



Office of the
Comptroller of the Currency
Washington, DC 20219

INTERMEDIATE SMALL BANK

PUBLIC DISCLOSURE

10/30/2023

COMMUNITY REINVESTMENT ACT PERFORMANCE EVALUATION

The First National Bank of East Texas
Charter Number 5288

206 US Highway 271 North
Gilmer, Texas 75644

Office of the Comptroller of the Currency

1800 West Loop 281, Suite 306
Longview, Texas 75604

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

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Overall Community Reinvestment Act (CRA) Rating

Institution's CRA Rating: This institution is rate **Satisfactory**.

The lending test is rated: Satisfactory.

The community development test is rated: Satisfactory.

The major factors that support this rating include:

- The lending test rating is based on a loan to deposit (LTD) ratio that is reasonable, a majority of the institution's loans were originated in the assessment areas (AAs), an excellent geographic distribution of loans, and a reasonable distribution of loans to borrowers of different incomes and businesses of different sizes.
- The community development test rating is based on adequate responsiveness to community development needs in the AAs through community development lending, qualified investments, and community development services in the AAs.

Loan-to-Deposit Ratio

Considering the institution's size, financial condition, and credit needs of the AAs, the LTD ratio is reasonable. The average quarterly LTD ratio for the institution during the evaluation period was 71.7 percent. The quarterly average LTD ratio for similarly situated financial institutions during the same period was 71.4 percent.

Lending in Assessment Area

A majority of the institution's loans are inside the AAs.

The institution originated and purchased 65.5 percent of the total loans inside the AAs during the evaluation period. This analysis is performed at the institution, rather than the AA level. This percentage does not include extensions of credit by affiliates that may be considered under the other performance criteria.

Lending Inside and Outside of the Assessment Area										
Loan Category	Number of Loans				Total #	Dollar Amount of Loans \$(000s)				Total \$(000s)
	Inside		Outside			Inside		Outside		
	#	%	#	%		\$	%	\$	%	
Home Mortgage	351	65.7	183	34.3	534	64,865	54.9	53,192	45.1	118,057
Small Business	13	65.0	7	35.0	20	2,618	39.1	4,071	60.9	6,689
Consumer	12	60.0	8	40.0	20	285	54.9	234	45.1	519
Total	376	65.5	198	34.5	574	67,768	54.1	57,497	45.9	125,265

Description of Institution

First National Bank of East Texas (FNB or institution) is a single-state financial institution headquartered in Gilmer, Texas, with total assets of \$510 million and tier 1 capital of \$52.7 million as of December 31, 2022. The institution is wholly owned by First Gilmer Bancshares, Incorporated, a one-bank holding company located in Gilmer, Texas. FNB is a full-service community financial institution providing financial products and services to consumers and businesses with the main office located at 206 U.S. Highway 271 North, Gilmer, Texas. In addition to the main office, the institution operates 10 branches throughout East Texas and maintains automatic teller machines (ATMs) at all locations as well as one standalone ATM in Gilmer. During the evaluation period, the institution closed one branch in Gilmer and opened two branches, one in Emory and one in Longview, Texas. With the addition of the Longview branch, Gregg County was added to the AA. In 2023, the institution also opened a location in Sulphur Springs, Texas, which is located in Hopkins County. However, the Sulphur Springs branch will not be included in this evaluation as it is outside of the evaluation time period.

FNB offers a wide array of loan and deposit services to customers. Products and services offered include checking, savings, health savings, money market, NOW, and time accounts as well as auto, personal, business, mortgage, construction, and community organization loans. Additional services include wire transfers, telephone, internet, mobile banking, remote deposit capture, and online bill-pay.

As of December 31, 2022, FNB's loan portfolio totaled \$350 million, or 68.7 percent of total assets. The portfolio consists of approximately \$130 million (37.2 percent) in commercial real estate loans, \$85.7 million (24.5 percent) in residential real estate loans, \$70.3 million (20.1 percent) in commercial loans, \$39.2 million (11.2 percent) in agricultural loans, and 23.5 million (6.7 percent) in consumer loans.

FNB has two AAs within the state of Texas. The AAs include the Longview MSA AA made up of Gregg and Upshur Counties and the non-MSA AA made up of Camp, Franklin, Rains, and Wood Counties.

There are no legal, financial, or other factors impeding the institution's ability to help meet the credit needs in its AAs. A CRA performance evaluation was last prepared as of September 8, 2020, and the institution received an overall rating of "Satisfactory" under the Intermediate Small Bank (ISB) examination procedures.

Scope of the Evaluation

Evaluation Period/Products Evaluated

The Office of the Comptroller of the Currency (OCC) evaluated the CRA performance of FNB using ISB performance criteria, which includes the lending and community development tests. The lending test evaluates the institution's record of meeting the credit needs of its AAs through lending activities. The community development test evaluates the institution's responsiveness to community development needs in the AAs through qualified community development lending, investments and donations, and services.

The OCC based its conclusions regarding the institution's lending performance on samples of small business and consumer loans, and the institution's entire portfolio of residential mortgage loans subject to filing under the Home Mortgage Disclosure Act during the performance evaluation period from January 1, 2020, through December 31, 2022.

The OCC generally gave equal weighting to geographic and borrower distribution components of the lending test. When evaluating the geographic distribution of loans within an AA, the OCC gave greater weight to FNB's performance in moderate-income tracts in instances where there were a limited number of businesses in the low-income tracts. When evaluating the distribution of consumer loans based on the income level of the borrower, the OCC considered the poverty level to identify challenges in lending within the institution's AAs. The loan distribution analyses compared loans to small businesses to demographic and aggregate data under the applicable lending test components. Aggregate data illustrates how the institution is performing relative to other lenders in the AA and provides context as to the reasonableness of the institution's performance. Aggregate data was not available for 2022. When evaluating consumer lending, the OCC compares institution performance against the demographic comparator, as aggregate lending information is unavailable.

In March 2020, the U.S. faced a pandemic from the coronavirus disease (COVID-19) that resulted in economic uncertainties, including business shutdowns and increased unemployment. The federal government instituted several programs and initiatives to assist businesses and individuals, including the Payroll Protection Program (PPP), mortgage foreclosure and eviction protection programs, and extended unemployment benefits. OCC examiners considered the institution's participation in addressing community and customer needs during COVID-19 for all AAs lending and community development tests in this performance evaluation.

Selection of Areas for Full-Scope Review

In each state where the institution has an office, one or more of AAs within that state was selected for a full-scope review. For purposes of this performance evaluation, institution delineated AA located within the same metropolitan statistical area (MSA), multistate metropolitan statistical area, or combined statistical area are combined and evaluated as a single AA. Similarly, institution delineated non-MSA AAs within the same state are combined and evaluated as a single area. These combined AAs may be evaluated as full- or limited-scope. Refer to the "Scope" section under each State Rating for details regarding how full-scope AAs were selected. Refer to Appendix A, Scope of Examination, for a list of full- and limited-scope AAs.

Ratings

The institution's overall rating is a blend of the state ratings, and where applicable, multistate ratings. New census data was released midway through the evaluation period. The OCC conducted two analyses as a result. Performance during 2020 and 2021 was compared to data from the 2010 census and 2015 American Community Survey (ACS) while performance during 2022 was compared to data from the 2022 census.

Discriminatory or Other Illegal Credit Practices Review

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

The OCC has not identified that this institution (or any affiliate whose loans have been considered as part of the institution's lending performance) has engaged in discriminatory or other illegal credit practices that require consideration in this performance evaluation.

The OCC will consider any information that this institution engaged in discriminatory or other illegal credit practices, identified by or provided to the OCC before the end of the institution's next performance evaluation in that subsequent evaluation, even if the information concerns activities that occurred during the evaluation period addressed in this performance evaluation.

State Rating

State of Texas

CRA rating for the State of Texas¹: Satisfactory.

The lending test is rated: Satisfactory.

The community development test is rated: Satisfactory.

The major factors that support this rating include:

- The institution has a reasonable LTD ratio.
- A majority of the institution's lending are within the AAs.
- The institution exhibits a reasonable geographic distribution of loans to low- and moderate-income (LMI) geographies.
- The institution exhibits reasonable distribution of loans to individuals of different income levels and businesses of different sizes.
- The institution exhibits adequate responsiveness to community development needs in the state through community development loans, qualified investments, and community development services.

Description of Institution's Operations in Texas

The institution has two Aas and operates solely in the State of Texas. The information provided in the "Description of the Institution" section of this performance evaluation describes the institution's operations in Texas. While FNB's lending focus is commercial lending, primary loan products include residential real estate, small business, and consumer loans.

Of the institution's two Aas, the non-MSA AA, makes up 59.6 percent of the institution's deposits and the Longview MSA AA makes up the remaining 40.4 percent. Deposits totaled \$481 million as of June 30, 2023. The institution's competitors in the State of Texas include a combination of large community, regional, and state-chartered financial institutions as well as credit unions and several large national banks.

¹ This rating reflects performance within the state. The statewide evaluations do not reflect performance in the parts of those states contained within the MMSA.

Longview MSA

Table A – Demographic Information of the Assessment Area						
Assessment Area: Longview MSA 2021						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	7	0.0	0.0	100.0	0.0	0.0
Population by Geography	40,096	0.0	0.0	100.0	0.0	0.0
Housing Units by Geography	16,709	0.0	0.0	100.0	0.0	0.0
Owner-Occupied Units by Geography	10,916	0.0	0.0	100.0	0.0	0.0
Occupied Rental Units by Geography	2,928	0.0	0.0	100.0	0.0	0.0
Vacant Units by Geography	2,865	0.0	0.0	100.0	0.0	0.0
Businesses by Geography	2,224	0.0	0.0	100.0	0.0	0.0
Farms by Geography	101	0.0	0.0	100.0	0.0	0.0
Family Distribution by Income Level	10,104	17.8	20.6	20.5	41.1	0.0
Household Distribution by Income Level	13,844	22.3	16.8	18.1	42.8	0.0
Median Family Income MSA – 30980 Longview, TX MSA		\$56,456	Median Housing Value			\$96,725
			Median Gross Rent			\$776
			Families Below Poverty Level			9.5%

Source: 2015 ACS and 2021 D&B Data. Due to rounding, totals may not equal 100.0%
 (*) The NA category consists of geographies that have not been assigned an income classification.

Table A – Demographic Information of the Assessment Area						
Assessment Area: Longview MSA 2022						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	40	0.0	27.5	50.0	20.0	2.5
Population by Geography	165,131	0.0	24.4	52.8	22.8	0.0
Housing Units by Geography	69,330	0.0	23.7	53.7	22.6	0.0
Owner-Occupied Units by Geography	38,441	0.0	19.7	52.9	27.4	0.0
Occupied Rental Units by Geography	22,125	0.0	29.8	54.0	16.2	0.0
Vacant Units by Geography	8,764	0.0	25.9	56.5	17.5	0.0
Businesses by Geography	18,590	0.0	24.9	50.0	24.8	0.3
Farms by Geography	470	0.0	21.1	48.7	29.8	0.4
Family Distribution by Income Level	40,896	21.7	18.0	19.9	40.5	0.0
Household Distribution by Income Level	60,566	24.1	16.3	18.6	41.1	0.0
Median Family Income MSA – 30980 Longview, TX MSA		\$64,818	Median Housing Value			\$144,797
			Median Gross Rent			\$869
			Families Below Poverty Level			12.7%

Source: 2020 U.S. Census and 2022 D&B Data. Due to rounding, totals may not equal 100.0%
 (*) The NA category consists of geographies that have not been assigned an income classification.

In 2020 and 2021, the Longview MSA AA was made up of Upshur County in its entirety. The AA consisted of seven census tracts, all of which were middle-income. In 2022, the bank opened a branch in Longview, therefore, Gregg County was added to the institution’s AA. Gregg County is part of the Longview MSA.

As of 2022, with the addition of Gregg County and the census map changes, the AA consists of 40 census tracts, including 11 moderate-, 20 middle-, eight upper-income, and one unknown income level. FNB has five of the 11 branches within the AA, located in Gilmer, Longview, Ore City, Diana, and Big Sandy. FNB has 5.6 percent of the AA’s deposit market share, ranking first out of 24 financial institutions.

During the evaluation period, the U.S. was faced with the COVID-19 pandemic. During COVID-19, large scale shutdowns and closures put a strain on the local economies resulting in a high unemployment rate. The economic conditions since the start of COVID-19 have since recovered and are overall stable. Major employers in the AA include Christus Good Shepherd Health System, Eastman Chemical, Longview Regional Medical Center, Dollar General, Custom Commodities, ETEX, and various local school districts and city governments. A community contact in the AA made during the evaluation period noted that housing is the greatest need in the AA.

Non-MSA

Table A – Demographic Information of the Assessment Area						
Assessment Area: Non-MSA AA 2021						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	18	0.0	11.1	77.8	11.1	0.0
Population by Geography	76,864	0.0	9.7	78.5	11.8	0.0
Housing Units by Geography	37,664	0.0	8.6	78.2	13.2	0.0
Owner-Occupied Units by Geography	22,362	0.0	7.0	79.3	13.6	0.0
Occupied Rental Units by Geography	6,593	0.0	15.9	75.3	8.8	0.0
Vacant Units by Geography	8,709	0.0	7.0	77.7	15.4	0.0
Businesses by Geography	5,527	0.0	9.6	79.5	10.9	0.0
Farms by Geography	320	0.0	6.6	73.1	20.3	0.0
Family Distribution by Income Level	20,801	20.2	18.2	20.4	41.2	0.0
Household Distribution by Income Level	28,955	22.2	16.5	17.5	43.8	0.0
Median Family Income Non-MSAs - TX		\$52,198	Median Housing Value			\$103,284
			Median Gross Rent			\$709
			Families Below Poverty Level			10.7%

Source: 2015 ACS and 2021 D&B Data
 Due to rounding, totals may not equal 100.0%
 (*) The NA category consists of geographies that have not been assigned an income classification.

Table A – Demographic Information of the Assessment Area						
Assessment Area: Non-MSA 2022						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	22	0.0	0.0	77.3	22.7	0.0
Population by Geography	79,830	0.0	0.0	74.2	25.8	0.0
Housing Units by Geography	38,455	0.0	0.0	74.1	25.9	0.0
Owner-Occupied Units by Geography	23,488	0.0	0.0	71.3	28.7	0.0
Occupied Rental Units by Geography	5,969	0.0	0.0	81.8	18.2	0.0
Vacant Units by Geography	8,998	0.0	0.0	76.2	23.8	0.0
Businesses by Geography	7,103	0.0	0.0	73.1	26.9	0.0
Farms by Geography	400	0.0	0.0	72.5	27.5	0.0
Family Distribution by Income Level	20,590	17.3	17.1	19.2	46.3	0.0
Household Distribution by Income Level	29,457	20.8	15.9	17.8	45.6	0.0
Median Family Income Non-MSAs - TX		\$61,785	Median Housing Value			\$140,149
			Median Gross Rent			\$781
			Families Below Poverty Level			8.9%
<i>Source: 2020 U.S. Census and 2022 D&B Data Due to rounding, totals may not equal 100.0%</i>						
<i>(*) The NA category consists of geographies that have not been assigned an income classification.</i>						

In 2020 and 2021, the non-MSA AA was made up of Camp, Franklin, Rains, and Wood counties in their entirety. The AA consisted of 18 census tracts, including no low-, two moderate-, 14 middle- and two upper-income census tracts.

As of 2022, with the previously mentioned census map changes, the AA consists of 22 census tracts, including 17 middle- and four upper-income census tracts. FNB has six of its 11 branches within the AA, with two located in Emory and one each in Mineola, Mt. Vernon, Pittsburg, and Quitman. The institution has 9.9 percent of the AA's deposit market share, ranking fourth out of 13 financial institutions.

During the evaluation period, the country was hit with COVID-19. During the pandemic, large scale shutdowns and closures put a strain on the local economies resulting in a high unemployment rate. The economic conditions since the start of COVID-19 have since recovered and overall stable with some growth. Major employers in the AA include Pilgrims Pride, Lowes Distribution Center, Christus Health, Jordan Health Services, and various local school districts and city governments. A community contact in the AA made during the evaluation period noted that small business and home mortgage loans is the greatest need in the AA.

Scope of Evaluation in Texas

The performance evaluation period for the review is January 1, 2020, through December 31, 2022. Full-scope reviews will be performed on both AAs in the state.

CONCLUSIONS WITH RESPECT TO PERFORMANCE TESTS IN TEXAS

LENDING TEST

The institution's performance under the lending test in Texas is rated Satisfactory.

Conclusions for Areas Receiving Full-Scope Reviews

Based on full- and limited-scope reviews, the institution's lending performance in the State of Texas is reasonable.

Distribution of Loans by Income Level of the Geography

The institution exhibits excellent geographic distribution of loans in the state.

Home Mortgage Loans

Refer to Table O in the State of Texas section of Appendix D for the facts and data used to evaluate the geographic distribution of the institution's home mortgage loan originations and purchases.

Longview MSA

2020-2021

There were no LMI census tracts in the AA, therefore, a meaningful analysis could not be performed.

2022

The percentage of loans in moderate-income census tracts exceeded both the percentage of owner-occupied housing units as well as the aggregate lending in the AA. There were no low-income census tracts in the AA.

Non-MSA

2020-2021

The percentage of loans in moderate-income census tracts exceeded both the percentage of owner-occupied housing units as well as the aggregate lending in the AA. There were no low-income census tracts in the AA.

2022

There were no LMI census tracts in the AA, therefore, a meaningful analysis could not be performed.

Small Loans to Businesses

Refer to Table Q in the State of Texas section of Appendix D for the facts and data used to evaluate the geographic distribution of the institution's originations and purchases of small loans to businesses.

Longview MSA

2020-2021

There were no LMI census tracts in the AA, therefore, a meaningful analysis could not be performed.

2022

The percentage of loans in moderate-income census tracts was below the percentage of businesses in these geographies. However, the OCC considered the opening of the Longview branch which added 10 moderate-income census tracts. The Longview branch opened in July 2022 and prior to that there was only one moderate-income census tract in the AA. Due to the late 2022 opening of the Longview branch, the OCC found geographic distribution to be reasonable. There were no low-income census tracts in the AA. Aggregate data was not available.

Non-MSA

2020-2021

The percentage of loans in moderate-income census tracts exceeded both the percentage of businesses and the aggregate lending in these geographies. There were no low-income census tracts in the AA.

2022

There were no LMI census tracts in the AA, therefore, a meaningful analysis could not be performed.

Consumer Loans

Refer to Table U in the State of Texas section of Appendix D for the facts and data used to evaluate the geographic distribution of the institution's consumer loan originations and purchases.

Longview MSA

2020-2021

There were no LMI census tracts in the AA, therefore, a meaningful analysis could not be performed.

2022

The percentage of loans in moderate-income geographies was below the percentage of households in the AA. However, the OCC considered the opening of the Longview branch which added 10 moderate-income census tracts to the AA. The Longview branch opened in July 2022 and prior to that there was only one moderate-income census tract in the AA. Due to the late 2022 opening of the Longview branch, the OCC found geographic distribution to be reasonable. There were no low-income census tracts in the AA.

Non-MSA

2020-2021

The percentage of loans in moderate-income geographies exceeded the percentage of households in the AA. There are no low-income census tracts in the AA.

2022

There were no LMI census tracts in the AA, therefore, a meaningful analysis could not be performed.

Lending Gap Analysis

The OCC evaluated the lending distribution in the institution's AA to determine if any unexplained conspicuous gaps existed. There were no unexplained conspicuous gaps identified after reviewing performance context.

Distribution of Loans by Income Level of the Borrower

The institution exhibits a reasonable distribution of loans to individuals of different income levels and businesses and farms of different sizes, given the product lines offered by the institution.

Home Mortgage Loans

Refer to Table P in the State of Texas section of Appendix D for the facts and data used to evaluate the borrower distribution of the institution's home mortgage loan originations and purchases.

Longview MSA AA

2020-2021

The percentage of loans to low-income borrowers was significantly below the percentage of families, however, it was equal to the aggregate lending in the AA. The percentage of loans to moderate-income borrowers was significantly below both the percentage of families as well as the aggregate lending in the AA. We considered the high poverty rate of families in the AA at 9.7 percent compared to the national rate of 8.8 percent of families. Families living below the stated poverty rate are identified as having difficulty meeting basic financial needs and, as such, are less likely to have the financial resources to qualify for a home loan than those with income above the poverty rate.

2022

The percentage of loans to low-income borrowers was significantly below both the percentage of families and the aggregate lending in the AA. The percentage of loans to moderate-income borrowers was significantly below both the percentage of families and below the aggregate lending in the AA. The OCC considered the high poverty rate of families in the AA at 12.7 percent compared to the national rate of 8.8 percent of families. Families living below the stated poverty rate are identified as having difficulty meeting basic financial needs and, as such, are less likely to have the financial resources to qualify for a home loan than those with income above poverty.

Non-MSA AA

2020-2021

The percentage of loans to LMI borrowers was significantly below the percentage of families, however, it exceeded the aggregate lending in those geographies.

2022

The percentage of loans to low-income borrowers was significantly below the percentage of families, however, it exceeded the aggregate lending. The percentage of loans to moderate-income borrowers was near to the percentage of families, however, it exceeded the aggregate lending.

Small Loans to Businesses

Refer to Table R in the State of Texas section of Appendix D for the facts and data used to evaluate the borrower distribution of the institution's originations and purchases of small loans to businesses.

Longview MSA

2020-2021

The percentage of loans to businesses with revenues less than or equal to \$1 million is significantly below the percentage of businesses identified as having revenues less than or equal to \$1 million in the AA, however, it exceeded the aggregate lending in the AA.

2022

The percentage of loans to businesses with revenues less than or equal to \$1 million was near to the percentage of businesses identified as having revenues less than or equal to \$1 million in the AA. Aggregate data is not available for 2022.

Non-MSA

2020-2021

The percentage of loans to businesses with revenues less than or equal to \$1 million is significantly below the percentage of businesses identified as having revenues less than or equal to \$1 million in the AA, however, it exceeded the aggregate lending in the AA.

2022

The percentage of loans to businesses with revenues less than or equal to \$1 million exceeded the percentage of businesses identified as having revenues less than or equal to \$1 million in the AA. Aggregate data is not available for 2022.

Consumer Loans

Refer to Table V in the State of Texas section of Appendix D for the facts and data used to evaluate the borrower distribution of the institution's consumer loan originations and purchases.

Longview MSA

2020-2021

The percentage of loans to LMI borrowers exceeded the percentage of households in those geographies.

2022

The percentage of loans to LMI borrowers exceeded the percentage of households in those geographies.

Non-MSA

2020-2021

The percentage of loans to LMI borrowers exceeded the percentage of households in those geographies.

2022

The percentage of loans to LMI borrowers exceeded the percentage of households in those geographies.

Responses to Complaints

FNB did not receive any CRA-related complaints during the performance evaluation period.

COMMUNITY DEVELOPMENT TEST

The institution's performance under the community development test in the State of Texas is rated Satisfactory.

Conclusions for Areas Receiving Full-Scope Reviews

Based on full-scope reviews, the institution exhibits adequate responsiveness to community development needs in the state through community development loans, qualified investments, and community development services, as appropriate, considering the institution's capacity and the need and availability of such opportunities for community development in the AA.

Number and Amount of Community Development Loans

The community development loans table, shown below, sets forth the information and data used to evaluate the institution's level of community development lending. The table includes all community development loans, including multifamily loans that also qualify as community development loans.

<i>Community Development Loans</i>				
Assessment Area	Total			
	#	% of Total #	\$(000's)	% of Total \$
Longview MSA	3	27.2	3,881	23.2
Non-MSA	8	72.8	12,869	76.8
Total	11	100.0	16,750	100.0

Longview MSA

The level of community development lending demonstrates adequate responsiveness to the community development needs within the AA. As reflected in the table above, FNB originated three community development loans in the AA totaling \$3.9 million during the evaluation period, representing 12.9 percent of allocated tier 1 capital.

Examples of community development loans in the AA include:

- One loan totaling \$3.0 million to upgrade telephone and internet services and availability that benefits LMI individuals and families.
- Two loans totaling \$881,000 to small businesses that will create jobs for LMI individuals.

Non-MSA

The level of community development lending demonstrates excellent responsiveness to the community development needs within the AA. As reflected in the table above, FNB originated eight community development loans in the AA totaling \$12.9 million during the evaluation period, representing 62.9 percent of allocated tier 1 capital.

Examples of community development loans in the AA include:

- Seven loans totaling \$9.6 million to small businesses that will create jobs for LMI individuals.
- One loan totaling \$3.3 million to an entity that offers affordable housing.

Number and Amount of Qualified Investments

Qualified Investments										
Assessment Area	Prior Period*		Current Period		Total				Unfunded Commitments**	
	#	\$(000s)	#	\$(000s)	#	% of Total #	\$(000s)	% of Total \$	#	\$(000s)
Longview MSA	0	0	39	2,362	39	50.6	2,362	40.1	0	0
Non-MSA	0	0	29	285	29	37.7	285	4.8	0	0
Broader Statewide/Regional	0	0	9	3,250	9	11.7	3,250	55.1	0	0
Total	0	0	77	5,897	77	100.0	5,897	100.0	0	0

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

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

Longview MSA

During the evaluation period the institution made 39 qualifying investments and donations totaling \$2.4 million. Investments included bonds to local school districts for improvements to schools with a majority of LMI students, municipal bonds to local governments for improvements to community facilities that benefit LMI residents, and two deposits in a woman-owned financial institution. The institution also made 29 donations to 21 organizations that provide community services and financial literacy for LMI individuals and families.

Non-MSA

During the evaluation period the institution made 29 qualifying investments and donations totaling \$285,000. Investments included one bond to a local school district for improvements to schools with a majority of LMI students. The institution also made 28 donations to 21 organizations that provide community services and financial literacy for LMI individuals and families.

Broader Statewide Regional

FNB made nine qualifying investments totaling \$3.3 million in the broader statewide/regional area. This includes investments to school districts for improvements to schools with a majority of LMI students. Other investments include municipal bonds to improve water lines, a bond for improvements to a charity hospital, and investments in the Texas Water Development Board, and all serve or benefit LMI individuals and families.

Extent to Which the Institution Provides Community Development Services

Longview MSA

The level of community development services reflects adequate responsiveness to community development needs of the AA. During the evaluation period, employees performed 20.5 hours of community development services to four organizations in the AA. The OCC considered the lack of

opportunity due to COVID-19 when analyzing services. Examples of community development services in the AA include:

- Providing financial literacy to LMI individuals and schools in which a majority of the students are economically disadvantaged.

Non-MSA

The level of community development services reflects adequate responsiveness to community development needs of the AA. During the evaluation period, employees performed 25 hours of community development services to five organizations in the AA. The OCC considered the lack of opportunity due to COVID-19 when analyzing services. Examples of community development services in the AA include:

- Providing financial literacy to LMI individuals and schools in which a majority of the students are economically disadvantaged.

Appendix A: Scope of Examination

The following table identifies the time period covered in this evaluation, affiliate activities that were reviewed, and loan products considered. The table also reflects the MSA(s) and non-MSA(s) that received comprehensive examination review, designated by the term “full-scope”, and those that received a less comprehensive review, designated by the term “limited-scope”.

Time Period Reviewed:	01/01/20 to 12/31/22	
Bank Products Reviewed:	Home mortgage, small business, and consumer loans Community development loans, qualified investments, community development services	
Affiliate	Affiliate Relationship	Products Reviewed
NA	NA	NA
List of Assessment Areas and Type of Examination		
Rating and Assessment Areas	Type of Exam	Other Information
MMSA		
NA		
State		
Texas		
Longview MSA	Full-Scope	Home mortgage, small business, and consumer loans
Non-MSA	Full-Scope	Home mortgage, small business, and consumer loans

Appendix B: Summary of MMSA and State Ratings

RATINGS			
Overall Bank:	Lending Test Rating*	Community Development Test Rating	Overall Bank/State/Multistate Rating
First National Bank of East Texas	Satisfactory	Satisfactory	Satisfactory
MMSA or State:			
Texas	Satisfactory	Satisfactory	Satisfactory

(*) The lending test and community development test carry equal weight in the overall rating.

Appendix C: Definitions and Common Abbreviations

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

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

Aggregate Lending: The number of loans originated and purchased by all reporting lenders (Home Mortgage Disclosure Act or CRA) in specified income categories as a percentage of the aggregate number of loans originated and purchased by all reporting lenders in the state/AA.

Census Tract: A small, relatively permanent statistical subdivision of a county delineated by a local committee of census data users for the purpose of presenting data. Census tracts nest within counties, and their boundaries normally follow visible features, but may follow legal geography boundaries and other non-visible features in some instances. Census tracts ideally contain about 4,000 people and 1,600 housing units.

Combined Statistical Area: A geographic entity consisting of two or more adjacent, core-based statistical areas with employment interchange measures of at least 15. An employment interchange measure is a measure of ties between two adjacent entities. The employment interchange measure is the sum of the percentage of workers living in the smaller entity who work in the larger entity and the percentage of employment in the smaller entity that is accounted for by workers who reside in the larger entity.

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

Community Reinvestment Act: The statute that requires the OCC to evaluate a financial institution's record of meeting the credit needs of its entire community, including LMI areas, consistent with the safe and sound operation of the financial institution, and to take this record into account when evaluating certain corporate applications filed by the financial institution.

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

Family: Includes a householder and one or more other persons living in the same household who are related to the householder by birth, marriage, or adoption. The number of family households always equals

the number of families; however, a family household may also include non-relatives living with the family. Families are classified by type as either a married-couple family or other family, which is further classified into ‘male householder’ (a family with a male householder and no wife present) or ‘female householder’ (a family with a female householder and no husband present).

Full-Scope Review: Performance under the lending, investment, and service tests is analyzed considering performance context, quantitative factors (e.g., geographic distribution, borrower distribution, and total number and dollar amount of investments), and qualitative factors (e.g., innovativeness, complexity, and responsiveness).

Geography: A census tract delineated by the U. S. Census Bureau in the most recent decennial census.

Home Mortgage Disclosure Act: The statute that requires certain mortgage lenders that conduct business or have offices in an MSA to file annual summary reports of their mortgage lending activity. The reports include such data as the race, gender, and the income of applicants, the amount of loan requested, the disposition of the application (e.g., approved, denied, and withdrawn), the lien status of the collateral, any requests for preapproval, and loans for manufactured housing.

Home Mortgage Loans: A closed-end mortgage loan or an open-end line of credit as these terms are defined under 12 CFR 1003.2, and that is not an excluded transaction under 12 CFR 1003.3(c)(1) through (c)(10) and (c)(13).

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

Limited-Scope Review: Performance under the lending, investment, and service tests is analyzed using only quantitative factors (e.g., geographic distribution, borrower distribution, total number and dollar amount of investments, and branch distribution).

Low-Income Individual: Individual income that is less than 50 percent of the area median income.

Low Income Geography: A census tract with a median family income that is less than 50 percent.

Market Share: The number of loans originated and purchased by a financial institution as a percentage of the aggregate number of loans originated and purchased by all reporting lenders in the state/AA.

Median Family Income: The median income determined by the U.S. Census Bureau every five years and used to determine the income level category of geographies. The median is the point at which half of the families have income above, and half below, a range of incomes. Also, the median income determined by the Federal Financial Institutions Examination Council annually that is used to determine the income level category of individuals. For any given area, the median is the point at which half of the families have income above, and half below, a range of incomes.

Metropolitan Division: As defined by Office of Management and Budget, a county or group of counties within a core based statistical area that contains an urbanized population of at least 2.5 million. A metropolitan division consists of one or more main/secondary counties that represent an employment

center or centers, plus adjacent counties associated with the main/secondary county or counties through commuting ties.

Metropolitan Statistical Area: An area, defined by the Office of Management and Budget, as a core based statistical area associated with at least one urbanized area that has a population of at least 50,000. The MSA comprises the central county or counties containing the core, plus adjacent outlying counties having a high degree of social and economic integration with the central county or counties as measured through commuting.

Middle-Income: Individual income that is at least 80 percent and less than 120 percent of the area median income, or a median family income that is at least 80 percent and less than 120 percent, in the case of a geography.

Moderate-Income: Individual income that is at least 50 percent and less than 80 percent of the area median income, or a median family income that is at least 50 percent and less than 80 percent, in the case of a geography.

Multifamily: Refers to a residential structure that contains five or more units.

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

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

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

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

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

Tier 1 Capital: The total of common shareholders' equity, perpetual preferred shareholders' equity with non-cumulative dividends, retained earnings and minority interests in the equity accounts of consolidated subsidiaries.

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

Appendix D: Tables of Performance Data

Content of Standardized Tables

A separate set of tables is provided for each state. All multistate MSA, if applicable, are presented in one set of tables. References to the “bank” include activities of any affiliates that the institution provided for consideration (refer to Appendix A: Scope of the Examination). For purposes of reviewing the lending test tables, the following are applicable: (1) purchased are treated as originations; and (2) “aggregate” is the percentage of the aggregate number of reportable loans originated and purchased by all Home Mortgage Disclosure Act or CRA-reporting lenders in the multistate MSA/AA. Deposit data are compiled by the Federal Deposit Insurance Corporation and are available as of June 30th of each year. Tables without data are not included in this performance evaluation.

The following is a listing and brief description of the tables included in each set:

Table O. Assessment Area Distribution of Home Mortgage Loans by Income Category of the Geography - Compares the percentage distribution of the number of loans originated and purchased by the institution in low-, moderate-, middle-, and upper-income geographies to the percentage distribution of owner-occupied housing units throughout those geographies. The table also presents aggregate peer data for the years the data is available.

Table P. Assessment Area Distribution of Home Mortgage Loans by Income Category of the Borrower - Compares the percentage distribution of the number of loans originated and purchased by the institution to low-, moderate-, middle-, and upper-income borrowers to the percentage distribution of families by income level in each multistate MSA/AA. The table also presents aggregate peer data for the years the data is available.

Table Q. Assessment Area Distribution of Loans to Small Businesses by Income Category of the Geography - The percentage distribution of the number of small loans (less than or equal to \$1 million) to businesses that were originated and purchased by the institution in low-, moderate-, middle-, and upper-income geographies compared to the percentage distribution of businesses (regardless of revenue size) in those geographies. Because aggregate small business data are not available for geographic areas smaller than counties, it may be necessary to compare institution loan data to aggregate data from geographic areas larger than the institution’s AA.

Table R. Assessment Area Distribution of Loans to Small Businesses by Gross Annual Revenue - Compares the percentage distribution of the number of small loans (loans less than or equal to \$1 million) originated and purchased by the institution to businesses with revenues of \$1 million or less to: 1) the percentage distribution of businesses with revenues of greater than \$1 million; and 2) the percentage distribution of businesses for which revenues are not available. The table also presents aggregate peer small business data for the years the data is available.

The total loan amount presented in the tables for each assessment area may differ from the total loan amount reported in the aggregate table due to how the underlying loan data is rounded in each table.

- Table S. Assessment Area Distribution of Loans to Farms by Income Category of the Geography** - The percentage distribution of the number of small loans (less than or equal to \$500,000) to farms originated and purchased by the institution in low-, moderate-, middle-, and upper-income geographies compared to the percentage distribution of farms (regardless of revenue size) throughout those geographies. The table also presents aggregate peer data for the years the data is available. Because aggregate small farm data are not available for geographic areas smaller than counties, it may be necessary to use geographic areas larger than the institution's AA.
- Table T. Assessment Area Distribution of Loans to Farms by Gross Annual Revenues** - Compares the percentage distribution of the number of small loans (loans less than or equal to \$500,000) originated and purchased by the institution to farms with revenues of \$1 million or less to: 1) the percentage distribution of farms with revenues of greater than \$1 million; and 2) the percentage distribution of farms for which revenues are not available. The table also presents aggregate peer small farm data for the years the data is available.
- Table U. Assessment Area Distribution of Consumer Loans by Income Category of the Geography** - Compares the percentage distribution of the number of loans originated and purchased by the institution in low-, moderate-, middle-, and upper-income geographies to the percentage distribution of households in those geographies.
- Table V. Assessment Area Distribution of Consumer Loans by Income Category of the Borrower** - Compares the percentage distribution of the number of loans originated and purchased by the institution to low-, moderate-, middle-, and upper-income borrowers to the percentage distribution of households by income level in each multistate MSA/AA.

The total loan amount presented in the tables for each assessment area may differ from the total loan amount reported in the aggregate table due to how the underlying loan data is rounded in each table.

Table O: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Geography																	2020-2021		
Total Home Mortgage Loans			Low-Income Tracts			Moderate-Income Tracts			Middle-Income Tracts			Upper-Income Tracts			Not Available-Income Tracts				
#	\$	% of Total	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate		
Longview MSA	115	21,705	46.4	0.0	0.0	0.0	0.0	0.0	100.0	100.0	100.0	0.0	0.0	0.0	0.0	0.0	0.0		
Non-MSA	133	20,192	53.6	0.0	0.0	0.0	7.0	9.0	8.7	79.3	65.4	78.2	13.6	25.6	13.2	0.0	0.0	0.0	
Total	248	41,897	100.0	0.0	0.0	0.0	4.7	4.8	6.1	86.1	81.5	84.6	9.2	13.7	9.3	0.0	0.0	0.0	

Source: 2015 ACS; 01/01/2020 - 12/31/2021 Bank Data, 2021 HMDA Aggregate Data, "--" data not available. Due to rounding, totals may not equal 100.0%

Table O: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Geography																	2022		
Total Home Mortgage Loans			Low-Income Tracts			Moderate-Income Tracts			Middle-Income Tracts			Upper-Income Tracts			Not Available-Income Tracts				
#	\$	% of Total	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate		
Longview MSA	54	12,260	52.4	0.0	0.0	0.0	19.7	22.2	22.1	52.9	63.0	49.8	27.4	14.8	28.1	0.0	0.0	0.0	
Non-MSA	49	10,708	47.6	0.0	0.0	0.0	0.0	0.0	0.0	71.3	65.3	72.3	28.7	34.7	27.7	0.0	0.0	0.0	
Total	103	22,968	100.0	0.0	0.0	0.0	12.2	11.7	13.8	59.9	64.1	58.3	27.9	24.3	28.0	0.0	0.0	0.0	

Source: 2020 U.S. Census; 01/01/2022 - 12/31/2022 Bank Data, 2022 HMDA Aggregate Data, "--" data not available. Due to rounding, totals may not equal 100.0%

The total loan amount presented in the tables for each assessment area may differ from the total loan amount reported in the aggregate table due to how the underlying loan data is rounded in each table.

Table P: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Borrower																	2020-2021		
	Total Home Mortgage Loans			Low-Income Borrowers			Moderate-Income Borrowers			Middle-Income Borrowers			Upper-Income Borrowers			Not Available-Income Borrowers			
	#	\$	% of Total	% of Families	% Bank Loans	Aggregate	% of Families	% Bank Loans	Aggregate	% of Families	% Bank Loans	Aggregate	% of Families	% Bank Loans	Aggregate	% of Families	% Bank Loans	Aggregate	
Longview MSA	115	21,705	46.4	17.8	3.5	3.6	20.6	6.1	12.6	20.5	18.3	20.9	41.1	53.0	41.7	0.0	19.1	21.2	
Non-MSA	133	20,192	53.6	20.2	3.0	2.8	18.2	11.3	9.8	20.4	14.3	16.7	41.2	60.9	48.3	0.0	10.5	22.3	
Total	248	41,897	100.0	19.4	3.2	3.1	19.0	8.9	10.6	20.5	16.1	18.0	41.2	57.3	46.4	0.0	14.5	22.0	

Source: 2015 ACS ; 01/01/2020 - 12/31/2021 Bank Data, 2021 HMDA Aggregate Data, "--" data not available. Due to rounding, totals may not equal 100.0%

Table P: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Borrower																	2022		
	Total Home Mortgage Loans			Low-Income Borrowers			Moderate-Income Borrowers			Middle-Income Borrowers			Upper-Income Borrowers			Not Available-Income Borrowers			
	#	\$	% of Total	% of Families	% Bank Loans	Aggregate	% of Families	% Bank Loans	Aggregate	% of Families	% Bank Loans	Aggregate	% of Families	% Bank Loans	Aggregate	% of Families	% Bank Loans	Aggregate	
Longview MSA	54	12,260	52.4	21.7	1.9	3.9	18.0	11.1	15.5	19.9	25.9	22.0	40.5	37.0	38.9	0.0	24.1	19.8	
Non-MSA	49	10,708	47.6	17.3	6.1	3.9	17.1	16.3	13.4	19.2	14.3	20.0	46.3	57.1	45.2	0.0	6.1	17.5	
Total	103	22,968	100.0	20.2	3.9	3.9	17.7	13.6	14.7	19.7	20.4	21.3	42.4	46.6	41.3	0.0	15.5	18.9	

Source: 2020 U.S. Census; 01/01/2022 - 12/31/2022 Bank Data, 2022 HMDA Aggregate Data, "--" data not available. Due to rounding, totals may not equal 100.0%

The total loan amount presented in the tables for each assessment area may differ from the total loan amount reported in the aggregate table due to how the underlying loan data is rounded in each table.

Table Q: Assessment Area Distribution of Loans to Small Businesses by Income Category of the Geography																2020-2021		
Assessment Area:	Total Loans to Small Businesses			Low-Income Tracts			Moderate-Income Tracts			Middle-Income Tracts			Upper-Income Tracts			Not Available- Income Tracts		
	#	\$	% of Total	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate
Longview MSA	20	6,239	58.7	0.0	0.0	0.0	0.0	0.0	0.0	100.0	100.0	100.0	0.0	0.0	0.0	0.0	0.0	0.0
Non-MSA	20	4,388	41.3	0.0	0.0	0.0	9.6	15.0	8.1	79.5	60.0	79.0	10.9	25.0	12.8	0.0	0.0	0.0
Total	40	10,627	100.0	0.0	0.0	0.0	6.8	7.5	5.5	85.4	80.0	85.9	7.8	12.5	8.6	0.0	0.0	0.0

Source: 2021 D&B Data; 01/01/2020 - 12/31/2021 Bank Data; 2021 CRA Aggregate Data, "--" data not available. Due to rounding, totals may not equal 100.0%

Table Q: Assessment Area Distribution of Loans to Small Businesses by Income Category of the Geography																2022		
Assessment Area:	Total Loans to Small Businesses			Low-Income Tracts			Moderate-Income Tracts			Middle-Income Tracts			Upper-Income Tracts			Not Available- Income Tracts		
	#	\$	% of Total	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate
Longview MSA	20	6,299	58.9	0.0	0.0	--	24.9	15.0	--	50.0	60.0	--	24.8	25.0	--	0.3	0.0	--
Non-MSA	20	4,388	41.1	0.0	0.0	--	0.0	0.0	--	73.1	85.0	--	26.9	15.0	--	0.0	0.0	--
Total	40	10,687	100.0	0.0	0.0	--	18.0	7.5	--	56.4	72.5	--	25.4	20.0	--	0.2	0.0	--

Source: 2022 D&B Data; 01/01/2022 - 12/31/2022 Bank Data; "--" data not available. Due to rounding, totals may not equal 100.0%

The total loan amount presented in the tables for each assessment area may differ from the total loan amount reported in the aggregate table due to how the underlying loan data is rounded in each table.

Table R: Assessment Area Distribution of Loans to Small Businesses by Gross Annual Revenues											2020-2021	
Assessment Area:	Total Loans to Small Businesses				Businesses with Revenues <= 1MM			Businesses with Revenues > 1MM		Businesses with Revenues Not Available		
	#	\$	% of Total	Overall Market	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	% Businesses	% Bank Loans	
Longview MSA	20	6,239	58.7	674	89.1	65.0	57.0	2.3	35.0	8.6	0.0	
Non-MSA	20	4,388	41.3	1,378	87.6	65.0	47.9	3.3	35.0	9.1	0.0	
Total	40	10,627	100.0	2,052	88.0	65.0	50.9	3.0	35.0	9.0	0.0	

Source: 2021 D&B Data; 01/01/2020 - 12/31/2021 Bank Data; 2021 CRA Aggregate Data, "--" data not available. Due to rounding, totals may not equal 100.0%

Table R: Assessment Area Distribution of Loans to Small Businesses by Gross Annual Revenues											2022	
Assessment Area:	Total Loans to Small Businesses				Businesses with Revenues <= 1MM			Businesses with Revenues > 1MM		Businesses with Revenues Not Available		
	#	\$	% of Total	Overall Market	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	% Businesses	% Bank Loans	
Longview MSA	20	6,299	58.9	--	85.6	80.0	--	3.6	20.0	10.9	0.0	
Non-MSA	20	4,388	41.1	--	90.0	95.0	--	2.6	5.0	7.4	0.0	
Total	40	10,687	100.0	--	86.8	87.5	--	3.3	12.5	9.9	0.0	

Source: 2022 D&B Data; 01/01/2022 - 12/31/2022 Bank Data; "--" data not available. Due to rounding, totals may not equal 100.0%

The total loan amount presented in the tables for each assessment area may differ from the total loan amount reported in the aggregate table due to how the underlying loan data is rounded in each table.

Table U: Assessment Area Distribution of Consumer Loans by Income Category of the Geography												2020-2021	
Assessment Area:	Total Consumer Loans			Low-Income Tracts		Moderate-Income Tracts		Middle-Income Tracts		Upper-Income Tracts		Not Available-Income Tracts	
	#	\$	% of Total	% of Households	% Bank Loans	% of Households	% Bank Loans	% of Households	% Bank Loans	% of Households	% Bank Loans	% of Households	% Bank Loans
Longview MSA	20	402	43.3	0.0	0.0	0.0	0.0	100.0	100.0	0.0	0.0	0.0	0.0
Non-MSA	20	526	56.7	0.0	0.0	9.1	15.0	78.4	65.0	12.5	20.0	0.0	0.0
Total	40	928	100.0	0.0	0.0	6.1	7.5	85.4	82.5	8.5	10.0	0.0	0.0

Source: 2015 ACS; 01/01/2020 - 12/31/2021 Bank Data. Due to rounding, totals may not equal 100.0%

Table U: Assessment Area Distribution of Consumer Loans by Income Category of the Geography												2022	
Assessment Area:	Total Consumer Loans			Low-Income Tracts		Moderate-Income Tracts		Middle-Income Tracts		Upper-Income Tracts		Not Available-Income Tracts	
	#	\$	% of Total	% of Households	% Bank Loans	% of Households	% Bank Loans	% of Households	% Bank Loans	% of Households	% Bank Loans	% of Households	% Bank Loans
Longview MSA	20	354	50.0	0.0	0.0	23.4	15.0	53.3	75.0	23.3	10.0	0.0	0.0
Non-MSA	20	281	50.0	0.0	0.0	0.0	0.0	73.4	80.0	26.6	20.0	0.0	0.0
Total	40	635	100.0	0.0	0.0	15.7	7.5	59.9	77.5	24.4	15.0	0.0	0.0

Source: 2020 U.S. Census; 01/01/2022 - 12/31/2022 Bank Data. Due to rounding, totals may not equal 100.0%

The total loan amount presented in the tables for each assessment area may differ from the total loan amount reported in the aggregate table due to how the underlying loan data is rounded in each table.

Table V: Assessment Area Distribution of Consumer Loans by Income Category of the Borrower												2020-2021	
Assessment Area:	Total Consumer Loans			Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Not Available-Income Borrowers	
	#	\$	% of Total	% of Households	% Bank Loans	% of Households	% Bank Loans	% of Households	% Bank Loans	% of Households	% Bank Loans	% of Households	% Bank Loans
Longview MSA	20	402	43.3	22.3	25.0	16.8	30.0	18.1	15.0	42.8	30.0	0.0	0.0
Non-MSA	20	526	56.7	22.2	25.0	16.5	25.0	17.5	5.0	43.8	45.0	0.0	0.0
Total	40	928	100.0	22.2	25.0	16.6	27.5	17.7	10.0	43.5	37.5	0.0	0.0

Source: 2015 ACS; 01/01/2020 - 12/31/2021 Bank Data. Due to rounding, totals may not equal 100.0%

Table V: Assessment Area Distribution of Consumer Loans by Income Category of the Borrower												2022	
Assessment Area:	Total Consumer Loans			Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Not Available-Income Borrowers	
	#	\$	% of Total	% of Households	% Bank Loans	% of Households	% Bank Loans	% of Households	% Bank Loans	% of Households	% Bank Loans	% of Households	% Bank Loans
Longview MSA	20	354	50.0	24.1	25.0	16.3	30.0	18.6	5.0	41.1	40.0	0.0	0.0
Non-MSA	20	281	50.0	20.8	40.0	15.9	20.0	17.8	5.0	45.6	35.0	0.0	0.0
Total	40	635	100.0	23.0	32.5	16.2	25.0	18.3	5.0	42.5	37.5	0.0	0.0

Source: 2020 U.S. Census; 01/01/2022 - 12/31/2022 Bank Data. Due to rounding, totals may not equal 100.0%

The total loan amount presented in the tables for each assessment area may differ from the total loan amount reported in the aggregate table due to how the underlying loan data is rounded in each table.