lending in 2014-2016 and lending in 2017.

#### Geographic Distribution of Loans

For this analysis, the geographic distribution of HMDA-reportable and small business loans, including both originations and purchases, was compared to available demographic information; HMDA-reportable lending was also compared with aggregate lending data. Based on the following analysis, the overall geographic distribution of the bank's HMDA and small business loans reflects reasonable dispersion throughout the bank's assessment area and does not reveal any unexplained gaps in lending patterns.

#### Residential Real Estate (HMDA) Lending

The following table shows the geographic distribution of Great Southern Bank's HMDA-reportable loans for 2014, 2015, and 2016 within its Southeast Mississippi assessment area and also includes a comparison of the bank's HMDA lending to the aggregate HMDA lenders within the assessment area. The HMDA aggregate lenders' data is the combined total of lending activity reported by all lenders subject to HMDA in the assessment area.

**Geographic Distribution of HMDA Loans**

Assessment Area: SEMS

PRODUCT TYPE	Tract Income Levels	Bank Lending & Demographic Data Comparison					Bank & Aggregate Lending Comparison																	
		2014, 2015, 2016					2014					2015					2016							
		Bank			Owner Occupied Units	Count		Dollar			Count		Dollar			Count		Dollar						
		Count		Dollar		Bank	Agg	Bank	Agg	Bank	Agg	Bank	Agg	Bank	Agg									
		#	%	\$ (000s)												\$ %	#	%	\$ (000s)	\$ %	#	%	\$ (000s)	\$ %
HOME PURCHASE	Low	0	0.0%	\$0	0.0%	3.4%	0	0.0%	1.1%	\$0	0.0%	0.5%	0	0.0%	0.7%	\$0	0.0%	0.2%	0	0.0%	0.2%	\$0	0.0%	0.1%
	Moderate	13	19.7%	\$777	12.8%	11.0%	4	23.5%	6.8%	\$258	21.8%	6.0%	3	10.7%	6.2%	\$192	7.5%	4.7%	6	28.6%	5.2%	\$327	13.9%	3.5%
	Middle	29	43.9%	\$2,677	44.0%	50.3%	9	52.9%	44.9%	\$533	44.9%	34.2%	12	42.9%	47.3%	\$1,314	51.6%	37.6%	8	38.1%	42.7%	\$830	35.3%	33.4%
	Upper	24	36.4%	\$2,626	43.2%	35.3%	4	23.5%	47.0%	\$395	33.3%	59.2%	13	46.4%	45.6%	\$1,040	40.8%	57.2%	7	33.3%	51.5%	\$1,191	50.7%	62.9%
	Unknown	0	0.0%	\$0	0.0%	0.0%	0	0.0%	0.1%	\$0	0.0%	0.1%	0	0.0%	0.2%	\$0	0.0%	0.4%	0	0.0%	0.3%	\$0	0.0%	0.1%
	Total	66	100.0%	\$6,080	100.0%	100.0%	17	100.0%	100.0%	\$1,186	100.0%	100.0%	28	100.0%	100.0%	\$2,546	100.0%	100.0%	21	100.0%	100.0%	\$2,348	100.0%	100.0%
REFINANCE	Low	0	0.0%	\$0	0.0%	3.4%	0	0.0%	1.3%	\$0	0.0%	1.1%	0	0.0%	1.1%	\$0	0.0%	0.5%	0	0.0%	0.6%	\$0	0.0%	0.3%
	Moderate	13	15.1%	\$1,450	20.0%	11.0%	5	19.2%	7.5%	\$865	30.1%	6.5%	3	11.5%	5.8%	\$194	12.4%	4.6%	5	14.7%	6.3%	\$391	13.9%	4.4%
	Middle	38	44.2%	\$2,658	36.6%	50.3%	7	26.9%	48.4%	\$564	19.6%	42.7%	16	61.5%	48.1%	\$952	60.7%	39.8%	15	44.1%	48.8%	\$1,142	40.6%	41.6%
	Upper	35	40.7%	\$3,145	43.4%	35.3%	14	53.8%	42.8%	\$1,445	50.3%	49.7%	7	26.9%	45.0%	\$423	27.0%	55.1%	14	41.2%	44.1%	\$1,277	45.4%	53.6%
	Unknown	0	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%	0	0.0%	0.1%	\$0	0.0%	0.2%
	Total	86	100.0%	\$7,253	100.0%	100.0%	26	100.0%	100.0%	\$2,874	100.0%	100.0%	26	100.0%	100.0%	\$1,569	100.0%	100.0%	34	100.0%	100.0%	\$2,810	100.0%	100.0%
HOME IMPROVEMENT	Low	0	0.0%	\$0	0.0%	3.4%	0	0.0%	1.3%	\$0	0.0%	0.4%	0	0.0%	2.4%	\$0	0.0%	0.4%	0	0.0%	2.5%	\$0	0.0%	1.6%
	Moderate	4	13.8%	\$418	23.8%	11.0%	3	23.1%	11.7%	\$216	33.9%	8.8%	1	12.5%	7.1%	\$202	31.2%	6.5%	0	0.0%	7.8%	\$0	0.0%	7.0%
	Middle	14	48.3%	\$661	37.6%	50.3%	4	30.8%	55.2%	\$206	32.3%	42.6%	5	62.5%	59.9%	\$348	53.8%	58.4%	5	62.5%	55.5%	\$107	22.5%	38.8%
	Upper	11	37.9%	\$681	38.7%	35.3%	6	46.2%	31.9%	\$216	33.9%	48.1%	2	25.0%	30.6%	\$97	15.0%	34.7%	3	37.5%	34.3%	\$368	77.5%	52.5%
	Unknown	0	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%
	Total	29	100.0%	\$1,760	100.0%	100.0%	13	100.0%	100.0%	\$638	100.0%	100.0%	8	100.0%	100.0%	\$647	100.0%	100.0%	8	100.0%	100.0%	\$475	100.0%	100.0%
MULTI FAMILY	Multi-Family Units																							
	Low	0	0.0%	\$0	0.0%	17.8%	0	0.0%	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%
	Moderate	0	0.0%	\$0	0.0%	14.9%	0	0.0%	25.0%	\$0	0.0%	15.6%	0	0.0%	38.5%	\$0	0.0%	23.1%	0	0.0%	33.3%	\$0	0.0%	5.1%
	Middle	0	0.0%	\$0	0.0%	34.4%	0	0.0%	66.7%	\$0	0.0%	56.0%	0	0.0%	46.2%	\$0	0.0%	67.5%	0	0.0%	44.4%	\$0	0.0%	38.9%
	Upper	0	0.0%	\$0	0.0%	32.9%	0	0.0%	8.3%	\$0	0.0%	28.4%	0	0.0%	15.4%	\$0	0.0%	9.4%	0	0.0%	22.2%	\$0	0.0%	56.0%
	Unknown	0	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%
HMDA TOTALS	Total	0	0.0%	\$0	0.0%	100.0%	0	0.0%	100.0%	\$0	0.0%	100.0%	0	0.0%	100.0%	\$0	0.0%	100.0%	0	0.0%	100.0%	\$0	0.0%	100.0%
	Low	0	0.0%	\$0	0.0%	3.4%	0	0.0%	1.2%	\$0	0.0%	0.8%	0	0.0%	1.1%	\$0	0.0%	0.3%	0	0.0%	0.7%	\$0	0.0%	0.2%
	Moderate	30	16.6%	\$2,645	17.5%	11.0%	12	21.4%	7.8%	\$1,339	28.5%	6.5%	7	11.3%	6.4%	\$588	12.3%	5.2%	11	17.5%	6.2%	\$718	12.7%	4.1%
	Middle	81	44.8%	\$5,996	39.7%	50.3%	20	35.7%	47.8%	\$1,303	27.7%	38.7%	33	53.2%	49.3%	\$2,614	54.9%	40.1%	28	44.4%	47.0%	\$2,079	36.9%	37.5%
	Upper	70	38.7%	\$6,452	42.7%	35.3%	24	42.9%	43.1%	\$2,056	43.8%	54.0%	22	35.5%	43.2%	\$1,560	32.8%	54.2%	24	38.1%	45.9%	\$2,836	50.3%	58.1%
	Unknown	0	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%	0	0.0%	0.1%	\$0	0.0%	0.2%	0	0.0%	0.2%	\$0	0.0%	0.2%

Originations & Purchases  
2016 FRIEC Census Data and 2010 ACS Data

The bank originated 181 HMDA loans during 2014-2016, with none in low-income tracts and 30 loans (16.6 percent) in moderate-income tracts. By comparison, 3.4 percent of owner-occupied housing units were located in low-income tracts and 11.0 percent of owner-occupied units were located in moderate-income tracts. The bank's performance in low-income tracts was considered poor as the percentage of loans in these tracts was lower than the percentage of owner-occupied units and less than aggregate lending. The bank's lending performance in moderate-income tracts was better; the percentage of loans in moderate-income tracts exceeded both the percentage of owner-occupied units in these tracts and aggregate lending. The bank was particularly strong in home purchase and refinance lending in moderate-income tracts relative to both the demographic and the aggregate. The performance in moderate-income tracts and the performance context factors noted above support the conclusion that the geographic distribution of HMDA-reportable loans is reasonable.

The following table shows the geographic distribution of Great Southern Bank's HMDA-reportable loans for 2017 within its Southeast Mississippi assessment area. Aggregate lending data for 2017 was not available.



## Geographic Distribution of HMDA Loans

Assessment Area: SEMS

PRODUCT TYPE	Tract Income Levels	Bank Lending & Demographic Data Comparison				
		2017				
		Bank				Owner Occupied Units
		Count		Dollar		
		#	%	\$ (000s)	\$ %	%
HOME PURCHASE	Low	0	0.0%	\$0	0.0%	2.9%
	Moderate	4	15.4%	\$333	9.5%	11.8%
	Middle	10	38.5%	\$1,016	28.8%	40.5%
	Upper	12	46.2%	\$2,173	61.7%	44.8%
	Unknown	0	0.0%	\$0	0.0%	0.0%
	Total	26	100.0%	\$3,522	100.0%	100.0%
REFINANCE	Low	2	8.7%	\$60	4.6%	2.9%
	Moderate	2	8.7%	\$68	5.2%	11.8%
	Middle	8	34.8%	\$570	43.4%	40.5%
	Upper	11	47.8%	\$615	46.8%	44.8%
	Unknown	0	0.0%	\$0	0.0%	0.0%
	Total	23	100.0%	\$1,313	100.0%	100.0%
HOME IMPROVEMENT	Low	0	0.0%	\$0	0.0%	2.9%
	Moderate	2	18.2%	\$152	22.2%	11.8%
	Middle	3	27.3%	\$144	21.1%	40.5%
	Upper	6	54.5%	\$388	56.7%	44.8%
	Unknown	0	0.0%	\$0	0.0%	0.0%
	Total	11	100.0%	\$684	100.0%	100.0%
MULTI FAMILY	Low	0	0.0%	\$0	0.0%	17.6%
	Moderate	0	0.0%	\$0	0.0%	21.3%
	Middle	0	0.0%	\$0	0.0%	15.0%
	Upper	0	0.0%	\$0	0.0%	46.1%
	Unknown	0	0.0%	\$0	0.0%	0.0%
	Total	0	0.0%	\$0	0.0%	100.0%
HMDA TOTALS	Low	2	3.3%	\$60	1.1%	2.9%
	Moderate	8	13.3%	\$553	10.0%	11.8%
	Middle	21	35.0%	\$1,730	31.3%	40.5%
	Upper	29	48.3%	\$3,176	57.5%	44.8%
	Unknown	0	0.0%	\$0	0.0%	0.0%
	Total	60	100.0%	\$5,519	100.0%	100.0%

Originations & Purchases  
2017 FFIEC Census Data and 2010 ACS Data

The bank originated 60 HMDA loans during 2017, with two loans (3.3 percent) in low-income tracts and eight loans (13.3 percent) in moderate-income tracts. By comparison, 2.9 percent of owner-occupied housing units are located in low-income tracts and 11.8 percent of owner-occupied units are located in moderate-income tracts. The bank's performance in low-income tracts was considered good as the percentage of loans in these tracts was greater than the percentage of owner-occupied units for the area. The bank's lending performance in moderate-income tracts was similar; the percentage of loans in these tracts also exceeded the percentage of

owner-occupied units. The bank's refinance lending in low-income tracts and home improvement lending in moderate-income tracts were particularly strong relative to the demographics. Overall, the geographic distribution of HMDA-reportable loans is reasonable.

#### Small Business Lending

For this analysis, the geographic distribution of loans was compared with available demographic information. Considering the demographic data and area competition, Great Southern Bank's overall geographic distribution of small business loans reflects reasonable dispersion throughout the bank's assessment area.

The following table shows the geographic distribution of small business loans to businesses located within the assessment area in 2014, 2015, and 2016.

### Geographic Distribution of Small Business Loans

Assessment Area: SEMS

Tract Income Levels	Bank Lending & Demographic Data Comparison				
	2014, 2015, 2016				
	Bank				Small Businesses
	Count		Dollar		
	#	%	\$ (000s)	\$ %	%
Low	4	3.5%	\$316	2.4%	7.0%
Moderate	21	18.4%	\$879	6.6%	12.7%
Middle	60	52.6%	\$8,163	61.7%	51.7%
Upper	29	25.4%	\$3,867	29.2%	28.6%
Unknown	0	0.0%	\$0	0.0%	0.0%
Tr Unknown	0	0.0%	\$0	0.0%	
<i>Total</i>	<i>114</i>	<i>100.0%</i>	<i>\$13,224</i>	<i>100.0%</i>	<i>100.0%</i>

Originations & Purchases

2016 FFIEC Census Data and 2016 D&B Information

For 2014, 2015, and 2016, Great Southern Bank's small business lending in low-income tracts was 3.5 percent, which was lower than the percentage of small businesses in these tracts at 7.0 percent. The bank originated 18.4 percent of its small business loans in moderate-income tracts, which was higher than the percentage of small businesses in these tracts at 12.7 percent.

The following table shows the geographic distribution of small business loans originated by Great Southern Bank in the assessment area in 2017.

**Geographic Distribution of Small Business Loans**

Assessment Area: SEMS

Tract Income Levels	Bank Lending & Demographic Data Comparison				
	2017				
	Bank				Small Businesses
	Count		Dollar		%
	#	%	\$ (000s)	\$ %	%
Low	0	0.0%	\$0	0.0%	6.1%
Moderate	21	21.2%	\$1,592	21.3%	26.3%
Middle	36	36.4%	\$2,898	38.7%	33.3%
Upper	42	42.4%	\$2,992	40.0%	34.4%
Unknown	0	0.0%	\$0	0.0%	0.0%
Tr Unknown	0	0.0%	\$0	0.0%	
<i>Total</i>	99	100.0%	\$7,482	100.0%	100.0%

Originations &amp; Purchases

2017 FFIEC Census Data and 2017 D&amp;B Information

The bank made no small business loans in low-income tracts in 2017, which was significantly lower than the 6.1 percent of small businesses in these tracts. The bank originated 21.2 percent of its small business loans in moderate-income tracts, which was also slightly lower than the percentage of small businesses in these tracts at 26.3 percent. However, considering the bank's performance in the previous three years, the overall distribution is considered reasonable.

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

For this analysis, the distribution of HMDA-reportable lending across borrower income levels and small business lending across business revenue sizes was compared to available demographic information; HMDA-reportable lending was also compared with aggregate lending data. Performance context issues were also considered. The bank's distribution of loans reflects reasonable penetration among customers of different income levels and to businesses of different sizes and does not reveal any unexplained gaps in lending patterns.

**Residential Real Estate (HMDA) Lending**

The bank's HMDA-reportable lending distribution by borrower income is reasonable. The following table shows the distribution of the bank's HMDA-reportable loans by the income level of the borrowers for 2014 through 2016.

Borrower Distribution of HMDA Loans  
Assessment Area: SEMS

PRODUCT TYPE	Borrower Income Levels	Bank Lending & Demographic Data Comparison					Bank & Aggregate Lending Comparison																	
		2014, 2015, 2016					2014					2015					2016							
		Bank		Families by Family Income	Count		Dollar			Count		Dollar			Count		Dollar							
		Count	Dollar		Bank	Agg	Bank	Agg	Bank	Agg	Bank	Agg	Bank	Agg										
															#	%	\$ (000s)	\$ %	%	#	%	\$ (000s)	\$ %	%
HOME PURCHASE	Low	2	3.0%	\$45	0.7%	23.5%	1	5.9%	1.5%	\$12	1.0%	0.6%	0	0.0%	2.0%	\$0	0.0%	0.8%	1	4.8%	2.2%	\$33	1.4%	0.7%
	Moderate	6	9.1%	\$302	5.0%	17.2%	0	0.0%	11.3%	\$0	0.0%	6.2%	3	10.7%	10.3%	\$125	4.9%	5.0%	3	14.3%	11.9%	\$177	7.5%	5.7%
	Middle	11	16.7%	\$751	12.4%	16.0%	1	5.9%	19.7%	\$28	2.4%	14.4%	6	21.4%	14.8%	\$585	23.0%	10.7%	4	19.0%	19.9%	\$138	5.9%	14.8%
	Upper	41	62.1%	\$4,599	75.6%	43.3%	13	76.5%	53.6%	\$1,044	88.0%	66.5%	17	60.7%	55.0%	\$1,735	68.1%	66.6%	11	52.4%	51.9%	\$1,820	77.5%	64.3%
	Unknown	6	9.1%	\$383	6.3%	0.0%	2	11.8%	13.8%	\$102	8.6%	12.4%	2	7.1%	17.9%	\$101	4.0%	16.9%	2	9.5%	14.0%	\$180	7.7%	14.5%
	Total	66	100.0%	\$6,080	100.0%	100.0%	17	100.0%	100.0%	\$1,186	100.0%	100.0%	28	100.0%	100.0%	\$2,546	100.0%	100.0%	21	100.0%	100.0%	\$2,348	100.0%	100.0%
REFINANCE	Low	2	2.3%	\$93	1.3%	23.5%	0	0.0%	3.5%	\$0	0.0%	1.3%	2	7.7%	3.0%	\$93	5.9%	1.3%	0	0.0%	3.1%	\$0	0.0%	1.2%
	Moderate	8	9.3%	\$347	4.8%	17.2%	1	3.8%	8.8%	\$34	1.2%	4.1%	3	11.5%	8.4%	\$125	8.0%	3.8%	4	11.8%	8.3%	\$188	6.7%	4.0%
	Middle	14	16.3%	\$625	8.6%	16.0%	3	11.5%	13.7%	\$84	2.9%	8.5%	3	11.5%	16.3%	\$120	7.6%	10.0%	8	23.5%	12.4%	\$421	15.0%	7.8%
	Upper	49	57.0%	\$4,904	67.6%	43.3%	19	73.1%	57.3%	\$2,439	84.9%	64.7%	13	50.0%	51.5%	\$787	50.2%	59.8%	17	50.0%	57.8%	\$1,678	59.7%	66.6%
	Unknown	13	15.1%	\$1,284	17.7%	0.0%	3	11.5%	16.6%	\$317	11.0%	21.4%	5	19.2%	20.9%	\$444	28.3%	25.1%	5	14.7%	18.3%	\$523	18.6%	20.4%
	Total	86	100.0%	\$7,253	100.0%	100.0%	26	100.0%	100.0%	\$2,874	100.0%	100.0%	26	100.0%	100.0%	\$1,569	100.0%	100.0%	34	100.0%	100.0%	\$2,810	100.0%	100.0%
HOME IMPROVEMENT	Low	2	6.9%	\$35	2.0%	23.5%	1	7.7%	5.7%	\$6	0.9%	1.5%	0	0.0%	9.5%	\$0	0.0%	1.5%	1	12.5%	9.2%	\$29	6.1%	1.8%
	Moderate	5	17.2%	\$129	7.3%	17.2%	2	15.4%	17.0%	\$19	3.0%	6.8%	2	25.0%	16.3%	\$97	15.0%	6.1%	1	12.5%	14.5%	\$13	2.7%	6.5%
	Middle	5	17.2%	\$429	24.4%	16.0%	3	23.1%	17.0%	\$203	31.8%	10.7%	1	12.5%	17.5%	\$202	31.2%	12.9%	1	12.5%	20.8%	\$24	5.1%	10.1%
	Upper	15	51.7%	\$1,109	63.0%	43.3%	6	46.2%	51.1%	\$386	60.5%	74.5%	5	62.5%	51.6%	\$348	53.8%	74.9%	4	50.0%	47.7%	\$375	78.9%	67.3%
	Unknown	2	6.9%	\$58	3.3%	0.0%	1	7.7%	9.1%	\$24	3.8%	6.6%	0	0.0%	5.2%	\$0	0.0%	4.7%	1	12.5%	7.8%	\$34	7.2%	14.2%
	Total	29	100.0%	\$1,760	100.0%	100.0%	13	100.0%	100.0%	\$638	100.0%	100.0%	8	100.0%	100.0%	\$647	100.0%	100.0%	8	100.0%	100.0%	\$475	100.0%	100.0%
MULTI FAMILY	Low	0	0.0%	\$0	0.0%	23.5%	0	0.0%	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%
	Moderate	0	0.0%	\$0	0.0%	17.2%	0	0.0%	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%
	Middle	0	0.0%	\$0	0.0%	16.0%	0	0.0%	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%
	Upper	0	0.0%	\$0	0.0%	43.3%	0	0.0%	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%
	Unknown	0	0.0%	\$0	0.0%	0.0%	0	0.0%	100.0%	\$0	0.0%	100.0%	0	0.0%	100.0%	\$0	0.0%	100.0%	0	0.0%	100.0%	\$0	0.0%	100.0%
	Total	0	0.0%	\$0	0.0%	100.0%	0	0.0%	100.0%	\$0	0.0%	100.0%	0	0.0%	100.0%	\$0	0.0%	100.0%	0	0.0%	100.0%	\$0	0.0%	100.0%
HMDA TOTALS	Low	6	3.3%	\$173	1.1%	23.5%	2	3.6%	2.9%	\$18	0.4%	1.0%	2	3.2%	3.4%	\$93	2.0%	1.0%	2	3.2%	3.5%	\$62	1.1%	0.9%
	Moderate	19	10.5%	\$778	5.2%	17.2%	3	5.4%	11.0%	\$53	1.1%	5.2%	8	12.9%	10.2%	\$347	7.3%	4.3%	8	12.7%	10.7%	\$378	6.7%	4.7%
	Middle	30	16.6%	\$1,805	12.0%	16.0%	7	12.5%	16.9%	\$315	6.7%	11.3%	10	16.1%	15.7%	\$907	19.0%	10.2%	13	20.6%	16.8%	\$583	10.3%	10.9%
	Upper	105	58.0%	\$10,612	70.3%	43.3%	38	67.9%	54.5%	\$3,869	82.4%	64.7%	35	56.5%	52.7%	\$2,870	60.3%	61.8%	32	50.8%	53.6%	\$3,873	68.8%	63.0%
	Unknown	21	11.6%	\$1,725	11.4%	0.0%	6	10.7%	14.7%	\$443	9.4%	17.8%	7	11.3%	18.1%	\$545	11.4%	22.7%	8	12.7%	15.4%	\$737	13.1%	20.4%
	Total	181	100.0%	\$15,093	100.0%	100.0%	56	100.0%	100.0%	\$4,698	100.0%	100.0%	62	100.0%	100.0%	\$4,762	100.0%	100.0%	63	100.0%	100.0%	\$5,633	100.0%	100.0%

Originations & Purchases  
2016 FFIEC Census Data and 2010 ACS Data

During 2014 through 2016, the bank originated 3.3 percent of its HMDA loans to low-income borrowers, which was below the percentage of families considered low-income at 23.5 percent. However, in 2014, the bank's performance exceeded aggregate lenders with 3.6 percent of HMDA-reportable loans to low-income borrowers compared to 2.9 percent of aggregate loans. Then, in 2015 and 2016, the bank's performance was nearly equivalent to aggregate lenders with 3.2 percent of HMDA-reportable loans to low-income borrowers compared to 3.4 and 3.5 percent in the respective years. The bank originated 10.5 percent of its HMDA-reportable loans to moderate-income borrowers compared to 17.2 percent of the families considered moderate-income. However, improvement is trending relative to aggregate lending to moderate-income families. In 2014, the bank's proportion was 5.4 percent compared to the aggregate of 11.0 percent; but in 2015, the bank's proportion was 12.9 percent compared to the aggregate of 10.2 percent; and in 2016, the bank's proportion was 12.7 percent to the aggregate of 10.7 percent.

The following table shows the distribution of the bank's HMDA-reportable loans by the income level of the borrowers for 2017. Aggregate lending data for 2017 was not available.

**Borrower Distribution of HMDA Loans**  
Assessment Area: SEMS

PRODUCT TYPE	Borrower Income Levels	Bank Lending & Demographic Data Comparison				
		2017				
		Bank				Families by Family Income
		Count		Dollar		
#	%	\$ (000s)	\$ %	%		
HOME PURCHASE	Low	0	0.0%	\$0	0.0%	22.0%
	Moderate	1	3.8%	\$12	0.3%	16.4%
	Middle	5	19.2%	\$264	7.5%	16.5%
	Upper	16	61.5%	\$2,866	81.4%	45.1%
	Unknown	4	15.4%	\$380	10.8%	0.0%
	Total	26	100.0%	\$3,522	100.0%	100.0%
REFINANCE	Low	0	0.0%	\$0	0.0%	22.0%
	Moderate	1	4.3%	\$65	5.0%	16.4%
	Middle	6	26.1%	\$289	22.0%	16.5%
	Upper	13	56.5%	\$800	60.9%	45.1%
	Unknown	3	13.0%	\$159	12.1%	0.0%
	Total	23	100.0%	\$1,313	100.0%	100.0%
HOME IMPROVEMENT	Low	0	0.0%	\$0	0.0%	22.0%
	Moderate	2	18.2%	\$86	12.6%	16.4%
	Middle	3	27.3%	\$205	30.0%	16.5%
	Upper	5	45.5%	\$382	55.8%	45.1%
	Unknown	1	9.1%	\$11	1.6%	0.0%
	Total	11	100.0%	\$684	100.0%	100.0%
MULTI FAMILY	Low	0	0.0%	\$0	0.0%	22.0%
	Moderate	0	0.0%	\$0	0.0%	16.4%
	Middle	0	0.0%	\$0	0.0%	16.5%
	Upper	0	0.0%	\$0	0.0%	45.1%
	Unknown	0	0.0%	\$0	0.0%	0.0%
	Total	0	0.0%	\$0	0.0%	100.0%
HMDA TOTALS	Low	0	0.0%	\$0	0.0%	22.0%
	Moderate	4	6.7%	\$163	3.0%	16.4%
	Middle	14	23.3%	\$758	13.7%	16.5%
	Upper	34	56.7%	\$4,048	73.3%	45.1%
	Unknown	8	13.3%	\$550	10.0%	0.0%
	Total	60	100.0%	\$5,519	100.0%	100.0%

Originations & Purchases  
2017 FFIEC Census Data and 2010 ACS Data

While overall HMDA lending to low- or moderate-income borrowers was less than the percentage of low- or moderate-income families in the assessment area, the bank's lending to low- or moderate-income borrowers was stronger in home improvement loans and weaker in home purchase and refinance loans. Various credit

needs have been identified for owner-occupied housing rehabilitation programs for low- and moderate-income homeowners. Therefore, the bank's home improvement lending is meeting an important credit need in its assessment area.

#### Small Business Lending

Great Southern Bank's small business lending by business revenue size reflects reasonable penetration among businesses of different sizes.

The following table shows, by business revenue and loan size, the number and dollar volume of small business loans originated by Great Southern Bank in 2014, 2015, and 2016.

### Small Business Loans by Business Revenue & Loan Size

Assessment Area: SEMS

Business Revenue & Loan Size		Bank Lending & Demographic Data Comparison					
		2014, 2015, 2016					
		Bank				Total Businesses	
		Count		\$ (000s)			
		#	%	\$	%	%	
BUSINESS REVENUE	\$1million or Less	95	83.3%	\$7,927	59.9%	89.3%	
	Over \$1 Million	19	16.7%	\$5,297	40.1%	8.6%	
	<i>Total Rev. available</i>	114	100.0%	\$13,224	100.0%	97.9%	
	Rev. Not Known	0	0.0%	\$0	0.0%	2.1%	
	<i>Total</i>	<i>114</i>	<i>100.0%</i>	<i>\$13,224</i>	<i>100.0%</i>	<i>100.0%</i>	
LOAN SIZE	\$100,000 or Less	82	71.9%	\$2,788	21.1%		
	\$100,001 - \$250,000	18	15.8%	\$2,775	21.0%		
	\$250,001 - \$1 Million	14	12.3%	\$7,662	57.9%		
	<i>Total</i>	<i>114</i>	<i>100.0%</i>	<i>\$13,224</i>	<i>100.0%</i>		
LOAN SIZE Rev \$1 Mill or Less	\$100,000 or Less	70	73.7%	\$2,170	27.4%		
	\$100,001 - \$250,000	18	18.9%	\$2,775	35.0%		
	\$250,001 - \$1 Million	7	7.4%	\$2,982	37.6%		
	<i>Total</i>	<i>95</i>	<i>100.0%</i>	<i>\$7,927</i>	<i>100.0%</i>		

Originations & Purchases

2016 FFIEC Census Data and 2016 D&B Information

From 2014 through 2016, 83.3 percent of the bank's small business loans were originated to businesses with gross annual revenue of \$1 million or less, while small businesses represent 89.3 percent of total businesses in the assessment area. The percentage of the bank's loans to small businesses was slightly below the demographic; however, while a direct comparison is not used in this evaluation, a review of aggregate CRA reporters in the assessment area shows that the bank's performance in small business lending is strong relative to the other lenders, especially given the competitive banking market in Meridian. Additionally, 87.7 percent of the bank's small business loans were for amounts of \$250,000 or less, which indicates the bank's willingness to make smaller loans that are typically requested by small businesses.

The following table shows, by business revenue and loan size, the number and dollar volume of small business loans originated by Great Southern Bank in 2017.

**Small Business Loans by Business Revenue & Loan Size**

Assessment Area: SEMS

Business Revenue & Loan Size		Bank Lending & Demographic Data Comparison				
		2017				
		Bank				Total Businesses
		Count		\$ (000s)		
		#	%	\$	%	%
BUSINESS REVENUE	\$1million or Less	89	89.9%	\$4,434	59.3%	87.6%
	Over \$1 Million	10	10.1%	\$3,048	40.7%	10.1%
	<i>Total Rev. available</i>	99	100.0%	\$7,482	100.0%	97.7%
	Rev. Not Known	0	0.0%	\$0	0.0%	2.3%
	<i>Total</i>	99	100.0%	\$7,482	100.0%	100.0%
LOAN SIZE	\$100,000 or Less	87	87.9%	\$2,741	36.6%	
	\$100,001 - \$250,000	4	4.0%	\$593	7.9%	
	\$250,001 - \$1 Million	8	8.1%	\$4,148	55.4%	
	<i>Total</i>	99	100.0%	\$7,482	100.0%	
LOAN SIZE Rev \$1 Mill or Less	\$100,000 or Less	83	93.3%	\$2,566	57.9%	
	\$100,001 - \$250,000	4	4.5%	\$593	13.4%	
	\$250,001 - \$1 Million	2	2.2%	\$1,275	28.8%	
	<i>Total</i>	89	100.0%	\$4,434	100.0%	

Originations & Purchases

2017 FFIEC Census Data and 2017 D&B Information

For 2017, 89.9 percent of the bank's small business loans were originated to businesses with gross annual revenue of \$1 million or less, while small businesses represent 87.6 percent of total businesses in the assessment area. The percentage of the bank's loans to small businesses was slightly above the demographic. Additionally, 91.9 percent of the bank's small business loans were for amounts of \$250,000 or less, which once again indicates the bank's willingness to make smaller loans that are typically requested by small businesses.

## **METROPOLITAN AREA LIMITED-SCOPE REVIEW**

The Hattiesburg assessment area was reviewed using limited-scope examination procedures. Through these procedures, conclusions regarding the institution's CRA performance are drawn from the review of available facts and data, including performance and demographic information. Please refer to the tables in Appendix D for additional information regarding this area.

### **DESCRIPTION OF INSTITUTION'S OPERATIONS IN THE HATTIESBURG, MISSISSIPPI ASSESSMENT AREA**

The Hattiesburg assessment area consists of all of Forrest County and four census tracts in Lamar County. These counties are part of the three-county Hattiesburg MSA. Hattiesburg is the county seat of Forrest County but extends slightly into Lamar County. Great Southern Bank operates three branch offices in the assessment area: two in Forrest County and one in Lamar County. As of June 30, 2017, 10.1 percent of the bank's deposits were in this assessment area. According to the FDIC Deposit Market Share Report as of June 30, 2017, 16 financial institutions operated 56 offices inside the assessment area. Great Southern Bank ranked 14<sup>th</sup> in deposit market share with \$27.5 million, or 1.0 percent of total deposits. BancorpSouth Bank held the largest deposit market share with 26.0 percent followed by Regions Bank with 13.6 percent.

According to 2017 FFIEC census data, the assessment area contains 21 census tracts, of which 4 (19.0 percent) are low-income; 3 (14.3 percent) are moderate-income; 10 (47.6 percent) are middle-income; and 4 (19.0 percent) are upper-income. Of the families in the assessment area, 39.5 percent are low- or moderate-income, and 18.0 percent live below the poverty level. Forrest County was considered a persistent poverty county by the CDFI Fund in 2017, meaning that the county has had 20.0 percent or more of its population living in poverty over the past 30 years as measured by the U.S. Census Bureau.<sup>12</sup> Fewer than half of the housing units in the assessment area are owner-occupied.

### **CONCLUSIONS WITH RESPECT TO PERFORMANCE CRITERIA IN THE HATTIESBURG, MISSISSIPPI ASSESSMENT AREA**

While the bank's geographic distribution of lending in Hattiesburg was stronger than the bank's performance in the Southeast Mississippi assessment area, overall lending performance was consistent with the bank's overall performance.

<sup>12</sup> "Forrest and Lamar counties, Mississippi (CDFI Fund)." *GIS Mapping and Geographic Information System Data*. The Reinvestment Fund, n.d. Web. 25 July 2018. <<https://www.policymap.com/>>.



**APPENDIX A**

SCOPE OF EXAMINATION			
TIME PERIOD REVIEWED			
January 1, 2014, through December 31, 2017			
FINANCIAL INSTITUTION		PRODUCTS REVIEWED	
Great Southern Bank, Meridian, Mississippi		HMDA-reportable      Loans      and Small Business Loans	
AFFILIATE(S)	AFFILIATE RELATIONSHIP	PRODUCTS REVIEWED	
NA	NA	NA	
LIST OF ASSESSMENT AREAS AND TYPE OF EXAMINATION			
ASSESSMENT AREA	TYPE OF EXAMINATION	BRANCHES VISITED	OTHER INFORMATION
Southeast Mississippi Non-MSA	Full-scope Review	NA	NA
Hattiesburg MSA	Limited-scope Review	NA	NA

## APPENDIX B – DEFINITIONS AND GENERAL INFORMATION

### **Definitions**

ATM	Automated Teller Machine
CDC	Community Development Corporation
CDFI	Community Development Financial Institution
CRA	Community Reinvestment Act (Regulation BB)
FDIC	Federal Deposit Insurance Corporation
FFIEC	Federal Financial Institutions Examination Council
HMDA	Home Mortgage Disclosure Act (Regulation C)
HUD	Department of Housing and Urban Development
LMI	Low- and Moderate-Income
LTD	Loan-to-Deposit
LTV	Loan-to-Value Ratio
MD	Metropolitan Division
MSA	Metropolitan Statistical Area
OMB	Office of Management and Budget
REIS	Regional Economic Information System
SBA	Small Business Administration
USDA	United States Department of Agriculture

### **Rounding Convention**

Because the percentages presented in tables were rounded to the nearest tenth in most cases, some columns may not total exactly 100 percent.

### **General Information**

The CRA requires each federal financial supervisory agency to use its authority when examining financial institutions subject to its supervision to assess the 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. Upon conclusion of such examination, the agency must prepare a written evaluation of the institution's record of meeting the credit needs of its community.

This document is an evaluation of the CRA performance of **Great Southern Bank** prepared by the **Federal Reserve Bank of Atlanta**, the institution's supervisory agency, as of **July 16, 2018**. The agency rates the CRA performance of an institution consistent with the provisions set forth in Appendix A to 12 CFR Part 228.

## 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 MSAs. 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:** All Agencies have adopted the following language. Affordable housing (including multi-family 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.

Effective September 1, 2005, the Board of Governors of the Federal Reserve System (Board), Office of the Comptroller of the Currency (OCC), and the Federal Deposit Insurance Corporation (FDIC) have adopted the following additional language as part of the revitalize or stabilize definition of community development. Activities that revitalize or stabilize-

- I. Low- or moderate-income geographies;
- II. Designated disaster areas; or
- III. Distressed or underserved nonmetropolitan middle-income geographies designated by the Board, FDIC, and OCC, based on-
  - a. Rates of poverty, unemployment, and population loss; or
  - b. Population size, density, and dispersion. Activities that revitalize and stabilize geographies designated based on population size, density, and dispersion if they help to meet essential community needs, including needs of low- and moderate-income individuals.

**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 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 under the Lending, Investment, and Service Tests 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).

## APPENDIX C – GLOSSARY (Continued)

**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 MSA 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 multi-family (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 under the Lending, Investment, and Service Tests 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):** An MSA or a metropolitan division (MD) as defined by the Office of Management and Budget. An 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. An MD is a division of an MSA based on specific criteria including commuting patterns. Only an 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.

**Multi-family:** 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.

## APPENDIX C – GLOSSARY (Continued)

**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 MA. 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 MA, the institution will receive a rating for the multistate MA.

**Small loan(s) to business(es):** A loan included in 'loans to small businesses' as defined in the Call Report and the Thrift Financial Reporting (TFR) 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 instructions for preparation of the 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.

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

APPENDIX D – DEMOGRAPHIC AND LENDING TABLES FOR LIMITED-SCOPE ASSESSMENT  
AREA

## Combined Demographics Report

Assessment Area: Hattiesburg

Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income	
	#	%	#	%	#	%	#	%
Low-income	3	14.3	3,274	13.2	1,470	44.9	6,206	25.0
Moderate-income	6	28.6	4,109	16.5	884	21.5	3,779	15.2
Middle-income	7	33.3	8,496	34.2	1,334	15.7	4,166	16.8
Upper-income	5	23.8	8,969	36.1	605	6.7	10,697	43.0
Unknown-income	0	0.0	0	0.0	0	0.0	0	0.0
Total Assessment Area	21	100.0	24,848	100.0	4,293	17.3	24,848	100.0
	Housing Units by Tract	Housing Types by Tract						
		Owner-Occupied			Rental		Vacant	
		#	%	%	#	%	#	%
Low-income	5,499	1,927	8.2	35.0	2,727	49.6	845	15.4
Moderate-income	11,564	2,639	11.2	22.8	7,445	64.4	1,480	12.8
Middle-income	14,493	9,550	40.4	65.9	3,335	23.0	1,608	11.1
Upper-income	13,483	9,528	40.3	70.7	3,058	22.7	897	6.7
Unknown-income	0	0	0.0	0.0	0	0.0	0	0.0
Total Assessment Area	45,039	23,644	100.0	52.5	16,565	36.8	4,830	10.7
	Total Businesses by Tract		Businesses by Tract & Revenue Size					
			Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported	
	#	%	#	%	#	%	#	%
Low-income	503	12.0	422	11.1	75	20.2	6	22.2
Moderate-income	932	22.2	826	21.7	103	27.8	3	11.1
Middle-income	1,302	31.0	1,178	31.0	111	29.9	13	48.1
Upper-income	1,460	34.8	1,373	36.1	82	22.1	5	18.5
Unknown-income	0	0.0	0	0.0	0	0.0	0	0.0
Total Assessment Area	4,197	100.0	3,799	100.0	371	100.0	27	100.0
Percentage of Total Businesses:			90.5		8.8			
	Total Farms by Tract		Farms by Tract & Revenue Size					
			Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported	
	#	%	#	%	#	%	#	%
Low-income	4	8.9	4	9.1	0	0.0	0	0.0
Moderate-income	5	11.1	5	11.4	0	0.0	0	0.0
Middle-income	16	35.6	15	34.1	1	100.0	0	0.0
Upper-income	20	44.4	20	45.5	0	0.0	0	0.0
Unknown-income	0	0.0	0	0.0	0	0.0	0	0.0
Total Assessment Area	45	100.0	44	100.0	1	100.0	0	.0
Percentage of Total Farms:			97.8		2.2			

2016 FFIEC Census Data and 2016 D&amp;B Information

APPENDIX D – DEMOGRAPHIC AND LENDING TABLES FOR LIMITED-SCOPE ASSESSMENT  
AREA (Continued)Geographic Distribution of HMDA Loans  
Assessment Area: Hattiesburg

PRODUCT TYPE	Tract Income Levels	Bank Lending & Demographic Data Comparison					Bank & Aggregate Lending Comparison																						
		2014, 2015, 2016					2014					2015					2016												
		Bank		Owner Occupied Units	Count		Dollar		Count		Dollar		Count		Dollar		Count		Dollar										
		Count	Dollar		Bank	Agg	Bank	Agg	Bank	Agg	Bank	Agg	Bank	Agg	Bank	Agg													
																	#	%	\$ (000s)	%	%	%	%	%	%	%	%	%	%
HOME PURCHASE	Low	3	33.3%	\$149	18.4%	8.2%	0	0.0%	2.9%	\$0	0.0%	2.8%	2	40.0%	3.5%	\$102	26.4%	4.0%	1	50.0%	2.9%	\$47	24.5%	3.0%					
	Moderate	2	22.2%	\$186	23.0%	11.2%	1	50.0%	10.0%	\$120	51.7%	9.0%	1	20.0%	11.6%	\$66	17.1%	8.8%	0	0.0%	11.7%	\$0	0.0%	8.8%					
	Middle	2	22.2%	\$210	25.9%	40.4%	1	50.0%	34.1%	\$112	48.3%	26.8%	1	20.0%	32.5%	\$98	25.4%	26.5%	0	0.0%	32.0%	\$0	0.0%	26.0%					
	Upper	2	22.2%	\$265	32.7%	40.3%	0	0.0%	53.0%	\$0	0.0%	61.5%	1	20.0%	52.5%	\$120	31.1%	60.7%	1	50.0%	53.4%	\$145	75.5%	62.1%					
	Unknown	0	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%					
	Total	9	100.0%	\$810	100.0%	100.0%	2	100.0%	100.0%	\$232	100.0%	100.0%	5	100.0%	100.0%	\$386	100.0%	100.0%	2	100.0%	100.0%	\$192	100.0%	100.0%					
REFINANCE	Low	5	29.4%	\$189	14.6%	8.2%	3	50.0%	4.7%	\$138	26.8%	4.0%	0	0.0%	3.6%	\$0	0.0%	3.3%	2	28.6%	3.8%	\$51	9.9%	2.5%					
	Moderate	3	17.6%	\$118	9.1%	11.2%	0	0.0%	12.0%	\$0	0.0%	7.8%	1	25.0%	12.4%	\$51	19.3%	11.0%	2	28.6%	9.2%	\$67	13.1%	6.0%					
	Middle	8	47.1%	\$715	55.3%	40.4%	3	50.0%	37.5%	\$377	73.2%	31.0%	3	75.0%	34.7%	\$213	80.7%	28.3%	2	28.6%	36.4%	\$125	24.4%	28.2%					
	Upper	1	5.9%	\$270	20.9%	40.3%	0	0.0%	45.8%	\$0	0.0%	57.1%	0	0.0%	49.3%	\$0	0.0%	57.4%	1	14.3%	50.5%	\$270	52.6%	63.3%					
	Unknown	0	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%					
	Total	17	100.0%	\$1,292	100.0%	100.0%	6	100.0%	100.0%	\$515	100.0%	100.0%	4	100.0%	100.0%	\$264	100.0%	100.0%	7	100.0%	100.0%	\$513	100.0%	100.0%					
HOME IMPROVEMENT	Low	3	30.0%	\$83	29.3%	8.2%	1	33.3%	12.9%	\$39	43.3%	4.2%	2	40.0%	9.8%	\$44	34.6%	2.8%	0	0.0%	9.6%	\$0	0.0%	17.0%					
	Moderate	4	40.0%	\$114	40.3%	11.2%	1	33.3%	9.7%	\$10	11.1%	4.2%	2	40.0%	15.2%	\$58	45.7%	10.0%	1	50.0%	12.0%	\$46	69.7%	7.5%					
	Middle	3	30.0%	\$86	30.4%	40.4%	1	33.3%	36.3%	\$41	45.6%	31.3%	1	20.0%	41.7%	\$25	19.7%	44.6%	1	50.0%	40.7%	\$20	30.3%	28.3%					
	Upper	0	0.0%	\$0	0.0%	40.3%	0	0.0%	41.1%	\$0	0.0%	60.3%	0	0.0%	33.3%	\$0	0.0%	42.5%	0	0.0%	37.7%	\$0	0.0%	47.3%					
	Unknown	0	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%					
	Total	10	100.0%	\$283	100.0%	100.0%	3	100.0%	100.0%	\$90	100.0%	100.0%	5	100.0%	100.0%	\$127	100.0%	100.0%	2	100.0%	100.0%	\$66	100.0%	100.0%					
MULTI FAMILY	Multi-Family Units					Count	Dollar		Count	Dollar		Count	Dollar		Count	Dollar		Count	Dollar										
	Low	0	0.0%	\$0	0.0%		13.3%	0		0.0%	0.0%		\$0	0.0%		0.0%	0		0.0%	10.5%	\$0	0.0%	13.5%	0	0.0%	16.0%	\$0	0.0%	16.2%
	Moderate	0	0.0%	\$0	0.0%		58.4%	0		0.0%	46.2%		\$0	0.0%		65.2%	0		0.0%	36.8%	\$0	0.0%	71.9%	0	0.0%	40.0%	\$0	0.0%	47.8%
	Middle	0	0.0%	\$0	0.0%		11.5%	0		0.0%	46.2%		\$0	0.0%		30.9%	0		0.0%	21.1%	\$0	0.0%	6.6%	0	0.0%	28.0%	\$0	0.0%	18.1%
	Upper	0	0.0%	\$0	0.0%		16.7%	0		0.0%	7.7%		\$0	0.0%		3.9%	0		0.0%	31.6%	\$0	0.0%	7.9%	0	0.0%	16.0%	\$0	0.0%	17.9%
	Unknown	0	0.0%	\$0	0.0%		0.0%	0		0.0%	0.0%		\$0	0.0%		0.0%	0		0.0%	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%
Total	0	0.0%	\$0	0.0%	100.0%	0	0.0%	100.0%	\$0	0.0%	100.0%	0	0.0%	100.0%	\$0	0.0%	100.0%	0	0.0%	100.0%	\$0	0.0%	100.0%						
HMDA TOTALS	Low	11	30.6%	\$421	17.7%	8.2%	4	36.4%	4.1%	\$177	21.1%	3.2%	4	28.6%	3.9%	\$146	18.8%	4.6%	3	27.3%	3.7%	\$98	12.7%	3.9%					
	Moderate	9	25.0%	\$418	17.5%	11.2%	2	18.2%	11.0%	\$130	15.5%	10.4%	4	28.6%	12.2%	\$175	22.5%	15.4%	3	27.3%	11.1%	\$113	14.7%	10.0%					
	Middle	13	36.1%	\$1,011	42.4%	40.4%	5	45.5%	35.7%	\$530	63.3%	28.7%	5	35.7%	33.7%	\$336	43.2%	25.7%	3	27.3%	34.0%	\$145	18.8%	26.4%					
	Upper	3	8.3%	\$535	22.4%	40.3%	0	0.0%	49.2%	\$0	0.0%	57.7%	1	7.1%	50.1%	\$120	15.4%	54.4%	2	18.2%	51.2%	\$415	53.8%	59.8%					
	Unknown	0	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%					
	Total	36	100.0%	\$2,385	100.0%	100.0%	11	100.0%	100.0%	\$837	100.0%	100.0%	14	100.0%	100.0%	\$777	100.0%	100.0%	11	100.0%	100.0%	\$771	100.0%	100.0%					

Originations & Purchases  
2016 FFIEC Census Data and 2010 ACS Data

**APPENDIX D – DEMOGRAPHIC AND LENDING TABLES FOR LIMITED-SCOPE ASSESSMENT  
AREA (Continued)**

**Geographic Distribution of Small Business Loans**

Assessment Area: Hattiesburg

Tract Income Levels	Bank Lending & Demographic Data Comparison				
	2014, 2015, 2016				
	Bank		Small		
	Count	Dollar	Businesses		
	#	%	\$ (000s)	\$ %	%
Low	2	11.8%	\$135	8.3%	11.1%
Moderate	7	41.2%	\$301	18.4%	21.7%
Middle	6	35.3%	\$1,158	70.9%	31.0%
Upper	2	11.8%	\$39	2.4%	36.1%
Unknown	0	0.0%	\$0	0.0%	0.0%
Tr Unknown	0	0.0%	\$0	0.0%	
<i>Total</i>	<i>17</i>	<i>100.0%</i>	<i>\$1,633</i>	<i>100.0%</i>	<i>100.0%</i>

Originations & Purchases  
2016 FFIEC Census Data and 2016 D&B Information



APPENDIX D – DEMOGRAPHIC AND LENDING TABLES FOR LIMITED-SCOPE ASSESSMENT  
AREA (Continued)Borrower Distribution of HMDA Loans  
Assessment Area: Hattiesburg

PRODUCT TYPE	Borrower Income Levels	Bank Lending & Demographic Data Comparison					Bank & Aggregate Lending Comparison																	
		2014, 2015, 2016					2014					2015					2016							
		Bank		Families by Family Income			Count		Dollar			Count		Dollar			Count		Dollar					
		Count	Dollar				Bank	Agg	Bank	Agg	Bank	Agg	Bank	Agg	Bank	Agg	Bank	Agg						
		#	%	\$(000s)	\$ %	%	#	%	%	\$ (000s)	\$ %	%	#	%	%	\$(000s)	\$ %	%	#	%	%	\$(000s)	\$ %	%
HOME PURCHASE	Low	0	0.0%	\$0	0.0%	25.0%	0	0.0%	3.2%	\$0	0.0%	1.2%	0	0.0%	1.7%	\$0	0.0%	0.7%	0	0.0%	2.7%	\$0	0.0%	1.3%
	Moderate	3	33.3%	\$183	22.6%	15.2%	0	0.0%	13.1%	\$0	0.0%	7.9%	2	40.0%	10.6%	\$136	35.2%	6.3%	1	50.0%	17.0%	\$47	24.5%	11.1%
	Middle	1	11.1%	\$32	4.0%	16.8%	0	0.0%	21.0%	\$0	0.0%	16.1%	1	20.0%	17.2%	\$32	8.3%	13.4%	0	0.0%	20.5%	\$0	0.0%	17.3%
	Upper	4	44.4%	\$483	59.6%	43.0%	1	50.0%	43.1%	\$120	51.7%	55.8%	2	40.0%	46.4%	\$218	56.5%	56.1%	1	50.0%	39.1%	\$145	75.5%	51.0%
	Unknown	1	11.1%	\$112	13.8%	0.0%	1	50.0%	19.6%	\$112	48.3%	19.0%	0	0.0%	24.0%	\$0	0.0%	23.5%	0	0.0%	20.7%	\$0	0.0%	19.3%
	Total	9	100.0%	\$810	100.0%	100.0%	2	100.0%	100.0%	\$232	100.0%	100.0%	5	100.0%	100.0%	\$386	100.0%	100.0%	2	100.0%	100.0%	\$192	100.0%	100.0%
REFINANCE	Low	0	0.0%	\$0	0.0%	25.0%	0	0.0%	5.6%	\$0	0.0%	2.4%	0	0.0%	3.2%	\$0	0.0%	1.5%	0	0.0%	6.2%	\$0	0.0%	2.6%
	Moderate	1	5.9%	\$47	3.6%	15.2%	0	0.0%	8.1%	\$0	0.0%	4.4%	0	0.0%	7.0%	\$0	0.0%	4.0%	1	14.3%	10.3%	\$47	9.2%	6.4%
	Middle	4	23.5%	\$209	16.2%	16.8%	3	50.0%	16.2%	\$187	36.3%	11.8%	0	0.0%	13.4%	\$0	0.0%	9.6%	1	14.3%	14.3%	\$22	4.3%	11.0%
	Upper	7	41.2%	\$837	64.8%	43.0%	1	16.7%	42.0%	\$238	46.2%	49.3%	3	75.0%	48.1%	\$227	86.0%	52.8%	3	42.9%	44.0%	\$372	72.5%	53.9%
	Unknown	5	29.4%	\$199	15.4%	0.0%	2	33.3%	28.2%	\$90	17.5%	32.1%	1	25.0%	28.2%	\$37	14.0%	32.1%	2	28.6%	25.2%	\$72	14.0%	26.1%
	Total	17	100.0%	\$1,292	100.0%	100.0%	6	100.0%	100.0%	\$515	100.0%	100.0%	4	100.0%	100.0%	\$264	100.0%	100.0%	7	100.0%	100.0%	\$513	100.0%	100.0%
HOME IMPROVEMENT	Low	1	10.0%	\$20	7.1%	25.0%	0	0.0%	4.8%	\$0	0.0%	0.5%	0	0.0%	3.8%	\$0	0.0%	0.2%	1	50.0%	4.8%	\$20	30.3%	1.8%
	Moderate	1	10.0%	\$41	14.5%	15.2%	1	33.3%	21.8%	\$41	45.6%	6.7%	0	0.0%	11.4%	\$0	0.0%	2.1%	0	0.0%	13.8%	\$0	0.0%	5.8%
	Middle	2	20.0%	\$49	17.3%	16.8%	2	66.7%	16.9%	\$49	54.4%	9.2%	0	0.0%	15.2%	\$0	0.0%	6.6%	0	0.0%	15.0%	\$0	0.0%	9.4%
	Upper	0	0.0%	\$0	0.0%	43.0%	0	0.0%	49.2%	\$0	0.0%	74.5%	0	0.0%	56.8%	\$0	0.0%	82.8%	0	0.0%	55.7%	\$0	0.0%	71.6%
	Unknown	6	60.0%	\$173	61.1%	0.0%	0	0.0%	7.3%	\$0	0.0%	9.1%	5	100.0%	12.9%	\$127	100.0%	8.3%	1	50.0%	10.8%	\$46	69.7%	11.5%
	Total	10	100.0%	\$283	100.0%	100.0%	3	100.0%	100.0%	\$90	100.0%	100.0%	5	100.0%	100.0%	\$127	100.0%	100.0%	2	100.0%	100.0%	\$66	100.0%	100.0%
MULTI-FAMILY	Low	0	0.0%	\$0	0.0%	25.0%	0	0.0%	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%
	Moderate	0	0.0%	\$0	0.0%	15.2%	0	0.0%	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%
	Middle	0	0.0%	\$0	0.0%	16.8%	0	0.0%	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%
	Upper	0	0.0%	\$0	0.0%	43.0%	0	0.0%	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%	0	0.0%	0.0%	\$0	0.0%	0.0%
	Unknown	0	0.0%	\$0	0.0%	0.0%	0	0.0%	100.0%	\$0	0.0%	100.0%	0	0.0%	100.0%	\$0	0.0%	100.0%	0	0.0%	100.0%	\$0	0.0%	100.0%
	Total	0	0.0%	\$0	0.0%	100.0%	0	0.0%	100.0%	\$0	0.0%	100.0%	0	0.0%	100.0%	\$0	0.0%	100.0%	0	0.0%	100.0%	\$0	0.0%	100.0%
HMDA TOTALS	Low	1	2.8%	\$20	0.8%	25.0%	0	0.0%	4.2%	\$0	0.0%	1.6%	0	0.0%	2.4%	\$0	0.0%	0.9%	1	9.1%	4.0%	\$20	2.6%	1.7%
	Moderate	5	13.9%	\$271	11.4%	15.2%	1	9.1%	11.4%	\$41	4.9%	6.2%	2	14.3%	9.2%	\$136	17.5%	4.9%	2	18.2%	14.3%	\$94	12.2%	8.9%
	Middle	7	19.4%	\$290	12.2%	16.8%	5	45.5%	18.7%	\$236	28.2%	13.7%	1	7.1%	15.5%	\$32	4.1%	10.7%	1	9.1%	17.9%	\$22	2.9%	14.1%
	Upper	11	30.6%	\$1,320	55.3%	43.0%	2	18.2%	42.7%	\$358	42.8%	51.6%	5	35.7%	47.3%	\$445	57.3%	50.3%	4	36.4%	41.4%	\$517	67.1%	49.6%
	Unknown	12	33.3%	\$484	20.3%	0.0%	3	27.3%	23.0%	\$202	24.1%	26.9%	6	42.9%	25.6%	\$164	21.1%	33.2%	3	27.3%	22.3%	\$118	15.3%	25.7%
	Total	36	100.0%	\$2,385	100.0%	100.0%	11	100.0%	100.0%	\$837	100.0%	100.0%	14	100.0%	100.0%	\$777	100.0%	100.0%	11	100.0%	100.0%	\$771	100.0%	100.0%

Originations & Purchases  
2016 FRIEC Census Data and 2010 ACS Data

**APPENDIX D – DEMOGRAPHIC AND LENDING TABLES FOR LIMITED-SCOPE ASSESSMENT  
AREA (Continued)**

**Small Business Loans by Business Revenue & Loan Size**

Assessment Area: Hattiesburg

Business Revenue & Loan Size		Bank Lending & Demographic Data Comparison				
		2014, 2015, 2016				
		Bank				Total Businesses
		Count		\$ (000s)		
		#	%	\$	%	%
BUSINESS REVENUE	\$1million or Less	17	100.0%	\$1,633	100.0%	90.5%
	Over \$1 Million	0	0.0%	\$0	0.0%	8.8%
	<i>Total Rev. available</i>	17	100.0%	\$1,633	100.0%	99.3%
	Rev. Not Known	0	0.0%	\$0	0.0%	0.6%
	<i>Total</i>	17	100.0%	\$1,633	100.0%	100.0%
LOAN SIZE	\$100,000 or Less	15	88.2%	\$559	34.2%	
	\$100,001 - \$250,000	0	0.0%	\$0	0.0%	
	\$250,001 - \$1 Million	2	11.8%	\$1,074	65.8%	
	<i>Total</i>	17	100.0%	\$1,633	100.0%	
LOAN SIZE Rev \$1 Mill or Less	\$100,000 or Less	15	88.2%	\$559	34.2%	
	\$100,001 - \$250,000	0	0.0%	\$0	0.0%	
	\$250,001 - \$1 Million	2	11.8%	\$1,074	65.8%	
	<i>Total</i>	17	100.0%	\$1,633	100.0%	

Originations & Purchases

2016 FFIEC Census Data and 2016 D&B Information

APPENDIX D – DEMOGRAPHIC AND LENDING TABLES FOR LIMITED-SCOPE ASSESSMENT  
AREA (Continued)

## Combined Demographics Report

Assessment Area: Hattiesburg

Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income		
	#	%	#	%	#	%	#	%	
Low-income	4	19.0	2,790	10.4	1,338	48.0	6,712	25.1	
Moderate-income	3	14.3	2,200	8.2	634	28.8	3,854	14.4	
Middle-income	10	47.6	13,183	49.3	2,296	17.4	4,946	18.5	
Upper-income	4	19.0	8,571	32.0	539	6.3	11,232	42.0	
Unknown-income	0	0.0	0	0.0	0	0.0	0	0.0	
Total Assessment Area	21	100.0	26,744	100.0	4,807	18.0	26,744	100.0	
	Housing Units by Tract	Housing Types by Tract							
		Owner-Occupied			Rental		Vacant		
		#	%	%	#	%	#	%	
Low-income	7,309	1,353	5.9	18.5	4,565	62.5	1,391	19.0	
Moderate-income	4,121	1,670	7.3	40.5	1,991	48.3	460	11.2	
Middle-income	23,315	11,937	52.3	51.2	8,574	36.8	2,804	12.0	
Upper-income	11,741	7,846	34.4	66.8	2,960	25.2	935	8.0	
Unknown-income	0	0	0.0	0.0	0	0.0	0	0.0	
Total Assessment Area	46,486	22,806	100.0	49.1	18,090	38.9	5,590	12.0	
	Total Businesses by Tract	Businesses by Tract & Revenue Size							
		Less Than or = \$1 Million			Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	#	%
Low-income	439	12.0	373	11.4	60	16.4	6	22.2	
Moderate-income	239	6.5	193	5.9	44	12.1	2	7.4	
Middle-income	2,001	54.7	1,786	54.7	199	54.5	16	59.3	
Upper-income	976	26.7	911	27.9	62	17.0	3	11.1	
Unknown-income	0	0.0	0	0.0	0	0.0	0	0.0	
Total Assessment Area	3,655	100.0	3,263	100.0	365	100.0	27	100.0	
	Percentage of Total Businesses:			89.3			10.0		.7
	Total Farms by Tract	Farms by Tract & Revenue Size							
		Less Than or = \$1 Million			Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	#	%
Low-income	1	2.6	1	2.7	0	0.0	0	0.0	
Moderate-income	3	7.9	3	8.1	0	0.0	0	0.0	
Middle-income	21	55.3	20	54.1	1	100.0	0	0.0	
Upper-income	13	34.2	13	35.1	0	0.0	0	0.0	
Unknown-income	0	0.0	0	0.0	0	0.0	0	0.0	
Total Assessment Area	38	100.0	37	100.0	1	100.0	0	.0	
	Percentage of Total Farms:			97.4			2.6		.0

2017 FFIEC Census Data and 2017 D&amp;B Information

APPENDIX D – DEMOGRAPHIC AND LENDING TABLES FOR LIMITED-SCOPE ASSESSMENT  
AREA (Continued)

## Geographic Distribution of HMDA Loans

Assessment Area: Hattiesburg

PRODUCT TYPE	Tract Income Levels	Bank Lending & Demographic Data Comparison				
		2017				
		Bank				Owner Occupied Units
		Count		Dollar		
#	%	\$ (000s)	\$ %	%		
HOME PURCHASE	Low	0	0.0%	\$0	0.0%	5.9%
	Moderate	0	0.0%	\$0	0.0%	7.3%
	Middle	2	40.0%	\$145	18.0%	52.3%
	Upper	3	60.0%	\$660	82.0%	34.4%
	Unknown	0	0.0%	\$0	0.0%	0.0%
	Total	5	100.0%	\$805	100.0%	100.0%
REFINANCE	Low	1	33.3%	\$35	26.7%	5.9%
	Moderate	0	0.0%	\$0	0.0%	7.3%
	Middle	1	33.3%	\$49	37.4%	52.3%
	Upper	1	33.3%	\$47	35.9%	34.4%
	Unknown	0	0.0%	\$0	0.0%	0.0%
	Total	3	100.0%	\$131	100.0%	100.0%
HOME IMPROVEMENT	Low	0	0.0%	\$0	0.0%	5.9%
	Moderate	0	0.0%	\$0	0.0%	7.3%
	Middle	0	0.0%	\$0	0.0%	52.3%
	Upper	0	0.0%	\$0	0.0%	34.4%
	Unknown	0	0.0%	\$0	0.0%	0.0%
	Total	0	0.0%	\$0	0.0%	100.0%
MULTI FAMILY	Low	0	0.0%	\$0	0.0%	35.3%
	Moderate	0	0.0%	\$0	0.0%	9.3%
	Middle	0	0.0%	\$0	0.0%	42.1%
	Upper	0	0.0%	\$0	0.0%	13.3%
	Unknown	0	0.0%	\$0	0.0%	0.0%
	Total	0	0.0%	\$0	0.0%	100.0%
HMDA TOTALS	Low	1	12.5%	\$35	3.7%	5.9%
	Moderate	0	0.0%	\$0	0.0%	7.3%
	Middle	3	37.5%	\$194	20.7%	52.3%
	Upper	4	50.0%	\$707	75.5%	34.4%
	Unknown	0	0.0%	\$0	0.0%	0.0%
	Total	8	100.0%	\$936	100.0%	100.0%

Originations & Purchases  
2017 FFIEC Census Data and 2010 ACS Data

**APPENDIX D – DEMOGRAPHIC AND LENDING TABLES FOR LIMITED-SCOPE ASSESSMENT  
AREA (Continued)**

**Geographic Distribution of Small Business Loans**

Assessment Area: Hattiesburg

Tract Income Levels	Bank Lending & Demographic Data Comparison				
	2017				
	Bank		Small		
	Count	Dollar	Businesses		
	#	%	\$ (000s)	\$ %	%
Low	1	8.3%	\$914	59.7%	11.4%
Moderate	1	8.3%	\$13	0.8%	5.9%
Middle	9	75.0%	\$300	19.6%	54.7%
Upper	1	8.3%	\$304	19.9%	27.9%
Unknown	0	0.0%	\$0	0.0%	0.0%
Tr Unknown	0	0.0%	\$0	0.0%	
<i>Total</i>	<i>12</i>	<i>100.0%</i>	<i>\$1,530</i>	<i>100.0%</i>	<i>100.0%</i>

Originations & Purchases

2017 FFIEC Census Data and 2017 D&B Information

APPENDIX D – DEMOGRAPHIC AND LENDING TABLES FOR LIMITED-SCOPE ASSESSMENT  
AREA (Continued)

## Borrower Distribution of HMDA Loans

Assessment Area: Hattiesburg

PRODUCT TYPE	Borrower Income Levels	Bank Lending & Demographic Data Comparison				
		2017				
		Bank				Families by Family Income
		Count		Dollar		
#	%	\$ (000s)	\$ %	%		
HOME PURCHASE	Low	0	0.0%	\$0	0.0%	25.1%
	Moderate	0	0.0%	\$0	0.0%	14.4%
	Middle	1	20.0%	\$72	8.9%	18.5%
	Upper	4	80.0%	\$733	91.1%	42.0%
	Unknown	0	0.0%	\$0	0.0%	0.0%
	Total	5	100.0%	\$805	100.0%	100.0%
REFINANCE	Low	0	0.0%	\$0	0.0%	25.1%
	Moderate	1	33.3%	\$49	37.4%	14.4%
	Middle	1	33.3%	\$47	35.9%	18.5%
	Upper	1	33.3%	\$35	26.7%	42.0%
	Unknown	0	0.0%	\$0	0.0%	0.0%
	Total	3	100.0%	\$131	100.0%	100.0%
HOME IMPROVEMENT	Low	0	0.0%	\$0	0.0%	25.1%
	Moderate	0	0.0%	\$0	0.0%	14.4%
	Middle	0	0.0%	\$0	0.0%	18.5%
	Upper	0	0.0%	\$0	0.0%	42.0%
	Unknown	0	0.0%	\$0	0.0%	0.0%
	Total	0	0.0%	\$0	0.0%	100.0%
MULTI FAMILY	Low	0	0.0%	\$0	0.0%	25.1%
	Moderate	0	0.0%	\$0	0.0%	14.4%
	Middle	0	0.0%	\$0	0.0%	18.5%
	Upper	0	0.0%	\$0	0.0%	42.0%
	Unknown	0	0.0%	\$0	0.0%	0.0%
	Total	0	0.0%	\$0	0.0%	100.0%
HMDA TOTALS	Low	0	0.0%	\$0	0.0%	25.1%
	Moderate	1	12.5%	\$49	5.2%	14.4%
	Middle	2	25.0%	\$119	12.7%	18.5%
	Upper	5	62.5%	\$768	82.1%	42.0%
	Unknown	0	0.0%	\$0	0.0%	0.0%
	Total	8	100.0%	\$936	100.0%	100.0%

Originations &amp; Purchases

2017 FFIEC Census Data and 2010 ACS Data

**APPENDIX D – DEMOGRAPHIC AND LENDING TABLES FOR LIMITED-SCOPE ASSESSMENT  
AREA (Continued)**

**Small Business Loans by Business Revenue & Loan Size**

Assessment Area: Hattiesburg

Business Revenue & Loan Size		Bank Lending & Demographic Data Comparison				
		2017				
		Bank				Total Businesses
		Count		\$ (000s)		
		#	%	\$	%	%
BUSINESS REVENUE	\$1million or Less	12	100.0%	\$1,530	100.0%	89.3%
	Over \$1 Million	0	0.0%	\$0	0.0%	10.0%
	<i>Total Rev. available</i>	12	100.0%	\$1,530	100.0%	99.3%
	Rev. Not Known	0	0.0%	\$0	0.0%	0.7%
	<i>Total</i>	12	100.0%	\$1,530	100.0%	100.0%
LOAN SIZE	\$100,000 or Less	9	75.0%	\$213	13.9%	
	\$100,001 - \$250,000	1	8.3%	\$100	6.5%	
	\$250,001 - \$1 Million	2	16.7%	\$1,218	79.6%	
	<i>Total</i>	12	100.0%	\$1,530	100.0%	
LOAN SIZE Rev \$1 Mill or Less	\$100,000 or Less	9	75.0%	\$213	13.9%	
	\$100,001 - \$250,000	1	8.3%	\$100	6.5%	
	\$250,001 - \$1 Million	2	16.7%	\$1,218	79.6%	
	<i>Total</i>	12	100.0%	\$1,530	100.0%	

Originations & Purchases

2017 FFIEC Census Data and 2017 D&B Information