

PUBLIC DISCLOSURE

June 12, 2023

**COMMUNITY REINVESTMENT ACT
PERFORMANCE EVALUATION**

**First Vision Bank of Tennessee
1401 North Jackson Street
Tullahoma, Tennessee 37388**

RSSD ID NUMBER: 3350658

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

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

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INSTITUTION’S CRA RATING: This institution is rated Satisfactory.

Major factors supporting the institution’s rating include:

- The bank’s loan-to-deposit (LTD) ratio is reasonable.
- A majority of loans were made in the assessment areas (AAs).
- The distribution of lending reflects a reasonable penetration among borrowers of different income levels, and businesses of different sizes.
- The geographic distribution of loans reflects poor dispersion throughout the AAs.
- Neither the Reserve Bank nor the bank has received any CRA-related complaints since the previous examination.

SCOPE OF EXAMINATION

The CRA performance evaluation assesses the bank’s record of meeting the credit needs of its community, including LMI neighborhoods, within the context of information such as asset size and financial condition of the institution, competitive factors, and the economic and demographic characteristics of its defined AA. This CRA performance review was based on the bank’s lending performance in its AAs using the Interagency Small Institution Examination Procedures. The rating was assessed using the following criteria and the corresponding review periods:

Lending Test Performance Criterion	Products Selected for Review	Time Period
Net LTD Ratio	<ul style="list-style-type: none">• Loans reported under the Home Mortgage Disclosure Act (HMDA)• Small business loans	January 1, 2018 – December 31, 2022
Assessment Area Concentration		January 1, 2021 – December 31, 2022
Borrower’s Profile		
Geographic Distribution of Loans		
Response to Substantiated Complaints	N/A	August 19, 2019 – June 11, 2023

As described later, a full-scope review was conducted on the Coffee-Franklin AA, while the Nashville AA was reviewed using limited-scope procedures. When determining the overall rating, the greatest weight was placed on the bank’s performance in the Coffee-Franklin AA as the majority of lending and deposits occur in this AA and the majority of branches are located in this AA.

The evaluation included an analysis of HMDA-reportable loans and a sample of small business loans originated from January 1, 2021, through December 31 2022. A small business loan is defined as a business loan with an original amount of \$1 million or less and typically is either secured by nonfarm or nonresidential real estate or classified as a commercial loan. First Vision Bank of Tennessee reported a greater volume of HMDA loans when compared to the number of small business loans in both number and dollar amount; therefore, HMDA lending was given more weight than small business lending in evaluating the bank’s lending performance.

The demographic information according to 2021 Federal Financial Institutions Examination Council (FFIEC) census data and 2021 Dun & Bradstreet (D&B) information was used to evaluate the bank’s 2021 lending performance, and the demographic information according to 2022 FFIEC census data and 2022 D&B information was used to evaluate the bank’s 2022 lending performance.

As part of this evaluation, one community contact was made with a local community representative who is familiar with the housing conditions as well as community development opportunities in the Coffee-Franklin AA. Information obtained from this contact was used to establish a context for the communities in which the bank operates and to gather information on the bank’s performance. Specific information obtained from the community contact is included in the applicable section of the evaluation the Coffee-Franklin AA. The contact identified some areas of unmet credit needs from financial institutions within the communities served.

DESCRIPTION OF INSTITUTION

First Vision Bank of Tennessee is a community bank that is a wholly owned subsidiary of First Vision Financial, Inc, both headquartered in Tullahoma, Tennessee.

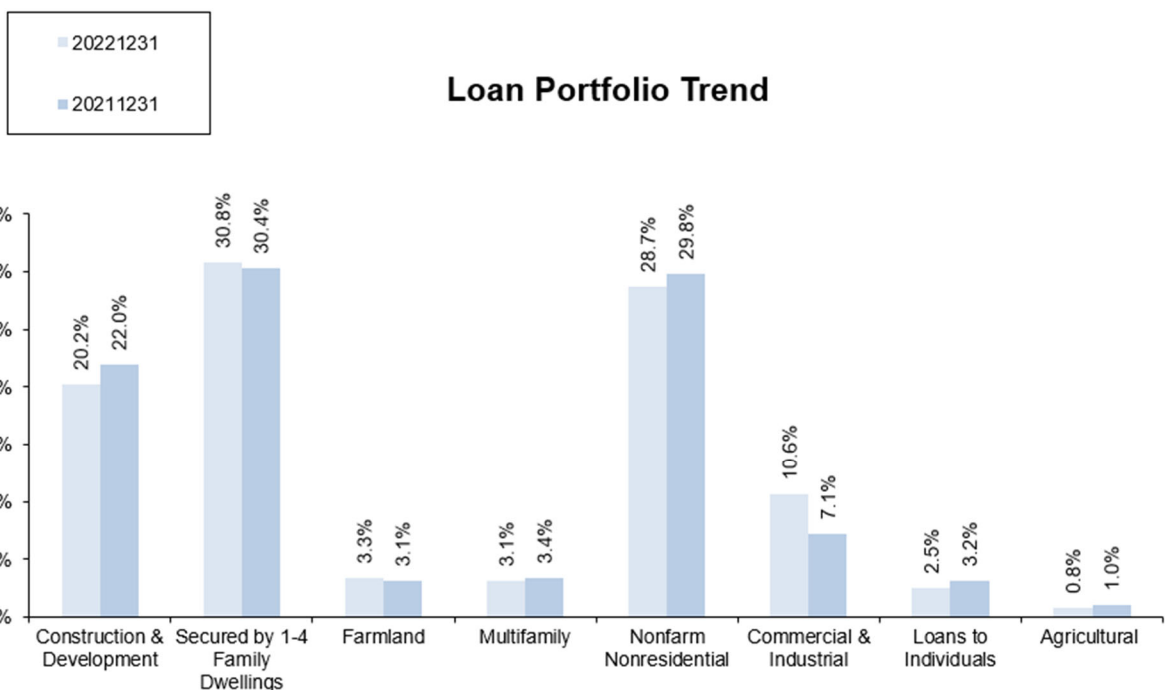
Branch Offices

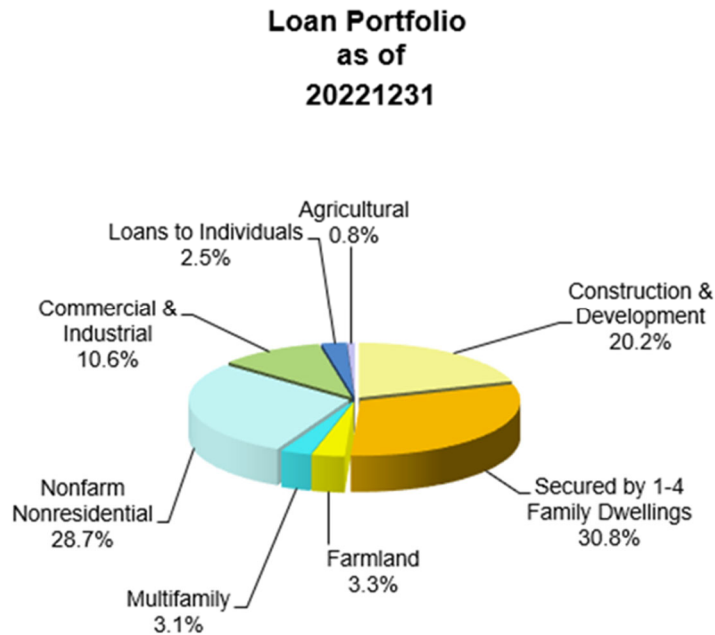
As of December 31, 2022, the bank operates four branches with ATMs and one stand-alone cash ATM across its AAs. Three branches with ATMs and one stand-alone cash ATM are located in the Coffee-Franklin AA, and one branch with an ATM is located in the Nashville AA. The bank did not open or close any branches during the review period

Loan Portfolio

According to the December 31, 2022, Report of Condition, the bank’s assets totaled \$383.0 million, an increase of approximately 42.0 percent or \$113.4 million since the bank’s last CRA evaluation conducted on August 19, 2019.

The following table and graphs show the composition of the loan portfolio according to the Consolidated Report of Condition and Income. As indicated, the bank’s loan portfolio as of December 31, 2022, primarily consisted of one-to four-family dwellings loans (30.8 percent) followed by loans secured by nonfarm nonresidential (28.7 percent), and construction and development (20.2 percent). The composition of the bank’s portfolio did not vary significantly during the review period.





Credit Products

First Vision Bank of Tennessee provides retail and commercial banking products and services principally to customers in the following counties in Tennessee: Coffee, Franklin, and Rutherford. In early 2019, the bank created a mortgage division to originate mortgage loans for sale on the secondary market.

COVID-19 Response

First Vision Bank of Tennessee was an active participant in the Paycheck Protection Program (PPP), which was established as part of the Coronavirus Aid, Relief, and Economic Security (CARES) Act. PPP loans were designed to help business retain workers and staff during the economic crisis caused by the COVID-19 pandemic. In the sample of small business loans from 2021, the bank originated 43 PPP loans for a total dollar amount of \$2.4 million. The volume of PPP lending led to an increase in the bank's overall small business lending during the review period. The PPP loans were considered responsive to the needs of small businesses during the COVID-19 pandemic. Additional details regarding the bank's PPP lending are discussed in the performance test sections below.

AAs

For purposes of the CRA, First Vision Bank of Tennessee has defined two AAs, which are listed below.

- Coffee-Franklin AA – Includes Coffee and Franklin counties in the Tennessee nonmetropolitan (Non MSA) area. The AA has not changed since the previous examination.
- Nashville AA – Includes Rutherford County, which is one of 13 counties that comprise the Nashville-Davidson-Murfreesboro-Franklin, TN MSA. The AA has not changed since the previous examination..

First Vision Bank of Tennessee complies with the requirements of the CRA. No known legal impediments exist that would restrict the bank from meeting the credit needs of its AAs. The bank received a "Satisfactory" rating at its previous evaluation conducted by the Federal Reserve Bank of Atlanta dated August 19, 2019, under the small bank examination procedures.

CONCLUSIONS WITH RESPECT TO PERFORMANCE CRITERIA

Overview

The bank’s Lending Test performance is rated satisfactory. Performance context factors such as economic conditions, competition, and demographics were considered when evaluating the bank’s lending performance. The bank’s LTD ratio is reasonable, and a majority of HMDA and small business loans were made inside the bank’s AAs. Based on an analysis of HMDA loans and small business loans, the distribution of loans reflects reasonable penetration to borrowers of different income levels and businesses of different sizes, while the geographic distribution of loans reflects poor dispersion throughout the AAs.

LTD Ratio

First Vision Bank of Tennessee’s LTD ratio is reasonable. The bank’s average LTD ratio for the twenty-quarter review period was 84.4 percent, ranging from 71.2 to 99.1 percent during the period. The bank’s LTD ratio is reasonable when compared with those of various sized banks operating in the AAs. Peer LTD ratios ranged from 68.2 percent to 95.4 percent during the same time period.

Assessment Area Concentration

First Vision Bank of Tennessee originated a majority of its HMDA-reportable and small businesses loans to borrowers and businesses residing in or located within the bank’s AAs. The table below shows, by product type, the number and percentage of loans reviewed that were located inside and outside of the bank’s AAs. As illustrated below, by number, 62.6 percent of the HMDA-reportable loans and 70.8 percent of small business loans were made in the bank’s AAs. When combined, 63.6 percent of total loans (by number) were made to borrowers residing in and businesses located within the bank’s AAs. This indicates the bank’s willingness to originate loans that meet the credit needs of its AAs.

Lending Inside and Outside the Assessment Area

Loan Types	Inside				Outside			
	#	%	\$(000s)	%	#	%	\$(000s)	%
Home Improvement	11	91.7	\$1,245	91.2	1	8.3	\$120	8.8
Home Purchase - Conventional	224	56.6	\$58,601	51.7	172	43.4	\$54,788	48.3
Home Purchase - FHA	103	60.9	\$23,447	60.2	66	39.1	\$15,476	39.8
Home Purchase - VA	22	68.8	\$6,431	69.6	10	31.3	\$2,804	30.4
Loan Purpose Not Applicable	1	100	\$95	100	0	0	\$0	0
Multi-Family Housing	10	76.9	\$9,688	67.7	3	23.1	\$4,627	32.3
Other Purpose Closed-End	10	71.4	\$1,871	87.3	4	28.6	\$272	12.7
Refinancing	334	66	\$67,018	64.2	172	34	\$37,392	35.8
Total HMDA related	715	62.6	\$168,396	59.3	428	37.4	\$115,479	40.7
Small Business	114	70.8	\$9,991	61.7	47	29.2	\$6,196	38.3
Total Small Bus. related	114	70.8	\$9,991	61.7	47	29.2	\$6,196	38.3
TOTAL LOANS	829	63.6	\$178,387	59.5	475	36.4	\$121,675	40.5

Note: Affiliate loans not included

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

For this analysis, the distribution of HMDA-reportable lending and small business lending was compared to available demographic information; HMDA-reportable lending was also compared with aggregate lending data. Performance context issues were also considered.

Given the opportunity, economic climate, and competition in the bank's markets, the distribution of lending to borrowers reflects reasonable penetration, and the geographic distribution of loans reflects a poor dispersion throughout the AAs. The analyses of HMDA and small business lending within each AA are discussed in detail later in this report.

Responsiveness to Substantiated Complaints

Neither the bank nor this Reserve Bank has received any CRA-related complaints since the previous evaluation.

FAIR LENDING OR OTHER ILLEGAL CREDIT PRACTICES REVIEW

No evidence of discriminatory or other illegal credit practices inconsistent with helping to meet community credit needs was identified.

**NONMETROPOLITAN AREA
FULL-SCOPE REVIEW**

**DESCRIPTION OF INSTITUTION’S OPERATIONS IN THE COFFEE-FRANKLIN
NONMETROPOLITAN ASSESSMENT AREA**

Overview

The AA for Coffee-Franklin has not changed since the previous examination and includes all of Coffee and Franklin Counties (Non MSA). The bank operates three branches within the AA.

Population and Income Characteristics

According to the 2020 census, the AA population was 100,663, representing a 6.4 percent increase in population as compared to the 2015 census. This growth rate was higher than the non MSA Tennessee’s statewide growth rate of 2.7 percent during the same time period.

For purposes of classifying borrower income, this evaluation uses the FFIEC estimated median family income (MFI) for the relevant area. The following table sets forth the estimated MFI for 2021 and 2022 for non MSA Tennessee and provides a breakdown of the range of estimated annual MFI for each income category (low, moderate, middle, and upper). As shown, the FFIEC estimated MFI for the AA increased from \$53,700 in 2021 to \$64,700 in 2022, an \$11,000 increase.

**Borrower Income Levels
Tennessee State Non-metro**

FFIEC Estimated Median Family Income		Low 0 - 49.99%	Moderate 50% - 79.99%	Middle 80% - 119.99%	Upper 120% - & above
2021	\$53,700	0 - \$26,849	\$26,850 - \$42,959	\$42,960 - \$64,439	\$64,440 - & above
2022	\$64,700	0 - \$32,349	\$32,350 - \$51,759	\$51,760 - \$77,639	\$77,640 - & above

According to 2022 FFIEC census data, there were 25,528 families in the AA. Of those families, 17.2 percent were low-income, 17.9 percent were moderate-income, 20.1 percent were middle-income, and 44.7 percent were upper-income. Between the 2021 and 2022 years, the percentage of moderate-income families increased, the percentage of middle-income and upper-income families decreased, and the percentage of low-income families remained stable.

According to 2022 FFIEC census data, the AA consists of 27 census tracts. Of those tracts, none were low-income tracts; three (11.1 percent) were moderate-income tracts; 14 (51.9 percent) were middle-income tracts; nine (33.3 percent) were upper-income tracts; and one census tract had an unknown-income designation. The unknown-income census tract is made up mostly of the Arnold Air Force Base. When comparing 2021 to 2022, the total number of census tracts increased by six, with the majority of additional tracts being classified as upper-income.

According to 2022 D&B data, there were 2,974 businesses in the AA, of which 2,721 (91.5 percent) had total annual revenues of \$1 million or less, and therefore are considered small businesses. A further breakdown of the small businesses in the AA shows that 9.0 percent (245) were located in moderate-income tracts, 61.3 percent (1,668) were located in middle-income tracts, and 29.7 percent (808) were located in upper-income tracts.

Housing Characteristics

According to the 2022 FFIEC census data, there were 43,780 housing units in the AA. Of the total units, 61.3 percent were owner-occupied, 26.7 percent were rental units, and 12.0 percent were vacant. While a majority of the units in moderate-income tracts were owner-occupied (55.6 percent), 31.5 percent of the housing in the moderate-income tracts consisted of rental units, indicating limited opportunities for home purchases in these geographies. In 2022, the median housing value for the AA was \$152,600, which is higher than the median housing value for non MSA Tennessee at \$131,942. The affordability ratio in the AA was 32.4 compared to the affordability ratio for non MSA Tennessee at 33.0. The affordability ratio is defined as the median household income divided by the median housing value. A higher ratio means the housing is considered more affordable while a lower ratio means the housing is considered less affordable. Therefore, housing is slightly less affordable in the AA than in the statewide non MSA area. In addition, the median monthly gross rent in the AA is \$711, which is greater than the median monthly gross rent in non MSA Tennessee at \$679. All of these factors indicate that affordable housing is a challenge in the AA.

Economic Conditions

According to the Bureau of Labor Statistics, as of June 30, 2022, the number of people employed in the AA totaled 37,620. The industries that employed the most people in the AA were manufacturing, followed by government, retail trade, accommodation and food services, and professional and technical services.

Coffee County is located in the center of Tennessee and offers access to airports and major cities through multiple transportation networks.¹ The county is well known for the George Dickel Distillery which produces whiskey, and the Arnold Engineering Development Complex.² Franklin County is contiguously located to the south of Coffee County, and is known by its diverse manufacturing base.³ The county is home to Nissan North American headquarters and several metal fabrication and precision machining facilities.⁴ The automotive employment concentration in this county is estimated to be between 500 to 1,500.⁵ The county is also home for Baxter Enterprises, a full service supplier for the plastic and tooling industries.⁶

The largest employer in Coffee County is the Arnold Engineering Development Complex. This organization provides developmental test and evaluation capabilities services to the United States to support the National Defense Strategy mission.⁷ As of September 30, 2022, the economic impact of the Arnold Engineering Development Complex in the state of Tennessee was \$918.3 million, including 2,283 direct personnel and 1,575 secondary jobs (e.g., home construction, car dealerships, local supermarket) in the local area.⁸ Other large employers in Coffee County include M-Tek, Inc., the Coffee County School District, Tullahoma City Schools,

¹ "Coffee County." *Tennessee Department of Economic and Community Development*, <https://tnecd.com/coffeecounty/>. Accessed 28 Jun. 2023.

² Ibid.

³ "Franklin County Industrial Development Board." *Existing Industry*, <https://www.franklincountyidb.com/existing-industry>. Accessed 28 Jun. 2023.

⁴ Ibid.

⁵ "Automotive, Masters of Automotive Manufacturing." *Tennessee Department of Economic and Community Development*, <https://tnecd.com/industries/automotive/>. Accessed 28 Jun. 2023.

⁶ "Franklin County Industrial Development Board." *Existing Industry*, <https://www.franklincountyidb.com/existing-industry>. Accessed 28 Jun. 2023.

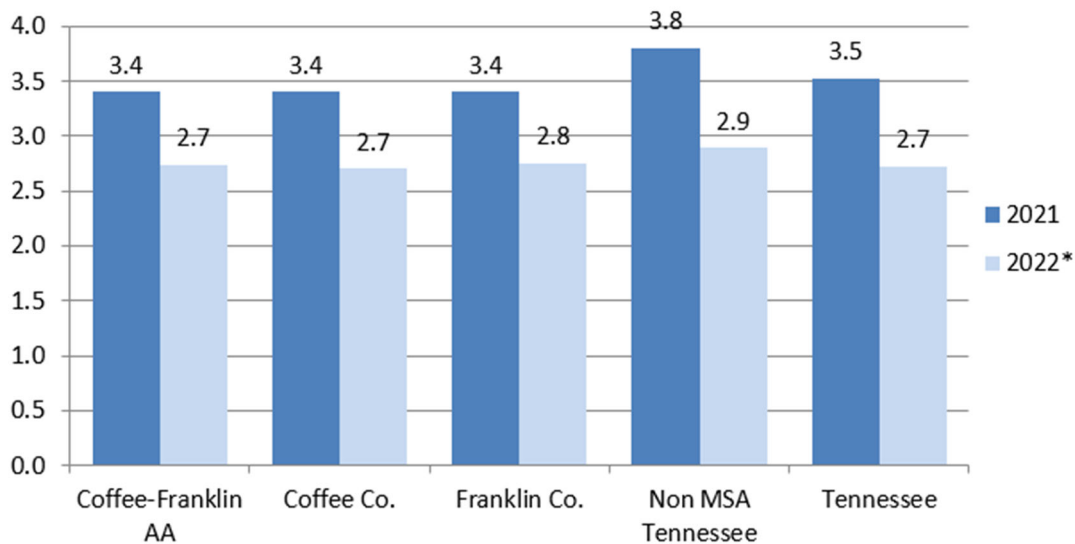
⁷ "About AEDC." *Arnold Air Force Base*, <https://www.arnold.af.mil/About-Us/>. Accessed 28 Jun. 2023.

⁸ "2022 Economic Impact." *Arnold Air Force Base*, <https://www.arnold.af.mil/About-Us/Fact-Sheets/Display/Article/2353283/2022-economic-impact/>. Accessed 28 Jun. 2023..

and Harton Regional Medical Center.⁹ The largest employer in Franklin County is Nissan.¹⁰ Other large employers in Franklin County include The University of the South, Franklin County Schools, and Southern TN Medical Center, LLC.¹¹

The following table shows unemployment rates for the AA, the two counties included in the AA, the statewide non MSA, and the state of Tennessee. As shown, all areas experienced a declining trend in unemployment. For 2021 and 2022, the unemployment rate in the AA was less than the unemployment rate in non MSA Tennessee and was similar to the unemployment rate in the state of Tennessee.

Unemployment Rates - Coffee-Franklin



Not Seasonally Adjusted. Source: Bureau of Labor Statistics
*2022 - Average through August 2022.

Competition

According to the FDIC Deposit Market Share Report as of June 30, 2022, 12 financial institutions operated 31 branch offices inside the AA. First Vision Bank of Tennessee ranked number one in deposit market share with \$272.5 million, or 12.7 percent of total deposits. Other banks operating in the AA, ranked by deposit market share, included Citizens Community Bank (ranking second with 12.5 percent), Firstbank (ranking third with 11.7 percent), and Coffee County Bank (ranking fourth with 11.6 percent). The bank also competes with larger institutions that have locations in the AA such as Regions Bank, U.S. Bank National Association, and Truist Bank.

Assessment Area Demographics

The following tables provide demographic characteristics of the AA that were used to analyze the bank’s CRA performance. The tables are based on FFIEC census data and D&B information from 2021 and 2022, as noted in each table.

⁹ “Coffee County Profile.” Tennessee Department of Economic and Community Development, <https://tnecd.com/counties/coffee/>. Accessed 28 Jun. 2023.

¹⁰ “Franklin County Profile.” Tennessee Department of Economic and Community Development, <https://tnecd.com/counties/franklin/>. Accessed 28 Jun. 2023.

¹¹ Ibid.

Combined Demographics Report - 2021

Assessment Area: Coffee-Franklin

Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income	
	#	%	#	%	#	%	#	%
Low-income	0	0.0%	0	0.0%	0	0.0%	4,431	17.1%
Moderate-income	1	4.8%	1,012	3.9%	321	31.7%	4,240	16.4%
Middle-income	15	71.4%	19,100	73.9%	2,757	14.4%	5,306	20.5%
Upper-income	4	19.0%	5,749	22.2%	345	6.0%	11,884	46.0%
Unknown-income	1	4.8%	0	0.0%	0	0.0%	0	0.0%
Total Assessment Area	21	100.0%	25,861	100.0%	3,423	13.2%	25,861	100.0%
	Housing	Housing Types by Tract						
	Units by Tract	Owner-Occupied		Rental		Vacant		
		#	%	#	%	#	%	
Low-income	0	0	0.0%	0	0.0%	0	0.0%	
Moderate-income	1,979	683	2.6%	34.5%	1,079	54.5%	217	11.0%
Middle-income	31,548	19,498	74.0%	61.8%	8,144	25.8%	3,906	12.4%
Upper-income	8,898	6,163	23.4%	69.3%	1,905	21.4%	830	9.3%
Unknown-income	4	0	0.0%	0.0%	0	0.0%	4	100.0%
Total Assessment Area	42,429	26,344	100.0%	62.1%	11,128	26.2%	4,957	11.7%
	Total Businesses by Tract	Businesses by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low-income	0	0	0.0%	0	0.0%	0	0.0%	
Moderate-income	205	6.8%	178	6.4%	27	12.5%	0	0.0%
Middle-income	2,168	71.5%	1,994	71.8%	139	64.4%	35	83.3%
Upper-income	660	21.8%	604	21.8%	49	22.7%	7	16.7%
Unknown-income	1	0.0%	0	0.0%	1	0.5%	0	0.0%
Total Assessment Area	3,034	100.0%	2,776	100.0%	216	100.0%	42	100.0%
	Percentage of Total Businesses:			91.5%		7.1%		1.4%
	Total Farms by Tract	Farms by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low-income	0	0	0.0%	0	0.0%	0	0.0%	
Moderate-income	0	0	0.0%	0	0.0%	0	0.0%	
Middle-income	112	89.6%	109	89.3%	3	100.0%	0	0.0%
Upper-income	13	10.4%	13	10.7%	0	0.0%	0	0.0%
Unknown-income	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Total Assessment Area	125	100.0%	122	100.0%	3	100.0%	0	0.0%
	Percentage of Total Farms:			97.6%		2.4%		0.0%

Combined Demographics Report - 2022

Assessment Area: Coffee-Franklin

Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income	
	#	%	#	%	#	%	#	%
Low-income	0	0.0%	0	0.0%	0	0.0%	4,394	17.2%
Moderate-income	3	11.1%	2,405	9.4%	387	16.1%	4,576	17.9%
Middle-income	14	51.9%	15,825	62.0%	2,153	13.6%	5,142	20.1%
Upper-income	9	33.3%	7,298	28.6%	321	4.4%	11,416	44.7%
Unknown-income	1	3.7%	0	0.0%	0	0.0%	0	0.0%
Total Assessment Area	27	100.0%	25,528	100.0%	2,861	11.2%	25,528	100.0%
	Housing Units by Tract	Housing Types by Tract						
		Owner-Occupied		Rental		Vacant		
		#	%	%	#	%	#	%
Low-income	0	0	0.0%	0.0%	0	0.0%	0	0.0%
Moderate-income	4,226	2,350	8.8%	55.6%	1,333	31.5%	543	12.8%
Middle-income	26,506	16,412	61.2%	61.9%	7,125	26.9%	2,969	11.2%
Upper-income	13,044	8,069	30.1%	61.9%	3,238	24.8%	1,737	13.3%
Unknown-income	4	4	0.0%	100.0%	0	0.0%	0	0.0%
Total Assessment Area	43,780	26,835	100.0%	61.3%	11,696	26.7%	5,249	12.0%
	Total Businesses by Tract	Businesses by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	#
Low-income	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Moderate-income	280	9.4%	245	9.0%	33	15.5%	2	5.0%
Middle-income	1,815	61.0%	1,668	61.3%	121	56.8%	26	65.0%
Upper-income	879	29.6%	808	29.7%	59	27.7%	12	30.0%
Unknown-income	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Total Assessment Area	2,974	100.0%	2,721	100.0%	213	100.0%	40	100.0%
Percentage of Total Businesses:			91.5%		7.2%		1.3%	
	Total Farms by Tract	Farms by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	#
Low-income	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Moderate-income	3	2.5%	3	2.5%	0	0.0%	0	0.0%
Middle-income	93	76.2%	91	75.8%	2	100.0%	0	0.0%
Upper-income	26	21.3%	26	21.7%	0	0.0%	0	0.0%
Unknown-income	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Total Assessment Area	122	100.0%	120	100.0%	2	100.0%	0	0.0%
Percentage of Total Farms:			98.4%		1.6%		0.0%	

Based on 2022 FFIEC Census Data and 2022 D&B information

Community Contacts

As part of the CRA examination, information was obtained from a local community representative who is familiar with the housing conditions as well as community development opportunities in the AA. The representative noted that while interest rates have increased, this has not been a deterrent in the local housing market. According to the contact, the AA is in need of affordable land which has become scarce and is limiting the ability to build affordable housing. The contact noted that while affordable housing is a significant need in the AA, there are not many organizations that offer housing assistance to LMI residents. According to the representative, rents have increased and LMI families have been displaced.

The representative also noted that the economy has worsened for LMI families as many manufacturing jobs have been reduced as companies have closed or decreased the workforce. The representative mentioned that financial institutions can help LMI families by offering financial education and flexible underwriting credit programs. The community contact was not aware of financial institutions in the AA that offer such programs consistently.

CONCLUSIONS WITH RESPECT TO PERFORMANCE CRITERIA

Overview

Within the AA, the distribution of borrowers reflects a reasonable penetration among borrowers of different income levels and businesses of different revenue sizes. In contrast, the geographic distribution of loans reflects a poor dispersion throughout the AA. As previously noted, the AA contained no low-income tracts in both 2021 and 2022 and only one moderate-income tract in 2021 and three moderate-income tracts in 2022. Given the low number of LMI tracts compared to a larger LMI borrower population in the AA, the distribution of borrower's profile was given more weight than the geographic distribution of loans when deriving overall Lending Test conclusions.

The review analyzed 497 HMDA-reportable loans and a sample of 108 small business loans made within the AA. Therefore, HMDA lending was given greater consideration when deriving overall conclusions. As noted previously, HMDA-reportable loans were analyzed using 2021 and 2022 FFIEC census data and aggregate data while small business loans were analyzed using 2021 and 2022 FFIEC census data and D&B data.

Lending to Borrowers of Different Incomes and Businesses of Different Sizes

For this analysis, the distribution of HMDA-reportable lending across borrower income levels and small business lending across business revenue sizes was compared to available demographic information; HMDA-reportable lending was also compared with aggregate lending data. Performance context issues were also considered. Based on the following analysis, the bank's distribution of loans reflects reasonable penetration among individuals of different income levels and to businesses of different sizes.

Residential Real Estate (HMDA) Lending

The following table shows the distribution of the bank's HMDA-reportable loans by the income level of the borrowers for 2021 and 2022 in the AA. The table also includes a comparison of the bank's HMDA lending to the aggregate HMDA lenders. The HMDA aggregate lenders' data are the combined total of lending activity reported by all lenders subject to HMDA in the AA.

Borrower Distribution of HMDA Loans - Table 1 of 2
Assessment Area: Coffee-Franklin

PRODUCT TYPE	Borrower Income Levels	Bank & Aggregate Lending; Demographic Data															
		2021							2022								
		Count			Dollar				Families by Family Income %	Count			Dollar				Families by Family Income %
		Bank #	%	Agg %	Bank \$ (000s)	Agg \$ %	Agg \$ %	Bank #		%	Agg %	Bank \$ (000s)	Agg \$ %	Agg \$ %			
HOME PURCHASE	Low	2	1.6%	1.8%	177	0.7%	0.8%	17.1%	3	3.0%	2.2%	247	1.0%	0.9%	17.2%		
	Moderate	23	18.7%	12.7%	3,135	11.8%	8.0%	16.4%	12	12.0%	13.0%	1,900	7.6%	8.2%	17.9%		
	Middle	26	21.1%	19.9%	5,388	20.2%	16.6%	20.5%	27	27.0%	24.6%	5,625	22.4%	20.0%	20.1%		
	Upper	67	54.5%	41.7%	17,050	64.1%	50.4%	46.0%	50	50.0%	38.3%	15,564	61.9%	49.6%	44.7%		
	Unknown	5	4.1%	23.9%	861	3.2%	24.3%	0.0%	8	8.0%	21.9%	1,790	7.1%	21.2%	0.0%		
	<i>Total</i>	<i>123</i>	<i>100%</i>	<i>100%</i>	<i>26,611</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>	<i>100</i>	<i>100%</i>	<i>100%</i>	<i>25,126</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>		
REFINANCE	Low	8	4.4%	2.7%	703	2.1%	1.2%	17.1%	4	5.8%	6.3%	357	3.1%	3.3%	17.2%		
	Moderate	29	16.1%	10.4%	3,033	9.2%	6.6%	16.4%	14	20.3%	16.2%	1,586	13.9%	11.1%	17.9%		
	Middle	37	20.6%	18.9%	6,080	18.4%	15.2%	20.5%	22	31.9%	25.9%	3,611	31.7%	21.6%	20.1%		
	Upper	89	49.4%	43.6%	19,197	58.1%	49.8%	46.0%	23	33.3%	36.4%	5,091	44.7%	46.4%	44.7%		
	Unknown	17	9.4%	24.4%	4,040	12.2%	27.2%	0.0%	6	8.7%	15.2%	750	6.6%	17.6%	0.0%		
	<i>Total</i>	<i>180</i>	<i>100%</i>	<i>100%</i>	<i>33,053</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>	<i>69</i>	<i>100%</i>	<i>100%</i>	<i>11,395</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>		
HOME IMPROVEMENT	Low	0	0.0%	6.1%	0	0.0%	3.0%	17.1%	0	0.0%	6.6%	0	0.0%	2.4%	17.2%		
	Moderate	0	0.0%	13.4%	0	0.0%	9.2%	16.4%	1	12.5%	13.3%	19	1.9%	9.0%	17.9%		
	Middle	0	0.0%	19.5%	0	0.0%	17.5%	20.5%	2	25.0%	27.7%	120	12.0%	21.9%	20.1%		
	Upper	2	100.0%	57.3%	206	100.0%	68.1%	46.0%	4	50.0%	47.6%	669	66.6%	60.3%	44.7%		
	Unknown	0	0.0%	3.7%	0	0.0%	2.1%	0.0%	1	12.5%	4.8%	196	19.5%	6.4%	0.0%		
	<i>Total</i>	<i>2</i>	<i>100%</i>	<i>100%</i>	<i>206</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>	<i>8</i>	<i>100%</i>	<i>100%</i>	<i>1,004</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>		
MULTI FAMILY	Low	0	0.0%	0.0%	0	0.0%	0.0%	17.1%	0	0.0%	0.0%	0	0.0%	0.0%	17.2%		
	Moderate	0	0.0%	0.0%	0	0.0%	0.0%	16.4%	0	0.0%	0.0%	0	0.0%	0.0%	17.9%		
	Middle	1	25.0%	0.0%	176	13.1%	0.0%	20.5%	1	33.3%	5.9%	240	16.4%	1.0%	20.1%		
	Upper	0	0.0%	36.4%	0	0.0%	17.4%	46.0%	1	33.3%	29.4%	587	40.1%	20.1%	44.7%		
	Unknown	3	75.0%	63.6%	1,165	86.9%	82.6%	0.0%	1	33.3%	64.7%	638	43.5%	78.9%	0.0%		
	<i>Total</i>	<i>4</i>	<i>100%</i>	<i>100%</i>	<i>1,341</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>	<i>3</i>	<i>100%</i>	<i>100%</i>	<i>1,465</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>		
OTHER PURPOSE LOC	Low	0	0.0%	1.8%	0	0.0%	0.4%	17.1%	0	0.0%	7.4%	0	0.0%	5.2%	17.2%		
	Moderate	0	0.0%	8.9%	0	0.0%	7.3%	16.4%	0	0.0%	13.1%	0	0.0%	8.1%	17.9%		
	Middle	0	0.0%	12.5%	0	0.0%	6.9%	20.5%	0	0.0%	18.2%	0	0.0%	14.5%	20.1%		
	Upper	0	0.0%	69.6%	0	0.0%	78.3%	46.0%	0	0.0%	54.5%	0	0.0%	65.5%	44.7%		
	Unknown	0	0.0%	7.1%	0	0.0%	7.1%	0.0%	0	0.0%	6.8%	0	0.0%	6.6%	0.0%		
	<i>Total</i>	<i>0</i>	<i>0.0%</i>	<i>100%</i>	<i>0</i>	<i>0.0%</i>	<i>100%</i>	<i>100%</i>	<i>0</i>	<i>0.0%</i>	<i>100%</i>	<i>0</i>	<i>0.0%</i>	<i>100%</i>	<i>100%</i>		

Originations & Purchases

Based on 2021 FFIEC Census Data; 2011-2015 ACS data; 2022 FFIEC Census Data; 2016-2020 ACS data

Borrower Distribution of HMDA Loans - Table 2 of 2
Assessment Area: Coffee-Franklin

PRODUCT TYPE	Borrower Income Levels	Bank & Aggregate Lending; Demographic Data													
		2021							2022						
		Count			Dollar			Families by Family Income	Count			Dollar			Families by Family Income
		Bank #	Agg %	%	Bank \$ (000s)	Agg \$ %	%		Bank #	Agg %	%	Bank \$ (000s)	Agg \$ %	%	
OTHER PURPOSE CLOSED/EXEMPT	Low	0	0.0%	6.7%	0	0.0%	1.8%	17.1%	0	0.0%	7.5%	0	0.0%	2.9%	17.2%
	Moderate	1	20.0%	6.7%	7	0.8%	2.6%	16.4%	1	50.0%	13.2%	25	32.1%	6.4%	17.9%
	Middle	0	0.0%	22.2%	0	0.0%	17.8%	20.5%	0	0.0%	20.8%	0	0.0%	14.0%	20.1%
	Upper	4	80.0%	60.0%	909	99.2%	72.2%	46.0%	0	0.0%	52.8%	0	0.0%	74.8%	44.7%
	Unknown	0	0.0%	4.4%	0	0.0%	5.6%	0.0%	1	50.0%	5.7%	53	67.9%	1.9%	0.0%
	<i>Total</i>	<i>5</i>	<i>100%</i>	<i>100%</i>	<i>916</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>	<i>2</i>	<i>100%</i>	<i>100%</i>	<i>78</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>
PURPOSE NOT APPLICABLE	Low	0	0.0%	0.0%	0	0.0%	0.0%	17.1%	0	0.0%	0.0%	0	0.0%	0.0%	17.2%
	Moderate	0	0.0%	3.3%	0	0.0%	1.6%	16.4%	1	100.0%	4.8%	95	100.0%	6.6%	17.9%
	Middle	0	0.0%	0.0%	0	0.0%	0.0%	20.5%	0	0.0%	0.0%	0	0.0%	0.0%	20.1%
	Upper	0	0.0%	0.0%	0	0.0%	0.0%	46.0%	0	0.0%	0.0%	0	0.0%	0.0%	44.7%
	Unknown	0	0.0%	96.7%	0	0.0%	98.4%	0.0%	0	0.0%	95.2%	0	0.0%	93.4%	0.0%
	<i>Total</i>	<i>0</i>	<i>0.0%</i>	<i>100%</i>	<i>0</i>	<i>0.0%</i>	<i>100%</i>	<i>100%</i>	<i>1</i>	<i>100%</i>	<i>100%</i>	<i>95</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>
HMDA TOTALS	Low	10	3.2%	2.4%	880	1.4%	1.0%	17.1%	7	3.8%	4.2%	604	1.5%	1.8%	17.2%
	Moderate	53	16.9%	11.3%	6,175	9.9%	7.2%	16.4%	29	15.8%	14.1%	3,625	9.3%	9.0%	17.9%
	Middle	64	20.4%	19.1%	11,644	18.7%	15.7%	20.5%	52	28.4%	24.7%	9,596	24.5%	19.9%	20.1%
	Upper	162	51.6%	43.1%	37,362	60.1%	50.1%	46.0%	78	42.6%	38.7%	21,911	55.9%	48.4%	44.7%
	Unknown	25	8.0%	24.0%	6,066	9.8%	26.1%	0.0%	17	9.3%	18.3%	3,427	8.8%	20.9%	0.0%
	<i>Total</i>	<i>314</i>	<i>100%</i>	<i>100%</i>	<i>62,127</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>	<i>183</i>	<i>100%</i>	<i>100%</i>	<i>39,163</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>

Originations & Purchases

Based on 2021 FFIEC Census Data; 2011-2015 ACS data; 2022 FFIEC Census Data; 2016-2020 ACS data

In 2021, First Vision Bank of Tennessee originated ten (3.2 percent) of its HMDA-reportable loans to low-income borrowers, which was below the 17.1 percent of the families considered to be low-income in the AA, but above aggregate performance of 2.4 percent. This was deemed reasonable for low-income borrowers in 2021. In the same year, the bank originated 53 (16.9 percent) of its HMDA-reportable loans to moderate-income borrowers, which was in line with the 16.4 percent of the families considered to be moderate-income, and above the 11.3 percent of loans made by aggregate lenders to moderate-income families. This was deemed reasonable for moderate-income borrowers in 2021.

In 2022, the bank originated seven (3.8 percent) of its HMDA-reportable loans to low-income borrowers, which was below the 17.2 percent of the families considered to be low-income and slightly below the aggregate performance of 4.2 percent. This was deemed reasonable for low-income borrowers in 2022. In the same year, the bank originated 29 (15.8 percent) of its HMDA-reportable loans to moderate-income borrowers, which was below the 17.9 percent of the families considered to be moderate-income in the AA but above the 14.1 percent of loans made by aggregate lenders to moderate-income families. This was deemed reasonable for moderate-income borrowers in 2022.

Small Business Lending

The following table shows, by loan size, the number and dollar volume of the sample of small business loans originated by First Vision Bank of Tennessee from January 1, 2021 through December 31, 2022 within the AA. The table also includes a comparison of the bank’s small business lending to the demographic data.

Small Business Loans by Business Revenue & Loan Size
Assessment Area: Coffee-Franklin

		Bank Lending & Demographic Data									
		2021					2022				
		Count		Dollar		Total Businesses	Count		Dollar		Total Businesses
#	%	\$ (000s)	\$ %	%	#	%	\$ (000s)	\$ %	%		
Revenue	\$1 Million or Less	28	41.8%	2,281	53.3%	91.5%	31	75.6%	3,536	71.2%	91.5%
	Over \$1 Million	5	7.5%	196	4.6%	7.1%	9	22.0%	1,402	28.2%	7.2%
	<i>Total Rev. available</i>	33	49.3%	2,477	57.9%	98.6%	40	97.6%	4,938	99.5%	98.7%
	Rev. Not Known	34	50.7%	1,799	42.1%	1.4%	1	2.4%	25	0.5%	1.3%
	<i>Total</i>	67	100%	4,276	100%	100%	41	100%	4,963	100%	100%
Loan Size	\$100,000 or Less	59	88.1%	1,296	30.3%		31	75.6%	1,246	25.1%	
	\$100,001 - \$250,000	4	6.0%	564	13.2%		3	7.3%	581	11.7%	
	\$250,001 - \$1 Million	4	6.0%	2,416	56.5%		7	17.1%	3,136	63.2%	
	<i>Total</i>	67	100%	4,276	100%		41	100%	4,963	100%	
Loan Size & Rev \$1 Mill or Less	\$100,000 or Less	24	85.7%	649	28.5%		23	74.2%	870	24.6%	
	\$100,001 - \$250,000	1	3.6%	125	5.5%		3	9.7%	581	16.4%	
	\$250,001 - \$1 Million	3	10.7%	1,507	66.1%		5	16.1%	2,085	59.0%	
	<i>Total</i>	28	100%	2,281	100%		31	100%	3,536	100%	

Originations & Purchases

Based on 2021 FFIEC Census Data; 2011-2015 ACS data; 2022 FFIEC Census Data; 2016-2020 ACS data; 2021 & 2022 D&B information

Within the sample from 2021, the bank originated 67 small business loans inside the AA; 30 of the small business loans were PPP loans. Of note, revenue information was not known for PPP loans as there was no requirement to collect revenue under the program. Of the 33 loans where revenues were known, 28 (84.8 percent) were made to businesses with gross annual revenues of \$1 million or less. While this is below the percentage of small businesses in the AA (91.5 percent), 24 of the 28 loans (85.7 percent) made to small businesses were for amounts of \$250,000 or less, showing the bank’s willingness to make small dollar loans to help meet the credit needs of small businesses in the AA. Thus, performance in 2021 for small business loans was deemed reasonable.

Within the sample from 2022, the bank originated 41 small business loans inside the AA, and 31 (75.6 percent) of those loans were originated to businesses with gross annual revenue of \$1 million or less. While this is below the percentage of total businesses that are considered small businesses in the AA (91.5 percent), 26 of the 31 loans (83.9 percent) made to small businesses were for amounts of \$250,000 or less, which indicates the bank’s willingness to make smaller dollar loans to help meet the unique credit needs of small businesses. Given market conditions and performance context factors, the distribution of loans by business revenue reflects a reasonable penetration among businesses of different sizes in 2022.

Geographic Distribution of Loans

This performance criterion evaluates the distribution of lending within the bank's AA by income level of census tracts. For this analysis, the number of HMDA loans was compared to demographic data and to aggregate performance of lenders inside the AA. Additionally, the number of small business loans was compared with available demographic information from D&B. Based on the following analysis, the overall geographic distribution of HMDA-reportable and small business loans reflects a poor dispersion throughout the AA.

Residential Real Estate (HMDA) Lending

The following table shows the geographic distribution of the bank's HMDA-reportable loans from January 1, 2021 through December 31, 2022 within the AA and also includes a comparison of the bank's HMDA lending to the aggregate HMDA lenders within the AA. The HMDA aggregate lenders' data are the combined total of lending activity reported by all lenders subject to HMDA in the AA.

Geographic Distribution of HMDA Loans - Table 1 of 2
Assessment Area: Coffee-Franklin

PRODUCT TYPE	Tract Income Levels	Bank & Aggregate Lending; Demographic Data															
		2021							2022								
		Count			Dollar				Owner Occupied Units %	Count			Dollar				Owner Occupied Units %
		Bank #	%	Agg %	Bank \$ (000s)	\$ %	Agg \$ %	Bank #		%	Agg %	Bank \$ (000s)	\$ %	Agg \$ %			
HOME PURCHASE	Low	0	0.0%	0.0%	0	0.0%	0.0%	0.0%	0	0.0%	0.0%	0	0.0%	0.0%	0.0%		
	Moderate	5	4.1%	3.3%	538	2.0%	1.9%	2.6%	6	6.0%	9.1%	1,549	6.2%	6.9%	8.8%		
	Middle	94	76.4%	74.6%	19,953	75.0%	73.2%	74.0%	56	56.0%	56.3%	13,438	53.5%	52.9%	61.2%		
	Upper	24	19.5%	22.1%	6,120	23.0%	24.9%	23.4%	38	38.0%	34.5%	10,139	40.4%	40.2%	30.1%		
	Unknown	0	0.0%	0.0%	0	0.0%	0.0%	0.0%	0	0.0%	0.0%	0	0.0%	0.0%	0.0%		
	<i>Total</i>	<i>123</i>	<i>100%</i>	<i>100%</i>	<i>26,611</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>	<i>100</i>	<i>100%</i>	<i>100%</i>	<i>25,126</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>		
REFINANCE	Low	0	0.0%	0.0%	0	0.0%	0.0%	0.0%	0	0.0%	0.0%	0	0.0%	0.0%	0.0%		
	Moderate	0	0.0%	1.6%	0	0.0%	0.8%	2.6%	3	4.3%	7.0%	416	3.7%	5.7%	8.8%		
	Middle	143	79.4%	74.1%	25,140	76.1%	74.5%	74.0%	40	58.0%	60.8%	6,431	56.4%	57.5%	61.2%		
	Upper	37	20.6%	24.2%	7,913	23.9%	24.5%	23.4%	26	37.7%	32.2%	4,548	39.9%	36.8%	30.1%		
	Unknown	0	0.0%	0.1%	0	0.0%	0.1%	0.0%	0	0.0%	0.0%	0	0.0%	0.0%	0.0%		
	<i>Total</i>	<i>180</i>	<i>100%</i>	<i>100%</i>	<i>33,053</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>	<i>69</i>	<i>100%</i>	<i>100%</i>	<i>11,395</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>		
HOME IMPROVEMENT	Low	0	0.0%	0.0%	0	0.0%	0.0%	0.0%	0	0.0%	0.0%	0	0.0%	0.0%	0.0%		
	Moderate	0	0.0%	2.4%	0	0.0%	2.6%	2.6%	0	0.0%	7.8%	0	0.0%	4.3%	8.8%		
	Middle	2	100.0%	76.8%	206	100.0%	61.8%	74.0%	4	50.0%	59.6%	493	49.1%	55.0%	61.2%		
	Upper	0	0.0%	20.7%	0	0.0%	35.5%	23.4%	4	50.0%	32.5%	511	50.9%	40.7%	30.1%		
	Unknown	0	0.0%	0.0%	0	0.0%	0.0%	0.0%	0	0.0%	0.0%	0	0.0%	0.0%	0.0%		
	<i>Total</i>	<i>2</i>	<i>100%</i>	<i>100%</i>	<i>206</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>	<i>8</i>	<i>100%</i>	<i>100%</i>	<i>1,004</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>		
MULTI FAMILY	Low	0	0.0%	0.0%	0	0.0%	0.0%	0.0%	0	0.0%	0.0%	0	0.0%	0.0%	0.0%		
	Moderate	1	25.0%	9.1%	176	13.1%	10.9%	24.4%	0	0.0%	29.4%	0	0.0%	52.1%	24.6%		
	Middle	3	75.0%	81.8%	1,165	86.9%	75.5%	64.7%	3	100.0%	58.8%	1,465	100.0%	40.8%	34.0%		
	Upper	0	0.0%	9.1%	0	0.0%	13.6%	10.9%	0	0.0%	11.8%	0	0.0%	7.1%	41.5%		
	Unknown	0	0.0%	0.0%	0	0.0%	0.0%	0.0%	0	0.0%	0.0%	0	0.0%	0.0%	0.0%		
	<i>Total</i>	<i>4</i>	<i>100%</i>	<i>100%</i>	<i>1,341</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>	<i>3</i>	<i>100%</i>	<i>100%</i>	<i>1,465</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>		
OTHER PURPOSE LOC	Low	0	0.0%	0.0%	0	0.0%	0.0%	0.0%	0	0.0%	0.0%	0	0.0%	0.0%	0.0%		
	Moderate	0	0.0%	5.4%	0	0.0%	3.4%	2.6%	0	0.0%	5.7%	0	0.0%	4.2%	8.8%		
	Middle	0	0.0%	76.8%	0	0.0%	77.3%	74.0%	0	0.0%	52.8%	0	0.0%	44.0%	61.2%		
	Upper	0	0.0%	17.9%	0	0.0%	19.3%	23.4%	0	0.0%	41.5%	0	0.0%	51.8%	30.1%		
	Unknown	0	0.0%	0.0%	0	0.0%	0.0%	0.0%	0	0.0%	0.0%	0	0.0%	0.0%	0.0%		
	<i>Total</i>	<i>0</i>	<i>0.0%</i>	<i>100%</i>	<i>0</i>	<i>0.0%</i>	<i>100%</i>	<i>100%</i>	<i>0</i>	<i>0.0%</i>	<i>100%</i>	<i>0</i>	<i>0.0%</i>	<i>100%</i>	<i>100%</i>		

Originations & Purchases

Based on 2021 & 2022 FFIEC Census Data; 2011-2015 ACS data; 2016-2020 ACS data

Geographic Distribution of HMDA Loans - Table 2 of 2
Assessment Area: Coffee-Franklin

PRODUCT TYPE	Tract Income Levels	Bank & Aggregate Lending; Demographic Data													
		2021							2022						
		Count			Dollar			Owner Occupied Units	Count			Dollar			Owner Occupied Units
		Bank	Agg		Bank	Agg			Bank	Agg		Bank	Agg		
#	%	%	\$ (000s)	\$ %	\$ %	%	#	%	%	\$ (000s)	\$ %	\$ %	%		
OTHER PURPOSE CLOSED/EXEMPT	Low	0	0.0%	0.0%	0	0.0%	0.0%	0.0%	0	0.0%	0.0%	0	0.0%	0.0%	0.0%
	Moderate	0	0.0%	0.0%	0	0.0%	0.0%	2.6%	0	0.0%	5.7%	0	0.0%	3.9%	8.8%
	Middle	4	80.0%	60.0%	536	58.5%	54.6%	74.0%	2	100.0%	54.7%	78	100.0%	48.8%	61.2%
	Upper	1	20.0%	40.0%	380	41.5%	45.4%	23.4%	0	0.0%	39.6%	0	0.0%	47.3%	30.1%
	Unknown	0	0.0%	0.0%	0	0.0%	0.0%	0.0%	0	0.0%	0.0%	0	0.0%	0.0%	0.0%
	<i>Total</i>	<i>5</i>	<i>100%</i>	<i>100%</i>	<i>916</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>	<i>2</i>	<i>100%</i>	<i>100%</i>	<i>78</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>
PURPOSE NOT APPLICABLE	Low	0	0.0%	0.0%	0	0.0%	0.0%	0.0%	0	0.0%	0.0%	0	0.0%	0.0%	0.0%
	Moderate	0	0.0%	0.0%	0	0.0%	0.0%	2.6%	0	0.0%	23.8%	0	0.0%	4.1%	8.8%
	Middle	0	0.0%	86.7%	0	0.0%	89.6%	74.0%	1	100.0%	52.4%	95	100.0%	64.2%	61.2%
	Upper	0	0.0%	13.3%	0	0.0%	10.4%	23.4%	0	0.0%	23.8%	0	0.0%	31.7%	30.1%
	Unknown	0	0.0%	0.0%	0	0.0%	0.0%	0.0%	0	0.0%	0.0%	0	0.0%	0.0%	0.0%
	<i>Total</i>	<i>0</i>	<i>0.0%</i>	<i>100%</i>	<i>0</i>	<i>0.0%</i>	<i>100%</i>	<i>100%</i>	<i>1</i>	<i>100%</i>	<i>100%</i>	<i>95</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>
HMDA TOTALS	Low	0	0.0%	0.0%	0	0.0%	0.0%	0.0%	0	0.0%	0.0%	0	0.0%	0.0%	0.0%
	Moderate	6	1.9%	2.4%	714	1.1%	1.5%	2.6%	9	4.9%	8.2%	1,965	5.0%	7.5%	8.8%
	Middle	246	78.3%	74.4%	47,000	75.7%	73.6%	74.0%	106	57.9%	58.0%	22,000	56.2%	54.0%	61.2%
	Upper	62	19.7%	23.2%	14,413	23.2%	24.8%	23.4%	68	37.2%	33.8%	15,198	38.8%	38.5%	30.1%
	Unknown	0	0.0%	0.0%	0	0.0%	0.0%	0.0%	0	0.0%	0.0%	0	0.0%	0.0%	0.0%
	<i>Total</i>	<i>314</i>	<i>100%</i>	<i>100%</i>	<i>62,127</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>	<i>183</i>	<i>100%</i>	<i>100%</i>	<i>39,163</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>

Originations & Purchases

Based on 2021 & 2022 FFIEC Census Data; 2011-2015 ACS data; 2016-2020 ACS data

In 2021, First Vision Bank of Tennessee originated 314 HMDA-reportable loans with six loans (1.9 percent) in moderate-income tracts. By comparison, 2.6 percent of owner-occupied units were located in moderate-income tracts, and 2.4 percent of loans by aggregate lenders were in moderate-income tracts. As described, the percentage of loans in moderate-income tracts was slightly below the percentage of owner-occupied units and aggregate lending in these tracts in 2021. Moreover, the bank’s largest volume of HMDA loans by type in 2021 was in the refinance category with 180 refinance loans, none of which were in moderate-income tracts. As such, performance in 2021 was deemed poor.

In 2022, the bank originated 183 HMDA-reportable loans with nine loans (4.9 percent) in moderate-income tracts. By comparison, 8.8 percent of owner-occupied units were located in moderate-income tracts, and 8.2 percent of loans by aggregate lenders were in moderate-income tracts. The percentage of loans in moderate-income tracts was significantly below the percentage of owner-occupied units and aggregate lending in these tracts in 2022. Additionally, the bank’s largest volume of HMDA loans by type in 2022 was in the home purchase category with 100 home purchase loans. The bank lagged behind demographic and aggregate comparisons in moderate-income tracts for the home purchase category (6.0 percent of bank loans compared to 9.1 percent of aggregate loans and 8.8 percent owner-occupied units). As such, performance in 2022 was deemed poor.

The lending performance in moderate-income tracts and the performance context factors noted above support the conclusion that the geographic distribution of HMDA-reportable loans was poor throughout the AA.

Small Business Lending

The following table shows the geographic distribution of small business loans originated by the bank from January 1, 2021, through December 31, 2022, inside the AA. The table also includes a comparison of the bank’s small business lending to the demographic data.

Geographic Distribution of Small Business Loans

Assessment Area: Coffee-Franklin

PRODUCT TYPE	Tract Income Levels	Bank Lending & Demographic Data									
		2021					2022				
		Count		Dollar		Total Businesses	Count		Dollar		Total Businesses
		#	%	\$ (000s)	\$ %	%	#	%	\$ (000s)	\$ %	%
SMALL BUSINESSES	Low	0	0.0%	0	0.0%	0.0%	0	0.0%	0	0.0%	0.0%
	Moderate	8	11.9%	143	3.3%	6.8%	6	14.6%	339	6.8%	9.4%
	Middle	47	70.1%	3,087	72.2%	71.5%	24	58.5%	3,921	79.0%	61.0%
	Upper	12	17.9%	1,046	24.5%	21.8%	10	24.4%	680	13.7%	29.6%
	Unknown	0	0.0%	0	0.0%	0.0%	1	2.4%	23	0.5%	0.0%
	Tr Unknown	0	0.0%	0	0.0%		0	0.0%	0	0.0%	
	<i>Total</i>	<i>67</i>	<i>100%</i>	<i>4,276</i>	<i>100%</i>	<i>100%</i>	<i>41</i>	<i>100%</i>	<i>4,963</i>	<i>100%</i>	<i>100%</i>

Originations & Purchases

Based on 2021 FFIEC Census Data; 2011-2015 ACS data; 2022 FFIEC Census Data; 2016-2020 ACS data; 2021 & 2022 D&B information

Within the sample from 2021, First Vision Bank of Tennessee originated 67 small business loans inside the AA . As shown, eight loans (11.9 percent) were made to small businesses in moderate-income tracts, which was higher than the percentage of total businesses in these tracts at 6.8 percent. This was deemed excellent performance in 2021.

Within the sample from 2022, six loans (14.6 percent) were made to small businesses in moderate-income tracts, which was higher than the percentage of total businesses in these tracts at 9.4 percent. This was deemed excellent performance in 2022.

**METROPOLITAN AREA
LIMITED-SCOPE REVIEW**

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

DESCRIPTION OF INSTITUTION’S OPERATIONS IN THE NASHVILLE AA

First Vision Bank of Tennessee’s Nashville AA includes Rutherford County, which is one of 13 counties that comprise the Nashville-Davidson-Murfreesboro-Franklin, Tennessee MSA. The bank operates one branch with a cash-only ATM in the AA, which is located in a moderate-income tract. According to the FDIC Deposit Market Share Report as of June 30, 2022, 24 financial institutions operated 78 branches inside the Nashville AA. First Vision Bank of Tennessee ranked 14th in deposit market share with 0.8 percent of total deposits.

CONCLUSION(S) WITH RESPECT TO PERFORMANCE CRITERIA IN THE NASHVILLE AA

Conclusions regarding the bank’s CRA performance in the limited-scope AA were based on available facts and data, including performance and demographic information. The bank’s performance in the limited-scope AA does not change the rating for the overall institution, as conclusions were drawn from a low volume of loans in the limited-scope AA.

The following table compares conclusions regarding First Vision Bank of Tennessee’s performance in the Nashville AA to the bank’s overall performance. The overall lending performance in the AA was consistent with the bank’s overall performance.

Performance in the Limited-Scope Review Metropolitan Nashville Assessment Area	
Borrower’s Profile	Geographic Distribution of Loans
Consistent	Exceeds

APPENDIX A

SCOPE OF EXAMINATION			
TIME PERIOD REVIEWED <u>January 1, 2021 to December 31, 2022</u>			
FINANCIAL INSTITUTION First Vision Bank of Tennessee, Tullahoma, Tennessee		PRODUCTS REVIEWED HMDA and Small Business Loans (sample)	
AFFILIATE(S) NA	AFFILIATE RELATIONSHIP NA	PRODUCTS REVIEWED NA	
LIST OF ASSESSMENT AREAS AND TYPE OF EXAMINATION			
<i>ASSESSMENT AREA</i>	<i>TYPE OF EXAMINATION</i>	<i>BRANCHES VISITED</i>	<i>OTHER INFORMATION</i>
Coffee-Franklin, Tennessee Non MSA: Coffee County Franklin County	Full-Scope	NA	NA
Nashville, Tennessee MSA: Rutherford County	Limited-Scope	NA	NA

APPENDIX B – DEFINITIONS AND GENERAL INFORMATION

Definitions

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

Rounding Convention

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

General Information

The CRA requires each federal financial supervisory agency to use its authority when examining financial institutions subject to its supervision to assess the institution's record of meeting the credit needs of its entire community, including low- and moderate-income neighborhoods, consistent with safe and sound operation of the institution. Upon conclusion of such examination, the agency must prepare a written evaluation of the institution's record of meeting the credit needs of its community.

This document is an evaluation of the CRA performance of First Vision Bank of Tennessee prepared by the **Federal Reserve Bank of Atlanta**, the institution's supervisory agency, as of June 12, 2023. The agency rates the CRA performance of an institution consistent with the provisions set forth in Appendix A to 12 CFR Part 228.

APPENDIX C – GLOSSARY

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

Census tract: A small subdivision of metropolitan and other densely populated counties. Census tract boundaries do not cross county lines; however, they may cross the boundaries of MSAs. Census tracts usually have between 2,500 and 8,000 persons, and their physical size varies widely depending upon population density. Census tracts are designed to be homogeneous with respect to population characteristics, economic status, and living conditions to allow for statistical comparisons.

Community development: All Agencies have adopted the following language. Affordable housing (including multi-family rental housing) for low- or moderate-income individuals; community services targeted to low- or moderate-income individuals; activities that promote economic development by financing businesses or farms that meet the size eligibility standards of the Small Business Administration's Development Company or Small Business Investment Company programs (13 CFR 121.301) or have gross annual revenues of \$1 million or less; or, activities that revitalize or stabilize low- or moderate-income geographies.

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

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

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

Family: Includes a householder and one or more other persons living in the same household who are related to the householder by birth, marriage, or adoption. The number of family households always equals the number of families; however, a family household may also include nonrelatives living with the family. Families are classified by type as either a married-couple family or other family, which is further classified into 'male householder' (a family with a male householder and no wife present) or 'female householder' (a family with a female householder and no husband present).

APPENDIX C – GLOSSARY (Continued)

Full-scope review: Performance under the Lending, Investment, and Service Tests is analyzed considering performance context, quantitative factors (for example, geographic distribution, borrower distribution, and total number and dollar amount of investments), and qualitative factors (for example, innovativeness, complexity, and responsiveness).

Geography: A census tract delineated by the United States Bureau of the Census in the most recent decennial census.

Home Mortgage Disclosure Act (HMDA): The statute that requires certain mortgage lenders that do business or have banking offices in a MSA to file annual summary reports of their mortgage lending activity. The reports include such data as the race, gender, and the income of applications, the amount of loan requested, and the disposition of the application (for example, approved, denied, and withdrawn).

Home mortgage loans: Includes home purchase and home improvement loans as defined in the HMDA regulation. This definition also includes multi-family (five or more families) dwelling loans, loans for the purchase of manufactured homes and refinancings of home improvement and home purchase loans.

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

Limited-scope review: Performance under the Lending, Investment, and Service Tests is analyzed using only quantitative factors (for example, geographic distribution, borrower distribution, total number and dollar amount of investments, and branch distribution).

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

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

Metropolitan area (MA): A MSA or a metropolitan division (MD) as defined by the Office of Management and Budget. An MSA is a core area containing at least one urbanized area of 50,000 or more inhabitants, together with adjacent communities having a high degree of economic and social integration with that core. An MD is a division of an MSA based on specific criteria including commuting patterns. Only an MSA that has a population of at least 2.5 million may be divided into MDs.

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

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

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

APPENDIX C – GLOSSARY (Continued)

Other products: Includes any unreported optional category of loans for which the institution collects and maintains data for consideration during a CRA examination. Examples of such activity include consumer loans and other loan data an institution may provide concerning its lending performance.

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

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

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

Small loan(s) to business(es): A loan included in 'loans to small businesses' as defined in the Call Report and the Thrift Financial Reporting (TFR) instructions. These loans have original amounts of \$1 million or less and typically are either secured by nonfarm or nonresidential real estate or are classified as commercial and industrial loans. However, thrift institutions may also exercise the option to report loans secured by nonfarm residential real estate as "small business loans" if the loans are reported on the TFR as nonmortgage, commercial loans.

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

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

APPENDIX D

Geographic Distribution of HMDA Loans - Table 1 of 2

Assessment Area: Nashville

PRODUCT TYPE	Tract Income Levels	Bank & Aggregate Lending; Demographic Data															
		2021							2022								
		Count			Dollar				Owner Occupied Units %	Count			Dollar				Owner Occupied Units %
		Bank #	%	Agg %	Bank \$ (000s)	\$ %	Agg \$ %	Bank #		%	Agg %	Bank \$ (000s)	\$ %	Agg \$ %			
HOME PURCHASE	Low	1	1.2%	1.3%	352	1.5%	1.0%	1.2%	1	2.4%	1.3%	144	1.1%	0.9%	1.1%		
	Moderate	19	22.4%	13.1%	4,688	19.4%	10.6%	17.2%	12	29.3%	10.5%	3,121	24.8%	8.2%	12.1%		
	Middle	55	64.7%	59.7%	15,783	65.3%	59.1%	57.4%	17	41.5%	58.5%	5,309	42.2%	56.8%	61.8%		
	Upper	10	11.8%	25.9%	3,346	13.8%	29.3%	24.2%	11	26.8%	29.2%	3,999	31.8%	33.7%	24.5%		
	Unknown	0	0.0%	0.0%	0	0.0%	0.0%	0.0%	0	0.0%	0.5%	0	0.0%	0.4%	0.5%		
	<i>Total</i>	<i>85</i>	<i>100%</i>	<i>100%</i>	<i>24,169</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>	<i>41</i>	<i>100%</i>	<i>100%</i>	<i>12,573</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>		
REFINANCE	Low	0	0.0%	0.7%	0	0.0%	0.6%	1.2%	0	0.0%	1.5%	0	0.0%	1.1%	1.1%		
	Moderate	10	14.7%	11.8%	2,465	14.7%	9.5%	17.2%	0	0.0%	10.6%	0	0.0%	8.3%	12.1%		
	Middle	36	52.9%	60.4%	8,601	51.3%	60.1%	57.4%	11	64.7%	61.1%	3,764	64.9%	59.4%	61.8%		
	Upper	22	32.4%	27.1%	5,706	34.0%	29.8%	24.2%	6	35.3%	26.6%	2,034	35.1%	31.0%	24.5%		
	Unknown	0	0.0%	0.0%	0	0.0%	0.0%	0.0%	0	0.0%	0.3%	0	0.0%	0.2%	0.5%		
	<i>Total</i>	<i>68</i>	<i>100%</i>	<i>100%</i>	<i>16,772</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>	<i>17</i>	<i>100%</i>	<i>100%</i>	<i>5,798</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>		
HOME IMPROVEMENT	Low	0	0.0%	1.2%	0	0.0%	1.2%	1.2%	0	0.0%	0.8%	0	0.0%	0.6%	1.1%		
	Moderate	0	0.0%	12.2%	0	0.0%	11.5%	17.2%	0	0.0%	7.8%	0	0.0%	6.2%	12.1%		
	Middle	0	0.0%	58.4%	0	0.0%	57.1%	57.4%	1	100.0%	55.8%	35	100.0%	55.5%	61.8%		
	Upper	0	0.0%	28.3%	0	0.0%	30.2%	24.2%	0	0.0%	35.4%	0	0.0%	37.6%	24.5%		
	Unknown	0	0.0%	0.0%	0	0.0%	0.0%	0.0%	0	0.0%	0.2%	0	0.0%	0.2%	0.5%		
	<i>Total</i>	<i>0</i>	<i>0.0%</i>	<i>100%</i>	<i>0</i>	<i>0.0%</i>	<i>100%</i>	<i>100%</i>	<i>1</i>	<i>100%</i>	<i>100%</i>	<i>35</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>		
MULTI FAMILY	Low	0	0.0%	2.9%	0	0.0%	6.2%	9.4%	0	0.0%	6.1%	0	0.0%	0.4%	7.9%		
	Moderate	2	100.0%	61.8%	3,282	100.0%	44.8%	53.1%	1	100.0%	42.4%	3,600	100.0%	34.7%	36.8%		
	Middle	0	0.0%	29.4%	0	0.0%	47.9%	33.9%	0	0.0%	45.5%	0	0.0%	60.6%	50.0%		
	Upper	0	0.0%	5.9%	0	0.0%	1.1%	3.5%	0	0.0%	3.0%	0	0.0%	4.1%	3.7%		
	Unknown	0	0.0%	0.0%	0	0.0%	0.0%	0.1%	0	0.0%	3.0%	0	0.0%	0.2%	1.5%		
	<i>Total</i>	<i>2</i>	<i>100%</i>	<i>100%</i>	<i>3,282</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>	<i>1</i>	<i>100%</i>	<i>100%</i>	<i>3,600</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>		
OTHER PURPOSE LOC	Low	0	0.0%	0.6%	0	0.0%	0.9%	1.2%	0	0.0%	0.7%	0	0.0%	0.7%	1.1%		
	Moderate	0	0.0%	9.8%	0	0.0%	10.0%	17.2%	0	0.0%	7.2%	0	0.0%	5.5%	12.1%		
	Middle	0	0.0%	61.0%	0	0.0%	55.4%	57.4%	0	0.0%	55.0%	0	0.0%	54.5%	61.8%		
	Upper	0	0.0%	28.6%	0	0.0%	33.7%	24.2%	0	0.0%	36.7%	0	0.0%	39.2%	24.5%		
	Unknown	0	0.0%	0.0%	0	0.0%	0.0%	0.0%	0	0.0%	0.4%	0	0.0%	0.1%	0.5%		
	<i>Total</i>	<i>0</i>	<i>0.0%</i>	<i>100%</i>	<i>0</i>	<i>0.0%</i>	<i>100%</i>	<i>100%</i>	<i>0</i>	<i>0.0%</i>	<i>100%</i>	<i>0</i>	<i>0.0%</i>	<i>100%</i>	<i>100%</i>		

Originations & Purchases

Based on 2021 & 2022 FFIEC Census Data; 2011-2015 ACS data; 2016-2020 ACS data

APPENDIX D (Continued)

Geographic Distribution of HMDA Loans - Table 2 of 2
Assessment Area: Nashville

PRODUCT TYPE	Tract Income Levels	Bank & Aggregate Lending; Demographic Data													
		2021						Owner Occupied Units %	2022						
		Count		Dollar		Bank	Agg		Count		Dollar		Bank	Agg	
		Bank	Agg	Bank	Agg				Bank	Agg	Bank	Agg			
#	%	%	\$ (000s)	\$ %	\$ %	#	%	%	\$ (000s)	\$ %	\$ %	%			
OTHER PURPOSE CLOSED/EXEMPT	Low	0	0.0%	1.1%	0	0.0%	0.9%	1.2%	0	0.0%	2.0%	0	0.0%	1.1%	1.1%
	Moderate	0	0.0%	9.8%	0	0.0%	9.1%	17.2%	0	0.0%	10.2%	0	0.0%	12.0%	12.1%
	Middle	1	100.0%	58.7%	548	100.0%	57.3%	57.4%	2	100.0%	60.4%	329	100.0%	65.2%	61.8%
	Upper	0	0.0%	30.4%	0	0.0%	32.7%	24.2%	0	0.0%	27.4%	0	0.0%	21.6%	24.5%
	Unknown	0	0.0%	0.0%	0	0.0%	0.0%	0.0%	0	0.0%	0.0%	0	0.0%	0.0%	0.5%
	<i>Total</i>	<i>1</i>	<i>100%</i>	<i>100%</i>	<i>548</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>	<i>2</i>	<i>100%</i>	<i>100%</i>	<i>329</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>
PURPOSE NOT APPLICABLE	Low	0	0.0%	0.0%	0	0.0%	0.0%	1.2%	0	0.0%	1.6%	0	0.0%	2.4%	1.1%
	Moderate	0	0.0%	19.1%	0	0.0%	13.3%	17.2%	0	0.0%	10.2%	0	0.0%	3.5%	12.1%
	Middle	0	0.0%	66.2%	0	0.0%	67.0%	57.4%	0	0.0%	81.8%	0	0.0%	83.0%	61.8%
	Upper	0	0.0%	14.6%	0	0.0%	19.6%	24.2%	0	0.0%	6.4%	0	0.0%	11.1%	24.5%
	Unknown	0	0.0%	0.0%	0	0.0%	0.0%	0.0%	0	0.0%	0.0%	0	0.0%	0.0%	0.5%
	<i>Total</i>	<i>0</i>	<i>0.0%</i>	<i>100%</i>	<i>0</i>	<i>0.0%</i>	<i>100%</i>	<i>100%</i>	<i>0</i>	<i>0.0%</i>	<i>100%</i>	<i>0</i>	<i>0.0%</i>	<i>100%</i>	<i>100%</i>
HMDA TOTALS	Low	1	0.6%	0.9%	352	0.8%	1.0%	1.2%	1	1.6%	1.3%	144	0.6%	0.9%	1.1%
	Moderate	31	19.9%	12.4%	10,435	23.3%	11.4%	17.2%	13	21.0%	10.2%	6,721	30.1%	10.3%	12.1%
	Middle	92	59.0%	60.1%	24,932	55.7%	59.1%	57.4%	31	50.0%	59.2%	9,437	42.3%	57.9%	61.8%
	Upper	32	20.5%	26.6%	9,052	20.2%	28.4%	24.2%	17	27.4%	28.9%	6,033	27.0%	30.6%	24.5%
	Unknown	0	0.0%	0.0%	0	0.0%	0.0%	0.0%	0	0.0%	0.4%	0	0.0%	0.3%	0.5%
	<i>Total</i>	<i>156</i>	<i>100%</i>	<i>100%</i>	<i>44,771</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>	<i>62</i>	<i>100%</i>	<i>100%</i>	<i>22,335</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>

Originations & Purchases

Based on 2021 & 2022 FFIEC Census Data; 2011-2015 ACS data; 2016-2020 ACS data

APPENDIX D (Continued)

Geographic Distribution of Small Business Loans

Assessment Area: Nashville

PRODUCT TYPE	Tract Income Levels	Bank Lending & Demographic Data									
		2021					2022				
		Count		Dollar		Total Businesses	Count		Dollar		Total Businesses
		#	%	\$ (000s)	\$ %	%	#	%	\$ (000s)	\$ %	%
SMALL BUSINESSES	Low	0	0.0%	0	0.0%	6.6%	0	0.0%	0	0.0%	1.7%
	Moderate	1	33.3%	3	0.6%	27.2%	1	33.3%	32	13.8%	24.1%
	Middle	1	33.3%	500	96.0%	49.6%	2	66.7%	200	86.2%	52.8%
	Upper	1	33.3%	18	3.5%	16.4%	0	0.0%	0	0.0%	16.9%
	Unknown	0	0.0%	0	0.0%	0.1%	0	0.0%	0	0.0%	4.5%
	Tr Unknown	0	0.0%	0	0.0%		0	0.0%	0	0.0%	
	<i>Total</i>	<i>3</i>	<i>100%</i>	<i>521</i>	<i>100%</i>	<i>100%</i>	<i>3</i>	<i>100%</i>	<i>232</i>	<i>100%</i>	<i>100%</i>

Originations & Purchases

Based on 2021 FFIEC Census Data; 2011-2015 ACS data; 2022 FFIEC Census Data; 2016-2020 ACS data; 2021 & 2022 D&B information

APPENDIX D (Continued)

Borrower Distribution of HMDA Loans - Table 1 of 2

Assessment Area: Nashville

PRODUCT TYPE	Borrower Income Levels	Bank & Aggregate Lending; Demographic Data															
		2021							2022								
		Count			Dollar				Families by Family Income %	Count			Dollar				Families by Family Income %
		Bank #	%	Agg %	Bank \$ (000s)	Bank \$ %	Agg \$ %	Bank #		%	Agg %	Bank \$ (000s)	Bank \$ %	Agg \$ %			
HOME PURCHASE	Low	2	2.4%	5.0%	438	1.8%	3.3%	17.5%	2	4.9%	4.3%	441	3.5%	2.6%	19.0%		
	Moderate	32	37.6%	23.8%	7,285	30.1%	20.0%	19.3%	12	29.3%	20.8%	3,114	24.8%	16.7%	20.0%		
	Middle	23	27.1%	22.0%	5,751	23.8%	22.3%	23.0%	15	36.6%	24.7%	5,022	39.9%	24.8%	24.0%		
	Upper	28	32.9%	28.4%	10,695	44.3%	33.2%	40.2%	11	26.8%	29.2%	3,883	30.9%	35.3%	37.0%		
	Unknown	0	0.0%	20.9%	0	0.0%	21.3%	0.0%	1	2.4%	21.0%	113	0.9%	20.6%	0.0%		
	<i>Total</i>	85	100%	100%	24,169	100%	100%	100%	41	100%	100%	12,573	100%	100%	100%		
REFINANCE	Low	7	10.3%	6.6%	1,102	6.6%	4.0%	17.5%	2	11.8%	13.0%	265	4.6%	8.3%	19.0%		
	Moderate	16	23.5%	19.7%	3,080	18.4%	15.8%	19.3%	4	23.5%	26.8%	995	17.2%	22.9%	20.0%		
	Middle	11	16.2%	21.3%	3,008	17.9%	20.3%	23.0%	4	23.5%	24.2%	1,115	19.2%	25.0%	24.0%		
	Upper	29	42.6%	27.8%	8,427	50.2%	33.1%	40.2%	7	41.2%	22.0%	3,423	59.0%	27.8%	37.0%		
	Unknown	5	7.4%	24.5%	1,155	6.9%	26.7%	0.0%	0	0.0%	13.9%	0	0.0%	15.9%	0.0%		
	<i>Total</i>	68	100%	100%	16,772	100%	100%	100%	17	100%	100%	5,798	100%	100%	100%		
HOME IMPROVEMENT	Low	0	0.0%	6.7%	0	0.0%	3.9%	17.5%	1	100.0%	7.7%	35	100.0%	4.3%	19.0%		
	Moderate	0	0.0%	16.4%	0	0.0%	13.9%	19.3%	0	0.0%	19.5%	0	0.0%	15.3%	20.0%		
	Middle	0	0.0%	23.5%	0	0.0%	22.9%	23.0%	0	0.0%	26.5%	0	0.0%	22.8%	24.0%		
	Upper	0	0.0%	49.0%	0	0.0%	54.0%	40.2%	0	0.0%	43.5%	0	0.0%	54.8%	37.0%		
	Unknown	0	0.0%	4.5%	0	0.0%	5.4%	0.0%	0	0.0%	2.8%	0	0.0%	2.8%	0.0%		
	<i>Total</i>	0	0.0%	100%	0	0.0%	100%	100%	1	100%	100%	35	100%	100%	100%		
MULTI FAMILY	Low	0	0.0%	0.0%	0	0.0%	0.0%	17.5%	0	0.0%	0.0%	0	0.0%	0.0%	19.0%		
	Moderate	0	0.0%	0.0%	0	0.0%	0.0%	19.3%	0	0.0%	0.0%	0	0.0%	0.0%	20.0%		
	Middle	0	0.0%	2.9%	0	0.0%	0.1%	23.0%	0	0.0%	0.0%	0	0.0%	0.0%	24.0%		
	Upper	0	0.0%	23.5%	0	0.0%	2.5%	40.2%	0	0.0%	12.1%	0	0.0%	2.0%	37.0%		
	Unknown	2	100.0%	73.5%	3,282	100.0%	97.4%	0.0%	1	100.0%	87.9%	3,600	100.0%	98.0%	0.0%		
	<i>Total</i>	2	100%	100%	3,282	100%	100%	100%	1	100%	100%	3,600	100%	100%	100%		
OTHER PURPOSE LOC	Low	0	0.0%	5.6%	0	0.0%	3.8%	17.5%	0	0.0%	7.0%	0	0.0%	4.3%	19.0%		
	Moderate	0	0.0%	14.7%	0	0.0%	10.5%	19.3%	0	0.0%	20.7%	0	0.0%	13.8%	20.0%		
	Middle	0	0.0%	25.1%	0	0.0%	22.6%	23.0%	0	0.0%	24.9%	0	0.0%	20.9%	24.0%		
	Upper	0	0.0%	50.6%	0	0.0%	58.5%	40.2%	0	0.0%	43.3%	0	0.0%	57.1%	37.0%		
	Unknown	0	0.0%	4.1%	0	0.0%	4.7%	0.0%	0	0.0%	4.2%	0	0.0%	3.8%	0.0%		
	<i>Total</i>	0	0.0%	100%	0	0.0%	100%	100%	0	0.0%	100%	0	0.0%	100%	100%		

Originations & Purchases

Based on 2021 FFIEC Census Data; 2011-2015 ACS data; 2022 FFIEC Census Data; 2016-2020 ACS data

APPENDIX D (Continued)

Borrower Distribution of HMDA Loans - Table 2 of 2
Assessment Area: Nashville

PRODUCT TYPE	Borrower Income Levels	Bank & Aggregate Lending; Demographic Data														
		2021							2022							
		Count			Dollar				Families by Family Income %	Count			Dollar			Families by Family Income %
		Bank #	%	Agg %	Bank \$ (000s)	Agg \$ %	Agg \$ %	Bank #		%	Agg %	Bank \$ (000s)	Agg \$ %	Agg \$ %		
OTHER PURPOSE CLOSED/EXEMPT	Low	0	0.0%	9.8%	0	0.0%	7.9%	17.5%	0	0.0%	11.2%	0	0.0%	7.7%	19.0%	
	Moderate	0	0.0%	17.4%	0	0.0%	14.4%	19.3%	0	0.0%	19.3%	0	0.0%	11.5%	20.0%	
	Middle	0	0.0%	16.3%	0	0.0%	11.9%	23.0%	1	50.0%	23.9%	288	87.5%	15.8%	24.0%	
	Upper	1	100.0%	50.0%	548	100.0%	59.2%	40.2%	1	50.0%	40.1%	41	12.5%	61.3%	37.0%	
	Unknown	0	0.0%	6.5%	0	0.0%	6.7%	0.0%	0	0.0%	5.6%	0	0.0%	3.7%	0.0%	
	<i>Total</i>	<i>1</i>	<i>100%</i>	<i>100%</i>	<i>548</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>	<i>2</i>	<i>100%</i>	<i>100%</i>	<i>329</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>	
PURPOSE NOT APPLICABLE	Low	0	0.0%	1.9%	0	0.0%	1.1%	17.5%	0	0.0%	1.6%	0	0.0%	2.6%	19.0%	
	Moderate	0	0.0%	0.6%	0	0.0%	0.4%	19.3%	0	0.0%	1.1%	0	0.0%	2.0%	20.0%	
	Middle	0	0.0%	0.0%	0	0.0%	0.0%	23.0%	0	0.0%	0.5%	0	0.0%	1.1%	24.0%	
	Upper	0	0.0%	0.0%	0	0.0%	0.0%	40.2%	0	0.0%	0.0%	0	0.0%	0.0%	37.0%	
	Unknown	0	0.0%	97.5%	0	0.0%	98.4%	0.0%	0	0.0%	96.8%	0	0.0%	94.3%	0.0%	
	<i>Total</i>	<i>0</i>	<i>0.0%</i>	<i>100%</i>	<i>0</i>	<i>0.0%</i>	<i>100%</i>	<i>100%</i>	<i>0</i>	<i>0.0%</i>	<i>100%</i>	<i>0</i>	<i>0.0%</i>	<i>100%</i>	<i>100%</i>	
HMDA TOTALS	Low	9	5.8%	5.9%	1,540	3.4%	3.5%	17.5%	5	8.1%	7.6%	741	3.3%	4.0%	19.0%	
	Moderate	48	30.8%	21.0%	10,365	23.2%	17.0%	19.3%	16	25.8%	22.4%	4,109	18.4%	16.9%	20.0%	
	Middle	34	21.8%	21.5%	8,759	19.6%	20.4%	23.0%	20	32.3%	24.3%	6,425	28.8%	22.5%	24.0%	
	Upper	58	37.2%	28.9%	19,670	43.9%	32.3%	40.2%	19	30.6%	28.5%	7,347	32.9%	31.6%	37.0%	
	Unknown	7	4.5%	22.6%	4,437	9.9%	26.8%	0.0%	2	3.2%	17.1%	3,713	16.6%	25.0%	0.0%	
	<i>Total</i>	<i>156</i>	<i>100%</i>	<i>100%</i>	<i>44,771</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>	<i>62</i>	<i>100%</i>	<i>100%</i>	<i>22,335</i>	<i>100%</i>	<i>100%</i>	<i>100%</i>	

Originations & Purchases

Based on 2021 FFIEC Census Data; 2011-2015 ACS data; 2022 FFIEC Census Data; 2016-2020 ACS data

APPENDIX D (Continued)

Small Business Loans by Business Revenue & Loan Size
Assessment Area: Nashville

		Bank Lending & Demographic Data									
		2021					2022				
		Count		Dollar		Total Businesses	Count		Dollar		Total Businesses
#	%	\$ (000s)	\$ %	%	#	%	\$ (000s)	\$ %	%		
Revenue	\$1 Million or Less	1	33.3%	3	0.6%	93.8%	2	66.7%	82	35.3%	93.9%
	Over \$1 Million	1	33.3%	500	96.0%	5.6%	1	33.3%	150	64.7%	5.5%
	Total Rev. available	2	66.7%	503	96.5%	99.4%	3	100.0%	232	100.0%	99.4%
	Rev. Not Known	1	33.3%	18	3.5%	0.6%	0	0.0%	0	0.0%	0.6%
	Total	3	100%	521	100%	100%	3	100%	232	100%	100%
Loan Size	\$100,000 or Less	2	66.7%	21	4.0%		2	66.7%	82	35.3%	
	\$100,001 - \$250,000	0	0.0%	0	0.0%		1	33.3%	150	64.7%	
	\$250,001 - \$1 Million	1	33.3%	500	96.0%		0	0.0%	0	0.0%	
	Total	3	100%	521	100%		3	100%	232	100%	
Loan Size & Rev \$1 Mill or Less	\$100,000 or Less	1	100.0%	3	100.0%		2	100.0%	82	100.0%	
	\$100,001 - \$250,000	0	0.0%	0	0.0%		0	0.0%	0	0.0%	
	\$250,001 - \$1 Million	0	0.0%	0	0.0%		0	0.0%	0	0.0%	
	Total	1	100%	3	100%		2	100%	82	100%	

Originations & Purchases

Based on 2021 FFIEC Census Data; 2011-2015 ACS data; 2022 FFIEC Census Data; 2016-2020 ACS data; 2021 & 2022 D&B information