# MAGNOLIA STATE BANK

# COMMUNITY REINVESTMENT ACT

# (CRA) PUBLIC FILE INFORMATION

Updated April 10, 2025

130 OAK ST

Eastman, GA 31023

478-374-3418

www.bankmsb.com

# COMMUNITY REINVESTMENT ACT NOTICE

UNDER THE FEDERAL COMMUNITY REINVESTMENT ACT (CRA), THE FEDERAL DEPOSIT INSURANCE CORPORATION (FDIC) EVALUATES OUR RECORD OF HELPING TO MEET THE CREDIT NEEDS OF THIS COMMUNITY CONSISTENT WITH SAFE AND SOUND OPERATIONS. THE FDIC ALSO TAKES THIS RECORD INTO ACCOUNT WHEN DECIDING ON CERTAIN APPLICATIONS SUBMITTED BY US.

YOUR INVOLVEMENT IS ENCOURAGED.

YOU ARE ENTITLED TO CERTAIN INFORMATION ABOUT OUR OPERATIONS AND OUR PERFORMANCE UNDER THE CRA, INCLUDING, FOR EXAMPLE, INFORMATION ABOUT OUR BRANCHES, SUCH AS THEIR LOCATION AND SERVICES PROVIDED AT THEM; THE PUBLIC SECTION OF OUR MOST RECENT CRA PERFORMANCE EVALUATION, PREPARED BY THE FDIC; AND COMMENTS RECEIVED FROM THE PUBLIC RELATING TO OUR PERFORMANCE IN HELPING TO MEET COMMUNITY CREDIT NEEDS, AS WELL AS OUR RESPONSES TO THOSE COMMENTS. YOU MAY REVIEW THIS INFORMATION TODAY.

AT LEAST 30 DAYS BEFORE THE BEGINNING OF EACH QUARTER, THE FDIC PUBLISHES A NATIONWIDE LIST OF THE BANKS THAT ARE SCHEDULED FOR CRA EXAMINATION IN THAT QUARTER. THIS LIST IS AVAILABLE FROM THE REGIONAL DIRECTOR, FEDERAL DEPOSIT INSURANCE CORPORATION, 10 TENTH STREET, N.E., SUITE 800, ATLANTA, GA 30309-3906.

YOU MAY SEND WRITTEN COMMENTS ABOUT OUR PERFORMANCE IN HELPING TO MEET COMMUNITY CREDIT NEEDS TO:
PRESIDENT AND CEO
MAGNOLIA STATE BANK, 130 OAK STREET, EASTMAN, GA 31023
AND THE FDIC REGIONAL DIRECTOR. YOU MAY ALSO SUBMIT COMMENTS ELECTRONICALLY THROUGH THE FDIC's WEBSITE AT www.fdic.gov/regulations/cra. YOUR LETTER, TOGETHER WITH ANY RESPONSE BY US, WILL BE CONSIDERED BY THE FDIC IN EVALUATING OUR CRA PERFORMANCE AND MAY BE MADE PUBLIC.

YOU MAY ASK TO LOOK AT ANY COMMENTS RECEIVED BY THE FDIC REGIONAL DIRECTOR. YOU MAY ALSO REQUEST FROM THE FDIC REGIONAL DIRECTOR AN ANNOUNCEMENT OF OUR APPLICATIONS COVERED BY THE CRA FILED WITH THE FDIC.

WE ARE AN AFFILIATE OF MAGNOLIA BANK SHARES, INC., EASTMAN, GEORGIA, A BANK HOLDING COMPANY. YOU MAY REQUEST FROM THE ASSISTANT VICE PRESIDENT, APPLICATIONS, FEDERAL RESERVE BANK OF ATLANTA, 1000 PEACHTREE STREET, N.E., ATLANTA, GA 30309-4470, AN ANNOUNCEMENT OF APPLICATIONS COVERED BY THE CRA FILED BY BANK HOLDING COMPANIES.

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# PUBLIC DISCLOSURE

May 10, 2021

# COMMUNITY REINVESTMENT ACT PERFORMANCE EVALUATION

**Magnolia State Bank**
Certificate Number: 877

130 Oak Street
Eastman, Georgia 31023

Federal Deposit Insurance Corporation
Division of Depositor and Consumer Protection
Atlanta Regional Office

10 10th Street NE, Suite 800
Atlanta, Georgia 30309-3849

This document is an evaluation of this institution's record of meeting the credit needs of its entire community, including low- and moderate-income neighborhoods, consistent with safe and sound operation of the institution. This evaluation is not, nor should it be construed as, an assessment of the financial condition of this institution. The rating assigned to this institution does not represent an analysis, conclusion, or opinion of the federal financial supervisory agency concerning the safety and soundness of this financial institution.

# TABLE OF CONTENTS

# INSTITUTION RATING

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

An institution in this group has a satisfactory record of helping to meet the credit needs of its assessment area, including low- and moderate-income neighborhoods, in a manner consistent with its resources and capabilities.

- Loan-to-Deposit Ratio – The institution's average net loan-to-deposit ratio is reasonable given the bank's size, financial condition, and assessment areas' credit needs.

- Assessment Area Concentration – A majority of home mortgage and small business loans reviewed were originated within the assessment areas (AAs).

- Borrower Profile – The distribution of loans reflects, given the demographics of the assessment areas, reasonable penetration among businesses of different sizes and individuals of different income levels.

- Geographic Distribution of Loans – The geographic distribution of home mortgage and small business loans reflect a reasonable dispersion throughout the assessment areas.

- Response to Complaints – The bank has not received any CRA-related complaints since the previous evaluation. Therefore, this factor did not affect the overall rating.

# DESCRIPTION OF INSTITUTION

Magnolia State Bank (MSB) is a small community bank headquartered in Eastman, Dodge County, Georgia. MSB is a wholly owned subsidiary of Magnolia Bankshares, Inc., a one-bank holding company also located in Eastman, Georgia. MSB does not have any subsidiaries or affiliates, and no merger or acquisition activities have occurred during the evaluation period. MSB received a "Satisfactory" rating at its previous FDIC Performance Evaluation, dated May 26, 2015, based on Small Institution Examination Procedures.

In addition to its main office, MSB maintains three full-service branch offices, one in Gray, Jones County, Georgia and two in Milledgeville, Baldwin County, Georgia. The main office is located in a middle-income census tract. The Gray office and the Milledgeville office on North Columbia Street are located in upper-income census tracts. The Milledgeville office on East Green Street is located in a moderate-income census tract. There have been no changes in the branching network since the previous evaluation.

MSB offers a variety of traditional commercial and consumer banking products and services. The primary business focus is commercial lending, with a secondary emphasis on residential real estate lending. MSB also offers other consumer and agricultural loans. Consumer loans include residential home mortgage loans, construction, home equity lines of credit, mobile home loans, vehicle loans, and other personal loans. Commercial loan products include working lines of credit, letters of credit, term loans, construction loans, and real estate loans. Although not a formal program, MSB also offers small dollar loans in amounts of $2,500 or less. In addition, MSB provides a variety of deposit products and services including checking, savings, money market, certificates of deposit, and individual retirement accounts. MSB has reasonable lobby hours and maintains automated teller machines at all locations. Alternative banking services include online banking at www.bankmsb.com, mobile banking, direct deposit, and a 24-hour customer service telephone line.

As of the December 31, 2020 Reports of Condition and Income (Call Report), MSB reported total assets of $188.6 million, total loans of $109.9 million, and total deposits of $167.7 million. As reflected in the following table, the major loan products include commercial and industrial loans (including commercial real estate lending) at 38.9 percent, followed closely by 1-4 family residential loans at 37.6 percent. Farmland loans (including agricultural production) loans represent only 5.6 percent.

| Loan Portfolio Distribution as of 12/31/2020 | | |
|---|---|---|
| **Loan Category** | **$(000s)** | **%** |
| Construction, Land Development, and Other Land Loans | 7,781 | 7.1 |
| Secured by Farmland | 5,360 | 4.9 |
| Secured by 1-4 Family Residential Properties | 41,376 | 37.6 |
| Secured by Multifamily (5 or more) Residential Properties | 3,715 | 3.4 |
| Secured by Nonfarm Nonresidential Properties | 24,461 | 22.2 |
| **Total Real Estate Loans** | **82,693** | **75.2** |
| Commercial and Industrial Loans | 18,394 | 16.7 |
| Agricultural Production and Other Loans to Farmers | 771 | 0.7 |
| Consumer Loans | 7,345 | 6.7 |
| Obligations of State and Political Subdivisions in the U.S. | 407 | 0.4 |
| Other Loans | 308 | 0.3 |
| Lease Financing Receivable (net of unearned income) | 0 | 0.0 |
| Less: Unearned Income | 0 | 0.0 |
| **Total Loans** | **109,918** | **100.0** |
| *Source: 12/31/2020 Call Report* | | |

MSB provides for the credit needs of its communities in a manner consistent with its size, financial condition, resources, and local economic conditions. While examiners did not identify any financial or legal impediments that would affect the bank's ability to meet the AAs' credit needs, several economic and demographic indicators, such as the high poverty level, could affect the bank's lending opportunities. In addition, MSB competes with a variety of local banks, credit unions, and other various non-bank financial entities throughout its AAs.

# DESCRIPTION OF ASSESSMENT AREAS

The CRA requires each financial institution to define one or more AAs within which its CRA performance will be evaluated. MSB has defined two AAs in accordance with the technical requirements of the CRA regulation. The AAs consist of whole census tracts, do not arbitrarily exclude low- or moderate-income census tracts, and include the census tracts where the bank's offices are located and the majority of its loans are originated. The Non-Metropolitan Statistical Area (NMSA) AA consists of all of Baldwin and Dodge Counties, Georgia. The Metropolitan Statistical Area (MSA) AA consists of Jones County, Georgia, which is part of the Macon, Georgia MSA. The NMSA AA consists of three moderate-income, nine middle-income, and three upper-income census tracts. All nine middle-income census tracts are designated as distressed because of the high poverty levels. There are no low-income census tracts in the NMSA AA. The Macon-Bibb County, GA MSA AA consists of one moderate-income, two middle-income, and three upper-income census tracts. There are no low-income census tracts in the Macon-Bibb County, GA MSA AA.

MSB's defined AAs have not changed since the last examination; however, the income classification of some census tracts has changed. At the previous CRA evaluation, the combined AAs consisted of four moderate-, 14 middle-, and three upper-income census tracts. Since then, the income classification levels of various census tracts nationwide have been revised based on 2015 American Community Survey (ACS) data. As a result, the current combined AAs consist of four moderate-, 11 middle-, and six upper-income census tracts.

Please refer to each individual assessment area section for additional information, including economic and demographic data, competition information, community contacts, credit needs, and conclusions on performance criteria.

# SCOPE OF EVALUATION

**General Information**

This evaluation covers the period from the prior evaluation, dated May 26, 2015, to the current evaluation, dated May 10, 2021. Examiners used the Interagency Small Institution Examination Procedures to evaluate the bank's CRA performance. These procedures include one test: the CRA Small Bank Lending Test. The Appendices detail the performance criteria related to this test. This evaluation does not include any lending activity performed by affiliates, as the bank does not have any affiliates.

Examiners evaluate a bank's lending data, deposit activity, and number of branches to determine which rated areas will receive the most weight in assigning the overall rating. For this evaluation, the NMSA AA has the most lending activity by number and dollar volume, the most deposits, and the largest branch network. Consequently, examiners reviewed this performance using full-scope procedures and gave greater weight to the bank's lending performance in this AA. The Macon-Bibb County, GA MSA AA received a limited-scope review because of the relatively low volume of lending in this area in comparison to the NMSA AA.

The review period included a time when a national emergency designation was in effect due to the COVID-19 pandemic that began on March 1, 2020, and remained in effect as of the evaluation date.

Although the pandemic did not affect the bank's ability to meet assessment area credit needs, the pandemic nonetheless affected borrowers. According to bank management, the COVID-19 pandemic froze the lending market for most of the year 2020 because most businesses did not borrow other than through the Small Business Administration's (SBA) Paycheck Protection Program (PPP). In addition, demand for residential and consumer loans was low because of uncertainty surrounding employment. Although the bank was able to lend, the pandemic diminished business and consumer loan demand. It is noted that from April 2020 through May 2021, the bank originated 389 PPP loans totaling $20.5 million, most of which were originated to businesses inside its assessment areas.

**Activities Reviewed**

For the Lending Test, the CRA requires a review of the institution's lending performance in its defined assessment areas with respect to home mortgage, small business, and small farm loans, if significant. Based on MSB's December 31, 2020 loan portfolio distribution, the bank's dominant loan category is commercial loans at 38.9 percent, followed closely by residential loans at 37.6 percent of the loan portfolio. Because farm loans represented 5.6 percent of the loan portfolio, examiners did not analyze farm loans. In addition, examiners did not analyze consumer loans because they also do not represent a major product line at 6.7 percent of the loan portfolio.

Examiners selected the universe of small business loans originated during the period from January 1, 2020, through December 31, 2020, to analyze. The universe was considered representative of the bank's lending performance during the entire evaluation period. MSB originated 283 small business loans, totaling $18.4 million, during this period. Dun & Bradstreet (D&B) Corporation's business demographic data for 2020 provided a standard of comparison for small business loans.

MSB is subject to the Home Mortgage Disclosure Act (HMDA). The HMDA requires the collecting and reporting of certain home mortgage loan data. This evaluation considered all home mortgage loans reported on the bank's 2019 and 2020 HMDA loan application registers. MSB originated a universe of 122 HMDA loans, totaling $10.4 million, in 2019, and 118 loans, totaling $10.0 million, in 2020. Examiners compared MSB's 2019 HMDA lending performance for the Geographic Distribution and Borrower Profile criteria against demographic data, including 2015 American Community Survey (ACS) data, and aggregate data. MSB's 2020 HMDA lending performance for the Geographic Distribution and Borrower Profile criteria were compared against 2015 ACS data only, as 2020 aggregate data was not available.

Examiners reviewed the number and dollar volume of small business and home mortgage loans. Based on the bank's strategy, distribution of the portfolio, and originations in the prior year, home mortgage and small business loans received equal weight in determining the bank's overall Lending Test conclusions. Although the following loan analyses present the number and dollar volume of loans, examiners emphasized performance by number of loans because the number of loans is a better indicator of the number of businesses and individuals served.

# CONCLUSIONS ON PERFORMANCE CRITERIA

## LENDING TEST

Overall, MSB demonstrated reasonable performance under the Lending Test. Examiners based this conclusion on a reasonable loan-to-deposit ratio, a majority of loans originated inside the AAs, a reasonable dispersion of lending throughout geographies within the AAs, and a reasonable penetration of loans to businesses of different sizes and borrowers of different income levels.

### Loan-to-Deposit Ratio

MSB's average net loan-to-deposit (NLTD) ratio is reasonable given the institution's size, financial condition, and the AAs' credit needs. MSB's average NLTD ratio based on Call Report data was 76.5 percent over the past 24 calendar quarters from March 31, 2015, to December 31, 2020. The ratio fluctuated from a low of 64.8 percent, as of December 31, 2020, to a high of 86.7 percent, as of June 30, 2018.

Examiners compare a bank's average NLTD ratio to similarly situated institutions. These institutions typically operate within a bank's assessment areas and share similar attributes, such as size, product lines, and branch structure. As shown in the following table, MSB maintained an average NLTD ratio that was higher than the comparable bank.

| Average NLTD Ratio Comparison | | |
|---|---|---|
| **Bank** | **Total Assets $(000s)** | **Average NLTD Ratio %** |
| Magnolia State Bank, Eastman, Georgia | 188,554 | 76.5 |
| Great Oaks Bank, Eastman, Georgia | 223,279 | 65.8 |
| *Source: Call Reports from 3/31/2015 through 12/31/2020* | | |

Given the limited number of similarly situated institution, examiners compared MSB's average NLTD ratio to its peer group, as defined by the Uniform Bank Performance Report. The bank's peer group consists of 533 FDIC-insured commercial banks with assets between $100 million and $300 million. MSB's average NLTD ratio of 76.5 percent was higher than the peer group's average NLTD of 76.1 percent.

### Assessment Area Concentration

MSB originated a majority of home mortgage and small business loans by number and dollar volume inside the AAs. Overall, MSB originated, by number, 68.8 percent of home mortgage and 76.0 percent of small business loans inside the AAs. This performance demonstrates the bank's efforts to provide credit to individuals and businesses inside its AAs. The following table provides further details about MSB's lending concentration.

| Lending Inside and Outside of the Combined Assessment Area | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Number of Loans | | | | | Dollar Amount of Loans $(000s) | | | | |
| Loan Category | Inside | | Outside | | Total | Inside | | Outside | | Total |
| | # | % | # | % | # | $ | % | $ | % | $(000s) |
| Home Mortgage | | | | | | | | | | |
| 2019 | 85 | 69.7 | 37 | 30.3 | 122 | 7,132 | 68.3 | 3,304 | 31.7 | 10,436 |
| 2020 | 80 | 67.8 | 38 | 32.2 | 118 | 6,913 | 69.3 | 3,058 | 30.7 | 9,971 |
| **Home Total** | **165** | **68.8** | **75** | **31.2** | **240** | **14,045** | **68.8** | **6,362** | **31.2** | **20,407** |
| Small Business | | | | | | | | | | |
| 2020 | 215 | 76.0 | 68 | 24.0 | 283 | 13,429 | 72.9 | 4,997 | 27.1 | 18,426 |
| *Source: HMDA Reported Data; Bank Loan Data* | | | | | | | | | | |

**Geographic Distribution**
Overall, the geographic distribution of small business and home mortgage loans reflects reasonable dispersion throughout the AAs. MSB's reasonable performance of small business and home mortgage lending supports this conclusion. Examiners focused on the percentage of loans, by number, originated in the moderate-income census tracts, as there are no designated low-income census tracts in either AA.

**Borrower Profile**
Overall, the borrower distribution of small business and home mortgage loans reflects reasonable penetration throughout the AAs. MSB's reasonable performance of small business and home mortgage lending supports this conclusion.

**Response to Complaints**
MSB did not receive any CRA-related complaints since the previous evaluation; therefore, this criterion did not affect the Lending Test rating.

## DISCRIMINATORY OR OTHER ILLEGAL CREDIT PRACTICES REVIEW

The bank's compliance with the laws relating to discrimination and other illegal credit practices was reviewed, including the Fair Housing Act and the Equal Credit Opportunity Act. Examiners did not identify any discriminatory or other illegal credit practices.

## NMSA ASSESSMENT AREA – Full-Scope Review

## DESCRIPTION OF INSTITUTION'S OPERATIONS IN THE NMSA AA

This assessment area is comprised of all 15 census tracts in Baldwin and Dodge Counties. There are three moderate-, ten middle-, and two upper-income census tracts. All ten middle-income census tracts have been designated as distressed due to high poverty levels. MSB's s main office in Eastman, Georgia, and the two branches in Milledgeville, Georgia, are located in this AA.

**Economic and Demographic Data**

According to the Standard Industrial Classification system data, service industries represent the largest portion of businesses at 35.4 percent, followed by retail trade at 14.5 percent. According to the Georgia Department of Labor, the major employers in Baldwin County are A.W. Holdings, LLC, Georgia Corrections & Detention, Inc.; Georgia College and State University Georgia Department of Behavioral Health and Developmental Disabilities; Georgia Military College; Navicent Health Oconee, LLC; Primecare Home Care Services, Inc.; The Kroger Company; Triumph Aerostructures, LLC; and Walmart. The top major employers in Dodge County are Arconic Architectual Products, LLC; Eastman Healthcare & Rehab, LLC; Georgia Department of Corrections; Heart of Georgia; Heart of Georgia Dynamics, Inc.; Iv Care of Middle GA, Inc.; Middle Georgia State College; Mondi Bags USA, LLC; Southern Home Care Services, Inc.; and Walmart.

According to D&B data, there are 4,351 non-farm businesses operating in the NMSA AA. Of these businesses, 3,705 or 85.2 percent reported Gross Annual Revenues (GARs) of $1 million or less. In addition, of the total 4,554 non-farm businesses and farms located in the NMSA AA, 62.3 percent reported having four or fewer employees and 88.7 percent reported operating from a single location. The following table provides select demographic information of the assessment area.

| Demographic Information of the NMSA AA | | | | | | |
|---|---|---|---|---|---|---|
| **Demographic Characteristics** | **#** | **Low % of #** | **Moderate % of #** | **Middle % of #** | **Upper % of #** | **NA* % of #** |
| Geographies (Census Tracts) | 15 | 0.0 | 20.0 | 60.0 | 20.0 | 0.0 |
| Population by Geography | 66,975 | 0.0 | 15.6 | 57.4 | 27.0 | 0.0 |
| Housing Units by Geography | 29,972 | 0.0 | 15.9 | 54.3 | 29.8 | 0.0 |
| Owner-Occupied Units by Geography | 13,975 | 0.0 | 11.6 | 56.9 | 31.5 | 0.0 |
| Occupied Rental Units by Geography | 10,067 | 0.0 | 21.6 | 51.4 | 27.0 | 0.0 |
| Vacant Units by Geography | 5,930 | 0.0 | 16.2 | 53.2 | 30.6 | 0.0 |
| Businesses by Geography | 4,351 | 0.0 | 11.4 | 55.7 | 32.9 | 0.0 |
| Farms by Geography | 203 | 0.0 | 9.4 | 67.5 | 23.2 | 0.0 |
| Family Distribution by Income Level | 14,756 | 24.8 | 16.4 | 15.3 | 43.6 | 0.0 |
| Household Distribution by Income Level | 24,042 | 29.9 | 15.3 | 14.6 | 40.2 | 0.0 |
| Median Family Income Non-MSAs – GA | | $45,886 | Median Housing Value | | | $96,494 |
| | | | Median Gross Rent | | | $644 |
| | | | Families Below Poverty Level | | | 19.2% |

*Source: 2015 ACS and 2020 D&B Data*
*(*) The NA category consists of geographies that have not been assigned an income classification.*

From the 2010 U.S. census data to the 2015 ACS data, the NMSA AA's population remained relatively unchanged, with only a slight decline of less than one percent. Total families declined by 1.3 percent, and the percentage of families below the poverty level increased from 17.0 percent to 19.2 percent. The poverty level poses a challenge for home mortgage lending to low-income families, as these families likely face difficulty in qualifying for a home mortgage loan. The current median housing value is two-times higher than the median family income.

Since the previous evaluation, unemployment data indicates improvements in the economy for both counties included in the NMSA AA. Although both counties' unemployment rates remained above the state and national averages, with the exception of 2020, overall unemployment rates generally decreased annually for both counties. Refer to the following table for details.

| Unemployment Rates* | | | | | | |
|---|---|---|---|---|---|---|
| **NMSA AA** | **2015** | **2016** | **2017** | **2018** | **2019** | **2020** |
| | **%** | **%** | **%** | **%** | **%** | **%** |
| Baldwin | 7.8 | 6.9 | 5.9 | 5.0 | 4.3 | 6.9 |
| Dodge | 8.5 | 7.4 | 6.3 | 5.3 | 5.5 | 6.0 |
| Georgia | 6.1 | 5.4 | 4.8 | 4.0 | 3.5 | 6.5 |
| National | 5.3 | 4.9 | 4.4 | 3.9 | 3.7 | 8.1 |

*Source: Bureau of Labor Statistics preliminary; *Not Seasonally Adjusted*

Examiners used the Federal Financial Institutions Examination Council's (FFIEC) estimated median family income (MFI) levels to analyze home mortgage loans for the Borrower Profile criterion.  The low-, moderate-, middle-, and upper-income ranges and categories are presented in the following table.

| Median Family Income Ranges | | | | |
|---|---|---|---|---|
| **Median Family Incomes** | **Low <50%** | **Moderate 50% to <80%** | **Middle 80% to <120%** | **Upper ≥120%** |
| **GA NA Median Family Income (99999)** | | | | |
| 2019 ($49,700) | <$24,850 | $24,850 to <$39,760 | $39,760 to <$59,640 | ≥$59,640 |
| 2020 ($51,800) | <$25,900 | $25,900 to <$41,440 | $41,440 to <$62,160 | ≥$62,160 |
| *Source: FFIEC* | | | | |

**Competition**

The AA is highly competitive for financial services.  According to FDIC Deposit Market Share data, as of June 30, 2020, eight FDIC-insured financial institutions operated 16 offices within the NMSA AA.  Of these institutions, MSB ranked fourth with a 14.1 percent deposit market share. Aggregate data for 2019 shows that 163 reporting lenders originated or purchased 1,109 home mortgage loans in the NMSA AA, indicating a high degree of competition.  MSB ranked third with a 6.8 percent market share.  MSB is not required to collect or report its small business loan data, and it has not elected to do so.  Therefore, the analyses of small business loans under the Lending Test do not include comparisons to aggregate data.  The aggregate data, however, reflects the level of demand for small business loans and is therefore included for context.  Aggregate data for 2019 shows that 52 lenders reported 675 small business loans in the AA, indicating a high degree of competition.

**Community Contact**

As part of the evaluation process, examiners contact third parties that are active in a bank's assessment areas or rely on recent contacts to identify the credit needs in the assessment areas.  This information helps determine whether local financial institutions are responsive to these needs. During this evaluation, examiners reviewed one recently completed community contact.  The organization works closely with the business community in the assessment area.  The contact stated that the area has been relatively stable during the pandemic.  Although the area has seen new service industry establishments open in recent months, the industry as a whole continued operating with reduced work hours because of the pandemic.  In addition, several new retail spaces were in development.  The contact further stated that one of the area's leading employers ceased operations in 2019, leading to the loss of approximately 1,000 jobs.  A company has since opened in its place and plans to expand; however, it currently operates with approximately 100 employees.  The contact also stated that homebuilding is increasing, but clarified the growth has been primarily through purchase of manufactured homes and not constructing single-family residences.

**Credit Needs**

Considering demographic and economic data, examiners determined that affordable housing represents a primary credit need for the assessment area as 41.2 percent of families are low- and moderate-income. This need is further magnified because 19.2 percent of families have incomes below the poverty level.  Further, a need for loans supporting small businesses is evident, as small businesses comprise a significant majority of the assessment area's businesses.

# CONCLUSIONS ON PERFORMANCE CRITERIA IN NMSA AA

## LENDING TEST

Overall, MSB demonstrated reasonable performance under the Lending Test in the NMSA AA. The institution's reasonable dispersion of loans throughout the NMSA AA and a reasonable penetration of loans to businesses of different sizes and borrowers of different income levels support this conclusion.

### Geographic Distribution

The geographic distribution of loans reflects reasonable dispersion throughout the AA. The reasonable dispersion of small business loans and excellent dispersion of home mortgage loans support this conclusion.

*Home Mortgage Loans*

The geographic distribution of home mortgage loans reflects excellent dispersion throughout the assessment area. As illustrated in the following table, in 2019 and 2020, the bank's performance in moderate-income census tracts significantly exceeded the aggregate data and exceeded the demographic data, as applicable.

**Geographic Distribution of Home Mortgage Loans in the NMSA AA**

| Tract Income Level | % of Owner-Occupied Housing Units | Aggregate Performance % of # | # | % | $(000s) | % |
|---|---|---|---|---|---|---|
| Moderate | | | | | | |
| 2019 | 11.6 | 7.0 | 13 | 17.3 | 850 | 14.9 |
| 2020 | 11.6 | -- | 12 | 16.4 | 939 | 15.1 |
| Middle | | | | | | |
| 2019 | 56.9 | 40.6 | 42 | 56.0 | 2,532 | 44.3 |
| 2020 | 56.9 | -- | 47 | 64.4 | 2,904 | 46.5 |
| Upper | | | | | | |
| 2019 | 31.5 | 52.4 | 20 | 26.7 | 2,337 | 40.9 |
| 2020 | 31.5 | -- | 14 | 19.2 | 2,396 | 38.4 |
| Not Available | | | | | | |
| 2019 | 0.0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| 2020 | 0.0 | -- | 0 | 0.0 | 0 | 0.0 |
| **Totals** | | | | | | |
| **2019** | **100.0** | **100.0** | **75** | **100.0** | **5,719** | **100.0** |
| **2020** | **100.0** | **--** | **73** | **100.0** | **6,239** | **100.0** |

*Source: 2015 ACS; Bank Data, 2019 HMDA Aggregate Data, 2020 data not available.*

*Small Business Loans*
The geographic distribution of small business loans reflects reasonable dispersion throughout the NMSA AA. The percentage of loans in moderate-income census tracts is equivalent to the demographic data. The following table illustrates the dispersion of small business loans by tract income level.

| Geographic Distribution of Small Business Loans in the NMSA AA | | | | | |
|---|---|---|---|---|---|
| **Tract Income Level** | **% of Businesses** | **#** | **%** | **$(000s)** | **%** |
| Moderate | 11.4 | 20 | 11.4 | 1,649 | 14.5 |
| Middle | 55.7 | 120 | 68.6 | 7,894 | 69.3 |
| Upper | 32.9 | 35 | 20.0 | 1,848 | 16.2 |
| Not Available | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Totals** | **100.0** | **175** | **100.0** | **11,391** | **100.0** |
| *Source: 2020 D&B Data; 1/1/2020 - 12/31/2020 Bank Data* | | | | | |

## Borrower Profile
The distribution of borrowers reflects reasonable penetration among businesses of different sizes and individuals of different income levels. The reasonable penetration of home mortgage and small business loans support this conclusion.

*Home Mortgage Loans*
The distribution of home mortgage loans reflects, given the demographics of the NMSA AA, reasonable penetration among individuals of different income levels. In 2019, MSB’s lending performance to low-income borrowers significantly exceeds the aggregate performance data, but is below the percentage of low-income families. Lending performance to moderate-income borrowers is comparable to the aggregate performance data, but is below the percent of moderate-income families. In 2020, the bank’s lending to low-income borrowers was below demographic data, while lending to moderate-income borrowers was higher than demographic data. The high poverty level in the NMSA AA has limited the bank’s lending opportunities to these borrowers. When considering a poverty level of 19.2 percent, the bank’s 2019 and 2020 performance in lending to low-income borrowers was consistent with demographics. Refer to the following table for details.

| Distribution of Home Mortgage Loans by Borrower Income Level in the NMSA AA | | | | | | |
|---|---|---|---|---|---|---|
| **Borrower Income Level** | **% of Families** | **Aggregate Performance % of #** | **#** | **%** | **$(000s)** | **%** |
| Low | | | | | | |
| 2019 | 24.8 | 4.1 | 8 | 10.7 | 187 | 3.3 |
| 2020 | 24.8 | -- | 3 | 4.1 | 71 | 1.1 |
| Moderate | | | | | | |
| 2019 | 16.4 | 9.7 | 7 | 9.3 | 185 | 3.2 |
| 2020 | 16.4 | -- | 14 | 19.2 | 720 | 11.5 |
| Middle | | | | | | |
| 2019 | 15.3 | 16.4 | 9 | 12.0 | 484 | 8.5 |
| 2020 | 15.3 | -- | 12 | 16.4 | 520 | 8.3 |
| Upper | | | | | | |
| 2019 | 43.6 | 51.3 | 39 | 52.0 | 3,793 | 66.3 |
| 2020 | 43.6 | -- | 28 | 38.4 | 3,153 | 50.5 |
| Not Available | | | | | | |
| 2019 | 0.0 | 18.5 | 12 | 16.0 | 1,070 | 18.7 |
| 2020 | 0.0 | -- | 16 | 21.9 | 1,775 | 28.4 |
| **Totals** | | | | | | |
| **2019** | **100.0** | **100.0** | **75** | **100.0** | **5,719** | **100.0** |
| **2020** | **100.0** | **--** | **73** | **100.0** | **6,239** | **100.0** |
| *Source: 2015 ACS; Bank Data, 2019 HMDA Aggregate Data, 2020 data not available.* | | | | | | |

*Small Business Loans*

The distribution of borrowers reflects reasonable penetration among businesses of different sizes. MSB's lending to businesses with GARs of $1 million or less is significantly below the percentage of those businesses operating within the NMSA AA. Examiners noted that the SBA's PPP did not require institutions to collect GARs. As noted in the table below, all 99 loans listed in the *Revenue Not Available* section were PPP loans. Of these loans, 81.8 percent were for $100,000 or less, indicating a willingness to serve the smallest of businesses. Excluding PPP loans, MSBs level of small business lending is consistent with demographics, as 86.8 percent of these loans were made to businesses with GARs of $1 million or less. The following table illustrates the distribution of loans by GAR level of businesses.

| Distribution of Small Business Loans by Gross Annual Revenue Category in the NMSA AA | | | | | |
|---|---|---|---|---|---|
| **Gross Revenue Level** | **% of Businesses** | **#** | **%** | **$(000s)** | **%** |
| <=$1,000,000 | 85.2 | 66 | 37.7 | 2,575 | 22.6 |
| >1,000,000 | 3.3 | 10 | 5.7 | 1,617 | 14.2 |
| Revenue Not Available | 11.5 | 99 | 56.6 | 7,199 | 63.2 |
| **Total** | **100.0** | **175** | **100.00** | **11,391** | **100.0** |
| *Source: 2020 D&B Data, 1/1/2020 - 12/31/2020 Bank Data.* | | | | | |

# MACON-BIBB COUNTY, GA MSA ASSESSMENT AREA – Limited-Scope Review

# DESCRIPTION OF INSTITUTION'S OPERATIONS IN THE MACON-BIBB COUNTY, GA MSA ASSESSMENT AREA

The Macon-Bibb County, GA MSA AA consists of Jones County. This county is part of the Macon-Bibb County, GA MSA, which also includes Bibb, Crawford, Monroe, and Twiggs Counties. MSB operates one full-service location within this AA. Bank management did not open or close any branch offices within this AA since the prior evaluation.

**Economic and Demographic Data**

According to the Standard Industrial Classification system data, service industries represent the largest portion of businesses at 33.4 percent, followed by retail trade at 10.2 percent. According to the Georgia Department of Labor, the top employers in Jones County are Benton Georgia, LLC; Ethica Health & Retirement Communities; Gray Health and Rehabilitation; Ingles Markets, Inc.; Lynn Haven Health & Rehabilitation; Reeves Construction Co.; System Administrative Services, LLC; Tri-County Electric Membership Corp.; and Zebulon Park Health and Rehabilitation. According to D&B data, there are 1,770 non-farm businesses operating within the AA. Of the total non-farm businesses, 90.9 percent reported GARs of $1 million or less. In addition, of the total 1,857 non-farm businesses and farms located in the AA, 64.1 percent reported having four or fewer employees, and 93.8 percent reported operating from a single location. The following table provides select demographic information of the assessment area.

| Demographic Information of the Macon-Bibb County, GA MSA AA | | | | | | |
|---|---|---|---|---|---|---|
| **Demographic Characteristics** | **#** | **Low % of #** | **Moderate % of #** | **Middle % of #** | **Upper % of #** | **NA* % of #** |
| Geographies (Census Tracts) | 6 | 0.0 | 16.7 | 33.3 | 50.0 | 0.0 |
| Population by Geography | 28,738 | 0.0 | 25.9 | 32.6 | 41.5 | 0.0 |
| Housing Units by Geography | 11,600 | 0.0 | 25.3 | 34.7 | 40.0 | 0.0 |
| Owner-Occupied Units by Geography | 8,348 | 0.0 | 23.2 | 35.2 | 41.6 | 0.0 |
| Occupied Rental Units by Geography | 1,978 | 0.0 | 29.6 | 30.5 | 39.8 | 0.0 |
| Vacant Units by Geography | 1,274 | 0.0 | 32.3 | 38.0 | 29.7 | 0.0 |
| Businesses by Geography | 1,770 | 0.0 | 19.3 | 25.5 | 55.2 | 0.0 |
| Farms by Geography | 87 | 0.0 | 12.6 | 43.7 | 43.7 | 0.0 |
| Family Distribution by Income Level | 7,861 | 18.0 | 14.2 | 16.9 | 50.9 | 0.0 |
| Household Distribution by Income Level | 10,326 | 17.2 | 12.9 | 16.1 | 53.8 | 0.0 |
| Median Family Income MSA - 31420 Macon-Bibb County, GA MSA | | $51,727 | Median Housing Value | | | $124,483 |
| | | | Median Gross Rent | | | $802 |
| | | | Families Below Poverty Level | | | 13.4% |
| *Source: 2015 ACS and 2020 D&B Data* | | | | | | |

From the 2010 U.S. census data to the 2015 ACS data, the AA's population remained relatively unchanged, with a slight increase of less than one percent. Total families slightly increased by less than one percent, and the percentage of families below the poverty level increased from ten percent to 13.4 percent. The poverty level poses a challenge for home mortgage lending to low-income families, as these families likely face difficulty in qualifying for a home mortgage loan. The median housing value remains more than twice the median family income for the AA.

## CONCLUSIONS ON PERFORMANCE CRITERIA IN THE MACON-BIBB COUNTY, GA MSA AA

### LENDING TEST

MSB's lending performance in the AA is consistent with the institution's lending performance in the NMSA AA reviewed using full-scope examination procedures. During 2019, MSB originated ten home mortgage loans totaling $1.4 million. During 2020, MSB originated seven home mortgage loans totaling $674 thousand. During 2020, MSB originated 40 small business loans totaling approximately $2.0 million inside the Macon-Bibb County, GA MSA AA. Tables presenting the bank's geographic and borrower distribution lending performance are located in Appendix C.

# APPENDICES

## SMALL BANK PERFORMANCE CRITERIA

**Lending Test**

The Lending Test evaluates the bank's record of helping to meet the credit needs of its assessment area(s) by considering the following criteria:

1) The bank's loan-to-deposit ratio, adjusted for seasonal variation, and, as appropriate, other lending-related activities, such as loan originations for sale to the secondary markets, community development loans, or qualified investments;
2) The percentage of loans, and as appropriate, other lending-related activities located in the bank's assessment area(s);
3) The geographic distribution of the bank's loans;
4) The institution's record of lending to and, as appropriate, engaging in other lending-related activities for borrowers of different income levels and businesses and farms of different sizes; and
5) The bank's record of taking action, if warranted, in response to written complaints about its performance in helping to meet credit needs in its assessment area(s).

# GLOSSARY

**Aggregate Lending:** The number of loans originated and purchased by all reporting lenders in specified income categories as a percentage of the aggregate number of loans originated and purchased by all reporting lenders in the metropolitan area/assessment area.

**American Community Survey (ACS):** A nationwide United States Census survey that produces demographic, social, housing, and economic estimates in the form of five year estimates based on population thresholds.

**Area Median Income:** The median family income for the MSA, if a person or geography is located in an MSA; or the statewide nonmetropolitan median family income, if a person or geography is located outside an MSA.

**Assessment Area:** A geographic area delineated by the institution under the requirements of the Community Reinvestment Act.

**Census Tract:** A small, relatively permanent statistical subdivision of a county or equivalent entity. The primary purpose of census tracts is to provide a stable set of geographic units for the presentation of statistical data. Census tracts generally have a population size between 1,200 and 8,000 people, with an optimum size of 4,000 people. Census tract boundaries generally follow visible and identifiable features, but they may follow nonvisible legal boundaries in some instances. State and county boundaries always are census tract boundaries.

**Combined Statistical Area (CSA):** A combination of several adjacent metropolitan statistical areas or micropolitan statistical areas or a mix of the two, which are linked by economic ties.

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

**Core Based Statistical Area (CBSA):** The county or counties or equivalent entities associated with at least one core (urbanized area or urban cluster) of at least 10,000 population, plus adjacent counties having a high degree of social and economic integration with the core as measured through commuting ties with the counties associated with the core. Metropolitan and Micropolitan Statistical Areas are the two categories of CBSAs.

**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. Other family 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).

**FFIEC-Estimated Income Data:** The Federal Financial Institutions Examination Council (FFIEC) issues annual estimates which update median family income from the metropolitan and nonmetropolitan areas. The FFIEC uses American Community Survey data and factors in information from other sources to arrive at an annual estimate that more closely reflects current economic conditions.

**Full-Scope Review:** A full-scope review is accomplished when examiners complete all applicable interagency examination procedures for an assessment area. Performance under applicable tests is analyzed considering performance context, quantitative factors (e.g, geographic distribution, borrower profile, 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 do business or have banking offices in a metropolitan statistical area to file annual summary reports of their mortgage lending activity. The reports include such data as the race, gender, and the income of applicants; the amount of loan requested; and the disposition of the application (approved, denied, and withdrawn).

**Home Mortgage Loans:** Includes closed-end mortgage loans or open-end line of credits as defined in the HMDA regulation that are not an excluded transaction per the HMDA regulation.

**Housing Unit:** Includes a house, an apartment, a mobile home, a group of rooms, or a single room that is occupied as separate living quarters.

**Limited-Scope Review:** A limited-scope review is accomplished when examiners do not complete all applicable interagency examination procedures for an assessment area.
Performance under applicable tests is often analyzed using only quantitative factors (e.g, geographic distribution, borrower profile, total number and dollar amount of investments, and branch distribution).

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

**Market Share:** The number of loans originated and purchased by the institution as a percentage of the aggregate number of loans originated and purchased by all reporting lenders in the metropolitan area/assessment area.

**Median Income:** The median income divides the income distribution into two equal parts, one having incomes above the median and other having incomes below the median.

**Metropolitan Division (MD):** A county or group of counties within a CBSA that contain(s) an urbanized area with a population of at least 2.5 million. A MD is one or more main/secondary counties representing an employment center or centers, plus adjacent counties associated with the main/secondary county or counties through commuting ties.

**Metropolitan Statistical Area (MSA):** CBSA associated with at least one urbanized area having a population of at least 50,000. The MSA comprises the central county or counties or equivalent entities 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 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 and less than 80 percent in the case of a geography.

**Multi-family:** Refers to a residential structure that contains five or more units.

**Nonmetropolitan Area (**also known as **non-MSA):** All areas outside of metropolitan areas. The definition of nonmetropolitan area is not consistent with the definition of rural areas. Urban and rural classifications cut across the other hierarchies. For example, there is generally urban and rural territory within metropolitan and nonmetropolitan areas.

**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.

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

**Rural Area:** Territories, populations, and housing units that are not classified as urban.

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

**Small Farm Loan:** 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, including farm residential and other improvements, or are classified as loans to finance agricultural production and other loans to farmers.

**Upper-Income:** Individual income that is 120 percent or more of the area median income, or a median family income that is 120 percent or more in the case of a geography.
**Urban Area:** All territories, populations, and housing units in urbanized areas and in places of 2,500 or more persons outside urbanized areas. More specifically, "urban" consists of territory, persons, and housing units in places of 2,500 or more persons incorporated as cities, villages, boroughs (except in Alaska and New York), and towns (except in the New England states, New York, and Wisconsin).

"Urban" excludes the rural portions of "extended cities"; census designated place of 2,500 or more persons; and other territory, incorporated or unincorporated, including in urbanized areas.

# MACON-BIBB COUNTY, GA MSA ASSESSMENT AREA
# LENDING PERFORMANCE TABLES (Appendix C)

## Geographic Distribution

*Home Mortgage Loans*

| Geographic Distribution of Home Mortgage Loans in the Macon-Bibb County, GA MSA AA | | | | | | |
|---|---|---|---|---|---|---|
| **Tract Income Level** | **% of Owner-Occupied Housing Units** | **Aggregate Performance % of #** | **#** | **%** | **$(000s)** | **%** |
| Moderate | | | | | | |
| 2019 | 23.2 | 17.4 | 2 | 20.0 | 144 | 10.2 |
| 2020 | 23.2 | -- | 0 | 0.0 | 0 | 0.0 |
| Middle | | | | | | |
| 2019 | 35.2 | 27.4 | 5 | 50.0 | 428 | 30.3 |
| 2020 | 35.2 | -- | 4 | 57.1 | 212 | 31.4 |
| Upper | | | | | | |
| 2019 | 41.6 | 55.1 | 3 | 30.0 | 841 | 59.5 |
| 2020 | 41.6 | -- | 3 | 42.9 | 462 | 68.6 |
| Not Available | | | | | | |
| 2019 | 0.0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| 2020 | 0.0 | -- | 0 | 0.0 | 0 | 0.0 |
| **Totals** | | | | | | |
| **2019** | **100.0** | **100.0** | **10** | **100.0** | **1,413** | **100.0** |
| **2020** | **100.0** | **--** | **7** | **100.0** | **674** | **100.0** |
| *Source: 2015 ACS; Bank Data, 2019 HMDA Aggregate Data, 2020 data not available.* | | | | | | |

*Small Business Loans*

| Geographic Distribution of Small Business Loans in the Macon-Bibb County, GA MSA AA | | | | | |
|---|---|---|---|---|---|
| **Tract Income Level** | **% of Businesses** | **#** | **%** | **$(000s)** | **%** |
| Moderate | 19.3 | 3 | 7.5 | 88 | 4.3 |
| Middle | 25.5 | 17 | 42.5 | 1,033 | 50.7 |
| Upper | 55.2 | 20 | 50.0 | 917 | 45.0 |
| Not Available | 0.0 | 0 | 0.0 | 0 | 0.0 |
| **Totals** | **100.0** | **40** | **100.0** | **2,038** | **100.0** |
| *Source: 2020 D&B Data; 1/1/2020 - 12/31/2020 Bank Data* | | | | | |

## Borrower Profile

*Home Mortgage Loans*

| Distribution of Home Mortgage Loans by Borrower Income Level in the Macon-Bibb County, GA MSA AA | | | | | | |
|---|---|---|---|---|---|---|
| **Borrower Income Level** | **% of Families** | **Aggregate Performance % of #** | **#** | **%** | **$(000s)** | **%** |
| Low | | | | | | |
| 2019 | 18.0 | 3.8 | 0 | 0.0 | 0 | 0.0 |
| 2020 | 18.0 | -- | 0 | 0.0 | 0 | 0.0 |
| Moderate | | | | | | |
| 2019 | 14.2 | 14.2 | 2 | 20.0 | 207 | 14.7 |
| 2020 | 14.2 | -- | 1 | 14.3 | 17 | 2.5 |
| Middle | | | | | | |
| 2019 | 16.9 | 22.4 | 3 | 30.0 | 188 | 13.3 |
| 2020 | 16.9 | -- | 4 | 57.1 | 485 | 72.0 |
| Upper | | | | | | |
| 2019 | 50.9 | 42.1 | 2 | 20.0 | 210 | 14.9 |
| 2020 | 50.9 | -- | 1 | 14.3 | 87 | 13.0 |
| Not Available | | | | | | |
| 2019 | 0.0 | 17.4 | 3 | 30.0 | 807 | 57.1 |
| 2020 | 0.0 | -- | 1 | 14.3 | 85 | 12.6 |
| **Totals** | | | | | | |
| **2019** | **100.0** | **100.0** | **10** | **100.0** | **1,413** | **100.0** |
| **2020** | **100.0** | **--** | **7** | **100.0** | **674** | **100.0** |
| *Source: 2015 ACS; Bank Data, 2019 HMDA Aggregate Data, 2020 data not available.* | | | | | | |

*Small Business Loans*

| Distribution of Small Business Loans by Gross Annual Revenue Category in the Macon-Bibb County, GA MSA AA | | | | | |
|---|---|---|---|---|---|
| **Gross Revenue Level** | **% of Businesses** | **#** | **%** | **$(000s)** | **%** |
| <=$1,000,000 | 90.9 | 8 | 20.0 | 303 | 14.9 |
| >1,000,000 | 2.0 | 0 | 0 | 0 | 0 |
| Revenue Not Available | 7.1 | 32 | 80.0 | 1,735 | 85.1 |
| **Total** | **100.0** | **40** | **100.00** | **2,038** | **100.0** |
| *Source: 2020 D&B Data, 1/1/2020 - 12/31/2020 Bank Data.* | | | | | |

# Written Comments Regarding CRA Performance

## 2025 Comments

No comments have been received year to date.

## 2024 Comments

No written comments were received in 2024.

## 2023 Comments

No written comments were received in 2023.

## 2022 Comments

No written comments were received in 2022.

# 2024 Loan to Deposit Ratios

**<u>Magnolia State Bank</u>**

The bank's loan-to-deposit ratios for the four quarters of 2024 are as follows:

| Date | LTD Ratio |
|---|---|
| 3/31/2024 | 50.10% |
| 6/30/2024 | 53.99% |
| 9/30/2024 | 60.09% |
| 12/31/2024 | 60.73% |

# 2025 Loan to Deposit Ratios

**<u>Magnolia State Bank</u>**

The bank's loan-to-deposit ratios for the four quarters of 2024 are as follows:

| Date | LTD Ratio |
|---|---|
| 3/31/2025 | 70.30% |
| 6/30/2025 | 63.72% |
| 9/30/2025 | 60.88% |
| 12/31/2025 | ----% |

**Open & Closed Branches – 2025:**

LPO converted to full branch in Athens January 2025.

**Open & Closed Branches – 2024:**

**Loan Production Office**

Loan production office opened in Athens September 2024.

**Open & Closed Branches – 2023:**

No branches were opened or closed this calendar year.

**Open & Closed Branches – 2022:**

No branches were opened or closed this calendar year.

**Branch Census Tract Locations:**

**Oak Street**
130 Oak Street
Eastman, GA 31023
Census Tract Location:
State Code 13
County Code 091
Tract Code 9603.01

**West Clinton Street**
271 W Clinton Street
Gray, GA 31420
Census Tract Location:
State Code 13
County Code 169
Tract Code 0303.05

**North Columbia Street**
2451 N Columbia Street
Milledgeville, GA 31061
Census Tract Location:
State Code 13
County Code 009
Tract Code 9703.02

**East Greene Street**
100 E. Greene St.
Milledgeville, GA 31061
Census Tract Location:
State Code 13
County Code 009
Tract Code 9707.01

**Daniels Bridge Road**
2500 Daniels Bridge Rd.
Building 200, Suite 1D
Athens, GA 30606
Census Tract Location:
State Code 13
County Code 219
Tract Code 0302.02

# Hours of Operation

| Main Office<br>130 Oak Street<br>Eastman, Georgia 31023 | | 271 W. Clinton Street<br>U.S. Highway 129<br>P.O. Box 1989<br>Gray, GA 31032 | |
|---|---|---|---|
| <u>Banking Hours</u> | | <u>Banking Hours</u> | |
| | | | |
| Drive In | Monday – Thursday | Drive In | Monday – Thursday |
| | 8:30 AM – 4:00 PM | | 8:30 AM – 5:00 PM |
| Friday | | Friday | |
| | 8:30 AM – 5:00 PM | | 8:30 AM – 5:00 PM |
| Inside | Monday – Thursday | Inside | Monday – Friday |
| | 9:00 AM – 4:00 PM | | 9:00 AM – 5:00 PM |
| Friday | | | |
| | 9:00 AM – 5:00 PM | | |
| Closed | Saturday | Closed | Saturday |
| Closed | Sunday | Closed | Sunday |
| | | | |
| Trade Area | Dodge County | Trade Area | Jones County |
| | | | |
| 2451 North Columbia Street<br>Milledgeville, GA 31061 | | 100 East Greene Street<br>Milledgeville, GA 31061 | |
| <u>Banking Hours</u> | | <u>Banking Hours</u> | |
| | | | |
| Drive In | Monday – Thursday | Drive In | Monday – Friday |
| | 8:30 AM – 5:00 PM | | 8:30 AM – 5:00 PM |
| Friday | | Inside | Monday – Friday |
| | 8:30 AM – 5:00 PM | | 9:00 AM – 5:00 PM |
| Inside | Monday – Friday | | |
| | 9:00 AM – 5:00 PM | | |
| Closed | Saturday | Closed | Saturday |
| Closed | Sunday | Closed | Sunday |
| | | | |
| Trade Area | Baldwin County | Trade Area | Baldwin County |

| 2500 Daniels Bridge Rd.<br>Building 200, Suite 1D<br>Athens, Georgia 30606 | |
|---|---|
| Hours of Operation | Monday - Friday |
| | 9:00 AM – 5:00 PM |
| Trade Area | Oconee County |

## DEPOSIT AND OTHER BANKING SERVICES OFFERED

**Magnolia State Bank offers a variety of competitively priced checking, savings, and time deposit accounts, as well as other financial services and products to meet community needs.**

**<u>Deposit products offered include:</u>**

**Magnolia Platinum**
**Magnolia Centennial**
**Magnolia 50 + Interest checking**
**Magnolia Checking**
**Regular Savings Accounts (including Saver Squirrel)**
**Certificates of Deposit**
**Individual Retirement Accounts**
**Magnolia Protection**
**Magnolia Business Checking**
**Magnolia Business Platinum checking**
**Magnolia Platinum Checking CMMA**
**Magnolia Business Savings**
**Magnolia Business Non-Profit Checking**

**<u>Other banking services offered include:</u>**

**Safe deposit boxes**
**Automatic Teller Machine (ATM)**
**Wire Transfers**
**Cashier's Checks**
**Night Depositories**
**Automatic Drafts**
**Direct Deposit Services/ACH Origination**
**Online Banking**
**Debit cards**
**Gift/Travel Cards**
**Telephone Banking (24 hour)**
**Bill Pay**
**Overdraft Protection aka Magnolia Protection**
**Preauthorized withdrawals to pay certain recurring bills**
**Mobile Banking**
**Instant Debit card alerts**
**Securelock**
**Mobile Deposit**
**Zelle**
**Remote Deposit Capture**

**Credit Products**

**Magnolia State Bank is prepared to extend those types of credit which are commonly extended by a commercial bank. These types of credit include but are not limited to the following:**

- **Commercial and Industrial Loans, Lines, and Leases and Secured and unsecured loans, lines, and leases for business and professional purposes to:**

–Manufacturers – Non-profit Agencies

–Service – Churches

–Wholesalers – Civic Groups

–Retailers

- **Small Business Administration Loans**

–SBA 7A Guaranty Loan Program – SBA 504 Real Estate Program

- **Secured and unsecured loans to individuals for personal, family or household purposes such as:**

–Revolving Personal Lines of Credit – Home Equity Lines of Credit

- **Consumer Term loans for the purpose of financing:**

–Automobiles/Trucks/Vans

–Other loans for personal, family and Recreational Vehicles household needs

–Property Improvements

–Boats and Slips

–Equipment

- **Real Estate Loans (business purpose)**

**Secured loans to individuals and businesses to construct, improve or purchase real property and improvements.**

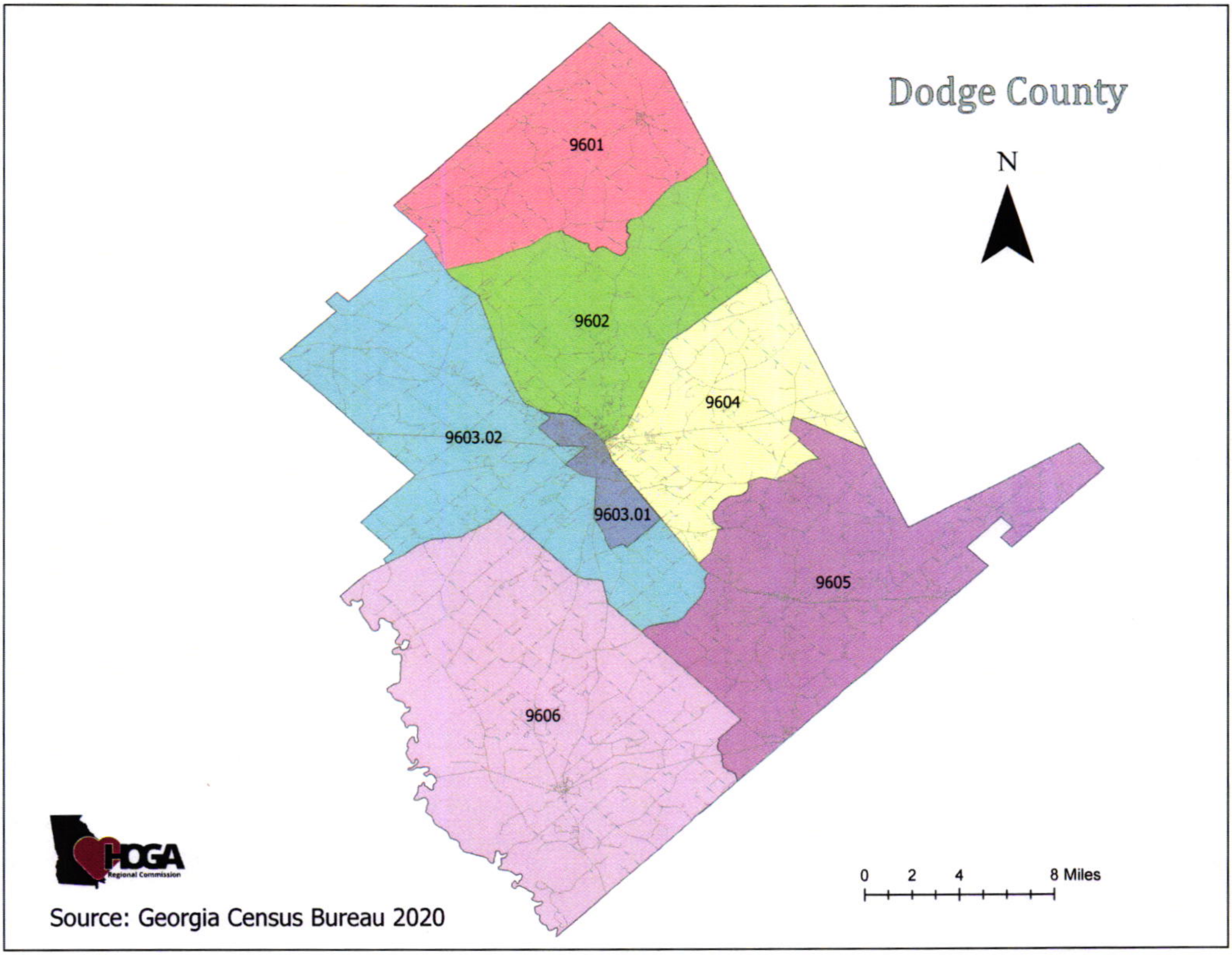
– Income property mortgage loans are available for the financing of commercial income.
– Interim Construction Loans
– Non-owner-occupied residential loans
– Owner-occupied residential loans
– Owner-occupied commercial property loans

- **Consumer Mortgages**

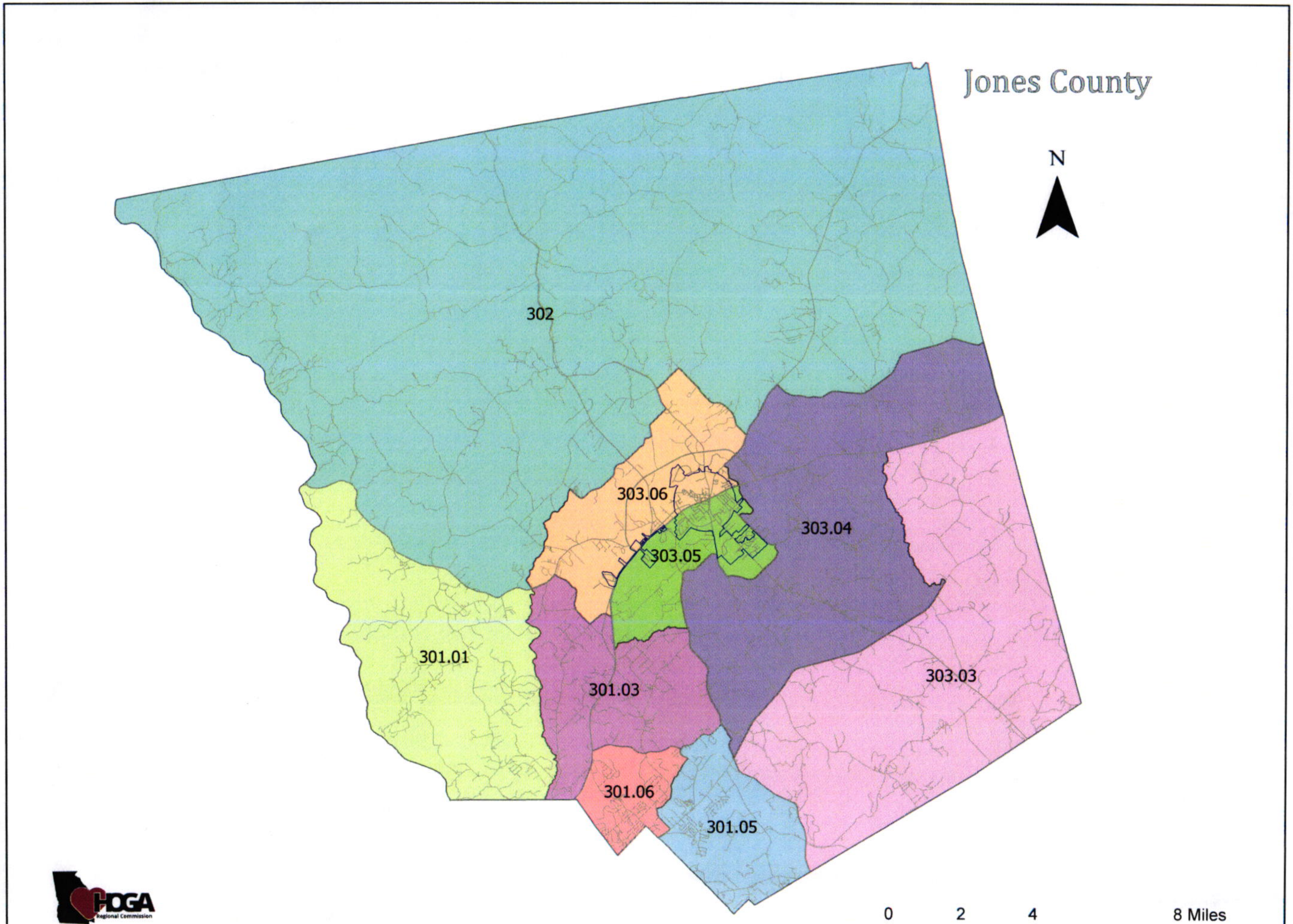
– Conventional Loans

- **Card Services**

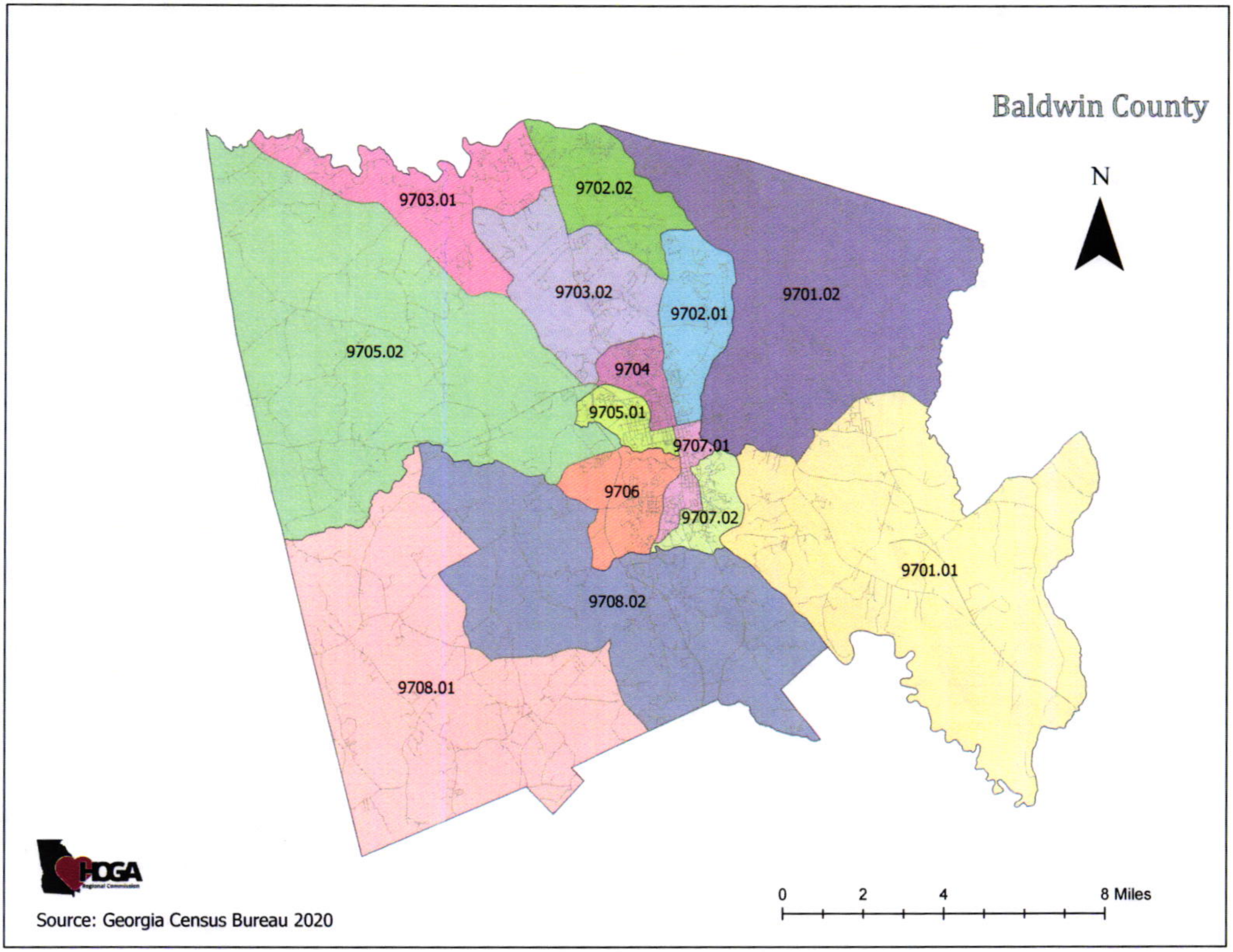
– VISA for consumers & businesses



Dodge County
N
9601
9602
9603.02
9604
9603.01
9605
9606
HOGA
Regional Commission
0 2 4 8 Miles
Source: Georgia Census Bureau 2020

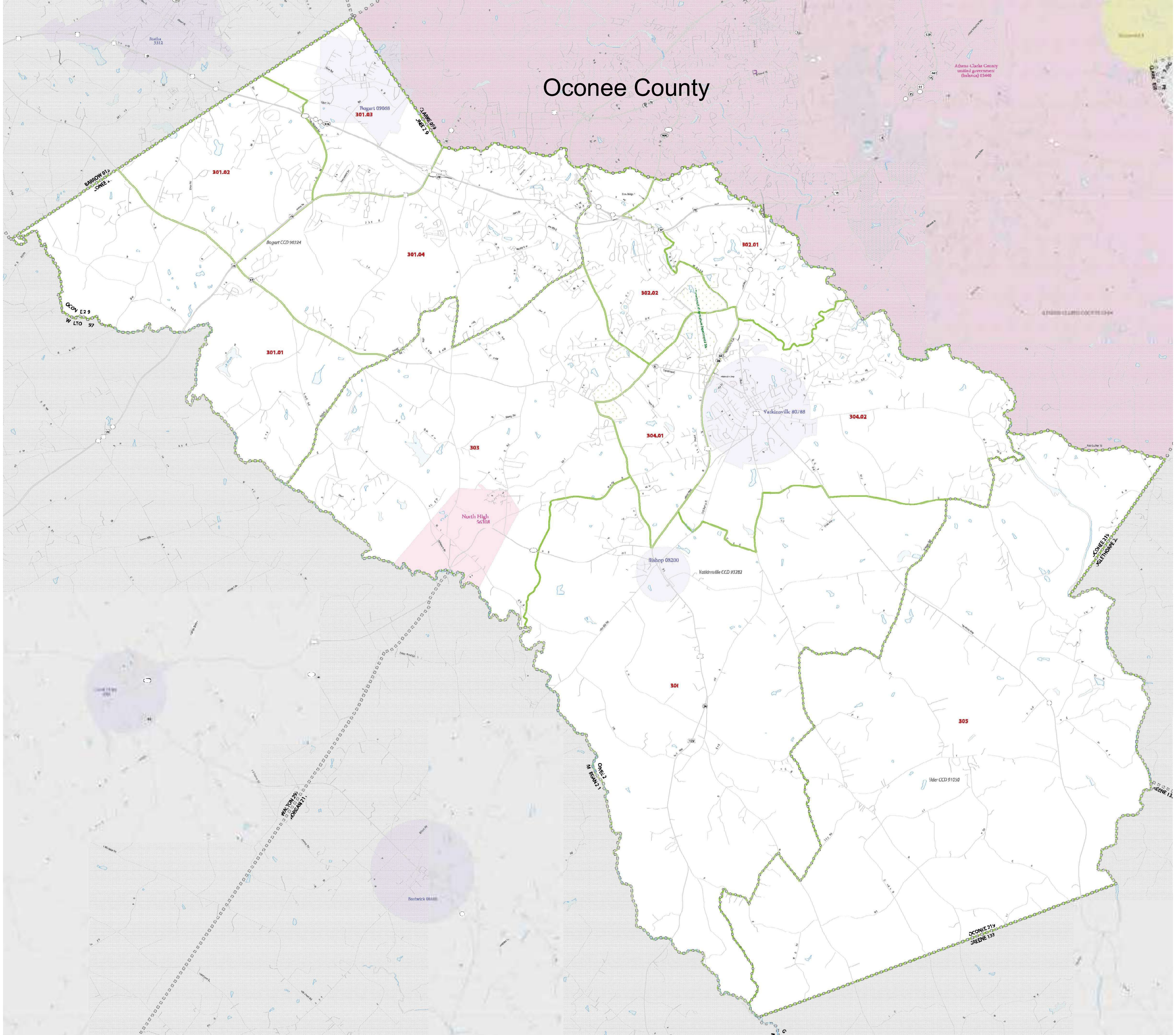



Source: Georgia Census Bureau 2020



Baldwin County
N
9703.01
9702.02
9701.02
9703.02
9702.01
9705.02
9704
9705.01
9707.01
9706
9707.02
9701.01
9708.02
9708.01
0
2
4
8 Miles
Source: Georgia Census Bureau 2020

# Oconee County



# HOME MORTGAGE DISCLOSURE ACT NOTICE

The HMDA data about our residential mortgage lending are available online for review. The data show geographic distribution of loans and applications; ethnicity, race, sex, age and income of applicants and borrowers; and information about loan approvals and denials. These data are available online at the Consumer Financial Protection Bureau's Web site (www.consumerfinance.gov/hmda). HMDA data for many other financial institutions are also available at this Web site.

MSB
MAGNOLIA STATE BANK