



## **PUBLIC DISCLOSURE**

September 6, 2022

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

The First National Bank of Sedan  
Charter Number: 3855

101 West Main Street  
Sedan, KS 67361

Office of the Comptroller of the Currency  
7101 College Boulevard, Suite 1600  
Overland Park, KS 66210

**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 CRA Rating

**Institution’s CRA Rating:** This institution is rated **Satisfactory**.

**The lending test is rated: Satisfactory.**

The major factors supporting this rating include:

- Reasonable loan-to-deposit ratio.
- A majority of the bank’s loans were originated in its assessment areas (AAs).
- Reasonable distribution of loans to borrowers of different incomes in Kansas.
- Excellent distribution of loans to borrowers of different income in Oklahoma.
- Excellent distribution of loans in moderate-income geographies in Oklahoma.

## Loan-to-Deposit Ratio

Considering the bank’s size, financial condition, and credit needs of the AAs, the bank’s loan-to-deposit (LTD) ratio is reasonable.

The First National Bank of Sedan’s (FNB) quarterly average LTD ratio is satisfactory at 52.0 percent. The Office of the Comptroller of the Currency (OCC) calculated FNB’s quarterly average LTD ratio using information from the Consolidated Reports of Condition from September 30, 2018 to December 31, 2021. FNB’s average LTD peaked at 61.0 percent to a low of 40.9 percent. The quarterly average LTD ratio for similarly situated financial institutions during the same period is 52.7 percent. The other institutions’ average high peaked at 87.3 percent to a low of 30.8 percent. These financial institutions ranged in asset size from \$59.4 million to \$101.0 million with an average asset size of \$79.2 million.

## Lending in Assessment Area

A majority of the bank’s loans are inside its AAs.

The bank originated and purchased 84.1 percent of its total loans by number inside the bank’s AAs during the evaluation period. This analysis is performed at the bank, rather than the AA, level. This percentage does not include extensions of credit by affiliates that may be considered under the other performance criteria.

Table D - 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		
	#	%	#	%		\$	%	\$	%	
Consumer	39	95.1	2	4.9	41	501	98.8	6	1.2	507
Small Farm	45	83.3	9	16.7	54	4,700	67.4	2,274	32.6	6,974
Small Business	22	71.0	9	29.0	31	2,215	67.2	1,082	32.8	3,297
<b>Total</b>	<b>106</b>	<b>84.1</b>	<b>20</b>	<b>18.9</b>	<b>126</b>	<b>7,416</b>	<b>68.8</b>	<b>3,362</b>	<b>31.2</b>	<b>10,778</b>

*Source: Bank Data  
Due to rounding, totals may not equal 100.0%*

## **Description of Institution**

FNB is a \$61.8 million community bank headquartered in Sedan, Kansas. FNB operates two full-service branches, with one located in Sedan, Kansas and one located in Pawhuska, Oklahoma. FNB has not opened or closed any branches since the prior CRA examination. FNB has two AAs that include all census tracts (CT) in Chautauqua County, Kansas and Osage County, Oklahoma.

FNB offers a full range of deposit and loan products and services. As of December 31, 2021, the loan portfolio totaled \$24.2 million, or 36.8 percent of total assets. FNB's loan portfolio consisted of the following by dollar: real estate loans (65.7 percent), commercial loans (18.2 percent), agricultural loans (13.2 percent), individual loans (5.0 percent), and other loans (5.0 percent). Tier 1 capital totals \$6.5 million and deposits total \$59.1 million. FNB experienced a 24.2 percent increase in total deposits during the evaluation period and a corresponding decrease in net loans of 12.4 percent. FNB holds 61.8 percent of the Chautauqua County AA's deposit market share, which ranks first out of the two financial institutions in the AA. FNB holds 2.4 percent of the Osage County AA's deposit market share, which ranks eighth out of the nine financial institutions in the AA. FNB's primary competitors include Howard State Bank, The Exchange Bank, 1<sup>st</sup> Bank in Hominy, and American Heritage Bank.

FNB is currently operating under a Formal Agreement (Agreement) entered into with the OCC on April 17, 2018. Under the Agreement, the bank's total loans cannot exceed \$29.5 million until certain conditions are met. At this time, the bank remains under the Agreement with a cap on total loans. As of December 31, 2019, total loans equaled \$28.1 million, decreasing to \$24.8 million as of December 31, 2021. While FNB's lending activity under the Agreement has decreased during the evaluation period, it did not impact the bank's CRA rating as the bank demonstrated reasonable ability to meet credit needs in its AAs. FNB's CRA performance was rated "Satisfactory" in the last public evaluation dated September 17, 2018.

## **Scope of the Evaluation**

### **Evaluation Period/Products Evaluated**

The OCC used small bank examination procedures to evaluate FNB's record of meeting the credit needs of its community through its lending activities. The lending test review period is January 1, 2019 through December 31, 2021. The bank has two AAs: the non-metropolitan statistical area (non-MSA) Chautauqua County AA and the Osage County AA, which is part of the Tulsa, Oklahoma MSA. Conclusions were based on the bank's agricultural lending as the primary product by dollar and consumer lending as the primary product by number in the Chautauqua County AA. The bank's agricultural loans is the primary product by dollar and commercial loans is the primary product by number in the Osage County AA. We sampled 32 agricultural loans and 41 consumer loans originated or purchased in the Chautauqua County AA, and 22 agricultural loans and 31 commercial loans originated or purchased in the Osage County AA during the review period to assess the bank's performance under the Lending Test.

### **Selection of Areas for Full-Scope Review**

In each state where the bank has an office, one or more of AAs within that state was selected for a full-scope review. For purposes of this evaluation, bank delineated AAs located within the same metropolitan statistical area (MSA), multistate metropolitan statistical area (MMSA), or combined

statistical area (CSA) are combined and evaluated as a single AA. Similarly, bank 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 bank’s overall rating is a blend of the state ratings, and where applicable, multistate ratings.

The OCC placed the greatest weight on FNB’s performance in the Chautauqua County AA, where it originated or purchased the majority of its loans at 58.7 percent by number and 50.5 percent by dollar. FNB’s deposits in the Chautauqua County AA represent 74.0 percent of the bank’s total deposits. In addition, the bank’s headquarters is located in this AA.

The MMSA rating and state ratings are based on performance in all bank AAs. Refer to the “Scope” section under each state and MMSA Rating section for details regarding how the areas were weighted in arriving at the respective ratings.

## **Discriminatory or Other Illegal Credit Practices Review**

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

The OCC has not identified that this institution (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 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 Kansas

**CRA rating for the State of Kansas<sup>1</sup>:** Satisfactory

**The Lending Test is rated:** Satisfactory

The major factors supporting this rating include:

- Excellent distribution of loans to small farms.

## Description of Institution's Operations in Kansas

The Chautauqua County AA consists of one census tract encompassing the entire county and is considered a non-MSA area. The tract is a middle-income tract that is distressed due to population loss and is considered underserved as remote rural. FNB operates one location in the AA, which is also the bank's headquarters.

Primary businesses in the AA are related to the oil and gas industry and to the agricultural industry, related to cattle and crops. Major employers in the AA include the county and local government, the local school district, the local hospital, Economy Manufacturing, and Beeson Manufacturing. As of December 31, 2021, the Chautauqua County unemployment rate was 2.1 percent, the Kansas unemployment rate was 2.8 percent, and the national unemployment rate was 3.9 percent.

As of June 30, 2021, 74 percent of all bank deposits were in this AA. FNB has a market share of 61.8 percent in the AA, with one other bank located in the AA that operates two locations in Chautauqua County and two locations outside of the AA.

We considered and relied on a community contact made during the evaluation period. The local economy is driven by the oil and gas and agricultural industries, mainly cattle. The local area is affected by having a smaller, younger population and lower-income residents. The contact noted there is a lack of good entry-level housing and much of the housing is old and in need of repair. The contact stated the area banks are involved in the community and are responsive to the lending needs.

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

**Chautauqua County – Full-Scope AA**

Table A – Demographic Information of the Assessment Area						
Assessment Area: Chautauqua County						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	1	0.0	0.0	100.0	0.0	0.0
Population by Geography	3,520	0.0	0.0	100.0	0.0	0.0
Housing Units by Geography	2,134	0.0	0.0	100.0	0.0	0.0
Owner-Occupied Units by Geography	1,228	0.0	0.0	100.0	0.0	0.0
Occupied Rental Units by Geography	329	0.0	0.0	100.0	0.0	0.0
Vacant Units by Geography	577	0.0	0.0	100.0	0.0	0.0
Businesses by Geography	243	0.0	0.0	100.0	0.0	0.0
Farms by Geography	28	0.0	0.0	100.0	0.0	0.0
Family Distribution by Income Level	1,039	26.0	23.5	20.7	29.8	0.0
Household Distribution by Income Level	1,557	28.2	19.6	18.0	34.2	0.0
Median Family Income Non-MSAs - KS		\$45,893	Median Housing Value			\$48,500
Median Household Income: \$37,993			Median Gross Rent			\$608
Households Below Poverty Level: 15.3%			Families Below Poverty Level			14.5%
<i>Source: 2015 ACS and 2021 D&amp;B Data</i> <i>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>						

**Scope of Evaluation in Kansas**

The OCC used small bank examination procedures to evaluate FNB’s record of meeting the credit needs of its community through its lending activities. The lending test review period is January 1, 2019 through December 31, 2021. The OCC placed the greatest weight on FNB’s performance in the Chautauqua County AA where it originates or purchases the majority of its loans at 58.7 percent by number and 50.5 percent by dollar. FNB’s deposits in the Chautauqua County AA represent 74 percent of the bank’s total deposits. In addition, the bank’s headquarters is located in this AA and is the sole bank location for FNB in Kansas. Conclusions were based on the bank’s agricultural lending as the primary product by dollar and consumer lending as the primary product by number in the Chautauqua County AA.

**LENDING TEST**

The bank’s performance under the Lending Test in Kansas is rated Satisfactory.

**Conclusions for Area Receiving a Full-Scope Review**

Based on a full-scope review, the bank’s performance in the Chautauqua County AA is reasonable.

## **Distribution of Loans by Income Level of the Geography**

There are no low- or moderate-income census tracts in this AA; therefore, a geographical analysis is not meaningful.

## **Distribution of Loans by Income Level of the Borrower**

The bank 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 bank.

### ***Small Loans to Farms***

Refer to Table T in the state of Kansas section of appendix D for the facts and data used to evaluate the borrower distribution of the bank's originations and purchases of small loans to farms.

Lending to small farms of different incomes is excellent. Lending to farms with revenues less than \$1 million of 96.4 percent significantly exceeds the aggregate of 70.6 percent.

### ***Consumer Loans***

Refer to Table V in the state of Kansas section of appendix D for the facts and data used to evaluate the borrower distribution of the bank's consumer loan originations and purchases.

Lending to consumers of different income levels is poor. Lending for both low- and moderate-income borrowers are below demographics. The COVID-19 pandemic impacted the bank's ability to originate loans to low- and moderate-income borrowers. Customers took out fewer consumer loans due to stimulus money. Deposits over the evaluation period increased by 24.17 percent while net loans decreased by 12.41 percent. The median household poverty level for the AA is at 15.3 percent. Of the consumer loans made, 39 percent were less than \$5,000.

## **Responses to Complaints**

The bank has not received any CRA or Fair Lending complaints during the evaluation period.



# State Rating

## State of Oklahoma

**CRA rating for the State of Oklahoma<sup>2</sup>:** Outstanding

**The Lending Test is rated:** Outstanding

The major factors supporting this rating include:

- Lending to small businesses and small farms in moderate-income CT is excellent.
- Lending to small businesses and small farms of different incomes is excellent.

## Description of Institution's Operations in Oklahoma

The Osage County AA consists of 11 CTs, with one moderate-income tract and 10 middle-income CTs, none being distressed or underserved. The AA is considered to be a part of the Tulsa MSA. FNB operates one location in the AA in Pawhuska, Oklahoma.

Primary businesses in the AA are related to tourism, the oil and gas industry, and the agricultural industry. Major employers in the AA include the county and local government, the local school district, the local hospital, business related to the Pioneer Woman franchise, American Heritage Bank, and the Osage Casinos. As of December 31, 2021, the Osage County unemployment rate was 2.5 percent, the Oklahoma unemployment rate was 2.8 percent, and the national unemployment rate was 3.9 percent.

As of June 30, 2021, 26 percent of the bank deposits were found in this AA. FNB has a market share of 2.4 percent in the AA, competing against eight other financial institutions. The bank's competitors consist of American Heritage Bank, which is headquartered in Pawhuska, RCB Bank, The Exchange Bank, and Blue Sky Bank. Banking competition is strong in the AA.

We considered two community contacts, one focused on low-income housing and one serving in a local business-related function. The contacts stated the local economy is doing well due to an influx of tourism. One contact stated there are few to no apartments or multi-family housing available and starter homes are needed. Most of the lower-cost housing need repairs and are unattractive to new buyers. New business attraction and lending to small businesses is also needed. One contact stated local financial institutions are active in the community and FNB is active in lending to the community.

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<sup>2</sup> This rating reflects performance within the state. The statewide evaluations do not reflect performance in the parts of those states contained within a MMSA.

**Osage County – Full-Scope AA**

Table A – Demographic Information of the Assessment Area						
Assessment Area: Osage County						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	11	0.0	9.1	90.9	0.0	0.0
Population by Geography	48,054	0.0	9.9	90.1	0.0	0.0
Housing Units by Geography	21,381	0.0	11.7	88.3	0.0	0.0
Owner-Occupied Units by Geography	14,203	0.0	9.8	90.2	0.0	0.0
Occupied Rental Units by Geography	4,068	0.0	17.2	82.8	0.0	0.0
Vacant Units by Geography	3,110	0.0	13.2	86.8	0.0	0.0
Businesses by Geography	3,538	0.0	12.2	87.8	0.0	0.0
Farms by Geography	214	0.0	7.5	92.5	0.0	0.0
Family Distribution by Income Level	12,576	21.7	19.7	21.4	37.2	0.0
Household Distribution by Income Level	18,271	27.9	16.9	17.7	37.5	0.0
Median Family Income MSA - 46140 Tulsa, OK MSA		\$61,182	Median Housing Value			\$99,518
Household Median Income: \$45,942			Median Gross Rent			\$638
Households Below Poverty Level: 15.6%			Families Below Poverty Level			11.1%
<i>Source: 2015 ACS and 2021 D&amp;B Data</i> <i>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>						

**Scope of Evaluation in Oklahoma**

The OCC used small bank examination procedures to evaluate FNB’s record of meeting the credit needs of its community through its lending activities. The lending test review period is January 1, 2019 through December 31, 2021. The OCC placed the greatest weight on FNB’s performance in the Chautauqua County AA where it originates or purchases the majority of its loans and the majority of deposits are located. In addition, the bank’s headquarters is located in the Chautauqua County AA. FNB has a single branch in Pawhuska, Oklahoma. Conclusions in the Osage County AA were based on the bank’s agricultural lending as the primary product by dollar and commercial lending as the primary product by number.

**LENDING TEST**

The bank’s performance under the Lending Test in Oklahoma is rated Outstanding.

**Conclusions for Area Receiving a Full-Scope Review**

Based on a full-scope review, the bank’s performance in the Osage County AA is excellent.

## **Distribution of Loans by Income Level of the Geography**

The bank exhibits excellent geographic distribution of loans in the State.

### ***Small Loans to Businesses***

Refer to Table Q in the state of Oklahoma section of appendix D for the facts and data used to evaluate the geographic distribution of the bank's originations and purchases of small loans to businesses.

Lending to small businesses in moderate-income CTs is excellent. FNB significantly exceeded demographics in its lending to borrowers in moderate-income CTs at 63.6 percent compared to the aggregate of 7.7 percent. There are no low-income CTs in this AA.

### ***Small Loans to Farms***

Refer to Table S in the state of Oklahoma section of appendix D for the facts and data used to evaluate the geographic distribution of the bank's originations and purchases of small loans to farms.

Lending to small farms in moderate-income CTs is excellent. FNB significantly exceeded demographics in its lending to farms in moderate-income CTs at 71.4 percent compared to the aggregate of 3.3 percent. There are no low-income CTs in this AA.

## **Distribution of Loans by Income Level of the Borrower**

The bank exhibits an excellent distribution of loans to individuals of different income levels and businesses and farms of different sizes, given the product lines offered by the bank.

### ***Small Loans to Businesses***

Refer to Table R in the state of Oklahoma section of appendix D for the facts and data used to evaluate the borrower distribution of the bank's originations and purchases of small loans to businesses.

Lending to small businesses of different incomes is excellent. Lending to farms with revenues less than \$1 million of 90.9 percent significantly exceeds the aggregate of 40.7 percent.

### ***Small Loans to Farms***

Refer to Table T in the state of Oklahoma section of appendix D for the facts and data used to evaluate the borrower distribution of the bank's originations and purchases of small loans to farms.

Lending to small farms of different incomes is excellent. Lending to farms with revenues less than \$1 million of 100 percent significantly exceeds the aggregate of 87.9 percent.

## **Responses to Complaints**

The bank has not received any CRA or Fair Lending complaints during the evaluation period.

## Appendix A: Scope of Examination

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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 MSAs and non-MSAs 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”.

<b>Time Period Reviewed:</b>	01/01/2019 to 12/31/21	
<b>Bank Products Reviewed:</b>	Small Farm, Consumer Loans, Small Business	
<b>Affiliate(s)</b>	<b>Affiliate Relationship</b>	<b>Products Reviewed</b>
N/A		N/A
<b>List of Assessment Areas and Type of Examination</b>		
<b>Rating and Assessment Areas</b>	<b>Type of Exam</b>	<b>Other Information</b>
<b>States</b>		
Kansas	Full-Scope	Small Farm, Consumer Loans
Oklahoma	Full-Scope	Small Farm, Small Business

# Appendix B: Summary of MMSA and State Ratings

RATINGS	FNB of Sedan
	Lending Test Rating
Overall Bank:	Satisfactory
State:	
Kansas	Satisfactory
Oklahoma	Outstanding

## Appendix C: Definitions and Common Abbreviations

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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 bank subsidiary is controlled by the bank and is, therefore, an affiliate.

**Aggregate Lending (Aggt.):** The number of loans originated and purchased by all reporting lenders (HMDA 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/assessment area.

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

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

**Consumer Loan(s):** A loan(s) to one or more individuals for household, family, or other personal expenditures. A consumer loan does not include a home mortgage, small business, or small farm loan. This definition includes the following categories: motor vehicle loans, credit card loans, 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 United States Bureau of the Census in the most recent decennial census.

**Home Mortgage Disclosure Act (HMDA):** The statute that requires certain mortgage lenders that conduct business or have banking offices in a metropolitan statistical area to file annual summary reports of their mortgage lending activity. The reports include such data as the race, gender, and the income of applicants, the amount of loan requested, the disposition of the application (e.g., approved, denied, and withdrawn), 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 the institution as a percentage of the aggregate number of loans originated and purchased by all reporting lenders in the state/assessment area.

**Median Family Income (MFI):** The median income determined by the U.S. Census Bureau every five years and used to determine the income level category of geographies. 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 (FFIEC) annually that is used to determine the income level category of individuals. For any given area, the median is the point at which half of the families have income above, 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 Metropolitan Statistical Area comprises the central county or counties containing the core, plus adjacent outlying counties having a high degree of social and economic integration with the central county or counties as measured through commuting.

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

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

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

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

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

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

**Tier 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

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### Content of Standardized Tables

A separate set of tables is provided for each state. All multistate metropolitan statistical areas, if applicable, are presented in one set of tables. References to the “bank” include activities of any affiliates that the bank 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 HMDA or CRA-reporting lenders in the MMSA/assessment area. Deposit data are compiled by the FDIC and are available as of June 30<sup>th</sup> of each year. Tables without data are not included in this PE.

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

- 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 bank 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 bank loan data to aggregate data from geographic areas larger than the bank’s assessment area.
- 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 bank 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.
- 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 bank 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 bank’s assessment area.
- 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 thousand) originated and purchased by the bank 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 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 bank to low-, moderate-, middle-, and upper-income borrowers to the percentage distribution of households by income level in each MMSA/assessment area.

**State of Kansas**

Assessment Area:	Total Loans to Farms				Farms with Revenues <= 1MM			Farms with Revenues > 1MM		Farms with Revenues Not Available	
	#	\$	% of Total	Overall Market	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	% Farms	% Bank Loans
Chautauqua County	24	2,517	100.0	17	96.4	100.0	70.6	3.6	0.0	0.0	0.0
<b>Total</b>	<b>24</b>	<b>2,517</b>	<b>100.0</b>	<b>17</b>	<b>96.4</b>	<b>100.0</b>	<b>70.6</b>	<b>3.6</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>

Source: 2021 D&B Data; 01/01/2019 - 12/31/2021 Bank Data; 2020 CRA Aggregate Data, "--" data not available.  
Due to rounding, totals may not equal 100.0%

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
Chautauqua County	39	501	100.0	28.2	12.8	19.6	7.7	18.0	30.8	34.2	48.7	0.0	0.0
<b>Total</b>	<b>39</b>	<b>501</b>	<b>100.0</b>	<b>28.2</b>	<b>12.8</b>	<b>19.6</b>	<b>7.7</b>	<b>18.0</b>	<b>30.8</b>	<b>34.2</b>	<b>48.7</b>	<b>0.0</b>	<b>0.0</b>

Source: 2015 ACS; 01/01/2019 - 12/31/2021 Bank Data.  
Due to rounding, totals may not equal 100.0%

**State of Oklahoma**

<b>Table Q: Assessment Area Distribution of Loans to Small Businesses by Income Category of the Geography</b>																			<b>2019-21</b>	
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	Overall Market	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate	
Osage County	22	2,215	100.0	519	0.0	0.0	0.0	12.2	63.6	7.7	87.8	36.4	92.3	0.0	0.0	0.0	0.0	0.0	0.0	
<b>Total</b>	<b>22</b>	<b>2,215</b>	<b>100.0</b>	<b>519</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>12.2</b>	<b>63.6</b>	<b>7.7</b>	<b>87.8</b>	<b>36.4</b>	<b>92.3</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	

*Source: 2021 D&B Data; 01/01/2019 - 12/31/2021 Bank Data; 2020 CRA Aggregate Data, "--" data not available.  
Due to rounding, totals may not equal 100.0%*

<b>Table R: Assessment Area Distribution of Loans to Small Businesses by Gross Annual Revenues</b>												<b>2019-21</b>	
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		
Osage County	22	2,215	100.0	519	87.9	90.9	40.7	2.5	9.1	9.5	0.0		
<b>Total</b>	<b>22</b>	<b>2,215</b>	<b>100.0</b>	<b>519</b>	<b>87.9</b>	<b>90.9</b>	<b>40.7</b>	<b>2.5</b>	<b>9.1</b>	<b>9.5</b>	<b>0.0</b>		

*Source: 2021 D&B Data; 01/01/2019 - 12/31/2021 Bank Data; 2020 CRA Aggregate Data, "--" data not available.  
Due to rounding, totals may not equal 100.0%*

**Table S - Assessment Area Distribution of Loans to Farms by Income Category of the Geography 2019-21**

Assessment Area:	Total Loans to Farms				Low-Income Tracts			Moderate-Income Tracts			Middle-Income Tracts			Upper-Income Tracts			Not Available-Income Tracts		
	#	\$	% of Total	Overall Market	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate
Osage County	21	2,183	100.0	91	0.0	0.0	0.0	7.5	71.4	3.3	92.5	28.6	96.7	0.0	0.0	0.0	0.0	0.0	0.0
<b>Total</b>	<b>21</b>	<b>2,183</b>	<b>100.0</b>	<b>91</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>7.5</b>	<b>71.4</b>	<b>3.3</b>	<b>92.5</b>	<b>28.6</b>	<b>96.7</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>

Source: 2021 D&B Data; 01/01/2019 - 12/31/2021 Bank Data; 2020 CRA Aggregate Data, "--" data not available.  
Due to rounding, totals may not equal 100.0%

**Table T: Assessment Area Distribution of Loans to Farms by Gross Annual Revenues 2019-21**

Assessment Area:	Total Loans to Farms				Farms with Revenues <= 1MM			Farms with Revenues > 1MM		Farms with Revenues Not Available	
	#	\$	% of Total	Overall Market	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	% Farms	% Bank Loans
Osage County	21	2,183	100.0	91	99.1	100.0	87.9	0.0	0.0	0.9	0.0
<b>Total</b>	<b>21</b>	<b>2,183</b>	<b>100.0</b>	<b>91</b>	<b>99.1</b>	<b>100.0</b>	<b>87.9</b>	<b>0.0</b>	<b>0.0</b>	<b>0.9</b>	<b>0.0</b>

Source: 2021 D&B Data; 01/01/2019 - 12/31/2021 Bank Data; 2020 CRA Aggregate Data, "--" data not available.  
Due to rounding, totals may not equal 100.0%