



PUBLIC DISCLOSURE

October 16, 2023

COMMUNITY REINVESTMENT ACT PERFORMANCE EVALUATION

Atlantic Union Bank

Richmond, VA

**Federal Reserve Bank of Richmond
Richmond, Virginia**

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 this institution does not represent an analysis, conclusion or opinion of the Federal financial supervisory agency concerning the safety and soundness of this financial institution.

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TABLE OF CONTENTS

	Page
Institution Rating	
Institution’s CRA Rating	1
Table of Performance Test Ratings.....	1
Summary of Major Factors Supporting Rating.....	1
Institution	
Description of Institution	3
Scope of Examination	3
Conclusions With Respect to Performance Tests	5
Multistate Metropolitan Area	
Multistate Metropolitan Area Rating	14
Scope of Examination	14
Description of Operations in Virginia Beach-Norfolk, VA-NC CSA	
Assessment Area.....	14
Conclusions With Respect to Performance Tests	20
Commonwealth of Virginia	
State Rating.....	28
Scope of Examination	28
Description of Operations	29
Conclusions With Respect to Performance Tests	29
Metropolitan Area (reviewed using full-scope review)	
Description of Institution’s Operations in Washington-Baltimore-Alexandria, VA CSA	
Assessment Area.....	32
Conclusions with Respect to Performance Tests	38
Metropolitan Area (reviewed using full-scope review)	
Description of Institution’s Operations in Richmond, VA	
Assessment Area.....	47
Conclusions with Respect to Performance Tests	52
Metropolitan Area (reviewed without using full-scope review)	
Description of Institution’s Operations in Metropolitan Areas	59
Conclusions with Respect to Performance Tests	65
Nonmetropolitan Statewide Area (reviewed using full-scope review)	
Description of Institution’s Operations in Essex-Northampton, VA NonMSA	
Assessment Area.....	66
Conclusions with Respect to Performance Tests	70
Nonmetropolitan Statewide Area (reviewed without using full-scope review)	
Description of Institution’s Operations in the Nonmetropolitan Statewide Areas	79
Conclusions with Respect to Performance Tests	83
State of North Carolina	
State Rating.....	84
Scope of Examination	84
Description of Operations	85
Conclusions With Respect to Performance Tests	85

Metropolitan Area (reviewed using full-scope review)	
Description of Institution’s Operations in Raleigh-Cary, NC Assessment Area.....	88
Conclusions with Respect to Performance Tests	92
Nonmetropolitan Statewide Area (reviewed using full-scope review)	
Description of Institution’s Operations in Chowan, NC NonMSA Assessment Area.....	99
Conclusions with Respect to Performance Tests	103
State of Maryland	
State Rating.....	109
Scope of Examination.....	109
Description of Operations.....	110
Conclusions With Respect to Performance Tests	114
Appendices	
CRA Appendix A: Scope of Examination.....	120
CRA Appendix B: Summary of State and Multistate Metropolitan Area Ratings	121
CRA Appendix C: 2020 Demographic Tables for Full-Scope Review Assessment Areas and Lending Tables for Limited -Scope Review Assessment Areas	122
CRA Appendix D: Loan, Branch, and Deposit Volume by Assessment Area	175
CRA Appendix E: Assessment Area Composition.....	176
CRA Appendix F: Branch Openings and Closures.....	179
CRA Appendix G: Glossary	180

INSTITUTION RATING

INSTITUTION'S CRA RATING: SATISFACTORY

The following table indicates the performance level of Atlantic Union Bank with respect to the lending, investment, and service tests.

PERFORMANCE LEVELS	<u>ATLANTIC UNION BANK</u>		
	PERFORMANCE TESTS		
	Lending Test*	Investment Test	Service Test
Outstanding	X		
High Satisfactory		X	
Low Satisfactory			X
Needs to Improve			
Substantial Noncompliance			

** The Lending Test is weighted more heavily than the investment and service tests in determining the overall rating.*

Major factors supporting the institution’s rating include:

- Lending activity reflects an excellent responsiveness to local credit needs consistent with the bank’s capacity and economic conditions.
- A high percentage of the institution’s residential mortgage and small business/small farm loans were originated within the bank’s assessment areas.
- While the overall distribution performance varies by state/multistate area, the overall geographic and borrower distribution performances are excellent.
- The bank exhibits an excellent record of serving the credit needs of low-income individuals and geographies as well as very small businesses and farms.
- Overall, the bank is a leader in extending or renewing community development loans during the evaluation period and made use of innovative and/or flexible lending practices in serving the assessment area’s credit needs, particularly small businesses.

- The bank has a significant level of qualified community development investments that demonstrate good responsiveness to local credit and community development needs, and it makes occasional use of innovative and/or complex investments to support community development initiatives.
- Delivery systems and branch locations are accessible to geographies and individuals of different income levels within the institution's assessment areas.
- Banking services do not vary in a way that inconveniences the bank's assessment areas, particularly to low- and moderate-income area and/or people.
- The bank's closing of branch locations adversely affected the accessibility of its delivery systems, particularly to low- and moderate-income people and areas.
- During the evaluation period, the bank provided an adequate level of qualified community development services given its capacity and available opportunities within its assessment areas.

INSTITUTION

DESCRIPTION OF INSTITUTION

Atlantic Union Bankshares Corporation, a single-bank corporation, owns Atlantic Union Bank (AUB), both of which are headquartered in Richmond, Virginia. AUB received a satisfactory rating at its prior Community Reinvestment Act (CRA) evaluation, conducted May 17, 2021.

AUB currently operates 110 full-service branch offices and 15 stand-alone automatic teller machines (ATMs) serving 15 assessment areas throughout Virginia, northeastern North Carolina, and southeastern Maryland; however, during the evaluation period, the bank delineated an additional assessment area in central North Carolina, which was discontinued after the bank closed its single branch location within that area in March 2022. Since the previous evaluation, AUB closed 22 branch offices in total, while opening two branch offices as outlined in *Appendix F*. One of the 22 branch closures was located in moderate-income census tracts, and no branch activity occurred in low-income census tracts.

As of June 30, 2023, AUB had assets of \$20.5 billion, of which 73% were net loans and 14.8% were securities. Deposits totaled \$16.4 billion as of the same time-period. Various deposit and loan products are available throughout the institution including loans for residential mortgage, consumer, and business purposes. The composition of the loan portfolio (using gross loans) as of June 30, 2023, is represented in the following table:

Composition of Loan Portfolio

Loan Type	6/30/2023	
	\$(000s)	%
Secured by 1-4 Family dwellings	2,144,588	14.2
Multifamily	788,895	5.2
Construction and Development	1,231,720	8.2
Commercial & Industrial/ NonFarm NonResidential	9,440,747	62.6
Consumer Loans and Credit Cards	720,465	4.8
Agricultural Loans/ Farmland	27,447	0.2
All Other	723,394	4.8
Total	15,077,256	100.0

As indicated in the preceding table, AUB is an active commercial and residential mortgage lender. The bank offers other loans such as consumer and farm loans; however, the dollar volume of such lending is relatively small in comparison to its commercial and residential mortgage lending. Based on its financial capacity, there are no significant limitations on the bank's ability to meet credit needs within the communities it serves.

SCOPE OF EXAMINATION

AUB was evaluated using the interagency examination procedures for large institutions developed by the Federal Financial Institutions Examination Council (FFIEC). AUB is required to report certain information regarding its home mortgage lending in accordance with the Home Mortgage Disclosure Act (HMDA) as well as collect loan data for small business and small farm loans in accordance with the CRA. While the bank has reported its 2022 HMDA and CRA data, that data is not included in this analysis because the 2022 aggregate data is not yet available. Because aggregate data captures lending done under the same business and market conditions, aggregate data from 2022 is an important performance context factor needed to evaluate the bank's lending performance, especially since the lingering effects of the pandemic and resulting economic impacts were realized during 2022.

Accordingly, the bank's 2020 and 2021 HMDA and CRA loan originations and purchases were considered in this evaluation. AUB reported 310 small farms loans totaling \$15.3 million within their assessment areas during 2020 and 2021, with 63.2% of the originations occurring within two of the bank's assessment areas, and the remaining originations occurring throughout multiple assessment areas accounting for no more than 9% of the number of small farm originations within any one assessment area. Accordingly, an analysis of the geographic and borrower distribution of small farm lending will be conducted for the two assessment areas accounting for the majority of small farm originations during 2020 and 2021: Washington-Baltimore-Alexandria, VA CSA and Essex-Northampton, VA NonMSA assessment areas. Further analysis of these loans within the remaining assessment areas was not warranted within the geographic and borrower distributions, as doing so would not yield meaningful conclusions relative to rating the bank's performance. Throughout the analysis of lending, loans without a reported income (in the case of borrower distribution) and loans where the reported geographic information is incomplete (in the case of geographic distribution) are excluded from both bank loan totals and comparative aggregate lending totals.

The evaluation also considers any qualified community development loans, investments, donations, and services originated, renewed, purchased, or provided since the previous evaluation dated May 17, 2021. In addition, all qualified investments funded as of the evaluation date were considered, regardless of when made.

To help determine the availability of community development opportunities in specific assessment areas, the CRA public evaluations of other financial institutions operating in these same areas were reviewed. Additionally, in some markets, contact with members of the community were made to discern information about local economic conditions, local credit needs, performance of banks in the assessment area, as well as potential community development opportunities.

Due to its branch locations, an overall rating and ratings for the lending, investment, and service tests are assigned to the institution, the multistate assessment area, the Commonwealth of Virginia, and the States of North Carolina and Maryland. The state ratings are based only on the performance in the assessment areas subject to full-scope review, but excludes activity in the multistate assessment area, as this is rated separately. For assessment areas that are reviewed utilizing the limited-scope examination procedures, a determination is made as to whether performance is consistent with the overall state rating. The assessment area compositions for each year are reflected in *Appendix E*.

The following assessment areas were evaluated using the FFIEC's full-scope examination procedures because of their relative size as determined by loan activity, proportion of bank deposits, and market population:

- Virginia Beach-Norfolk, VA-NC Combined Statistical Area (CSA)
- Washington-Baltimore-Alexandria, VA CSA
- Richmond, VA
- Essex-Northampton, VA NonMSA
- Raleigh-Cary, NC
- Chowan, NC NonMSA
- Salisbury, MD

The remaining nine assessment areas were subject to limited scope reviews as provided for by the FFIEC examination procedures. *Appendix D* includes data about the distribution of lending, branches and deposits by assessment area.

The institution’s overall rating for each test is based on the ratings assigned to the Virginia Beach-Norfolk, VA-NC multistate CSA, Virginia, North Carolina, and Maryland. Performance within each multistate assessment area or state is weighted primarily according to the level of associated bank activity as measured by relative lending/deposit volume and the number of branches. In reaching conclusions for each of the performance tests, AUB’s ratings within the Commonwealth of Virginia received the greatest weight, as it comprised 84.4%, 84.5%, and 89.7% of the loan volume (by dollar), number of branches, and deposit volume, respectively. AUB’s overall performance in the Virginia Beach-Norfolk, VA-NC multistate CSA received the next highest weight. North Carolina and Maryland received the least amount of weight in reaching performance test ratings at the institution level, as these states individually account for less than one percent of the loan volume (by dollar) and number of branches. The State of North Carolina accounts for 1.9% of the deposits, while the State of Maryland accounts for less than one percent. According to the evaluation procedures, the Lending Test performance accounts for half of the overall rating, while the investment and service tests are equally weighted and account for the remaining half of the overall rating. *Appendix D* includes additional data about the distribution of lending, branches, and deposits by assessment area.

CONCLUSIONS WITH RESPECT TO PERFORMANCE TESTS

LENDING TEST

The bank’s overall Lending Test performance is rated “Outstanding.” This rating considers the bank’s lending activity, assessment area concentration, geographic and borrower distribution performance, and community development lending. In addition, the bank’s level of responsiveness and innovation in serving the credit needs of its assessment areas are also considered. These components are discussed in the following sections:

Rated Area	Lending Test Rating
Virginia Beach-Norfolk, VA-NC Multistate CSA	High Satisfactory
Commonwealth of Virginia	Outstanding
State of North Carolina	High Satisfactory
State of Maryland	High Satisfactory
Overall Lending Test Rating	Outstanding

Reported home mortgage data, as well as reported small business data from calendar years 2020 and 2021 were fully analyzed and considered in this evaluation. While American Community Survey (ACS) data is collected and published by the U.S. Census Bureau on an annual basis, the demographic data relied upon in this performance evaluation is based on ACS data that is updated once every five years. The most recent update occurred in 2022. As such, when evaluating the bank’s performance, relevant area demographic data from the 2015 ACS is used as a proxy for demand. Dun & Bradstreet (D&B) business demographic data from 2020 and 2021 are also considered when evaluating the bank’s performance.

During 2020 and 2021, the bank reported approximately \$1.9 billion in HMDA, \$2 billion in small business, and \$15.3 million in small farm loans within its assessment areas. In assessing the bank’s HMDA lending performance, consideration was given to all HMDA loan categories and the associated performance for each, and the proportion of each category relative to the bank’s total reported HMDA activity. Each loan category has been analyzed independently, and overall conclusions consider the performance of all HMDA loan categories. In general, greater weight was given to loan categories and years with higher associated dollar volume.

Analysis tables are presented for each full-scope assessment area for geographic and borrower distribution analyses in 2020 and 2021. HMDA and small business data from calendar years 2020 and 2021 are presented in the analysis tables. In instances where HMDA or small business distribution performance in 2021 varies significantly from the performance noted during 2020, such variance and the corresponding impact on the overall performance is discussed. Additionally, analysis tables for limited-scope areas are provided in *Appendix C*. While small farm loans were included in the lending activity

and comparison of credit extended inside and outside of the bank’s assessment areas, these loans were excluded from geographic and borrower distribution performance analyses for all assessment areas based on their limited volume, with the exception of the Washington-Baltimore-Alexandria, VA CSA and Essex-Northampton, VA NonMSA assessment areas.

For the analysis of small business loans by borrower revenue, Paycheck Protection Program (PPP) lending had a significant impact on the bank’s reported data as well as aggregate data during 2020 and 2021. While the PPP loan program did not require the collection or consideration of borrower revenue, the bank chose to collect and consequently report borrower revenue for the PPP loans it originated. The 2020 and 2021 aggregate small business loan data, however, includes an unknown volume of PPP loans, which includes aggregate PPP lending for which borrower revenue was unknown. Given these factors, when evaluating borrower distribution by business revenue, the analysis includes the percentage of loans originated to businesses with revenues less than \$1 million as compared to all originated loans, as well as the percentage of those loans compared to the volume of loans where revenues are known.

Lending Activity:

Since June 30, 2021, bank assets and loans increased by 2.7% and 9.9%, respectively, while deposits decreased by 1.7%. Within the bank’s assessment areas during the evaluation period, the number of small business loans is greater than the number of HMDA-reportable and small farm loans, while the total dollar volume of HMDA-reportable loans is greater than the total dollar volume of small business and small farm loans. Of the HMDA-reportable loans, home purchase and refinance loans were the bank’s leading loan products, followed by home equity lines of credit and home improvement loans.

Summary of Lending Activity

Loan Type	#	%	\$(000)	% of \$
Home Improvement	1,097	3.63	113,702	2.24
Home Purchase	3,260	10.79	997,135	19.64
Multi-Family Housing	119	0.39	185,265	3.65
Refinancing	3,639	12.04	1,089,508	21.45
Loan Purpose Not Applicable	0	0	0	0
Other Purpose Closed-End	82	0.27	6,911	0.14
Other Purpose LOC	2,675	8.85	382,491	7.53
Total HMDA related	10,872	36	2,775,012	55
Small Business	19,025	62.94	2,287,604	45.05
Small Farm	329	0.00	0	0.00
TOTAL LOANS	30,226	100	5,078,342	100

In 2020, within its combined assessment areas, the institution ranked 42nd of 1,101 reporters of mortgage lending with a .6% market share, and ranked 5th of 355 reporters of small business loans with a 5.2% market share. When compared to 2021 aggregate data, the institution ranked 43rd of 1,132 reporters of mortgage lending with a .6% market share and ranked 10th of 343 reporters of small business loans with a 2.6% market share. All market share rankings consider originated and purchased loans. Lending activity is discussed in more detail in the multistate CSA, state, and full-scope assessment area sections of this report. Overall, lending activity at the institutional level is considered excellent. Since there is a variability of the conclusions for the rated areas, the overall conclusion is driven by the conclusions in the Commonwealth of Virginia and the multistate CSA. Combined, those areas account for 98.6% of the number and 98.7% of the dollar volume of loans in the analysis, as well as 98.1% of the bank’s branches and 97.5% of its total deposit base.

Rated Area	Lending Activity
Virginia Beach-Norfolk, VA-NC Multistate CSA	Excellent
Commonwealth of Virginia	Excellent
State of North Carolina	Good
State of Maryland	Good
Overall Component Rating	Excellent

Overall lending levels reflect excellent responsiveness to the credit needs of the bank’s assessment areas and did not vary greatly by rated area, as shown in the table above. The total number and dollar amount of loans were considered in arriving at lending activity conclusions, in addition to competitive factors and the bank’s overall importance to the area.

Assessment Area Concentration:

To determine the institution’s volume of lending within its assessment areas, the geographic location of the bank’s originations and purchases for specific loan types from January 1, 2020, through December 31, 2021, was considered. The lending distribution inside and outside of the bank’s assessment areas is represented in the following table:

Comparison of Credit Extended Inside and Outside of Assessment Area(s)

Loan Type	Inside				Outside			
	#	%	\$(000)	%	#	%	\$(000)	%
Home Purchase	1,546	47.4	484,457	48.6	1,714	52.6	512,678	51.4
Home Improvement	1,053	96.0	108,460	95.4	44	4.0	5,242	4.6
Refinancing	2,629	72.2	775,930	71.2	1,010	27.8	313,578	28.8
Multi-Family Housing	107	89.9	171,241	92.4	12	10.1	14,024	7.6
Loan Purpose Not Applicable	0	0.0	0	0.0	0	0.0	0	0.0
Other Purpose Closed/Exempt	76	92.7	6,616	95.7	6	7.3	295	4.3
Other Purpose LOC	2,593	96.9	363,832	95.1	82	3.1	18,659	4.9
Total HMDA related	8,004	73.6	1,910,536	68.8	2,868	26.4	864,476	31.2
Small Business	17,598	92.5	2,035,501	89.0	1,427	7.5	252,103	11.0
Small Farm	310	94.2	15,275	97.1	19	5.8	451	2.9
TOTAL LOANS	25,912	85.7	3,961,312	78.0	4,314	14.3	1,117,030	22.0

As indicated in the preceding table, a high percentage of the total number (85.7%) and dollar amount (78%) of loans were extended to residents and businesses within the bank’s assessment areas. A high percentage of lending inside the assessment areas indicates responsiveness to assessment area credit needs.

Geographic and Borrower Distribution:

When evaluating the geographic and borrower distribution for a specific loan category (HMDA and small business) within an assessment area, primary emphasis is placed on the number (and corresponding percentage) of loans originated or purchased. When considering all loan products to arrive at an overall conclusion, the level of performance of each category is typically weighted by the dollar volume of each category. The geographic and borrower distribution performance of HMDA loans focused on performance for Home Purchase, Home Improvement, Refinancing, and Multifamily loan categories. Performance for the Not Applicable, Other Purpose Closed/Exempt, and Other Line of Credit loan categories were not evaluated because not all HMDA reporters are required to report each loan category, or the category contains relatively few loans overall. Similarly, the performance of the assessment areas subject to full-scope reviews are weighted primarily according to their dollar volume during the review period. In all cases, conclusions take into consideration relevant performance context factors

The bank’s overall geographic distribution of loans in low- and moderate-income census tracts is excellent, and its lending patterns do not reveal any unexplained gaps in any of the assessment areas. Overall, the bank’s distribution of loans to low- and moderate-income borrowers and businesses of different sizes is also excellent. Further details with respect to the geographic and borrower distributions are provided within each assessment area discussion.

Community Development Lending:

The bank is a leader in making community development loans, as shown in the table below. Since there is variability of the conclusions for the rated areas, the overall conclusion is driven by the bank’s performance in the Commonwealth of Virginia and the multistate CSA. Combined, those areas account for 98.6% of the number and 98.8% of the dollar volume of loans in the analysis, as well as 98.2% of the bank’s branches and 97.5% of its total deposit base.

Rated Area	Community Development Lending
Virginia Beach-Norfolk, VA-NC Multistate CSA	Leader
Commonwealth of Virginia	Leader
State of North Carolina	Makes Few, if Any
State of Maryland	Makes Few, if Any
Overall Component Rating	Leader

The bank is a leader in providing community development loans for a variety of community development purposes, originating, or renewing a total of 64 community development loans totaling approximately \$530.3 million across all its assessment areas. These loans were made to borrowers who development affordable housing, offer community services to low- and moderate-income individuals, promote economic development, and/or create jobs within the bank’s markets. Community development loans that benefit the multistate, statewide, and/or assessment area levels are discussed within the corresponding sections of this evaluation. The following table summarizes the number and dollar volume of AUB’s community development lending by category.

Community Development Definition	#	\$
Affordable Housing	32	\$208 million
Serve Low/Moderate-Income People	3	\$7.2 million
Support Small Business/Farm	15	\$72.1 million
Job Creation	14	\$243 million
Total	64	\$530.3 million

Product Innovation

Overall, AUB makes use of innovative and/or flexible lending practice in serving the credit needs of its assessment areas. During the review period, the following mortgage programs designed to facilitate affordable housing were originated throughout the bank’s assessment areas and were considered within the overall lending rating.

Mortgage Program	#	\$
Virginia Housing Development Authority (VHDA) Mortgage Program	43	\$5,267,036
West Virginia Housing Development Fund (WVHDF) Mortgage Program	2	\$509,250
First-Time Homebuyer Loan Program	1,090	\$287,499,816
First-Time Homebuyer Grant	18	\$160,000
Federal Home Loan Bank of Atlanta (FHLB) First-Time Homebuyer Grant	79	\$767,500

- Virginia Housing Development Authority Mortgage Program and Grants: AUB offers an array of mortgage products with more favorable interest rates through the VHDA geared toward first-time homebuyers. Through the VHDA, AUB offers low downpayment and no downpayment loans, as well as loan options to borrowers with credit scores as low as 620. To qualify through the VHDA, borrowers must have a minimum credit score of 620, be first-time homebuyers, or borrowers who have not owned a home for at least three years.
- West Virginia Housing Development Fund Mortgage Program: AUB offers mortgage products from the WVHDF that was established to increase the supply of residential housing for low- and moderate-income families in the State of West Virginia. While the bank’s assessment areas do not include any portion of West Virginia, several of the bank’s assessment areas (Blacksburg-Christiansburg, VA, Covington-Buena Vista, VA NonMSA, and Harrisonburg-Staunton, VA) are contiguous to the State of West Virginia. To qualify for this mortgage loan program, borrowers must be first-time homebuyers, purchase a house in the State of West Virginia, and have incomes at or below 80% of the area median family income. Through this fund, the bank also offers loans for financing to borrowers who meet the same income limitations, but who are not first-time homebuyers.
- First-Time Homebuyer Grant: AUB offers a grant of up to \$12,500 to qualified first-time homebuyers to assist with downpayment and closing costs associated with buying a home. To qualify for this program, borrowers must be first-time homebuyers, have incomes at or below 80% of the area median family income, must contribute at least \$1,000 toward the purchase of the home, and must complete a homebuyer counseling program.
- Federal Home Loan Bank of Atlanta First-Time Homebuyer Grant: AUB offers grants up to \$7,500 through FHLB-Atlanta for qualified first-time homebuyers who contribute at least \$1,000 toward the home purchase. Through the FHLB-Atlanta, the bank offers current or retired law enforcement officers, educators, healthcare workers, firefighters or other first-responders, veterans, active-duty members of the U.S. military or their surviving spouses and other essential workers a grant up to \$10,000 for first-time and non-first-time homebuyers who contribute at least \$1,000 toward the home purchase.
- United States Department of Agriculture (USDA) Loan Program: AUB offers up to 100% financing for low- and moderate-income rural homebuyers through the USDA with incomes at or below 80% of the median family income, according to guidelines published by the USDA.

INVESTMENT TEST

The institution’s level of responding to community development needs through its investment activities is rated high satisfactory at the institutional level. This conclusion is driven by the high satisfactory ratings within the Commonwealth of Virginia and the multistate CSA. While there is some level of variation across the rated areas, in general, the Investment Test rating at the institutional level and the underlying rated areas is driven by a high satisfactory level of investment and grant activity, occasional use of innovative or complex investments, and good responsiveness to credit and community development needs.

Rated Area	Investments		Donations/ Grants		Investment Test Rating
	#	\$	#	\$	
Virginia Beach-Norfolk, VA- NC Multistate CSA	14	\$7,121,808	28	\$129,250	High Satisfactory
Commonwealth of Virginia	75	\$48,255,908	72	\$338,225	High Satisfactory
State of North Carolina	3	\$727,004	0	\$0	Low Satisfactory
State of Maryland	2	\$2,652,275	1	\$4,000	Low Satisfactory
Statewide or Regional	39	\$45,768,929	11	\$461,850	NA
Total	133	\$104,525,924	112	\$933,325	High Satisfactory

Investment in equity housing funds, low-income mortgage loan pools, Small Business Investment Companies (SBICs), low-income housing tax credits, venture capital companies, certificates of deposit in Community Development Financial Institutions (CDFIs) and Minority Depository Institutions (MDIs), as well as qualified community development bonds have been made. These investments demonstrate good responsiveness to community needs. As of October 16, 2023, AUB holds a good level of community development investments comprised of 133 allocations from qualified investments, of which approximately \$47.1million directly benefits regional or statewide areas that include one or more of the bank's assessment areas. The total qualified investments represent 3.4% of total securities and 0.5% of total assets. Investments that were allocated specifically across the bank's assessment areas are further discussed within the corresponding assessment areas of this evaluation.

The bank's qualified investments across regional and statewide areas include the following:

- \$17.6 million in 28 qualified housing bonds issued by the Virginia Housing Development Authority (VHDA), which benefits the statewide area, including the bank's assessment areas. VHDA bonds provide affordable housing to low- and moderate-income borrowers and areas throughout the Commonwealth of Virginia, including the Virginia portion of the multistate area.
- \$11.6 million in Canapi Ventures SBIC, which provides funding to small businesses and startups across the country, including the bank's assessment areas throughout Virginia, North Carolina, and Maryland.
- \$6.3 million in a qualified bond issued by the North Carolina Housing Finance Agency (NCHF), which benefits the North Carolina statewide area, including the North Carolina portion of the multistate area.
- \$2.9 million equity investment in Plexus Fund III, an SBIC fund that provides capital to lower-middle market small businesses throughout the country, including the bank's assessment areas throughout Virginia, North Carolina, and Maryland.
- \$2.4 million of the bank's \$2.5 million equity investment in Plexus Fund IV-C, an SBIC fund that provides capital to lower-middle market small businesses throughout the country, including the bank's assessment areas throughout Virginia, North Carolina, and Maryland.
- \$2 million in Virginia Community Capital (VCC), a CDFI, for Local Impact Opportunity Notes (LION), which provide funding to small businesses in underserved markets throughout the Commonwealth of Virginia, including the Virginia portion of the multistate area.
- \$1.2 million of the bank's \$1.3 million equity investment in the Farragut SBIC Fund II is allocated to provide capital to small businesses across the country, including the bank's assessment areas throughout Virginia, North Carolina, and Maryland.
- \$797,967 of the bank's \$917,203 equity investment in Farragut Mezzanine Partners III, an SBIC that provides capital to small businesses. These funds were earmarked for investments throughout the country, including the bank's assessment areas through Virginia, North Carolina, and Maryland.
- \$600,000 in a certificate of deposit with VCC, which facilitates job creation, economic development, and affordable housing throughout the Commonwealth of Virginia, including the Virginia portion of the multistate area.
- \$247,127 equity investment in CAHEC Equity Fund 26, a community development organization that develops affordable housing for low- and moderate-income individuals and families throughout the State of North Carolina, including the bank's North Carolina assessment areas and the multistate CSA.

- \$78,380 investment in Solomon Hess SBA Loan Fund, which provides financing to small businesses located in low- and moderate-income areas or that employ low- and moderate-income persons throughout the Commonwealth of Virginia, including the Virginia portion of the multistate area.
- \$48,689 of the bank’s \$53,504 equity investment in Leeds Novamark Capital I, an SBIC that provides capital to small businesses throughout the country. These funds were earmarked for investments throughout the country, including Virginia, North Carolina, and Maryland.

AUB also actively supports community development organizations through grants and/or donations. Since the previous evaluation, donations totaling approximately \$461,850 were made to community development organizations whose operations assist low- and moderate-income people, promote economic development or revitalization efforts, as well as provide affordable housing.

SERVICE TEST

The bank’s overall performance under the Service Test is rated low satisfactory. This rating considers the accessibility of delivery systems, reasonableness of hours and services, changes in branch office locations, and the level of community development services provided by the bank and its employees. The bank’s products and service offerings are consistent and made available across all its assessment areas.

Rated Area	Service Test Rating
Virginia Beach-Norfolk, VA-NC Multistate CSA	Low Satisfactory
Commonwealth of Virginia	Low Satisfactory
State of North Carolina	Low Satisfactory
State of Maryland	High Satisfactory
Overall Service Test Rating	Low Satisfactory

Accessibility of Delivery Systems

The bank’s delivery systems are accessible to geographies and individuals of different income levels throughout the bank’s assessment areas. In addition to branch locations, consideration was given to the distribution of stand-alone ATMs, which provide further ease of access to individuals in the bank’s assessment areas. The bank’s website and mobile banking application offer full functionality of features and extend the bank’s ability to offer its products and services beyond its physical branch presence. Overall, delivery systems are accessible and convenient to all portions of the assessment areas. Of the 110 full-service branch offices, three (2.7%) are located within low-income areas and 19 (17.3%) are located in moderate-income areas. The table below provides conclusions for each rated area for this component of the Service Test.

Rated Area	Accessibility of Delivery Systems
Virginia Beach-Norfolk, VA-NC Multistate CSA	Accessible
Commonwealth of Virginia	Accessible
State of North Carolina	Accessible
State of Maryland	Accessible
Overall Component Rating	Accessible

Changes in Branch Locations

The bank’s record of opening and closing branches has adversely affected the accessibility of its delivery systems, particularly to low- and moderate-income geographies and/or individuals. During the review period, AUB closed 22 branch locations, while opening one branch location, as outlined in *Appendix F*. One of the branch openings and two closed branch locations were located in moderate-income census tracts within the Commonwealth of Virginia.

Rated Area	Changes in Branch Locations
Virginia Beach-Norfolk, VA-NC Multistate CSA	Not Adversely Impacted
Commonwealth of Virginia	Adversely Impacted
State of North Carolina	Not Adversely Impacted
State of Maryland	Not Adversely Impacted
Overall Component Rating	Adversely Impacted

Reasonableness of Business Hours and Services in Meeting Assessment Area Needs

The bank’s business hours and services do not vary in a way that inconveniences certain portions of its assessment areas, particularly low- and moderate-income geographies or individuals. Most branch offices operate within standard weekday hours (9:00 a.m. to 5:00 p.m.), while one branch located within a senior living facility operates within hyphenated hours (9:00 a.m. to 2:00 p.m.). In addition, 42 (38.2%) of the bank’s branches operate Saturday lobby hours as well, from 9:00 a.m. to 12:00 p.m., and drive-through facilities are operated at 92 (83.6%) of the bank’s branches, many of which offer Saturday drive-through hours as well. The bank’s branches do not vary in a way that adversely impacts low- and moderate-income geographies or individuals. Moreover, the bank offers the same suite of products and services throughout its entire branch network, including 24-hour ATM access, bank-by-mail and bank-by-phone services, mobile and online banking, contact-free mobile deposits, person-to-person money transfers through Zelle, cash management programs for small businesses, and access to personal finance and budgeting tools. AUB also offers a free checking account to all customers, including low- and moderate-income residents that features no monthly fee or minimum balance requirements.

Rated Area	Reasonableness of Business Hours and Services
Virginia Beach-Norfolk, VA-NC Multistate CSA	Do Not Vary
Commonwealth of Virginia	Do Not Vary
State of North Carolina	Do Not Vary
State of Maryland	Do Not Vary
Overall Component Rating	Do Not Vary

Community Development Services

Despite the challenges caused by the COVID-19 lockdowns that impacted and/or closed many businesses and organizations in March 2020 for varied periods of time, the bank and its employees were able to provide an adequate level of community development services. The following table depicts the provision of community development services within the rated areas.

Rated Area	Community Development Services
Virginia Beach-Norfolk, VA-NC Multistate CSA	Adequate Level
Commonwealth of Virginia	Adequate Level
State of North Carolina	Limited Level
State of Maryland	Adequate Level
Overall Component Rating	Adequate Level

During the review period, 77 bank employees provided community service activities at 67 different organizations operating throughout its assessment areas. Overall, this level of community development services is in line with the bank’s overall performance at the previous evaluation, when taking into consideration the impact of the pandemic on the bank’s ability to provide such activities. Specific examples of services provided across the bank’s footprint are detailed below:

- Virginia Housing Development Authority: One bank employee serves on the board of directors of the VHDA, which exists to help state residents attain quality, affordable housing by providing mortgages for first-time homebuyers, providing housing counseling, and administering the federal Housing Choice Voucher and Housing Credit programs across the Commonwealth of Virginia, including the Virginia portion of the multistate area.
- Housing Forward Virginia: One bank employee serves on the board of directors for this non-profit organization that addresses affordable housing concerns and issues within the Commonwealth of Virginia, including the Virginia portion of the multistate area. The organization is a statewide partnership of public and private organizations committed to providing individuals access to quality affordable housing in suitable locations.
- Virginia Supportive Housing: One employee serves on the board of directors for this non-profit organization that provides permanent housing and supportive services to the homeless throughout the Commonwealth of Virginia, including the Virginia portion of the multistate area.

Activities at the multistate, statewide, and/or assessment area levels are discussed within the corresponding sections of this evaluation.

FAIR LENDING OR OTHER ILLEGAL CREDIT PRACTICES REVIEW

The Dodd-Frank Wall Street Reform and Consumer Protection Act of 2010 (Dodd-Frank Act) established the Consumer Financial Protection Bureau (CFPB). In general, the Dodd-Frank Act gives the CFPB, among other things, primary examination and enforcement authority over insured depository institutions with total assets of more than \$10 billion when assessing compliance with the requirements of Federal consumer financial laws, including AUB. The Federal Reserve, however, retains authority to enforce compliance with the bank's CRA and certain other consumer compliance laws and regulations. During the review period of this evaluation from May 17, 2021, through October 16, 2023, the Federal Reserve did not cite violations involving discriminatory or other illegal credit practices that adversely affected the Federal Reserve's evaluation of the bank's CRA performance.

MULTISTATE METROPOLITAN AREA

CRA RATING FOR VIRGINIA BEACH-NORFOLK, VA-NC CSA¹: Satisfactory

The Lending Test is rated: High Satisfactory

The Investment Test is rated: High Satisfactory

The Service Test is rated: Low Satisfactory

Major factors supporting the rating include:

- Lending activity reflects an excellent responsiveness to community credit needs given the bank's capacity within a highly competitive market.
- Geographic and borrower distribution performance are considered good overall.
- Overall, the bank exhibits a good record of serving the credit needs of low-income individuals and areas and very small businesses.
- The bank is a leader in making community development loans that demonstrate excellent responsiveness to local credit needs and made use of flexible lending practices in serving the assessment area's credit needs.
- AUB holds a significant level of qualified investments that benefits this assessment area, exhibiting a good responsiveness to community development needs, and it makes use of innovative and/or complex investments to support community development initiatives.
- Delivery systems and branch locations are accessible to all segments of the assessment area. Since the previous evaluation, branching activity has not adversely impacted the accessibility of its delivery systems, particularly to low- and moderate-income neighborhoods and individuals. Bank services and branch hours do not vary in a way that inconveniences low- and moderate-income people or census tracts within the assessment area.
- The bank and its employees provide an adequate level of community development services within the assessment area.

SCOPE OF EXAMINATION

The Lending Test review considered HMDA and small business loans, originated, or purchased, from January 1, 2020, through December 31, 2021. Small farm loans were excluded from further analysis given the limited volume of originations during the review period. Community development loans made during this evaluation period, and qualified community development services provided during the review period, were considered. All qualified investments extended during the review period or funded as of the evaluation date, regardless of when made, were also considered.

DESCRIPTION OF INSTITUTION'S OPERATIONS IN VIRGINIA BEACH-NORFOLK, VA-NC MULTISTATE CSA

AUB operates 15 branches within the assessment area, which is comprised of a portion of the Virginia Beach-Norfolk, VA-NC CSA, including parts of the Virginia Beach-Norfolk-Newport News, VA-NC MSA, Elizabeth City, NC Micropolitan Statistical Area, and the Kill Devils Hills, NC Micropolitan Statistical Area. The complete composition of the assessment area is detailed in *Appendix E*.

¹ This rating reflects performance within the multistate metropolitan area. The statewide evaluations are adjusted and do not reflect performance in the parts of those states contained in the multistate metropolitan area.

Based on 2015 ACS data, the assessment area has a total population of 1,769,678 and a median housing value of \$232,133. Within the assessment area, the owner-occupancy rate is 54.1%, which is lower than the owner-occupancy rate for the Virginia Beach-Norfolk-Newport News, VA-NC MSA (55.5%), the Commonwealth of Virginia (59.2%), and the State of North Carolina (55.7%). The percentage of families living below the poverty level in the assessment area (9.6%) is substantially similar to the poverty level of the entire MSA (9.5%), slightly higher than the rate for the Commonwealth of Virginia (8.2%), and is substantially lower than the rate for the State of North Carolina (12.8%). The Virginia Beach-Norfolk-Newport News, VA-NC MSA median family income during 2020 and 2021 equaled \$78,800 and \$80,800, respectively. The following table provides family and household demographic information for the assessment area, as well as the tract and owner-occupied housing unit distribution by tract income level. The table also provides D&B business data.

2021 Virginia Beach-Norfolk, VA-NC CSA AA Demographics								
Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income	
	#	%	#	%	#	%	#	%
Low	31	7.0	20,440	4.6	6,842	33.5	92,105	20.8
Moderate	114	25.9	101,597	23.0	17,079	16.8	76,341	17.3
Middle	156	35.5	164,086	37.1	12,263	7.5	89,483	20.3
Upper	124	28.2	154,848	35.0	5,758	3.7	183,953	41.6
Unknown	15	3.4	911	0.2	263	28.9	0	0.0
Total AA	440	100.0	441,882	100.0	42,205	9.6	441,882	100.0
	Housing Units by Tract	Housing Type by Tract						
		Owner-occupied			Rental		Vacant	
		#	% by tract	% by unit	#	% by unit	#	% by unit
Low	40,299	9,420	2.3	23.4	25,490	63.3	5,389	13.4
Moderate	185,389	70,398	17.4	38.0	94,890	51.2	20,101	10.8
Middle	267,138	159,466	39.4	59.7	82,689	31.0	24,983	9.4
Upper	253,019	164,710	40.7	65.1	47,327	18.7	40,982	16.2
Unknown	2,497	586	0.1	23.5	1,266	50.7	645	25.8
Total AA	748,342	404,580	100.0	54.1	251,662	33.6	92,100	12.3
	Total Businesses by Tract	Businesses by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low	3,318	4.0	3,053	3.9	242	4.9	23	4.2
Moderate	18,034	21.6	16,599	21.3	1,336	26.9	99	17.9
Middle	30,498	36.6	28,419	36.5	1,910	38.5	169	30.6
Upper	30,601	36.7	28,992	37.2	1,355	27.3	254	45.9
Unknown	915	1.1	786	1.0	121	2.4	8	1.4
Total AA	83,366	100.0	77,849	100.0	4,964	100.0	553	100.0
Percentage of Total Businesses:			93.4		6.0		0.7	
	Total Farms by Tract	Farms by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low	7	0.9	7	1.0	0	0.0	0	0.0
Moderate	88	11.7	82	11.3	6	22.2	0	0.0
Middle	313	41.7	302	41.7	11	40.7	0	0.0
Upper	342	45.5	332	45.9	10	37.0	0	0.0
Unknown	1	0.1	1	0.1	0	0.0	0	0.0
Total AA	751	100.0	724	100.0	27	100.0	0	0.0
Percentage of Total Farms:			96.4		3.6		0.0	
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.								

The federal government provides a large portion of area employment opportunities for residents, primarily through the Department of Defense, in addition to opportunities provided by local government agencies. In addition, healthcare, hospitality, retail, manufacturing, and construction, are primary employment drivers of the local economy. Major area employers include Anthem, Bon Secours Health Systems, Canon, Ferguson Enterprises, Food Lion, Huntington Ingalls Industries, QVC Chesapeake, Riverside Regional Medical Center, Science Applications International Corporation, Sentara Healthcare, Stihl, Target Corporation, and Walmart.

Virginia Beach-Norfolk, VA-NC CSA Employees by Industry										
	2020 - Q1	2020 - Q2	2020 - Q3	2020 - Q4	2021 - Q1	2021 - Q2	2021 - Q3	2021 - Q4	2022 - Q1	2022 - Q2
Government										
Government Total, all industries	164,267*	159,199*	152,507*	161,957*	156,891*	158,126*	152,534*	158,743*	160,748	161,040
Private Sector										
Private Sector Total, all industries	603,872	535,445	576,570	583,991	573,785	589,229	600,205	598,231	587,904	604,310
Agriculture, forestry, fishing and hunting	670*	791*	625*	633*	587*	800*	789*	651*	578*	682*
Mining, quarrying, and oil and gas extraction	71*	61*	59*	58*	60*	60*	60*	64*	91*	78*
Utilities	239*	239*	546*	291*	693*	691*	628*	632*	349*	644*
Construction	38,067*	37,392	38,256	38,480	38,402*	39,114	39,226*	39,418*	38,941*	39,426*
Manufacturing	54,782*	51,243*	52,653*	54,335*	54,056*	53,706*	53,396*	53,442*	53,511*	53,685*
Wholesale trade	10,453*	10,150*	13,598*	10,662*	13,301*	12,765*	12,932*	12,963*	10,037*	13,513*
Retail Trade	86,165	78,259	85,562	89,016	85,341	86,908	87,045	89,141	84,039	84,874
Transportation and warehousing	20,609*	18,405*	18,969*	20,382*	22,395*	23,447*	23,957*	23,025*	25,887*	24,603*
Information	9,749*	8,727*	8,693*	8,769*	8,801*	8,811*	8,920*	8,868*	8,701*	8,693*
Finance and insurance	22,138	21,820	21,625	21,592	21,141	20,994	20,785	20,945	21,000	20,958
Real estate and rental and leasing	14,491*	14,081*	15,946*	14,353*	13,796*	15,553*	16,221*	15,117*	14,297*	16,135*
Professional and technical services	47,807*	46,725*	47,126*	47,142*	48,108*	48,274*	48,119*	48,320*	48,544*	48,262*
Management of companies and enterprises	11,647*	11,012*	11,026*	10,660*	10,526*	10,548*	10,601*	10,615*	11,290*	11,279*
Administrative and waste services	45,345*	40,555*	42,284*	43,535*	41,882*	43,175*	44,110*	44,556*	44,567*	45,915*
Educational services	11,817*	10,069*	10,181*	10,602*	11,292*	11,354*	11,050*	11,631*	11,834*	11,932*
Health care and social assistance	94,899*	88,173*	90,999*	91,175*	92,079*	91,873*	92,357*	92,488*	91,879*	93,056*
Arts, entertainment, and recreation	12,650*	5,825*	9,536*	9,947*	8,650*	12,532*	15,468*	11,702*	11,636*	14,601*
Accommodation and food services	79,956*	53,754*	70,065*	71,188*	66,364*	75,661*	80,835*	73,927*	74,114*	80,974*
Other services, except public administration	21,728	17,318	20,312	20,314	19,776	20,741	21,264	21,124	20,676	21,209
Public administration	0	0	0	0	0	0	0	0	0	0
Unclassified	1,748*	1,533*	1,886*	1,970*	2,100*	1,932*	1,748*	1,767*	2,165*	2,597*
Source: Bureau of Labor Statistics(BLS), Quarterly Census of Employment and Wages										
* indicates that some or all of the data for this category was suppressed for confidentiality reasons										

Recent unemployment rates are included in the following table:

Virginia Beach-Norfolk, VA-NC Unemployment Rates			
Area	2020	2021	2022
Virginia Beach-Norfolk, VA-NC Assessment Area	7.4%	4.5%	3.3%
Camden County, NC	5.5%	4.1%	3.8%
Currituck County, NC	6.1%	4.2%	3.5%
Dare County, NC	9.8%	5.9%	4.3%
Gates County, NC	5.7%	4.4%	3.5%
Pasquotank County, NC	7.2%	5.5%	4.5%
Perquimans County, NC	6.7%	5.5%	4.5%
Gloucester County, VA	5.6%	3.4%	2.7%
James City County, VA	7.1%	4.0%	2.9%
Mathews County, VA	5.1%	3.2%	2.9%
York County, VA	5.8%	3.3%	2.8%
Chesapeake city, VA	6.3%	3.8%	2.9%
Hampton city, VA	8.8%	5.6%	3.9%
Newport News city, VA	9.0%	5.5%	3.6%
Norfolk city, VA	9.0%	5.6%	3.5%
Poquoson city, VA	4.4%	2.8%	2.5%
Portsmouth city, VA	9.8%	6.5%	3.9%
Suffolk city, VA	6.7%	4.4%	3.1%
Virginia Beach city, VA	6.5%	3.7%	2.8%
Williamsburg city, VA	8.4%	4.8%	4.1%
NonMSA North Carolina	7.4%	5.5%	4.1%
Virginia Beach-Norfolk-Newport News, VA-NC MSA	7.3%	4.5%	3.2%
North Carolina	7.2%	4.9%	3.7%
Virginia	6.5%	3.9%	2.9%

Source: Bureau of Labor Statistics(BLS), Local Area Unemployment Statistics

Unemployment rates within the assessment area have decreased significantly since 2020, as the local employment market normalizes in the years following the initial COVID-19 pandemic restrictions. The unemployment rate for the Commonwealth of Virginia is generally lower than the unemployment rate for the State of North Carolina. Unemployment rates in cities and counties throughout the assessment area varied in relation to those of their respective states.

Virginia Beach-Norfolk, VA-NC Median Family Income Change			
Area	2015 Median Family Income	2020 Median Family Income	Percent Change
Virginia Beach-Norfolk, VA-NC Assessment Area	\$73,824	\$81,726	10.7%
Camden County, NC	\$77,062	\$69,068	-10.4%
Currituck County, NC	\$79,408	\$87,778	10.5%
Dare County, NC	\$69,473	\$78,462	12.9%
Gates County, NC	\$60,351	\$58,200	-3.6%
Pasquotank County, NC	\$57,755	\$72,184	25.0%
Perquimans County, NC	\$53,536	\$61,471	14.8%
Gloucester County, VA	\$82,075	\$84,008	2.4%
James City County, VA	\$99,316	\$107,443	8.2%
Mathews County, VA	\$87,081	\$85,450	-1.9%
York County, VA	\$102,856	\$107,790	4.8%
Chesapeake city, VA	\$86,229	\$94,474	9.6%
Hampton city, VA	\$66,312	\$70,165	5.8%
Newport News city, VA	\$63,413	\$67,050	5.7%
Norfolk city, VA	\$56,353	\$64,390	14.3%
Poquoson city, VA	\$106,727	\$118,390	10.9%
Portsmouth city, VA	\$59,597	\$61,738	3.6%
Suffolk city, VA	\$82,729	\$94,393	14.1%
Virginia Beach city, VA	\$84,799	\$91,553	8.0%
Williamsburg city, VA	\$81,788	\$82,396	0.7%
NonMSA North Carolina	\$51,588	\$57,962	12.4%
Virginia Beach-Norfolk-Newport News, VA-NC MSA	\$76,232	\$83,421	9.4%
North Carolina	\$63,212	\$70,978	12.3%
Virginia	\$85,647	\$93,284	8.9%

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

While several locality median family income levels have declined from 2015 to 2020, the majority of localities have experienced an increase in median family income. Despite the increase in median family income across most areas, a majority of local housing cost burden percentages remained higher than 30 percent of household incomes during the review period for low- and moderate-income renters and owners within the assessment area, as presented in the chart below.

Virginia Beach-Norfolk, VA-NC Housing Cost Burden						
Area	Cost Burden - Renters			Cost Burden - Owners		
	Low Income	Moderate Income	All Renters	Low Income	Moderate Income	All Owners
Virginia Beach-Norfolk, VA-NC 21 Assessment Area	79.8%	55.1%	46.9%	68.8%	46.2%	23.9%
Camden County, NC	36.8%	50.9%	38.0%	60.0%	37.6%	25.8%
Currituck County, NC	66.1%	40.9%	39.8%	61.3%	35.4%	20.9%
Dare County, NC	83.1%	58.2%	45.5%	65.1%	48.3%	27.2%
Gates County, NC	67.2%	36.8%	30.0%	59.7%	42.9%	23.6%
Pasquotank County, NC	77.9%	41.3%	43.8%	68.3%	36.7%	22.4%
Perquimans County, NC	74.4%	45.9%	53.9%	60.1%	32.1%	21.5%
Gloucester County, VA	78.8%	44.4%	41.1%	42.4%	44.2%	17.6%
James City County, VA	75.3%	54.9%	42.3%	63.7%	44.4%	19.3%
Mathews County, VA	92.6%	55.0%	51.7%	66.2%	19.0%	21.0%
York County, VA	84.3%	79.5%	45.1%	69.2%	43.4%	17.7%
Chesapeake city, VA	83.1%	63.6%	50.0%	76.0%	46.0%	23.2%
Hampton city, VA	80.5%	46.3%	46.1%	67.9%	44.0%	25.5%
Newport News city, VA	81.1%	48.1%	49.6%	66.8%	45.7%	24.4%
Norfolk city, VA	77.6%	44.2%	47.9%	72.6%	48.2%	27.3%
Poquoson city, VA	69.2%	71.4%	35.6%	55.2%	31.0%	21.0%
Portsmouth city, VA	75.2%	49.1%	49.6%	73.2%	40.0%	27.3%
Suffolk city, VA	72.8%	51.0%	46.7%	67.1%	44.8%	23.6%
Virginia Beach city, VA	85.6%	69.4%	44.7%	71.4%	54.4%	25.1%
Williamsburg city, VA	84.2%	48.7%	49.1%	78.4%	16.0%	13.8%
NonMSA North Carolina	66.5%	30.1%	39.6%	51.8%	27.7%	19.7%
Virginia Beach-Norfolk-Newport News, VA-NC MSA	79.3%	54.9%	46.7%	68.7%	45.9%	23.8%
North Carolina	73.3%	37.7%	41.4%	56.4%	30.0%	18.7%
Virginia	76.7%	45.4%	42.5%	61.0%	34.9%	19.9%

Cost Burden is housing cost that equals 30 percent or more of household income

Source: U.S. Department of Housing and Urban Development (HUD), 2015-2019 Comprehensive Housing Affordability Strategy

A local official of a nonprofit affordable housing organization was contacted during the evaluation to assist in evaluating the bank’s CRA performance and to discuss local economic conditions and community credit needs within the multistate area. The organization serves the community by developing affordable housing rentals and homeownership opportunities throughout Virginia Beach, as well as providing housing counseling and tenant support services to low- and moderate-income residents. The representative noted that demand for affordable housing has been exacerbated by post-pandemic economic conditions. The contact also stated that the rising cost of homeownership, as well as the increase in mortgage rates, are the drivers of the demand for more affordable housing and noted that banks could help meet the affordable housing needs of its markets by offering low interest rates on residential mortgage loans. The official believes local financial institutions were adequately invested and involved in their communities and was not aware of any discriminatory activities or practices.

AUB holds a strong deposit market share within the multistate area (5th of 22 banks operating within the assessment area) having 3.6% of the assessment area’s available FDIC-insured deposits (excluding credit union deposits) as of June 30, 2022. Overall, there is significant opportunity for community development loans and investments within the multistate area. Despite it being a competitive market, the bank faces no significant constraints in taking advantage of all available community development opportunities. AUB serves the assessment area through its array of banking services and products, which includes community development loans, investments, and services that benefit low- and moderate-income borrowers and areas, and small businesses.

CONCLUSIONS WITH RESPECT TO PERFORMANCE TESTS IN VIRGINIA BEACH-NORFOLK, VA-NC MULTISTATE CSA

The bank's Lending Test performance in the Virginia Beach-Norfolk, VA-NC multistate area is high satisfactory. Lending levels show excellent responsiveness to assessment area credit needs. Overall, the geographic distribution as well as lending among borrowers of different income levels and businesses of different sizes is good. The bank is a leader in originating community development loans within the multistate area.

The Investment Test performance is high satisfactory, and the bank holds a significant level of qualified community development investments and grants that benefit the multistate area. Through its qualified investments and grants, the bank exhibits good responsiveness to credit and community development needs.

The Service Test performance is low satisfactory. The bank's delivery systems are accessible to all portions of the assessment area. Since the previous evaluation, branching activity has not adversely impacted the accessibility of its delivery systems, especially to low- and moderate-income residents and geographies, and business hours and services do not vary in a way that inconveniences any particular individual or area. Further, the bank provides an adequate level of community development services that benefit the multistate area.

LENDING TEST

The institution's lending performance within the multistate area is considered high satisfactory, which is based on an evaluation of the institution's lending activity, the geographic and borrower distribution of lending, as well as the level of community development lending, while taking into account the bank's market strategy, area demographic data, and aggregate HMDA and CRA loan data.

Lending Activity:

The bank's residential mortgage and small business lending within the assessment area, as measured by number (15%) and dollar (14.3%) is slightly higher than the percentage of branch offices (13.6%) and substantially exceeds the percentage of deposits (7.8%) in the multistate area. As of June 30, 2022, AUB ranked 5th out of 22 financial institutions in deposit market share with 3.6% of the area's available FDIC-insured deposits (excluding credit union deposits). According to 2021 aggregate data, the institution ranked 52nd of 741 reporters of mortgage lending with a 0.4% market share and ranked 11th of 164 reporters of small business loans with a 2.6% market share. All market share rankings consider originated and purchased loans. Lending activity reflects excellent responsiveness to assessment area credit needs and is considered excellent overall.

Geographic Distribution:

The geographic loan distribution within this assessment is considered adequate for residential mortgage and good for small business lending. Within this multistate assessment area, small business lending performance carries the most weight, as it accounts for \$315.4 million, compared to residential mortgage lending which accounts for \$250.2 million. Overall, the bank's performance is considered good when considering the relative performance levels and dollar volumes of each product.

Distribution of 2020 and 2021 Home Mortgage Lending By Income Level of Geography Assessment Area: Virginia Beach-Norfolk, VA-NC CSA													
Geographic Income Level	Bank And Aggregate Loans By Year												Owner Occupied Units %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	%	%	\$(000)	%	%	#	%	%	\$(000)	%	%	
Home Purchase Loans													
Lo w	1	0.8	2.5	89	0.3	1.8	2	1.2	2.8	530	1.1	1.9	2.3
Mo d e r a t e	28	21.4	18.4	4,745	13.9	13.6	30	18.2	20.0	4,380	9.3	14.7	17.4
M i d d l e	48	36.6	37.6	8,549	25.0	33.2	70	42.4	37.8	14,494	30.7	33.2	39.4
U p p e r	54	41.2	41.1	20,779	60.8	51.1	62	37.6	39.2	27,684	58.7	50.0	40.7
U n k n o w n	0	0.0	0.3	0	0.0	0.3	1	0.6	0.2	90	0.2	0.3	0.1
T r a c t - U n k	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
T o t a l	131	100.0	100.0	34,162	100.0	100.0	165	100.0	100.0	47,178	100.0	100.0	100.0
Refinance Loans													
Lo w	0	0.0	1.2	0	0.0	0.8	0	0.0	1.5	0	0.0	1.0	2.3
Mo d e r a t e	25	14.7	12.3	3,355	7.8	9.1	16	12.4	14.4	3,583	9.2	10.6	17.4
M i d d l e	47	27.6	34.3	8,405	19.5	29.8	45	34.9	36.4	7,986	20.4	31.6	39.4
U p p e r	97	57.1	52.0	30,837	71.5	60.0	68	52.7	47.5	27,536	70.4	56.5	40.7
U n k n o w n	1	0.6	0.2	502	1.2	0.3	0	0.0	0.2	0	0.0	0.2	0.1
T r a c t - U n k	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
T o t a l	170	100.0	100.0	43,099	100.0	100.0	129	100.0	100.0	39,105	100.0	100.0	100.0
Home Improvement Loans													
Lo w	1	1.9	1.3	26	0.5	1.0	1	1.9	1.8	11	0.2	1.6	2.3
Mo d e r a t e	2	3.8	10.9	28	0.6	8.0	3	5.7	12.8	286	4.2	8.7	17.4
M i d d l e	12	23.1	31.1	859	17.6	24.8	13	24.5	31.1	827	12.0	27.0	39.4
U p p e r	36	69.2	56.5	3,897	80.1	66.1	36	67.9	54.2	5,762	83.7	62.6	40.7
U n k n o w n	1	1.9	0.1	58	1.2	0.1	0	0.0	0.1	0	0.0	0.1	0.1
T r a c t - U n k	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
T o t a l	52	100.0	100.0	4,868	100.0	100.0	53	100.0	100.0	6,886	100.0	100.0	100.0
Multifamily Loans													Multi-family Units %
Lo w	4	18.2	15.8	2,987	11.5	5.1	0	0.0	13.8	0	0.0	13.7	11.2
Mo d e r a t e	9	40.9	47.5	5,501	21.3	59.1	8	44.4	36.4	4,478	35.9	23.1	36.9
M i d d l e	4	18.2	17.7	4,169	16.1	9.2	4	22.2	29.2	3,387	27.2	36.8	31.3
U p p e r	4	18.2	18.4	12,580	48.6	26.6	5	27.8	19.5	2,921	23.4	26.2	19.8
U n k n o w n	1	4.5	0.6	633	2.4	0.1	1	5.6	1.0	1,676	13.4	0.2	0.7
T r a c t - U n k	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
T o t a l	22	100.0	100.0	25,870	100.0	100.0	18	100.0	100.0	12,462	100.0	100.0	100.0
Total Home Mortgage Loans													Owner Occupied Units %
Lo w	6	1.3	1.8	3,102	2.5	1.3	4	0.8	2.1	591	0.5	2.0	2.3
Mo d e r a t e	71	15.0	15.2	14,513	11.6	12.4	64	13.1	16.9	14,007	11.2	13.1	17.4
M i d d l e	131	27.6	35.8	24,225	19.4	30.9	162	33.2	36.9	31,024	24.8	32.6	39.4
U p p e r	263	55.5	46.9	81,856	65.5	55.1	256	52.5	43.9	77,955	62.2	52.0	40.7
U n k n o w n	3	0.6	0.3	1,193	1.0	0.3	2	0.4	0.2	1,766	1.4	0.2	0.1
T r a c t - U n k	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
T o t a l	474	100.0	100.0	124,889	100.0	100.0	488	100.0	100.0	125,343	100.0	100.0	100.0

Source: 2021 FFIEC Census Data

2011-2015 U.S. Census Bureau: American Community Survey

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

During 2020, refinance loans were the leading HMDA product by number, followed by home purchase loans. Home improvement and multifamily lending were given less weight due to the limited lending within the multistate area. Considering both demographic and aggregate proxies for demand, the bank’s performance for home refinance and home purchase lending are each considered good. While their conclusions carry significantly less weight, home improvement lending is considered poor, while multifamily lending is considered good.

As reflected in the preceding tables, AUB’s percentage of 2020 HMDA lending in low-income census tracts (1.3%) was slightly lower than both the aggregate lending level (1.8%) and the percentage of owner-occupied housing units located in such tracts (2.3%). The bank’s level of lending in moderate-income census tracts (15%) approximates the level of aggregate lending in such tracts (15.2%) and was slightly lower than the percentage of owner-occupied housing units located in such tracts (17.4%). Overall, the bank’s 2020 performance is considered good.

During 2021, home purchase loans were the leading HMDA product by number, followed by home refinance. Like 2020, home improvement and multifamily lending were given less weight due to the limited lending within the multistate area. Considering both demographic and aggregate proxies for demand, the bank’s performance for home purchase lending is considered good, while home refinance lending is considered adequate. While their conclusions carry significantly less weight, home improvement lending is considered poor, while multifamily lending is considered adequate.

AUB’s percentage of 2021 HMDA lending in low-income census tracts (0.8%) was lower than the aggregate lending level (2.1%) and the percentage of owner-occupied housing units in such tracts (2.3%). The bank’s level of lending in moderate-income census tracts (13.1%) was slightly lower than the aggregate lending level (16.9%) and the percentage of owner-occupied housing units in such tracts (17.4%). Overall, the bank’s 2021 performance is considered adequate.

On a combined basis, HMDA lending performance is considered adequate.

Distribution of 2020 and 2021 Small Business Lending By Income Level of Geography													
Assessment Area: Virginia Beach-Norfolk, VA-NC CSA													
Geographic Income Level	Bank And Aggregate Loans By Year												Total Businesses %
	2020						2021						
	Bank		Agg		Bank		Agg		Bank		Agg		
	#	%	%	\$(000)	%	%	#	%	%	\$(000)	%	%	
Low	68	3.6	3.4	10,337	5.4	4.6	38	3.8	3.4	6,245	5.0	4.0	4.0
Moderate	340	17.9	19.9	38,437	20.0	24.1	184	18.3	20.1	26,890	21.7	22.5	21.6
Middle	663	35.0	34.5	74,853	39.0	35.1	365	36.4	34.9	47,206	38.2	34.8	36.6
Upper	809	42.7	40.3	65,515	34.2	34.1	405	40.4	39.7	40,792	33.0	36.3	36.7
Unknown	16	0.8	1.4	2,570	1.3	1.8	11	1.1	1.3	2,556	2.1	2.4	1.1
Tract-Unk	0	0.0	0.6	0	0.0	0.4	0	0.0	0.6	0	0.0	0.1	
Total	1,896	100.0	100.0	191,712	100.0	100.0	1,003	100.0	100.0	123,689	100.0	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.

The bank’s percentage of 2020 small business lending in low-income census tracts (3.6%) approximates the aggregate reporters’ lending level (3.4%) and the percentage of businesses located in such tracts (3.8%). The bank’s percentage of small business lending in moderate-income census tracts (17.9%) is slightly lower than the aggregate lending level (19.9%) and the percentage of businesses located in such tracts (21.3%). Overall, the bank’s small business lending performance during 2020 is considered good, and its performance during 2021 is substantially similar.

Distribution by Borrower Income and Revenue Size of the Business:

The bank’s borrower distribution is considered adequate for residential mortgage and excellent for small business lending within the multistate area. Within this multistate assessment area, small business lending performance carries the most weight, as it accounts for \$315.4 million, compared to residential mortgage lending which accounts for \$250.2 million. Overall, the distribution is considered good when considering the relative performance levels and dollar volume of each lending product during 2020 and 2021.

Distribution of 2020 and 2021 Home Mortgage Lending By Borrower Income Level													
Assessment Area: Virginia Beach-Norfolk, VA-NC CSA													
Borrower Income Level	Bank And Aggregate Loans By Year												Families by Family Income %
	2020						2021						
	Bank		Agg		Bank		Agg		Bank		Agg		
	#	%	#	%	\$(000)	%	\$(000)	%	#	%	#	%	
Home Purchase Loans													
Low	2	1.5	4.6	342	1.0	2.3	2	1.2	4.5	260	0.6	2.3	20.8
Moderate	15	11.5	22.5	2,377	7.0	16.3	7	4.2	20.4	1,345	2.9	14.3	17.3
Middle	13	9.9	22.8	3,376	9.9	21.3	6	3.6	21.7	1,326	2.8	19.8	20.3
Upper	32	24.4	31.7	16,073	47.0	41.4	40	24.2	29.3	22,679	48.1	38.9	41.6
Unknown	69	52.7	18.4	11,994	35.1	18.8	110	66.7	24.1	21,568	45.7	24.7	0.0
Total	131	100.0	100.0	34,162	100.0	100.0	165	100.0	100.0	47,178	100.0	100.0	100.0
Refinance Loans													
Low	6	3.5	2.3	482	1.1	1.1	4	3.1	3.7	262	0.7	2.0	20.8
Moderate	24	14.1	8.5	3,351	7.8	5.7	26	20.2	11.4	3,638	9.3	8.0	17.3
Middle	33	19.4	12.8	5,580	12.9	10.4	17	13.2	15.6	3,458	8.8	13.3	20.3
Upper	66	38.8	29.1	22,889	53.1	32.9	66	51.2	29.9	28,301	72.4	35.5	41.6
Unknown	41	24.1	47.3	10,797	25.1	49.9	16	12.4	39.3	3,446	8.8	41.2	0.0
Total	170	100.0	100.0	43,099	100.0	100.0	129	100.0	100.0	39,105	100.0	100.0	100.0
Home Improvement Loans													
Low	4	7.7	5.0	194	4.0	2.9	3	5.7	4.7	140	2.0	3.1	20.8
Moderate	8	15.4	13.5	640	13.1	9.7	8	15.1	13.2	566	8.2	8.7	17.3
Middle	5	9.6	19.2	341	7.0	14.5	12	22.6	21.0	1,370	19.9	15.8	20.3
Upper	35	67.3	58.9	3,693	75.9	68.1	27	50.9	57.5	4,551	66.1	66.5	41.6
Unknown	0	0.0	3.4	0	0.0	4.7	3	5.7	3.6	259	3.8	5.8	0.0
Total	52	100.0	100.0	4,868	100.0	100.0	53	100.0	100.0	6,886	100.0	100.0	100.0
Total Home Mortgage Loans													
Low	18	4.0	3.3	1,414	1.4	1.6	13	2.8	4.1	819	0.7	2.2	20.8
Moderate	60	13.3	14.1	7,668	7.7	10.1	62	13.2	15.4	7,523	6.7	11.1	17.3
Middle	71	15.7	16.6	11,862	12.0	14.8	64	13.6	18.4	9,539	8.5	16.5	20.3
Upper	187	41.4	30.1	54,825	55.4	36.1	200	42.6	30.4	69,609	61.7	37.4	41.6
Unknown	116	25.7	35.9	23,250	23.5	37.3	131	27.9	31.7	25,391	22.5	32.8	0.0
Total	452	100.0	100.0	99,019	100.0	100.0	470	100.0	100.0	112,881	100.0	100.0	100.0

Source: 2021 FFIEC Census Data
2011-2015 U.S. Census Bureau: American Community Survey
Note: Percentages may not total 100.0 percent due to rounding.
Multifamily loans are not included in the borrower distribution analysis.

During 2020, refinance loans were the leading HMDA product by number, followed by home purchase loans. Home improvement lending was given less weight due to the limited lending within the multistate area. Considering both demographic and aggregate proxies for demand, the bank’s performance for home refinance lending is considered excellent, while its performance for home purchase lending is considered poor. While its conclusion carries significantly less weight, home improvement lending is considered excellent.

In 2020, the bank's overall level of HMDA lending to low-income borrowers (4%) approximates the aggregate lending levels to such borrowers (3.3%), both of which are lower than the percentage of low-income families within the assessment area (20.8%). Similarly, the bank's lending to moderate-income borrowers (13.3%) approximates the aggregate lending levels to such borrowers (14.1%) and the percentage of moderate-income families within the multistate area (17.3%). Overall, the bank's performance during 2020 is considered good.

During 2021, home purchase loans were the leading HMDA product by number, followed by home refinance. As in 2020, home improvement lending was given less weight due to the limited lending within the multistate area. Considering both demographic and aggregate proxies for demand, the bank's performance for home purchase lending is considered very poor, while home refinance lending is considered excellent. While its conclusion carries significantly less weight, home improvement lending is considered good.

In 2021, the bank's overall level of lending to low-income borrowers (2.8%) is slightly lower than the aggregate lending levels to such borrowers (4.1%), both of which are lower than the percentage of low-income families within the multistate area (20.8%). The bank's level of lending to moderate-income borrowers (13.2%) is slightly lower than the aggregate lending levels to such borrowers (15.4%) and the percentage of moderate-income families within the multistate area (17.3%). Overall, the bank's performance during 2021 is considered adequate.

On a combined basis, HMDA lending performance is considered adequate.

Distribution of 2020 and 2021 Small Business Lending By Revenue Size of Businesses													
Assessment Area: Virginia Beach-Norfolk, VA-NC CSA													
	Bank And Aggregate Loans By Year												Total Businesses %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	#%	#%	\$(000)	\$%	\$%	#	#%	#%	\$(000)	\$%	\$%	
By Revenue													
\$1 Million or Less	1,220	64.3	39.5	64,888	33.8	23.7	685	68.3	46.4	51,571	41.7	28.8	93.4
Over \$1 Million	650	34.3		122,163	63.7		294	29.3		66,758	54.0		6.0
Revenue Unknown	26	1.4		4,661	2.4		24	2.4		5,360	4.3		0.7
Total	1,896	100.0		191,712	100.0		1,003	100.0		123,689	100.0		100.0
By Loan Size													
\$100,000 or Less	1,417	74.7	86.3	43,462	22.7	31.0	695	69.3	91.8	20,851	16.9	33.4	
\$100,001 - \$250,000	267	14.1	8.1	42,103	22.0	21.9	167	16.7	4.5	26,696	21.6	18.5	
\$250,001 - \$1 Million	212	11.2	5.7	106,147	55.4	47.1	141	14.1	3.7	76,142	61.6	48.2	
Total	1,896	100.0	100.0	191,712	100.0	100.0	1,003	100.0	100.0	123,689	100.0	100.0	
By Loan Size and Revenues \$1 Million or Less													
\$100,000 or Less	1,126	92.3		28,610	44.1		587	85.7		14,580	28.3		
\$100,001 - \$250,000	40	3.3		6,099	9.4		42	6.1		6,415	12.4		
\$250,001 - \$1 Million	54	4.4		30,179	46.5		56	8.2		30,576	59.3		
Total	1,220	100.0		64,888	100.0		685	100.0		51,571	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.													

D&B data from 2020 indicates that 93.1% of all local businesses have revenues that do not exceed \$1 million per year. Of the total volume of small business loans considered in the evaluation, 1.4% involved loans for which revenues were unknown, and 64.3% were to businesses with revenues of \$1 million or less, while 39.5% of the aggregate lending level were to businesses with revenues of \$1 million or less. The bank’s 2020 borrower distribution performance of lending to businesses with revenues of \$1 million or less is considered excellent, and its performance in 2021 is substantially similar.

Community Development Loans:

Opportunities for community development lending are readily available within the Virginia Beach-Norfolk, VA-NC CSA multistate area. When considering the bank’s capacity, market position, and business strategy, the bank faces no constraints in extending community development loans within the assessment area. During the evaluation period, AUB originated 16 qualified community development loans totaling \$98.7 million that directly benefit the multistate area. Within the multistate area, AUB is a leader in making community development loans during the evaluation period. The breakdown of community development loans is detailed in the following table:

Community Development Definition	#	\$
Affordable Housing	4	\$21.5 million
Serve Low/Moderate-Income People	1	\$1.1 million
Support Small Business/Farm	6	\$16.2 million
Job Creation	5	\$60 million
Total	16	\$98.7 million

INVESTMENT TEST

Overall, AUB has a significant level of qualified community development investments that benefit the multistate area, making occasional use of innovative and/or complex investments to support community development initiatives. In addition to the previously described investments that benefit regional or statewide areas, including the multistate area, the bank holds 14 qualified investments that directly benefit the Virginia Beach-Norfolk, VA-NC CSA assessment area totaling \$7.1 million for the evaluation period. During the evaluation period, the bank held ten investments that support low- and moderate-income affordable housing and multifamily housing complexes, as well as four investments that support economic development and small businesses within the area. These investments demonstrate good responsiveness to the affordable housing and community development needs within the multistate area.

In addition, the bank made qualified investments in the form of donations totaling \$129,250. The breakdown of community development donations is detailed in the following table:

Community Development Definition	#	\$
Affordable Housing	1	\$2,500
Serve Low/Moderate-Income People	11	\$44,500
Support Small Business/Farm	16	\$82,250
Total	28	\$129,250

AUB's Investment Test performance in the multistate area is rated high satisfactory.

SERVICE TEST

Within the assessment area, AUB's performance under the Service Test is rated low satisfactory. Systems for delivering retail banking services are accessible to all portions of the assessment area, including low- and moderate-income areas, and do not vary in a way that inconveniences low- and moderate-income individuals or areas within the multistate area. Additionally, the bank has provided an adequate level of qualified services to community development organizations. While the bank has closed four branches within the multistate area since the previous evaluation, none of the closures have adversely affected the accessibility of its delivery systems, particularly to low- and moderate-income geographies and/or individuals.

Retail Services:

Delivery systems are accessible to all portions of the assessment area. ATMs are available and, through a network, provide customers with 24-hour nationwide access. Bank-by-mail, online banking, and mobile banking services are also offered by the institution. In addition, AUB provides customers with 24-hour telephone access to their accounts through an automated system. Additionally, the bank's business hours and services offered do not vary in a way that inconveniences low- or moderate-income geographies or individuals within the area.

AUB operates 15 full-service branch offices in the multistate area, of which, none are located in low-income census tracts and two (13.3%) are located in moderate-income census tracts. The geographic distribution of branches is adequate when considering that 5.3% and 25.2% of the assessment area's households reside in low- and moderate-income census tracts, respectively. Branch locations are considered convenient and do not adversely affect the accessibility of its delivery systems, particularly to low- and moderate-income geographies. During the review period, AUB closed four full-service branches; however, the closed branches were not located in low- or moderate-income census tracts.

Community Development Services:

The bank provides an adequate level of community development services in the multistate area. Nine bank employees volunteered their time and utilized their financial expertise at various organizations throughout the multistate area. Of the nine employees, eight volunteered their time and experience by serving on the board or committee of ten different organizations that provide economic development, affordable housing, or community services to low- and moderate-income individuals. Two bank employees taught financial literacy courses; one at an organization that provides supplemental education to children from low- and moderate-income households and the other at school where a majority of the students are from low- and moderate-income households. These activities include, but are not limited to the following:

- Albemarle Hospital Foundation Community Care Clinic – An employee serves as a board member of this organization that provides free healthcare to low- and moderate-income individuals.
- Horizons Hampton Roads – An employee taught a financial literacy course to children through this organization that provides supplementary educational support to children from low- and moderate-income households.
- LINK of Hampton Roads – An employee serves as a board member of this organization that provides affordable housing and emergency resources (i.e., food and clothing) to low- and moderate-income individuals.
- Samaritan House – An employee serves as a board member of this organization that provides counseling, medical assistance, nutritional support, vocational training, and transportation to low- and moderate-income individuals, including homeless and victims of domestic violence, human trafficking, and sexual assault.

COMMONWEALTH OF VIRGINIA

CRA RATING FOR VIRGINIA²: Satisfactory

The Lending Test is rated: Outstanding

The Investment Test is rated: High Satisfactory

The Service Test is rated: Low Satisfactory

Major factors supporting the rating include:

- Lending activity reflects an excellent responsiveness to community credit needs given the bank's capacity within highly competitive markets.
- Geographic and borrower distribution performance are considered excellent overall.
- Overall, the bank exhibits an excellent record of serving the credit needs of low-income individuals and areas and very small businesses.
- The bank is a leader in making community development loans and demonstrates excellent responsiveness to local credit needs and made and made use of flexible lending practices in serving the assessment area's credit needs.
- AUB holds a significant level of qualified investments that benefits its assessment areas within the Commonwealth of Virginia, exhibiting a good responsiveness to community development needs, and it makes occasional use of innovative and/or complex investments to support community development initiatives.
- Delivery systems and branch locations are accessible to geographies and individuals of different income levels in the Commonwealth of Virginia. Since the previous evaluation, branching activity has adversely impacted the accessibility of its delivery systems, particularly to low- and moderate-income neighborhoods and individuals. Bank services and branch hours do not vary in a way that inconveniences low- and moderate-income people or census tracts within its assessment areas.
- The bank and its employees provide an adequate level of community development services within its assessment areas.

SCOPE OF EXAMINATION

The Lending Test review considered residential mortgage (HMDA), small business, and small farm loans (CRA), originated or purchased, from January 1, 2020, through December 31, 2021. Small farm loans were excluded from further analysis in most assessment areas given the limited volume of originations during the review period; however, small farm lending was fully evaluated in Washington-Baltimore-Alexandria, VA CSA and Essex-Northampton, VA NonMSA assessment areas based on the number of originations during the review period (80 and 116, respectively). Community development loans made during this evaluation period, and qualified community development services provided during the review period, were considered. All qualified investments extended during the review period or funded as of the evaluation date, regardless of when made, were also considered.

² For institutions with branches in two or more states in a multistate metropolitan area, this statewide evaluation is adjusted and does not reflect performance in the parts of those states contained within the multistate metropolitan area. Refer to the multistate metropolitan area rating and discussion for the rating and evaluation of the institution's performance in that area.

When excluding activity in the multistate CSA assessment area, assessment areas within the Commonwealth of Virginia account for 83.6%, 84.5%, and 89.7% of the institution's overall lending by number of loans, branches, and deposit volume, respectively. Performance in the Commonwealth of Virginia was evaluated by applying the full-scope interagency examination procedures to the Richmond, VA, Washington-Baltimore-Alexandria, VA CSA, and Essex-Northampton, VA NonMSA assessment areas, which on a combined basis, account for 74.7% of lending by number of loans, 63.4% of branches, and 74.8% of deposits within the Commonwealth of Virginia. All other assessment areas within the Commonwealth of Virginia were reviewed using limited-scope interagency examination procedures.

To arrive at an overall state rating, the full-scope assessment areas were generally weighted based on the dollar volume of lending, as well as the percentage of loans originated within the market. The greatest weight was given to the Washington-Baltimore-Alexandria, VA CSA assessment area, as it accounted for 46.5% and 37.1% of loans in the Commonwealth of Virginia by dollar volume and number of loans evaluated, respectively. For the remaining assessment areas subject to limited review procedures, a determination was made as to whether the performance was consistent with the assigned state rating.

DESCRIPTION OF INSTITUTION'S OPERATIONS IN THE COMMONWEALTH OF VIRGINIA

AUB operates 93 full-service branches, 2 loan production offices (LPOs), and 15 stand-alone ATMs throughout the statewide assessment areas (excluding branches within the Virginia Beach-Norfolk, VA-NC multistate CSA). Three (3.2%) branch offices are located in low-income census tracts and 15 (16.1%) are located in moderate-income census tracts. According to FDIC deposit data as of June 30, 2023, these 93 branch offices account for approximately \$14.5 billion of the bank's total deposits.

Based on 2015 ACS data, the assessment areas within the Commonwealth of Virginia have a total population of 5,645,508, including 1,391,492 families. A majority of the families continue to be middle- and upper-income (20.4% and 43.9%, respectively), while low- and moderate-income families each comprise 19.2% and 16.5% of the total, respectively. Within these assessment areas, the owner-occupancy rate is 60.3%, which is slightly higher than the average rate for the entire Commonwealth of Virginia (59.2%). The poverty rate of the assessment areas served by the bank is 6.9%, which is lower than the statewide rate (8.2%). The 2020 median family incomes within the MSAs range from \$70,200 (Blacksburg-Christiansburg, VA) to \$118,700 (Washington-Arlington-Alexandria, DC-VA-MD-WV), while the median family income for nonmetropolitan areas of Virginia equals \$58,100. The 2021 median family incomes within the MSAs range from \$66,700 (Harrisonburg, VA) to \$122,100 (Washington-Arlington-Alexandria, DC-VA-MD-WV), while the median family income for nonmetropolitan areas of Virginia equals \$58,900. As described in the respective assessment areas of this report, there are underserved and/or distressed middle-income census tracts within the Commonwealth of Virginia's assessment areas.

CONCLUSIONS WITH RESPECT TO PERFORMANCE TESTS IN THE COMMONWEALTH OF VIRGINIA

The bank's Lending Test performance in the Commonwealth of Virginia is considered outstanding. Lending activities show excellent responsiveness to assessment area credit needs. Overall, the geographic and borrower distribution of loans is considered excellent, and the bank makes a relatively high level of community development loans.

The Investment Test performance is high satisfactory, and the bank holds a significant level of qualified community development investments and grants that benefit the Commonwealth of Virginia. Through its qualified investments and grants, the bank exhibits good responsiveness to credit and community development needs.

The Service Test performance is low satisfactory. The bank's delivery systems are accessible to geographies and individuals of different income levels throughout the Commonwealth of Virginia. Since the previous evaluation, branching activity has adversely impacted the accessibility of its delivery

systems because two branch offices were closed in moderate-income census tracts within the commonwealth, while only one opened. Business hours and services do not vary in a way that inconveniences any particular individual or area. Further, the bank provides an adequate level of community development services that benefit the Commonwealth of Virginia.

LENDING TEST

Overall, the statewide Lending Test is rated outstanding. As previously mentioned, conclusions for the bank's Lending Test were based upon the performance within the three full-scope assessment areas. Performance for the Lending Test is based on an evaluation of the institution's lending activity, the geographic and borrower distribution of lending, as well as the level of community development lending, while considering the bank's market strategy, area demographic data, and aggregate HMDA and CRA loan data.

Lending Activity:

AUB's residential mortgage and small business lending within the Commonwealth of Virginia assessment areas, as measured by number of loans (83.6%) and dollar volume (84.4%) approximates the percentage of branch offices (84.5%) and the percentage of deposits (89.7%). As of June 30, 2023, AUB ranked 5th out of 92 institutions in deposit market share with 6% of the Commonwealth of Virginia's assessment areas' available FDIC-insured deposits (credit union deposits are not included). When compared to 2020 aggregate data, the institution ranked 33rd of 909 reporters of mortgage lending with a 0.8% market share and ranked 5th of 309 reporters of small business loans with a 6.5% market share. When compared to 2021 aggregate data, the institution ranked 31st of 925 reporters of mortgage lending with a 0.8% market share and ranked 9th of 304 reporters of small business loans with a 3.2% market share. All market share rankings consider originated and purchased loans. Overall, lending activity is considered excellent for the Commonwealth of Virginia.

Geographic and Borrower Distribution:

Overall, AUB's geographic and borrower distribution of lending are considered excellent. When reaching overall conclusions, the level of performance for each product is typically weighted by the dollar volume of each product by year and overall. Except for the Essex-Northampton, VA NonMSA assessment area, small business loans were the largest product by dollar volume, followed by residential mortgage lending. While the volume of small farm lending warranted its inclusion in the geographic and borrower distribution analyses for the Washington-Baltimore-Alexandria, VA CSA and Essex-Northampton, VA NonMSA assessment areas, the volume of such lending is substantially lower than small business and residential mortgage lending in these areas; therefore, small farm lending receives the least weight in deriving the overall assessment area conclusions.

Community Development Loans:

The bank has been a leader in originating community development loans within the Commonwealth of Virginia. During the evaluation period, AUB funded or renewed 43 community development loans totaling \$381.6 million in Virginia, including two community development loans and one line of credit totaling approximately \$11.1 million that benefit the broader statewide area, or that benefit multiple assessment areas throughout the Commonwealth of Virginia. The loans helped to address a variety of needs, including job creation, community services to low- and moderate-income individuals, affordable housing, and economic development for small businesses. Local lending opportunities are reasonably available when considering competition, bank size, and economic conditions. The institution faces no lending constraints relative to its size and business strategy.

INVESTMENT TEST

AUB's Investment Test performance in the Commonwealth of Virginia is high satisfactory. The bank has a significant level of qualified community development investments and grants. The bank holds 22 investments that are comprised of 75 allocations/earmarks totaling \$48.3 million that directly benefit the Commonwealth of Virginia. Additionally, 72 charitable donations totaling \$338,225 were made during the review period to organizations providing community development programs, affordable housing, and economic development throughout the Commonwealth of Virginia.

Investments that benefit the broader statewide area, or that benefit multiple assessment areas throughout the Commonwealth of Virginia include:

- Seven equity fund allocations in Virginia Community Development Corporation (VCDC) Housing Equity Funds XII, XV, XVII, XXIII, and XXIV totaling approximately \$1.3 million that support affordable housing projects throughout the Commonwealth of Virginia.
- Seven donations totaling \$63,000 to Virginia Community Capital and Housing Forward Virginia, whose missions are to create jobs/facilitate economic development and support affordable housing development, respectively.

SERVICE TEST

The institution's statewide rating under the Service Test is low satisfactory. During the review period, AUB closed 16 branch offices throughout the Commonwealth of Virginia. Of the total branch closures, none were located in low-income census tracts, two were located in moderate-income census tracts, nine were located in middle-income census tracts, and six were located in upper-income census tracts. During the same time-period, two branch offices were opened; one located in a moderate-income census tract, and one located in an upper-income census tract. Overall, the changes to the bank's branch office locations adversely affected the bank's branch footprint. Products and services offered within the Commonwealth of Virginia assessment areas that were evaluated under the full-scope evaluation procedures are representative of those offered by the institution overall. In addition, business hours and services do not vary in a way that inconveniences the needs of any of its assessment areas. Delivery systems are accessible to geographies and individuals of different income levels in the commonwealth.

The bank and its employees provide an adequate level of community development services throughout the Commonwealth of Virginia with 68 bank employees participating in 49 organizations that provide either economic development, affordable housing, or community services to low- and moderate-income residents, with one bank employee participating in a service that provided economic development in multiple assessment areas throughout the Commonwealth of Virginia. Additional details of specific community development service activities are discussed in their respective assessment area evaluation.

METROPOLITAN AREA

FULL-SCOPE REVIEW

DESCRIPTION OF INSTITUTION’S OPERATIONS IN WASHINGTON-BALTIMORE-ALEXANDRIA, VA CSA ASSESSMENT AREA

AUB operates 23 branches, one LPO, and three stand-alone ATMs within the assessment area, which is comprised of a portion of the Washington-Baltimore-Arlington, DC-MD-VA-WV-PA Combined Statistical Area (CSA), including parts of the Washington-Arlington-Alexandria, DC-VA-MD-WV Metropolitan Division (MD) and the Winchester, VA-WV MSA; however, in March 2022, the bank closed its only branch in the Winchester, VA-WV MSA. Consequently, this assessment area included Frederick County and Winchester City during 2020 and 2021 but does not include these two geographies beginning in 2022. The complete composition of the assessment areas for 2020 and 2021 is detailed in *Appendix E*.

Based on 2015 ACS data, the assessment area has a total population of 3 million and a median housing value of \$407,406. Within the assessment area, the owner-occupancy rate is 62.3%, which is higher than the owner-occupancy rate for the Washington-Arlington-Alexandria, DC-VA-MD-WV MD (57.8%), Winchester, VA-WV MSA (57.6%), and Commonwealth of Virginia (59.2%). The percentage of families living below the poverty level in the assessment area (4.5%) is substantially lower than the poverty level of the MD (6.1%), the MSA (6.8%), and the Commonwealth of Virginia (8.2%). Median family incomes for the MD and MSA are detailed in the table below.

Median Family Income by MD and MSA	2020	2021
Washington-Arlington-Alexandria, DC-VA-MD-WV MD	\$118,700	\$122,100
Winchester, VA-WV MSA	\$83,400	\$81,400

As indicated in the preceding table, the median family income for the Washington-Arlington-Alexandria, DC-VA-MD-WV MD increased between 2020 and 2021; however, the median family income decreased for the Winchester, VA-WV MSA during the same time-period. The following table provides family and household demographic information for the assessment area, as well as the tract and owner-occupied housing unit distribution by tract income level. The table also provides D&B business data.

2021 Washington-Baltimore-Alexandria, VA CSA AA Demographics								
Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income	
	#	%	#	%	#	%	#	%
Low	21	3.3	23,998	3.3	3,949	16.5	133,866	18.5
Moderate	108	16.9	128,227	17.8	10,728	8.4	111,871	15.5
Middle	239	37.4	262,228	36.3	12,212	4.7	145,720	20.2
Upper	262	41.0	307,275	42.6	5,885	1.9	330,283	45.8
Unknown	9	1.4	12	0.0	0	0.0	0	0.0
Total AA	639	100.0	721,740	100.0	32,774	4.5	721,740	100.0
	Housing Units by Tract	Housing Type by Tract						
		Owner-occupied			Rental		Vacant	
		#	% by tract	% by unit	#	% by unit	#	% by unit
Low	43,698	9,271	1.3	21.2	30,176	69.1	4,251	9.7
Moderate	208,783	101,948	14.8	48.8	91,222	43.7	15,613	7.5
Middle	412,616	251,985	36.6	61.1	135,572	32.9	25,059	6.1
Upper	439,845	324,954	47.2	73.9	92,606	21.1	22,285	5.1
Unknown	150	25	0.0	16.7	52	34.7	73	48.7
Total AA	1,105,092	688,183	100.0	62.3	349,628	31.6	67,281	6.1
	Total Businesses by Tract	Businesses by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low	4,473	2.5	4,173	2.6	276	2.2	24	1.8
Moderate	26,600	15.1	24,859	15.4	1,543	12.3	198	15.2
Middle	64,001	36.4	58,190	35.9	5,360	42.9	451	34.6
Upper	80,353	45.7	74,450	46.0	5,277	42.2	626	48.0
Unknown	311	0.2	263	0.2	43	0.3	5	0.4
Total AA	175,738	100.0	161,935	100.0	12,499	100.0	1,304	100.0
Percentage of Total Businesses:				92.1		7.1		0.7
	Total Farms by Tract	Farms by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low	47	2.9	46	2.9	1	5.6	0	0.0
Moderate	328	20.4	321	20.3	5	27.8	2	33.3
Middle	611	38.1	604	38.2	7	38.9	0	0.0
Upper	618	38.5	609	38.5	5	27.8	4	66.7
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
Total AA	1,604	100.0	1,580	100.0	18	100.0	6	100.0
Percentage of Total Farms:				98.5		1.1		0.4
<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.</i>								

The following chart depicts government and private sector employees by industry for the assessment area. A large portion of area employment for residents comes from government, professional and technical services, healthcare, accommodation and food services, and retail.

Washington-Baltimore-Alexandria, VA Employees by Industry										
	2020 - Q1	2020 - Q2	2020 - Q3	2020 - Q4	2021 - Q1	2021 - Q2	2021 - Q3	2021 - Q4	2022 - Q1	2022 - Q2
Government										
Government Total, all industries	252,324*	244,938*	234,422*	242,870*	243,255*	247,590*	240,568*	249,035*	248,520	251,183
Private Sector										
Private Sector Total, all industries	1,227,256	1,090,368	1,158,817	1,178,809	1,166,855	1,193,294	1,210,493	1,216,696	1,200,234	1,223,452
Agriculture, forestry, fishing and hunting	548*	605*	649*	622*	556*	616*	642*	619*	601*	661*
Mining, quarrying, and oil and gas extraction	259*	236*	232*	240*	243*	245*	237*	228*	216*	214*
Utilities	2,530*	2,524*	2,487*	2,439*	2,412*	2,378*	2,412*	2,404*	2,270*	2,507*
Construction	74,343*	73,406*	74,928*	75,169*	73,024*	75,436*	75,948*	75,812*	73,783*	75,252*
Manufacturing	30,596*	30,251*	31,861*	30,969*	32,177*	31,655*	31,091*	31,978*	31,768*	32,511*
Wholesale trade	25,524*	24,181*	24,027*	24,314*	24,524*	24,751*	24,984*	25,345*	23,594*	25,102*
Retail Trade	142,468*	121,439	134,146	141,826*	138,234	140,119	140,753	144,766	138,142	139,045
Transportation and warehousing	45,748*	42,347*	44,249*	46,121*	45,348*	43,961*	45,564*	48,942*	47,047*	46,121*
Information	38,011*	36,829*	37,397*	37,471*	37,467*	37,738*	38,034*	38,189*	38,899	39,046
Finance and insurance	46,342*	46,096*	46,534*	46,365*	46,097*	46,123*	46,183*	45,912*	45,724*	50,982*
Real estate and rental and leasing	21,536*	19,724*	20,157*	20,485*	20,348*	20,835*	21,153*	21,389*	20,996*	22,033*
Professional and technical services	274,980*	271,598*	276,034*	276,172*	275,809*	276,761*	278,023*	279,135*	275,258*	276,035
Management of companies and enterprises	29,525*	28,792*	29,034*	28,506*	28,577*	28,706*	28,923*	28,816*	31,057*	31,560*
Administrative and waste services	86,580*	82,684*	84,439*	85,578*	84,585*	88,785*	90,341*	88,767*	85,312*	87,865*
Educational services	27,209*	22,359*	22,305*	24,510*	24,209*	25,115*	24,517*	25,763*	25,113*	25,469*
Health care and social assistance	145,504*	128,334*	135,868*	139,122*	140,548*	142,384*	142,954*	145,266*	146,205*	149,004*
Arts, entertainment, and recreation	20,241*	9,935*	17,364*	14,917*	14,015*	18,414*	22,990*	17,259*	16,554*	21,433*
Accommodation and food services	126,276*	75,315*	96,339*	98,879*	97,618*	106,137*	113,109*	113,350*	112,995*	119,070*
Other services, except public administration	61,801	49,582	55,404	56,397	56,083	57,570	58,214	58,145	57,944	58,980
Public administration	0	0	0	0	0	0	0	0	0	0
Unclassified	4,012*	3,597*	4,259*	4,717*	4,732*	4,344*	4,241*	4,281*	5,008	5,741

Source: Bureau of Labor Statistics(BLS), Quarterly Census of Employment and Wages
* indicates that some or all of the data for this category was suppressed for confidentiality reasons

Recent and historical unemployment rates since the previous evaluation are included in the following table.

Washington-Baltimore-Alexandria, VA Unemployment Rates			
Area	2020	2021	2022
Washington-Baltimore-Alexandria, VA Assessment Area	5.9%	3.5%	2.5%
Arlington County, VA	4.6%	3.0%	2.1%
Culpeper County, VA	5.1%	3.3%	2.8%
Fairfax County, VA	6.0%	3.5%	2.5%
Fauquier County, VA	4.9%	3.0%	2.6%
Frederick County, VA	4.8%	2.9%	2.4%
Loudoun County, VA	5.5%	3.1%	2.4%
Madison County, VA	4.0%	2.5%	2.2%
Prince William County, VA	6.7%	4.0%	2.7%
Rappahannock County, VA	4.8%	2.9%	2.5%
Spotsylvania County, VA	6.2%	3.8%	3.0%
Stafford County, VA	5.8%	3.7%	2.9%
Warren County, VA	6.0%	3.6%	2.9%
Alexandria city, VA	6.2%	3.8%	2.4%
Fairfax city, VA	6.0%	3.4%	2.4%
Falls Church city, VA	4.0%	2.7%	2.2%
Fredericksburg city, VA	7.4%	4.7%	3.4%
Manassas city, VA	6.8%	3.9%	2.6%
Manassas Park city, VA	6.9%	3.8%	2.5%
Winchester city, VA	6.2%	3.5%	2.7%
Washington-Arlington-Alexandria, DC-VA-MD-WV MD	6.6%	4.6%	3.0%
Winchester, VA-WV MSA	5.2%	3.1%	2.5%
Virginia	6.5%	3.9%	2.9%
<i>Source: Bureau of Labor Statistics(BLS), Local Area Unemployment Statistics</i>			

Unemployment rates across the assessment area decreased between 2020 and 2022. While counties within the assessment area have fluctuated during this time, the assessment area overall has unemployment rates similar to the Commonwealth of Virginia.

Washington-Baltimore-Alexandria, VA Median Family Income Change			
Area	2015 Median Family Income	2020 Median Family Income	Percent Change
Washington-Baltimore-Alexandria, VA Assessment Area	\$125,442	\$134,183	7.0%
Arlington County, VA	\$153,876	\$165,016	7.2%
Culpeper County, VA	\$85,241	\$90,492	6.2%
Fairfax County, VA	\$141,822	\$149,576	5.5%
Fauquier County, VA	\$116,465	\$127,557	9.5%
Frederick County, VA	\$85,992	\$92,796	7.9%
Loudoun County, VA	\$150,266	\$164,579	9.5%
Madison County, VA	\$59,449	\$72,823	22.5%
Prince William County, VA	\$117,238	\$118,829	1.4%
Rappahannock County, VA	\$81,506	\$101,838	24.9%
Spotsylvania County, VA	\$95,676	\$101,766	6.4%
Stafford County, VA	\$117,062	\$126,632	8.2%
Warren County, VA	\$79,472	\$83,333	4.9%
Alexandria city, VA	\$119,173	\$137,135	15.1%
Fairfax city, VA	\$136,077	\$147,236	8.2%
Falls Church city, VA	\$180,745	\$182,567	1.0%
Fredericksburg city, VA	\$68,134	\$94,833	39.2%
Manassas city, VA	\$85,553	\$96,157	12.4%
Manassas Park city, VA	\$85,414	\$79,375	-7.1%
Winchester city, VA	\$62,762	\$73,708	17.4%
Washington-Arlington-Alexandria, DC-VA-MD-WV MD	\$115,928	\$126,224	8.9%
Winchester, VA-WV MSA	\$76,280	\$83,355	9.3%
Virginia	\$85,647	\$93,284	8.9%

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

As noted in the preceding table, the majority of counties/cities denote an increase in median family income within the assessment area during the evaluation period, while Manassas Park City experienced a decrease in median family income of 7.1%.

Washington-Baltimore-Alexandria, VA Housing Cost Burden						
Area	Cost Burden - Renters			Cost Burden - Owners		
	Low Income	Moderate Income	All Renters	Low Income	Moderate Income	All Owners
Washington-Baltimore-Alexandria, VA Assessment Area	81.4%	57.1%	40.8%	68.5%	45.9%	20.1%
Arlington County, VA	78.8%	69.1%	34.8%	74.0%	53.7%	17.8%
Culpeper County, VA	81.2%	30.9%	43.6%	59.8%	28.6%	18.8%
Fairfax County, VA	83.3%	69.6%	42.0%	72.1%	53.6%	20.6%
Fauquier County, VA	71.1%	30.7%	34.3%	62.6%	46.0%	21.8%
Frederick County, VA	72.6%	32.7%	34.0%	58.5%	35.0%	16.9%
Loudoun County, VA	81.1%	71.0%	41.1%	72.1%	50.7%	18.0%
Madison County, VA	62.2%	45.3%	35.3%	54.8%	59.5%	26.4%
Prince William County, VA	85.1%	58.5%	47.0%	71.1%	49.6%	22.3%
Rappahannock County, VA	68.3%	32.3%	35.6%	72.9%	37.7%	20.8%
Spotsylvania County, VA	76.4%	37.7%	44.3%	59.0%	34.3%	20.3%
Stafford County, VA	73.2%	31.9%	41.5%	60.9%	41.2%	17.6%
Warren County, VA	72.2%	31.9%	38.7%	55.4%	28.9%	17.7%
Alexandria city, VA	83.7%	54.3%	38.9%	70.8%	49.3%	19.8%
Fairfax city, VA	77.6%	51.6%	39.8%	65.4%	36.5%	19.6%
Falls Church city, VA	89.0%	82.5%	38.1%	84.8%	73.3%	27.9%
Fredericksburg city, VA	81.0%	29.9%	46.9%	62.8%	28.2%	16.8%
Manassas city, VA	83.1%	48.4%	53.7%	68.5%	51.7%	27.1%
Manassas Park city, VA	94.5%	52.7%	49.0%	77.7%	30.9%	30.9%
Winchester city, VA	80.4%	41.2%	43.1%	54.3%	27.6%	15.8%
Washington-Arlington-Alexandria, DC-VA-MD-WV MD	77.5%	53.2%	42.4%	69.4%	47.3%	21.6%
Winchester, VA-WV MSA	69.6%	33.4%	36.7%	53.7%	28.7%	17.0%
Virginia	76.7%	45.4%	42.5%	61.0%	34.9%	19.9%
<i>Cost Burden is housing cost that equals 30 percent or more of household income</i>						
<i>Source: U.S. Department of Housing and Urban Development (HUD), 2015-2019 Comprehensive Housing Affordability Strategy</i>						

A local official from a county-level economic development office was contacted during the evaluation to assist in evaluating the bank’s CRA performance and to discuss local economic conditions and community credit needs within the assessment area. The economic development office’s purpose is to encourage businesses to relocate into the area as well as retain and encourage expansion of existing businesses. While the economic development office encourages business development across all industries, it targets specific industries, such as life sciences and biology, information technology, specialized logistics and supply chain, government contractors and corporate facilities, small business and entrepreneurs, and businesses that redevelop underutilized parcels for mixed-use development. To carry out its mission, the economic development office offers funds for infrastructure improvements, site preparation, workforce training, and capital equipment purchases. Additionally, one popular program offered by the organization is a grant for customer-facing small businesses that either own or lease their facilities; however, according to the office, this program has slowed down considering the current interest rate environment. The contact noted that the economic development office is currently seeking partnerships with local financial institutions to extend affordable loans to small businesses and is unaware of any discriminatory activities or practices by local financial institutions.

AUB holds a strong deposit market share within the assessment area (6th of 53 banks operating within the assessment area) having 3.8% of all FDIC-insured deposits as of June 30, 2022. Overall, there is significant opportunity for community development loans and investments within the market area. Despite it being a competitive market, the bank faces no significant constraints in taking advantage of all available community development opportunities. AUB serves the assessment area through its array of banking services and products, which includes community development loans, investments, and services that benefit low- and moderate-income borrowers and areas, and small businesses.

CONCLUSIONS WITH RESPECT TO PERFORMANCE TESTS:

The bank's Lending Test performance in the Washington-Baltimore-Alexandria, VA CSA assessment area is excellent. Lending levels show excellent responsiveness to assessment area credit needs. Overall, the geographic distribution, as well as lending among borrowers of different income levels and businesses of different sizes is excellent. The bank originated a relatively high level of community development loans within the assessment area.

The Investment Test performance is good, and the bank holds a significant level of qualified community development investments and grants that benefit the assessment area. Through its qualified investments and grants, the bank exhibits good responsiveness to credit and community development needs.

The Service Test performance is adequate. The bank's delivery systems are reasonably accessible to all portions of the assessment area. Since the previous evaluation, branching activity has generally not adversely impacted the accessibility of its delivery systems, especially to low- and moderate-income residents and geographies, and business hours and services do not vary in a way that inconveniences any particular individual or area. Further, the bank provides an adequate level of community development services that benefit the assessment area.

LENDING TEST

The institution's overall lending performance within this assessment area is considered excellent. This conclusion is based on the evaluation of the bank's lending activity, the geographic and borrower lending distribution and the level of community development lending while taking into account the bank's market strategy, area demographic data, and aggregate CRA and HMDA loan data. Additionally, the bank makes use of flexible lending practices in serving the credit needs of the assessment area.

Lending Activity:

The bank's residential mortgage and small business lending within the assessment area, as measured by number (31%) and dollar (39.3%) is comparable to the percentage of deposits (32.9%), and substantially higher than the percentage of branch offices (20.9%). As of June 30, 2022, AUB ranked 6th out of 53 financial institutions in deposit market share with 3.8% of the area's available FDIC-insured deposits (excluding credit union deposits). According to 2021 aggregate data, the institution ranked 53rd of 781 reporters of mortgage lending with a 0.4% market share and ranked 11th of 260 reporters of small business loans with a 2.2% market share. All market share rankings consider originated and purchased loans. Lending activity reflects excellent responsiveness to assessment area credit needs and is considered excellent overall.

Geographic Distribution:

The geographic loan distribution within this assessment is considered excellent for residential mortgage, small business, and small farm lending, and is considered excellent overall. Within this assessment area, small business lending accounts for \$852.2 million, compared to residential mortgage lending which accounts for \$700 million, and small farm lending which accounts for \$4.4 million.

Distribution of 2020 and 2021 Home Mortgage Lending By Income Level of Geography													
Assessment Area: Washington-Baltimore-Alexandria, VA CSA													
Geographic Income Level	Bank And Aggregate Loans By Year												Owner Occupied Units %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	%	%	\$(000)	\$%	\$%	#	%	%	\$(000)	\$%	\$%	
Home Purchase Loans													
Low	2	10	1.4	485	0.6	1.1	7	3.5	1.7	2,276	2.3	1.2	1.3
Moderate	44	22.8	16.0	15,630	18.3	11.2	55	27.6	16.5	19,621	19.7	11.5	14.8
Middle	72	37.3	39.1	29,527	34.6	34.4	72	36.2	38.8	34,078	34.3	33.9	36.6
Upper	75	38.9	43.5	39,818	46.6	53.3	65	32.7	43.0	43,416	43.7	53.4	47.2
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
Total	193	100.0	100.0	85,460	100.0	100.0	199	100.0	100.0	99,391	100.0	100.0	100.0
Refinance Loans													
Low	8	1.3	0.9	2,558	1.1	0.7	10	2.8	1.1	2,671	1.8	0.8	1.3
Moderate	75	12.6	10.3	21,570	8.9	7.4	81	22.8	12.3	17,183	11.8	8.6	14.8
Middle	189	31.8	33.9	67,817	27.8	29.6	115	32.3	35.3	39,778	27.3	30.4	36.6
Upper	323	54.3	54.9	151,574	62.2	62.2	150	42.1	51.3	85,922	59.0	60.1	47.2
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
Total	595	100.0	100.0	243,519	100.0	100.0	356	100.0	100.0	145,554	100.0	100.0	100.0
Home Improvement Loans													
Low	4	3.7	1.1	200	1.6	0.9	5	3.5	0.8	435	2.2	0.7	1.3
Moderate	33	30.8	8.8	2,893	23.0	5.8	37	25.7	8.8	3,286	16.2	6.3	14.8
Middle	24	22.4	29.0	2,542	20.2	23.8	47	32.6	29.0	7,141	35.3	24.8	36.6
Upper	46	43.0	61.1	6,924	55.1	69.5	55	38.2	61.4	9,368	46.3	68.2	47.2
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
Total	107	100.0	100.0	12,559	100.0	100.0	144	100.0	100.0	20,230	100.0	100.0	100.0
Multifamily Loans													Multi-family Units %
Low	0	0.0	4.6	0	0.0	4.8	0	0.0	5.7	0	0.0	1.0	9.4
Moderate	2	40.0	24.1	2,106	41.2	14.2	2	40.0	25.7	1,757	23.1	18.3	24.5
Middle	3	60.0	39.8	3,000	58.8	63.0	1	20.0	35.7	2,114	27.8	57.5	39.0
Upper	0	0.0	31.5	0	0.0	18.0	2	40.0	32.1	3,744	49.2	20.2	27.0
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.7	0	0.0	2.9	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
Total	5	100.0	100.0	5,106	100.0	100.0	5	100.0	100.0	7,615	100.0	100.0	100.0
Total Home Mortgage Loans													Owner Occupied Units %
Low	30	2.8	1.1	5,476	1.5	0.9	35	3.6	1.3	7,060	2.2	1.0	1.3
Moderate	203	18.7	12.0	47,475	12.7	8.7	249	25.4	13.6	50,410	15.5	9.9	14.8
Middle	343	31.5	35.2	109,852	29.3	31.7	346	35.2	36.2	102,967	31.7	32.3	36.6
Upper	512	47.1	51.6	212,191	56.6	58.7	352	35.8	48.9	164,526	50.6	56.7	47.2
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.1	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
Total	1,088	100.0	100.0	374,994	100.0	100.0	982	100.0	100.0	324,963	100.0	100.0	100.0

Source: 2021 FFIEC Census Data

2011-2015 U.S. Census Bureau: American Community Survey

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

During 2020, refinance loans were the leading HMDA product by number, followed by home purchase and home improvement loans. Multifamily lending was given less weight due to the limited lending within the assessment area. Considering both demographic and aggregate proxies for demand, the bank’s performance for home refinance, home purchase, home improvement, and multifamily lending is considered excellent for each product.

As reflected in the preceding tables, AUB’s percentage of 2020 HMDA lending in low-income census tracts (2.8%) was slightly higher than both the aggregate lending level (1.1%) and the percentage of owner-occupied housing units located in such tracts (1.3%). The bank’s level of lending in moderate-income census tracts (18.7%) was substantially higher than both the level of aggregate lending in such tracts (12%) and the percentage of owner-occupied housing units located in such tracts (14.8%). Overall, the bank’s 2020 performance is considered excellent. The bank’s 2021 lending performance is substantially similar to the bank’s performance in 2020 for each respective product, as well as overall.

On a combined basis, HMDA lending performance is considered excellent.

Distribution of 2020 and 2021 Small Business Lending By Income Level of Geography													
Assessment Area: Washington-Baltimore-Alexandria, VA CSA													
Geographic Income Level	Bank And Aggregate Loans By Year												Total Businesses %
	2020						2021						
	Bank		Agg	Bank			Agg		Bank		Agg		
	#	%	%	\$(000)	%	%	#	%	%	\$(000)	%	%	
Low	197	5.3	2.4	26,417	4.9	2.4	113	5.3	2.5	14,948	4.8	2.7	2.5
Moderate	906	24.2	14.5	114,874	21.2	13.1	533	24.8	15.0	78,600	25.2	13.6	15.1
Middle	1,393	37.2	36.4	217,555	40.2	39.3	784	36.5	36.6	115,573	37.1	38.5	36.4
Upper	1,239	33.1	46.2	179,745	33.2	44.7	715	33.3	45.3	101,742	32.7	44.7	45.7
Unknown	10	0.3	0.2	2,267	0.4	0.4	3	0.1	0.2	437	0.1	0.4	0.2
Tract-Unk	0	0.0	0.3	0	0.0	0.2	0	0.0	0.4	0	0.0	0.1	
Total	3,745	100.0	100.0	540,858	100.0	100.0	2,148	100.0	100.0	311,300	100.0	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.

The bank’s percentage of 2020 small business lending in low-income census tracts (5.3%) is higher than the aggregate reporters’ lending level (2.4%) and the percentage of businesses located in such tracts (2.5%). Similarly, the bank’s percentage of small business lending in moderate-income census tracts (24.2%) is higher than the aggregate lending level (14.5%) and the percentage of businesses located in such tracts (15.1%). Overall, the bank’s small business lending performance during 2020 is considered excellent, and its performance during 2021 is substantially similar.

Distribution of 2020 and 2021 Small Farm Lending By Income Level of Geography													
Assessment Area: Washington-Baltimore-Alexandria, VA CSA													
Geographic Income Level	Bank And Aggregate Loans By Year												Total Farms %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	#%	#%	\$(000)	\$%	\$%	#	#%	#%	\$(000)	\$%	\$%	
Low	4	7.8	2.9	77	2.2	3.5	2	6.9	4.3	19	2.3	4.9	2.9
Moderate	20	39.2	25.4	1,014	28.6	21.4	17	58.6	24.9	667	80.7	35.4	20.4
Middle	13	25.5	40.0	1,121	31.6	45.3	4	13.8	34.0	48	5.8	27.6	38.1
Upper	14	27.5	30.2	1,336	37.7	28.4	6	20.7	34.9	93	11.2	31.6	38.5
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	1.4	0	0.0	1.5	0	0.0	1.9	0	0.0	0.5	
Total	51	100.0	100.0	3,548	100.0	100.0	29	100.0	100.0	827	100.0	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.

The bank’s percentage of 2020 small farm lending in low-income census tracts (7.8%) is higher than the aggregate reporters’ lending level (2.9%) and the percentage of farms located in such tracts (3%). Similarly, the bank’s percentage of small farm lending in moderate-income census tracts (39.2%) is higher than the aggregate lending level (25.4%) and the percentage of farms located in such tracts (19.8%). Overall, the bank’s small farm lending performance during 2020 is considered excellent, and its performance during 2021 is substantially similar.

Distribution by Borrower Income and Revenue Size of the Business:

The bank’s borrower distribution is considered excellent for all products reviewed.

Distribution of 2020 and 2021 Home Mortgage Lending By Borrower Income Level													
Assessment Area: Washington-Baltimore-Alexandria, VA CSA													
Borrower Income Level	Bank And Aggregate Loans By Year												Families by Family Income %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	# %	# %	\$(000)	\$ %	\$ %	#	# %	# %	\$(000)	\$ %	\$ %	
Home Purchase Loans													
Lo w	13	6.7	7.2	3,104	3.6	3.8	12	6.0	6.7	2,869	2.9	3.4	18.5
Mo d e r a t e	44	22.8	20.8	13,968	16.3	15.0	37	18.6	19.4	12,770	12.8	13.7	15.5
M i d d l e	45	23.3	23.9	18,921	22.1	22.2	49	24.6	22.0	21,380	21.5	20.2	20.2
U p p e r	71	36.8	35.2	42,702	50.0	45.9	75	37.7	33.6	53,650	54.0	44.1	45.8
U n k n o w n	20	10.4	12.9	6,765	7.9	13.1	26	13.1	18.3	8,722	8.8	18.6	0.0
To t a l	193	100.0	100.0	85,460	100.0	100.0	199	100.0	100.0	99,391	100.0	100.0	100.0
Refinance Loans													
Lo w	29	4.9	3.9	4,697	1.9	2.1	50	14.0	5.9	8,633	5.9	3.1	18.5
Mo d e r a t e	104	17.5	11.9	27,584	11.3	8.4	73	20.5	13.8	19,825	13.6	9.9	15.5
M i d d l e	19	20.0	20.7	41,944	17.2	18.3	63	17.7	19.7	19,816	13.6	17.4	20.2
U p p e r	306	51.4	38.2	154,513	63.5	43.7	140	39.3	34.7	85,429	58.7	41.7	45.8
U n k n o w n	37	6.2	25.3	14,781	6.1	27.5	30	8.4	25.9	11,851	8.1	27.9	0.0
To t a l	595	100.0	100.0	243,519	100.0	100.0	356	100.0	100.0	145,554	100.0	100.0	100.0
Home Improvement Loans													
Lo w	10	9.3	3.9	536	4.3	2.4	13	9.0	3.7	835	4.1	2.5	18.5
Mo d e r a t e	15	14.0	10.2	1,439	11.5	7.9	24	16.7	10.1	2,322	11.5	7.5	15.5
M i d d l e	25	23.4	21.8	2,518	20.0	17.4	27	18.8	21.7	2,902	14.3	17.7	20.2
U p p e r	52	48.6	61.6	7,268	57.9	68.5	69	47.9	61.5	12,129	60.0	68.3	45.8
U n k n o w n	5	4.7	2.5	798	6.4	3.8	11	7.6	3.0	2,042	10.1	4.1	0.0
To t a l	107	100.0	100.0	12,559	100.0	100.0	144	100.0	100.0	20,230	100.0	100.0	100.0
Total Home Mortgage Loans													
Lo w	80	7.4	4.8	10,503	2.8	2.6	118	12.1	6.1	16,040	5.1	3.3	18.5
Mo d e r a t e	198	18.3	14.1	46,132	12.5	10.3	179	18.3	15.4	39,301	12.4	11.3	15.5
M i d d l e	226	20.9	21.3	67,604	18.3	19.3	194	19.9	20.5	50,807	16.0	18.4	20.2
U p p e r	516	47.6	37.6	223,159	60.3	44.2	410	42.0	35.4	186,970	58.9	43.0	45.8
U n k n o w n	63	5.8	22.2	22,490	6.1	23.6	76	7.8	22.7	24,230	7.6	24.0	0.0
To t a l	1,083	100.0	100.0	369,888	100.0	100.0	977	100.0	100.0	317,348	100.0	100.0	100.0
Source: 2021 FFIEC Census Data													
2011-2015 U.S. Census Bureau: American Community Survey													
Note: Percentages may not total 100.0 percent due to rounding.													
Multifamily loans are not included in the borrower distribution analysis.													

During 2020, refinance loans were the leading HMDA product by number, followed by home purchase loans. Home improvement lending was given less weight due to the limited lending within the assessment area. Considering both demographic and aggregate proxies for demand, the bank’s performance for home refinance lending is considered excellent, while its performance for home purchase lending is considered good. While its conclusion carries significantly less weight, home improvement lending is considered excellent.

In 2020, the bank’s overall level of HMDA lending to low-income borrowers (7.4%) was higher than the aggregate lending levels to such borrowers (4.8%), both of which were lower than the percentage of low-income families within the assessment area (18.5%). The bank’s lending to moderate-income borrowers (18.3%) was higher than the aggregate lending levels to such borrowers (14.1%) and the percentage of moderate-income families within the area (15.5%). Overall, the bank’s performance during 2020 is considered excellent, and its performance during 2021 is substantially similar.

Distribution of 2020 and 2021 Small Business Lending By Revenue Size of Businesses													
Assessment Area: Washington-Baltimore-Alexandria, VA CSA													
	Bank And Aggregate Loans By Year												Total Businesses %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	%	%	\$(000)	%	%	#	%	%	\$(000)	%	%	
By Revenue													
\$1 Million or Less	2,114	56.4	44.9	136,855	25.3	26.2	1,342	62.5	49.7	116,971	37.6	29.9	92.1
Over \$1 Million	1,583	42.3		393,695	72.8		752	35.0		182,084	58.5		7.1
Revenue Unknown	48	1.3		10,308	1.9		54	2.5		12,245	3.9		0.7
Total	3,745	100.0		540,858	100.0		2,148	100.0		311,300	100.0		100.0
By Loan Size													
\$100,000 or Less	2,376	63.4	87.6	88,324	16.3	31.9	1,383	64.4	92.5	50,188	16.1	37.3	
\$100,001 - \$250,000	710	19.0	7.0	115,323	21.3	19.8	383	17.8	4.2	61,198	19.7	17.8	
\$250,001 - \$1 Million	659	17.6	5.5	337,211	62.3	48.4	382	17.8	3.3	199,914	64.2	44.9	
Total	3,745	100.0	100.0	540,858	100.0	100.0	2,148	100.0	100.0	311,300	100.0	100.0	
By Loan Size and Revenues \$1 Million or Less													
\$100,000 or Less	1,892	89.5		58,180	42.5		1,138	84.8		35,103	30.0		
\$100,001 - \$250,000	102	4.8		14,807	10.8		86	6.4		13,132	11.2		
\$250,001 - \$1 Million	120	5.7		63,868	46.7		118	8.8		68,736	58.8		
Total	2,114	100.0		136,855	100.0		1,342	100.0		116,971	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.													

D&B data from 2020 indicates that 91.9% of all local businesses have revenues that do not exceed \$1 million per year. Of the total volume of small business loans considered in the evaluation, 1.3% involved loans for which revenues were unknown, and 56.4% were to businesses with revenues of \$1 million or less, while 44.9% of the aggregate lending level were to businesses with revenues of \$1 million or less. The bank’s 2020 borrower distribution performance of lending to businesses with revenues of \$1 million or less is considered excellent, and its performance in 2021 is substantially similar. Overall, AUB’s borrower distribution performance for small business lending is considered excellent.

Distribution of 2020 and 2021 Small Farm Lending By Revenue Size of Farms													
Assessment Area: Washington-Baltimore-Alexandria, VA CSA													
	Bank And Aggregate Loans By Year												Total Farms %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	%	%	\$(000)	\$%	\$%	#	%	%	\$(000)	\$%	\$%	
By Revenue													
\$1 Million or Less	37	72.5	41.2	1,110	31.3	38.3	25	86.2	51.3	332	40.1	39.5	98.5
Over \$1 Million	13	25.5		1,939	54.7		3	10.3		439	53.1		1.1
Revenue Unknown	1	2.0		499	14.1		1	3.4		56	6.8		0.4
Total	51	100.0		3,548	100.0		29	100.0		827	100.0		100.0
By Loan Size													
\$100,000 or Less	41	80.4	90.9	806	22.7	44.0	28	96.6	95.5	472	57.1	55.0	
\$100,001 - \$250,000	4	7.8	5.0	615	17.3	20.0	0	0.0	2.6	0	0.0	16.8	
\$250,001 - \$500,000	6	11.8	4.1	2,127	59.9	35.9	1	3.4	1.9	355	42.9	28.2	
Total	51	100.0	100.0	3,548	100.0	100.0	29	100.0	100.0	827	100.0	100.0	
By Loan Size and Revenues \$1 Million or Less													
\$100,000 or Less	36	97.3		654	58.9		25	100.0		332	100.0		
\$100,001 - \$250,000	0	0.0		0	0.0		0	0.0		0	0.0		
\$250,001 - \$500,000	1	2.7		456	41.1		0	0.0		0	0.0		
Total	37	100.0		1,110	100.0		25	100.0		332	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.

D&B data from 2020 indicates that 98.5% of all local farms have revenues that do not exceed \$1 million per year. Of the total volume of small farm loans considered in the evaluation, 2% involved loans for which revenues were unknown, and 72.5% were to farms with revenues of \$1 million or less, while 41.2% of the aggregate lending level were to farms with revenues of \$1 million or less. The bank's 2020 borrower distribution performance of lending to farms with revenues of \$1 million or less is considered excellent, and its performance in 2021 is substantially similar. Overall, AUB's borrower distribution performance for small farm lending is considered excellent.

Community Development Loans:

Opportunities for community development lending are extensively available within the Washington-Baltimore-Alexandria, VA CSA assessment area. When considering the bank's capacity, market position, and business strategy, the bank faces no constraints in extending community development loans within the assessment area. During the evaluation period, AUB extended a relatively high level of community development loans within this market. Eight qualified community development loans totaling \$102.8 million were originated during the evaluation period that directly benefit the assessment area. The breakdown of community development loans is detailed in the following table:

Community Development Definition	#	\$
Affordable Housing	3	\$21.4 million
Support Small Business/Farm	2	\$7 million
Job Creation	3	\$74.4 million
Total	8	\$102.8 million

INVESTMENT TEST

Overall, AUB has a significant level of qualified community development investments that benefit the assessment area. In addition to the previously described investments that benefit regional or statewide areas, including this assessment area, the bank holds 15 qualified investments that directly benefit the Washington-Baltimore-Alexandria, VA CSA assessment area totaling \$17.6 million for the evaluation period. During the evaluation period, the bank held 11 investments totaling \$15.9 million that support low- and moderate-income affordable housing and multifamily housing complexes, as well as four investments totaling \$1.7 million that support economic development and small businesses within the area. These investments demonstrate good responsiveness to the affordable housing and community development needs within the area.

In addition, the bank made qualified investments in the form of donations totaling \$51,700. The breakdown of community development donations is detailed in the following table:

Community Development Definition	#	\$
Affordable Housing	3	\$7,500
Serve Low/Moderate-Income People	14	\$40,450
Support Small Business/Farm	1	\$3,750
Total	18	\$51,700

AUB's Investment Test performance in the Washington-Baltimore-Alexandria, VA CSA assessment area is considered good.

SERVICE TEST

Within the assessment area, AUB's performance under the Service Test is considered adequate. Systems for delivering retail banking services are readily accessible to all portions of the assessment area, including low- and moderate-income areas, and do not vary in a way that inconveniences low- and moderate-income individuals or areas within the area. Additionally, the bank has provided an adequate level of qualified services to community development organizations. The bank closed five branch offices within the assessment area since the previous evaluation, one of which was located in a moderate-income census tract.

Retail Services:

Delivery systems are readily accessible to all portions of the assessment area. ATMs are available and, through a network, provide customers with 24-hour nationwide access. Bank-by-mail, online banking, and mobile banking services are also offered by the institution. In addition, AUB provides customers with 24-hour telephone access to their accounts through an automated system. Additionally, the bank's business hours and services offered do not vary in a way that inconveniences low- or moderate-income geographies or individuals within the area.

AUB operates 23 full-service branch offices in the assessment area, of which, one (4.3%) is located in a low-income census tract and seven (30.4%) are located in moderate-income census tracts. The geographic distribution of branches is excellent when considering that 3.8% and 18.6% of the assessment area's households reside in low- and moderate-income census tracts, respectively. The bank's record of opening and closing branches has adversely affected its accessibility of its delivery systems, particularly to low- and moderate-income geographies. As previously noted, AUB closed five full-service branches during the review period. While one of the closed branches was located in a moderate-income census tract, affected customers can continue their banking relationship at a branch that is located within six miles of the closed branch.

Community Development Services:

The bank provides an adequate level of community development services in the Washington-Baltimore-Alexandria, VA CSA assessment area. Six bank employees volunteered their time and utilized their financial expertise at various organizations throughout the area. The six employees volunteered their time and experience by serving on the board or committee of eight different organizations that provide economic development, affordable housing, or community services to low- and moderate-income individuals. These activities include, but are not limited to the following:

- Business Finance Group – Two employees serve as board members of this organization that assists in providing funding for small businesses in order to promote economic development.
- Madison Free Clinic – An employee serves as a board member of this nonprofit organization providing healthcare to uninsured, low- and moderate-income individuals.
- PATH Foundation – An employee taught a financial literacy course at this foundation that provides resources to community service organizations that provides healthcare and childhood wellness programs to children from low- and moderate-income households.
- Rappahannock Goodwill Industries – An employee serves as a board member of this organization which primarily provides jobs for low- and moderate-income individuals.

**METROPOLITAN AREA
FULL-SCOPE REVIEW**

DESCRIPTION OF INSTITUTION’S OPERATIONS IN THE RICHMOND, VA ASSESSMENT AREA

AUB operates 22 branches and four stand-alone ATMs within the assessment area, which is comprised of a portion of the Richmond, VA MSA and includes eight counties and four cities. The complete composition of the assessment areas for 2020 and 2021 is detailed in *Appendix E*.

Based on 2015 ACS data, the assessment area has a total population of 1.1 million and a median housing value of \$215,017. Within the assessment area, the owner-occupancy rate is 58.7%, which approximates the owner-occupancy rate for the overall Richmond, VA MSA (59.6%) and the Commonwealth of Virginia (59.2%). Similarly, the percentage of families living below the poverty level in the assessment area (8.9%) is similar to the rate for the overall MSA (8.8%) and the Commonwealth of Virginia (8.2%). Median family incomes for the MD and MSA are detailed in the table below.

Median Family Income by MSA	2020	2021
Richmond, VA MSA	\$84,900	\$86,900

As indicated in the preceding table, median family income for the MSA increased between 2020 and 2021. The following table provides family and household demographic information for the assessment area, as well as the tract and owner-occupied housing unit distribution by tract income level. The table also provides D&B business data.

2021 Richmond, VA AA Demographics								
Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income	
	#	%	#	%	#	%	#	%
Low	36	13.6	22,538	8.4	7,648	33.9	56,495	21.0
Moderate	62	23.5	52,963	19.7	7,200	13.6	47,818	17.8
Middle	87	33.0	100,622	37.4	6,660	6.6	53,760	20.0
Upper	75	28.4	92,489	34.4	2,096	2.3	111,121	41.3
Unknown	4	1.5	582	0.2	136	23.4	0	0.0
Total AA	264	100.0	269,194	100.0	23,740	8.8	269,194	100.0
	Housing Units by Tract	Housing Type by Tract						
		Owner-occupied			Rental		Vacant	
		#	% by tract	% by unit	#	% by unit	#	% by unit
Low	48,889	13,457	5.0	27.5	27,855	57.0	7,577	15.5
Moderate	106,979	46,846	17.2	43.8	47,747	44.6	12,386	11.6
Middle	164,018	108,087	39.8	65.9	43,956	26.8	11,975	7.3
Upper	141,277	102,834	37.8	72.8	29,828	21.1	8,615	6.1
Unknown	1,835	522	0.2	28.4	816	44.5	497	27.1
Total AA	462,998	271,746	100.0	58.7	150,202	32.4	41,050	8.9
	Total Businesses by Tract	Businesses by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low	4,047	6.8	3,654	6.6	367	9.1	26	5.7
Moderate	12,914	21.6	11,748	21.3	1,021	25.3	145	31.9
Middle	20,138	33.7	18,727	33.9	1,301	32.2	110	24.2
Upper	22,326	37.4	20,842	37.7	1,314	32.5	170	37.4
Unknown	303	0.5	262	0.5	38	0.9	3	0.7
Total AA	59,728	100.0	55,233	100.0	4,041	100.0	454	100.0
Percentage of Total Businesses:				92.5		6.8		0.8
	Total Farms by Tract	Farms by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low	13	2.2	13	2.2	0	0.0	0	0.0
Moderate	85	14.1	84	14.4	1	5.9	0	0.0
Middle	276	45.7	268	45.8	6	35.3	2	100.0
Upper	229	37.9	219	37.4	10	58.8	0	0.0
Unknown	1	0.2	1	0.2	0	0.0	0	0.0
Total AA	604	100.0	585	100.0	17	100.0	2	100.0
Percentage of Total Farms:				96.9		2.8		0.3
<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.</i>								

The following chart depicts government and private sector employees by industry for the assessment area. A large portion of area employment for residents comes from government, professional and technical services, healthcare, accommodation and food services, and retail.

Richmond, VA 21 Employees by Industry												
	2019 - Q3	2019 - Q4	2020 - Q1	2020 - Q2	2020 - Q3	2020 - Q4	2021 - Q1	2021 - Q2	2021 - Q3	2021 - Q4	2022 - Q1	2022 - Q2
Government												
Government Total, all industries	93,418*	97,044*	97,155*	91,852*	89,785*	92,261*	91,815*	93,666	91,636	92,770*	93,682	94,066
Private Sector												
Private Sector Total, all industries	508,793	512,516	502,998	445,905	471,201	482,579	475,217	484,443	493,474	499,058	494,414	503,144
Agriculture, forestry, fishing and hunting	164*	163*	160*	170*	132*	125*	327*	365*	420*	830*	856*	1,069*
Mining, quarrying, and oil and gas extraction	136*	130*	131*	137*	137*	140*	182*	191*	236*	283*	271*	273*
Utilities	1,595*	1,591*	1,597*	1,584*	1,554*	1,216*	1,470*	1,475*	1,506*	1,498*	1,438*	1,410*
Construction	33,772*	33,390*	33,732*	32,880*	33,384*	33,839*	33,666*	34,903*	35,574*	35,734*	34,761*	35,762*
Manufacturing	29,134	29,192	28,873	27,597	27,725	28,015	27,752	28,483	28,921	29,212	29,356	29,577
Wholesale trade	23,135*	22,956*	22,299*	21,448*	21,619*	21,652*	21,388*	21,497*	21,737*	21,974*	21,570*	21,440*
Retail Trade	61,389*	63,105*	61,392*	54,022*	58,634*	61,690*	60,092*	60,549*	60,522*	62,268*	60,417*	60,512*
Transportation and warehousing	19,559*	21,620*	20,471*	20,677*	22,966*	21,076*	22,907*	22,172*	23,007*	25,295*	24,500*	23,953*
Information	6,390*	6,291*	6,410*	5,780*	5,648*	5,633*	5,401*	5,448*	5,643*	5,666*	5,867*	5,840*
Finance and insurance	30,570*	30,983*	30,802*	30,569*	30,250*	30,039*	29,058*	28,737*	28,687*	28,455*	28,326*	28,204*
Real estate and rental and leasing	9,131*	9,085*	9,017*	8,514*	8,688*	8,676*	8,605*	8,848*	9,035*	9,124*	9,149*	10,603*
Professional and technical services	38,693*	39,336*	39,812*	38,030*	38,076*	38,667*	39,232*	39,525*	39,758*	40,451*	40,272*	40,497*
Management of companies and enterprises	22,411*	22,283*	21,946*	21,340*	21,115*	21,108*	20,890*	20,886*	21,353*	21,398*	21,380*	21,557*
Administrative and waste services	42,404	44,366*	40,921*	37,516	37,938	39,511*	38,717	39,688	40,695	42,562	42,127	41,961
Educational services	8,110*	8,663*	8,694*	7,187*	7,198*	7,851*	8,152*	8,031*	7,583*	8,485*	8,317*	8,325*
Health care and social assistance	77,790*	77,761*	77,808*	69,859*	73,069*	74,983*	77,727*	77,721*	77,766*	76,575*	77,395*	76,365*
Arts, entertainment, and recreation	13,674	11,385	11,930*	6,183	9,669	8,806*	8,351	11,168	13,322	9,952	10,088*	13,537*
Accommodation and food services	50,846	50,628	48,603*	29,778	38,423	38,913*	39,379	42,188	45,154	45,220	45,092*	47,016*
Other services, except public administration	21,128	20,754	19,180	15,097	17,141	17,615	17,996	18,630	18,845	19,305	18,797	19,160
Public administration	0	0	0	0	0	0	0	0	0	0	0	0
Unclassified	1,279*	1,553*	1,640*	1,497*	1,684*	1,788*	1,973*	1,683*	1,709*	1,749*	2,148*	2,414*

Source: Bureau of Labor Statistics(BLS), Quarterly Census of Employment and Wages

* indicates that some or all of the data for this category was suppressed for confidentiality reasons

Recent and historical unemployment rates since the previous evaluation are included in the following table.

Richmond, VA - Annual Average Unemployment Rates			
Area	2020	2021	2022
Charles City County, VA	6.9%	4.3%	3.1%
Chesterfield County, VA	6.1%	3.6%	2.8%
Goochland County, VA	5.0%	3.1%	2.7%
Hanover County, VA	5.0%	3.0%	2.5%
Henrico County, VA	6.7%	4.0%	2.8%
King and Queen County, VA	5.3%	3.2%	2.6%
King William County, VA	5.5%	3.3%	2.7%
New Kent County, VA	4.7%	3.0%	2.4%
Colonial Heights city, VA	7.4%	4.7%	3.2%
Hopewell city, VA	11.2%	7.2%	4.4%
Petersburg city, VA	14.7%	10.2%	5.6%
Richmond city, VA	9.1%	5.3%	3.4%
Richmond, VA MSA	6.9%	4.2%	3.0%
Virginia	6.5%	3.9%	2.9%

Source: Bureau of Labor Statistics(BLS), Local Area Unemployment Statistics

Unemployment rates across the assessment area decreased between 2020 and 2022. While the vast majority of counties within the assessment area approximate the unemployment rate for the MSA and the state, the unemployment rate for Petersburg City is substantially higher than the other counties within the assessment area.

Richmond, VA Median Family Income Change			
Area	2015 Median Family Income	2020 Median Family Income	Percent Change
Richmond, VA Assessment Area	\$82,804	\$90,585	9.4%
Charles City County, VA	\$69,252	\$78,345	13.1%
Chesterfield County, VA	\$93,024	\$97,941	5.3%
Goochland County, VA	\$100,305	\$113,983	13.6%
Hanover County, VA	\$100,149	\$108,375	8.2%
Henrico County, VA	\$84,917	\$94,680	11.5%
King and Queen County, VA	\$58,305	\$84,036	44.1%
King William County, VA	\$73,634	\$83,297	13.1%
New Kent County, VA	\$93,741	\$107,484	14.7%
Colonial Heights city, VA	\$69,550	\$77,928	12.0%
Hopewell city, VA	\$56,256	\$49,580	-11.9%
Petersburg city, VA	\$41,942	\$51,659	23.2%
Richmond city, VA	\$54,964	\$68,988	25.5%
Richmond, VA MSA	\$82,143	\$91,165	11.0%
Virginia	\$85,647	\$93,284	8.9%
<p><i>Source: 2011 - 2015 U.S. Census Bureau American Community Survey 2016 - 2020 U.S. Census Bureau American Community Survey Median Family Incomes have been inflation-adjusted and are expressed in 2020 dollars.</i></p>			

As noted in the preceding table, the majority of counties/cities denote an increase in median family income within the assessment area during the evaluation period, while Petersburg City experienced a decrease in median family income of 11.9%.

Richmond, VA Housing Cost Burden						
Area	Cost Burden - Renters			Cost Burden - Owners		
	Low Income	Moderate Income	All Renters	Low Income	Moderate Income	All Owners
Richmond, VA Assessment Area	78.4%	42.6%	45.7%	63.5%	36.6%	19.8%
Charles City County, VA	72.0%	14.7%	42.6%	58.1%	31.7%	23.8%
Chesterfield County, VA	84.1%	50.4%	43.8%	63.3%	37.6%	17.9%
Goochland County, VA	47.4%	8.0%	26.5%	56.3%	43.2%	17.4%
Hanover County, VA	72.0%	38.1%	35.1%	52.0%	33.7%	15.6%
Henrico County, VA	82.9%	46.7%	43.7%	65.4%	38.4%	19.8%
King and Queen County, VA	44.0%	17.9%	15.5%	62.7%	29.0%	18.4%
King William County, VA	50.8%	6.0%	22.2%	48.1%	32.7%	21.1%
New Kent County, VA	73.1%	36.1%	40.9%	70.1%	29.6%	19.6%
Colonial Heights city, VA	88.7%	55.2%	58.3%	57.9%	29.1%	19.4%
Hopewell city, VA	64.0%	14.4%	43.5%	62.9%	18.6%	27.4%
Petersburg city, VA	79.0%	27.3%	50.0%	62.7%	21.4%	30.4%
Richmond city, VA	76.3%	39.2%	50.3%	69.8%	40.7%	25.7%
Richmond, VA MSA	77.9%	42.2%	45.3%	62.5%	35.2%	19.7%
Virginia	76.7%	45.4%	42.5%	61.0%	34.9%	19.9%

Cost Burden is housing cost that equals 30 percent or more of household income

Source: U.S. Department of Housing and Urban Development (HUD), 2015-2019 Comprehensive Housing Affordability Strategy

A local official of a nonprofit affordable housing organization was contacted during the evaluation to assist in evaluating the bank’s CRA performance and to discuss local economic conditions and community credit needs within the Richmond, VA assessment area. The organization serves the area by developing affordable housing rentals through the issuance of Virginia Housing Development Authority bonds. As a result, most of the organization’s funding comes from the private sector through the purchase of these bonds. Since its founding, the organization has provided 242,554 affordable housing home loans, financed 142,714 affordable housing rental units, and offered first-time homebuyer education courses to 321,290 individuals. During a recent time-period, the organization has helped 70,000 households access affordable housing, generated \$10 billion in economic activity, created 65,900 jobs, and supported the creation of 24,000 affordable housing rental units. The organization’s goals are to address statewide affordable housing and rental needs of low-income and critical needs populations, strengthen homeownership for first-time homebuyers in Virginia, and secure long-term funding to finance its programs. The official indicated that there are several opportunities for banks to better-serve the community, of which the most critical need in the area being access to affordable housing. The contact noted the organization’s partnership with several local and large financial institutions and was unaware of any discriminatory practices by banks in the area.

AUB holds a strong deposit market share within the assessment area (5th of 27 banks operating within the assessment area) having 2.9% of all FDIC-insured deposits as of June 30, 2022. Overall, there is significant opportunity for community development loans and investments within the market area. Despite it being a competitive market, the bank faces no significant constraints in taking advantage of all available community development opportunities. AUB serves the assessment area through its array of banking services and products, which includes community development loans, investments, and services that benefit low- and moderate-income borrowers and areas, as well as small businesses.

CONCLUSIONS WITH RESPECT TO PERFORMANCE TESTS:

The bank's Lending Test performance in the Richmond, VA assessment area is excellent. Lending levels show excellent responsiveness to assessment area credit needs. The geographic distribution of lending to low- and moderate-income areas is good, while lending to borrowers of different income levels and businesses of different sizes is excellent. The bank is a leader in originating community development loans within the assessment area.

The Investment Test performance is good, and the bank holds a significant level of qualified community development investments and grants that benefit the assessment area. Through its qualified investments and grants, the bank exhibits good responsiveness to credit and community development needs.

The Service Test performance is good. The bank's delivery systems are accessible to all portions of the assessment area. Since the previous evaluation, branching activity has not adversely impacted the accessibility of its delivery systems to low- and moderate-income residents and geographies; rather, the bank opened one branch office within a moderate-income census tract since the previous evaluation, thereby improving the accessibility of its delivery systems. Business hours and services do not vary in a way that inconveniences any particular individual or area. Further, the bank provides a relatively high level of community development services that benefit the assessment area.

LENDING TEST

The institution's overall lending performance within this assessment area is considered excellent. This conclusion is based on the evaluation of the bank's lending activity, the geographic and borrower lending distribution and the level of community development lending while taking into account the bank's market strategy, area demographic data, and aggregate CRA small business and HMDA loan data. Additionally, the bank makes use of flexible lending practices in serving the credit needs of the assessment area.

Lending Activity:

The bank's residential mortgage and small business lending within the assessment area, as measured by number (25%) and dollar (22.9%) is comparable to the percentage of deposits (25.3%) and greater than the percentage of branch offices (20%). As of June 30, 2022, AUB ranked 5th out of 27 financial institutions in deposit market share with 2.9% of the area's available FDIC-insured deposits (excluding credit union deposits). According to 2021 aggregate data, the institution ranked 26th of 621 reporters of mortgage lending with a 1% market share and ranked 7th of 174 reporters of small business loans with a 5.2% market share. All market share rankings consider originated and purchased loans. Lending activity reflects excellent responsiveness to assessment area credit needs and is considered excellent overall.

Geographic Distribution:

The geographic loan distribution within this assessment is considered adequate for residential mortgage lending and good for small business lending. Within this assessment area, small business lending performance carries the most weight as it accounts for \$507.1 million, compared to residential mortgage lending which accounts for \$398.9 million. Overall, the distribution is good when considering the relative performance and dollar volume of each lending product during the years analyzed.

Distribution of 2020 and 2021 Home Mortgage Lending By Income Level of Geography													
Assessment Area: Richmond, VA													
Geographic Income Level	Bank And Aggregate Loans By Year												Owner Occupied Units %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	%	%	\$(000)	%	%	#	%	%	\$(000)	%	%	
Home Purchase Loans													
Low	13	9.7	5.5	2,459	6.7	3.8	6	5.6	5.8	1,011	3.0	4.0	5.0
Moderate	19	14.2	16.2	2,731	7.5	11.6	22	20.4	17.7	5,269	15.7	13.5	17.2
Middle	53	39.6	37.7	11,946	32.6	33.4	36	33.3	37.3	8,947	26.6	33.3	39.8
Upper	49	36.6	40.4	19,519	53.3	51.2	43	39.8	39.1	18,351	54.5	49.1	37.8
Unknown	0	0.0	0.1	0	0.0	0.1	1	0.9	0.2	87	0.3	0.1	0.2
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
Total	134	100.0	100.0	36,655	100.0	100.0	108	100.0	100.0	33,665	100.0	100.0	100.0
Refinance Loans													
Low	8	3.2	2.5	1,280	2.0	1.6	13	6.0	3.1	1,903	3.2	2.1	5.0
Moderate	34	13.5	10.6	4,858	7.5	7.7	28	13.0	12.7	4,657	7.8	9.2	17.2
Middle	73	29.0	35.1	14,274	22.0	30.1	77	35.6	37.3	18,032	30.1	32.4	39.8
Upper	137	54.4	51.8	44,414	68.5	60.6	97	44.9	46.8	35,133	58.7	56.2	37.8
Unknown	0	0.0	0.1	0	0.0	0.0	1	0.5	0.1	164	0.3	0.1	0.2
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
Total	252	100.0	100.0	64,826	100.0	100.0	216	100.0	100.0	59,889	100.0	100.0	100.0
Home Improvement Loans													
Low	1	0.7	2.7	30	0.3	1.8	1	0.6	3.2	135	0.8	2.6	5.0
Moderate	14	10.1	9.6	702	6.3	8.6	16	9.1	11.4	1,122	6.5	9.0	17.2
Middle	49	35.5	32.9	3,297	29.5	29.2	61	34.7	33.8	4,627	26.7	28.9	39.8
Upper	74	53.6	54.8	7,149	64.0	60.5	98	55.7	51.5	11,463	66.1	59.2	37.8
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.2	0.2
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
Total	138	100.0	100.0	11,178	100.0	100.0	176	100.0	100.0	17,347	100.0	100.0	100.0
Multifamily Loans													
Low	3	20.0	15.6	3,652	11.8	17.8	3	20.0	26.1	8,530	18.7	22.5	19.0
Moderate	6	40.0	42.9	5,639	18.2	31.8	8	53.3	38.2	10,036	22.0	29.6	29.4
Middle	4	26.7	21.1	15,918	51.5	26.1	3	20.0	21.8	19,423	42.6	29.4	27.4
Upper	2	13.3	19.0	5,705	18.5	23.9	1	6.7	12.7	7,650	16.8	17.7	23.6
Unknown	0	0.0	1.4	0	0.0	0.4	0	0.0	1.2	0	0.0	0.8	0.6
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
Total	15	100.0	100.0	30,914	100.0	100.0	15	100.0	100.0	45,639	100.0	100.0	100.0
Total Home Mortgage Loans													
Low	28	3.3	3.7	7,491	4.1	3.1	27	3.0	4.2	11,890	5.5	3.8	5.0
Moderate	99	11.5	12.9	16,222	8.8	10.3	104	11.5	14.6	23,682	11.0	11.9	17.2
Middle	283	32.9	36.1	55,638	30.2	31.2	318	35.3	37.2	67,206	31.3	32.6	39.8
Upper	450	52.3	47.1	104,884	56.9	55.3	450	49.9	43.9	111,615	52.0	51.7	37.8
Unknown	0	0.0	0.1	0	0.0	0.1	2	0.2	0.1	251	0.1	0.1	0.2
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
Total	860	100.0	100.0	184,235	100.0	100.0	901	100.0	100.0	214,644	100.0	100.0	100.0

Source: 2021 FFIEC Census Data

2011-2015 U.S. Census Bureau: American Community Survey

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

During 2020, refinance loans were the leading HMDA product by number, followed by home improvement and home purchase loans. Multifamily lending was given less weight due to the limited lending within the assessment area. After considering both demographic and aggregate proxies for demand, the bank’s performance for home refinance is excellent, home purchase is good, and home improvement lending is adequate.

Overall, AUB’s percentage of 2020 HMDA lending in low-income census tracts (3.3%) approximates the aggregate lending level (3.7%), but is lower than the percentage of owner-occupied housing units located in such tracts (5%). Similarly, the bank’s level of lending in moderate-income census tracts (11.5%) is similar to the level of aggregate lending in such tracts (12.9%) and is less than the percentage of owner-occupied housing units located in such tracts (17.2%). Overall, the bank’s 2020 performance is considered adequate. The bank’s 2021 lending performance is substantially similar to the bank’s performance in 2020 for each respective product, as well as overall.

On a combined basis, HMDA lending performance is considered adequate.

Distribution of 2020 and 2021 Small Business Lending By Income Level of Geography													
Assessment Area: Richmond, VA													
Geographic Income Level	Bank And Aggregate Loans By Year												Total Businesses %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	%	%	\$(000)	%	%	#	%	%	\$(000)	%	%	
Low	142	4.7	5.5	14,304	4.5	6.5	90	5.4	5.6	11,993	6.3	7.3	6.8
Moderate	562	18.5	19.2	66,065	20.8	20.9	365	21.9	19.7	54,079	28.6	21.1	21.6
Middle	947	31.2	33.0	110,198	34.6	34.0	528	31.7	33.5	58,270	30.8	31.6	33.7
Upper	1,374	45.3	41.1	125,352	39.4	37.6	677	40.7	40.3	63,200	33.4	39.0	37.4
Unknown	8	0.3	0.4	2,242	0.7	0.6	4	0.2	0.4	1,425	0.8	0.9	0.5
Tract-Unk	0	0.0	0.7	0	0.0	0.5	0	0.0	0.6	0	0.0	0.1	
Total	3,033	100.0	100.0	318,161	100.0	100.0	1,664	100.0	100.0	188,967	100.0	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.

The bank’s percentage of 2020 small business lending in low-income census tracts (4.7%) approximates the aggregate reporters’ lending level (5.5%) and is slightly lower than the percentage of businesses located in such tracts (6.6%). Similarly, the bank’s percentage of small business lending in moderate-income census tracts (18.5%) approximates the aggregate lending level (19.2%) and the percentage of businesses located in such tracts (21.2%). Overall, the bank’s small business lending performance during 2020 is considered good, and its performance during 2021 is substantially similar.

Distribution by Borrower Income and Revenue Size of the Business:

The bank’s borrower distribution is considered excellent for small business lending and good for residential mortgage lending. Within this assessment area, small business lending performance carries the most weight as it accounts for \$507.1 million, compared to residential mortgage lending which accounts for \$398.9 million. Overall, the distribution is excellent when considering the relative performance and dollar volume of each lending product during the years analyzed.

During 2020, refinance loans were the leading HMDA product by number, followed by home improvement and home purchase loans. Considering both demographic and aggregate proxies for demand, the bank’s performance for home refinance and home improvement lending is considered good, while its performance for home purchase lending is considered adequate.

Distribution of 2020 and 2021 Home Mortgage Lending By Borrower Income Level													
Assessment Area: Richmond, VA													
Borrower Income Level	Bank And Aggregate Loans By Year												Families by Family Income %
	2020						2021						
	Bank		Agg		Bank		Agg		Bank		Agg		
	#	%	#	%	\$ (000)	%	%	#	%	%	\$ (000)	%	
Home Purchase Loans													
Low	11	8.2	9.3	1,634	4.5	5.2	7	6.5	7.9	1,321	3.9	4.4	21.0
Moderate	27	20.1	24.7	5,461	14.9	18.7	16	14.8	22.4	3,559	10.6	16.7	17.8
Middle	21	15.7	22.0	4,838	13.2	20.9	20	18.5	21.3	5,184	15.4	20.3	20.0
Upper	44	32.8	33.1	17,520	47.8	43.4	39	36.1	31.0	17,441	51.8	40.2	41.3
Unknown	31	23.1	10.8	7,202	19.6	11.8	26	24.1	17.5	6,160	18.3	18.5	0.0
Total	134	100.0	100.0	36,655	100.0	100.0	108	100.0	100.0	33,665	100.0	100.0	100.0
Refinance Loans													
Low	14	5.6	4.9	1,635	2.5	2.7	21	9.7	6.8	2,576	4.3	4.0	21.0
Moderate	40	15.9	14.8	6,304	9.7	10.5	43	19.9	17.8	7,379	12.3	13.2	17.8
Middle	43	17.1	19.4	9,053	14.0	17.0	36	16.7	20.0	9,828	16.4	17.9	20.0
Upper	97	38.5	39.7	32,872	50.7	47.3	89	41.2	34.5	34,415	57.5	42.9	41.3
Unknown	58	23.0	21.2	14,962	23.1	22.5	27	12.5	20.9	5,691	9.5	22.0	0.0
Total	252	100.0	100.0	64,826	100.0	100.0	216	100.0	100.0	59,889	100.0	100.0	100.0
Home Improvement Loans													
Low	11	8.0	6.2	519	4.6	4.6	10	5.7	6.3	399	2.3	4.0	21.0
Moderate	18	13.0	13.1	941	8.4	10.3	30	17.0	14.7	2,717	15.7	11.0	17.8
Middle	43	31.2	24.1	2,815	25.2	20.9	40	22.7	23.6	3,182	18.3	18.7	20.0
Upper	63	45.7	53.6	6,751	60.4	59.9	87	49.4	51.1	10,087	58.1	60.9	41.3
Unknown	3	2.2	3.1	152	1.4	4.4	9	5.1	4.3	962	5.5	5.4	0.0
Total	138	100.0	100.0	11,178	100.0	100.0	176	100.0	100.0	17,347	100.0	100.0	100.0
Total Home Mortgage Loans													
Low	59	7.0	6.5	5,252	3.4	3.7	61	6.9	7.2	5,810	3.4	4.1	21.0
Moderate	141	16.7	18.0	18,144	11.8	13.5	171	19.3	19.4	20,746	12.3	14.6	17.8
Middle	185	21.9	20.0	24,726	16.1	18.3	179	20.2	20.5	28,388	16.8	18.8	20.0
Upper	364	43.1	37.0	82,272	53.7	45.4	407	45.9	33.7	100,207	59.3	42.0	41.3
Unknown	96	11.4	18.4	22,927	15.0	19.2	68	7.7	19.3	13,854	8.2	20.5	0.0
Total	845	100.0	100.0	153,321	100.0	100.0	886	100.0	100.0	169,005	100.0	100.0	100.0
Source: 2021 FFIEC Census Data													
2011-2015 U.S. Census Bureau: American Community Survey													
Note: Percentages may not total 100.0 percent due to rounding.													
Multifamily loans are not included in the borrower distribution analysis.													

In 2020, the bank’s overall level of HMDA lending to low-income borrowers (7%) was similar to the aggregate lending levels to such borrowers (6.5%), both of which were substantially lower than the percentage of low-income families within the assessment area (21%). The bank’s lending to moderate-income borrowers (16.7%) was similar to the aggregate lending levels to such borrowers (18%) and the percentage of moderate-income families within the area (17.8%). Overall, the bank’s performance during 2020 is considered good, and its performance during 2021 is substantially similar.

Distribution of 2020 and 2021 Small Business Lending By Revenue Size of Businesses													
Assessment Area: Richmond, VA													
	Bank And Aggregate Loans By Year												Total Businesses %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	%	%	\$(000)	%	%	#	%	%	\$(000)	%	%	
By Revenue													
\$1 Million or Less	2,046	67.5	45.5	100,106	31.5	28.0	1,167	70.1	49.3	62,517	33.1	29.7	92.5
Over \$1 Million	951	31.4		209,183	65.7		441	26.5		115,930	61.3		6.8
Revenue Unknown	36	1.2		8,872	2.8		56	3.4		10,520	5.6		0.8
Total	3,033	100.0		318,161	100.0		1,664	100.0		188,967	100.0		100.0
By Loan Size													
\$100,000 or Less	2,241	73.9	86.8	67,802	21.3	31.6	1,201	72.2	91.9	34,497	18.3	34.0	
\$100,001 - \$250,000	429	14.1	7.4	68,160	21.4	20.2	242	14.5	4.4	40,841	21.6	18.2	
\$250,001 - \$1 Million	363	12.0	5.8	182,199	57.3	48.2	221	13.3	3.7	113,629	60.1	47.8	
Total	3,033	100.0	100.0	318,161	100.0	100.0	1,664	100.0	100.0	188,967	100.0	100.0	
By Loan Size and Revenues \$1 Million or Less													
\$100,000 or Less	1,895	92.6		49,209	49.2		1,054	90.3		26,139	41.8		
\$100,001 - \$250,000	80	3.9		12,111	12.1		63	5.4		9,274	14.8		
\$250,001 - \$1 Million	71	3.5		38,786	38.7		50	4.3		27,104	43.4		
Total	2,046	100.0		100,106	100.0		1,167	100.0		62,517	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.													

D&B data from 2020 indicates that 92.1% of all local businesses have revenues that do not exceed \$1 million per year. Of the total volume of small business loans considered in the evaluation, 1.2% involved loans for which revenues were unknown, and 67.5% were to businesses with revenues of \$1 million or less, while 45.5% of the aggregate lending level were to businesses with revenues of \$1 million or less. The bank’s 2020 borrower distribution performance of lending to businesses with revenues of \$1 million or less is considered excellent, and its performance in 2021 is substantially similar.

Community Development Loans:

Opportunities for community development lending are readily available within the Richmond, VA assessment area. When considering the bank’s capacity, market position, and business strategy, the bank faces no constraints in extending community development loans within the assessment area. During the evaluation period, AUB originated 22 qualified community development loans totaling \$221.2 million that directly benefit the assessment area. Within the area, AUB is a leader in making community development loans during the evaluation period. The breakdown of community development loans is detailed in the following table:

Community Development Definition	#	\$
Affordable Housing	14	\$104.7 million
Serve Low/Moderate-Income People	1	\$4.8 million
Support Small Business/Farm	4	\$15.4 million
Job Creation	3	\$96.3 million
Total	22	\$221.2 million

INVESTMENT TEST

Overall, AUB has a significant level of qualified community development investments that benefit the assessment area. In addition to the previously described investments that benefit regional or statewide areas, including this assessment area, the bank holds 18 qualified investments that directly benefit the Richmond, VA assessment area totaling \$15.6 million for the evaluation period. During the evaluation period, the bank held 17 investments totaling \$14.8 million that support low- and moderate-income affordable housing and multifamily housing complexes, as well as one investment totaling \$800,879 that support economic development and small businesses within the area. These investments demonstrate good responsiveness to the affordable housing and community development needs within the area.

In addition, the bank made qualified investments in the form of donations totaling \$190,525. The breakdown of community development donations is detailed in the following table:

Community Development Definition	#	\$
Affordable Housing	16	\$126,307
Serve Low/Moderate-Income People	12	\$41,325
Support Small Business/Farm	6	\$22,892
Total	34	\$190,525

AUB's Investment Test performance in the Richmond, VA assessment area is considered good.

SERVICE TEST

Within the assessment area, AUB's performance under the Service Test is considered good. Systems for delivering retail banking services are accessible to all portions of the assessment area, including low- and moderate-income areas, and do not vary in a way that inconveniences low- and moderate-income individuals or areas within the multistate area. Additionally, the bank has provided a relatively high level of qualified services to community development organizations. Since the previous evaluation, the bank closed six branch offices within this assessment area, all of which were located in middle- or upper-income census tracts. Additionally, the bank opened two branch offices within this assessment area since the previous evaluation: one in an upper-income and one in a moderate-income census tract, which has improved accessibility of its delivery systems, particularly to moderate-income individuals and geographies.

Retail Services:

Delivery systems are accessible to all portions of the assessment area. ATMs are available and, through a network, provide customers with 24-hour nationwide access. Bank-by-mail, online banking, and mobile banking services are also offered by the institution. In addition, AUB provides customers with 24-hour telephone access to their accounts through an automated system. Additionally, the bank's business hours and services offered do not vary in a way that inconveniences low- or moderate-income geographies or individuals within the area.

AUB operates 22 full-service branch offices in the assessment area, of which, one (4.5%) is located in a low-income census tract and three (13.6%) are located in moderate-income census tracts. The geographic distribution of branches is adequate when considering that 9.8% and 22.4% of the assessment area's households reside in low- and moderate-income census tracts, respectively. As previously noted, AUB closed six full-service branches during the review period, none of which were located in low- or moderate-income census tracts. In addition, the bank opened two branch offices: one within a moderate-income and one in an upper-income census tract. The bank's record of opening and closing branches has improved the accessibility of its delivery systems, particularly to moderate-income individuals and geographies.

Community Development Services:

The bank provides a relatively high level of community development services in the Richmond, VA assessment area by providing financial expertise to over 19 organizations from 34 employees promoting economic development or providing affordable housing or services targeted toward low- and moderate-income residents. Of the 34 employees, 12 volunteered their time and experience by serving on the board or committee of 12 different organizations that provide economic development, affordable housing, or community services to low- and moderate-income individuals. In addition, 25 employees taught financial literacy at eight different organizations that primarily serve low- and moderate-income individuals. These activities include, but are not limited to the following:

- Blue Sky Fund – An employee serves as a board member of this organization that serves underserved youth by promoting and fostering educational opportunities and leadership skills to youth from low- and moderate-income households.
- Hanover and King William Habitat for Humanity – One employee serves as a board member and another as a program manager of this organization that provides affordable housing to low- and moderate-income individuals and families.
- Project HOMES – An employee serves as a board member of this organization that provides affordable housing and emergency home repair services to low- and moderate-income individuals and households.
- Family Lifeline – An employee serves as a board member of this organization which provides Free in-home adult care services for elderly and disabled low- and moderate-income adults.
- HomeAgain – A bank employee serves on the board for this organization which helps families and individuals experiencing homelessness secure and maintain a home.
- Partnership for the Future – One bank employee serves as a board member of this organization which is dedicated to breaking the cycle of poverty for young people by providing training and educational opportunities, while another employee taught financial literacy at the organization.

METROPOLITAN AREAS LIMITED REVIEW

DESCRIPTION OF INSTITUTION’S OPERATIONS IN THE BLACKSBURG-CHRISTIANSBURG, VA ASSESSMENT AREA

A limited-scope review of the bank’s CRA performance was conducted in the Blacksburg-Christiansburg, VA assessment area. The bank’s Lending Test performance was below the statewide performance level, and the Investment and Service Test performances were consistent with the statewide performance levels.

The assessment area consists of Giles, Montgomery, and Pulaski counties and Radford City. In 2022, the assessment area consisted of one moderate-, 22 middle-, and six upper-income census tracts, and had a population of 164,959. There are four census tracts where the income levels are unknown.

The bank operates five branch offices within middle-income census tracts and one branch office in an upper-income census tract within the assessment area. Additionally, the bank closed a branch in a moderate-income census tract in March 2022. This assessment area contains 5.5% of the institution’s branches and 5.7% of the deposits from the June 30, 2022, FDIC summary of deposits report. The following table provides information regarding the demographic characteristics of the assessment area, based on 2015 ACS data.

Assessment Area Demographics – Blacksburg-Christiansburg, VA Assessment Area				
<i>Income Category</i>	<i>Tract Distribution</i>		<i>Percentage of Families by Tract</i>	<i>Percentage of Families by Income Level</i>
	<i>#</i>	<i>%</i>		
Low	0	0.0	0.0	20.3
Moderate	1	3.0	1.9	18.3
Middle	22	66.7	75.6	21.7
Upper	6	18.2	21.8	41.5
Unknown	4	12.1	0.7	0.0
Total	33	100	100	100

The following table shows the bank’s lending activity in the assessment area during the evaluation period.

Lending Activity in the Blacksburg-Christiansburg, VA Assessment Area			
<i>Loan Type</i>	<i>2020</i>	<i>2021</i>	<i>Total</i>
HMDA	211	182	393
Small Business	261	122	383
Total	472	304	776

As a percentage by number and dollar, respectively, the Blacksburg-Christiansburg, VA MSA assessment area accounts for 3% and 2.3% of the bank’s overall lending during the evaluation period and 3.6% and 2.7% of the bank’s lending in Virginia. In 2020, the bank ranked 9th out of 260 HMDA reporters with 3.3% of the area’s total HMDA volume. In 2021, AUB ranked 12th out of 275 reporters with 2.9% of the area’s HMDA lending. In 2020, the bank ranked first out of 82 institutions reporting small business loans in the assessment area with 12.5% of the area’s CRA lending, and in 2021 it ranked 7th out of 72 reporters with 5.4% of the area’s CRA lending.

AUB made no community development loans during the evaluation period benefitting this assessment area. The bank holds four equity fund allocations in VCDC Housing Equity Funds XVII, XVIII, XXV, and XXVI totaling \$1.9 million and one Ginnie Mae loan pool allocation totaling \$45,831, all of which support affordable housing projects within this assessment area. Additionally, the bank donated \$3,000 to Warm Hearth Village Foundation, an affordable assisted living community within the assessment area. Two bank employees volunteered their time and expertise at three organizations providing social services and/or economic development within the assessment area.

DESCRIPTION OF INSTITUTION’S OPERATIONS IN THE CHARLOTTESVILLE, VA ASSESSMENT AREA

A limited-scope review of the bank’s CRA performance was conducted in the Charlottesville, VA assessment area. The bank’s Lending Test performance was consistent with the statewide performance level, while its Investment and Service Test performance exceeded the statewide performance level.

The assessment area consists of Albemarle, Fluvanna, Greene, and Nelson counties and Charlottesville City. In 2022, the assessment area consisted of two low-, 12 moderate-, 19 middle, and ten upper-income census tracts, as well as one census tract where the income level was unknown. The assessment area had a population of 208,002.

The bank operates two branch offices within moderate-income census tracts and three branch offices within middle-income census tracts in the assessment area. This assessment area contains 4.5% of the institution’s branches and 4.8% of the deposits from the June 30, 2022, FDIC summary of deposits report. The following table provides information regarding the demographic characteristics of the assessment area, based on 2015 ACS data.

Assessment Area Demographics – Charlottesville, VA Assessment Area				
<i>Income Category</i>	<i>Tract Distribution</i>		<i>Percentage of Families by Tract</i>	<i>Percentage of Families by Income Level</i>
	<i>#</i>	<i>%</i>		
Low	2	4.5	2.4	20.4
Moderate	12	27.3	18.5	17.4
Middle	19	43.2	53.0	21.2
Upper	10	22.7	26.0	41.0
Unknown	1	2.3	0.1	0.0
Total	44	100	100	100

The following table shows the bank’s lending activity in the assessment area during the evaluation period.

Lending Activity in the Charlottesville, VA Assessment Area			
<i>Loan Type</i>	<i>2020</i>	<i>2021</i>	<i>Total</i>
HMDA	187	166	353
Small Business	518	293	811
Total	705	459	1,164

As a percentage by number and dollar, respectively, the Charlottesville, VA assessment area accounts for 4.6% and 4.1% of the bank’s overall lending during the evaluation period and 5.5% and 4.9% of the bank’s lending in Virginia. In 2020, the bank ranked 15th out of 401 HMDA reporters with 1.4% of the area’s total HMDA volume. In 2021, AUB ranked 22nd out of 429 reporters with 1.21% of the area’s HMDA lending. In 2020, the bank ranked 4th out of 124 institutions reporting small business loans in the assessment area with 10.2% of the area’s CRA lending, and in 2021 it ranked 7th out of 101 reporters with 5.1% of the area’s CRA lending.

AUB made two community development loans totaling \$13 million to organizations providing affordable housing within the assessment area during the evaluation period. Additionally, AUB holds investments with seven equity fund allocations in VCDC House Equity Funds XII, XV, XXI, XXIII, XXIV, XXVI, and XXVI Phase II totaling \$6.4 million that supports affordable housing within the assessment area. The bank also made a \$1,000 donation to an organization that promotes affordable housing. Additionally, a bank employee taught financial literacy courses to students from low- and moderate-income households through Big Brothers Big Sisters of Central Blue Ridge and Charlottesville Redevelopment and Housing Authority. Likewise, one employee serves on the board of CavAngels, an

organization that provides mentoring, coaching, and funding for startup businesses within the assessment area. Two employees serve on the board of Nelson County Food Pantry and ReadyKids, respectively, organizations that provide meals to low- and moderate-income individuals and families within the assessment area.

DESCRIPTION OF INSTITUTION’S OPERATIONS IN THE HARRISONBURG-STAUNTON, VA CSA ASSESSMENT AREA

A limited-scope review of the bank’s CRA performance was conducted in the Harrisonburg-Staunton, VA CSA assessment area. The bank’s Lending Test performance was below the statewide performance level, while its Investment and Service Test performances were consistent with the statewide performance level.

The assessment area consists of Rockingham and Augusta counties, and Harrisonburg, Staunton, and Waynesboro cities. In 2022, the assessment area consisted of two low-, seven moderate-, 39 middle-, and six upper-income census tracts, and had a population of 248,569.

The bank operates one branch office within a moderate-, five branch offices within middle-, and one branch office within an upper-income census tract in the assessment area. This assessment area contains 6.4% of the institution’s branches and 3.9% of the deposits from the June 30, 2022, FDIC summary of deposits report. The following table provides information regarding the demographic characteristics of the assessment area, based on 2015 ACS data.

Assessment Area Demographics – Harrisonburg-Staunton, VA CSA Assessment Area				
<i>Income Category</i>	<i>Tract Distribution</i>		<i>Percentage of Families by Tract</i>	<i>Percentage of Families by Income Level</i>
	<i>#</i>	<i>%</i>		
Low	2	3.7	0.8	19.2
Moderate	7	13.0	11.7	18.9
Middle	39	72.2	77.8	22.7
Upper	6	11.1	9.7	39.3
Total	54	100	100	100

The following table shows the bank’s lending activity in the assessment area during the evaluation period.

Lending Activity in the Harrisonburg-Staunton, VA CSA Assessment Area			
<i>Loan Type</i>	<i>2020</i>	<i>2021</i>	<i>Total</i>
HMDA	230	269	499
Small Business	342	177	519
Total	572	446	1,018

As a percentage by number and dollar, respectively, the Harrisonburg-Staunton, VA CSA assessment area accounts for 4 % and 3.7% of the bank’s overall lending during the evaluation period and 4.8% and 4.4% of the bank’s lending in Virginia. In 2020, the bank ranked 11th out of 317 HMDA reporters with 2% of the area’s total HMDA volume. In 2021, AUB ranked 12th out of 340 reporters with 2.1% of the area’s HMDA lending. In 2020, the bank ranked 4th out of 86 institutions reporting small business loans in the assessment area with 8.2% of the area’s CRA lending, and in 2021 it ranked 10th out of 82 reporters with 3.7% of the area’s CRA lending.

AUB made two community development loans totaling \$12.3 million to businesses that provide affordable housing and/or created permanent jobs within the assessment area during the evaluation period. The bank holds investments with three equity fund allocations in VCDC House Equity Funds XV, XVII, and XVIII totaling \$348,331 that supports affordable housing within the assessment area.

AUB holds one qualified equity investment totaling \$123,564 in CAHEC Equity Fund 26, a community development organization that develops affordable housing for low- and moderate-income individuals and families throughout the assessment area. Additionally, the bank holds an investment totaling \$823,622 in Solomon Hess SBA Loan Fund, which provides financing to small businesses located in low- and moderate-income areas or that employ low- and moderate-income persons throughout the assessment area. The bank made charitable donations totaling \$18,500 to organizations that provide community development services within the assessment area. One bank employee serves on the advisory boards of two organizations that provide economic development within the assessment area.

DESCRIPTION OF INSTITUTION’S OPERATIONS IN THE LYNCHBURG, VA ASSESSMENT AREA

A limited-scope review of the bank’s CRA performance was conducted in the Lynchburg, VA assessment area. The bank’s Lending Test performance in the area was below the statewide performance level, while its Investment and Service Test performances were consistent with the statewide performance level.

The assessment area consists of Amherst, Appomattox, Bedford, and Campbell counties, and Lynchburg City. In 2022, the assessment area consisted of one low-, 14 moderate-, 36 middle-, and nine upper-income census tracts, and had a population of 256,989.

The bank operates one branch office in a low-, one branch office within a middle-, and one branch office within an upper-income census tract within the assessment area. This assessment area contains 2.7% of the institution’s branches and 1.8% of the deposits from the June 30, 2022, FDIC summary of deposits report. The following table provides information regarding the demographic characteristics of the assessment area, based on 2015 ACS data.

Assessment Area Demographics – Lynchburg, VA Assessment Area				
<i>Income Category</i>	<i>Tract Distribution</i>		<i>Percentage of Families by Tract</i>	<i>Percentage of Families by Income Level</i>
	<i>#</i>	<i>%</i>		
Low	1	1.7	1.8	20.8
Moderate	14	23.3	15.8	17.5
Middle	36	60.0	62.1	21.6
Upper	9	15.0	3.9	40.0
Total	60	100	100	100

The following table shows the bank’s lending activity in the assessment area during the evaluation period.

Lending Activity in the Lynchburg, VA Assessment Area			
<i>Loan Type</i>	<i>2020</i>	<i>2021</i>	<i>Total</i>
HMDA	154	153	307
Small Business	153	65	218
Total	307	218	525

As a percentage by number and dollar, respectively, the Lynchburg, VA assessment area accounts for 2% and 1.7% of the bank’s overall lending during the evaluation period and 2.4% and 2% of the bank’s lending in Virginia. In 2020, the bank ranked 17th out of 358 HMDA reporters with 1.3% of the area’s total HMDA volume. In 2021, AUB ranked 21st out of 376 reporters with 1.2% of the area’s HMDA lending. In 2020, the bank ranked 11th out of 85 institutions reporting small business loans in the assessment area with 3.5% of the area’s CRA lending, and in 2021 it ranked 15th out of 87 reporters with 1.3% of the area’s CRA lending.

AUB made no community development loans within this assessment area during the evaluation period. The bank holds five investments with equity fund allocations in VCDC Housing Equity Funds XVII, XVIII, XIX, XXI and XXVI totaling \$879,856 that support affordable housing projects throughout the assessment area. AUB made charitable donations totaling \$1,500 to an organization providing community development services within the assessment area. One bank employee taught a financial literacy course, and another serves on the board of HumanKind, an organization that provides social services to low- and moderate-income individuals within the assessment area.

DESCRIPTION OF INSTITUTION’S OPERATIONS IN THE ROANOKE, VA ASSESSMENT AREA

A limited-scope review of the bank’s CRA performance was conducted in the Roanoke, VA assessment area. The bank’s Lending and Investment Test performance in the area was below the statewide performance level, while its Service Test performance exceeded the statewide performance level.

The assessment area consists of Botetourt, Craig, Franklin, and Roanoke counties, and Roanoke and Salem cities. In 2022, the assessment area consisted of three low-, 13 moderate-, 32 middle-, and 17 upper-income census tracts, and had a population of 312,216.

The bank operates one branch office within a moderate-income census tract, three within middle-income census tracts, and one within an upper-income census tract within the assessment area. This assessment area contains 5.5% of the institution’s branches and 3.1% of the deposits from the June 30, 2022, FDIC summary of deposits report. The following table provides information regarding the demographic characteristics of the assessment area, based on 2015 ACS data.

Assessment Area Demographics – Roanoke, VA Assessment Area				
<i>Income Category</i>	<i>Tract Distribution</i>		<i>Percentage of Families by Tract</i>	<i>Percentage of Families by Income Level</i>
	<i>#</i>	<i>%</i>		
Low	3	4.6	2.8	19.9
Moderate	13	20.0	20.2	17.5
Middle	32	49.2	16.1	22.4
Upper	17	26.2	30.9	40.2
Total	65	100	100	100

The following table shows the bank’s lending activity in the assessment area during the evaluation period.

Lending Activity in the Roanoke, VA Assessment Area			
<i>Loan Type</i>	<i>2020</i>	<i>2021</i>	<i>Total</i>
HMDA	285	242	527
Small Business	375	209	584
Total	660	451	1,111

As a percentage by number and dollar, respectively, the Roanoke, VA assessment area accounts for 4.3% and 3.5% of the bank’s overall lending during the evaluation period and 5.1% and 4.2% of the bank’s lending in Virginia. In 2020, the bank ranked 14th out of 389 HMDA reporters with 1.8% of the area’s total HMDA volume. In 2021, AUB ranked 20th out of 399 reporters with 1.5% of the area’s HMDA lending. In 2020, the bank ranked 7th out of 94 institutions reporting small business loans in the assessment area with 5.6% of the area’s CRA lending, and in 2021 it ranked 10th out of 85 reporters with 3% of the area’s CRA lending.

AUB made three community development loans totaling \$10.6 million during the evaluation period. Two community development loans were to a business that created permanent jobs, and one was to a business that provides affordable housing within the assessment area. The bank holds one investment in a Ginnie Mae loan pool with an allocation totaling \$25,971 to support affordable housing projects within this assessment area. Additionally, the bank made a charitable donation totaling \$2,500 to an organization that provides business coaching and financial planning for small business owners. Two bank employees taught a financial literacy course to students at William Fleming High School, where a majority of students are from low- and moderate-income households as indicated by 100% of students within the school receiving free and/or reduced lunch. One employee taught a financial literacy course at the Gainsboro YMCA, which is located in a low-income census tract. One employee taught a financial literacy course to small business owners through the Roanoke Region Small Business Development Center. Additionally, one employee serves on the board of Kids Soar of Roanoke, an organization that teaches financial literacy to children from low- and moderate-income households.

CONCLUSIONS WITH RESPECT TO PERFORMANCE TESTS IN METROPOLITAN AREAS OF VIRGINIA

Facts and data reviewed for each assessment area, including performance and demographic information, can be found in *Appendix C* of this evaluation. Conclusions regarding performance, which did not impact the Commonwealth of Virginia’s overall rating, are included in the following table. For each test, the conclusion conveys whether performance in an assessment area was generally below, consistent with, or exceeded the institution's statewide ratings.

Assessment Area	Lending Test	Investment Test	Service Test
Blacksburg-Christiansburg, VA	Below	Consistent	Consistent
Charlottesville, VA	Consistent	Exceeds	Exceeds
Harrisonburg-Staunton, VA CSA	Below	Consistent	Consistent
Lynchburg, VA	Below	Consistent	Consistent
Roanoke, VA	Below	Below	Exceeds

**NONMETROPOLITAN STATEWIDE AREA
FULL-SCOPE REVIEW**

**DESCRIPTION OF INSTITUTION’S OPERATIONS IN THE ESSEX-NORTHAMPTON, VA
NONMSA ASSESSMENT AREA**

AUB operates 14 branches and one LPO within the assessment area, which consists of a nonmetropolitan area near the northeastern shore of Virginia, and is comprised of Accomack, Caroline, Essex, King George, Lancaster, Middlesex, Northampton, Northumberland, Richmond, and Westmoreland counties. The complete composition of the assessment areas for 2020 and 2021 is detailed in *Appendix E*.

Based on 2015 ACS data, the assessment area has a total population of 171,428 and a median housing value of \$196,254. Within the assessment area, the owner-occupancy rate is 54.5%, which is slightly lower than the owner-occupancy rate for nonmetropolitan areas in Virginia (57.8%) and the Commonwealth of Virginia (59.2%). The percentage of families living below the poverty level in the assessment area (9.5%) approximates the level in the Commonwealth of Virginia (8.2%) and is lower than the rate for nonmetropolitan areas in Virginia (13.3%). Within Accomack County, five census tracts are designated as distressed middle-income tracts due to population loss, while one census tract in Northumberland and one in Richmond County are designated as remote rural underserved census tracts during 2020 and 2021.

Median family incomes for the nonmetropolitan areas of Virginia are detailed in the table below.

Median Family Income	2020	2021
Virginia Nonmetropolitan Areas	\$58,100	\$58,900

As indicated in the preceding table, median family income for the nonmetropolitan areas in the commonwealth remained relatively flat between 2020 and 2021. The following table provides family and household demographic information for the assessment area, as well as the tract and owner-occupied housing unit distribution by tract income level. The table also provides D&B business data.

2021 Essex-Northampton, VA NonMSA AA Demographics								
Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income	
	#	%	#	%	#	%	#	%
Low	0	0.0	0	0.0	0	0.0	7,125	15.6
Moderate	2	4.0	1,373	3.0	214	15.6	7,192	15.7
Middle	19	38.0	20,333	44.4	2,498	12.3	8,306	18.1
Upper	21	42.0	24,070	52.6	1,612	6.7	23,153	50.6
Unknown	8	16.0	0	0.0	0	0.0	0	0.0
Total AA	50	100.0	45,776	100.0	4,324	9.4	45,776	100.0
	Housing Units by Tract	Housing Type by Tract						
		Owner-occupied			Rental		Vacant	
		#	% by tract	% by unit	#	% by unit	#	% by unit
Low	0	0	0.0	0.0	0	0.0	0	0.0
Moderate	2,627	1,520	3.0	57.9	615	23.4	492	18.7
Middle	43,145	22,761	44.3	52.8	8,090	18.8	12,294	28.5
Upper	48,481	27,126	52.8	56.0	7,964	16.4	13,391	27.6
Unknown	0	0	0.0	0.0	0	0.0	0	0.0
Total AA	94,253	51,407	100.0	54.5	16,669	17.7	26,177	27.8
	Total Businesses by Tract		Businesses by Tract & Revenue Size					
			Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported	
			#	%	#	%	#	%
Low	0	0.0	0	0.0	0	0.0	0	0.0
Moderate	126	1.9	109	1.7	11	2.8	6	6.0
Middle	2,932	43.1	2,673	42.3	210	53.7	49	49.0
Upper	3,746	55.0	3,531	55.9	170	43.5	45	45.0
Unknown	4	0.1	4	0.1	0	0.0	0	0.0
Total AA	6,808	100.0	6,317	100.0	391	100.0	100	100.0
Percentage of Total Businesses:				92.8		5.7		1.5
	Total Farms by Tract		Farms by Tract & Revenue Size					
			Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported	
			#	%	#	%	#	%
Low	0	0.0	0	0.0	0	0.0	0	0.0
Moderate	8	2.0	8	2.1	0	0.0	0	0.0
Middle	219	54.5	209	54.1	10	62.5	0	0.0
Upper	175	43.5	169	43.8	6	37.5	0	0.0
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
Total AA	402	100.0	386	100.0	16	100.0	0	0.0
Percentage of Total Farms:				96.0		4.0		0.0
<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.</i>								

The following chart depicts government and private sector employees by industry for the assessment area. A large portion of area employment for residents comes from professional and technical services, accommodation and food services, and retail.

Essex-Northampton, VA NonMSA Employees by Industry												
	2019 - Q3	2019 - Q4	2020 - Q1	2020 - Q2	2020 - Q3	2020 - Q4	2021 - Q1	2021 - Q2	2021 - Q3	2021 - Q4	2022 - Q1	2022 - Q2
Government												
Government Total, all industries	15,133*	15,452*	15,407*	14,944*	14,902*	15,088*	14,877*	15,088*	14,976*	15,154*	16,215	16,386
Private Sector												
Private Sector Total, all industries	40,764	38,783	37,971	35,658	38,632	37,852	36,482	38,226	38,694	37,449	36,657	38,674
Agriculture, forestry, fishing and hunting	1,848*	1,502*	1,099*	1,356*	1,972*	1,387*	1,107*	1,355*	1,715*	1,384*	1,142*	1,296*
Mining, quarrying, and oil and gas extraction	0*	0*	0*	0*	0*	0*	0*	0*	0*	0*	0*	0*
Utilities	131*	130*	131*	130*	127*	130*	130*	130*	128*	128*	129*	129*
Construction	2,214	2,201	2,171	2,183	2,210	2,188	2,210	2,316	2,271	2,251	2,171	2,239
Manufacturing	5,795	5,851	5,758	5,307	5,311	5,422	5,322	5,201	5,148	5,162	5,088	5,272
Wholesale trade	1,140*	1,145*	1,259*	1,129*	1,163*	1,122*	1,227*	1,137*	1,131*	1,194*	1,201*	1,255*
Retail Trade	6,023	5,981	5,872	5,864	6,207	6,156	5,954	6,143	6,173	6,240	5,985	6,090
Transportation and warehousing	630*	506*	479*	582*	616*	530*	501*	627*	624*	564*	541*	543*
Information	337*	345*	351*	320*	304*	299*	281*	281*	294*	289*	339*	340*
Finance and insurance	1,014	991	977	958	971	950	938	918	894	873	858	892
Real estate and rental and leasing	414	404	329	332	360	341	329	360	383	362	380	422
Professional and technical services	3,529*	3,375*	3,463*	3,407*	3,506*	3,694*	3,783*	3,785*	3,715*	3,608*	3,936*	3,899*
Management of companies and enterprises	0*	0*	0*	0*	0*	0*	0*	0*	0*	81*	82*	83*
Administrative and waste services	440*	564*	994*	720*	720*	595*	622*	645*	570*	648*	725*	780*
Educational services	86*	102*	108*	100*	93*	112*	99*	124*	85*	100*	111*	173*
Health care and social assistance	597*	946*	2,009*	2,220*	1,914*	1,979*	522*	1,547*	470*	475*	1,767*	2,239*
Arts, entertainment, and recreation	648*	499*	529*	463*	731*	566*	566*	708*	809*	676*	648*	832*
Accommodation and food services	4,773*	3,899*	3,099*	2,358*	3,919*	2,715*	3,194*	3,876*	4,276*	3,613*	3,328*	4,123*
Other services, except public administration	2,062	1,940	1,791	1,499	1,609	1,611	1,600	1,654	1,678	1,661	1,696	1,749
Public administration	0	0	0	0	0	0	0	0	0	0	0	0
Unclassified	117*	71*	96*	102*	108*	120*	95*	105*	127*	94*	134*	181*

Source: Bureau of Labor Statistics(BLS), Quarterly Census of Employment and Wages
* Indicates that some or all of the data for this category was suppressed for confidentiality reasons

Recent and historical unemployment rates since the previous evaluation are included in the following table.

Essex-Northampton, VA NonMSA Unemployment Rates			
Area	2020	2021	2022
Essex-Northampton, VA NonMSA Assessment Area	6.4%	4.2%	3.2%
Accomack County, VA	6.8%	4.3%	3.3%
Caroline County, VA	7.0%	4.3%	3.3%
Essex County, VA	7.2%	4.7%	3.4%
King George County, VA	4.7%	2.9%	2.6%
Lancaster County, VA	7.6%	5.3%	3.6%
Middlesex County, VA	5.3%	3.4%	2.8%
Northampton County, VA	8.1%	5.3%	3.5%
Northumberland County, VA	6.6%	4.9%	4.0%
Richmond County, VA	5.1%	3.5%	2.9%
Westmoreland County, VA	6.1%	4.4%	3.2%
NonMSA Virginia	7.0%	4.4%	3.4%
Virginia	6.5%	3.9%	2.9%

Source: Bureau of Labor Statistics(BLS), Local Area Unemployment Statistics

Unemployment rates across the assessment area decreased between 2020 and 2022. While the majority of counties within the assessment area approximate the unemployment rate for the state, the unemployment rates for Northumberland and Northampton Counties are substantially higher than the other counties within the assessment area.

Essex-Northampton, VA NonMSA Median Family Income Change			
Area	2015 Median Family Income	2020 Median Family Income	Percent Change
Essex-Northampton, VA NonMSA Assessment Area	\$67,969	\$73,075	7.5%
Accomack County, VA	\$54,418	\$57,143	5.0%
Caroline County, VA	\$73,908	\$82,627	11.8%
Essex County, VA	\$58,347	\$60,506	3.7%
King George County, VA	\$98,729	\$103,282	4.6%
Lancaster County, VA	\$70,302	\$78,648	11.9%
Middlesex County, VA	\$68,635	\$72,850	6.1%
Northampton County, VA	\$54,645	\$67,926	24.3%
Northumberland County, VA	\$67,339	\$66,061	-1.9%
Richmond County, VA	\$59,409	\$65,823	10.8%
Westmoreland County, VA	\$64,115	\$77,256	20.5%
NonMSA Virginia	\$56,428	\$60,947	8.0%
Virginia	\$85,647	\$93,284	8.9%

*Source: 2011 - 2015 U.S. Census Bureau American Community Survey
2016 - 2020 U.S. Census Bureau American Community Survey
Median Family Incomes have been inflation-adjusted and are expressed in 2020 dollars.*

As noted in the preceding table, the majority of counties/cities denote an increase in median family income within the assessment area during the evaluation period, while Northumberland County experienced a decrease in median family income of 1.9%.

Essex-Northampton, VA NonMSA Housing Cost Burden						
Area	Cost Burden - Renters			Cost Burden - Owners		
	Low Income	Moderate Income	All Renters	Low Income	Moderate Income	All Owners
Essex-Northampton, VA NonMSA Assessment Area	65.3%	43.6%	38.8%	61.9%	31.8%	22.3%
Accomack County, VA	66.9%	41.7%	36.5%	51.2%	20.5%	17.7%
Caroline County, VA	65.8%	60.4%	42.9%	58.8%	40.4%	22.7%
Essex County, VA	85.6%	80.9%	47.3%	55.0%	35.2%	22.6%
King George County, VA	68.1%	31.6%	34.2%	61.5%	32.3%	18.4%
Lancaster County, VA	45.3%	21.8%	28.2%	56.8%	32.2%	21.0%
Middlesex County, VA	39.4%	18.2%	23.9%	72.0%	36.5%	31.9%
Northampton County, VA	60.0%	32.6%	34.1%	62.4%	33.3%	20.2%
Northumberland County, VA	65.2%	19.0%	42.3%	61.1%	39.8%	24.4%
Richmond County, VA	63.5%	59.5%	38.4%	77.5%	42.6%	27.7%
Westmoreland County, VA	72.9%	45.5%	53.4%	74.4%	24.7%	25.4%
NonMSA Virginia	64.9%	28.5%	37.3%	49.9%	24.6%	18.4%
Virginia	76.7%	45.4%	42.5%	61.0%	34.9%	19.9%

Cost Burden is housing cost that equals 30 percent or more of household income

Source: U.S. Department of Housing and Urban Development (HUD), 2015-2019 Comprehensive Housing Affordability Strategy

A local official of an economic development organization was contacted during the evaluation to assist in evaluating the bank’s CRA performance and to discuss local economic conditions and community credit needs within the Essex-Northampton, VA NonMSA assessment area. The organization serves the community by providing a wide range of comprehensive planning, technical assistance, grant seeking, and regional coordination activities. While the organization’s purpose focuses primarily on economic

development, the official noted that one of the primary economic challenges facing the area is a lack of affordable housing, which has a downstream impact on the local workforce. As a result, area businesses struggle to retain and attract a qualified workforce. According to the official, while many low- and moderate-income individuals in the local workforce are able to find affordable housing, they are unable to find quality housing that meets a certain level of quality standards they find appealing. In addition to affordable housing, the official noted that medium-sized businesses struggle to find quality operational facilities that are connected to utilities and roads. Areas for partnership with local financial institutions include programs that address affordable housing and site improvements for commercial facilities. The official noted that while there are some funding opportunities and tax credits available in the area, funding for economic development projects is competitive and limited. Additionally, the contact stated that there are currently no partnerships between the economic development organization and any financial institutions and was also unaware of any discrimination by financial institutions in the region.

CONCLUSIONS WITH RESPECT TO PERFORMANCE TESTS:

The bank's Lending Test performance in the Essex-Northampton, VA NonMSA assessment area is good. Lending levels show excellent responsiveness to assessment area credit needs. The geographic distribution of lending to low- and moderate-income areas is good, while lending to borrowers of different income levels and businesses of different sizes is excellent. The bank extends a relatively high level of community development loans within the assessment area.

The Investment Test performance is good, and the bank holds a significant level of qualified community development investments and grants that benefit the assessment area. Through its qualified investments and grants, the bank exhibits good responsiveness to credit and community development needs.

The Service Test performance is adequate. The bank's delivery systems are accessible to all portions of the assessment area. Since the previous evaluation, the bank has not opened or closed any branch offices within this assessment area. Business hours and services do not vary in a way that inconveniences any particular individual or area. Further, the bank provides an adequate level of community development services that benefit the assessment area.

LENDING TEST

The institution's overall lending performance within this assessment area is considered good. This conclusion is based on the evaluation of the bank's lending activity, the geographic and borrower lending distribution and the level of community development lending while taking into account the bank's market strategy, area demographic data, and aggregate CRA small business and HMDA loan data. Additionally, the bank makes use of flexible lending practices in serving the credit needs of the assessment area.

Lending Activity:

The bank's residential mortgage and small business lending within the assessment area, as measured by number (6.6%) and dollar (4.7%) is comparable to the percentage of deposits (8.9%), but is lower than the percentage of branch offices (12.7%). As of June 30, 2022, AUB ranked 1st out of 14 financial institutions in deposit market share with 34.2% of the area's available FDIC-insured deposits (excluding credit union deposits). According to 2021 aggregate data, the institution ranked 7th of 448 reporters of mortgage lending with a 2.7% market share and ranked 2nd of 99 reporters of small business loans with a 10% market share. All market share rankings consider originated and purchased loans. Lending activity reflects excellent responsiveness to assessment area credit needs and is considered excellent overall.

Geographic Distribution:

The geographic loan distribution within this assessment is considered good for residential mortgage and small business lending, and adequate for small farm lending. Within this assessment area, residential mortgage lending performance carries the most weight, as it accounts for \$106.2 million, compared to small business lending which accounts for \$73.3 million, and small farm lending which accounts for \$5.7 million. Overall, the distribution is good when considering the relative performance and dollar volume of each lending product during the years analyzed.

Distribution of 2020 and 2021 Home Mortgage Lending By Income Level of Geography													
Assessment Area: Essex-Northampton, VA NonMSA													
Geographic Income Level	Bank And Aggregate Loans By Year												Owner Occupied Units %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	# %	# %	\$(000)	\$ %	\$ %	#	# %	# %	\$(000)	\$ %	\$ %	
Home Purchase Loans													
Low	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Moderate	1	2.0	0.9	180	18	0.4	0	0.0	11	0	0.0	0.7	3.0
Middle	22	44.0	36.6	3,754	37.2	32.7	32	39.0	37.2	9,743	40.8	33.3	44.3
Upper	27	54.0	62.5	6,162	61.0	66.9	50	61.0	61.5	14,117	59.2	65.8	52.8
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.2	0	0.0	0.2	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
Total	50	100.0	100.0	10,096	100.0	100.0	82	100.0	100.0	23,860	100.0	100.0	100.0
Refinance Loans													
Low	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	0.5	0	0.0	0.3	3	3.4	0.7	351	2.1	0.4	3.0
Middle	54	52.4	32.6	8,833	48.2	29.7	33	37.9	33.1	6,578	39.1	30.4	44.3
Upper	49	47.6	66.9	9,488	51.8	70.0	51	58.6	66.2	9,902	58.8	69.2	52.8
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
Total	103	100.0	100.0	18,321	100.0	100.0	87	100.0	100.0	16,831	100.0	100.0	100.0
Home Improvement Loans													
Low	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	0.8	0	0.0	0.5	0	0.0	11	0	0.0	10	3.0
Middle	18	40.9	35.2	1,289	32.9	30.9	24	45.3	40.0	2,045	43.7	42.5	44.3
Upper	26	59.1	64.0	2,630	67.1	68.6	29	54.7	58.9	2,639	56.3	56.5	52.8
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
Total	44	100.0	100.0	3,919	100.0	100.0	53	100.0	100.0	4,684	100.0	100.0	100.0
Multifamily Loans													Multi-family Units %
Low	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	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.1
Middle	1	100.0	66.7	622	100.0	90.9	1	25.0	27.3	520	13.5	13.1	47.4
Upper	0	0.0	33.3	0	0.0	9.1	3	75.0	72.7	3,335	86.5	86.9	52.4
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
Total	1	100.0	100.0	622	100.0	100.0	4	100.0	100.0	3,855	100.0	100.0	100.0
Total Home Mortgage Loans													Owner Occupied Units %
Low	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Moderate	3	1.0	0.7	404	0.9	0.4	4	1.2	0.9	431	0.7	0.6	3.0
Middle	138	46.6	34.7	19,317	43.8	31.3	137	41.3	35.2	24,464	39.4	31.8	44.3
Upper	155	52.4	64.5	24,404	55.3	68.3	191	57.5	63.8	37,159	59.9	67.5	52.8
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.1	0	0.0	0.1	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
Total	296	100.0	100.0	44,125	100.0	100.0	332	100.0	100.0	62,054	100.0	100.0	100.0

Source: 2021 FFIEC Census Data
2011-2015 U.S. Census Bureau: American Community Survey
Note: Percentages may not total 100.0 percent due to rounding.

During 2020, refinance loans were the leading HMDA product by number, followed by home purchase and home improvement loans. Multifamily lending was given less weight due to the limited lending within the assessment area. There are no low-income census tracts in this assessment area during 2020 and 2021. After considering both demographic and aggregate proxies for demand, the bank's performance for home refinance and home improvement are considered poor, while home purchase is considered excellent.

As previously noted, there are no low-income census tracts within the Essex-Northampton, VA NonMSA assessment area. AUB's HMDA lending in moderate-income census tracts (1%) exceeds the aggregate lending level (0.7%), but is lower than the percentage of owner-occupied housing units located in such tracts (3%) and is considered good. Overall, the bank's 2020 performance is considered good, and the bank's 2021 lending performance is substantially similar.

On a combined basis, HMDA lending performance is considered good.

Distribution of 2020 and 2021 Small Business Lending By Income Level of Geography													
Assessment Area: Essex-Northampton, VA NonMSA													
Geographic Income Level	Bank And Aggregate Loans By Year												Total Businesses %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	%	%	\$(000)	%	%	#	%	%	\$(000)	%	%	
Low	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Moderate	11	1.8	1.9	1,680	3.9	2.3	7	2.0	1.7	285	0.9	0.9	1.9
Middle	317	52.2	50.3	21,949	50.9	52.3	187	53.1	47.9	14,603	48.4	47.7	43.1
Upper	279	46.0	46.9	19,533	45.3	44.8	158	44.9	48.9	15,286	50.7	51.0	55.0
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.1
Tract-Unk	0	0.0	0.9	0	0.0	0.6	0	0.0	1.5	0	0.0	0.4	
Total	607	100.0	100.0	43,162	100.0	100.0	352	100.0	100.0	30,174	100.0	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.

As previously noted, there are no low-income census tracts during 2020 and 2021. The bank's percentage of 2020 small business lending in moderate-income census tracts (1.8%) approximates the aggregate lending level (1.9%) and the percentage of businesses located in such tracts (1.8%). Overall, the bank's small business lending performance during 2020 is considered good, and its performance during 2021 is substantially similar.

Distribution of 2020 and 2021 Small Farm Lending By Income Level of Geography													
Assessment Area: Essex-Northampton, VA NonMSA													
Geographic Income Level	Bank And Aggregate Loans By Year												Total Farms %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	#%	#%	\$(000)	\$%	\$%	#	#%	#%	\$(000)	\$%	\$%	
Low	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	0.8	0	0.0	0.1	1	1.9	2.5	2	0.1	3.4	2.0
Middle	47	73.4	66.1	2,238	68.3	66.0	32	61.5	58.6	1,264	53.1	56.6	54.5
Upper	17	26.6	32.7	1,038	31.7	33.4	19	36.5	38.1	1,116	46.9	39.7	43.5
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.4	0	0.0	0.4	0	0.0	0.8	0	0.0	0.3	
Total	64	100.0	100.0	3,276	100.0	100.0	52	100.0	100.0	2,382	100.0	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.

While the bank did not originate any small farm loans in moderate-income census tracts during 2020, the aggregate lending level (0.8%) and the percentage of farms located in such tracts (1.9%) indicates there is limited opportunity and demand for small farm lending in such tracts. Nonetheless, the bank's lack of lending in moderate-income census tracts is considered poor.

The bank's percentage of 2021 small farm lending in moderate-income census tracts (1.9%) is lower than the aggregate lending level (2.5%) and the percentage of farms located in such tracts (2%). Overall, the bank's small farm lending performance during 2021 is considered adequate.

On a combined basis, small farm lending is considered adequate when taking into account all relative performance context.

Distribution by Borrower Income and Revenue Size of the Business:

The bank's borrower distribution is considered excellent for residential mortgage, small business, and small farm lending.

Distribution by Borrower Income and Revenue Size of the Business:

The bank’s borrower distribution is considered excellent for residential mortgage, small business, and small farm lending.

Distribution of 2020 and 2021 Home Mortgage Lending By Borrower Income Level													
Assessment Area: Essex-Northampton, VA NonMSA													
Borrower Income Level	Bank And Aggregate Loans By Year												Families by Family Income %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	%	%	\$(000)	\$%	\$%	#	%	%	\$(000)	\$%	\$%	
Home Purchase Loans													
Low	3	6.0	2.3	271	2.7	1.0	1	1.2	1.7	68	0.3	0.6	15.6
Moderate	7	14.0	10.8	1,199	11.9	6.6	12	14.6	9.8	2,042	8.6	5.6	15.7
Middle	7	14.0	18.7	1,461	14.5	14.7	16	19.5	17.3	3,616	15.2	13.6	18.1
Upper	25	50.0	53.4	6,155	61.0	62.1	45	54.9	51.3	16,689	69.9	59.8	50.6
Unknown	8	16.0	14.8	1,010	10.0	15.6	8	9.8	19.9	1,445	6.1	20.3	0.0
Total	50	100.0	100.0	10,096	100.0	100.0	82	100.0	100.0	23,860	100.0	100.0	100.0
Refinance Loans													
Low	7	6.8	1.6	513	2.8	0.7	3	3.4	2.1	282	1.7	1.0	15.6
Moderate	6	5.8	4.8	741	4.0	2.8	12	13.8	7.4	1,595	9.5	4.6	15.7
Middle	18	17.5	11.4	2,215	12.1	8.1	19	21.8	14.7	2,652	15.8	11.1	18.1
Upper	56	54.4	52.1	12,349	67.4	55.4	45	51.7	50.2	10,395	61.8	55.1	50.6
Unknown	16	15.5	30.2	2,503	13.7	33.0	8	9.2	25.6	1,907	11.3	28.1	0.0
Total	103	100.0	100.0	18,321	100.0	100.0	87	100.0	100.0	16,831	100.0	100.0	100.0
Home Improvement Loans													
Low	4	9.1	5.1	117	3.0	2.6	4	7.5	3.7	195	4.2	2.3	15.6
Moderate	6	13.6	6.4	419	10.7	4.2	8	15.1	9.6	484	10.3	6.8	15.7
Middle	10	22.7	16.1	741	18.9	12.2	6	11.3	16.3	408	8.7	12.9	18.1
Upper	23	52.3	70.8	2,605	66.5	78.9	33	62.3	67.8	3,457	73.8	74.8	50.6
Unknown	1	2.3	1.7	37	0.9	2.0	2	3.8	2.6	140	3.0	3.3	0.0
Total	44	100.0	100.0	3,919	100.0	100.0	53	100.0	100.0	4,684	100.0	100.0	100.0
Total Home Mortgage Loans													
Low	22	7.5	2.1	1,256	2.9	0.9	18	5.5	2.0	1,021	1.8	0.9	15.6
Moderate	31	10.5	7.5	3,160	7.3	4.5	47	14.3	8.5	4,908	8.4	5.2	15.7
Middle	60	20.3	14.7	6,970	16.0	11.2	59	18.0	15.9	8,694	14.9	12.4	18.1
Upper	155	52.5	52.3	28,385	65.2	58.2	183	55.8	51.1	39,780	68.4	57.7	50.6
Unknown	27	9.2	23.5	3,732	8.6	25.3	21	6.4	22.5	3,796	6.5	23.9	0.0
Total	295	100.0	100.0	43,503	100.0	100.0	328	100.0	100.0	58,199	100.0	100.0	100.0
Source: 2021 FFIEC Census Data													
2011-2015 U.S. Census Bureau: American Community Survey													
Note: Percentages may not total 100.0 percent due to rounding.													
Multifamily loans are not included in the borrower distribution analysis.													

During 2020, refinance loans were the leading HMDA product by number, followed by home purchase and home improvement loans. Considering both demographic and aggregate proxies for demand, the bank’s performance for home refinance, home purchase, and home improvement lending is considered excellent.

In 2020, the bank’s overall level of HMDA lending to low-income borrowers (7.5%) was higher than the aggregate lending levels to such borrowers (2.1%), both of which were substantially lower than the percentage of low-income families within the assessment area (15.6%). Similarly, the bank’s lending to

moderate-income borrowers (10.5%) was higher than the aggregate lending levels to such borrowers (7.5%), both of which were substantially lower than the percentage of moderate-income families within the area (15.7%). Overall, the bank's performance during 2020 is considered excellent, and its performance during 2021 is substantially similar.

Distribution of 2020 and 2021 Small Business Lending By Revenue Size of Businesses													
Assessment Area: Essex-Northampton, VA NonMSA													
	Bank And Aggregate Loans By Year												Total Businesses %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	%	%	\$(000)	%	%	#	%	%	\$(000)	%	%	
By Revenue													
\$1 Million or Less	448	73.8	41.8	19,929	46.2	34.5	248	70.5	49.9	15,813	52.4	41.3	92.8
Over \$1 Million	126	20.8		20,558	47.6		68	19.3		11,040	36.6		5.7
Revenue Unknown	33	5.4		2,675	6.2		36	10.2		3,321	11.0		1.5
Total	607	100.0		43,162	100.0		352	100.0		30,174	100.0		100.0
By Loan Size													
\$100,000 or Less	514	84.7	89.8	14,615	33.9	38.5	277	78.7	92.3	7,353	24.4	37.4	
\$100,001 - \$250,000	52	8.6	6.4	8,598	19.9	22.4	39	11.1	4.6	6,034	20.0	19.6	
\$250,001 - \$1 Million	41	6.8	3.8	19,949	46.2	39.2	36	10.2	3.1	16,787	55.6	43.0	
Total	607	100.0	100.0	43,162	100.0	100.0	352	100.0	100.0	30,174	100.0	100.0	
By Loan Size and Revenues \$1 Million or Less													
\$100,000 or Less	419	93.5		10,302	51.7		218	87.9		4,853	30.7		
\$100,001 - \$250,000	14	3.1		2,194	11.0		12	4.8		1,794	11.3		
\$250,001 - \$1 Million	15	3.3		7,433	37.3		18	7.3		9,166	58.0		
Total	448	100.0		19,929	100.0		248	100.0		15,813	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.													

D&B data from 2020 indicates that 92.7% of all local businesses have revenues that do not exceed \$1 million per year. Of the total volume of small business loans considered in the evaluation, 5.4% involved loans for which revenues were unknown, and 73.8% were to businesses with revenues of \$1 million or less, while 41.8% of the aggregate lending level were to businesses with revenues of \$1 million or less. The bank's 2020 borrower distribution performance of lending to businesses with revenues of \$1 million or less is considered excellent, and its performance in 2021 is substantially similar.

Distribution of 2020 and 2021 Small Farm Lending By Revenue Size of Farms													
Assessment Area: Essex-Northampton, VA NonMSA													
	Bank And Aggregate Loans By Year												Total Farms %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	%	%	\$(000)	%	%	#	%	%	\$(000)	%	%	
By Revenue													
\$1 Million or Less	42	65.6	46.0	1,415	43.2	49.0	36	69.2	46.3	1,074	45.1	55.9	96.0
Over \$1 Million	15	23.4		1,396	42.6		11	21.2		1,062	44.6		4.0
Revenue Unknown	7	10.9		465	14.2		5	9.6		246	10.3		0.0
Total	64	100.0		3,276	100.0		52	100.0		2,382	100.0		100.0
By Loan Size													
\$100,000 or Less	54	84.4	80.2	1,706	52.1	32.1	45	86.5	85.7	1,271	53.4	39.3	
\$100,001 - \$250,000	10	15.6	15.7	1,570	47.9	43.5	7	13.5	12.3	1,111	46.6	44.8	
\$250,001 - \$500,000	0	0.0	4.0	0	0.0	24.4	0	0.0	2.0	0	0.0	15.8	
Total	64	100.0	100.0	3,276	100.0	100.0	52	100.0	100.0	2,382	100.0	100.0	
By Loan Size and Revenues \$1 Million or Less													
\$100,000 or Less	38	90.5		848	59.9		34	94.4		805	75.0		
\$100,001 - \$250,000	4	9.5		567	40.1		2	5.6		269	25.0		
\$250,001 - \$500,000	0	0.0		0	0.0		0	0.0		0	0.0		
Total	42	100.0		1,415	100.0		36	100.0		1,074	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.													

D&B data from 2020 indicates that 96.1% of all local farms have revenues that do not exceed \$1 million per year. Of the total volume of small farm loans considered in the evaluation, 10.9% involved loans for which revenues were unknown, and 65.6% were to farms with revenues of \$1 million or less, while 46% of the aggregate lending level were to farms with revenues of \$1 million or less. The bank's 2020 borrower distribution performance of lending to farms with revenues of \$1 million or less is considered excellent, and its performance in 2021 is substantially similar.

Community Development Loans:

Opportunities for community development lending are limited within the Essex-Northampton, VA NonMSA assessment area. When considering the bank's capacity, market position, and business strategy, the bank faces no constraints in extending community development loans within the assessment area. During the evaluation period, AUB originated three qualified community development loans totaling \$10.7 million that directly benefit the assessment area. Within the area, AUB extended a relatively high level of community development loans during the evaluation period. All three community development loans were to organizations that provide affordable housing to low- and moderate-income individuals and families within the assessment area.

INVESTMENT TEST

Overall, AUB has a significant level of qualified community development investments that benefit the assessment area. In addition to the previously described investments that benefit regional or statewide areas, including this assessment area, the bank holds six qualified investments that directly benefit the Essex-Northampton, VA NonMSA assessment area totaling \$2.2 million for the evaluation period. During the evaluation period, the bank held five investments totaling \$1.7 million that support low- and moderate-income affordable housing and multifamily housing complexes, as well as one investment totaling \$509,032 that supports economic development and small businesses within the area. These investments demonstrate good responsiveness to the affordable housing and community development needs within the area. In addition, the bank made qualified investments in the form of donations totaling \$6,500.

During the evaluation period, the bank made two qualified community development donations totaling \$6,500 to a local food bank that provides meals to low- and moderate-income families and individuals within the area.

AUB's Investment Test performance in the Essex-Northampton, VA NonMSA assessment area is considered good.

SERVICE TEST

Within the assessment area, AUB's performance under the Service Test is considered adequate. Systems for delivering retail banking services are accessible to all portions of the assessment area, including moderate-income areas, and do not vary in a way that inconveniences low- and moderate-income individuals or areas within the assessment area. Additionally, the bank has provided an adequate level of qualified services to community development organizations that directly benefit this area. The bank has not opened or closed any branch offices within this assessment area since the previous evaluation.

Retail Services:

Delivery systems are accessible to all portions of the assessment area. ATMs are available and, through a network, provide customers with 24-hour nationwide access. Bank-by-mail, online banking, and mobile banking services are also offered by the institution. In addition, AUB provides customers with 24-hour telephone access to their accounts through an automated system. Additionally, the bank's business hours and services offered do not vary in a way that inconveniences low- or moderate-income geographies or individuals within the area.

AUB operates 14 full-service branch offices in the assessment area, which are all located in middle- and upper-income census tracts. The geographic distribution of branches is adequate when considering that only 3.1% of the assessment area's households reside in moderate-income census tracts, and of the 50 census tracts that comprise this assessment area, only two (4%) are moderate-income. Branch locations are considered convenient and do not adversely affect the accessibility of its delivery systems, particularly to low- and moderate-income geographies. As previously noted, the bank did not open or close any branch offices within the assessment area since the previous evaluation.

Community Development Services:

The bank provides an adequate level of community development services in the Essex-Northampton, VA NonMSA assessment area. Eight bank employees volunteered their time and utilized their financial expertise at various community development organizations throughout the area. Of the eight employees, two volunteered their time and experience by serving on the board of two different organizations that provide community services to low- and moderate-income individuals. In addition, six employees taught financial literacy at two different organizations that primarily serve low- and moderate-income individuals. These activities include the following:

- Eastern Shore Rural Health – An employee serves as a board member of this organization that provides free healthcare services to low- and moderate-income individuals within the area.
- Love They Neighbor Food Pantry – An employee serves as a board member of this organization that provides meals to low- and moderate-income individuals and families.
- Six employees taught financial literacy at two area schools (Sponsors for Success – Cople Elementary School and Virginia Cooperative Extension – Northampton High School) where a majority of students are from low- and moderate-income households, as indicated by the majority of students receiving free and/or reduced lunch.

NONMETROPOLITAN STATEWIDE AREAS LIMITED REVIEW

DESCRIPTION OF INSTITUTION’S OPERATIONS IN THE COVINGTON-BUENA VISTA, VA NONMSA ASSESSMENT AREA

A limited-scope review of the bank’s CRA performance was conducted in the Covington-Buena Vista, VA NonMSA assessment area. The bank’s Lending and Service Test performances in the area were below the statewide performance levels, while its Investment Test performance was consistent with the statewide performance level.

The assessment area consists of Alleghany and Rockbridge Counties, and Buena Vista, Covington, and Lexington Cities. In 2022, the assessment area consisted of two moderate-, eight middle-, and four upper-income census tracts, and had a population of 57,983.

The bank operates two branch offices within middle-income census tracts in the assessment area. This assessment area contains 1.8% of the institution’s branches and .9% of the deposits from the June 30, 2022, FDIC summary of deposits report. The following table provides information regarding the demographic characteristics of the assessment area, based on 2015 ACS data.

Assessment Area Demographics – Covington-Buena Vista, VA NonMSA Assessment Area				
<i>Income Category</i>	<i>Tract Distribution</i>		<i>Percentage of Families by Tract</i>	<i>Percentage of Families by Income Level</i>
	#	%		
Low	0	0.0	0.0	20.3
Moderate	2	14.3	17.5	17.8
Middle	8	57.1	58.8	18.7
Upper	4	28.6	23.7	43.1
Total	14	100	100	100

The following table shows the bank’s lending activity in the assessment area during the evaluation period.

Lending Activity in the Covington-Buena Vista, VA NonMSA Assessment Area			
<i>Loan Type</i>	<i>2020</i>	<i>2021</i>	<i>Total</i>
HMDA	32	51	83
Small Business	28	20	48
Total	60	71	131

As a percentage by number and dollar, respectively, the Covington-Buena Vista, VA NonMSA assessment area accounts for .5% and .4% of the bank’s overall lending during the evaluation period and .6% and .4% of the bank’s lending in Virginia. In 2020, the bank ranked 11th out of 174 HMDA reporters with 1.8% of the area’s total HMDA volume. In 2021, AUB ranked 10th out of 197 reporters with 2.5% of the area’s HMDA lending. In 2020, the bank ranked 5th out of 47 institutions reporting small business loans in the assessment area with 5.3% of the area’s CRA lending, and in 2021 it ranked 9th out of 45 reporters with 3% of the area’s CRA lending.

AUB made no community development loans or services within the assessment area during the evaluation period. The bank holds two equity fund allocations in VCDC House Equity Funds XVII and XXIII totaling \$137,011 that support affordable housing projects within this assessment area.

DESCRIPTION OF INSTITUTION’S OPERATIONS IN THE EMPORIA, VA NONMSA ASSESSMENT AREA

A limited-scope review of the bank’s CRA performance was conducted in the Emporia, VA NonMSA assessment area. The bank’s Lending and Investment Test performances in the area were below the statewide performance levels, while its Service Test performance was consistent with the statewide performance level.

The assessment area consists of Emporia City and Greensville County. In 2022, the assessment area consisted of two moderate-, two middle-income census tracts, and one census tract where income was unknown. The assessment area had a population of 17,432.

The bank operates one branch office within a moderate-income census tract in the assessment area. This assessment area contains .9% of the institution’s branches and 0.4% of the deposits from the June 30, 20223, FDIC summary of deposits report. The following table provides information regarding the demographic characteristics of the assessment area, based on 2015 ACS data.

Assessment Area Demographics – Emporia, VA NonMSA Assessment Area				
<i>Income Category</i>	<i>Tract Distribution</i>		<i>Percentage of Families by Tract</i>	<i>Percentage of Families by Income Level</i>
	<i>#</i>	<i>%</i>		
Low	0	0.0	0.0	31.7
Moderate	2	40.0	48.9	15.9
Middle	2	40.0	51.1	20.3
Upper	0	0.0	0.0	32.1
Unknown	1	20.0	0.0	0.0
Total	14	100	100	100

The following table shows the bank’s lending activity in the assessment area during the evaluation period.

Lending Activity in the Emporia, VA NonMSA Assessment Area			
<i>Loan Type</i>	<i>2020</i>	<i>2021</i>	<i>Total</i>
HMDA	4	5	9
Small Business	11	7	18
Total	15	12	27

As a percentage by number and dollar, respectively, the Emporia, VA NonMSA assessment area accounts for .1% and .1% of the bank’s overall lending during the evaluation period and .1% and .1% of the bank’s lending in Virginia. In 2020, the bank ranked 10th out of 70 HMDA reporters with 1.7% of the area’s total HMDA volume. In 2021, AUB ranked 10th out of 84 reporters with 1.5% of the area’s HMDA lending. In 2020, the bank ranked 5th out of 34 institutions reporting small business loans in the assessment area with 6.1% of the area’s CRA lending, and in 2021 it ranked 7th out of 30 reporters with 3.4% of the area’s CRA lending.

AUB made no community development loans or investments within the assessment area during the evaluation period. Three bank employees taught a financial literacy course to students at the Greensville County Public School system where 100% of students are from low- and moderate-income households, as indicated by 100% of students receiving free and/or reduced lunch.

DESCRIPTION OF INSTITUTION’S OPERATIONS IN THE ORANGE, VA NONMSA ASSESSMENT AREA

A limited-scope review of the bank’s CRA performance was conducted in the Orange, VA NonMSA assessment area. The bank’s Lending and Service Test performances in the area were below the statewide performance levels, while its Investment Test performance was consistent with the statewide performance level.

The assessment area consists of Louisa and Orange counties. In 2022, the assessment area consisted of one moderate-, two middle-, and eight upper-income census tracts, and had a population of 68,582.

The bank operates one branch office within a moderate- and one branch office within an upper-income census tract in the assessment area. This assessment area contains 1.8% of the institution’s branches and 1.1% of the deposits from the June 30, 2022, FDIC summary of deposits report. The following table provides information regarding the demographic characteristics of the assessment area, based on 2015 ACS data.

Assessment Area Demographics – Orange, VA NonMSA Assessment Area				
<i>Income Category</i>	<i>Tract Distribution</i>		<i>Percentage of Families by Tract</i>	<i>Percentage of Families by Income Level</i>
	<i>#</i>	<i>%</i>		
Low	0	0.0	0.0	12.4
Moderate	1	9.1	6.5	12.8
Middle	2	18.2	15.8	17.1
Upper	8	72.7	77.7	57.7
Total	11	100	100	100

The following table shows the bank’s lending activity in the assessment area during the evaluation period.

Lending Activity in the Orange, VA NonMSA Assessment Area			
<i>Loan Type</i>	<i>2020</i>	<i>2021</i>	<i>Total</i>
HMDA	108	79	187
Small Business	110	43	153
Total	218	122	340

As a percentage by number and dollar, respectively, the Orange, VA NonMSA assessment area accounts for 1.3 % and 1.2% of the bank’s overall lending during the evaluation period and 1.6% and 1.4% of the bank’s lending in Virginia. In 2020, the bank ranked 8th out of 313 HMDA reporters with 1.9% of the area’s total HMDA volume. In 2021, AUB ranked 20th out of 340 reporters with 1.2% of the area’s HMDA lending. In 2020, the bank ranked 4th out of 63 reporters with 8.8% of the area’s CRA lending, and in 2021 it ranked 11th out of 62 institutions reporting small business loans in the assessment area with 2.8% of the area’s CRA lending.

AUB made no community development loans or services within the assessment area during the evaluation period. The bank holds one qualified equity investment totaling \$123,564 in CAHEC Equity Fund 26, a community development organization that develops affordable housing for low- and moderate-income individuals and families throughout the assessment area. Additionally, the bank holds one equity investment totaling \$444,246 in Community Capital Management Impact Bond Fund (CRAIX) that directly benefits the assessment area by financing economic development activities.

DESCRIPTION OF INSTITUTION’S OPERATIONS IN THE WYTHE, VA NONMSA ASSESSMENT AREA

A limited-scope review of the bank’s CRA performance was conducted in the Wythe, VA NonMSA assessment area. The bank’s Lending Test performance in the area was below the statewide performance level, while its Investment Test performance was consistent with the statewide performance, and the Service Test performance exceeded the statewide performance level.

The assessment area consists of Carroll, Floyd, and Wythe counties. In 2022, the assessment area consisted of one moderate- and 15 middle-income census tracts, and had a population of 74,569.

The bank operates one branch office in a middle-income census tract and one in an upper-income census tract within the assessment area. This assessment area contains 1.8% of the institution’s branches and 0.9% of the deposits from the June 30, 2022, FDIC summary of deposits report. The following table provides information regarding the demographic characteristics of the assessment area, based on 2015 ACS data.

Assessment Area Demographics – Wythe, VA NonMSA Assessment Area				
<i>Income Category</i>	<i>Tract Distribution</i>		<i>Percentage of Families by Tract</i>	<i>Percentage of Families by Income Level</i>
	<i>#</i>	<i>%</i>		
Low	0	0.0	0.0	20.0
Moderate	1	6.3	6.5	18.8
Middle	15	93.8	93.5	22.0
Upper	0	0.0	0.0	39.2
Total	16	100	100	100

The following table shows the bank’s lending activity in the assessment area during the evaluation period.

Lending Activity in the Wythe, VA NonMSA Assessment Area			
<i>Loan Type</i>	<i>2020</i>	<i>2021</i>	<i>Total</i>
HMDA	76	63	139
Small Business	85	63	148
Total	161	126	287

As a percentage by number and dollar, respectively, the Wythe, VA NonMSA assessment area accounts for 1.1 % and 0.6% of the bank’s overall lending during the evaluation period and 1.4% and 0.8% of the bank’s lending in Virginia. In 2020, the bank ranked 6th out of 182 HMDA reporters with 3.2% of the area’s total HMDA volume. In 2021, AUB ranked 9th out of 196 reporters with 2.6% of the area’s HMDA lending. In 2020, the bank ranked 5^h out of 54 institutions reporting small business loans in the assessment area with 7.1% of the area’s CRA lending, and in 2021 it ranked 8th out of 57 reporters with 4.3% of the area’s CRA lending.

AUB made no community development loans during the evaluation period. The bank holds two investments with equity fund allocations in VCDC Housing Equity Funds XV and XIX totaling \$235,841 that support affordable housing projects throughout the assessment area. Seven bank employees taught a financial literacy course to students at the George Wythe High School through the Junior Achievement of Central Virginia, where a majority of students are from low- and moderate-income households, as indicated by 74.5% of students receiving free and/or reduced lunch.

CONCLUSIONS WITH RESPECT TO PERFORMANCE TESTS IN NONMETROPOLITAN AREAS OF NORTH CAROLINA

Facts and data reviewed for each assessment area, including performance and demographic information, can be found in *Appendix C* of this evaluation. Conclusions regarding performance, which did not impact the institution's overall rating, are included in the following table. For each test, the conclusion conveys whether performance in an assessment area was generally below, consistent with, or exceeded the institution's statewide ratings.

Assessment Area	Lending Test	Investment Test	Service Test
Covington-Buena Vista, VA NonMSA	Below	Consistent	Below
Emporia, VA NonMSA	Below	Below	Consistent
Orange, VA NonMSA	Below	Consistent	Below
Wythe, VA NonMSA	Below	Consistent	Exceeds

STATE OF NORTH CAROLINA

CRA RATING FOR NORTH CAROLINA³: Satisfactory

The Lending Test is rated: High Satisfactory

The Investment Test is rated: Low Satisfactory

The Service Test is rated: Low Satisfactory

Major factors supporting the rating include:

- Lending activity reflects a good level of responsiveness to community credit needs given the bank's capacity within the North Carolina markets.
- Geographic and borrower distribution performance vary by product and market and are considered good overall.
- Overall, the bank exhibits a good record of serving the credit needs of low-income individuals and areas and very small businesses.
- The bank did not make any community development loans that directly benefit the North Carolina assessment areas.
- AUB holds an adequate level of qualified investments that benefits its assessment areas within the State of North Carolina, exhibiting an adequate responsiveness to community development needs, and it rarely makes use of innovative and/or complex investments to support community development initiatives.
- Delivery systems and branch locations are accessible to all segments of the assessment area. Since the previous evaluation, branching activity has not adversely impacted the accessibility of its delivery systems, particularly to low- and moderate-income neighborhoods and individuals. Bank services and branch hours do not vary in a way that inconveniences low- and moderate-income people or census tracts within its assessment areas.
- The bank and its employees provide a limited level of community development services within its assessment areas overall.

SCOPE OF EXAMINATION

The Lending Test review considered residential mortgage (HMDA), small business, and small farm loans (CRA), originated or purchased, from January 1, 2020, through December 31, 2021. Small farm loans were excluded from further analysis given the limited volume of originations during the review period. Community development loans made during this evaluation period, and qualified community development services provided during the review period, were considered. All qualified investments extended during the review period or funded as of the evaluation date, regardless of when made, were also considered.

When excluding activity in the multistate CSA assessment area, assessment areas within the State of North Carolina account for 0.8%, 0.9%, and 1.9% of the institution's overall lending by number of loans, branches, and deposit volume, respectively. Performance in the State of North Carolina was evaluated by applying the full-scope interagency examination procedures to the Raleigh-Cary, NC and Chowan, NC NonMSA assessment areas.

³ For institutions with branches in two or more states in a multistate metropolitan area, this statewide evaluation is adjusted and does not reflect performance in the parts of those states contained within the multistate metropolitan area. Refer to the multistate metropolitan area rating and discussion for the rating and evaluation of the institution's performance in that area.

To arrive at an overall state rating, the assessment areas were generally weighted based on the dollar volume of lending, as well as the percentage of loans originated within the market. The greatest weight was given to the Raleigh-Cary, NC assessment area, as it accounted for 85% and 77.4% of loans by dollar volume and number of loans evaluated in the state, respectively.

In March 2022, AUB closed its single branch office within the Raleigh-Cary, NC assessment area, and discontinued delineating it as an assessment area moving forward. While the Lending Test considers HMDA and CRA data from 2020 and 2021, community development activities, such as lending, investments, and services, will be limited for the Raleigh-Cary, NC assessment area. While the greatest weight for the Lending Test is placed on the Raleigh-Cary, NC assessment area, the bank's performance within the Chowan, NC NonMSA assessment will receive the greatest weight when arriving at the overall statewide Investment and Service Test ratings.

DESCRIPTION OF INSTITUTION'S OPERATIONS IN THE STATE OF NORTH CAROLINA

AUB currently operates one full-service branch within the State of North Carolina (excluding branches within the Virginia Beach-Norfolk, VA-NC multistate CSA), which is located in a moderate-income census tract within the Chowan, NC NonMSA assessment area. As previously noted, the bank delineated the Raleigh-Cary, NC assessment during 2020 and 2021, but closed its single branch office in 2022. According to FDIC deposit data as of June 30, 2022, the bank's single North Carolina branch office accounts for approximately \$305.4 million of the bank's total deposits.

Based on 2015 ACS data, the assessment areas within the State of North Carolina have a total population of 1 million, including 252,351 families. A majority of the families continue to be upper-income (44.9%), while low- and moderate-income families each comprise 20% and 16.3% of the total, respectively. Middle-income families comprise 18.7% of the North Carolina assessment areas. Within these assessment areas, the owner-occupancy rate is 59.4%, which is slightly higher than the average rate for the entire State of North Carolina (55.7%). The poverty rate of the assessment areas served by the bank is 8.2%, which is lower than the overall statewide rate (12.8%). The 2020 and 2021 median family incomes for the Raleigh-Cary, NC MSA are \$94,100 and \$95,700, respectively. Additionally, the 2020 and 2021 median family incomes for nonmetropolitan North Carolina areas are \$53,700 and \$55,300, respectively. As described in the respective assessment areas of this report, there are underserved and/or distressed middle-income census tracts within the North Carolina assessment areas.

CONCLUSIONS WITH RESPECT TO PERFORMANCE TESTS IN THE STATE OF NORTH CAROLINA

The bank's Lending Test performance in the State of North Carolina is considered high satisfactory. Lending activities show good responsiveness to assessment area credit needs. Overall, the geographic and borrower distribution of loans is considered good. During the evaluation period, the bank did not make any community development loans benefiting its North Carolina assessment areas.

The Investment Test performance is low satisfactory, and the bank holds an adequate level of qualified community development investments and grants that benefit the State of North Carolina. Through its qualified investments and grants, the bank exhibits adequate responsiveness to credit and community development needs.

The Service Test performance is low satisfactory. The bank's delivery systems are accessible to all portions of the assessment area. Since the previous evaluation, branching activity has not adversely impacted the accessibility of its delivery systems, especially to low- and moderate-income residents and geographies, and business hours and services do not vary in a way that inconveniences any particular individual or area. Further, the bank provides an adequate level of community development services that benefit the State of North Carolina.

LENDING TEST

Overall, the statewide Lending Test is rated high satisfactory. Performance for the Lending Test is based on an evaluation of the institution's lending activity, the geographic and borrower distribution of lending, as well as the level of community development lending, while considering the bank's market strategy, area demographic data, and aggregate HMDA and CRA loan data.

Lending Activity:

AUB's residential mortgage and small business lending within the State of North Carolina assessment areas, as measured by number of loans (0.8%) and dollar volume (0.7%) approximates the percentage of branch offices (0.9%) and the percentage of deposits (1.9%). As of June 30, 2022, AUB ranked 7th out of 12 institutions in deposit market share with 7.2% of the State of North Carolina assessment areas' available FDIC-insured deposits (credit union deposits are not included). When compared to 2020 aggregate data, the institution ranked 170th of 784 reporters of mortgage lending with a .04% market share and ranked 29th of 222 reporters of small business loans with a .4% market share. When compared to 2021 aggregate data, the institution ranked 161st of 726 reporters of mortgage lending with a less than 0.01% market share and ranked 42nd of 174 reporters of small business loans with a .2% market share. All market share rankings consider originated and purchased loans. Overall, lending activity is considered good for the State of North Carolina

Geographic and Borrower Distribution:

Overall, AUB's geographic and borrower distribution of lending are considered good. When reaching overall conclusions, the level of performance for each product is typically weighted by the dollar volume of each product by year and overall. Small business loans were the largest product by dollar volume for each assessment; therefore, small business lending is assigned the most weight in determining the overall geographic and borrower distribution performance.

Community Development Loans:

During the evaluation period, AUB did not fund or renew any community development loans benefiting its North Carolina assessment areas. As previously noted, AUB stopped delineating the Raleigh-Cary, NC assessment area in 2022; therefore, opportunities to originate community development loans are not reasonably available when considering the bank's capacity and market presence in this assessment area. Opportunities to extend or renew community development loans within the Chowan, NC NonMSA assessment area are limited when considering competition, bank size, and economic conditions in this nonmetropolitan area.

INVESTMENT TEST

AUB's Investment Test performance in the State of North Carolina is rated low satisfactory. AUB has \$727,004 in qualified investments that directly benefits assessment areas within the state. While the institution has two full-scope assessment areas within North Carolina, further investment opportunities exist within the statewide and regional areas which would benefit communities.

SERVICE TEST

The institution's statewide rating under the Service Test is low satisfactory. During the review period, AUB closed one branch office throughout the State of North Carolina; specifically, the bank closed its only branch office in the Raleigh-Cary, NC assessment area, which was located in an upper-income census tract. Overall, the changes to the bank's branch office locations did not adversely affect the bank's branch footprint. The remaining North Carolina branch is located in a moderate-income census tract. Products and services offered within the State of North Carolina assessment areas, including products and services that were offered in the Raleigh-Cary, NC assessment area, that were evaluated under the full-scope evaluation procedures are representative of those offered by the institution overall. Delivery systems are readily accessible to all portions of the bank's assessment areas and to people of varying income levels.

During the evaluation period, no employees volunteered their financial expertise in a leadership capacity at community development organizations within the North Carolina assessment areas. Because of the limited capacity and availability of opportunities in light of AUB's exit from the Raleigh-Cary, NC assessment area in 2022, along with limited opportunities within the nonmetropolitan assessment area, the bank and its employees did not provide any community development services within the State of North Carolina during the evaluation period.

METROPOLITAN AREA

FULL-SCOPE REVIEW

DESCRIPTION OF INSTITUTION’S OPERATIONS IN RALEIGH-CARY, NC ASSESSMENT AREA

AUB does not currently operate any branch offices within the Raleigh-Cary, NC assessment area; however, prior to 2022 AUB operated one branch within the area. The Raleigh-Cary, NC assessment area delineation was comprised of a portion the Raleigh-Cary, NC MSA, which included all of Wake County, NC. The complete composition of the assessment areas for 2020 and 2021 is detailed in *Appendix E*.

Based on 2015 ACS data, the assessment area has a total population of 976,019 and a median housing value of \$234,021. Within the assessment area, the owner-occupancy rate is 59.6%, which approximates the owner-occupancy rate for the broader MSA (60.4%) and is slightly higher than the rate for the State of North Carolina (55.7%). The percentage of families living below the poverty level in the assessment area (7.9%), which is lower than the percentage of families living below the poverty level in the broader MSA (8.6%) and the percentage for the State of North Carolina (12.8%). The median family incomes for the MSA are detailed in the table below.

Median Family Income by MSA	2020	2021
Raleigh-Cary, NC MSA	\$94,100	\$95,700

As indicated in the preceding table, median family income for the MSA increased between 2020 and 2021. The following table provides family and household demographic information for the assessment area, as well as the tract and owner-occupied housing unit distribution by tract income level. The table also provides D&B business data.

2021 Raleigh-Cary, NC AA Demographics								
Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income	
	#	%	#	%	#	%	#	%
Low	12	6.4	10,357	4.2	3,064	29.6	48,494	19.9
Moderate	36	19.3	51,294	21.0	7,572	14.8	39,546	16.2
Middle	57	30.5	79,605	32.6	5,514	6.9	45,805	18.8
Upper	79	42.2	102,616	42.1	3,005	2.9	110,095	45.1
Unknown	3	1.6	68	0.0	0	0.0	0	0.0
Total AA	187	100.0	243,940	100.0	19,155	7.9	243,940	100.0
	Housing Units by Tract	Housing Type by Tract						
		Owner-occupied			Rental		Vacant	
		#	% by tract	% by unit	#	% by unit	#	% by unit
Low	22,049	4,911	2.1	22.3	15,006	68.1	2,132	9.7
Moderate	89,353	44,836	19.2	50.2	38,058	42.6	6,459	7.2
Middle	129,958	80,203	34.3	61.7	40,381	31.1	9,374	7.2
Upper	151,332	104,083	44.5	68.8	37,081	24.5	10,168	6.7
Unknown	121	51	0.0	42.1	59	48.8	11	9.1
Total AA	392,813	234,084	100.0	59.6	130,585	33.2	28,144	7.2
	Total Businesses by Tract		Businesses by Tract & Revenue Size					
			Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported	
			#	%	#	%	#	%
Low	2,635	4.2	2,365	4.0	252	6.5	18	2.9
Moderate	12,634	20.1	11,679	20.0	854	22.1	101	16.2
Middle	20,667	32.8	19,192	32.8	1,288	33.3	187	30.1
Upper	26,928	42.8	25,162	43.0	1,451	37.5	315	50.6
Unknown	77	0.1	55	0.1	21	0.5	1	0.2
Total AA	62,941	100.0	58,453	100.0	3,866	100.0	622	100.0
Percentage of Total Businesses:				92.9		6.1		1.0
	Total Farms by Tract		Farms by Tract & Revenue Size					
			Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported	
			#	%	#	%	#	%
Low	12	2.3	12	2.3	0	0.0	0	0.0
Moderate	90	17.0	86	16.7	4	44.4	0	0.0
Middle	220	41.7	214	41.5	3	33.3	3	100.0
Upper	206	39.0	204	39.5	2	22.2	0	0.0
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
Total AA	528	100.0	516	100.0	9	100.0	3	100.0
Percentage of Total Farms:				97.7		1.7		0.6
<p>Source: 2021 FFIEC Census Data 2021 Dun & Bradstreet Data 2011-2015 U.S. Census Bureau: American Community Survey</p> <p>Note: Percentages may not total 100.0 percent due to rounding.</p>								

The following chart depicts government and private sector employees by industry for the assessment area. A large portion of area employment for residents comes from government, professional and technical services, healthcare, accommodation and food services, and retail.

Raleigh-Cary, NC Employees by Industry												
	2019 - Q3	2019 - Q4	2020 - Q1	2020 - Q2	2020 - Q3	2020 - Q4	2021 - Q1	2021 - Q2	2021 - Q3	2021 - Q4	2022 - Q1	2022 - Q2
Government												
Government Total, all industries	82,374	82,226	82,102	80,902	80,900	79,932	78,958	81,261	81,440	80,343	80,171	79,988
Private Sector												
Private Sector Total, all industries	497,051	501,145	491,588	437,373	465,604	484,878	484,437	499,483	507,234	517,594	520,164	533,733
Agriculture, forestry, fishing and hunting	1,019	1,045	1,043	1,025	972	1,008	1,013	1,043	1,025	1,081	1,055	1,084
Mining, quarrying, and oil and gas extraction	238	226	226	256	248	287	278	295	251	271	235	278
Utilities	2,302	2,299	2,318	2,278	2,255	2,523	2,223	2,209	2,151	2,081	2,053	2,004
Construction	35,608	35,455	35,638	34,813	35,172	35,873	36,369	37,323	37,432	37,710	38,382	39,420
Manufacturing	26,606	26,905	20,945	19,961	19,892	20,130	21,099	21,409	21,806	22,070	22,517	22,627
Wholesale trade	24,709	24,949	25,675	24,215	24,243	24,704	25,008	25,330	25,643	26,265	25,961	26,096
Retail Trade	61,482	64,434	60,927	56,805	61,444	64,682	62,377	62,393	61,747	64,003	62,001	62,132
Transportation and warehousing	10,326	11,055	11,577	10,405	12,581	18,137	16,399	18,331	17,985	20,703	19,416	18,433
Information	22,355	22,002	22,461	21,968	21,807	21,996	22,843	23,417	23,811	23,458	23,712	24,095
Finance and insurance	21,967	22,279	21,867	21,862	21,896	22,196	25,190	25,284	25,608	25,748	25,989	26,546
Real estate and rental and leasing	9,918	10,126	10,019	9,267	9,416	9,619	9,524	9,904	10,168	10,492	10,548	11,082
Professional and technical services	64,374	65,030	65,552	63,535	65,224	65,913	66,529	67,963	69,025	69,801	72,912	75,737
Management of companies and enterprises	11,045	11,110	11,041	10,783	10,874	10,857	8,256	8,240	8,401	8,571	9,248	9,743
Administrative and waste services	45,568	44,812	42,721	39,438	44,203	45,427	44,395	46,041	47,600	49,054	49,059	50,863
Educational services	10,493	11,272	11,219	9,167	9,149	10,068	10,306	10,493	10,301	11,139	11,213	11,066
Health care and social assistance	63,654	64,226	64,439	58,489	60,972	62,743	63,716	64,567	65,142	66,231	66,564	67,348
Arts, entertainment, and recreation	13,248	11,990	12,379	4,817	6,485	7,278	7,427	9,668	11,197	10,363	10,170	11,988
Accommodation and food services	54,201	53,774	53,054	33,689	41,615	43,835	44,086	47,568	49,752	50,102	50,590	54,002
Other services, except public administration	17,939	18,156	18,486	14,598	17,154	17,602	17,396	18,004	18,187	18,452	18,540	19,191
Public administration	0	0	0	0	0	0	0	0	0	0	0	0
Unclassified	0	0	0	0								

Source: Bureau of Labor Statistics(BLS), Quarterly Census of Employment and Wages
* indicates that some or all of the data for this category was suppressed for confidentiality reasons

Recent and historical unemployment rates since the previous evaluation are included in the following table.

Raleigh-Cary, NC Unemployment Rates			
Area	2020	2021	2022
Raleigh-Cary, NC Assessment Area	6.3%	4.1%	3.1%
Raleigh-Cary, NC MSA	6.3%	4.1%	3.1%
North Carolina	7.2%	4.9%	3.7%

Source: Bureau of Labor Statistics(BLS), Local Area Unemployment Statistics

Unemployment rates for the assessment area decreased between 2020 and 2022. Unemployment rates for the assessment area are identical to unemployment rates for the broader MSA and are lower than unemployment rates for the State of North Carolina.

Raleigh-Cary, NC Median Family Income Change			
Area	2015 Median Family Income	2020 Median Family Income	Percent Change
Raleigh-Cary, NC Assessment Area	\$92,259	\$104,072	12.8%
Raleigh-Cary, NC MSA	\$85,283	\$96,929	13.7%
North Carolina	\$63,212	\$70,978	12.3%

*Source: 2011 - 2015 U.S. Census Bureau American Community Survey
2016 - 2020 U.S. Census Bureau American Community Survey
Median Family Incomes have been inflation-adjusted and are expressed in 2020 dollars.*

As noted in the preceding table, the assessment area, broader MSA, and State of North Carolina denote an increase in median family income during the evaluation period.

Raleigh-Cary, NC Housing Cost Burden						
Area	Cost Burden - Renters			Cost Burden - Owners		
	Low Income	Moderate Income	All Renters	Low Income	Moderate Income	All Owners
Raleigh-Cary, NC Assessment Area	78.8%	29.7%	39.4%	61.3%	26.7%	15.3%
Raleigh-Cary, NC MSA	75.8%	27.4%	39.6%	56.8%	24.2%	15.9%
North Carolina	73.3%	37.7%	41.4%	56.4%	30.0%	18.7%

Cost Burden is housing cost that equals 30 percent or more of household income

Source: U.S. Department of Housing and Urban Development (HUD), 2015-2019 Comprehensive Housing Affordability Strategy

A local official of a nonprofit affordable housing organization was contacted during the evaluation to assist in evaluating the bank’s CRA performance and to discuss local economic conditions and community credit needs within the Raleigh-Cary, NC assessment area. The organization serves the community by providing access to safe and affordable housing for homeless and/or at-risk of being homeless individuals. The organization manages over 600 affordable housing rental units; however, the contact noted the waitlist exceeds 1,000 individuals. Funding for the affordable housing organization comes from grants, donations, and rental income from its portfolio of affordable housing rental properties. As indicated by the long list of individuals seeking affordable housing, the contact noted that despite reduction in the local unemployment rate, the prices of area housing and general cost of living increases as a result of inflation has created an affordable housing crisis in the area. Additionally, the official noted that there has been some effort to develop affordable housing duplexes; however, local ordinances have imposed roadblocks to the development. On the other hand, other economic indicators have improved in recent years, as noted by the contact, and according to an area publication, there is optimism among a majority of businesses surveyed. The official indicated that funding and donations to the organization and others with similar missions would be impactful ways for financial institutions to work towards addressing the affordable housing crisis.

As previously noted, AUB closed its single branch office within this assessment area in 2022; therefore, the bank does not currently hold any deposits within the Raleigh-Cary, NC assessment area. Overall, there is significant opportunity for community development loans and investments within the market area; however, the bank’s exit from this market limits its capacity to take advantage of the available community development opportunities.

CONCLUSIONS WITH RESPECT TO PERFORMANCE TESTS:

The bank's Lending Test performance in the Raleigh-Cary, NC assessment area is good. Lending levels show good responsiveness to assessment area credit needs. The geographic distribution of lending to low- and moderate-income areas and lending to borrowers of different income levels and businesses of different sizes are good. The bank did not make any community development loans within the assessment area.

The Investment Test performance is adequate, and the bank holds an adequate level of qualified community development investments that benefit the assessment area. Through its qualified investments, the bank exhibits adequate responsiveness to credit and community development needs.

The Service Test performance is adequate. As previously noted, the bank no longer operates a branch office within the assessment area, which was closed in March 2022. Consequently, the bank did not provide any community development services that benefit the assessment area during the evaluation.

LENDING TEST

The institution's overall lending performance within this assessment area is considered good. This conclusion is based on the evaluation of the bank's lending activity, the geographic and borrower lending distribution and the level of community development lending while taking into account the bank's market strategy, area demographic data, and aggregate CRA small business and HMDA loan data.

Lending Activity:

The bank's residential mortgage and small business lending within the assessment area represent 77.4% (by number) and 85% (by dollar) of the total loans in the State of North Carolina included in this evaluation. As previously noted, the bank does not currently operate any branch or hold any deposits in this assessment area. According to 2021 aggregate data, the institution ranked 163rd of 720 reporters of mortgage lending with a .02% market share and ranked 44th of 174 reporters of small business loans with a .1% market share. All market share rankings consider originated and purchased loans. Lending activity reflects good responsiveness to assessment area credit needs and is considered good overall.

Geographic Distribution:

The geographic loan distribution within this assessment is considered good for both residential mortgage and small business lending.

Distribution of 2020 and 2021 Home Mortgage Lending By Income Level of Geography															
Assessment Area: Raleigh-Cary, NC															
Geographic Income Level	Bank And Aggregate Loans By Year												Owner Occupied Units %		
	2020						2021								
	Bank		Agg		Bank		Agg		Bank		Agg				
	#	%	#	%	\$(000)	%	\$(000)	%	#	%	#	%		\$(000)	%
Home Purchase Loans															
Low	0	0.0	2.1	0	0.0	1.6	0	0.0	2.8	0	0.0	2.3	2.1		
Moderate	0	0.0	17.3	0	0.0	13.3	0	0.0	18.7	0	0.0	14.1	19.2		
Middle	1	50.0	35.4	707	95.5	31.9	1	33.3	33.7	451	25.5	30.2	34.3		
Upper	1	50.0	45.2	33	4.5	53.2	2	66.7	44.8	1,316	74.5	53.4	44.5		
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0		
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0			
Total	2	100.0	100.0	740	100.0	100.0	3	100.0	100.0	1,767	100.0	100.0	100.0		
Refinance Loans															
Low	0	0.0	1.7	0	0.0	1.4	0	0.0	1.7	0	0.0	1.3	2.1		
Moderate	0	0.0	12.4	0	0.0	9.3	3	37.5	14.8	457	36.8	10.9	19.2		
Middle	1	25.0	30.8	400	33.0	27.1	2	25.0	32.8	156	12.6	29.0	34.3		
Upper	3	75.0	55.1	812	67.0	62.3	3	37.5	50.7	629	50.6	58.9	44.5		
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0		
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0			
Total	4	100.0	100.0	1,212	100.0	100.0	8	100.0	100.0	1,242	100.0	100.0	100.0		
Home Improvement Loans															
Low	0	0.0	1.7	0	0.0	1.3	0	0.0	1.3	0	0.0	1.1	2.1		
Moderate	0	0.0	14.2	0	0.0	10.8	0	0.0	13.7	0	0.0	9.6	19.2		
Middle	0	0.0	31.4	0	0.0	25.5	0	0.0	30.4	0	0.0	25.1	34.3		
Upper	1	100.0	52.7	125	100.0	62.4	1	100.0	54.6	254	100.0	64.2	44.5		
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0		
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0			
Total	1	100.0	100.0	125	100.0	100.0	1	100.0	100.0	254	100.0	100.0	100.0		
Multifamily Loans													Multi-family Units %		
Low	0	0.0	15.3	0	0.0	8.0	0	0.0	21.3	0	0.0	9.8	10.8		
Moderate	0	0.0	37.8	0	0.0	21.7	0	0.0	27.8	0	0.0	22.5	25.6		
Middle	0	0.0	30.6	0	0.0	39.2	0	0.0	30.6	0	0.0	30.1	29.3		
Upper	0	0.0	16.3	0	0.0	31.1	0	0.0	19.4	0	0.0	37.4	34.2		
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.9	0	0.0	0.0	0.0		
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0			
Total	0	0.0	100.0	0	0.0	100.0	0	0.0	100.0	0	0.0	100.0	100.0		
Total Home Mortgage Loans													Owner Occupied Units %		
Low	0	0.0	1.9	0	0.0	1.6	0	0.0	2.1	0	0.0	2.0	2.1		
Moderate	1	6.7	14.5	182	5.2	11.2	5	26.3	16.1	895	19.6	12.6	19.2		
Middle	6	40.0	32.4	1,854	52.9	29.2	4	21.1	32.9	857	18.8	29.4	34.3		
Upper	8	53.3	51.2	1,470	41.9	57.9	10	52.6	48.9	2,815	61.6	56.0	44.5		
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0		
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0			
Total	15	100.0	100.0	3,506	100.0	100.0	19	100.0	100.0	4,567	100.0	100.0	100.0		

Source: 2021 FFIEC Census Data
2011-2015 U.S. Census Bureau: American Community Survey
Note: Percentages may not total 100.0 percent due to rounding.

During 2020, refinance loans were the leading HMDA product by number, followed by home purchase and home improvement loans. Multifamily lending was given less weight due to the limited lending within the assessment area. After considering both demographic and aggregate proxies for demand, the bank’s performance for home refinance, home purchase, home improvement, and multifamily lending is considered very poor.

As reflected in the preceding tables, AUB did not originate any loans in low-income census tracts during 2020, while the aggregate lending level (1.9%) approximates the percentage of owner-occupied housing units located in such tracts (2.1%). AUB’s level of lending in moderate-income census tracts (6.7%) was lower than the level of aggregate lending in such tracts (14.5%) and the percentage of owner-occupied housing units located in such tracts (19.2%). Overall, the bank’s 2020 performance is considered very poor.

During 2021, refinance loans were the leading HMDA product by number, followed by home purchase and home improvement loans. Multifamily lending was given less weight due to the limited lending within the assessment area. After considering both demographic and aggregate proxies for demand, the bank’s performance for home refinance lending is considered excellent, while home purchase and home improvement lending are considered very poor.

As reflected in the preceding tables, AUB did not originate any loans in low-income census tracts during 2021, while the aggregate lending level (2.1%) is identical to the percentage of owner-occupied housing units located in such tracts (2.1%). AUB’s level of lending in moderate-income census tracts (26.3%) was higher than the level of aggregate lending in such tracts (16.1%) and the percentage of owner-occupied housing units located in such tracts (19.2%). Overall, the bank’s 2021 performance is considered excellent.

On a combined basis, considering relevant performance levels and greater weight given to 2021 performance due to a larger dollar volume of lending, overall HMDA lending performance is considered good.

Distribution of 2020 and 2021 Small Business Lending By Income Level of Geography													
Assessment Area: Raleigh-Cary, NC													
Geographic Income Level	Bank And Aggregate Loans By Year												Total Businesses %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	%	%	\$(000)	\$%	\$%	#	%	%	\$(000)	\$%	\$%	
Low	3	3.5	3.9	683	7.1	4.6	2	4.8	3.8	99	2.2	5.4	4.2
Moderate	18	21.2	18.7	2,553	26.6	18.9	7	16.7	19.2	851	18.9	18.5	20.1
Middle	29	34.1	32.2	2,797	29.2	33.8	14	33.3	32.6	1,282	28.4	32.9	32.8
Upper	35	41.2	44.7	3,556	37.1	42.0	18	42.9	43.8	1,324	29.4	42.8	42.8
Unknown	0	0.0	0.1	0	0.0	0.3	1	2.4	0.1	954	21.2	0.3	0.1
Tract-Unk	0	0.0	0.4	0	0.0	0.4	0	0.0	0.5	0	0.0	0.1	
Total	85	100.0	100.0	9,589	100.0	100.0	42	100.0	100.0	4,510	100.0	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.

The bank’s percentage of 2020 small business lending in low-income census tracts (3.5%) approximates the aggregate reporters’ lending level (3.9%) and the percentage of businesses located in such tracts (4.1%). The bank’s percentage of small business lending in moderate-income census tracts (21.2%) is slightly higher than the aggregate lending level (18.7%) and the percentage of businesses located in such tracts (19.8%). Overall, the bank’s small business lending performance during 2020 is considered good, and its performance during 2021 is substantially similar.

Distribution by Borrower Income and Revenue Size of the Business:

The bank’s borrower distribution is considered excellent for small business lending and poor for residential mortgage lending. Within this assessment area, small business lending performance carries the most weight as it accounts for \$14.1 million, compared to residential mortgage lending which accounts for \$8.1 million. Overall, the distribution is good when considering the relative performance and dollar volume of each lending product during the years analyzed.

Distribution of 2020 and 2021 Home Mortgage Lending By Borrower Income Level													
Assessment Area: Raleigh-Cary, NC													
Borrower Income Level	Bank And Aggregate Loans By Year												Families by Family Income %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	%	%	\$(000)	%	%	#	%	%	\$(000)	%	%	
Home Purchase Loans													
Low	0	0.0	7.0	0	0.0	4.0	0	0.0	4.9	0	0.0	2.7	19.9
Moderate	0	0.0	19.7	0	0.0	15.1	0	0.0	15.9	0	0.0	11.8	16.2
Middle	0	0.0	22.1	0	0.0	20.8	1	33.3	2.1	451	25.5	19.3	18.8
Upper	1	50.0	42.4	707	95.5	51.4	1	33.3	44.5	1,224	69.3	52.7	45.1
Unknown	1	50.0	8.7	33	4.5	8.7	1	33.3	13.5	92	5.2	13.4	0.0
Total	2	100.0	100.0	740	100.0	100.0	3	100.0	100.0	1,767	100.0	100.0	100.0
Refinance Loans													
Low	1	25.0	4.4	98	8.1	2.4	1	12.5	6.0	75	6.0	3.3	19.9
Moderate	0	0.0	12.8	0	0.0	9.2	0	0.0	14.8	0	0.0	10.7	16.2
Middle	0	0.0	20.7	0	0.0	18.7	1	12.5	20.6	250	20.1	18.5	18.8
Upper	3	75.0	47.6	1,114	91.9	54.8	3	37.5	43.2	696	56.0	51.6	45.1
Unknown	0	0.0	14.4	0	0.0	14.9	3	37.5	15.3	221	17.8	16.0	0.0
Total	4	100.0	100.0	1,212	100.0	100.0	8	100.0	100.0	1,242	100.0	100.0	100.0
Home Improvement Loans													
Low	0	0.0	5.6	0	0.0	3.2	0	0.0	4.3	0	0.0	2.2	19.9
Moderate	0	0.0	13.2	0	0.0	8.8	0	0.0	12.1	0	0.0	7.3	16.2
Middle	0	0.0	20.3	0	0.0	17.4	0	0.0	17.8	0	0.0	13.6	18.8
Upper	1	100.0	58.1	125	100.0	66.5	1	100.0	62.9	254	100.0	73.6	45.1
Unknown	0	0.0	2.8	0	0.0	4.1	0	0.0	2.9	0	0.0	3.3	0.0
Total	1	100.0	100.0	125	100.0	100.0	1	100.0	100.0	254	100.0	100.0	100.0
Total Home Mortgage Loans													
Low	1	6.7	5.3	98	2.8	3.0	1	5.3	5.5	75	1.6	3.0	19.9
Moderate	1	6.7	14.9	150	4.3	11.3	1	5.3	14.9	250	5.5	11.0	16.2
Middle	3	20.0	20.8	509	14.5	19.3	4	21.1	20.5	1,101	24.1	18.7	18.8
Upper	9	60.0	45.9	2,716	77.5	53.4	9	47.4	45.0	2,828	61.9	52.6	45.1
Unknown	1	6.7	13.1	33	0.9	13.0	4	21.1	14.1	313	6.9	14.7	0.0
Total	15	100.0	100.0	3,506	100.0	100.0	19	100.0	100.0	4,567	100.0	100.0	100.0
Source: 2021 FFIEC Census Data													
2011-2015 U.S. Census Bureau: American Community Survey													
Note: Percentages may not total 100.0 percent due to rounding.													
Multifamily loans are not included in the borrower distribution analysis.													

During 2020, refinance loans were the leading HMDA product by number, followed by home purchase and home improvement loans, respectively. Considering both demographic and aggregate proxies for demand, the bank’s performance for home refinance lending is considered excellent, while home purchase and home improvement lending are considered very poor.

In 2020, the bank’s overall level of HMDA lending to low-income borrowers (6.7%) was slightly higher than the aggregate lending levels to such borrowers (5.3%), both of which were substantially lower than the percentage of low-income families within the assessment area (19.9%). The bank’s lending to moderate-income borrowers (6.7%) was lower than the aggregate lending levels to such borrowers (14.9%) and the percentage of moderate-income families within the area (16.2%). Overall, the bank’s performance during 2020 is considered adequate.

During 2021, refinance loans were the leading HMDA product by number, followed by home purchase and home improvement loans, respectively. Considering both demographic and aggregate proxies for demand, the bank’s performance for home refinance lending is considered adequate, while home purchase and home improvement lending are considered very poor.

In 2021, the bank’s overall level of HMDA lending to low-income borrowers (5.3%) approximates the aggregate lending levels to such borrowers (5.5%), both of which were substantially lower than the percentage of low-income families within the assessment area (19.9%). The bank’s lending to moderate-income borrowers (5.3%) was substantially lower than the aggregate lending levels to such borrowers (14.9%) and the percentage of moderate-income families within the area (16.2%). Overall, the bank’s performance during 2021 is considered poor.

On a combined basis, overall HMDA lending performance is considered poor.

Distribution of 2020 and 2021 Small Business Lending By Revenue Size of Businesses													
Assessment Area: Raleigh-Cary, NC													
	Bank And Aggregate Loans By Year												Total Businesses %
	2020						2021						
	Bank		Agg		Bank		Agg		Bank		Agg		
	#	%	%	\$(000)	%	%	#	%	%	\$(000)	%	%	
By Revenue													
\$1 Million or Less	52	61.2	42.5	3,709	38.7	28.9	26	61.9	46.9	2,131	47.3	31.5	92.9
Over \$1 Million	33	38.8		5,880	61.3		16	38.1		2,379	52.7		6.1
Revenue Unknown	0	0.0		0	0.0		0	0.0		0	0.0		1.0
Total	85	100.0		9,589	100.0		42	100.0		4,510	100.0		100.0
By Loan Size													
\$100,000 or Less	60	70.6	86.8	2,086	21.8	31.7	29	69.0	91.4	1,204	26.7	33.6	
\$100,001 - \$250,000	15	17.6	7.4	2,381	24.8	20.2	11	26.2	4.7	1,844	40.9	18.1	
\$250,001 - \$1 Million	10	11.8	5.8	5,122	53.4	48.1	2	4.8	4.0	1,462	32.4	48.3	
Total	85	100.0	100.0	9,589	100.0	100.0	42	100.0	100.0	4,510	100.0	100.0	
By Loan Size and Revenues \$1 Million or Less													
\$100,000 or Less	44	84.6		1,133	30.5		23	88.5		837	39.3		
\$100,001 - \$250,000	4	7.7		641	17.3		2	7.7		340	16.0		
\$250,001 - \$1 Million	4	7.7		1,935	52.2		1	3.8		954	44.8		
Total	52	100.0		3,709	100.0		26	100.0		2,131	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.													

D&B data from 2020 indicates that 92.7% of all local businesses have revenues that do not exceed \$1 million per year. Of the total volume of small business loans considered in the evaluation, none involved loans for which revenues were unknown, and 61.2% were to businesses with revenues of \$1 million or less, while 42.5% of the aggregate lending level were to businesses with revenues of \$1 million or less. The bank's 2020 borrower distribution performance of lending to businesses with revenues of \$1 million or less is considered excellent, and its performance in 2021 is substantially similar.

Community Development Loans:

Opportunities for community development lending are extensively available within the Raleigh-Cary, NC assessment area; however, when considering the bank's capacity, market position, and business strategy, the bank faces limiting constraints in extending community development loans within the assessment area. Specifically, the bank closed its single branch location within this assessment area in March 2022. Consequently, the bank did not extend or renew any community development loans within this assessment area during the review period. To the extent that AUB made loans that facilitate community development, such loans have already been reported as small business, small farm, or HMDA loans and cannot also be reported as community development loans.

INVESTMENT TEST

Despite the bank's decision to close its only branch office within this assessment area in March 2022, the bank holds an adequate level of qualified community development investments that benefit the assessment area. AUB holds two qualified investments that directly benefit the Raleigh-Cary, NC assessment area totaling \$680,729 for the evaluation period. Investments that benefit this assessment area include:

- \$656,152 equity investment in CAHEC Equity Fund 23, a community development organization that develops affordable housing for low- and moderate-income individuals and families. This investment is earmarked to specifically benefit the Raleigh-Cary, NC assessment area.
- \$24,577 equity investment in Plexus Fund IV-C, an SBIC fund that provides capital to lower-middle market small businesses. This investment is earmarked to specifically benefit the Raleigh-Cary, NC assessment area.

AUB's Investment Test performance in the Raleigh-Cary, NC assessment area is considered adequate.

SERVICE TEST

Within the assessment area, AUB's performance under the Service Test is considered adequate. As previously noted, the bank no longer operates a branch office within the assessment area, which was closed in March 2022. Prior to its closing, the single branch office was located in an upper-income census tract. Additionally, the bank did not provide any community development services that benefit the assessment area. The limited number of staff within the single branch, as well as the timing between the previous evaluation and the closing of the branch office (approximately ten months) are important elements of performance context for evaluating the bank's Service Test performance within this assessment area.

Retail Services:

During the evaluation period, AUB operated one full-service branch in the assessment area, which was located in an upper-income census tract. While the bank no longer operates a branch office within this assessment area, delivery systems were accessible to all portions of the assessment area. ATMs were available and, through a network, provided customers with 24-hour nationwide access. Bank-by-mail, online banking, 24-hour telephone banking, and mobile banking services are also offered by the institution, which are accessible within this assessment area. Additionally, the bank's business hours and services offered did not vary in a way that inconvenienced low- or moderate-income geographies or individuals within the area.

AUB operated one full-service branch office in the Raleigh-Cary, NC assessment area, which was located in an upper-income census tract during the year it was closed (2022). Although the branch was not located within a low- or moderate-income census tract, it was in proximity (within five miles) to seven moderate-income census tracts within the assessment area.

Community Development Services:

During the evaluation period, the bank and its employees did not provide any community development services within the Raleigh-Cary, NC assessment area. As previously noted, the limited number of staff within the single branch, as well as the timing between the previous evaluation and the closing of the branch office (approximately ten months) are important elements of performance context for this assessment area.

NONMETROPOLITAN STATEWIDE AREA

FULL-SCOPE REVIEW

DESCRIPTION OF INSTITUTION'S OPERATIONS IN CHOWAN, NC NONMSA ASSESSMENT AREA

AUB operates one branch within the assessment area, which is located in a nonmetropolitan area near the eastern coast of North Carolina, and is currently comprised of Bertie, Chowan, Hertford, Tyrell, and Washington Counties; however, prior to 2022, the bank did not include Bertie and Hertford Counties in the assessment area delineation.

Based on 2015 ACS data, the assessment area has a total population of 31,476 and a median housing value of \$99,519. Within the assessment area, the owner-occupancy rate is 54.9%, which is slightly higher than the owner-occupancy rate for nonmetropolitan areas in North Carolina (52.8%) and approximates the owner-occupancy rate for the State of North Carolina (55.7%). The percentage of families living below the poverty level in the assessment area (18.6%) is slightly higher than the level in nonmetropolitan areas (16.3%) and substantially higher than the rate for the State of North Carolina (12.8%). Within Washington County, three census tracts are designated as distressed middle-income tracts due to poverty and unemployment, with 23% of the households living below the poverty level.

Median family incomes for nonmetropolitan North Carolina areas are detailed in the table below.

Median Family Income	2020	2021
North Carolina Nonmetropolitan Areas	\$53,700	\$55,300

As indicated in the preceding table, median family income for nonmetropolitan North Carolina areas increased slightly between 2020 and 2021. The following table provides family and household demographic information for the assessment area, as well as the tract and owner-occupied housing unit distribution by tract income level. The table also provides D&B business data.

2021 Chowan, NC NonMSA AA Demographics								
Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income	
	#	%	#	%	#	%	#	%
Low	0	0.0	0	0.0	0	0.0	2,054	24.4
Moderate	2	28.6	2,395	28.5	579	24.2	1,593	18.9
Middle	5	71.4	6,016	71.5	985	16.4	1,442	17.1
Upper	0	0.0	0	0.0	0	0.0	3,322	39.5
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
Total AA	7	100.0	8,411	100.0	1,564	18.6	8,411	100.0
	Housing Units by Tract	Housing Type by Tract						
		Owner-occupied			Rental		Vacant	
		#	% by tract	% by unit	#	% by unit	#	% by unit
Low	0	0	0.0	0.0	0	0.0	0	0.0
Moderate	4,778	2,123	24.6	44.4	1,519	31.8	1,136	23.8
Middle	10,946	6,513	75.4	59.5	2,479	22.6	1,954	17.9
Upper	0	0	0.0	0.0	0	0.0	0	0.0
Unknown	0	0	0.0	0.0	0	0.0	0	0.0
Total AA	15,724	8,636	100.0	54.9	3,998	25.4	3,090	19.7
	Total Businesses by Tract		Businesses by Tract & Revenue Size					
			Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported	
			#	%	#	%	#	%
Low	0	0.0	0	0.0	0	0.0	0	0.0
Moderate	390	35.4	355	35.1	22	31.9	13	56.5
Middle	713	64.6	656	64.9	47	68.1	10	43.5
Upper	0	0.0	0	0.0	0	0.0	0	0.0
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
Total AA	1,103	100.0	1,011	100.0	69	100.0	23	100.0
Percentage of Total Businesses:				91.7		6.3		2.1
	Total Farms by Tract		Farms by Tract & Revenue Size					
			Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported	
			#	%	#	%	#	%
Low	0	0.0	0	0.0	0	0.0	0	0.0
Moderate	29	20.9	28	21.9	1	9.1	0	0.0
Middle	110	79.1	100	78.1	10	90.9	0	0.0
Upper	0	0.0	0	0.0	0	0.0	0	0.0
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
Total AA	139	100.0	128	100.0	11	100.0	0	0.0
Percentage of Total Farms:				92.1		7.9		0.0

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.

The following chart depicts government and private sector employees by industry for the assessment area. A large portion of area employment for residents comes from government, as well as manufacturing and retail.

Chowan, NC NonMSA Employees by Industry												
	2019 - Q3	2019 - Q4	2020 - Q1	2020 - Q2	2020 - Q3	2020 - Q4	2021 - Q1	2021 - Q2	2021 - Q3	2021 - Q4	2022 - Q1	2022 - Q2
Government												
Government Total, all industries	5,361	5,757	5,767	5,255	3,900*	4,156*	5,243	5,262	5,094	5,375	5,283	5,279
Private Sector												
Private Sector Total, all industries	18,058	18,167	17,740	17,178	17,406	17,688	17,529	17,072	16,994	17,491	17,216	17,346
Agriculture, forestry, fishing and hunting	703*	644*	615*	695*	671*	616*	596*	972	995	908	858	918
Mining, quarrying, and oil and gas extraction	0*	0*	0*	0*	0*	0*	0*	0	0	0	0	0
Utilities	0*	0*	0*	0*	0*	0*	0*	0*	0*	0*	0*	0*
Construction	631*	660*	556*	525*	507*	572*	593*	565*	478*	585*	627*	519*
Manufacturing	2,134*	2,290*	2,101*	2,076*	2,048*	2,245*	2,196*	2,190*	2,098*	2,138*	2,300*	2,213*
Wholesale trade	781*	814*	793*	804*	781*	806*	809*	821*	819*	849*	870*	828*
Retail Trade	2,723	2,741	2,737	2,741	2,767	2,830	2,779	2,805	2,800	2,878	2,821	2,845
Transportation and warehousing	382*	440*	339*	277*	288*	347*	324*	288*	289*	364*	307*	285*
Information	77*	65*	86*	59*	70*	74*	76*	78*	75*	77*	99*	101*
Finance and insurance	393	370*	306*	370*	371*	310*	303*	381	372	309*	320*	372
Real estate and rental and leasing	115*	124*	118*	117*	127*	119*	117*	118*	114*	104*	104*	114*
Professional and technical services	334*	301*	307*	298*	295*	294*	307*	306*	309*	309*	315*	332*
Management of companies and enterprises	5*	8*	7*	5*	6*	7*	6*	0*	7*	0*	6*	7*
Administrative and waste services	681*	655*	733*	732*	662*	699*	694*	427*	393*	405*	476*	439*
Educational services	0*	0*	0*	0*	0*	0*	0*	0*	0*	0*	0*	0*
Health care and social assistance	0*	0*	0*	0*	0*	0*	0*	0*	0*	0*	0*	0*
Arts, entertainment, and recreation	99*	63*	69*	60*	82*	67*	74*	58*	58*	36*	35*	49*
Accommodation and food services	598*	594*	565*	516*	580*	892*	854*	530*	831*	573*	545*	580*
Other services, except public administration	411*	185*	221*	204*	207*	221*	285*	522	331*	484*	457	473
Public administration	0	0	0	0	0	0	0	0	0	0	0	0
Unclassified	0	0	0	0								

Source: Bureau of Labor Statistics(BLS), Quarterly Census of Employment and Wages
* indicates that some or all of the data for this category was suppressed for confidentiality reasons

Recent and historical unemployment rates since the previous evaluation are included in the following table.

Chowan, NC NonMSA Unemployment Rates			
Area	2020	2021	2022
Chowan, NC NonMSA Assessment Area	7.2%	6.0%	4.9%*
Bertie County, NC	6.3%	6.1%	4.9%
Chowan County, NC	6.0%	5.1%	4.0%
Hertford County, NC	6.8%	6.6%	5.1%
Tyrrell County, NC	9.2%	6.9%	5.2%
Washington County, NC	8.0%	7.0%	5.1%
NonMSA North Carolina	7.4%	5.5%	4.1%
North Carolina	7.2%	4.9%	3.7%

Source: Bureau of Labor Statistics(BLS), Local Area Unemployment Statistics
* 2022 assessment area unemployment rate includes Bertie and Hertford Counties, which are not included in the 2020 and 2021 assessment area rates

Unemployment rates across the assessment area decreased between 2020 and 2022; however, the majority of counties have unemployment rates that are higher than the rates for the State of North Carolina and nonmetropolitan North Carolina areas.

Chowan, NC NonMSA Median Family Income Change			
Area	2015 Median Family Income	2020 Median Family Income	Percent Change
Chowan, NC NonMSA Assessment Area (w/ Bertie and Hertford Counties)	\$46,446	\$50,767	9.3%
Chowan, NC NonMSA Assessment Area (w/out Bertie and Hertford Counties)	\$48,186	\$51,334	6.5%
Bertie County, NC	\$44,729	\$48,806	9.1%
Chowan County, NC	\$50,697	\$54,538	7.6%
Hertford County, NC	\$45,099	\$53,174	17.9%
Tyrrell County, NC	\$39,490	\$52,016	31.7%
Washington County, NC	\$48,064	\$47,385	-1.4%
NonMSA North Carolina	\$51,588	\$57,962	12.4%
North Carolina	\$63,212	\$70,978	12.3%

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

As noted in the preceding table, the majority of counties/cities denote an increase in median family income within the assessment area during the evaluation period, while Washington County experienced a decrease in median family income of 1.4%.

Chowan, NC NonMSA Housing Cost Burden						
Area	Cost Burden - Renters			Cost Burden - Owners		
	Low Income	Moderate Income	All Renters	Low Income	Moderate Income	All Owners
Chowan, NC NonMSA Assessment Area (w/ Bertie and Hertford Counties)	61.5%	29.3%	37.7%	59.2%	30.9%	23.0%
Chowan, NC NonMSA Assessment Area (w/out Bertie and Hertford Counties)	58.8%	42.6%	37.2%	59.6%	30.9%	23.3%
Bertie County, NC	56.3%	7.2%	31.6%	58.6%	34.6%	26.3%
Chowan County, NC	52.1%	13.8%	28.6%	55.6%	44.1%	24.7%
Hertford County, NC	69.4%	37.6%	42.4%	59.5%	26.9%	19.3%
Tyrrell County, NC	35.1%	44.8%	28.5%	79.2%	16.3%	26.6%
Washington County, NC	70.7%	60.5%	50.3%	57.0%	22.1%	20.5%
NonMSA North Carolina	66.5%	30.1%	39.6%	51.8%	27.7%	19.7%
North Carolina	73.3%	37.7%	41.4%	56.4%	30.0%	18.7%

Cost Burden is housing cost that equals 30 percent or more of household income

Source: U.S. Department of Housing and Urban Development (HUD), 2015-2019 Comprehensive Housing Affordability Strategy

A local government official was contacted during the evaluation to assist in evaluating the bank's CRA performance and to discuss local economic conditions and community credit needs within the Chowan, NC NonMSA assessment area. The contact is responsible for overseeing and administering the municipality in Edenton, NC, which includes town planning and development, zoning, infrastructure management and grant writing. The official noted that given the size and limited resources in Chowan County, economic development for the county is managed by a local nonprofit that works with the local government and area businesses.

The official stated that low- and moderate-income individuals are struggling to remain in the area due to the rising home prices, which he attributed to inflation as well demand spurred by the area's proximity to the beach. The contact mentioned that private investment is integral to the community and private businesses have been the primary source of funding for local economic development projects. The official also noted that the area needs additional multifamily affordable housing developments; however, the current land-use plan limits most development to single-family detached housing. The government official also stated that while there are many bank leaders involved in the community, there are many opportunities for financial institutions to participate in the credit needs of the local area by providing capital and credit to organizations that support and promote community and economic development as well as affordable housing. The contact is unaware of any discriminatory activity by financial institutions in the area.

AUB holds a strong deposit market share within the assessment area (7th of 12 banks operating within the assessment area) having 7.2% of all FDIC-insured deposits as of June 30, 2022. Overall, there is limited opportunity for community development loans and investments within the market area. Despite the limited opportunities for community development activities, the bank faces no significant constraints in taking advantage of all available community development opportunities. AUB serves the assessment area through its array of banking services and products, which includes community development investments and services that benefit low- and moderate-income borrowers and areas, and small businesses.

CONCLUSIONS WITH RESPECT TO PERFORMANCE TESTS:

The bank's Lending Test performance in the Chowan, NC NonMSA assessment area is adequate. Lending levels show good responsiveness to assessment area credit needs. The geographic distribution of lending to low- and moderate-income areas is excellent, while lending to borrowers of different income levels and businesses of different sizes is adequate. The bank did not make any community development loans within the assessment area.

The Investment Test performance is adequate, and the bank holds an adequate level of qualified community development investments that benefit the assessment area. Through its qualified investments, the bank exhibits adequate responsiveness to credit and community development needs.

The Service Test performance is adequate. The bank's delivery systems are accessible to all portions of the assessment area. Since the previous evaluation, the bank has not opened or closed any branch offices within this assessment area. Business hours and services do not vary in a way that inconveniences any particular individual or area. Further, the bank did not provide any community development services that benefit the assessment area.

LENDING TEST

The institution's overall lending performance within this assessment area is considered adequate. This conclusion is based on the evaluation of the bank's lending activity, the geographic and borrower lending distribution and the level of community development lending while taking into account the bank's market strategy, area demographic data, and aggregate CRA small business and HMDA loan data.

Lending Activity:

The bank's residential mortgage and small business lending within the assessment area accounts for 22.6% (by number) and 15% (by dollar) of the state volume. Since the closing of its Raleigh-Cary, NC assessment area branch, the single branch office in this assessment area is the only branch office within the State of North Carolina. As of June 30, 2022, AUB ranked 7th out of 12 financial institutions in deposit market share with 7.2% of the area's available FDIC-insured deposits (excluding credit union deposits). According to 2021 aggregate data, the institution ranked 20th of 139 reporters of mortgage lending with a 0.2% market share and ranked 10th of 51 reporters of small business loans with a 2.9% market share. All market share rankings consider originated and purchased loans. Lending activity reflects good responsiveness to assessment area credit needs and is considered good overall.

Geographic Distribution:

The geographic loan distribution within this assessment is considered good for residential mortgage and excellent for small business lending. Within this assessment area, AUB’s small business lending performance carries the most weight, as it accounts for \$2.9 million, compared to residential mortgage lending which accounts for \$1 million. Overall, the distribution is excellent when considering the relative performance and dollar volume of each lending product during the years analyzed.

Distribution of 2020 and 2021 Home Mortgage Lending By Income Level of Geography													
Assessment Area: Chowan, NC NonMSA													
Geographic Income Level	Bank And Aggregate Loans By Year												Owner Occupied Units %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	%	%	\$(000)	\$ %	\$ %	#	%	%	\$(000)	\$ %	\$ %	
Home Purchase Loans													
Low	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	37.0	0	0.0	40.8	0	0.0	42.0	0	0.0	43.5	24.6
Middle	0	0.0	63.0	0	0.0	59.2	0	0.0	58.0	0	0.0	56.5	75.4
Upper	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	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
Total	0	0.0	100.0	0	0.0	100.0	0	0.0	100.0	0	0.0	100.0	100.0
Refinance Loans													
Low	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Moderate	2	100.0	36.3	727	100.0	38.3	0	0.0	28.2	0	0.0	31.3	24.6
Middle	0	0.0	63.7	0	0.0	61.7	1	100.0	71.8	74	100.0	68.7	75.4
Upper	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	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
Total	2	100.0	100.0	727	100.0	100.0	1	100.0	100.0	74	100.0	100.0	100.0
Home Improvement Loans													
Low	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	20.6	0	0.0	27.1	0	0.0	35.3	0	0.0	36.5	24.6
Middle	1	100.0	79.4	30	100.0	72.9	1	100.0	64.7	49	100.0	63.5	75.4
Upper	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	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
Total	1	100.0	100.0	30	100.0	100.0	1	100.0	100.0	49	100.0	100.0	100.0
Multifamily Loans													Multi-family Units %
Low	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	0.0	0.0	0	0.0	100.0	0	0.0	100.0	66.1
Middle	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	33.9
Upper	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	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	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	0.0	0.0	0	0.0	100.0	0	0.0	100.0	100.0
Total Home Mortgage Loans													Owner Occupied Units %
Low	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Moderate	2	40.0	35.3	727	80.9	38.9	0	0.0	34.8	0	0.0	38.1	24.6
Middle	3	60.0	64.7	172	19.1	61.1	2	100.0	65.2	123	100.0	61.9	75.4
Upper	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	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
Total	5	100.0	100.0	899	100.0	100.0	2	100.0	100.0	123	100.0	100.0	100.0

Source: 2021 FFIEC Census Data

2011-2015 U.S. Census Bureau: American Community Survey

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

During 2020, refinance loans were the leading HMDA product by number, followed by home improvement loans. Home purchase and multifamily lending were limited, and the performances were given less weight. There are no low-income census tracts in this assessment area during 2020 and 2021. After considering both demographic and aggregate proxies for demand, the bank’s performance for home refinance lending is excellent and home improvement lending is very poor.

As previously noted, there are no low-income census tracts within the Chowan, NC NonMSA assessment area. AUB’s HMDA lending in moderate-income census tracts (40%) is slightly higher than the aggregate lending level (35.3%) and is substantially higher than the percentage of owner-occupied housing units located in such tracts (24.4%) and is considered good. Overall, the bank’s 2020 performance is considered good.

During 2021, refinance loans were the leading HMDA product by number, followed by home improvement loans. Home purchase and multifamily lending were limited, and the performances were given less weight. After considering both demographic and aggregate proxies for demand, the bank’s performance for home refinance and home improvement lending is very poor; however, this is based on one loan extended of each loan-type category in a middle-income geography.

The bank did not extend any residential mortgage loans in moderate-income census tracts during 2021, while aggregate lenders reported 34.8% of their loans in such tracts. Overall, the bank’s 2021 performance is considered very poor.

On a combined basis, AUB’s HMDA lending performance is considered good. This conclusion gives much greater weight to 2020 lending considering the substantially larger dollar volume of lending.

Distribution of 2020 and 2021 Small Business Lending By Income Level of Geography													
Assessment Area: Chowan, NC NonMSA													
Geographic Income Level	Bank And Aggregate Loans By Year												Total Businesses %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	%	%	\$(000)	%	%	#	%	%	\$(000)	%	%	
Low	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Moderate	10	50.0	35.4	1,132	50.8	33.1	11	61.1	34.6	439	69.4	39.3	35.4
Middle	10	50.0	63.8	1,098	49.2	66.2	7	38.9	65.0	194	30.6	60.7	64.6
Upper	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	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.8	0	0.0	0.7	0	0.0	0.4	0	0.0	0.0	
Total	20	100.0	100.0	2,230	100.0	100.0	18	100.0	100.0	633	100.0	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.

The bank’s percentage of 2020 small business lending in moderate-income census tracts (50%) is substantially higher than the aggregate lending level (35.4%), which approximates the percentage of businesses located in such tracts (36%). Overall, the bank’s small business lending performance during 2020 is considered excellent, and its performance during 2021 is substantially similar.

Distribution by Borrower Income and Revenue Size of the Business:

The bank’s borrower distribution is considered very poor for residential mortgage lending and excellent for small business lending in the Chowan, NC NonMSA assessment area. Within this assessment area, small business lending performance carries the most weight, as it accounts for \$2.9 million, compared to residential mortgage lending which accounts for \$1 million. Overall, the distribution is adequate when considering the relative performance and dollar volume of each lending product during the years analyzed.

Distribution of 2020 and 2021 Home Mortgage Lending By Borrower Income Level													
Assessment Area: Chowan, NC NonMSA													
Borrower Income Level	Bank And Aggregate Loans By Year												Families by Family Income %
	2020						2021						
	Bank		Agg		Bank		Agg		Bank		Agg		
	#	# %	# %	\$(000)	\$ %	\$ %	#	# %	# %	\$(000)	\$ %	\$ %	
Home Purchase Loans													
Low	0	0.0	3.3	0	0.0	1.2	0	0.0	3.2	0	0.0	1.1	24.4
Moderate	0	0.0	14.2	0	0.0	9.9	0	0.0	11.6	0	0.0	7.0	18.9
Middle	0	0.0	20.3	0	0.0	16.1	0	0.0	21.5	0	0.0	16.3	17.1
Upper	0	0.0	53.7	0	0.0	65.1	0	0.0	51.9	0	0.0	64.0	39.5
Unknown	0	0.0	8.5	0	0.0	7.7	0	0.0	11.9	0	0.0	11.6	0.0
Total	0	0.0	100.0	0	0.0	100.0	0	0.0	100.0	0	0.0	100.0	100.0
Refinance Loans													
Low	0	0.0	2.5	0	0.0	0.9	0	0.0	2.4	0	0.0	1.0	24.4
Moderate	0	0.0	5.3	0	0.0	2.3	0	0.0	11.9	0	0.0	7.2	18.9
Middle	0	0.0	12.7	0	0.0	8.1	0	0.0	16.8	0	0.0	12.6	17.1
Upper	2	100.0	58.7	727	100.0	66.6	0	0.0	51.5	0	0.0	58.9	39.5
Unknown	0	0.0	20.8	0	0.0	22.1	1	100.0	17.3	74	100.0	20.4	0.0
Total	2	100.0	100.0	727	100.0	100.0	1	100.0	100.0	74	100.0	100.0	100.0
Home Improvement Loans													
Low	0	0.0	0.0	0	0.0	0.0	0	0.0	2.9	0	0.0	5.0	24.4
Moderate	0	0.0	5.9	0	0.0	5.9	0	0.0	5.9	0	0.0	7.0	18.9
Middle	0	0.0	17.6	0	0.0	9.7	0	0.0	20.6	0	0.0	14.4	17.1
Upper	1	100.0	73.5	30	100.0	79.0	1	100.0	67.6	49	100.0	68.6	39.5
Unknown	0	0.0	2.9	0	0.0	5.4	0	0.0	2.9	0	0.0	5.0	0.0
Total	1	100.0	100.0	30	100.0	100.0	1	100.0	100.0	49	100.0	100.0	100.0
Total Home Mortgage Loans													
Low	0	0.0	2.7	0	0.0	1.0	0	0.0	3.0	0	0.0	1.2	24.4
Moderate	0	0.0	9.9	0	0.0	6.4	0	0.0	11.1	0	0.0	7.0	18.9
Middle	0	0.0	16.2	0	0.0	12.3	0	0.0	19.1	0	0.0	14.4	17.1
Upper	5	100.0	55.9	899	100.0	64.9	1	50.0	52.4	49	39.8	62.2	39.5
Unknown	0	0.0	15.3	0	0.0	15.3	1	50.0	14.3	74	60.2	15.2	0.0
Total	5	100.0	100.0	899	100.0	100.0	2	100.0	100.0	123	100.0	100.0	100.0
Source: 2021 FFIEC Census Data													
2011-2015 U.S. Census Bureau: American Community Survey													
Note: Percentages may not total 100.0 percent due to rounding.													
Multifamily loans are not included in the borrower distribution analysis.													

During 2020, refinance loans were the leading HMDA product by number, followed by home improvement loans. Home purchase and multifamily lending were limited, and the performances were given less weight. Considering both demographic and aggregate proxies for demand, the bank’s performance for home refinance and home improvement lending is considered very poor.

In 2020, the bank did not extend any residential mortgage loans to low-income borrowers, while aggregate lenders reported 2.7% of their loans to such borrowers, which was substantially lower than the percentage of low-income families within the assessment area (24.4%). Similarly, the bank did not report extending any residential mortgage loans to moderate-income borrowers, while aggregate lenders reported 9.9% of their loans to such borrowers, which was substantially lower than the percentage of moderate-income families within the assessment area (18.9). Overall, the bank’s performance during 2020 is considered very poor, and its performance during 2021 is substantially similar.

Distribution of 2020 and 2021 Small Business Lending By Revenue Size of Businesses													
Assessment Area: Chowan, NC NonMSA													
	Bank And Aggregate Loans By Year												Total Businesses %
	2020						2021						
	Bank		Agg		Bank		Agg		Bank		Agg		
	#	%	%	\$(000)	%	%	#	%	%	\$(000)	%	%	
By Revenue													
\$1 Million or Less	15	75.0	44.6	639	28.7	26.2	15	83.3	51.0	564	89.1	34.6	91.7
Over \$1 Million	5	25.0		1,591	71.3		2	11.1		66	10.4		6.3
Revenue Unknown	0	0.0		0	0.0		1	5.6		3	0.5		2.1
Total	20	100.0		2,230	100.0		18	100.0		633	100.0		100.0
By Loan Size													
\$100,000 or Less	16	80.0	84.4	448	20.1	29.7	17	94.4	87.4	484	76.5	27.4	
\$100,001 - \$250,000	2	10.0	9.8	368	16.5	23.8	1	5.6	6.8	149	23.5	20.3	
\$250,001 - \$1 Million	2	10.0	5.8	1,414	63.4	46.6	0	0.0	5.8	0	0.0	52.3	
Total	20	100.0	100.0	2,230	100.0	100.0	18	100.0	100.0	633	100.0	100.0	
By Loan Size and Revenues \$1 Million or Less													
\$100,000 or Less	13	86.7		271	42.4		14	93.3		415	73.6		
\$100,001 - \$250,000	2	13.3		368	57.6		1	6.7		149	26.4		
\$250,001 - \$1 Million	0	0.0		0	0.0		0	0.0		0	0.0		
Total	15	100.0		639	100.0		15	100.0		564	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.

D&B data from 2020 indicates that 91.5% of all local businesses have revenues that do not exceed \$1 million per year. Of the total volume of small business loans considered in the evaluation, none involved loans for which revenues were unknown, and 75% were to businesses with revenues of \$1 million or less, while 44.6% of the aggregate lending level were to businesses with revenues of \$1 million or less. The bank’s 2020 borrower distribution performance of lending to businesses with revenues of \$1 million or less is considered excellent, and its performance during 2021 is substantially similar. Overall, AUB’s borrower distribution performance for small business lending is considered excellent.

Community Development Loans:

Opportunities for community development lending are limited within the Chowan, NC NonMSA assessment area. When considering the bank’s capacity, market position, and business strategy, the bank faces no constraints in extending community development loans within the assessment area. During the evaluation period, AUB did not extend or renew any community development loans that directly benefit the assessment area. To the extent that AUB made loans that facilitate community development, such loans have already been reported as small business, small farm, or HMDA loans and cannot also be reported as community development loans.

INVESTMENT TEST

Overall, AUB has an adequate level of qualified community development investments that directly benefits the Chowan, NC NonMSA assessment area for the evaluation period including one qualified equity investment in Community Capital Management Impact Bond Fund (CRAIX). The bond for financing economic development activities totals \$46,276.

AUB's Investment Test performance in the Chowan, NC NonMSA assessment area is considered adequate.

SERVICE TEST

Within the assessment area, AUB's performance under the Service Test is considered adequate. Systems for delivering retail banking services are accessible to all portions of the assessment area, including moderate-income areas, and do not vary in a way that inconveniences low- and moderate-income individuals or areas within the assessment area. Additionally, the bank has not provided any qualified services to community development organizations that directly benefit this area because of limited staff and limited community development opportunities. The bank has not opened or closed any branch offices within this assessment area since the previous evaluation.

Retail Services:

Delivery systems are accessible to all portions of the assessment area. ATMs are available and, through a network, provide customers with 24-hour nationwide access. Bank-by-mail, online banking, and mobile banking services are also offered by the institution. In addition, AUB provides customers with 24-hour telephone access to their accounts through an automated system. Additionally, the bank's business hours and services offered do not vary in a way that inconveniences low- or moderate-income geographies or individuals within the area.

AUB operates one full-service branch in the assessment area, which is located in a moderate-income census tract. The geographic distribution of the branch location is outstanding when considering that 28.8% of the assessment area's households reside in moderate-income census tracts. The branch location is considered convenient and does not adversely affect the accessibility of its delivery systems, particularly to moderate-income geographies. As previously noted, the bank did not open or close any branch offices within the assessment area since the previous evaluation.

Community Development Services:

During the evaluation period, the bank and its employees did not provide any community development services within the Chowan, NC NonMSA assessment area. The limited number of staff within the single branch, as well as the limited availability of community development opportunities within the area, are important elements of performance context for this assessment area.

STATE OF MARYLAND

CRA RATING FOR MARYLAND⁴: Satisfactory

The Lending Test is rated: High Satisfactory
The Investment Test is rated: Low Satisfactory
The Service Test is rated: High Satisfactory

Major factors supporting the rating include:

- Lending activity reflects a good responsiveness to community credit needs given the bank's capacity within a relatively competitive market.
- Geographic and borrower distribution performance are considered excellent overall.
- Overall, the bank exhibits an excellent record of serving the credit needs of low-income individuals and areas and very small businesses.
- The bank did not make any community development loans within the assessment area during the review period.
- AUB holds an adequate level of qualified investments that benefits its assessment area within the State of Maryland, exhibiting adequate responsiveness to community development needs, and it makes occasional use of innovative and/or complex investments to support community development initiatives.
- Delivery systems and branch locations are accessible to all segments of the assessment area. Since the previous evaluation, the bank closed one branch office within the assessment area, which was located in an upper-income census tract and does not adversely affect the accessibility of its delivery systems. Bank services and branch hours do not vary in a way that inconveniences low- and moderate-income people or census tracts within its assessment areas.
- The bank and its employees provide an adequate level of community development services within the assessment areas.

SCOPE OF EXAMINATION

The Lending Test review considered residential mortgage (HMDA), small business, and small farm loans (CRA), originated or purchased, from January 1, 2020, through December 31, 2021. Small farm loans were excluded from further analysis given the limited volume of originations during the review period. Community development loans made during this evaluation period, and qualified community development services provided during the review period, were considered. All qualified investments extended during the review period or funded as of the evaluation date, regardless of when made, were also considered.

The State of Maryland accounts for 0.6%, 0.9%, and 0.6% of the institution's overall lending by number of loans, branches, and deposit volume, respectively. Performance in the State of Maryland was evaluated by applying the full-scope interagency examination procedures to the Salisbury, MD assessment area, which is the bank's only delineated assessment area within the State of Maryland.

⁴ For institutions with branches in two or more states in a multistate metropolitan area, this statewide evaluation is adjusted and does not reflect performance in the parts of those states contained within the multistate metropolitan area. Refer to the multistate metropolitan area rating and discussion for the rating and evaluation of the institution's performance in that area.

DESCRIPTION OF INSTITUTION'S OPERATIONS IN THE STATE OF MARYLAND

The Salisbury, MD assessment area is located in southeastern Maryland and encompasses a portion of the Salisbury, MD-DE MSA. The assessment area was previously comprised of Somerset, Wicomico, and Worcester Counties; however, on March 1, 2022, AUB closed one branch location in Wicomico County, which was located in an upper-income census tract and removed the county from its assessment area delineation. The current assessment area delineation contains six low- and moderate-income census tracts. The bank's single branch office in this assessment area is located in a moderate-income census tract. According to FDIC deposit data as of June 30, 2022, AUB's branch office accounts for approximately 3.4% of the bank's total deposits.

Based on 2015 ACS data, the 2021 assessment area as delineation, the assessment area has a total population of 178,681, including 43,154 families. A majority of the families continue to be middle- and upper-income (20.1% and 40.5%, respectively), while low- and moderate-income families each comprise 22.1% and 17.3% of the total, respectively. Within the assessment area, the owner-occupancy rate is 40.6%, which is lower than the rate for the broader Salisbury, MD-DE MSA (45.3%) and substantially lower than the rate for the entire State of Maryland (60.1%). The percentage of families living in poverty in the assessment area is 11.1%, which is higher than the rate for the broader MSA (9.8%) and the State of Maryland (7%). The Salisbury, MD-DE MSA median family income during 2020 and 2021 equaled \$74,400 and \$74,100, respectively. The following table provides family and household demographic information for the assessment area, as well as the tract and owner-occupied housing unit distribution by tract income level. The table also provides D&B business data.

2021 Salisbury, MD AA Demographics								
Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income	
	#	%	#	%	#	%	#	%
Low	1	2.3	867	2.0	303	34.9	9,549	22.1
Moderate	9	20.5	9,060	21.0	1,849	20.4	7,455	17.3
Middle	18	40.9	18,885	43.8	1,824	9.7	8,688	20.1
Upper	12	27.3	14,333	33.2	825	5.8	17,462	40.5
Unknown	4	9.1	9	0.0	0	0.0	0	0.0
Total AA	44	100.0	43,154	100.0	4,801	11.1	43,154	100.0
Housing Units by Tract	Housing Type by Tract							
	Owner-occupied				Rental		Vacant	
	#	% by tract	% by unit	#	% by unit	#	% by unit	
Low	1,790	709	1.6	39.6	601	33.6	480	26.8
Moderate	18,576	6,281	14.2	33.8	8,966	48.3	3,329	17.9
Middle	49,287	20,537	46.5	41.7	8,900	18.1	19,850	40.3
Upper	38,946	16,588	37.6	42.6	3,553	9.1	18,805	48.3
Unknown	16	9	0.0	56.3	3	18.8	4	25.0
Total AA	108,615	44,124	100.0	40.6	22,023	20.3	42,468	39.1
Total Businesses by Tract	Businesses by Tract & Revenue Size							
			Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported	
	#	%	#	%	#	%	#	%
Low	93	1.1	79	1.0	11	1.8	3	3.1
Moderate	1,315	15.8	1,184	15.6	112	18.2	19	19.6
Middle	4,230	50.8	3,830	50.4	349	56.6	51	52.6
Upper	2,675	32.2	2,506	33.0	145	23.5	24	24.7
Unknown	6	0.1	6	0.1	0	0.0	0	0.0
Total AA	8,319	100.0	7,605	100.0	617	100.0	97	100.0
Percentage of Total Businesses:				91.4		7.4		1.2
Total Farms by Tract	Farms by Tract & Revenue Size							
			Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported	
	#	%	#	%	#	%	#	%
Low	2	0.7	2	0.7	0	0.0	0	0.0
Moderate	36	12.5	35	12.4	1	20.0	0	0.0
Middle	152	52.8	148	52.5	3	60.0	1	100.0
Upper	96	33.3	95	33.7	1	20.0	0	0.0
Unknown	2	0.7	2	0.7	0	0.0	0	0.0
Total AA	288	100.0	282	100.0	5	100.0	1	100.0
Percentage of Total Farms:				97.9		1.7		0.3

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.

The federal government provides a large portion of area employment opportunities for residents, in addition to opportunities provided by local government agencies. In addition to healthcare, hospitality, retail, manufacturing, and professional and technical services. Major area employers include Purdue Farms, Inc., Administration Finance, Peninsula Regional Medical Center, Walmart, Phillips Crab House, and Princess Royale Oceanfront Hotel.

Salisbury, MD Employees by Industry												
	2019 - Q3	2019 - Q4	2020 - Q1	2020 - Q2	2020 - Q3	2020 - Q4	2021 - Q1	2021 - Q2	2021 - Q3	2021 - Q4	2022 - Q1	2022 - Q2
Government												
Government Total, all industries	6,071	6,261	6,103	6,064	5,649	5,992	5,931	6,203	6,064	3,129*	3,088*	6,571
Private Sector												
Private Sector Total, all industries	30,522	22,971	20,788	19,498	26,798	21,802	19,606	25,768	28,941	22,412	20,741	25,390
Agriculture, forestry, fishing and hunting	130*	145*	110*	109*	137*	120*	75*	77*	75*	85*	99*	100*
Mining, quarrying, and oil and gas extraction	0*	0*	0*	0*	0*	0*	0*	0*	0*	0*	0*	0*
Utilities	0*	0*	0*	0*	0*	0	0	0	0*	0*	0*	0*
Construction	1,658	1,469	1,391	1,297	1,541	1,353	1,316	1,447	1,599	1,348	1,340	1,490
Manufacturing	1,000	946	882	898	1,015	967	897	987	1,027	963	1,298	1,286
Wholesale trade	717	673	707	657	759	637	626	754	796	296*	717	803
Retail Trade	4,707	3,974	3,779	3,767	4,410	4,198	3,973	4,497	4,820	4,290	4,035	4,350
Transportation and warehousing	0*	109*	79*	89*	110*	150	157	187	89*	0*	0*	0*
Information	141*	133*	157	114	92*	84*	88*	99*	106*	96*	120*	150
Finance and insurance	562	568	565	558	561	531	513	510	513	508	513	514
Real estate and rental and leasing	1,124	715	598	628	919*	706*	566*	783	971	640*	609*	853
Professional and technical services	977	791	757	809	949	809	819	933	992	0*	785	794*
Management of companies and enterprises	65	65	63	62	66	66	64	71	70	0*	68*	80*
Administrative and waste services	1,076	839	770	861	1,145	954	762	1,065	1,143	740*	792*	1,197
Educational services	284	220	243	228	236	228	228	297	274	269	261	334
Health care and social assistance	3,588	3,612	3,406	2,902	2,984	3,015	2,919	2,898	2,870	2,833	2,703	2,720
Arts, entertainment, and recreation	1,732	1,217	999	615	1,382	1,054	801	1,253	1,440	1,043	884	1,508
Accommodation and food services	11,542	6,482	5,338	5,093	9,446	5,955	4,850	8,924	10,975	6,579	5,211	7,884
Other services, except public administration	745*	659*	817	680	839	828	798	854	889	874	878	912
Public administration	0	0	0	0	0	0	0	0	0	0	0	0
Unclassified	0	0	0	0	1	2	0	0*	0*	0		

Source: Bureau of Labor Statistics(BLS), Quarterly Census of Employment and Wages

* indicates that some or all of the data for this category was suppressed for confidentiality reasons

* 2022 totals do not include data from Wicomico County, MD

Recent unemployment rates are included in the following table:

Salisbury, MD Unemployment Rates			
Area	2020	2021	2022
Salisbury, MD Assessment Area	8.5%	6.3%	4.9%*
Somerset County, MD	8.1%	6.9%	4.8%
Wicomico County, MD	7.3%	5.6%	3.9%
Worcester County, MD	10.9%	7.5%	5.0%
Salisbury, MD-DE MSA	7.8%	5.6%	4.4%
Maryland	6.5%	5.3%	3.2%

Source: Bureau of Labor Statistics(BLS), Local Area Unemployment Statistics

* 2022 Salisbury, MD Assessment Area total does not include data from Wicomico County, MD

Unemployment rates within the assessment area have decreased significantly since 2020, as the local employment market normalizes in the years following the initial COVID-19 pandemic restrictions. The unemployment rate for the State of Maryland is lower than the unemployment rate for the assessment area and broader MSA.

Salisbury, MD Housing Cost Burden						
Area	Cost Burden - Renters			Cost Burden - Owners		
	Low Income	Moderate Income	All Renters	Low Income	Moderate Income	All Owners
Somerset County, MD	77.8%	6.1%	58.5%	63.2%	32.3%	28.5%
Wicomico County, MD	77.3%	52.2%	48.1%	62.5%	35.6%	18.5%
Worcester County, MD	79.7%	36.8%	45.8%	68.9%	44.9%	28.4%
Salisbury, MD-DE MSA	76.3%	41.5%	46.2%	63.9%	35.4%	23.0%
Maryland	77.2%	44.4%	45.2%	66.6%	39.4%	22.1%

Cost Burden is housing cost that equals 30 percent or more of household income

Source: U.S. Department of Housing and Urban Development (HUD), 2015-2019 Comprehensive Housing Affordability Strategy

A local official from an affordable housing and community development organization was contacted during the evaluation to assist in evaluating the bank’s CRA performance and to discuss local economic conditions and community credit needs within the Salisbury, MD assessment area. The organization serves the community by implementing housing policy, preserving homeownership, and facilitating community development initiatives. In addition, the organization is responsible for administering state mortgage and rental housing programs that preserve and increase affordable housing stock as well as various community development programs that revitalizes local areas within the state. The organization provides grants, loans, and technical assistance that enables local governments, nonprofits, and small businesses to invest in their local economies. While the organization serves the broader statewide area, the contact is responsible for a region containing the Salisbury, MD assessment area.

The contact noted that area residents are struggling with the effects of inflation, rising home prices, and adverse and extreme weather events, such as natural disasters caused by hurricanes and flooding. The official indicated that the local economy is seasonal, which leads to an increase in need for workforce housing in the area to support Ocean City – a beach that is the primary tourist destination. To accentuate the need caused by the seasonal economy, the contact noted that the local area has approximately 80,000 visitors in the summer months and drops to approximately 3,000 residents in the remaining months. Current workforce housing is generally occupied by firefighters, police officers, lifeguards, and other service industry roles that support the tourism industry.

The official described the many funding opportunities and tax credits available for local developers to invest in the community. While funding for projects is competitive and limited, there are additional opportunities for private funding from local financial institutions. The contact was unaware of any discriminatory activities or practices by local financial institutions.

AUB ranks 10th of 13 banks operating within the assessment area, having 3.4% of the assessment area’s available FDIC-insured deposits (excluding credit union deposits) as of June 30, 2022. Overall, there is reasonable opportunity for community development loans and investments within the assessment area. The bank faces no significant constraints in taking advantage of all available community development opportunities. AUB serves the assessment area through its array of banking services and products, which includes community development investments and services that benefit low- and moderate-income borrowers and areas, and small businesses.

CONCLUSIONS WITH RESPECT TO PERFORMANCE TESTS IN SALISBURY, MD ASSESSMENT AREA

The bank's Lending Test performance in the Salisbury, MD MSA is high satisfactory. Lending levels show good responsiveness to assessment area credit needs. Overall, the geographic distribution as well as lending among borrowers of different income levels and businesses of different sizes is excellent. The bank did not make any community development loans within the assessment area.

The Investment Test performance is low satisfactory, and the bank holds an adequate level of qualified community development investments and grants that benefit the assessment area. Through its qualified investments and grants, the bank exhibits adequate responsiveness to credit and community development needs.

The Service Test performance is high satisfactory. The bank's delivery systems are accessible to all portions of the assessment area. Since the previous evaluation, branching activity has not adversely impacted the accessibility of its delivery systems, especially to low- and moderate-income residents and geographies, and business hours and services do not vary in a way that inconveniences any particular individual or area. Further, the bank provides an adequate level of community development services that benefit the assessment area.

LENDING TEST

The institution's lending performance within the Salisbury, MD assessment area is considered high satisfactory, which is based on an evaluation of the institution's lending activity, the geographic and borrower distribution of lending, as well as the level of community development lending, while considering the bank's market strategy, area demographic data, and aggregate HMDA and CRA loan data.

Lending Activity:

The bank's residential mortgage and small business lending within the assessment area, as measured by number (0.6%) and dollar (0.6%) is slightly less than the institution-level percentage of branch offices (0.9%), but approximates the percentage of deposits (0.6%) in the assessment area. As of June 30, 2022, AUB ranked 10th out of 13 financial institutions in deposit market share with 3.4% of the area's available FDIC-insured deposits (excluding credit union deposits). According to 2021 aggregate data, the institution ranked 62nd of 409 reporters of mortgage lending with a .02% market share and ranked 21st of 88 reporters of small business loans with a .09% market share. All market share rankings consider originated and purchased loans. As such, overall lending activity is considered good when considering the single branch office and deposit market share.

Geographic Distribution:

Within this assessment area, small business lending performance carries the most weight, as it accounts for \$14.9 million, compared to residential mortgage lending which accounts for \$7.3 million. The geographic loan distribution within this assessment is considered excellent for both residential mortgage and small business lending.

Distribution of 2020 and 2021 Home Mortgage Lending By Income Level of Geography													
Assessment Area: Salisbury, MD													
Geographic Income Level	Bank And Aggregate Loans By Year												Owner Occupied Units %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	%	%	(\$000)	\$%	\$%	#	%	%	(\$000)	\$%	\$%	
Home Purchase Loans													
Lo w	0	0.0	0.8	0	0.0	0.4	0	0.0	1.3	0	0.0	0.8	16
Mo d e r a t e	0	0.0	8.4	0	0.0	5.6	2	33.3	11.2	176	11.9	7.6	14.2
M i d d l e	3	60.0	45.5	587	49.6	41.4	2	33.3	44.6	452	30.7	41.9	46.5
U p p e r	2	40.0	45.3	597	50.4	52.5	2	33.3	42.9	846	57.4	49.7	37.6
U n k n o w n	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
T r a c t - U n k	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
T o t a l	5	100.0	100.0	1,184	100.0	100.0	6	100.0	100.0	1,474	100.0	100.0	100.0
Refinance Loans													
Lo w	0	0.0	0.4	0	0.0	0.2	0	0.0	0.4	0	0.0	0.2	16
Mo d e r a t e	1	12.5	5.3	172	10.2	3.9	1	25.0	7.0	39	6.0	5.1	14.2
M i d d l e	3	37.5	42.0	667	39.6	39.3	1	25.0	42.7	150	23.3	40.4	46.5
U p p e r	4	50.0	52.3	847	50.2	56.6	2	50.0	49.9	456	70.7	54.3	37.6
U n k n o w n	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
T r a c t - U n k	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
T o t a l	8	100.0	100.0	1,686	100.0	100.0	4	100.0	100.0	645	100.0	100.0	100.0
Home Improvement Loans													
Lo w	0	0.0	0.9	0	0.0	0.9	0	0.0	0.4	0	0.0	0.3	16
Mo d e r a t e	1	50.0	11.2	46	27.7	7.5	4	40.0	9.0	229	34.5	4.5	14.2
M i d d l e	1	50.0	38.8	120	72.3	38.6	4	40.0	42.2	171	25.8	47.1	46.5
U p p e r	0	0.0	49.1	0	0.0	53.0	2	20.0	48.4	264	39.8	48.1	37.6
U n k n o w n	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
T r a c t - U n k	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
T o t a l	2	100.0	100.0	166	100.0	100.0	10	100.0	100.0	664	100.0	100.0	100.0
Multifamily Loans													Multi-family Units %
Lo w	0	0.0	0.0	0	0.0	0.0	0	0.0	5.0	0	0.0	0.3	1.0
Mo d e r a t e	0	0.0	23.8	0	0.0	5.0	0	0.0	30.0	0	0.0	16.8	14.1
M i d d l e	1	100.0	61.9	395	100.0	26.9	0	0.0	55.0	0	0.0	78.0	46.1
U p p e r	0	0.0	14.3	0	0.0	68.1	0	0.0	10.0	0	0.0	4.9	38.8
U n k n o w n	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
T r a c t - U n k	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
T o t a l	1	100.0	100.0	395	100.0	100.0	0	0.0	100.0	0	0.0	100.0	100.0
Total Home Mortgage Loans													Owner Occupied Units %
Lo w	0	0.0	0.6	0	0.0	0.3	0	0.0	0.8	0	0.0	0.5	16
Mo d e r a t e	3	13.0	7.4	442	10.0	5.0	7	31.8	9.3	444	15.2	6.6	14.2
M i d d l e	11	47.8	43.7	2,099	47.7	40.1	8	36.4	43.7	873	29.9	41.8	46.5
U p p e r	9	39.1	48.3	1,859	42.3	54.6	7	31.8	46.2	1,605	54.9	51.1	37.6
U n k n o w n	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
T r a c t - U n k	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
T o t a l	23	100.0	100.0	4,400	100.0	100.0	22	100.0	100.0	2,922	100.0	100.0	100.0

Source: 2021 FFIEC Census Data

2011-2015 U.S. Census Bureau: American Community Survey

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

During 2020, refinance loans were the leading HMDA product by number, followed by home purchase loans. Home improvement and multifamily lending were given less weight due to the limited lending within the assessment area. Considering both demographic and aggregate proxies for demand, the bank’s performance for home refinance lending is excellent, and home purchase lending is very poor in 2020. While their conclusions carry significantly less weight, home improvement lending is considered excellent, while multifamily lending is considered very poor.

As reflected in the preceding tables, AUB did not originate any residential mortgage loans in low-income census tracts during 2020, while the aggregate lending level equals 0.6% and the percentage of owner-occupied housing units located in such tracts equals 1.6%. The bank’s level of lending in moderate-income census tracts (13%) exceeds the level of aggregate lending in such tracts (7.4%) and approximates the percentage of owner-occupied housing units located in such tracts (14.2%). Overall, the bank’s 2020 performance is considered excellent, and its performance during 2021 is substantially similar.

Distribution of 2020 and 2021 Small Business Lending By Income Level of Geography													
Assessment Area: Salisbury, MD													
Geographic Income Level	Bank And Aggregate Loans By Year												Total Businesses %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	%	%	\$(000)	%	%	#	%	%	\$(000)	%	%	
Low	1	1.6	1.5	83	0.9	1.4	0	0.0	1.1	0	0.0	1.6	1.1
Moderate	16	25.0	14.5	1,773	19.6	15.6	11	28.2	13.2	1,410	24.0	13.7	15.8
Middle	26	40.6	49.9	2,650	29.3	55.3	19	48.7	50.1	3,206	54.5	53.8	50.8
Upper	21	32.8	33.7	4,533	50.1	27.5	9	23.1	34.9	1,267	21.5	30.6	32.2
Unknown	0	0.0	0.1	0	0.0	0.1	0	0.0	0.2	0	0.0	0.2	0.1
Tract-Unk	0	0.0	0.2	0	0.0	0.1	0	0.0	0.5	0	0.0	0.1	
Total	64	100.0	100.0	9,039	100.0	100.0	39	100.0	100.0	5,883	100.0	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.

The bank’s percentage of 2020 small business lending in low-income census tracts (1.6%) approximates the aggregate reporters’ lending level (1.5%) and is slightly higher than the percentage of businesses located in such tracts (1.1%). The bank’s percentage of small business lending in moderate-income census tracts (25%) is substantially higher than the aggregate lending level (14.5%) and the percentage of businesses located in such tracts (15.7%). Overall, the bank’s small business lending performance during 2020 is considered excellent, and its performance during 2021 is substantially similar.

Distribution by Borrower Income and Revenue Size of the Business:

The bank’s borrower distribution is considered excellent for both residential mortgage and small business lending within the assessment area.

Distribution of 2020 and 2021 Home Mortgage Lending By Borrower Income Level													
Assessment Area: Salisbury, MD													
Borrower Income Level	Bank And Aggregate Loans By Year												Families by Family Income %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	%	# %	\$(000)	%	%	#	%	# %	\$(000)	%	%	
Home Purchase Loans													
Low	0	0.0	5.8	0	0.0	3.2	3	50.0	4.9	278	18.9	2.6	22.1
Moderate	1	20.0	15.1	170	14.4	11.1	0	0.0	14.2	0	0.0	10.0	17.3
Middle	1	20.0	16.0	196	16.6	14.1	0	0.0	15.4	0	0.0	13.0	20.1
Upper	3	60.0	50.7	818	69.1	60.4	3	50.0	47.4	1,196	81.1	57.0	40.5
Unknown	0	0.0	12.4	0	0.0	11.2	0	0.0	18.1	0	0.0	17.4	0.0
Total	5	100.0	100.0	1,184	100.0	100.0	6	100.0	100.0	1,474	100.0	100.0	100.0
Refinance Loans													
Low	0	0.0	3.2	0	0.0	1.8	0	0.0	4.3	0	0.0	2.4	22.1
Moderate	2	25.0	10.2	252	14.9	7.2	0	0.0	11.8	0	0.0	8.4	17.3
Middle	3	37.5	16.8	602	35.7	14.1	1	25.0	19.6	39	6.0	16.5	20.1
Upper	3	37.5	52.3	832	49.3	59.2	3	75.0	48.3	606	94.0	55.8	40.5
Unknown	0	0.0	17.5	0	0.0	17.7	0	0.0	16.0	0	0.0	16.9	0.0
Total	8	100.0	100.0	1,686	100.0	100.0	4	100.0	100.0	645	100.0	100.0	100.0
Home Improvement Loans													
Low	0	0.0	6.9	0	0.0	3.3	0	0.0	5.8	0	0.0	3.1	22.1
Moderate	0	0.0	15.5	0	0.0	11.4	2	20.0	15.2	62	9.3	8.5	17.3
Middle	1	50.0	25.9	120	72.3	22.8	1	10.0	19.7	50	7.5	14.1	20.1
Upper	1	50.0	47.4	46	27.7	57.3	5	50.0	55.6	404	60.8	70.4	40.5
Unknown	0	0.0	4.3	0	0.0	5.2	2	20.0	3.6	148	22.3	3.9	0.0
Total	2	100.0	100.0	166	100.0	100.0	10	100.0	100.0	664	100.0	100.0	100.0
Total Home Mortgage Loans													
Low	0	0.0	4.5	0	0.0	2.5	3	13.6	4.6	278	9.5	2.5	22.1
Moderate	5	22.7	12.4	737	18.4	9.0	3	13.6	13.0	162	5.5	9.2	17.3
Middle	7	31.8	16.4	1,098	27.4	14.0	3	13.6	17.4	128	4.4	14.5	20.1
Upper	10	45.5	50.0	2,170	54.2	58.8	11	50.0	47.7	2,206	75.5	56.5	40.5
Unknown	0	0.0	16.6	0	0.0	15.6	2	9.1	17.2	148	5.1	17.3	0.0
Total	22	100.0	100.0	4,005	100.0	100.0	22	100.0	100.0	2,922	100.0	100.0	100.0
Source: 2021 FFIEC Census Data													
2011-2015 U.S. Census Bureau: American Community Survey													
Note: Percentages may not total 100.0 percent due to rounding.													
Multifamily loans are not included in the borrower distribution analysis.													

During 2020, refinance loans were the leading HMDA product by number, followed by home purchase loans. Home improvement lending was given less weight due to the limited lending within the multistate area. Considering both demographic and aggregate proxies for demand, the bank’s performance for home refinance lending is considered excellent, while its performance for home purchase lending is considered good. While its conclusion carries significantly less weight, home improvement lending is considered very poor.

In 2020, the bank did not extend any residential mortgage loans to low-income borrowers, while aggregate lending to such borrowers equals 4.5%, and the percentage of low-income families within the assessment area equals 22.1%. The bank's lending to moderate-income borrowers (22.7%) is higher than the aggregate lending levels to such borrowers (12.4%) and the percentage of moderate-income families within the assessment area (17.3%). Overall, the bank's performance during 2020 is considered excellent, and its performance during 2021 is substantially similar.

Distribution of 2020 and 2021 Small Business Lending By Revenue Size of Businesses													
Assessment Area: Salisbury, MD													
	Bank And Aggregate Loans By Year												Total Businesses %
	2020						2021						
	Bank		Agg		Bank		Agg		Bank		Agg		
	#	%	#%	\$(000)	%	%	#	%	#%	\$(000)	%	%	
By Revenue													
\$1 Million or Less	32	50.0	30.2	3,275	36.2	25.4	23	59.0	41.2	2,611	44.4	30.3	91.4
Over \$1 Million	31	48.4		5,663	62.7		16	41.0		3,272	55.6		7.4
Revenue Unknown	1	1.6		101	1.1		0	0.0		0	0.0		1.2
Total	64	100.0		9,039	100.0		39	100.0		5,883	100.0		100.0
By Loan Size													
\$100,000 or Less	41	64.1	86.1	1,596	17.7	29.1	25	64.1	91.1	1,028	17.5	34.2	
\$100,001 - \$250,000	13	20.3	8.4	1,957	21.7	23.5	7	17.9	5.3	1,119	19.0	21.3	
\$250,001 - \$1 Million	10	15.6	5.4	5,486	60.7	47.4	7	17.9	3.6	3,736	63.5	44.5	
Total	64	100.0	100.0	9,039	100.0	100.0	39	100.0	100.0	5,883	100.0	100.0	
By Loan Size and Revenues \$1 Million or Less													
\$100,000 or Less	27	84.4		747	22.8		18	78.3		575	22.0		
\$100,001 - \$250,000	2	6.3		317	9.7		1	4.3		128	4.9		
\$250,001 - \$1 Million	3	9.4		2,211	67.5		4	17.4		1,908	73.1		
Total	32	100.0		3,275	100.0		23	100.0		2,611	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.													

D&B data from 2020 indicates that 91.5% of all local businesses have revenues that do not exceed \$1 million per year. Of the total volume of small business loans considered in the evaluation, 1.6% involved loans for which revenues were unknown, and 50% were to businesses with revenues of \$1 million or less, while 30.2% of the aggregate lending level were to businesses with revenues of \$1 million or less. The bank's 2020 borrower distribution performance of lending to businesses with revenues of \$1 million or less is considered excellent, and its performance in 2021 is substantially similar.

Community Development Loans:

Opportunities for community development lending are reasonably available within Salisbury, MD assessment area. When considering the bank's capacity, market position, and business strategy, the bank faces no constraints in extending community development loans within the assessment area. During the evaluation period the bank did not extend or renew any community development loans within this assessment area. To the extent that AUB made loans that facilitate community development, such loans have already been reported as small business, small farm, or HMDA loans and cannot also be reported as community development loans.

INVESTMENT TEST

Overall, AUB has an adequate level of qualified community development investments and donations, which exhibit adequate responsiveness to the credit and community needs of the Salisbury, MD assessment area. The bank holds two qualified investments that directly benefit the assessment area totaling approximately \$2.7 million for the evaluation period. In addition, the bank made qualified investments in the form of donations totaling \$4,000 that directly benefit the assessment area. Investments that directly benefit the Salisbury, MD assessment area include:

- \$2.4 million of the institution's \$4.9 million investment in the PNC LIHTC Fund is specifically allocated to this assessment area which helps to provide affordable housing for low- and moderate-income individuals.
- \$206,698 of the bank's \$3.1 million investment in a qualified CRA fund is specifically allocated to this assessment area. The fund promotes affordable housing and economic development by investing directly for community development purposes.

Additionally, the bank makes occasional use of innovative and/or complex investments to support community development initiatives.

AUB's Investment Test performance in the Salisbury, MD assessment area is rated low satisfactory.

SERVICE TEST

Within the assessment area, AUB's performance under the Service Test is rated high satisfactory. Systems for delivering retail banking services are accessible to all portions of the assessment area, including low- and moderate-income areas, and do not vary in a way that inconveniences low- and moderate-income individuals or areas within the assessment area. Additionally, the bank has provided an adequate level of qualified services to community development organizations. While the bank closed one branch within the assessment area since the previous evaluation, the closure did not adversely affect the accessibility of its delivery systems, particularly to low- and moderate-income geographies and/or individuals.

Retail Services:

Delivery systems are accessible to all portions of the assessment area. ATMs are available and, through a network, provide customers with 24-hour nationwide access. Bank-by-mail, online banking, and mobile banking services are also offered by the institution. In addition, AUB provides customers with 24-hour telephone access to their accounts through an automated system. Additionally, the bank's business hours and services offered do not vary in a way that inconveniences low- or moderate-income geographies or individuals within the area.

AUB operates one full-service branch office in the Salisbury, MD assessment area, which is located in a moderate-income census tract. The branch location is considered convenient and does not adversely affect the accessibility of its delivery systems, particularly to low- and moderate-income geographies. During the review period, AUB closed one full-service branch within the area; however, the closed branch was located in an upper-income census tract and did not adversely affect the accessibility of its delivery systems, particularly to low- and moderate-income geographies and/or individuals.

Community Development Services:

The bank provides an adequate level of community development services in the Salisbury, MD assessment area. During the evaluation period, one bank employee taught a financial literacy course at four different schools within the Wicomico County Public School System, where most students are from low- and moderate-income households, as indicated by the majority of students from each school receiving free and/or reduced lunch.

CRA APPENDIX A

SCOPE OF EXAMINATION

LIST OF ASSESSMENT AREAS, TYPE OF EXAMINATION, AND BRANCHES VISITED		
ASSESSMENT AREA	TYPE OF EXAMINATION	BRANCHES VISITED⁵
Virginia Beach-Norfolk, VA-NC Multistate CSA	Full-Scope	None
Washington-Baltimore-Alexandria, VA CSA	Full-Scope	None
Richmond, VA	Full-Scope	None
Blacksburg-Christiansburg, VA	Limited-Scope	None
Charlottesville, VA MSA	Limited-Scope	None
Harrisonburg-Staunton, VA CSA	Limited-Scope	None
Lynchburg, VA MSA	Limited-Scope	None
Roanoke, VA MSA	Limited-Scope	None
Covington-Buena Vista, VA NonMSA	Limited-Scope	None
Emporia, VA NonMSA	Limited-Scope	None
Essex-Northampton, VA NonMSA	Full-Scope	None
Orange, VA NonMSA	Limited-Scope	None
Wythe, VA NonMSA	Limited-Scope	None
Raleigh-Cary, NC	Full-Scope	None
Chowan, NC NonMSA	Full-Scope	None
Salisbury, MD	Full-Scope	None

⁵ There is a statutory requirement that the written evaluation of a multistate institution's performance must list the individual branches examined in each state.

CRA APPENDIX B

SUMMARY OF STATE AND MULTISTATE RATINGS

State or Multistate Metropolitan Area Name	Lending Test Rating	Investment Test Rating	Service Test Rating	Overall Rating
Virginia Beach-Norfolk, VA-NC Multistate CSA	High Satisfactory	High Satisfactory	Low Satisfactory	Satisfactory
Commonwealth of Virginia	Outstanding	High Satisfactory	Low Satisfactory	Satisfactory
State of North Carolina	High Satisfactory	Low Satisfactory	Low Satisfactory	Satisfactory
State of Maryland	High Satisfactory	Low Satisfactory	High Satisfactory	Satisfactory

CRA APPENDIX C

**2020 Demographic Tables for Full-Scope Review Assessment Areas and Lending Tables for
Limited-Scope Review Assessment Areas**

Blacksburg-Christiansburg, VA

2021 Demographic Data:

2021 Blacksburg-Christiansburg, VA MSA AA Demographics								
Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income	
	#	%	#	%	#	%	#	%
Low	0	0.0	0	0.0	0	0.0	6,703	18.6
Moderate	1	3.0	682	1.9	201	29.5	6,596	18.3
Middle	22	66.7	27,313	75.6	2,664	9.8	7,845	21.7
Upper	6	18.2	7,875	21.8	397	5.0	14,970	41.5
Unknown	4	12.1	244	0.7	57	23.4	0	0.0
Total AA	33	100.0	36,114	100.0	3,319	9.2	36,114	100.0
	Housing Units by Tract	Housing Type by Tract						
		Owner-occupied			Rental		Vacant	
		#	% by tract	% by unit	#	% by unit	#	% by unit
Low	0	0	0.0	0.0	0	0.0	0	0.0
Moderate	2,714	414	1.1	15.3	1,965	72.4	335	12.3
Middle	51,610	28,685	76.7	55.6	16,206	31.4	6,719	13.0
Upper	15,363	8,074	21.6	52.6	5,976	38.9	1,313	8.5
Unknown	1,441	230	0.6	16.0	975	67.7	236	16.4
Total AA	71,128	37,403	100.0	52.6	25,122	35.3	8,603	12.1
	Total Businesses by Tract		Businesses by Tract & Revenue Size					
			Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported	
			#	%	#	%	#	%
Low	0	0.0	0	0.0	0	0.0	0	0.0
Moderate	94	1.8	91	1.9	2	0.5	1	2.2
Middle	3,902	73.1	3,521	72.0	340	84.8	41	89.1
Upper	1,228	23.0	1,178	24.1	46	11.5	4	8.7
Unknown	113	2.1	100	2.0	13	3.2	0	0.0
Total AA	5,337	100.0	4,890	100.0	401	100.0	46	100.0
Percentage of Total Businesses:				91.6		7.5		0.9
	Total Farms by Tract		Farms by Tract & Revenue Size					
			Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported	
			#	%	#	%	#	%
Low	0	0.0	0	0.0	0	0.0	0	0.0
Moderate	0	0.0	0	0.0	0	0.0	0	0.0
Middle	124	82.1	123	82.0	1	100.0	0	0.0
Upper	27	17.9	27	18.0	0	0.0	0	0.0
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
Total AA	151	100.0	150	100.0	1	100.0	0	0.0
Percentage of Total Farms:				99.3		0.7		0.0
<p>Source: 2021 FFIEC Census Data 2021 Dun & Bradstreet Data 2011-2015 U.S. Census Bureau: American Community Survey</p> <p>Note: Percentages may not total 100.0 percent due to rounding.</p>								

Geographic Distribution Tables:

Distribution of 2020 and 2021 Home Mortgage Lending By Income Level of Geography															
Assessment Area: Blacksburg-Christiansburg, VA MSA															
Geographic Income Level	Bank And Aggregate Loans By Year											Owner Occupied Units %			
	2020						2021								
	Bank			Agg			Bank		Agg				Bank		Agg
	#	%	%	\$(000)	\$ %	\$ %	#	%	%	\$(000)	\$ %		\$ %		
Home Purchase Loans															
Low	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0		
Moderate	2	4.3	2.5	379	4.5	2.9	0	0.0	3.3	0	0.0	4.2	1.1		
Middle	36	78.3	70.3	6,218	74.2	62.5	18	64.3	69.8	3,771	54.1	61.5	76.7		
Upper	8	17.4	26.3	1,787	21.3	33.5	10	35.7	26.1	3,194	45.9	33.5	21.6		
Unknown	0	0.0	1.0	0	0.0	1.1	0	0.0	0.8	0	0.0	0.8	0.6		
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0			
Total	46	100.0	100.0	8,384	100.0	100.0	28	100.0	100.0	6,965	100.0	100.0	100.0		
Refinance Loans															
Low	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	2.8	0	0.0	3.0	1	1.5	2.7	135	1.2	3.1	1.1		
Middle	60	84.5	58.4	8,296	83.8	52.4	54	80.6	64.9	8,265	71.8	58.5	76.7		
Upper	10	14.1	37.8	1,418	14.3	43.6	12	17.9	31.6	3,117	27.1	37.5	21.6		
Unknown	1	1.4	1.0	180	1.8	0.9	0	0.0	0.8	0	0.0	0.9	0.6		
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0			
Total	71	100.0	100.0	9,894	100.0	100.0	67	100.0	100.0	11,517	100.0	100.0	100.0		
Home Improvement Loans															
Low	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	0.7	0	0.0	0.4	0	0.0	0.6	0	0.0	0.3	1.1		
Middle	12	80.0	68.6	857	75.2	66.1	11	84.6	71.1	742	77.0	65.3	76.7		
Upper	3	20.0	29.2	282	24.8	32.8	2	15.4	27.1	222	23.0	33.8	21.6		
Unknown	0	0.0	1.5	0	0.0	0.6	0	0.0	1.2	0	0.0	0.7	0.6		
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0			
Total	15	100.0	100.0	1,139	100.0	100.0	13	100.0	100.0	964	100.0	100.0	100.0		
Multifamily Loans															
Low	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	3.3	0	0.0	4.2	0	0.0	5.0	0	0.0	43.3	13.0		
Middle	2	66.7	63.9	1,070	19.9	41.1	3	100.0	55.0	1,685	100.0	11.0	53.5		
Upper	1	33.3	32.8	4,298	80.1	54.7	0	0.0	40.0	0	0.0	45.7	26.4		
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	7.1		
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0			
Total	3	100.0	100.0	5,368	100.0	100.0	3	100.0	100.0	1,685	100.0	100.0	100.0		
Total Home Mortgage Loans															
Low	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0		
Moderate	2	0.9	2.5	379	1.2	3.0	1	0.5	2.9	135	0.4	8.5	1.1		
Middle	174	82.5	64.5	21,839	69.7	55.9	133	73.1	67.3	20,973	66.5	54.1	76.7		
Upper	34	16.1	32.0	8,916	28.5	40.2	48	26.4	29.0	10,424	33.1	36.7	21.6		
Unknown	1	0.5	1.0	180	0.6	0.9	0	0.0	0.8	0	0.0	0.7	0.6		
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0			
Total	211	100.0	100.0	31,314	100.0	100.0	182	100.0	100.0	31,532	100.0	100.0	100.0		

Source: 2021 FFIEC Census Data
2011-2015 U.S. Census Bureau: American Community Survey
Note: Percentages may not total 100.0 percent due to rounding.

Distribution of 2020 and 2021 Small Business Lending By Income Level of Geography													
Assessment Area: Blacksburg-Christiansburg, VA MSA													
Geographic Income Level	Bank And Aggregate Loans By Year												Total Businesses %
	2020						2021						
	Bank		Agg		Bank		Agg		Bank		Agg		
	#	%	#	\$(000)	%	%	#	%	#	\$(000)	%	%	
Low	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Moderate	7	2.7	1.6	373	1.9	1.0	3	2.5	1.3	115	1.3	1.4	1.8
Middle	202	77.4	72.4	15,955	82.7	76.9	95	77.9	71.3	6,762	78.9	73.0	73.1
Upper	51	19.5	23.0	2,949	15.3	18.4	23	18.9	24.6	1,670	19.5	20.8	23.0
Unknown	1	0.4	1.5	17	0.1	2.5	1	0.8	1.4	25	0.3	4.6	2.1
Tract-Unk	0	0.0	1.5	0	0.0	1.0	0	0.0	1.3	0	0.0	0.2	
Total	261	100.0	100.0	19,294	100.0	100.0	122	100.0	100.0	8,572	100.0	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.

Borrower Distribution Tables:

Distribution of 2020 and 2021 Home Mortgage Lending By Borrower Income Level													
Assessment Area: Blacksburg-Christiansburg, VA MSA													
Borrower Income Level	Bank And Aggregate Loans By Year												Families by Family Income %
	2020						2021						
	Bank		Agg		Bank		Agg		Bank		Agg		
	#	%%	%%	\$ (000)	\$ %	\$ %	#	%%	%%	\$ (000)	\$ %	\$ %	
Home Purchase Loans													
Low	8	17.4	7.8	1040	12.4	4.0	8	28.6	7.7	901	12.9	3.8	18.6
Moderate	7	15.2	19.6	1,147	13.7	14.3	3	10.7	20.1	561	8.1	14.5	18.3
Middle	14	30.4	21.3	2,322	27.7	19.6	6	21.4	19.0	1,308	18.8	17.9	21.7
Upper	12	26.1	36.6	2,800	33.4	47.6	11	39.3	35.3	4,195	60.2	46.3	41.5
Unknown	5	10.9	14.7	1,075	12.8	14.5	0	0.0	17.9	0	0.0	17.5	0.0
Total	46	100.0	100.0	8,384	100.0	100.0	28	100.0	100.0	6,965	100.0	100.0	100.0
Refinance Loans													
Low	7	9.9	3.9	483	4.9	1.9	11	16.4	5.6	947	8.2	3.0	18.6
Moderate	15	21.1	12.7	1,767	17.9	8.4	15	22.4	16.5	1,777	15.4	11.7	18.3
Middle	24	33.8	19.0	3,679	37.2	15.5	18	26.9	20.2	2,914	25.3	17.3	21.7
Upper	21	29.6	45.8	3,407	34.4	54.5	18	26.9	38.9	4,680	40.6	48.5	41.5
Unknown	4	5.6	18.5	558	5.6	19.6	5	7.5	18.8	1,199	10.4	19.5	0.0
Total	71	100.0	100.0	9,894	100.0	100.0	67	100.0	100.0	11,517	100.0	100.0	100.0
Home Improvement Loans													
Low	1	6.7	3.6	29	2.5	2.9	1	7.7	6.0	86	8.9	3.5	18.6
Moderate	3	20.0	14.6	195	17.1	13.3	5	38.5	15.1	278	28.8	10.0	18.3
Middle	7	46.7	26.3	279	24.5	17.7	0	0.0	25.9	0	0.0	20.4	21.7
Upper	2	13.3	51.1	411	36.1	58.9	5	38.5	48.8	508	52.7	61.7	41.5
Unknown	2	13.3	4.4	225	19.8	7.3	2	15.4	4.2	92	9.5	4.4	0.0
Total	15	100.0	100.0	1,139	100.0	100.0	13	100.0	100.0	964	100.0	100.0	100.0
Total Home Mortgage Loans													
Low	32	15.4	5.7	2,352	9.1	2.9	27	15.1	6.6	2,319	7.8	3.4	18.6
Moderate	40	19.2	15.5	4,566	17.6	10.9	36	20.1	18.0	3,596	12.0	13.1	18.3
Middle	67	32.2	19.9	8,631	33.3	17.2	35	19.6	19.8	5,407	18.1	17.6	21.7
Upper	57	27.4	41.2	8,465	32.6	50.9	72	40.2	37.5	17,097	57.3	47.5	41.5
Unknown	12	5.8	17.7	1,932	7.4	18.1	9	5.0	18.1	1,428	4.8	18.4	0.0
Total	208	100.0	100.0	25,946	100.0	100.0	179	100.0	100.0	29,847	100.0	100.0	100.0
Source: 2021 FFIEC Census Data													
2011-2015 U.S. Census Bureau: American Community Survey													
Note: Percentages may not total 100.0 percent due to rounding.													
Multifamily loans are not included in the borrower distribution analysis.													

Distribution of 2020 and 2021 Small Business Lending By Revenue Size of Businesses													
Assessment Area: Blacksburg-Christiansburg, VA MSA													
	Bank And Aggregate Loans By Year												Total Businesses %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	%	%	\$(000)	\$%	\$%	#	%	%	\$(000)	\$%	\$%	
By Revenue													
\$1 Million or Less	209	80.1	47.1	7,648	39.6	32.3	97	79.5	53.7	4,231	49.4	40.6	91.6
Over \$1 Million	49	18.8		11,253	58.3		20	16.4		3,720	43.4		7.5
Revenue Unknown	3	1.1		393	2.0		5	4.1		621	7.2		0.9
Total	261	100.0		19,294	100.0		122	100.0		8,572	100.0		100.0
By Loan Size													
\$100,000 or Less	215	82.4	85.3	5,666	29.4	30.3	103	84.4	91.3	2,989	34.9	33.9	
\$100,001 - \$250,000	23	8.8	8.8	3,259	16.9	22.5	11	9.0	5.0	1,519	17.7	19.2	
\$250,001 - \$1 Million	23	8.8	5.9	10,369	53.7	47.2	8	6.6	3.7	4,064	47.4	46.8	
Total	261	100.0	100.0	19,294	100.0	100.0	122	100.0	100.0	8,572	100.0	100.0	
By Loan Size and Revenues \$1 Million or Less													
\$100,000 or Less	197	94.3		4,579	59.9		91	93.8		2,208	52.2		
\$100,001 - \$250,000	6	2.9		740	9.7		4	4.1		544	12.9		
\$250,001 - \$1 Million	6	2.9		2,329	30.5		2	2.1		1,479	35.0		
Total	209	100.0		7,648	100.0		97	100.0		4,231	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.													

Charlottesville, VA MSA

2021 Demographic Data:

2021 Charlottesville, VA MSA AA Demographics								
Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income	
	#	%	#	%	#	%	#	%
Low	2	4.5	1,164	2.4	239	20.5	10,022	20.4
Moderate	12	27.3	9,096	18.5	1,254	13.8	8,510	17.4
Middle	19	43.2	26,012	53.0	1,474	5.7	10,418	21.2
Upper	10	22.7	12,736	26.0	596	4.7	20,092	41.0
Unknown	1	2.3	34	0.1	34	100.0	0	0.0
Total AA	44	100.0	49,042	100.0	3,597	7.3	49,042	100.0
	Housing Units by Tract	Housing Type by Tract						
		Owner-occupied			Rental		Vacant	
		#	% by tract	% by unit	#	% by unit	#	% by unit
Low	3,975	1,365	2.7	34.3	2,217	55.8	393	9.9
Moderate	21,473	8,651	16.9	40.3	9,146	42.6	3,676	17.1
Middle	44,993	27,897	54.5	62.0	11,056	24.6	6,040	13.4
Upper	21,490	13,293	26.0	61.9	6,269	29.2	1,928	9.0
Unknown	52	14	0.0	26.9	38	73.1	0	0.0
Total AA	91,983	51,220	100.0	55.7	28,726	31.2	12,037	13.1
	Total Businesses by Tract	Businesses by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low	400	3.4	359	3.3	39	5.0	2	1.9
Moderate	1,925	16.4	1,755	16.2	146	18.6	24	22.9
Middle	5,279	45.0	4,939	45.6	301	38.4	39	37.1
Upper	4,092	34.9	3,762	34.7	291	37.1	39	37.1
Unknown	35	0.3	27	0.2	7	0.9	1	1.0
Total AA	11,731	100.0	10,842	100.0	784	100.0	105	100.0
Percentage of Total Businesses:				92.4		6.7		0.9
	Total Farms by Tract	Farms by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low	2	0.6	2	0.6	0	0.0	0	0.0
Moderate	81	24.0	77	23.3	4	80.0	0	0.0
Middle	184	54.6	183	55.3	1	20.0	0	0.0
Upper	70	20.8	69	20.8	0	0.0	1	100.0
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
Total AA	337	100.0	331	100.0	5	100.0	1	100.0
Percentage of Total Farms:				98.2		1.5		0.3
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.								

Geographic Distribution Tables:

Distribution of 2020 and 2021 Home Mortgage Lending By Income Level of Geography													
Assessment Area: Charlottesville, VA MSA													
Geographic Income Level	Bank And Aggregate Loans By Year												Owner Occupied Units %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	%	%	\$(000)	%	%	#	%	%	\$(000)	%	%	
Home Purchase Loans													
Lo w	0	0.0	3.3	0	0.0	3.1	0	0.0	3.8	0	0.0	3.6	2.7
Mo derate	7	35.0	11.8	1957	30.1	9.0	9	36.0	13.2	2,251	27.4	9.8	16.9
Middle	12	60.0	56.5	4,428	68.0	52.2	14	56.0	54.3	5,224	63.6	51.1	54.5
Upp er	1	5.0	28.4	124	19	35.7	2	8.0	28.7	735	9.0	35.5	26.0
Unkno wn	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Trac t-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
To tal	20	100.0	100.0	6,509	100.0	100.0	25	100.0	100.0	8,210	100.0	100.0	100.0
Refinance Loans													
Lo w	3	5.1	2.7	552	2.4	2.3	1	2.5	2.6	638	5.5	2.3	2.7
Mo derate	7	11.9	11.0	2,270	9.8	8.5	12	30.0	12.2	1,772	15.3	9.2	16.9
Middle	36	61.0	53.5	10,022	43.1	50.5	21	52.5	54.8	5,891	51.0	50.9	54.5
Upp er	13	22.0	32.9	10,422	44.8	38.7	6	15.0	30.5	3,252	28.1	37.6	26.0
Unkno wn	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Trac t-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
To tal	59	100.0	100.0	23,266	100.0	100.0	40	100.0	100.0	11,553	100.0	100.0	100.0
Home Improvement Loans													
Lo w	0	0.0	1.9	0	0.0	1.6	0	0.0	2.7	0	0.0	3.0	2.7
Mo derate	1	2.5	10.8	54	1.3	8.0	6	16.7	12.4	419	8.5	10.3	16.9
Middle	22	55.0	48.3	1,893	45.5	42.8	21	58.3	54.5	3,007	60.9	53.7	54.5
Upp er	17	42.5	39.0	2,209	53.2	47.7	9	25.0	30.3	1,509	30.6	33.0	26.0
Unkno wn	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Trac t-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
To tal	40	100.0	100.0	4,156	100.0	100.0	36	100.0	100.0	4,935	100.0	100.0	100.0
Multifamily Loans													
													Multi-family Units %
Lo w	0	0.0	20.0	0	0.0	16.1	1	100.0	12.0	480	100.0	3.0	8.5
Mo derate	0	0.0	40.0	0	0.0	43.2	0	0.0	32.0	0	0.0	38.2	39.6
Middle	0	0.0	6.7	0	0.0	1.2	0	0.0	40.0	0	0.0	46.4	28.0
Upp er	1	100.0	26.7	1,500	100.0	8.6	0	0.0	16.0	0	0.0	12.4	23.8
Unkno wn	0	0.0	6.7	0	0.0	30.9	0	0.0	0.0	0	0.0	0.0	0.0
Trac t-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
To tal	1	100.0	100.0	1,500	100.0	100.0	1	100.0	100.0	480	100.0	100.0	100.0
Total Home Mortgage Loans													
													Owner Occupied Units %
Lo w	6	3.2	2.8	720	1.6	3.0	2	1.2	3.0	1,118	3.1	2.9	2.7
Mo derate	23	12.3	11.6	5,943	13.2	9.9	33	19.9	12.6	5,236	14.7	10.4	16.9
Middle	111	59.4	54.4	21,545	47.8	49.6	99	59.6	54.6	20,345	56.9	50.9	54.5
Upp er	47	25.1	31.2	16,910	37.5	36.6	32	19.3	29.7	9,037	25.3	35.8	26.0
Unkno wn	0	0.0	0.0	0	0.0	1.0	0	0.0	0.0	0	0.0	0.0	0.0
Trac t-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
To tal	187	100.0	100.0	45,118	100.0	100.0	166	100.0	100.0	35,736	100.0	100.0	100.0

Source: 2021 FFIEC Census Data
2011-2015 U.S. Census Bureau: American Community Survey
Note: Percentages may not total 100.0 percent due to rounding.

Distribution of 2020 and 2021 Small Business Lending By Income Level of Geography													
Assessment Area: Charlottesville, VA MSA													
Geographic Income Level	Bank And Aggregate Loans By Year												Total Businesses %
	2020						2021						
	Bank		Agg		Bank		Agg		Bank		Agg		
	#	%	%	\$(000)	%	%	#	%	%	\$(000)	%	%	
Low	31	6.0	4.4	5,428	10.0	4.7	23	7.8	4.5	3,742	13.7	6.4	3.4
Moderate	72	13.9	16.1	6,167	11.4	17.0	45	15.4	17.2	4,101	15.0	17.4	16.4
Middle	231	44.6	42.9	25,844	47.8	38.1	116	39.6	43.3	11,574	42.4	35.5	45.0
Upper	184	35.5	35.6	16,640	30.8	39.7	109	37.2	34.2	7,874	28.9	40.5	34.9
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.3
Tract-Unk	0	0.0	0.9	0	0.0	0.6	0	0.0	0.7	0	0.0	0.2	
Total	518	100.0	100.0	54,079	100.0	100.0	293	100.0	100.0	27,291	100.0	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.

Borrower Distribution Tables:

Distribution of 2020 and 2021 Home Mortgage Lending By Borrower Income Level													
Assessment Area: Charlottesville, VA MSA													
Borrower Income Level	Bank And Aggregate Loans By Year												Families by Family Income %
	2020						2021						
	Bank		Agg		Bank		Agg		Bank		Agg		
	#	%	%	\$(000)	\$%	\$%	#	%	%	\$(000)	\$%	\$%	
Home Purchase Loans													
Low	1	5.0	5.7	125	19	2.8	1	4.0	5.6	106	13	2.9	20.4
Moderate	5	25.0	18.4	784	12.0	13.0	4	16.0	17.8	1,135	13.8	12.6	17.4
Middle	4	20.0	20.4	1,226	18.8	18.1	6	24.0	19.3	1,556	19.0	17.1	21.2
Upper	10	50.0	44.2	4,374	67.2	53.8	9	36.0	40.3	3,785	46.1	50.4	41.0
Unknown	0	0.0	11.4	0	0.0	12.2	5	20.0	17.0	1,628	19.8	17.0	0.0
Total	20	100.0	100.0	6,509	100.0	100.0	25	100.0	100.0	8,210	100.0	100.0	100.0
Refinance Loans													
Low	4	6.8	4.3	510	2.2	2.2	4	10.0	6.7	589	5.1	3.5	20.4
Moderate	11	18.6	14.3	2,027	8.7	9.9	10	25.0	16.5	1,540	13.3	11.5	17.4
Middle	11	18.6	19.2	2,292	9.9	16.2	6	15.0	19.6	875	7.6	16.6	21.2
Upper	29	49.2	42.7	17,680	76.0	50.9	14	35.0	37.9	7,579	65.6	47.3	41.0
Unknown	4	6.8	19.4	757	3.3	20.8	6	15.0	19.3	970	8.4	21.0	0.0
Total	59	100.0	100.0	23,266	100.0	100.0	40	100.0	100.0	11,553	100.0	100.0	100.0
Home Improvement Loans													
Low	1	2.5	7.5	32	0.8	5.1	1	2.8	7.9	20	0.4	5.1	20.4
Moderate	5	12.5	13.3	462	11.1	9.9	10	27.8	15.2	1,101	22.3	10.8	17.4
Middle	11	27.5	21.8	1,328	32.0	18.6	10	27.8	21.9	1,480	30.0	20.7	21.2
Upper	21	52.5	55.8	2,208	53.1	62.5	15	41.7	52.5	2,334	47.3	60.4	41.0
Unknown	2	5.0	1.7	126	3.0	3.9	0	0.0	2.5	0	0.0	3.0	0.0
Total	40	100.0	100.0	4,156	100.0	100.0	36	100.0	100.0	4,935	100.0	100.0	100.0
Total Home Mortgage Loans													
Low	12	6.5	4.9	1,101	2.5	2.5	12	7.3	6.3	1,184	3.4	3.3	20.4
Moderate	34	18.3	15.6	4,586	10.5	11.0	39	23.6	16.9	5,253	14.9	11.9	17.4
Middle	49	26.3	19.6	7,778	17.8	16.8	35	21.2	19.6	5,099	14.5	16.7	21.2
Upper	83	44.6	43.3	29,145	66.8	51.9	68	41.2	39.7	21,122	59.9	49.3	41.0
Unknown	8	4.3	16.7	1,008	2.3	17.9	11	6.7	17.6	2,598	7.4	18.9	0.0
Total	186	100.0	100.0	43,618	100.0	100.0	165	100.0	100.0	35,256	100.0	100.0	100.0

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

Note: Percentages may not total 100.0 percent due to rounding.
Multifamily loans are not included in the borrower distribution analysis.

Distribution of 2020 and 2021 Small Business Lending By Revenue Size of Businesses													
Assessment Area: Charlottesville, VA MSA													
	Bank And Aggregate Loans By Year												Total Businesses %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	%	%	\$(000)	\$%	\$%	#	%	%	\$(000)	\$%	\$%	
By Revenue													
\$1 Million or Less	338	65.3	47.6	15,432	28.5	30.2	214	73.0	53.7	10,109	37.0	36.2	92.4
Over \$1 Million	175	33.8		37,937	70.2		77	26.3		16,325	59.8		6.7
Revenue Unknown	5	1.0		710	1.3		2	0.7		857	3.1		0.9
Total	518	100.0		54,079	100.0		293	100.0		27,291	100.0		100.0
By Loan Size													
\$100,000 or Less	370	71.4	87.3	11,364	21.0	33.1	218	74.4	93.0	5,887	21.6	39.2	
\$100,001 - \$250,000	90	17.4	7.6	14,749	27.3	22.0	46	15.7	4.3	7,308	26.8	20.6	
\$250,001 - \$1 Million	58	11.2	5.1	27,966	51.7	44.9	29	9.9	2.7	14,096	51.7	40.1	
Total	518	100.0	100.0	54,079	100.0	100.0	293	100.0	100.0	27,291	100.0	100.0	
By Loan Size and Revenues \$1 Million or Less													
\$100,000 or Less	316	93.5		8,446	54.7		196	91.6		4,538	44.9		
\$100,001 - \$250,000	12	3.6		1,629	10.6		12	5.6		1,680	16.6		
\$250,001 - \$1 Million	10	3.0		5,357	34.7		6	2.8		3,891	38.5		
Total	338	100.0		15,432	100.0		214	100.0		10,109	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.													

Harrisonburg-Staunton, VA CSA

2021 Demographic Data:

2021 Harrisonburg-Staunton, VA CSA AA Demographics								
Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income	
	#	%	#	%	#	%	#	%
Low	2	3.7	465	0.8	236	50.8	11,864	19.2
Moderate	7	13.0	7,254	11.7	1,302	17.9	11,668	18.9
Middle	39	72.2	48,117	77.8	3,909	8.1	14,019	22.7
Upper	6	11.1	5,977	9.7	262	4.4	24,262	39.3
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
Total AA	54	100.0	61,813	100.0	5,709	9.2	61,813	100.0
	Housing Units by Tract	Housing Type by Tract						
		Owner-occupied			Rental		Vacant	
		#	% by tract	% by unit	#	% by unit	#	% by unit
Low	2,449	197	0.3	8.0	1,753	71.6	499	20.4
Moderate	13,804	5,908	9.6	42.8	6,272	45.4	1,624	11.8
Middle	79,406	49,633	80.3	62.5	21,505	27.1	8,268	10.4
Upper	9,926	6,093	9.9	61.4	2,241	22.6	1,592	16.0
Unknown	0	0	0.0	0.0	0	0.0	0	0.0
Total AA	105,585	61,831	100.0	58.6	31,771	30.1	11,983	11.3
	Total Businesses by Tract		Businesses by Tract & Revenue Size					
			Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported	
			#	%	#	%	#	%
Low	294	2.9	260	2.8	30	4.1	4	4.4
Moderate	1,323	13.2	1,219	13.2	85	11.7	19	20.9
Middle	7,267	72.5	6,689	72.6	515	70.8	63	69.2
Upper	1,144	11.4	1,042	11.3	97	13.3	5	5.5
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
Total AA	10,028	100.0	9,210	100.0	727	100.0	91	100.0
Percentage of Total Businesses:				91.8	7.2	0.9		
	Total Farms by Tract		Farms by Tract & Revenue Size					
			Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported	
			#	%	#	%	#	%
Low	1	0.1	1	0.1	0	0.0	0	0.0
Moderate	25	3.2	24	3.1	1	12.5	0	0.0
Middle	677	87.7	671	87.8	6	75.0	0	0.0
Upper	69	8.9	68	8.9	1	12.5	0	0.0
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
Total AA	772	100.0	764	100.0	8	100.0	0	0.0
Percentage of Total Farms:				99.0	1.0	0.0		
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.								

Geographic Distribution Tables:

Distribution of 2020 and 2021 Home Mortgage Lending By Income Level of Geography													
Assessment Area: Harrisonburg-Staunton, VA CSA													
Geographic Income Level	Bank And Aggregate Loans By Year												Owner Occupied Units %
	2020						2021						
	Bank		Agg		Bank		Agg		Bank		Agg		
	#	%	%	\$(000)	\$%	\$%	#	%	%	\$(000)	\$%	\$%	
Home Purchase Loans													
Lo w	0	0.0	0.8	0	0.0	0.5	1	7.1	1.1	73	2.0	0.9	0.3
Mo derate	3	13.0	12.1	696	12.0	10.8	1	7.1	12.9	240	6.5	11.6	9.6
Middle	15	65.2	74.0	3,533	61.0	72.2	11	78.6	73.2	3,065	82.6	72.0	80.3
Upp er	5	21.7	13.1	1,564	27.0	16.4	1	7.1	12.8	332	8.9	15.5	9.9
Unkno wn	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
To tal	23	100.0	100.0	5,793	100.0	100.0	14	100.0	100.0	3,710	100.0	100.0	100.0
Refinance Loans													
Lo w	1	14	0.5	95	0.7	0.6	0	0.0	0.5	0	0.0	0.3	0.3
Mo derate	4	5.5	9.0	523	4.1	8.2	6	8.3	10.3	749	5.5	9.3	9.6
Middle	61	83.6	75.5	11,014	86.2	73.6	62	86.1	77.0	11,186	81.8	76.0	80.3
Upp er	7	9.6	15.0	1,140	8.9	17.6	4	5.6	12.3	1,732	12.7	14.4	9.9
Unkno wn	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
To tal	73	100.0	100.0	12,772	100.0	100.0	72	100.0	100.0	13,667	100.0	100.0	100.0
Home Improvement Loans													
Lo w	0	0.0	0.8	0	0.0	1.6	0	0.0	0.4	0	0.0	0.2	0.3
Mo derate	2	8.0	8.8	76	3.2	8.5	3	7.1	7.5	169	5.1	6.2	9.6
Middle	20	80.0	73.4	2,004	83.3	70.0	34	81.0	79.1	2,778	83.2	79.6	80.3
Upp er	3	12.0	17.0	325	13.5	19.9	5	11.9	13.0	393	11.8	14.1	9.9
Unkno wn	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
To tal	25	100.0	100.0	2,405	100.0	100.0	42	100.0	100.0	3,340	100.0	100.0	100.0
Multifamily Loans													Multi-family Units %
Lo w	1	33.3	8.9	390	16	12	0	0.0	2.9	0	0.0	0.3	11.0
Mo derate	0	0.0	13.3	0	0.0	10.8	0	0.0	17.1	0	0.0	25.3	23.6
Middle	2	66.7	75.6	23,425	98.4	87.8	0	0.0	71.4	0	0.0	59.0	57.8
Upp er	0	0.0	2.2	0	0.0	0.2	0	0.0	8.6	0	0.0	15.3	7.6
Unkno wn	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
To tal	3	100.0	100.0	23,815	100.0	100.0	0	0.0	100.0	0	0.0	100.0	100.0
Total Home Mortgage Loans													Owner Occupied Units %
Lo w	2	0.9	0.6	485	0.8	0.6	2	0.7	0.7	173	0.5	0.6	0.3
Mo derate	22	9.6	10.3	2,520	4.3	9.4	26	9.7	11.3	2,310	6.2	10.6	9.6
Middle	178	77.4	74.9	50,212	86.6	73.8	215	79.9	75.5	29,114	78.6	73.8	80.3
Upp er	28	12.2	14.2	4,792	8.3	16.3	26	9.7	12.5	5,457	14.7	15.0	9.9
Unkno wn	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
To tal	230	100.0	100.0	58,009	100.0	100.0	269	100.0	100.0	37,054	100.0	100.0	100.0

Source: 2021 FFIEC Census Data
2011-2015 U.S. Census Bureau: American Community Survey
Note: Percentages may not total 100.0 percent due to rounding.

Distribution of 2020 and 2021 Small Business Lending By Income Level of Geography													
Assessment Area: Harrisonburg-Staunton, VA CSA													
Geographic Income Level	Bank And Aggregate Loans By Year												Total Businesses %
	2020						2021						
	Bank		Agg		Bank		Agg		Bank		Agg		
	#	%	%	\$ (000)	%	%	#	%	%	\$ (000)	%	%	
Low	17	5.0	2.3	1,337	4.1	2.1	8	4.5	2.5	523	2.9	3.0	2.9
Moderate	45	13.2	13.4	3,504	10.8	13.3	27	15.3	12.4	2,913	16.0	10.2	13.2
Middle	251	73.4	71.7	24,741	76.1	72.9	130	73.4	73.7	13,473	74.0	76.7	72.5
Upper	29	8.5	11.9	2,927	9.0	11.4	12	6.8	10.7	1,287	7.1	9.9	11.4
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.7	0	0.0	0.4	0	0.0	0.6	0	0.0	0.2	
Total	342	100.0	100.0	32,509	100.0	100.0	177	100.0	100.0	18,196	100.0	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.

Borrower Distribution Tables:

Distribution of 2020 and 2021 Home Mortgage Lending By Borrower Income Level													
Assessment Area: Harrisonburg-Staunton, VA CSA													
Borrower Income Level	Bank And Aggregate Loans By Year												Families by Family Income %
	2020						2021						
	Bank			Agg			Bank			Agg			
	#	#%	##%	\$(000)	\$%	\$%	#	#%	##%	\$(000)	\$%	\$%	
Home Purchase Loans													
Low	0	0.0	7.3	0	0.0	4.3	0	0.0	5.8	0	0.0	3.4	19.2
Moderate	7	30.4	25.9	1,277	22.0	20.0	3	21.4	21.7	411	11.1	16.6	18.9
Middle	3	13.0	22.6	830	14.3	22.6	2	14.3	22.4	489	13.2	21.3	22.7
Upper	9	39.1	28.7	3,124	53.9	37.1	8	57.1	30.4	2,646	71.3	38.9	39.3
Unknown	4	17.4	15.5	562	9.7	16.0	1	7.1	19.8	164	4.4	19.8	0.0
Total	23	100.0	100.0	5,793	100.0	100.0	14	100.0	100.0	3,710	100.0	100.0	100.0
Refinance Loans													
Low	8	11.0	5.5	705	5.5	3.0	7	9.7	5.8	535	3.9	3.4	19.2
Moderate	14	19.2	18.3	1,505	11.8	13.9	15	20.8	18.2	1,596	11.7	13.9	18.9
Middle	18	24.7	21.5	3,121	24.4	19.4	19	26.4	22.6	2,944	21.5	20.7	22.7
Upper	26	35.6	33.3	6,528	51.1	40.2	28	38.9	33.5	8,062	59.0	40.5	39.3
Unknown	7	9.6	21.4	913	7.1	23.5	3	4.2	20.0	530	3.9	21.4	0.0
Total	73	100.0	100.0	12,772	100.0	100.0	72	100.0	100.0	13,667	100.0	100.0	100.0
Home Improvement Loans													
Low	4	16.0	8.8	270	11.2	6.8	6	14.3	7.3	343	10.3	5.5	19.2
Moderate	4	16.0	17.3	345	14.3	13.3	8	19.0	20.9	646	19.3	15.7	18.9
Middle	4	16.0	24.9	276	11.5	25.2	13	31.0	27.8	1,240	37.1	26.4	22.7
Upper	12	48.0	47.0	1,494	62.1	52.7	15	35.7	40.8	1,111	33.3	46.3	39.3
Unknown	1	4.0	2.0	20	0.8	2.0	0	0.0	3.2	0	0.0	6.0	0.0
Total	25	100.0	100.0	2,405	100.0	100.0	42	100.0	100.0	3,340	100.0	100.0	100.0
Total Home Mortgage Loans													
Low	20	8.8	6.4	1,651	4.8	3.6	29	10.8	6.0	1,818	4.9	3.5	19.2
Moderate	54	23.8	21.2	5,644	16.5	16.5	49	18.2	19.8	4,554	12.3	15.3	18.9
Middle	57	25.1	21.9	8,103	23.7	20.7	84	31.2	22.9	10,012	27.0	21.1	22.7
Upper	83	36.6	31.8	17,251	50.5	38.8	102	37.9	32.5	19,828	53.5	39.9	39.3
Unknown	13	5.7	18.7	1,545	4.5	20.4	5	19	18.7	842	2.3	20.2	0.0
Total	227	100.0	100.0	34,194	100.0	100.0	269	100.0	100.0	37,054	100.0	100.0	100.0
Source: 2021 FFIEC Census Data													
2011-2015 U.S. Census Bureau: American Community Survey													
Note: Percentages may not total 100.0 percent due to rounding.													
Multifamily loans are not included in the borrower distribution analysis.													

Distribution of 2020 and 2021 Small Business Lending By Revenue Size of Businesses													
Assessment Area: Harrisonburg-Staunton, VA CSA													
	Bank And Aggregate Loans By Year												Total Businesses %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	%	%	\$(000)	%	%	#	%	%	\$(000)	%	%	
By Revenue													
\$1 Million or Less	233	68.1	40.5	9,989	30.7	28.8	130	73.4	54.0	8,547	47.0	34.7	91.8
Over \$1 Million	105	30.7		21,877	67.3		44	24.9		8,944	49.2		7.2
Revenue Unknown	4	1.2		643	2.0		3	1.7		705	3.9		0.9
Total	342	100.0		32,509	100.0		177	100.0		18,196	100.0		100.0
By Loan Size													
\$100,000 or Less	264	77.2	86.8	8,610	26.5	32.5	136	76.8	91.6	3,859	21.2	35.2	
\$100,001 - \$250,000	47	13.7	7.7	7,739	23.8	21.6	21	11.9	5.0	3,421	18.8	20.9	
\$250,001 - \$1 Million	31	9.1	5.5	16,160	49.7	45.9	20	11.3	3.4	10,916	60.0	43.9	
Total	342	100.0	100.0	32,509	100.0	100.0	177	100.0	100.0	18,196	100.0	100.0	
By Loan Size and Revenues \$1 Million or Less													
\$100,000 or Less	221	94.8		6,185	61.9		118	90.8		2,969	34.7		
\$100,001 - \$250,000	7	3.0		1,135	11.4		5	3.8		786	9.2		
\$250,001 - \$1 Million	5	2.1		2,669	26.7		7	5.4		4,792	56.1		
Total	233	100.0		9,989	100.0		130	100.0		8,547	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.													

Lynchburg, VA MSA

2021 Demographic Data:

2021 Lynchburg, VA MSA AA Demographics								
Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income	
	#	%	#	%	#	%	#	%
Low	1	1.7	1,214	1.8	499	41.1	13,796	20.8
Moderate	14	23.3	10,458	15.8	2,019	19.3	11,626	17.5
Middle	36	60.0	41,142	62.1	4,284	10.4	14,320	21.6
Upper	9	15.0	13,472	20.3	519	3.9	26,544	40.0
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
Total AA	60	100.0	66,286	100.0	7,321	11.0	66,286	100.0
	Housing Units by Tract	Housing Type by Tract						
		Owner-occupied			Rental		Vacant	
		#	% by tract	% by unit	#	% by unit	#	% by unit
Low	2,393	1,046	1.5	43.7	946	39.5	401	16.8
Moderate	21,377	8,589	12.2	40.2	9,884	46.2	2,904	13.6
Middle	70,977	45,684	65.1	64.4	14,890	21.0	10,403	14.7
Upper	19,260	14,889	21.2	77.3	3,415	17.7	956	5.0
Unknown	0	0	0.0	0.0	0	0.0	0	0.0
Total AA	114,007	70,208	100.0	61.6	29,135	25.6	14,664	12.9
	Total Businesses by Tract	Businesses by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low	147	1.4	125	1.3	20	2.9	2	1.8
Moderate	2,057	20.3	1,864	19.9	181	26.7	12	11.0
Middle	5,682	56.0	5,260	56.2	353	52.0	69	63.3
Upper	2,254	22.2	2,103	22.5	125	18.4	26	23.9
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
Total AA	10,140	100.0	9,352	100.0	679	100.0	109	100.0
Percentage of Total Businesses:			92.2		6.7		1.1	
	Total Farms by Tract	Farms by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low	1	0.3	1	0.3	0	0.0	0	0.0
Moderate	14	4.4	13	4.1	1	50.0	0	0.0
Middle	259	81.4	256	81.5	1	50.0	2	100.0
Upper	44	13.8	44	14.0	0	0.0	0	0.0
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
Total AA	318	100.0	314	100.0	2	100.0	2	100.0
Percentage of Total Farms:			98.7		0.6		0.6	
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.								

Geographic Distribution Tables:

Distribution of 2020 and 2021 Home Mortgage Lending By Income Level of Geography													
Assessment Area: Lynchburg, VA MSA													
Geographic Income Level	Bank And Aggregate Loans By Year											Owner Occupied Units %	
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank			Agg
	#	%	%	\$(000)	\$%	\$%	#	%	%	\$(000)	\$%		\$%
Home Purchase Loans													
Low	0	0.0	1.0	0	0.0	0.4	1	2.8	1.7	178	2.3	0.8	15
Moderate	2	8.0	17.0	248	5.5	11.7	4	11.1	17.7	499	6.4	13.0	12.2
Middle	21	84.0	56.7	3,842	85.9	56.5	25	69.4	56.7	5,818	74.2	56.1	65.1
Upper	2	8.0	25.0	383	8.6	31.0	6	16.7	23.6	1,349	17.2	30.0	2.12
Unknown	0	0.0	0.4	0	0.0	0.3	0	0.0	0.3	0	0.0	0.1	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
Total	25	100.0	100.0	4,473	100.0	100.0	36	100.0	100.0	7,844	100.0	100.0	100.0
Refinance Loans													
Low	0	0.0	0.4	0	0.0	0.2	0	0.0	0.6	0	0.0	0.3	15
Moderate	5	9.1	9.1	542	6.1	6.5	4	11.1	11.7	478	6.1	8.5	12.2
Middle	31	56.4	58.4	4,848	54.3	56.3	29	80.6	59.2	5,269	67.3	56.4	65.1
Upper	19	34.5	31.9	3,540	39.6	36.8	3	8.3	28.2	2,077	26.5	34.7	2.12
Unknown	0	0.0	0.2	0	0.0	0.2	0	0.0	0.2	0	0.0	0.1	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
Total	55	100.0	100.0	8,930	100.0	100.0	36	100.0	100.0	7,824	100.0	100.0	100.0
Home Improvement Loans													
Low	0	0.0	0.3	0	0.0	0.2	0	0.0	1.5	0	0.0	1.2	15
Moderate	1	5.3	10.5	90	5.6	8.0	2	10.0	10.1	74	4.1	6.2	12.2
Middle	12	63.2	62.4	1,007	62.7	62.8	17	85.0	61.8	1,682	93.9	72.3	65.1
Upper	6	31.6	26.1	510	31.7	28.7	1	5.0	26.6	36	2.0	20.3	2.12
Unknown	0	0.0	0.6	0	0.0	0.3	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
Total	19	100.0	100.0	1,607	100.0	100.0	20	100.0	100.0	1,792	100.0	100.0	100.0
Multifamily Loans													
Low	0	0.0	3.4	0	0.0	0.2	0	0.0	2.1	0	0.0	0.6	4.1
Moderate	0	0.0	35.6	0	0.0	38.4	0	0.0	27.1	0	0.0	6.4	4.19
Middle	1	100.0	47.5	2,600	100.0	37.8	0	0.0	50.0	0	0.0	61.7	38.8
Upper	0	0.0	13.6	0	0.0	23.6	0	0.0	20.8	0	0.0	31.3	15.1
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
Total	1	100.0	100.0	2,600	100.0	100.0	0	0.0	100.0	0	0.0	100.0	100.0
Total Home Mortgage Loans													
Low	0	0.0	0.8	0	0.0	0.3	1	0.7	1.1	178	0.7	0.5	15
Moderate	13	8.4	12.8	1,341	5.8	10.8	14	9.2	14.3	1,303	5.3	10.3	12.2
Middle	95	61.7	57.9	14,937	65.1	55.4	115	75.2	58.3	17,876	72.1	57.0	65.1
Upper	46	29.9	28.3	6,661	29.0	33.2	23	15.0	26.0	5,441	21.9	32.0	2.12
Unknown	0	0.0	0.3	0	0.0	0.2	0	0.0	0.3	0	0.0	0.1	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
Total	154	100.0	100.0	22,939	100.0	100.0	153	100.0	100.0	24,798	100.0	100.0	100.0

Source: 2021 FFIEC Census Data
2011-2015 U.S. Census Bureau: American Community Survey
Note: Percentages may not total 100.0 percent due to rounding.

Distribution of 2020 and 2021 Small Business Lending By Income Level of Geography													
Assessment Area: Lynchburg, VA MSA													
Geographic Income Level	Bank And Aggregate Loans By Year												Total Businesses %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	#%	#%	\$(000)	\$%	\$%	#	#%	#%	\$(000)	\$%	\$%	
Low	1	0.7	1.2	20	0.2	2.2	2	3.1	1.2	899	11.8	4.1	1.4
Moderate	6	3.9	19.8	814	8.1	26.8	7	10.8	18.1	209	2.7	18.0	20.3
Middle	109	71.2	53.0	7,223	72.1	48.6	41	63.1	54.9	4,896	64.4	55.3	56.0
Upper	37	24.2	25.1	1,955	19.5	21.8	15	23.1	25.0	1,603	21.1	22.5	22.2
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.9	0	0.0	0.6	0	0.0	1.0	0	0.0	0.2	
Total	153	100.0	100.0	10,012	100.0	100.0	65	100.0	100.0	7,607	100.0	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.

Borrower Distribution Tables:

Distribution of 2020 and 2021 Home Mortgage Lending By Borrower Income Level															
Assessment Area: Lynchburg, VA MSA															
Borrower Income Level	Bank And Aggregate Loans By Year												Families by Family Income %		
	2020						2021								
	Bank		Agg		Bank		Agg		Bank		Agg				
	#	%	#	%	\$(000)	%	\$(000)	%	#	%	#	%		\$(000)	%
Home Purchase Loans															
Lo w	5	20.0	12.5	655	14.6	7.1	3	8.3	10.1	399	5.1	5.6	20.8		
Mo de rate	7	28.0	24.5	1,966	26.7	19.1	11	30.6	23.5	1,634	20.8	18.2	17.5		
Middle	3	12.0	2.9	652	14.6	21.5	9	25.0	21.1	1,466	18.7	21.1	21.6		
Upp e r	5	20.0	31.1	1,822	26.4	43.2	11	30.6	29.2	3,954	50.4	39.2	40.0		
Unkno wn	5	20.0	9.9	788	17.6	9.2	2	5.6	16.1	391	5.0	15.8	0.0		
To tal	25	100.0	100.0	4,473	100.0	100.0	36	100.0	100.0	7,844	100.0	100.0	100.0		
Refinance Loans															
Lo w	12	21.8	6.5	1,174	13.1	3.4	8	22.2	6.8	670	8.6	3.8	20.8		
Mo de rate	13	23.6	14.7	2,143	24.0	10.7	7	19.4	18.8	1,154	14.7	14.0	17.5		
Middle	11	20.0	19.7	1,422	15.9	17.3	7	19.4	21.6	1,096	14.0	19.2	21.6		
Upp e r	15	27.3	37.3	3,560	39.9	45.9	14	38.9	32.6	4,904	62.7	41.3	40.0		
Unkno wn	4	7.3	21.8	631	7.1	22.7	0	0.0	20.2	0	0.0	21.7	0.0		
To tal	55	100.0	100.0	8,930	100.0	100.0	36	100.0	100.0	7,824	100.0	100.0	100.0		
Home Improvement Loans															
Lo w	0	0.0	9.2	0	0.0	7.4	2	10.0	8.3	140	7.8	3.5	20.8		
Mo de rate	6	31.6	18.5	285	17.7	15.2	5	25.0	20.2	367	20.5	11.4	17.5		
Middle	3	15.8	22.6	437	27.2	19.9	4	20.0	21.4	535	29.9	14.7	21.6		
Upp e r	10	52.6	47.1	885	55.1	55.6	7	35.0	45.9	664	37.1	42.1	40.0		
Unkno wn	0	0.0	2.5	0	0.0	1.9	2	10.0	4.3	86	4.8	28.2	0.0		
To tal	19	100.0	100.0	1,607	100.0	100.0	20	100.0	100.0	1,792	100.0	100.0	100.0		
Total Home Mortgage Loans															
Lo w	24	15.7	9.2	2,147	10.6	5.1	23	15.0	8.4	1,916	7.7	4.7	20.8		
Mo de rate	40	26.1	18.9	5,070	24.9	14.5	36	23.5	20.7	4,399	17.7	15.9	17.5		
Middle	26	17.0	20.5	3,411	16.8	19.0	30	19.6	21.1	3,859	15.6	19.9	21.6		
Upp e r	54	35.3	34.3	8,292	40.8	44.2	60	39.2	31.7	14,147	57.0	40.5	40.0		
Unkno wn	9	5.9	17.0	1,419	7.0	17.2	4	2.6	18.0	477	1.9	19.0	0.0		
To tal	153	100.0	100.0	20,339	100.0	100.0	153	100.0	100.0	24,798	100.0	100.0	100.0		
Source: 2021 FFIEC Census Data															
2011-2015 U.S. Census Bureau: American Community Survey															
Note: Percentages may not total 100.0 percent due to rounding.															
Multifamily loans are not included in the borrower distribution analysis.															

Distribution of 2020 and 2021 Small Business Lending By Revenue Size of Businesses													
Assessment Area: Lynchburg, VA MSA													
	Bank And Aggregate Loans By Year												Total Businesses %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	%	%	\$(000)	%	%	#	%	%	\$(000)	%	%	
By Revenue													
\$1 Million or Less	118	77.1	44.6	4,862	48.6	32.1	47	72.3	52.8	3,727	49.0	35.4	92.2
Over \$1 Million	35	22.9		5,150	51.4		15	23.1		3,707	48.7		6.7
Revenue Unknown	0	0.0		0	0.0		3	4.6		173	2.3		1.1
Total	153	100.0		10,012	100.0		65	100.0		7,607	100.0		100.0
By Loan Size													
\$100,000 or Less	128	83.7	88.0	3,309	33.1	32.0	48	73.8	92.1	1,327	17.4	34.9	
\$100,001 - \$250,000	17	11.1	6.6	2,645	26.4	18.7	5	7.7	4.3	949	12.5	18.0	
\$250,001 - \$1 Million	8	5.2	5.4	4,058	40.5	49.3	12	18.5	3.5	5,331	70.1	47.1	
Total	153	100.0	100.0	10,012	100.0	100.0	65	100.0	100.0	7,607	100.0	100.0	
By Loan Size and Revenues \$1 Million or Less													
\$100,000 or Less	111	94.1		2,519	51.8		41	87.2		1,019	27.3		
\$100,001 - \$250,000	4	3.4		633	13.0		0	0.0		0	0.0		
\$250,001 - \$1 Million	3	2.5		1,710	35.2		6	12.8		2,708	72.7		
Total	118	100.0		4,862	100.0		47	100.0		3,727	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.													

Roanoke, VA MSA

2021 Demographic Data:

2021 Roanoke, VA MSA AA Demographics								
Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income	
	#	%	#	%	#	%	#	%
Low	3	4.6	2,340	2.8	801	34.2	16,624	19.9
Moderate	13	20.0	16,896	20.2	3,271	19.4	14,605	17.5
Middle	32	49.2	38,550	46.1	3,099	8.0	18,748	22.4
Upper	17	26.2	25,794	30.9	1,167	4.5	33,603	40.2
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
Total AA	65	100.0	83,580	100.0	8,338	10.0	83,580	100.0
	Housing Units by Tract	Housing Type by Tract						
		Owner-occupied			Rental		Vacant	
		#	% by tract	% by unit	#	% by unit	#	% by unit
Low	4,574	1,243	1.4	27.2	2,597	56.8	734	16.0
Moderate	31,536	16,341	18.4	51.8	11,327	35.9	3,868	12.3
Middle	68,529	42,246	47.5	61.6	18,149	26.5	8,134	11.9
Upper	41,010	29,063	32.7	70.9	7,798	19.0	4,149	10.1
Unknown	0	0	0.0	0.0	0	0.0	0	0.0
Total AA	145,649	88,893	100.0	61.0	39,871	27.4	16,885	11.6
	Total Businesses by Tract		Businesses by Tract & Revenue Size					
			Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported	
			#	%	#	%	#	%
Low	401	2.8	344	2.6	55	5.3	2	1.7
Moderate	2,291	16.1	2,135	16.4	143	13.7	13	11.0
Middle	7,126	50.2	6,482	49.7	580	55.6	64	54.2
Upper	4,375	30.8	4,071	31.2	265	25.4	39	33.1
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
Total AA	14,193	100.0	13,032	100.0	1,043	100.0	118	100.0
Percentage of Total Businesses:				91.8		7.3		0.8
	Total Farms by Tract		Farms by Tract & Revenue Size					
			Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported	
			#	%	#	%	#	%
Low	2	0.7	2	0.7	0	0.0	0	0.0
Moderate	70	23.0	68	23.1	2	25.0	0	0.0
Middle	143	47.0	138	46.8	5	62.5	0	0.0
Upper	89	29.3	87	29.5	1	12.5	1	100.0
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
Total AA	304	100.0	295	100.0	8	100.0	1	100.0
Percentage of Total Farms:				97.0		2.6		0.3
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.								

Geographic Distribution Tables:

Distribution of 2020 and 2021 Home Mortgage Lending By Income Level of Geography													
Assessment Area: Roanoke, VA MSA													
Geographic Income Level	Bank And Aggregate Loans By Year												Owner Occupied Units %
	2020						2021						
	Bank		Agg		Bank		Agg		Bank		Agg		
	#	%	#	%	\$ (000)	%	#	%	#	%	\$ (000)	%	
Home Purchase Loans													
Lo w	0	0.0	10	0	0.0	0.5	1	1.5	1.8	61	0.4	0.9	1.4
Mo derate	27	24.1	13.9	3,999	16.7	9.6	8	11.8	16.1	1,347	8.0	10.8	18.4
Middle	54	48.2	48.6	10,705	44.7	44.5	34	50.0	48.6	7,868	47.0	46.1	47.5
Upp er	31	27.7	36.6	9,218	38.5	45.5	25	36.8	33.5	7,459	44.6	42.1	32.7
Unkno wn	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
To tal	112	100.0	100.0	23,922	100.0	100.0	68	100.0	100.0	16,735	100.0	100.0	100.0
Refinance Loans													
Lo w	0	0.0	0.4	0	0.0	0.3	0	0.0	0.6	0	0.0	0.3	1.4
Mo derate	7	11.1	10.1	1,314	10.4	7.5	6	12.0	11.7	705	7.9	8.1	18.4
Middle	26	41.3	44.6	4,949	39.3	40.0	25	50.0	46.3	3,460	38.7	41.9	47.5
Upp er	30	47.6	44.8	6,328	50.3	52.2	19	38.0	41.4	4,784	53.5	49.6	32.7
Unkno wn	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
To tal	63	100.0	100.0	12,591	100.0	100.0	50	100.0	100.0	8,949	100.0	100.0	100.0
Home Improvement Loans													
Lo w	0	0.0	1.1	0	0.0	0.5	0	0.0	0.7	0	0.0	0.3	1.4
Mo derate	3	33.3	11.7	172	17.1	8.0	5	31.3	9.9	354	28.0	6.9	18.4
Middle	6	66.7	45.4	836	82.9	42.5	6	37.5	45.9	574	45.3	42.0	47.5
Upp er	0	0.0	4.9	0	0.0	48.9	5	31.3	43.4	338	26.7	50.8	32.7
Unkno wn	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
To tal	9	100.0	100.0	1,008	100.0	100.0	16	100.0	100.0	1,266	100.0	100.0	100.0
Multifamily Loans													Multi-family Units %
Lo w	1	50.0	6.1	145	27.1	10.6	0	0.0	7.9	0	0.0	3.5	3.0
Mo derate	1	50.0	30.3	390	72.9	18.2	0	0.0	28.7	0	0.0	16.4	19.8
Middle	0	0.0	51.5	0	0.0	48.0	5	100.0	47.5	1,630	100.0	51.1	49.7
Upp er	0	0.0	12.1	0	0.0	23.1	0	0.0	15.8	0	0.0	29.0	27.5
Unkno wn	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
To tal	2	100.0	100.0	535	100.0	100.0	5	100.0	100.0	1,630	100.0	100.0	100.0
Total Home Mortgage Loans													Owner Occupied Units %
Lo w	1	0.4	0.7	145	0.3	0.8	1	0.4	1.2	61	0.1	0.7	1.4
Mo derate	49	17.2	12.1	6,556	12.9	8.9	30	12.4	13.7	3,352	8.0	9.7	18.4
Middle	134	47.0	46.4	22,025	43.4	42.4	128	52.9	47.3	20,769	49.3	44.2	47.5
Upp er	101	35.4	40.8	21,973	43.3	47.9	83	34.3	37.8	17,927	42.6	45.3	32.7
Unkno wn	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
To tal	285	100.0	100.0	50,699	100.0	100.0	242	100.0	100.0	42,109	100.0	100.0	100.0

Source: 2021 FFIEC Census Data
2011-2015 U.S. Census Bureau: American Community Survey
Note: Percentages may not total 100.0 percent due to rounding.

Distribution of 2020 and 2021 Small Business Lending By Income Level of Geography													
Assessment Area: Roanoke, VA MSA													
Geographic Income Level	Bank And Aggregate Loans By Year												Total Businesses %
	2020						2021						
	Bank		Agg		Bank		Agg		Bank		Agg		
	#	%	%	\$(000)	%	%	#	%	%	\$(000)	%	%	
Low	7	1.9	3.4	507	2.0	5.7	8	3.8	3.4	1,602	7.4	4.7	2.8
Moderate	44	11.7	15.2	2,579	10.3	12.4	21	10.0	14.9	1,780	8.2	11.6	16.1
Middle	241	64.3	49.4	18,087	72.3	51.9	133	63.6	48.8	12,981	60.0	52.6	50.2
Upper	83	22.1	31.5	3,851	15.4	29.8	47	22.5	32.4	5,264	24.3	31.0	30.8
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.5	0	0.0	0.3	0	0.0	0.6	0	0.0	0.1	
Total	375	100.0	100.0	25,024	100.0	100.0	209	100.0	100.0	21,627	100.0	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.

Borrower Distribution Tables:

Distribution of 2020 and 2021 Home Mortgage Lending By Borrower Income Level Assessment Area: Roanoke, VA MSA													
Borrower Income Level	Bank And Aggregate Loans By Year												Families by Family Income %
	2020						2021						
	Bank			Agg			Bank			Agg			
	#	%	%	\$(000)	\$%	\$%	#	%	%	\$(000)	\$%	\$%	
Home Purchase Loans													
Lo w	20	17.9	11.0	2,702	11.3	6.1	17	25.0	10.4	2,250	13.4	5.6	19.9
Mo de rate	35	31.3	24.7	4,949	20.7	17.7	12	17.6	24.4	2,438	14.6	17.9	17.5
Middle	29	25.9	20.3	5,812	24.3	19.2	20	29.4	18.6	4,869	29.1	17.2	22.4
Upp e r	24	21.4	30.2	9,460	39.5	43.7	19	27.9	30.4	7,178	42.9	43.9	40.2
Unkno wn	4	3.6	13.8	999	4.2	13.2	0	0.0	16.2	0	0.0	15.3	0.0
To tal	112	100.0	100.0	23,922	100.0	100.0	68	100.0	100.0	16,735	100.0	100.0	100.0
Refinance Loans													
Lo w	4	6.3	6.2	287	2.3	3.2	3	6.0	7.5	178	2.0	4.2	19.9
Mo de rate	15	23.8	15.2	2,051	16.3	10.7	17	34.0	19.2	2,161	24.1	14.1	17.5
Middle	17	27.0	19.9	3,094	24.6	17.3	9	18.0	20.6	1,293	14.4	18.5	22.4
Upp e r	23	36.5	37.3	6,462	51.3	46.8	16	32.0	32.3	4,597	51.4	42.7	40.2
Unkno wn	4	6.3	21.3	697	5.5	21.9	5	10.0	20.4	720	8.0	20.6	0.0
To tal	63	100.0	100.0	12,591	100.0	100.0	50	100.0	100.0	8,949	100.0	100.0	100.0
Home Improvement Loans													
Lo w	1	11.1	11.0	50	5.0	7.1	0	0.0	5.9	0	0.0	3.2	19.9
Mo de rate	3	33.3	15.4	217	21.5	11.5	3	18.8	16.8	163	12.9	10.8	17.5
Middle	2	22.2	22.6	224	22.2	18.1	5	31.3	22.7	352	27.8	18.8	22.4
Upp e r	2	22.2	45.4	310	30.8	56.5	7	43.8	49.9	650	51.3	62.7	40.2
Unkno wn	1	11.1	5.6	207	20.5	6.8	1	6.3	4.7	101	8.0	4.4	0.0
To tal	9	100.0	100.0	1,008	100.0	100.0	16	100.0	100.0	1,266	100.0	100.0	100.0
Total Home Mortgage Loans													
Lo w	37	13.1	8.5	3,829	7.6	4.6	34	14.3	8.7	3,284	8.1	4.9	19.9
Mo de rate	80	28.3	19.0	9,848	19.6	13.8	47	19.8	21.1	6,102	15.1	15.7	17.5
Middle	69	24.4	19.8	11,556	23.0	17.9	68	28.7	19.9	11,141	27.5	17.9	22.4
Upp e r	88	31.1	34.1	23,028	45.9	45.1	79	33.3	32.2	18,917	46.7	43.7	40.2
Unkno wn	9	3.2	18.6	1,903	3.8	18.6	9	3.8	18.1	1,035	2.6	17.8	0.0
To tal	283	100.0	100.0	50,164	100.0	100.0	237	100.0	100.0	40,479	100.0	100.0	100.0
Source: 2021 FFIEC Census Data 2011-2015 U.S. Census Bureau: American Community Survey													
Note: Percentages may not total 100.0 percent due to rounding. Multifamily loans are not included in the borrower distribution analysis.													

Distribution of 2020 and 2021 Small Business Lending By Revenue Size of Businesses													
Assessment Area: Roanoke, VA MSA													
	Bank And Aggregate Loans By Year												Total Businesses %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	%	%	\$(000)	%	%	#	%	%	\$(000)	%	%	
By Revenue													
\$1 Million or Less	280	74.7	41.8	9,577	38.3	27.3	151	72.2	49.7	8,917	41.2	37.5	91.8
Over \$1 Million	90	24.0		14,319	57.2		40	19.1		8,606	39.8		7.3
Revenue Unknown	5	1.3		1,128	4.5		18	8.6		4,104	19.0		0.8
Total	375	100.0		25,024	100.0		209	100.0		21,627	100.0		100.0
By Loan Size													
\$100,000 or Less	310	82.7	84.5	8,585	34.3	28.5	157	75.1	86.7	4,806	22.2	25.7	
\$100,001 - \$250,000	43	11.5	8.2	6,919	27.6	19.1	26	12.4	7.3	4,256	19.7	21.4	
\$250,001 - \$1 Million	22	5.9	7.4	9,520	38.0	52.4	26	12.4	6.0	12,565	58.1	52.8	
Total	375	100.0	100.0	25,024	100.0	100.0	209	100.0	100.0	21,627	100.0	100.0	
By Loan Size and Revenues \$1 Million or Less													
\$100,000 or Less	267	95.4		6,297	65.8		133	88.1		3,348	37.5		
\$100,001 - \$250,000	7	2.5		949	9.9		9	6.0		1,447	16.2		
\$250,001 - \$1 Million	6	2.1		2,331	24.3		9	6.0		4,122	46.2		
Total	280	100.0		9,577	100.0		151	100.0		8,917	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.													

Covington-Buena Vista, VA NonMSA

2021 Demographic Data:

2021 Covington-Buena Vista, VA NonMSA AA Demographics								
Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income	
	#	%	#	%	#	%	#	%
Low	0	0.0	0	0.0	0	0.0	2,963	20.3
Moderate	2	14.3	2,547	17.5	682	26.8	2,598	17.8
Middle	8	57.1	8,568	58.8	1,007	11.8	2,728	18.7
Upper	4	28.6	3,462	23.7	281	8.1	6,288	43.1
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
Total AA	14	100.0	14,577	100.0	1,970	13.5	14,577	100.0
	Housing Units by Tract	Housing Type by Tract						
		Owner-occupied			Rental		Vacant	
		#	% by tract	% by unit	#	% by unit	#	% by unit
Low	0	0	0.0	0.0	0	0.0	0	0.0
Moderate	4,566	2,550	15.3	55.8	1,554	34.0	462	10.1
Middle	16,104	9,812	59.0	60.9	3,504	21.8	2,788	17.3
Upper	6,490	4,282	25.7	66.0	1,249	19.2	959	14.8
Unknown	0	0	0.0	0.0	0	0.0	0	0.0
Total AA	27,160	16,644	100.0	61.3	6,307	23.2	4,209	15.5
	Total Businesses by Tract		Businesses by Tract & Revenue Size					
			Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported	
			#	%	#	%	#	%
Low	0	0.0	0	0.0	0	0.0	0	0.0
Moderate	283	12.9	267	13.1	13	10.3	3	9.7
Middle	1,462	66.6	1,353	66.4	89	70.6	20	64.5
Upper	451	20.5	419	20.5	24	19.0	8	25.8
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
Total AA	2,196	100.0	2,039	100.0	126	100.0	31	100.0
Percentage of Total Businesses:				92.9		5.7		1.4
	Total Farms by Tract		Farms by Tract & Revenue Size					
			Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported	
			#	%	#	%	#	%
Low	0	0.0	0	0.0	0	0.0	0	0.0
Moderate	2	1.9	2	1.9	0	0.0	0	0.0
Middle	65	60.7	64	61.0	0	0.0	1	50.0
Upper	40	37.4	39	37.1	0	0.0	1	50.0
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
Total AA	107	100.0	105	100.0	0	0.0	2	100.0
Percentage of Total Farms:				98.1		0.0		1.9
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.								

Distribution of 2020 and 2021 Home Mortgage Lending By Income Level of Geography													
Assessment Area: Covington-Buena Vista, VA NonMSA													
Geographic Income Level	Bank And Aggregate Loans By Year											Owner Occupied Units %	
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank			Agg
	#	%	%	\$ (000)	\$ %	\$ %	#	%	%	\$ (000)	\$ %		\$ %
Home Purchase Loans													
Low	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Moderate	2	40.0	18.3	102	13.5	12.8	0	0.0	20.0	0	0.0	13.9	15.3
Middle	3	60.0	62.8	655	86.5	65.2	4	66.7	58.9	503	57.0	57.9	59.0
Upper	0	0.0	18.9	0	0.0	22.0	2	33.3	211	380	43.0	28.2	25.7
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
Total	5	100.0	100.0	757	100.0	100.0	6	100.0	100.0	883	100.0	100.0	100.0
Refinance Loans													
Low	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Moderate	1	33.3	8.2	96	35.3	5.0	0	0.0	118	0	0.0	7.5	15.3
Middle	1	33.3	63.8	84	30.9	64.5	7	87.5	615	1,194	88.0	64.0	59.0
Upper	1	33.3	28.0	92	33.8	30.5	1	12.5	26.7	163	12.0	28.5	25.7
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
Total	3	100.0	100.0	272	100.0	100.0	8	100.0	100.0	1,357	100.0	100.0	100.0
Home Improvement Loans													
Low	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	4.5	0	0.0	1.1	3	37.5	9.5	115	11.7	5.7	15.3
Middle	1	100.0	59.1	58	100.0	45.9	3	37.5	76.2	724	73.5	84.8	59.0
Upper	0	0.0	36.4	0	0.0	53.0	2	25.0	14.3	146	14.8	9.5	25.7
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
Total	1	100.0	100.0	58	100.0	100.0	8	100.0	100.0	985	100.0	100.0	100.0
Multifamily Loans												Multi-family Units %	
Low	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	0.0	0.0	0	0.0	25.0	0	0.0	63.6	17.4
Middle	0	0.0	100.0	0	0.0	100.0	0	0.0	75.0	0	0.0	36.4	64.3
Upper	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	18.3
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
Total	0	0.0	100.0	0	0.0	100.0	0	0.0	100.0	0	0.0	100.0	100.0
Total Home Mortgage Loans												Owner Occupied Units %	
Low	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Moderate	7	219	13.0	505	17.1	8.7	8	15.7	15.7	506	7.8	11.1	15.3
Middle	19	59.4	63.3	1,865	63.3	64.6	31	60.8	60.7	4,108	63.5	61.0	59.0
Upper	6	18.8	23.7	576	19.6	26.7	12	23.5	23.6	1,854	28.7	27.8	25.7
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
Total	32	100.0	100.0	2,946	100.0	100.0	51	100.0	100.0	6,468	100.0	100.0	100.0

Source: 2021 FFIEC Census Data
2011-2015 U.S. Census Bureau: American Community Survey
Note: Percentages may not total 100.0 percent due to rounding.

Distribution of 2020 and 2021 Small Business Lending By Income Level of Geography													
Assessment Area: Covington-Buena Vista, VA NonMSA													
Geographic Income Level	Bank And Aggregate Loans By Year												Total Businesses %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	#%	#%	\$(000)	\$%	\$%	#	#%	#%	\$(000)	\$%	\$%	
Low	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Moderate	6	21.4	13.5	144	7.0	9.9	6	30.0	10.6	723	22.4	13.9	12.9
Middle	18	64.3	64.8	1,801	87.6	69.3	11	55.0	65.2	2,332	72.2	62.5	66.6
Upper	4	14.3	20.2	110	5.4	19.7	3	15.0	23.6	176	5.4	23.6	20.5
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	1.5	0	0.0	1.1	0	0.0	0.6	0	0.0	0.1	
Total	28	100.0	100.0	2,055	100.0	100.0	20	100.0	100.0	3,231	100.0	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.

Borrower Distribution Tables:

Distribution of 2020 and 2021 Home Mortgage Lending By Borrower Income Level													
Assessment Area: Covington-Buena Vista, VA NonMSA													
Borrower Income Level	Bank And Aggregate Loans By Year												Families by Family Income %
	2020						2021						
	Bank			Agg			Bank			Agg			
	#	##	###	\$(000)	\$%	\$%	#	##	###	\$(000)	\$%	\$%	
Home Purchase Loans													
Low	0	0.0	5.5	0	0.0	2.4	1	16.7	5.2	68	7.7	2.1	20.3
Moderate	3	60.0	18.3	256	33.8	12.6	1	16.7	16.5	152	17.2	11.7	17.8
Middle	0	0.0	20.2	0	0.0	17.0	2	33.3	19.0	328	37.1	16.7	18.7
Upper	1	20.0	32.8	350	46.2	47.4	2	33.3	34.0	335	37.9	46.9	43.1
Unknown	1	20.0	23.2	151	19.9	20.5	0	0.0	25.3	0	0.0	22.6	0.0
Total	5	100.0	100.0	757	100.0	100.0	6	100.0	100.0	883	100.0	100.0	100.0
Refinance Loans													
Low	1	33.3	3.8	92	33.8	18	0	0.0	5.0	0	0.0	2.2	20.3
Moderate	0	0.0	11.4	0	0.0	7.2	2	25.0	14.2	137	10.1	9.3	17.8
Middle	2	66.7	17.9	180	66.2	14.4	1	12.5	19.8	127	9.4	15.9	18.7
Upper	0	0.0	46.9	0	0.0	54.2	5	62.5	42.4	1093	80.5	51.2	43.1
Unknown	0	0.0	20.0	0	0.0	22.4	0	0.0	18.7	0	0.0	21.5	0.0
Total	3	100.0	100.0	272	100.0	100.0	8	100.0	100.0	1,357	100.0	100.0	100.0
Home Improvement Loans													
Low	0	0.0	4.5	0	0.0	2.3	1	12.5	7.1	25	2.5	4.2	20.3
Moderate	0	0.0	9.1	0	0.0	7.4	2	25.0	9.5	90	9.1	4.1	17.8
Middle	1	100.0	18.2	58	100.0	5.7	1	12.5	26.2	21	2.1	18.8	18.7
Upper	0	0.0	68.2	0	0.0	84.6	4	50.0	57.1	849	86.2	72.9	43.1
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Total	1	100.0	100.0	58	100.0	100.0	8	100.0	100.0	985	100.0	100.0	100.0
Total Home Mortgage Loans													
Low	3	9.4	4.7	196	6.7	2.1	7	13.7	5.4	430	6.6	2.3	20.3
Moderate	4	12.5	13.9	320	10.9	9.4	6	11.8	14.8	459	7.1	10.3	17.8
Middle	8	25.0	18.9	569	19.3	15.4	13	25.5	19.8	1,284	19.9	16.4	18.7
Upper	15	46.9	41.0	1,695	57.5	51.1	24	47.1	38.7	4,187	64.7	49.2	43.1
Unknown	2	6.3	21.6	166	5.6	22.1	1	2.0	21.3	108	1.7	21.8	0.0
Total	32	100.0	100.0	2,946	100.0	100.0	51	100.0	100.0	6,468	100.0	100.0	100.0
Source: 2021 FFIEC Census Data													
2011-2015 U.S. Census Bureau: American Community Survey													
Note: Percentages may not total 100.0 percent due to rounding.													
Multifamily loans are not included in the borrower distribution analysis.													

Distribution of 2020 and 2021 Small Business Lending By Revenue Size of Businesses													
Assessment Area: Covington-Buena Vista, VA NonMSA													
	Bank And Aggregate Loans By Year												Total Businesses %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	%	%	\$(000)	%	%	#	%	%	\$(000)	%	%	
By Revenue													
\$1 Million or Less	21	75.0	38.8	538	26.2	28.4	16	80.0	58.7	2,063	63.9	49.7	92.9
Over \$1 Million	7	25.0		1,517	73.8		4	20.0		1,168	36.1		5.7
Revenue Unknown	0	0.0		0	0.0		0	0.0		0	0.0		1.4
Total	28	100.0		2,055	100.0		20	100.0		3,231	100.0		100.0
By Loan Size													
\$100,000 or Less	25	89.3	92.1	758	36.9	38.7	12	60.0	94.5	328	10.2	42.7	
\$100,001 - \$250,000	2	7.1	3.8	297	14.5	13.3	4	20.0	3.3	589	18.2	18.8	
\$250,001 - \$1 Million	1	3.6	4.0	1,000	48.7	48.0	4	20.0	2.2	2,314	71.6	38.5	
Total	28	100.0	100.0	2,055	100.0	100.0	20	100.0	100.0	3,231	100.0	100.0	
By Loan Size and Revenues \$1 Million or Less													
\$100,000 or Less	20	95.2		389	72.3		11	68.8		273	13.2		
\$100,001 - \$250,000	1	4.8		149	27.7		3	18.8		365	17.7		
\$250,001 - \$1 Million	0	0.0		0	0.0		2	12.5		1,425	69.1		
Total	21	100.0		538	100.0		16	100.0		2,063	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.													

Emporia, VA NonMSA

2021 Demographic Data:

2021 Emporia, VA NonMSA AA Demographics								
Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income	
	#	%	#	%	#	%	#	%
Low	0	0.0	0	0.0	0	0.0	1,270	31.7
Moderate	2	40.0	1,959	48.9	458	23.4	635	15.9
Middle	2	40.0	2,046	51.1	365	17.8	813	20.3
Upper	0	0.0	0	0.0	0	0.0	1,287	32.1
Unknown	1	20.0	0	0.0	0	0.0	0	0.0
Total AA	5	100.0	4,005	100.0	823	20.5	4,005	100.0
	Housing Units by Tract	Housing Type by Tract						
		Owner-occupied			Rental		Vacant	
		#	% by tract	% by unit	#	% by unit	#	% by unit
Low	0	0	0.0	0.0	0	0.0	0	0.0
Moderate	3,249	1,591	44.9	49.0	1,170	36.0	488	15.0
Middle	3,559	1,954	55.1	54.9	1,230	34.6	375	10.5
Upper	0	0	0.0	0.0	0	0.0	0	0.0
Unknown	0	0	0.0	0.0	0	0.0	0	0.0
Total AA	6,808	3,545	100.0	52.1	2,400	35.3	863	12.7
	Total Businesses by Tract	Businesses by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low	0	0	0.0	0	0.0	0	0.0	
Moderate	271	259	46.8	10	27.8	2	40.0	
Middle	323	294	53.2	26	72.2	3	60.0	
Upper	0	0	0.0	0	0.0	0	0.0	
Unknown	0	0	0.0	0	0.0	0	0.0	
Total AA	594	553	100.0	36	100.0	5	100.0	
Percentage of Total Businesses:				93.1	6.1	0.8		
	Total Farms by Tract	Farms by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low	0	0	0.0	0	0.0	0	0.0	
Moderate	15	15	53.6	0	0.0	0	0.0	
Middle	13	13	46.4	0	0.0	0	0.0	
Upper	0	0	0.0	0	0.0	0	0.0	
Unknown	0	0	0.0	0	0.0	0	0.0	
Total AA	28	28	100.0	0	0.0	0	0.0	
Percentage of Total Farms:				100.0	0.0	0.0		

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.

Geographic Distribution Tables:

Distribution of 2020 and 2021 Home Mortgage Lending By Income Level of Geography													
Assessment Area: Emporia, VA NonMSA													
Geographic Income Level	Bank And Aggregate Loans By Year											Owner Occupied Units %	
	2020						2021						
	Bank		Agg		Bank		Agg		Bank		Agg		
	#	##%	##%	\$(000)	\$%	\$%	#	##%	##%	\$(000)	\$%		\$%
Home Purchase Loans													
Lo w	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Mo derate	0	0.0	26.3	0	0.0	28.0	0	0.0	25.5	0	0.0	27.9	44.9
Middle	0	0.0	73.7	0	0.0	72.0	0	0.0	73.2	0	0.0	70.5	55.1
Upp er	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Unkno wn	0	0.0	0.0	0	0.0	0.0	0	0.0	1.3	0	0.0	1.6	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
To tal	0	0.0	100.0	0	0.0	100.0	0	0.0	100.0	0	0.0	100.0	100.0
Refinance Loans													
Lo w	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Mo derate	0	0.0	33.8	0	0.0	39.2	1	33.3	37.1	150	36.9	33.6	44.9
Middle	1	100.0	66.3	108	100.0	60.8	2	66.7	62.9	256	63.1	66.4	55.1
Upp er	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Unkno wn	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
To tal	1	100.0	100.0	108	100.0	100.0	3	100.0	100.0	406	100.0	100.0	100.0
Home Improvement Loans													
Lo w	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Mo derate	0	0.0	66.7	0	0.0	70.7	0	0.0	20.0	0	0.0	10.8	44.9
Middle	0	0.0	33.3	0	0.0	29.3	0	0.0	80.0	0	0.0	89.2	55.1
Upp er	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Unkno wn	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
To tal	0	0.0	100.0	0	0.0	100.0	0	0.0	100.0	0	0.0	100.0	100.0
Multifamily Loans												Multi-family Units %	
Lo w	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Mo derate	0	0.0	33.3	0	0.0	79.0	0	0.0	60.0	0	0.0	65.9	49.9
Middle	0	0.0	66.7	0	0.0	21.0	1	100.0	40.0	800	100.0	34.1	50.1
Upp er	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Unkno wn	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
To tal	0	0.0	100.0	0	0.0	100.0	1	100.0	100.0	800	100.0	100.0	100.0
Total Home Mortgage Loans												Owner Occupied Units %	
Lo w	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Mo derate	0	0.0	29.7	0	0.0	35.2	2	40.0	31.9	250	19.1	33.6	44.9
Middle	4	100.0	70.3	413	100.0	64.8	3	60.0	67.5	1056	80.9	65.6	55.1
Upp er	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Unkno wn	0	0.0	0.0	0	0.0	0.0	0	0.0	0.6	0	0.0	0.7	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
To tal	4	100.0	100.0	413	100.0	100.0	5	100.0	100.0	1306	100.0	100.0	100.0

Source: 2021 FFIEC Census Data
2011-2015 U.S. Census Bureau: American Community Survey
Note: Percentages may not total 100.0 percent due to rounding.

Distribution of 2020 and 2021 Small Business Lending By Income Level of Geography													
Assessment Area: Emporia, VA NonMSA													
Geographic Income Level	Bank And Aggregate Loans By Year												Total Businesses %
	2020						2021						
	Bank		Agg		Bank		Agg		Bank		Agg		
	#	%	%	\$(000)	%	%	#	%	%	\$(000)	%	%	
Low	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Moderate	4	36.4	39.3	1,150	55.3	34.2	3	42.9	45.1	108	10.4	34.1	45.6
Middle	7	63.6	60.1	930	44.7	65.8	4	57.1	54.9	928	89.6	65.9	54.4
Upper	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	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.6	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
Total	11	100.0	100.0	2,080	100.0	100.0	7	100.0	100.0	1,036	100.0	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.

Borrower Distribution Tables:

Distribution of 2020 and 2021 Home Mortgage Lending By Borrower Income Level													
Assessment Area: Emporia, VA NonMSA													
Borrower Income Level	Bank And Aggregate Loans By Year												Families by Family Income %
	2020						2021						
	Bank			Agg			Bank			Agg			
	#	#%	##%	\$(000)	\$%	\$%	#	#%	##%	\$(000)	\$%	\$%	
Home Purchase Loans													
Low	0	0.0	7.6	0	0.0	5.5	0	0.0	7.8	0	0.0	5.1	31.7
Moderate	0	0.0	22.9	0	0.0	21.8	0	0.0	20.9	0	0.0	19.6	15.9
Middle	0	0.0	33.1	0	0.0	32.2	0	0.0	26.1	0	0.0	26.2	20.3
Upper	0	0.0	22.0	0	0.0	24.9	0	0.0	22.2	0	0.0	28.6	32.1
Unknown	0	0.0	14.4	0	0.0	15.6	0	0.0	22.9	0	0.0	20.4	0.0
Total	0	0.0	100.0	0	0.0	100.0	0	0.0	100.0	0	0.0	100.0	100.0
Refinance Loans													
Low	0	0.0	3.8	0	0.0	1.8	0	0.0	2.1	0	0.0	0.9	31.7
Moderate	0	0.0	11.3	0	0.0	5.9	1	33.3	21.0	126	31.0	18.5	15.9
Middle	1	100.0	11.3	108	100.0	10.5	1	33.3	15.4	150	36.9	12.0	20.3
Upper	0	0.0	45.0	0	0.0	48.1	1	33.3	25.9	130	32.0	29.5	32.1
Unknown	0	0.0	28.8	0	0.0	33.6	0	0.0	35.7	0	0.0	39.1	0.0
Total	1	100.0	100.0	108	100.0	100.0	3	100.0	100.0	406	100.0	100.0	100.0
Home Improvement Loans													
Low	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	31.7
Moderate	0	0.0	33.3	0	0.0	34.0	0	0.0	20.0	0	0.0	28.9	15.9
Middle	0	0.0	33.3	0	0.0	29.3	0	0.0	20.0	0	0.0	10.8	20.3
Upper	0	0.0	33.3	0	0.0	36.7	0	0.0	40.0	0	0.0	48.0	32.1
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	20.0	0	0.0	12.3	0.0
Total	0	0.0	100.0	0	0.0	100.0	0	0.0	100.0	0	0.0	100.0	100.0
Total Home Mortgage Loans													
Low	0	0.0	5.7	0	0.0	3.8	0	0.0	5.3	0	0.0	3.4	31.7
Moderate	1	25.0	17.9	55	13.3	14.8	1	25.0	20.1	126	24.9	18.7	15.9
Middle	1	25.0	24.5	108	26.2	22.9	1	25.0	20.8	150	29.6	18.9	20.3
Upper	2	50.0	30.1	250	60.5	33.6	2	50.0	25.8	230	45.5	30.0	32.1
Unknown	0	0.0	21.8	0	0.0	24.8	0	0.0	28.0	0	0.0	29.1	0.0
Total	4	100.0	100.0	413	100.0	100.0	4	100.0	100.0	506	100.0	100.0	100.0
Source: 2021 FFIEC Census Data													
2011-2015 U.S. Census Bureau: American Community Survey													
Note: Percentages may not total 100.0 percent due to rounding.													
Multifamily loans are not included in the borrower distribution analysis.													

Distribution of 2020 and 2021 Small Business Lending By Revenue Size of Businesses													
Assessment Area: Emporia, VA NonMSA													
	Bank And Aggregate Loans By Year												Total Businesses %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	%	%	\$(000)	%	%	#	%	%	\$(000)	%	%	
By Revenue													
\$1 Million or Less	6	54.5	42.9	222	10.7	29.6	4	57.1	57.1	819	79.1	54.6	93.1
Over \$1 Million	5	45.5		1,858	89.3		2	28.6		191	18.4		6.1
Revenue Unknown	0	0.0		0	0.0		1	14.3		26	2.5		0.8
Total	11	100.0		2,080	100.0		7	100.0		1,036	100.0		100.0
By Loan Size													
\$100,000 or Less	7	63.6	86.5	292	14.0	31.7	5	71.4	90.1	254	24.5	38.5	
\$100,001 - \$250,000	1	9.1	4.3	141	6.8	8.9	1	14.3	5.5	115	11.1	16.5	
\$250,001 - \$1 Million	3	27.3	9.2	1,647	79.2	59.5	1	14.3	4.4	667	64.4	45.0	
Total	11	100.0	100.0	2,080	100.0	100.0	7	100.0	100.0	1,036	100.0	100.0	
By Loan Size and Revenues \$1 Million or Less													
\$100,000 or Less	6	100.0		222	100.0		3	75.0		152	18.6		
\$100,001 - \$250,000	0	0.0		0	0.0		0	0.0		0	0.0		
\$250,001 - \$1 Million	0	0.0		0	0.0		1	25.0		667	81.4		
Total	6	100.0		222	100.0		4	100.0		819	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.													

Orange, VA NonMSA

2021 Demographic Data:

2021 Orange, VA NonMSA AA Demographics+M4:U43								
Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income	
	#	%	#	%	#	%	#	%
Low	0	0.0	0	0.0	0	0.0	2,300	12.4
Moderate	1	9.1	1,205	6.5	261	21.7	2,384	12.8
Middle	2	18.2	2,933	15.8	279	9.5	3,174	17.1
Upper	8	72.7	14,441	77.7	780	5.4	10,721	57.7
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
Total AA	11	100.0	18,579	100.0	1,320	7.1	18,579	100.0
	Housing Units by Tract	Housing Type by Tract						
		Owner-occupied			Rental		Vacant	
		#	% by tract	% by unit	#	% by unit	#	% by unit
Low	0	0	0.0	0.0	0	0.0	0	0.0
Moderate	2,088	914	4.6	43.8	900	43.1	274	13.1
Middle	4,926	3,152	15.9	64.0	1,146	23.3	628	12.7
Upper	24,467	15,807	79.5	64.6	3,720	15.2	4,940	20.2
Unknown	0	0	0.0	0.0	0	0.0	0	0.0
Total AA	31,481	19,873	100.0	63.1	5,766	18.3	5,842	18.6
	Total Businesses by Tract		Businesses by Tract & Revenue Size					
			Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported	
			#	%	#	%	#	%
Low	0	0.0	0	0.0	0	0.0	0	0.0
Moderate	315	11.0	293	10.8	17	13.6	5	16.1
Middle	501	17.5	465	17.2	30	24.0	6	19.4
Upper	2,049	71.5	1,951	72.0	78	62.4	20	64.5
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
Total AA	2,865	100.0	2,709	100.0	125	100.0	31	100.0
Percentage of Total Businesses:				94.6		4.4		1.1
	Total Farms by Tract		Farms by Tract & Revenue Size					
			Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported	
			#	%	#	%	#	%
Low	0	0.0	0	0.0	0	0.0	0	0.0
Moderate	17	9.3	17	9.5	0	0.0	0	0.0
Middle	30	16.4	29	16.2	1	33.3	0	0.0
Upper	136	74.3	133	74.3	2	66.7	1	100.0
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
Total AA	183	100.0	179	100.0	3	100.0	1	100.0
Percentage of Total Farms:				97.8		1.6		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.								

Geographic Distribution Tables:

Distribution of 2020 and 2021 Home Mortgage Lending By Income Level of Geography													
Assessment Area: Orange, VA NonMSA													
Geographic Income Level	Bank And Aggregate Loans By Year											Owner Occupied Units %	
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank			Agg
	#	%	%	\$(000)	\$%	\$%	#	%	%	\$(000)	\$%		\$%
Home Purchase Loans													
Low	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Moderate	1	4.8	3.8	130	2.1	3.1	2	22.2	4.5	273	11.9	3.5	4.6
Middle	1	4.8	13.9	203	3.2	11.3	0	0.0	14.5	0	0.0	11.6	15.9
Upper	19	90.5	82.4	5,920	94.7	85.6	7	77.8	81.0	2,024	88.1	84.8	79.5
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
Total	21	100.0	100.0	6,253	100.0	100.0	9	100.0	100.0	2,297	100.0	100.0	100.0
Refinance Loans													
Low	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Moderate	2	6.7	3.5	115	1.8	2.8	1	5.0	4.2	79	1.7	3.7	4.6
Middle	0	0.0	13.0	0	0.0	10.5	1	5.0	14.2	180	3.9	11.5	15.9
Upper	28	93.3	83.5	6,213	98.2	86.7	18	90.0	81.7	4,350	94.4	84.8	79.5
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
Total	30	100.0	100.0	6,328	100.0	100.0	20	100.0	100.0	4,609	100.0	100.0	100.0
Home Improvement Loans													
Low	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Moderate	2	16.7	6.0	146	2.1	3.8	0	0.0	5.0	0	0.0	6.2	4.6
Middle	1	8.3	17.2	40	5.8	10.1	0	0.0	10.7	0	0.0	8.8	15.9
Upper	9	75.0	76.7	507	73.2	86.0	6	100.0	84.3	693	100.0	85.0	79.5
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
Total	12	100.0	100.0	693	100.0	100.0	6	100.0	100.0	693	100.0	100.0	100.0
Multifamily Loans													
Low	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	0.0	0.0	1	100.0	50.0	350	100.0	18.2	37.2
Middle	0	0.0	100.0	0	0.0	100.0	0	0.0	50.0	0	0.0	81.8	26.7
Upper	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	36.1
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
Total	0	0.0	100.0	0	0.0	100.0	1	100.0	100.0	350	100.0	100.0	100.0
Total Home Mortgage Loans													
Low	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Moderate	6	5.6	3.7	441	2.4	2.9	6	7.6	4.4	928	7.1	3.8	4.6
Middle	3	2.8	13.2	293	1.6	10.7	2	2.5	14.2	231	1.8	11.7	15.9
Upper	99	91.7	83.1	17,774	96.0	86.3	71	89.9	81.5	11,967	91.2	84.6	79.5
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	
Total	108	100.0	100.0	18,508	100.0	100.0	79	100.0	100.0	13,126	100.0	100.0	100.0

Source: 2021 FFIEC Census Data
2011-2015 U.S. Census Bureau: American Community Survey
Note: Percentages may not total 100.0 percent due to rounding.

Distribution of 2020 and 2021 Small Business Lending By Income Level of Geography													
Assessment Area: Orange, VA NonMSA													
Geographic Income Level	Bank And Aggregate Loans By Year												Total Businesses %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	%	%	\$(000)	%	%	#	%	%	\$(000)	%	%	
Low	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Moderate	18	16.4	8.1	1,793	16.9	10.2	8	18.6	6.9	326	8.9	6.6	11.0
Middle	11	10.0	18.8	1,054	9.9	21.2	5	11.6	18.9	314	8.6	24.0	17.5
Upper	81	73.6	72.3	7,756	73.1	68.2	30	69.8	72.8	3,032	82.6	69.1	71.5
Unknown	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.8	0	0.0	0.4	0	0.0	1.3	0	0.0	0.3	
Total	110	100.0	100.0	10,603	100.0	100.0	43	100.0	100.0	3,672	100.0	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.

Borrower Distribution Tables:

Distribution of 2020 and 2021 Home Mortgage Lending By Borrower Income Level													
Assessment Area: Orange, VA NonMSA													
Borrower Income Level	Bank And Aggregate Loans By Year												Families by Family Income %
	2020						2021						
	Bank			Agg			Bank			Agg			
	#	#%	##%	\$(000)	\$%	\$%	#	#%	##%	\$(000)	\$%	\$%	
Home Purchase Loans													
Low	0	0.0	1.0	0	0.0	0.5	1	11.1	1.0	107	4.7	0.4	12.4
Moderate	2	9.5	10.7	315	5.0	6.8	0	0.0	9.0	0	0.0	5.6	12.8
Middle	6	28.6	21.8	1,348	21.6	17.4	1	11.1	21.1	166	7.2	16.9	17.1
Upper	10	47.6	52.3	4,012	64.2	60.9	4	44.4	49.0	1,187	51.7	57.3	57.7
Unknown	3	14.3	14.2	578	9.2	14.3	3	33.3	19.8	837	36.4	19.7	0.0
Total	21	100.0	100.0	6,253	100.0	100.0	9	100.0	100.0	2,297	100.0	100.0	100.0
Refinance Loans													
Low	2	6.7	1.2	140	2.2	0.5	1	5.0	2.2	84	1.8	1.1	12.4
Moderate	1	3.3	5.8	65	1.0	3.6	1	5.0	8.3	70	1.5	5.5	12.8
Middle	6	20.0	15.3	1,418	22.4	11.7	5	25.0	17.4	804	17.4	13.7	17.1
Upper	18	60.0	48.6	4,276	67.6	52.5	12	60.0	47.5	3,551	77.0	53.3	57.7
Unknown	3	10.0	29.1	429	6.8	31.5	1	5.0	24.5	100	2.2	26.4	0.0
Total	30	100.0	100.0	6,328	100.0	100.0	20	100.0	100.0	4,609	100.0	100.0	100.0
Home Improvement Loans													
Low	1	8.3	2.6	46	6.6	1.4	0	0.0	1.7	0	0.0	0.6	12.4
Moderate	0	0.0	6.0	0	0.0	5.1	1	16.7	6.6	60	8.7	4.5	12.8
Middle	2	16.7	15.5	79	11.4	8.7	1	16.7	14.0	41	5.9	7.3	17.1
Upper	9	75.0	74.1	568	82.0	83.3	4	66.7	74.4	592	85.4	84.2	57.7
Unknown	0	0.0	1.7	0	0.0	1.5	0	0.0	3.3	0	0.0	3.3	0.0
Total	12	100.0	100.0	693	100.0	100.0	6	100.0	100.0	693	100.0	100.0	100.0
Total Home Mortgage Loans													
Low	3	2.8	1.1	186	1.0	0.5	2	2.6	1.7	191	1.5	0.8	12.4
Moderate	9	8.3	7.8	738	4.0	5.0	6	7.7	8.5	272	2.1	5.5	12.8
Middle	25	23.1	17.7	3,595	19.4	14.0	24	30.8	19.0	2,861	22.4	15.2	17.1
Upper	62	57.4	50.0	12,567	67.9	55.9	42	53.8	48.8	8,515	66.6	55.4	57.7
Unknown	9	8.3	23.4	1,422	7.7	24.5	4	5.1	22.0	937	7.3	23.1	0.0
Total	108	100.0	100.0	18,508	100.0	100.0	78	100.0	100.0	12,776	100.0	100.0	100.0
Source: 2021 FFIEC Census Data													
2011-2015 U.S. Census Bureau: American Community Survey													
Note: Percentages may not total 100.0 percent due to rounding.													
Multifamily loans are not included in the borrower distribution analysis.													

Distribution of 2020 and 2021 Small Business Lending By Revenue Size of Businesses													
Assessment Area: Orange, VA NonMSA													
	Bank And Aggregate Loans By Year												Total Businesses %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	%	%	\$(000)	\$%	\$%	#	%	%	\$(000)	\$%	\$%	
By Revenue													
\$1 Million or Less	73	66.4	50.3	3,879	36.6	43.5	32	74.4	57.1	2,227	60.6	39.1	94.6
Over \$1 Million	35	31.8		6,523	61.5		9	20.9		1,140	31.0		4.4
Revenue Unknown	2	1.8		201	1.9		2	4.7		305	8.3		1.1
Total	110	100.0		10,603	100.0		43	100.0		3,672	100.0		100.0
By Loan Size													
\$100,000 or Less	87	79.1	90.7	2,461	23.2	39.4	35	81.4	95.8	885	24.1	52.4	
\$100,001 - \$250,000	12	10.9	5.7	1,741	16.4	19.1	2	4.7	2.2	323	8.8	13.8	
\$250,001 - \$1 Million	11	10.0	3.6	6,401	60.4	41.5	6	14.0	1.9	2,464	67.1	33.7	
Total	110	100.0	100.0	10,603	100.0	100.0	43	100.0	100.0	3,672	100.0	100.0	
By Loan Size and Revenues \$1 Million or Less													
\$100,000 or Less	69	94.5		1,643	42.4		29	90.6		602	27.0		
\$100,001 - \$250,000	1	1.4		111	2.9		0	0.0		0	0.0		
\$250,001 - \$1 Million	3	4.1		2,125	54.8		3	9.4		1,625	73.0		
Total	73	100.0		3,879	100.0		32	100.0		2,227	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.													

Wythe, VA NonMSA

2021 Demographic Data:

2021 Wythe, VA NonMSA AA Demographics								
Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income	
	#	%	#	%	#	%	#	%
Low	0	0.0	0	0.0	0	0.0	4,154	20.0
Moderate	1	6.3	1,341	6.5	227	16.9	3,914	18.8
Middle	15	93.8	19,445	93.5	2,058	10.6	4,580	22.0
Upper	0	0.0	0	0.0	0	0.0	8,138	39.2
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
Total AA	16	100.0	20,786	100.0	2,285	11.0	20,786	100.0
	Housing Units by Tract	Housing Type by Tract						
		Owner-occupied			Rental		Vacant	
		#	% by tract	% by unit	#	% by unit	#	% by unit
Low	0	0	0.0	0.0	0	0.0	0	0.0
Moderate	2,581	1,446	6.3	56.0	423	16.4	712	27.6
Middle	36,088	21,611	93.7	59.9	7,202	20.0	7,275	20.2
Upper	0	0	0.0	0.0	0	0.0	0	0.0
Unknown	0	0	0.0	0.0	0	0.0	0	0.0
Total AA	38,669	23,057	100.0	59.6	7,625	19.7	7,987	20.7
	Total Businesses by Tract		Businesses by Tract & Revenue Size					
			Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported	
			#	%	#	%	#	%
Low	0	0.0	0	0.0	0	0.0	0	0.0
Moderate	129	4.2	126	4.4	1	0.6	2	5.7
Middle	2,942	95.8	2,752	95.6	157	99.4	33	94.3
Upper	0	0.0	0	0.0	0	0.0	0	0.0
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
Total AA	3,071	100.0	2,878	100.0	158	100.0	35	100.0
Percentage of Total Businesses:				93.7		5.1		1.1
	Total Farms by Tract		Farms by Tract & Revenue Size					
			Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported	
			#	%	#	%	#	%
Low	0	0.0	0	0.0	0	0.0	0	0.0
Moderate	11	4.0	11	4.0	0	0.0	0	0.0
Middle	265	96.0	265	96.0	0	0.0	0	0.0
Upper	0	0.0	0	0.0	0	0.0	0	0.0
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
Total AA	276	100.0	276	100.0	0	0.0	0	0.0
Percentage of Total Farms:				100.0		0.0		0.0
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.								

Geographic Distribution Tables:

Distribution of 2020 and 2021 Home Mortgage Lending By Income Level of Geography													
Assessment Area: Wythe, VA NonMSA													
Geographic Income Level	Bank And Aggregate Loans By Year											Owner Occupied Units %	
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank			Agg
	#	##%	##%	\$(000)	\$%	\$%	#	##%	##%	\$(000)	\$%		\$%
Home Purchase Loans													
Low	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	5.1	0	0.0	5.4	0	0.0	6.0	0	0.0	6.2	6.3
Middle	15	100.0	94.9	3,400	100.0	94.6	15	100.0	94.0	2,690	100.0	93.8	93.7
Upper	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	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Total	15	100.0	100.0	3,400	100.0	100.0	15	100.0	100.0	2,690	100.0	100.0	100.0
Refinance Loans													
Low	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	3.2	0	0.0	3.0	0	0.0	4.4	0	0.0	4.6	6.3
Middle	22	100.0	96.8	2,390	100.0	97.0	21	100.0	95.6	2,767	100.0	95.4	93.7
Upper	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	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Total	22	100.0	100.0	2,390	100.0	100.0	21	100.0	100.0	2,767	100.0	100.0	100.0
Home Improvement Loans													
Low	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	5.8	0	0.0	7.7	0	0.0	3.9	0	0.0	5.3	6.3
Middle	4	100.0	94.2	226	100.0	92.3	4	100.0	96.1	234	100.0	94.7	93.7
Upper	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	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Total	4	100.0	100.0	226	100.0	100.0	4	100.0	100.0	234	100.0	100.0	100.0
Multifamily Loans												Multi-family Units %	
Low	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	0.0	0.0	0	0.0	0.0	0	0.0	0.0	2.1
Middle	0	0.0	100.0	0	0.0	100.0	0	0.0	100.0	0	0.0	100.0	97.9
Upper	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	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	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	100.0	0	0.0	100.0	0	0.0	100.0	0	0.0	100.0	100.0
Total Home Mortgage Loans												Owner Occupied Units %	
Low	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	4.2	0	0.0	4.2	0	0.0	5.2	0	0.0	5.3	6.3
Middle	76	100.0	95.8	9,035	100.0	95.8	63	100.0	94.8	7,762	100.0	94.7	93.7
Upper	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	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	0.0
Total	76	100.0	100.0	9,035	100.0	100.0	63	100.0	100.0	7,762	100.0	100.0	100.0

Source: 2021 FFIEC Census Data
2011-2015 U.S. Census Bureau: American Community Survey
Note: Percentages may not total 100.0 percent due to rounding.

Distribution of 2020 and 2021 Small Business Lending By Income Level of Geography													
Assessment Area: Wythe, VA NonMSA													
Geographic Income Level	Bank And Aggregate Loans By Year												Total Businesses %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	%	%	\$(000)	%	%	#	%	%	\$(000)	%	%	
Low	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	4.0	0	0.0	2.0	0	0.0	3.9	0	0.0	2.6	4.2
Middle	85	100.0	95.3	5,403	100.0	97.7	63	100.0	94.8	3,303	100.0	97.1	95.8
Upper	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	0.0	0.0	0	0.0	0.0	0.0
Tract-Unk	0	0.0	0.6	0	0.0	0.3	0	0.0	1.2	0	0.0	0.3	
Total	85	100.0	100.0	5,403	100.0	100.0	63	100.0	100.0	3,303	100.0	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.

Borrower Distribution Tables:

Distribution of 2020 and 2021 Home Mortgage Lending By Borrower Income Level													
Assessment Area: Wythe, VA NonMSA													
Borrower Income Level	Bank And Aggregate Loans By Year												Families by Family Income %
	2020						2021						
	Bank			Agg			Bank			Agg			
	#	#%	##%	\$(000)	\$%	##%	#	#%	##%	\$(000)	\$%	##%	
Home Purchase Loans													
Low	0	0.0	7.1	0	0.0	3.7	0	0.0	4.6	0	0.0	2.4	20.0
Moderate	2	13.3	21.6	236	6.9	15.9	8	53.3	23.9	907	33.7	16.9	18.8
Middle	7	46.7	23.6	1,291	38.0	22.1	1	6.7	21.7	187	7.0	19.4	22.0
Upper	6	40.0	37.6	1,873	55.1	48.5	6	40.0	37.8	1,596	59.3	48.5	39.2
Unknown	0	0.0	10.1	0	0.0	9.8	0	0.0	12.0	0	0.0	12.9	0.0
Total	15	100.0	100.0	3,400	100.0	100.0	15	100.0	100.0	2,690	100.0	100.0	100.0
Refinance Loans													
Low	5	22.7	5.5	359	15.0	2.8	1	4.8	5.2	74	2.7	2.7	20.0
Moderate	3	13.6	13.9	241	10.1	9.4	5	23.8	15.2	528	19.1	10.9	18.8
Middle	9	40.9	21.5	908	38.0	17.8	7	33.3	23.2	948	34.3	20.3	22.0
Upper	5	22.7	40.2	882	36.9	48.3	7	33.3	39.1	1,112	40.2	47.2	39.2
Unknown	0	0.0	18.9	0	0.0	21.7	1	4.8	17.3	105	3.8	18.9	0.0
Total	22	100.0	100.0	2,390	100.0	100.0	21	100.0	100.0	2,767	100.0	100.0	100.0
Home Improvement Loans													
Low	0	0.0	4.8	0	0.0	2.0	0	0.0	5.3	0	0.0	3.6	20.0
Moderate	0	0.0	23.1	0	0.0	18.8	1	25.0	17.1	39	16.7	12.4	18.8
Middle	0	0.0	25.0	0	0.0	22.8	2	50.0	26.3	120	51.3	25.5	22.0
Upper	4	100.0	46.2	226	100.0	55.0	1	25.0	51.3	75	32.1	58.5	39.2
Unknown	0	0.0	10	0	0.0	15	0	0.0	0.0	0	0.0	0.0	0.0
Total	4	100.0	100.0	226	100.0	100.0	4	100.0	100.0	234	100.0	100.0	100.0
Total Home Mortgage Loans													
Low	11	14.5	6.3	720	8.0	3.3	4	6.3	5.2	271	3.5	2.6	20.0
Moderate	9	11.8	17.9	712	7.9	12.9	19	30.2	19.2	1,704	22.0	13.9	18.8
Middle	25	32.9	22.5	2,905	32.2	19.8	13	20.6	22.6	1,481	19.1	19.9	22.0
Upper	29	38.2	38.3	4,518	50.0	47.7	26	41.3	38.9	4,201	54.1	48.0	39.2
Unknown	2	2.6	15.0	180	2.0	16.3	1	1.6	14.1	105	1.4	15.6	0.0
Total	76	100.0	100.0	9,035	100.0	100.0	63	100.0	100.0	7,762	100.0	100.0	100.0
Source: 2021 FFIEC Census Data													
2011-2015 U.S. Census Bureau: American Community Survey													
Note: Percentages may not total 100.0 percent due to rounding.													
Multifamily loans are not included in the borrower distribution analysis.													

Distribution of 2020 and 2021 Small Business Lending By Revenue Size of Businesses													
Assessment Area: Wythe, VA NonMSA													
	Bank And Aggregate Loans By Year												Total Businesses %
	2020						2021						
	Bank		Agg	Bank		Agg	Bank		Agg	Bank		Agg	
	#	%	%	\$(000)	%	%	#	%	%	\$(000)	%	%	
By Revenue													
\$1 Million or Less	71	83.5	46.8	2,955	54.7	35.5	54	85.7	59.5	1,109	33.6	45.7	93.7
Over \$1 Million	14	16.5		2,448	45.3		8	12.7		1,917	58.0		5.1
Revenue Unknown	0	0.0		0	0.0		1	1.6		277	8.4		1.1
Total	85	100.0		5,403	100.0		63	100.0		3,303	100.0		100.0
By Loan Size													
\$100,000 or Less	74	87.1	87.6	2,042	37.8	33.7	55	87.3	92.8	1,113	33.7	39.1	
\$100,001 - \$250,000	9	10.6	7.7	1,597	29.6	22.6	6	9.5	4.2	1,044	31.6	19.1	
\$250,001 - \$1 Million	2	2.4	4.7	1,764	32.6	43.7	2	3.2	2.9	1,146	34.7	41.8	
Total	85	100.0	100.0	5,403	100.0	100.0	63	100.0	100.0	3,303	100.0	100.0	
By Loan Size and Revenues \$1 Million or Less													
\$100,000 or Less	68	95.8		1,647	55.7		53	98.1		972	87.6		
\$100,001 - \$250,000	2	2.8		433	14.7		1	1.9		137	12.4		
\$250,001 - \$1 Million	1	1.4		875	29.6		0	0.0		0	0.0		
Total	71	100.0		2,955	100.0		54	100.0		1,109	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.													

2020 Demographic Tables for Full-Scope Review

2020 Virginia Beach-Norfolk, VA-NCCSA AA Demographics								
Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income	
	#	%	#	%	#	%	#	%
Low	31	7.0	20,440	4.6	6,842	33.5	92,105	20.8
Moderate	114	25.9	101,597	23.0	17,079	16.8	76,341	17.3
Middle	156	35.5	164,086	37.1	12,263	7.5	89,483	20.3
Upper	124	28.2	154,848	35.0	5,758	3.7	183,953	41.6
Unknown	15	3.4	911	0.2	263	28.9	0	0.0
Total AA	440	100.0	441,882	100.0	42,205	9.6	441,882	100.0
	Housing Units by Tract	Housing Type by Tract						
		Owner-occupied			Rental		Vacant	
		#	% by tract	% by unit	#	% by unit	#	% by unit
Low	40,299	9,420	2.3	23.4	25,490	63.3	5,389	13.4
Moderate	185,389	70,398	17.4	38.0	94,890	51.2	20,101	10.8
Middle	267,138	159,466	39.4	59.7	82,689	31.0	24,983	9.4
Upper	253,019	164,710	40.7	65.1	47,327	18.7	40,982	16.2
Unknown	2,497	586	0.1	23.5	1,266	50.7	645	25.8
Total AA	748,342	404,580	100.0	54.1	251,662	33.6	92,100	12.3
	Total Businesses by Tract	Businesses by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low	3,125	3.8	2,856	3.7	255	4.9	14	2.9
Moderate	17,596	21.3	16,080	20.9	1,426	27.3	90	18.5
Middle	30,182	36.5	28,053	36.5	1,983	38.0	146	30.0
Upper	30,803	37.3	29,154	37.9	1,421	27.2	228	46.8
Unknown	914	1.1	768	1.0	137	2.6	9	1.8
Total AA	82,620	100.0	76,911	100.0	5,222	100.0	487	100.0
Percentage of Total Businesses:				93.1		6.3		0.6
	Total Farms by Tract	Farms by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low	6	0.8	6	0.8	0	0.0	0	0.0
Moderate	92	11.8	86	11.4	6	23.1	0	0.0
Middle	322	41.3	312	41.4	10	38.5	0	0.0
Upper	356	45.7	346	45.9	10	38.5	0	0.0
Unknown	3	0.4	3	0.4	0	0.0	0	0.0
Total AA	779	100.0	753	100.0	26	100.0	0	0.0
Percentage of Total Farms:				96.7		3.3		0.0
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.								

2020 Washington-Baltimore-Alexandria, VA CSA AA Demographics								
Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income	
	#	%	#	%	#	%	#	%
Low	21	3.3	23,998	3.3	3,949	16.5	133,866	18.5
Moderate	108	16.9	128,227	17.8	10,728	8.4	111,871	15.5
Middle	239	37.4	262,228	36.3	12,212	4.7	145,720	20.2
Upper	262	41.0	307,275	42.6	5,885	1.9	330,283	45.8
Unknown	9	1.4	12	0.0	0	0.0	0	0.0
Total AA	639	100.0	721,740	100.0	32,774	4.5	721,740	100.0
	Housing Units by Tract	Housing Type by Tract						
		Owner-occupied		Rental		Vacant		
		#	% by tract	% by unit	#	% by unit	#	% by unit
Low	43,698	9,271	1.3	21.2	30,176	69.1	4,251	9.7
Moderate	208,783	101,948	14.8	48.8	91,222	43.7	15,613	7.5
Middle	412,616	251,985	36.6	61.1	135,572	32.9	25,059	6.1
Upper	439,845	324,954	47.2	73.9	92,606	21.1	22,285	5.1
Unknown	150	25	0.0	16.7	52	34.7	73	48.7
Total AA	1,105,092	688,183	100.0	62.3	349,628	31.6	67,281	6.1
	Total Businesses by Tract	Businesses by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low	4,442	2.5	4,135	2.6	283	2.2	24	2.0
Moderate	26,369	15.1	24,586	15.3	1,614	12.5	169	13.9
Middle	63,637	36.3	57,699	35.8	5,511	42.7	427	35.2
Upper	80,343	45.9	74,294	46.2	5,459	42.3	590	48.6
Unknown	299	0.2	249	0.2	46	0.4	4	0.3
Total AA	175,090	100.0	160,963	100.0	12,913	100.0	1,214	100.0
Percentage of Total Businesses:				91.9		7.4		0.7
	Total Farms by Tract	Farms by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low	49	3.0	48	3.0	1	5.0	0	0.0
Moderate	326	19.8	319	19.6	5	25.0	2	40.0
Middle	639	38.8	631	38.9	8	40.0	0	0.0
Upper	635	38.5	626	38.5	6	30.0	3	60.0
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
Total AA	1,649	100.0	1,624	100.0	20	100.0	5	100.0
Percentage of Total Farms:				98.5		1.2		0.3
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.								

2020 Richmond, VA AA Demographics								
Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income	
	#	%	#	%	#	%	#	%
Low	36	13.6	22,538	8.4	7,648	33.9	56,495	21.0
Moderate	62	23.5	52,963	19.7	7,200	13.6	47,818	17.8
Middle	87	33.0	100,622	37.4	6,660	6.6	53,760	20.0
Upper	75	28.4	92,489	34.4	2,096	2.3	111,121	41.3
Unknown	4	1.5	582	0.2	136	23.4	0	0.0
Total AA	264	100.0	269,194	100.0	23,740	8.8	269,194	100.0
	Housing Units by Tract	Housing Type by Tract						
		Owner-occupied			Rental		Vacant	
		#	% by tract	% by unit	#	% by unit	#	% by unit
Low	48,889	13,457	5.0	27.5	27,855	57.0	7,577	15.5
Moderate	106,979	46,846	17.2	43.8	47,747	44.6	12,386	11.6
Middle	164,018	108,087	39.8	65.9	43,956	26.8	11,975	7.3
Upper	141,277	102,834	37.8	72.8	29,828	21.1	8,615	6.1
Unknown	1,835	522	0.2	28.4	816	44.5	497	27.1
Total AA	462,998	271,746	100.0	58.7	150,202	32.4	41,050	8.9
	Total Businesses by Tract	Businesses by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low	3,877	6.6	3,474	6.4	380	9.0	23	5.1
Moderate	12,522	21.2	11,343	20.8	1,039	24.7	140	30.8
Middle	20,066	33.9	18,566	34.1	1,388	32.9	112	24.7
Upper	22,422	37.9	20,875	38.3	1,371	32.5	176	38.8
Unknown	301	0.5	261	0.5	37	0.9	3	0.7
Total AA	59,188	100.0	54,519	100.0	4,215	100.0	454	100.0
Percentage of Total Businesses:				92.1		7.1		0.8
	Total Farms by Tract	Farms by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low	12	1.9	12	2.0	0	0.0	0	0.0
Moderate	87	14.0	86	14.2	1	7.1	0	0.0
Middle	282	45.4	277	45.8	3	21.4	2	100.0
Upper	239	38.5	229	37.9	10	71.4	0	0.0
Unknown	1	0.2	1	0.2	0	0.0	0	0.0
Total AA	621	100.0	605	100.0	14	100.0	2	100.0
Percentage of Total Farms:				97.4		2.3		0.3
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.								

2020 Essex-Northampton, VA NonMSAA Demographics								
Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income	
	#	%	#	%	#	%	#	%
Low	0	0.0	0	0.0	0	0.0	7,125	15.6
Moderate	2	4.0	1,373	3.0	214	15.6	7,192	15.7
Middle	19	38.0	20,333	44.4	2,498	12.3	8,306	18.1
Upper	21	42.0	24,070	52.6	1,612	6.7	23,153	50.6
Unknown	8	16.0	0	0.0	0	0.0	0	0.0
Total AA	50	100.0	45,776	100.0	4,324	9.4	45,776	100.0
	Housing Units by Tract	Housing Type by Tract						
		Owner-occupied			Rental		Vacant	
		#	% by tract	% by unit	#	% by unit	#	% by unit
Low	0	0	0.0	0.0	0	0.0	0	0.0
Moderate	2,627	1,520	3.0	57.9	615	23.4	492	18.7
Middle	43,145	22,761	44.3	52.8	8,090	18.8	12,294	28.5
Upper	48,481	27,126	52.8	56.0	7,964	16.4	13,391	27.6
Unknown	0	0	0.0	0.0	0	0.0	0	0.0
Total AA	94,253	51,407	100.0	54.5	16,669	17.7	26,177	27.8
	Total Businesses by Tract	Businesses by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low	0	0.0	0	0.0	0	0.0	0	0.0
Moderate	124	1.8	108	1.7	10	2.5	6	6.5
Middle	2,872	42.7	2,616	42.0	210	52.4	46	49.5
Upper	3,723	55.4	3,501	56.2	181	45.1	41	44.1
Unknown	4	0.1	4	0.1	0	0.0	0	0.0
Total AA	6,723	100.0	6,229	100.0	401	100.0	93	100.0
Percentage of Total Businesses:				92.7		6.0		1.4
	Total Farms by Tract	Farms by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low	0	0.0	0	0.0	0	0.0	0	0.0
Moderate	8	1.9	8	2.0	0	0.0	0	0.0
Middle	220	53.3	210	52.9	10	62.5	0	0.0
Upper	185	44.8	179	45.1	6	37.5	0	0.0
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
Total AA	413	100.0	397	100.0	16	100.0	0	0.0
Percentage of Total Farms:				96.1		3.9		0.0
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.								

2020 Raleigh-Cary, NC AA Demographics								
Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income	
	#	%	#	%	#	%	#	%
Low	12	6.4	10,357	4.2	3,064	29.6	48,494	19.9
Moderate	36	19.3	51,294	21.0	7,572	14.8	39,546	16.2
Middle	57	30.5	79,605	32.6	5,514	6.9	45,805	18.8
Upper	79	42.2	102,616	42.1	3,005	2.9	110,095	45.1
Unknown	3	1.6	68	0.0	0	0.0	0	0.0
Total AA	187	100.0	243,940	100.0	19,155	7.9	243,940	100.0
	Housing Units by Tract	Housing Type by Tract						
		Owner-occupied			Rental		Vacant	
		#	% by tract	% by unit	#	% by unit	#	% by unit
Low	22,049	4.911	2.1	22.3	15,006	68.1	2,132	9.7
Moderate	89,353	44,836	19.2	50.2	38,058	42.6	6,459	7.2
Middle	129,958	80,203	34.3	61.7	40,381	31.1	9,374	7.2
Upper	151,332	104,083	44.5	68.8	37,081	24.5	10,168	6.7
Unknown	121	51	0.0	42.1	59	48.8	11	9.1
Total AA	392,813	234,084	100.0	59.6	130,585	33.2	28,144	7.2
	Total Businesses by Tract	Businesses by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low	2,566	4.1	2,281	4.0	269	6.8	16	2.7
Moderate	12,299	19.8	11,303	19.7	905	22.8	91	15.4
Middle	20,308	32.7	18,826	32.7	1,306	32.9	176	29.8
Upper	26,830	43.2	25,052	43.6	1,471	37.0	307	52.0
Unknown	78	0.1	58	0.1	20	0.5	0	0.0
Total AA	62,081	100.0	57,520	100.0	3,971	100.0	590	100.0
Percentage of Total Businesses:				92.7		6.4		1.0
	Total Farms by Tract	Farms by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low	13	2.4	13	2.5	0	0.0	0	0.0
Moderate	85	16.0	82	15.7	3	37.5	0	0.0
Middle	219	41.2	213	40.9	3	37.5	3	100.0
Upper	215	40.4	213	40.9	2	25.0	0	0.0
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
Total AA	532	100.0	521	100.0	8	100.0	3	100.0
Percentage of Total Farms:				97.9		1.5		0.6

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.

2020 Chowan, NC NonMSA AA Demographics								
Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income	
	#	%	#	%	#	%	#	%
Low	0	0.0	0	0.0	0	0.0	2,054	24.4
Moderate	2	28.6	2,395	28.5	579	24.2	1,593	18.9
Middle	5	71.4	6,016	71.5	985	16.4	1,442	17.1
Upper	0	0.0	0	0.0	0	0.0	3,322	39.5
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
Total AA	7	100.0	8,411	100.0	1,564	18.6	8,411	100.0
	Housing Units by Tract	Housing Type by Tract						
		Owner-occupied			Rental		Vacant	
		#	% by tract	% by unit	#	% by unit	#	% by unit
Low	0	0	0.0	0.0	0	0.0	0	0.0
Moderate	4,778	2,123	24.6	44.4	1,519	31.8	1,136	23.8
Middle	10,946	6,513	75.4	59.5	2,479	22.6	1,954	17.9
Upper	0	0	0.0	0.0	0	0.0	0	0.0
Unknown	0	0	0.0	0.0	0	0.0	0	0.0
Total AA	15,724	8,636	100.0	54.9	3,998	25.4	3,090	19.7
	Total Businesses by Tract	Businesses by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low	0	0.0	0	0.0	0	0.0	0	0.0
Moderate	403	36.0	365	35.7	26	36.1	12	52.2
Middle	715	64.0	658	64.3	46	63.9	11	47.8
Upper	0	0.0	0	0.0	0	0.0	0	0.0
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
Total AA	1,118	100.0	1,023	100.0	72	100.0	23	100.0
Percentage of Total Businesses:				91.5		6.4		2.1
	Total Farms by Tract	Farms by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low	0	0.0	0	0.0	0	0.0	0	0.0
Moderate	29	21.0	28	21.5	1	12.5	0	0.0
Middle	109	79.0	102	78.5	7	87.5	0	0.0
Upper	0	0.0	0	0.0	0	0.0	0	0.0
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
Total AA	138	100.0	130	100.0	8	100.0	0	0.0
Percentage of Total Farms:				94.2		5.8		0.0
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.								

2020 Salisbury, MD AA Demographics									
Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income		
	#	%	#	%	#	%	#	%	
Low	1	2.3	867	2.0	303	34.9	9,549	22.1	
Moderate	9	20.5	9,060	21.0	1,849	20.4	7,455	17.3	
Middle	18	40.9	18,885	43.8	1,824	9.7	8,688	20.1	
Upper	12	27.3	14,333	33.2	825	5.8	17,462	40.5	
Unknown	4	9.1	9	0.0	0	0.0	0	0.0	
Total AA	44	100.0	43,154	100.0	4,801	11.1	43,154	100.0	
	Housing Units by Tract	Housing Type by Tract							
		Owner-occupied		Rental		Vacant			
		#	% by tract	% by unit	#	% by unit	#	% by unit	
Low	1,790	709	1.6	39.6	601	33.6	480	26.8	
Moderate	18,576	6,281	14.2	33.8	8,966	48.3	3,329	17.9	
Middle	49,287	20,537	46.5	41.7	8,900	18.1	19,850	40.3	
Upper	38,946	16,588	37.6	42.6	3,553	9.1	18,805	48.3	
Unknown	16	9	0.0	56.3	3	18.8	4	25.0	
Total AA	108,615	44,124	100.0	40.6	22,023	20.3	42,468	39.1	
	Total Businesses by Tract	Businesses by Tract & Revenue Size							
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported			
		#	%	#	%	#	%	#	%
Low	96	1.1	84	1.1	9	1.4	3	3.0	
Moderate	1,337	15.7	1,203	15.4	114	18.3	20	20.2	
Middle	4,305	50.5	3,901	50.0	352	56.5	52	52.5	
Upper	2,776	32.6	2,604	33.4	148	23.8	24	24.2	
Unknown	6	0.1	6	0.1	0	0.0	0	0.0	
Total AA	8,520	100.0	7,798	100.0	623	100.0	99	100.0	
Percentage of Total Businesses:				91.5		7.3		1.2	
	Total Farms by Tract	Farms by Tract & Revenue Size							
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported			
		#	%	#	%	#	%	#	%
Low	2	0.7	2	0.7	0	0.0	0	0.0	
Moderate	38	12.5	37	12.3	1	33.3	0	0.0	
Middle	159	52.3	157	52.3	1	33.3	1	100.0	
Upper	103	33.9	102	34.0	1	33.3	0	0.0	
Unknown	2	0.7	2	0.7	0	0.0	0	0.0	
Total AA	304	100.0	300	100.0	3	100.0	1	100.0	
Percentage of Total Farms:				98.7		1.0		0.3	

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.

CRA APPENDIX D

LOAN, BRANCH, AND DEPOSIT VOLUME BY ASSESSMENT AREA

The following table includes the distribution of branch offices, along with loan and deposit volume, in each assessment area evaluated during the review period. Branch information is current as of the evaluation date, and loan volume includes all reported residential mortgage (HMDA), small business and small farm (CRA) loans considered in the evaluation. Deposit volume includes all bank deposits and is current as of June 30, 2022.

Assessment Area	HMDA/CRA Loan Volume				Branches		Deposit Volume	
	#	%	\$ (000s)	%	#	%	\$ (000s)	%
Multistate Areas								
Virginia Beach-Norfolk, VA-NC CSA	3,888	15%	\$567,983	14.3%	15	13.6%	\$1,264,008	7.8%
Commonwealth of Virginia Assessment Areas								
Washington-Baltimore-Alexandria, VA CSA	8,043	31%	\$1,556,490	39.3%	23	20.9%	\$5,310,263	32.9%
Richmond, VA	6,470	25%	\$906,403	22.9%	22	20%	\$4,089,609	25.3%
Blacksburg-Christiansburg, VA MSA	784	3%	\$90,874	2.3%	6	5.5%	\$920,542	5.7%
Charlottesville, VA MSA	1,183	4.6%	\$163,117	4.1%	5	4.5%	\$774,816	4.8%
Harrisonburg-Staunton, VA CSA	1,035	4%	\$146,495	3.7%	7	6.4%	\$630,795	3.9%
Lynchburg, VA MSA	526	2%	\$65,364	1.7%	3	2.7%	\$290,646	1.8%
Roanoke, VA MSA	1,115	4.3%	\$139,707	3.5%	6	5.5%	\$499,299	3.1%
Covington-Buena Vista, VA NonMSA	134	0.5%	\$14,770	0.4%	2	1.8%	\$142,086	0.9%
Emporia, VA NonMSA	27	0.1%	\$4,835	0.1%	1	0.9%	\$64,698	0.4%
Essex-Northampton, VA NonMSA	1,703	6.6%	\$185,173	4.7%	14	12.7%	\$1,438,947	8.9%
Orange, VA NonMSA	344	1.3%	\$45,957	1.2%	2	1.8%	\$176,403	1.1%
Wythe, VA NonMSA	297	1.1%	\$25,648	0.6%	2	1.8%	\$149,343	0.9%
<i>Virginia Subtotal</i>	<i>21,661</i>	<i>83.6%</i>	<i>\$3,344,833</i>	<i>84.4%</i>	<i>93</i>	<i>84.5%</i>	<i>\$14,487,447</i>	<i>89.7%</i>
State of North Carolina Assessment Areas								
Raleigh-Cary, NC*	161	.6%	\$22,172	.6%	0	N/A	N/A	N/A
Chowan, NC NonMSA	47	0.2%	\$3,914	0.1%	1	0.9%	\$305,357	1.9%
<i>North Carolina Subtotal</i>	<i>208</i>	<i>0.8%</i>	<i>\$26,086</i>	<i>0.7%</i>	<i>1</i>	<i>0.9%</i>	<i>\$305,357</i>	<i>1.9%</i>
State of Maryland Assessment Area								
Salisbury, MD	155	0.6%	\$22,410	0.6%	1	0.9%	\$99,626	0.6%
Total	25,912	100%	\$3,961,312	100%	110	100%	\$16,156,438	100%

*The bank closed its single branch location within the Raleigh-Cary, NC assessment in 2022 and does not currently delineate this assessment area.

CRA APPENDIX E

ASSESSMENT AREA COMPOSITION

Multistate Metropolitan Assessment Area					
Virginia Beach-Norfolk-Newport News, VA-NC MSA					
Virginia Beach-Norfolk, VA-NC					
2020		2021		2022	
County/City	Tracts	County/City	Tracts	County/City	Tracts
Camden County, NC	All	Camden County, NC	All	Camden County, NC	All
Chesapeake City, VA	All	Chesapeake City, VA	All	Chesapeake City, VA	All
Currituck County, NC	All	Currituck County, NC	All	Currituck County, NC	All
Dare County, NC	All	Dare County, NC	All	Dare County, NC	All
Gates County, NC	All	Gates County, NC	All	Gates County, NC	All
Gloucester County, VA	All	Gloucester County, VA	All	Gloucester County, VA	All
Hampton City, VA	All	Hampton City, VA	All	Hampton City, VA	All
James City County, VA	All	James City County, VA	All	James City County, VA	All
Mathews County, VA	All	Mathews County, VA	All	Mathews County, VA	All
Newport News City, VA	All	Newport News City, VA	All	Newport News City, VA	All
Norfolk City, VA	All	Norfolk City, VA	All	Norfolk City, VA	All
Pasquotank County, NC	All	Pasquotank County, NC	All	Pasquotank County, NC	All
Perquimans County, VA	All	Perquimans County, VA	All	Perquimans County, VA	All
Poquoson City, VA	All	Poquoson City, VA	All	Poquoson City, VA	All
Portsmouth City, VA	All	Portsmouth City, VA	All	Portsmouth City, VA	All
Suffolk City, VA	All	Suffolk City, VA	All	Suffolk City, VA	All
Virginia Beach City, VA	All	Virginia Beach City, VA	All	Virginia Beach City, VA	All
Williamsburg City, VA	All	Williamsburg City, VA	All	Williamsburg City, VA	All
York County, VA	All	York County, VA	All	York County, VA	All

Virginia Metropolitan Assessment Areas					
Washington-Arlington-Alexandria, DC-VA-MD-WV MD					
Washington-Baltimore-Alexandria, VA CSA					
2020		2021		2022	
County/City	Tracts	County/City	Tracts	County/City	Tracts
Alexandria City, VA	All	Alexandria City, VA	All	Alexandria City, VA	All
Arlington County, VA	All	Arlington County, VA	All	Arlington County, VA	All
Culpeper County, VA	All	Culpeper County, VA	All	Culpeper County, VA	All
Fairfax City, VA	All	Fairfax City, VA	All	Fairfax City, VA	All
Fairfax County, VA	All	Fairfax County, VA	All	Fairfax County, VA	All
Falls Church City, VA	All	Falls Church City, VA	All	Falls Church City, VA	All
Fauquier County, VA	All	Fauquier County, VA	All	Fauquier County, VA	All
Fredericksburg City, VA	All	Fredericksburg City, VA	All	Fredericksburg City, VA	All
Loudoun County, VA	All	Loudoun County, VA	All	Loudoun County, VA	All
Madison County, VA	All	Madison County, VA	All	Madison County, VA	All
Manassas City, VA	All	Manassas City, VA	All	Manassas City, VA	All
Manassas Park City, VA	All	Manassas Park City, VA	All	Manassas Park City, VA	All
Prince William County, VA	All	Prince William County, VA	All	Prince William County, VA	All
Rappahannock County, VA	All	Rappahannock County, VA	All	Rappahannock County, VA	All
Spotsylvania County, VA	All	Spotsylvania County, VA	All	Spotsylvania County, VA	All
Stafford County, VA	All	Stafford County, VA	All	Stafford County, VA	All
Warren County, VA	All	Warren County, VA	All	Warren County, VA	All

Richmond, VA MSA					
Richmond, VA					
2020		2021		2022	
County/City	Tracts	County/City	Tracts	County/City	Tracts
Charles City, VA County, VA	All	Charles City, VA County, VA	All	Charles City, VA County, VA	All
Chesterfield County, VA	All	Chesterfield County, VA	All	Chesterfield County, VA	All
Colonial Heights City, VA	All	Colonial Heights City, VA	All	Colonial Heights City, VA	All
Goochland County, VA	All	Goochland County, VA	All	Goochland County, VA	All
Hanover County, VA	All	Hanover County, VA	All	Hanover County, VA	All
Henrico County, VA	All	Henrico County, VA	All	Henrico County, VA	All
Hopewell City, VA	All	Hopewell City, VA	All	Hopewell City, VA	All
King and Queen County, VA	All	King and Queen County, VA	All	King and Queen County, VA	All
King William County, VA	All	King William County, VA	All	King William County, VA	All
New Kent County, VA	All	New Kent County, VA	All	New Kent County, VA	All
Petersburg City, VA	All	Petersburg City, VA	All	Petersburg City, VA	All
Richmond City, VA	All	Richmond City, VA	All	Richmond City, VA	All

Blacksburg-Christiansburg-Radford, VA MSA					
Blacksburg-Christiansburg, VA					
2020		2021		2022	
County/City	Tracts	County/City	Tracts	County/City	Tracts
Giles County, VA	All	Giles County, VA	All	Giles County, VA	All
Montgomery County, VA	All	Montgomery County, VA	All	Montgomery County, VA	All
Pulaski County, VA	All	Pulaski County, VA	All	Pulaski County, VA	All
Radford City, VA	All	Radford City, VA	All	Radford City, VA	All
Charlottesville, VA MSA					
Charlottesville, VA					
2020		2021		2022	
County/City	Tracts	County/City	Tracts	County/City	Tracts
Albemarle County, VA	All	Albemarle County, VA	All	Albemarle County, VA	All
Charlottesville City, VA	All	Charlottesville City, VA	All	Charlottesville City, VA	All
Fluvanna County, VA	All	Fluvanna County, VA	All	Fluvanna County, VA	All
Greene County, VA	All	Greene County, VA	All	Greene County, VA	All
Nelson County, VA	All	Nelson County, VA	All	Nelson County, VA	All
Harrisonburg-Staunton, VA CSA					
Harrisonburg-Staunton, VA CSA					
2020		2021		2022	
County/City	Tracts	County/City	Tracts	County/City	Tracts
Augusta County, VA	All	Augusta County, VA	All	Augusta County, VA	All
Harrisonburg City, VA	All	Harrisonburg City, VA	All	Harrisonburg City, VA	All
Rockingham County, VA	All	Rockingham County, VA	All	Rockingham County, VA	All
Staunton City, VA	All	Staunton City, VA	All	Staunton City, VA	All
Waynesboro City, VA	All	Waynesboro City, VA	All	Waynesboro City, VA	All
Lynchburg, VA MSA					
Lynchburg, VA MSA					
2020		2021		2022	
County/City	Tracts	County/City	Tracts	County/City	Tracts
Amherst County, VA	All	Amherst County, VA	All	Amherst County, VA	All
Appomattox County, VA	All	Appomattox County, VA	All	Appomattox County, VA	All
Bedford County, VA	All	Bedford County, VA	All	Bedford County, VA	All
Campbell County, VA	All	Campbell County, VA	All	Campbell County, VA	All
Lynchburg City, VA	All	Lynchburg City, VA	All	Lynchburg City, VA	All
Roanoke, VA MSA					
Roanoke, VA MSA					
2020		2021		2022	
County/City	Tracts	County/City	Tracts	County/City	Tracts
Botetourt County, VA	All	Botetourt County, VA	All	Botetourt County, VA	All
Craig County, VA	All	Craig County, VA	All	Craig County, VA	All
Franklin County, VA	All	Franklin County, VA	All	Franklin County, VA	All
Roanoke City, VA	All	Roanoke City, VA	All	Roanoke City, VA	All
Roanoke County, VA	All	Roanoke County, VA	All	Roanoke County, VA	All
Salem City, VA	All	Salem City, VA	All	Salem City, VA	All
Virginia Nonmetropolitan Assessment Areas					
Covington-Buena Vista, VA NonMSA					
2020		2021		2022	
County/City	Tracts	County/City	Tracts	County/City	Tracts
Alleghany County, VA	All	Alleghany County, VA	All	Alleghany County, VA	All
Buena Vista City, VA	All	Buena Vista City, VA	All	Buena Vista City, VA	All
Covington City, VA	All	Covington City, VA	All	Covington City, VA	All
Lexington City, VA	All	Lexington City, VA	All	Lexington City, VA	All
Rockbridge County, VA	All	Rockbridge County, VA	All	Rockbridge County, VA	All
Emporia, VA NonMSA					
2020		2021		2022	
County/City	Tracts	County/City	Tracts	County/City	Tracts
Emporia City, VA	All	Emporia City, VA	All	Emporia City, VA	All
Greensville County, VA	All	Greensville County, VA	All	Greensville County, VA	All
Essex-Northampton, VA NonMSA					
2020		2021		2022	
County/City	Tracts	County/City	Tracts	County/City	Tracts
Accomack County, VA	All	Accomack County, VA	All	Accomack County, VA	All
Caroline County, VA	All	Caroline County, VA	All	Caroline County, VA	All
Essex County, VA	All	Essex County, VA	All	Essex County, VA	All
King George County, VA	All	King George County, VA	All	King George County, VA	All

Lancaster County, VA	All	Lancaster County, VA	All	Lancaster County, VA	All
Middlesex County, VA	All	Middlesex County, VA	All	Middlesex County, VA	All
Northampton County, VA	All	Northampton County, VA	All	Northampton County, VA	All
Northumberland County, VA	All	Northumberland County, VA	All	Northumberland County, VA	All
Richmond County, VA	All	Richmond County, VA	All	Richmond County, VA	All
Westmoreland County, VA	All	Westmoreland County, VA	All	Westmoreland County, VA	All
Orange, VA NonMSA					
2020		2021		2022	
County/City	Tracts	County/City	Tracts	County/City	Tracts
Louisa County, VA	All	Louisa County, VA	All	Louisa County, VA	All
Orange County, VA	All	Orange County, VA	All	Orange County, VA	All
Wythe, VA NonMSA					
2020		2021		2022	
County/City	Tracts	County/City	Tracts	County/City	Tracts
Carroll County, VA	All	Carroll County, VA	All	Carroll County, VA	All
Floyd County, VA	All	Floyd County, VA	All	Floyd County, VA	All
Wythe County, VA	All	Wythe County, VA	All	Wythe County, VA	All
North Carolina Metropolitan Assessment Area					
Raleigh-Cary, NC MSA					
Raleigh-Cary, NC					
2020		2021		2022	
County/City	Tracts	County/City	Tracts	County/City	Tracts
Wake County, NC	All	Wake County, NC	All	N/A	
North Carolina Nonmetropolitan Assessment Area					
Chowan, NC NonMSA					
2020		2021		2022	
County/City	Tracts	County/City	Tracts	County/City	Tracts
Chowan County, NC	All	Chowan County, NC	All	Bertie County, NC	All
Tyrell County, NC	All	Tyrell County, NC	All	Chowan County, NC	All
Washington County, NC	All	Washington County, NC	All	Hertford County, NC	All
				Tyrell County, NC	All
				Washington County, NC	All
Maryland Metropolitan Assessment Area					
Salisbury, MD-DE MSA					
Salisbury, MD					
2020		2021		2022	
County/City	Tracts	County/City	Tracts	County/City	Tracts
Somerset County, MD	All	Somerset County, MD	All	Somerset County, MD	All
Wicomico County, MD	All	Wicomico County, MD	All	Worcester County, MD	All
Worcester County, MD	All	Worcester County, MD	All		

CRA APPENDIX F

BRANCH OPENINGS AND CLOSURES

Branch Openings and Closures						
Assessment Area	Date	Address	City	State	Type	Tract Income Level (2023)
Virginia Beach-Norfolk, VA-NC Multistate CSA	3/1/2022	999 Waterside Drive	Norfolk City	VA	Closure	Upper
	3/1/2022	5030 George Washington Memorial Highway	York County	VA	Closure	Upper
	3/1/2022	3535 Bridge Road	Suffolk City	VA	Closure	Upper
	3/1/2022	4960 Monticello Avenue	James City County	VA	Closure	Upper
Washington-Baltimore-Alexandria, VA CSA	3/1/2022	8525 Rolling Road Suite 100	Prince William County	VA	Closure	Middle
	3/1/2022	1738 Amherst Street	Winchester City	VA	Closure	Upper
	3/1/2022	538 Fort Evans Road NE	Loudoun County	VA	Closure	Upper
	3/1/2023	5510 Morris Road	Spotsylvania County	VA	Closure	Moderate
	3/1/2023	2050 B Ballenger Avenue	Alexandria City	VA	Closure	Upper
Richmond, VA	6/21/2021	7000 Three Chopt Road	Richmond City	VA	Opening	Upper
	6/21/2021	7019 Three Chopt Road	Richmond City	VA	Closure	Upper
	7/26/2021	1406 Roseneath Road	Richmond City	VA	Opening	Moderate
	3/1/2022	12204 Bermuda Crossroad Lane	Chesterfield County	VA	Closure	Middle
	3/1/2022	209 Stonebridge Plaza Avenue	Chesterfield County	VA	Closure	Middle
	3/1/2022	11263 West Broad Street	Henrico County	VA	Closure	Middle
	3/1/2022	8209 West Broad Street	Henrico County	VA	Closure	Middle
	3/1/2022	9605 Gayton Road	Henrico County	VA	Closure	Upper
Blacksburg-Christiansburg, VA	3/1/2022	605 Wenonah Ave	Giles County	VA	Closure	Moderate
Charlottesville, VA MSA	3/1/2022	400 E Main Street	Charlottesville City	VA	Closure	Upper
Harrisonburg-Staunton, VA CSA	3/1/2022	2600 Stuarts Draft Highway	Augusta County	VA	Closure	Middle
Lynchburg, VA MSA	3/1/2022	2102 Langhorne Road	Lynchburg City	VA	Closure	Middle
Roanoke, VA MSA	3/1/2022	111 Franklin Road	Roanoke County	VA	Closure	Middle
Raleigh-Cary, NC	3/1/2022	2235 Gateway Access Point	Wake County	NC	Closure	Middle
Salisbury, MD	3/1/2022	1503 South Salisbury Boulevard	Wicomico	MD	Closure	Upper

CRA APPENDIX G

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: All Agencies have adopted the following language. 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.

Effective September 1, 2005, the Board of Governors of the Federal Reserve System, Office of the Comptroller of the Currency, and the Federal Deposit Insurance Corporation 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, Federal Deposit Insurance Corporation, and Office of the Comptroller of the Currency, 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 non-relatives living with the family. Families are classified by type as either a married-couple family or other family, which is further classified into 'male householder' (a family with a male householder and no wife present) or 'female householder' (a family with a female householder and no husband present).

Full-scope review: Performance under the Lending, Investment, and Service Tests is analyzed considering performance context, quantitative factors (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 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): 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.

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.

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) 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 Consolidated Report of Condition and Income (Call Report). These loans have original amounts of \$500,000 or less and are either secured by farmland, or are classified as loans to finance agricultural production and other loans to farmers.

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.