# **PUBLICDISCLOSURE**

#### May21,2007

# COMMUNITYREINVESTMENTACT PERFORMANCEEVALUATION

OldSouthernBank Orlando,Florida

RSSDIDNumber:34<u>14046</u>

# FEDERALRESERVEBANKOFATLANTA 1000PeachtreeStreet,N.E. Atlanta,Georgia30309-4470

NOTE: This document is an evaluation of this institution. This evaluation is n conclusion or opinion of the federal financial supe support of the institution. The ratin conclusion or opinion of the federal financial supe support of the institution. The ratin conclusion or opinion of the federal financial supe support of the institution. The ratin conclusion or opinion of the federal financial supe support of the institution of the federal financial supe support of the institution of

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## INSTITUTION'S CRARATING

**INSTITUTION'SCRARATING:** This institution is rated **Satisfactory.** 

Old Southern Bank's average loan-to-deposit (LTD) r atio for the three quarters ended December 31, 2006 is, tion, length of time in operation, and **REASONABLE** given the institution's asset size, financial condi competition within its assessmentarea. Because co mmerciallendingisthebank's primary loan product .itwas the only loan type analyzed in assessing the bank's CRA performance. A **MAJORITY** of the bank's commercial loans were extended to borrowers and businesses INtheassessmentarea. Lendingtobusinesses of different revenue sizes is **REASONABLE**; however, the geographic distribution of loans ref lects POOR dispersion throughout the assessment area. The ban khasreceivednoCRArelatedcomplaints. In addit ion,the bank is in compliance with the substantive provisio ns of the antidiscrimination laws and regulations.

#### **DESCRIPTIONOFINSTITUTION**

OldSouthernBankisadenovoinstitutionthatope nedonApril24,2006withoneofficeinClermont, Florida. A second office, opened in Orlando, Florida in Augu st 2006, is now designated as the main office. On September 26, 2006, the bank opened another branch in Winter Park, Florida, and a fourth office opened in AltamonteSpringsonMarch22,2007. AsofDecembe r31,2006, the bank's stotal assets were \$103.2 mil lion compared to \$30.4 millionatopening.

OldSouthernBankisafull-servicecommunitybank meetcommunitycreditneeds. However, the bank's p to small businesses. The bank also offers traditio loans, automobile loans, and home equity lines of c and does not offer adjustable-rate mortgages.

that offers a wide variety of deposit and loan products to rimary focus is to operate as a commercial bank cat ering nal consumer loan products including home improvement redit. The bank originates few residential reales tateloans

## **DESCRIPTIONOFINSTITUTION(Continued)**

 $The composition of the loan portfolio according to \\and Income (Call Report) is displayed in the follow$ 

the December 31,2006 Consolidated Reports of Condition in gtable:

COMPOSITIONOFLOANPORTFOLIO						
12/31/2006						
LoanType		\$(000s)	%			
ConstructionandDevelopment		\$21,271	51.8%			
SecuredbyOne-toFour-FamilyDwe	ellings	\$2,201	5.4%			
OtherRealEstate:Farmland		\$0	0.0%			
Multifamily		\$724	1.8%			
NonfarmNonreside	ntial	\$14,374	35.0%			
CommercialandIndustrial		\$1,827	4.4%			
LoanstoIndividuals		\$704	1.7%			
AgriculturalLoans		\$0	0.0%			
Total		\$41,101	100.0%			

<sup>\*</sup>Thistabledoesnotincludetheentireloanportf acceptances,leasefinancingreceivables,obligatio meetanyothercategory.Contraassetsarealsono

yinstitutions,bankers oansthatdonot

As indicated by the table above, the bank's loan po construction and development loans, followed by non considered in evaluating its performance.

rtfolio as of December 31, 2006 consisted primarily of farmnonresidentialloans. The bank's denovostat uswas

Old Southern Bank generally complies with the requithat would restrain the bank from meeting the credievaluations incoopening.

rements of the CRA. No known legal impediments exist needs of its assessmentarea. This is the bank's first CRA

olio.Specifically,itexcludesloanstodepositor io nsofstateandpoliticalsubdivisions,andotherl tincludedinthistable.

#### DESCRIPTIONOFASSESSMENTAREA:Orlando-Kissimme eMSA

## **Overview**

Old Southern Bank's assessment area consists of the entire Orlando – Kissimmee MSA, which includes Lak e, Orange, Osceola, and Seminole Counties, Florida. The assessment area consists of 328 census tracts, 8 of which are low-income, 76 are moderate-income, 151 are middle-income, and 93 are upper-income. The ban k operates four offices, three of which are inmiddle income census tracts.

Asindicatedearlierinthisreport,OldSouthernB ankfocusesprimarilyoncommercialloans.Therefo re,itwas theonlyloanproductreviewedtodeterminetheban k'sperformanceundertheCRA.ThebankisnotaH MDA reporter. For this reason, the discussion of the a ssessment area primarily focuses on business-relate d characteristicsoftheassessmentarea.Otherstat isticaldataareofferedinthissectionoftherep orttoprovidea generalimpressionofthedemographicsandeconomic environmentofthearea.

## DESCRIPTIONOFASSESSMENTAREA:Orlando-Kissimme eMSA(Continued)

## **DemographicDatabyCensusTract**

The following table provides demographic informatio n that was used in analyzing the bank's CRA performance. Certain components of the data in the table are discussed in the report as they apply to particular parts of the analysis.

## **AssessmentAreaDemographics**

AssessmentArea:OldSouthernBank

Income Categories	Tract Distribu			• 1		of	Familiesby FamilyIncome		
	#	%		#	%	#	%	#	%
Low-income	8	2.4		5,752	1.3	2,312	40.2	79,923	18.7
Moderate-income	76	23.2	9	92,005	21.5	12,967	14.1	80,437	18.8
Middle-income	151	46.0	20	08,525	48.7	14,215	6.8	97,128	22.7
Upper-income	93	28.4	12	22,096	28.5	3,566	2.9	170,890	39.9
Unknown-income	0	0.0		0	0.0	0	0.0	0	0.0
TotalAssessmentArea	328	100.0	42	28,378	100.0	33,060	7.7	428,378	100.0
	Housing Unitsby	HousingTypesbyTract							
	Tract		Owner-	Occupie	d	Rental		Vacant	
			#	%	%	#	%	#	%
Low-income	10,103	2	2,590		25.6	6,578	65.1	935	9.3
Moderate-income	157,827	74	74,399		47.1	66,357	42.0	17,071	10.8
Middle-income	341,030	206	5,804	49.9	60.6	102,917	30.2	31,309	9.2
Upper-income	174,591	130	130,755 31.5		74.9	34,848	20.0	8,988	5.1
Unknown-income	0		0.0		0.0	0	0.0	0	0.0
TotalAssessmentArea	683,551	414,548 100.0		60.6	210,700	30.8	58,303	8.5	
	TotalBusines Tract	ş				essesbyTract&RevenueSize			
		LessThanor= \$1Million				Over\$1 Million	RevenueNot Reported		
	#	%		#	%	#	%	#	%
Low-income	1,518	1.9	1,271		1.8	198	3.0	49	1.7
Moderate-income	16,351	20.8	1	14,027	20.3	1,677	25.8	647	22.0
Middle-income	38,166	48.5	3	33,708	48.7	2,988	45.9	1,470	49.9
Upper-income	22,644	28.8	2	20,219	29.2	1,646	25.3	779	26.5
Unknown-income	0	0.0		0	0.0	0	0.0	0	0.0
TotalAssessmentArea	78,679	100.0	0 69,225		100.0	6,509	100.0	2,945	100.0
	Percentageof	fTotalBusinesses:			88.0		8.3		3.7

Basedon2000CensusInformation.

#### **DESCRIPTIONOFASSESSMENTAREA:Orlando-Kissimme** eMSA(Continued)

## **Population**

OldSouthernBank's assessmentare apopulation was 1,644,561 according to the 2000 census, represent in g10.3 percent of the state of Florida's population. Esti mated census data as of July 1,2006 indicates that the total population of the MSA increased 20.7 percent to 1,9 84,855, and represents approximately 11 percent of the people estimated to be residing in the state of Florida. The greatest growth in the assessment area occurred in Osceola County.

#### **IncomeCharacteristics**

According to 2000 census data, there were 428,378 f income, 18.8 percent were moderate-income, 22.7 per income. Of total families, 7.7 percent had incomes familyincome for the Orlando-Kissimme MSA in 2006

amilies in the assessment area. 18.7 percent were low-cent were middle-income, and 39.9 percent were uppe r-below the poverty level. The HUD-estimated median was\$57,400.

## **EmploymentStatistics**

According to 2005 data from REIS, employment in the trade, administrative and wasteservices, accommoda following tableshows the unemployment rates for the Labor Statistics. The annualized unemployment rate unemployment rate of Floridain 2006.

bank's assessmentare awas primarily dependent on retail tion and foodservices, and state and local governm ent. The ebank's assessmentare a for 2006, according to the Bureau of e for the assessment area was slightly lower than the

UNEMPLOYMENTRATES2006 (NotSeasonallyAdjusted)					
Area 2006(Annualized)					
Orlando-KissimmeeMSA	3.1%				
StateofFlorida	3.3%				

#### DESCRIPTIONOFASSESSMENTAREA:Orlando-Kissimme eMSA(Continued)

#### **BusinessSizeCharacteristics**

The demographic table on page 5 provides key demographic table on page 5 provides key demographic table in the businesses in the bank's assessment area were carevenues less than \$1 million.

aphicbusiness data by census tractin come level within icates that, according to the 2000 census, 88.0 per onsidered to be small businesses because they have total

#### Competition

Thebankoperatesinahighlycompetitivemarket. According to the FDIC Market Share Report as of Ju ne 30, 2006, Old Southern Bank ranked 46th out of 50 finan cial institutions in the assessment area with a dep osit market share of 0.02 percent. The number of branch es operated by a single financial institution in the assessment area ranged from 1 branch to 77 branches a competition did not appear to significantly affe to the ability of the bank to serve the creditneed softh eassessment area.

## **Community Contacts**

As a part of the CRA examination, information was o btained from one local small business-assistance organization regarding local economic conditions an d community credit needs in the assessment area. The contactstatedthatfinancialinstitutionshavebee nactively participating in programs that help to eet the needs of small businesses. The contact also stated that new business owners face problems in accessing capital, and they often need assistance in learning how develop abusiness plan before approaching abank for financing.

## CONCLUSIONSWITHRESPECTTOPERFORMANCECRITERIA

## **ScopeofExamination**

The bank's CRA rating was determined using the smal 1 bank examination procedures. As noted in the Description of Institution section of this report, commercial loans were used to analyze the bank's pe rformance under the CRA. All commercial loans originated fro m April 24, 2006 through December 31, 2006 were selected for review. For these loans, 2000 census demographic data was used to describe the bank's as sessment area.

The following table contains the loan data used in the analysis:

## LoanDistributionTable

AssessmentArea:OldSouthernBank

	CommercialLoans							
	#	%	\$(000s)	%				
		ByTractIncome						
Low	0	0.0%	0	0.0%				
Moderate	3	3.7%	9,276	20.3%				
Middle	57	69.5%	28,332	62.0%				
Upper	22	26.8%	8,112	17.7%				
Unknown	0	0.0%	0	0.0%				
Total	82	100.0%	45,720	100.0%				
	ByRevenue							
\$1MillionorLess	46	56.1%	32,131	70.3%				
Over\$1Million	36	43.9%	13,589	29.7%				
NotKnown	0	0.0%	0	0.0%				
Total	82	100.0%	45,720	100.0%				
		ByLoa	nSize					
\$100,000orless	31	37.8%	1,537	3.4%				
\$100,001-\$250,000	26	31.7%	4,845	10.6%				
\$250,001-\$1Million	14	17.1%	7,274	15.9%				
Over\$1Million	11	13.4%	32,064	70.1%				
Total	82	100.0%	45,720	100.0%				

OriginationsandPurchases

## **CONCLUSIONSWITHRESPECTTOPERFORMANCECRITERIA(C** ontinued)

#### Loan-to-DepositRatioAnalysis

Old Southern Bank's loan to deposit ratio (LTD) is **REASONABLE** given the bank's asset size, financial condition, length of time in operation, and competition in the assessmentarea. The bank's average LT D for the three-quarter period ended December 31, 2006, was 8 8.7 percent. The bank's LTD was compared with four other financial institutions of similar asset size located in the bank's assessmentarea. The three-quarter average LTD's for these institutions ranged from 71.9 percent.

#### AssessmentAreaConcentration

A MAJORITY of Old Southern Bank's commercial loans are IN the bank's assessment area. An analysis of the bank's record of lending inside its assessment area was conducted. The review consisted of an analysis of area was conducted. The review consisted of an analysis of eriod. As illustrated in the following table, 78.1 percent of the loan volume by number of the bank's commercial loans were made in side the bank's assessment area. Also, sinside the bank's assessment area.

#### Lending Inside and Outside the Assessment Area

LoanType	Inside					Outside		
	#	%	\$(000s)	%	#	%	\$(000s)	%
COMMERCIALLOANS	82	78.1	\$45,720	67.9	23	21.9	\$21,653	32.1

#### CONCLUSIONSWITHRESPECTTOPERFORMANCECRITERIA(C ontinued)

#### LendingtoBusinessesofDifferentSizes

The 82 commercial loans that were located within th Southern Bank's performance of lending to businesse small business lending by business revenue size was limited number of loans originated because of the b performancecontextissue.

e bank's assessment area were analyzed to assess Ol d sof different sizes. For this analysis, the distr ibution of compared to available demographic information. The ank's de novo status was considered as a significan

Of the 82 commercial loans originated in the bank's were extended to businesses with gross annual reven businesses in the assessment area considered to be business loans originated were in amounts of \$250,0 loans, which small businesses are more likely to se Mann, the bank's credit policy states that, for saf businesses that have been in operation for at least loans to several large businesses. Based on these lending to businesses of different sizes is considered.

assessment area during the review period, 56.1 per cent ues of \$1 million or less, compared to 88 percent o fthe smallbusinesses. However, 57 (69.5 percent) of th esmall 00orless, indicating the bank's willingness to ma kesmall ek. According to Vice President/Loan Operations Na n ety and soundness reasons, the bank will only make loansto fouryears. Furthermore, included in the 82 loans aremultiple performance context factors, Old Southern Bank's re cordof red REASONABLE.

#### GeographicDistributionofLoans

For this analysis, the geographic distribution of t demographicinformationavailable. Performance con other banks. Of the 82 commercial loans originated extended to businesses in low-income censustracts, valuaddition, only 3.7 percent of the bank's commerc tracts, compared to the 20.3 percent of small busin e dollar volume associated with the 82 loans was extered commercial loans (69.5 percent) were originated in businesses are located. As mentioned, the bank cur branchinamode rate-incometract.

he bank's commercial lending was compared with the textissueswereconsidered, as well as the perform ance of that were in the bank's assessment area, no loans were whereonly 1.8 percent of the small businesses are located. ialloans were extended to businesses in moderate-i ncome esses located in these tracts. However, 20.3 perce nto f the ended in moderate-income tracts. The majority of middle-income tracts where 48.7 percent of small rently has no branches in low-income censustracts and one

Based on the above factors, the geographic distribution of commercial loans reflects **POOR** dispersion throughout the assessmentarea.

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## **CONCLUSIONSWITHRESPECTTOPERFORMANCECRITERIA(C** ontinued)

## **Complaints**

NoCRA-related complaints have been received since the bank opened for business.

## Compliance with Antidiscrimination Laws

The bank is in compliance with the substantive prov isions of the antidiscrimination laws and regulations. No evidence of discrimination or the use of illegal cross edit practices was noted during the review of bank policies and procedures. No practices have the intentor thee fect of discouraging applicants for credit.

# APPENDIXA-SCOPEOFEXAMINATION

TIMEPERIODREVIEWED							
April24,2006–December31,2006							
FINANCIALINSTITUTION			PRODUCTSREVIEWED				
OldSouthernBank,Orlando,Fl	orida		CommercialLoans				
AFFILIATE(S)	AFFILIATE(S) AFFILIATERELATIONSHIP PRODUCTSREVIEWED						
None	NotApplicable	None					
LISTOFASSESSMENTAREASANDTYPEOFEXAMINATION							
ASSESSMENTAREA	TYPE OFEXAMINATION	BRANCHES VISITED	OTHERINFORMATION				
Orland-Kissimmee,Florida MSA	FullScope	Mainoffice					

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#### APPENDIXB-GLOSSARY

**Censustract:** Asmallsubdivisionofmetropolitanandotherdense lypopulatedcounties. Censustractboundaries do no cross county lines; however, they may cross the bou between 2,500 and 8,000 persons, and their physical aredesigned to behomogeneous with respect to popu for statistical comparisons.

**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, sma ll business, or small farm loan. This definition in cludes the following categories: motor vehicle loans, credite ard loans, home equity loans, other secured consume rloans, and other unsecured consumer loans.

Family: Includes a householder and one or more other person householder by birth, marriage, or adoption. The nu however, a family household may also include nonrel a married-couple family or other family, which is f householder and one or more other person mber or more other person may be also be also

r person s living in the same household who are related to the mber of family households always equals the number of families; ativesliving with the family. Families are classified by type as either urther classified into 'male householder' (a family with a male lder' (a family with a female householder and no householder).

Geography: AcensustractdelineatedbytheUnitedStatesBure auoftheCensusinthemostrecentdecennialcensu s.

Home Mortgage Disclosure Act (HMDA): The banking offices in a metropolitan statistical area reports include such data as the race, gender, and disposition of the application (for example, approver)

The statute that requires certain mortgage lenders that do business or have to file annual summary reports of their mortgage le nding activity. The d the income of applications, the amount of loan requ ested, and the v ed, denied, and withdrawn).

**Homemortgageloans**: Includes home purchase and home improvement loans as defined in the HMDA regulation. This definition also includes multifamily (five or more families) dwelling loans, loans for the purchase of manufactured homes and refinancings of homeimprovement and home purch as eloans.

**Household:** Includes all persons occupying a housing unit. Pers ons not living in households are classified as livi ng in group quarters. In 100 percent tabulations, the count of households always equals the count of occupie dhousing units.

**Low-income:** Individualincomethatislessthan50percentoft heareamedianincome,oramedianfamilyincometh atis lessthan50percent,inthecaseofageography.

**Marketshare:** 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.

**Metropolitanarea**(**MA**): Ametropolitanstatisticalarea(MSA)orametropol itandivision(MD)asdefinedbytheOffice ofManagementandBudget.AMSAisacoreareacont together with adjacent communities having a high de division of aMSA based on specific criteria in clud ing commuting patterns. Only aMSA that has a popul 2.5 million may be divided into MDs.

**Middle-income:** Individualincomethatisatleast80percentandl essthan120percentoftheareamedianincome, or medianfamilyincomethatisatleast80percentan dlessthan120percent, in the case of a geography .

**Moderate-income:** Individualincomethatisatleast50percentandl essthan80percentoftheareamedianincome,ora medianfamilyincomethatisatleast50percentan dlessthan80percent,inthecaseofageography.

Multifamily: Referstoaresidentialstructurethatcontainsfiv eormoreunits .

# APPENDIXB-GLOSSARY(Continued)

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**Otherproducts:** Includes any unreported optional category of loans for which the institution collects and maintains da ta for consideration during a CRA examination. Example sof such activity include consumer loans and other loan data an institution may provide concerning its lending performance.

**Owner-occupiedunits:** Includes units occupied by the owner or co-owner, e venif 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 a sit sprimary purpose community development.

**Small loan(s) to business(es):** A loan included in 'loans to small businesses' as d efined in the Consolidated Report of Condition and Income (Call Report) and the Thrift F inancial Reporting (TFR) instructions. These loans have original amounts of \$1 million or less and typically are eit hersecuredbynonfarmornonresidentialrealestat eorareclassifiedas commercial and industrial loans. However, thrift in stitutions may also exercise the option to report 1 oans secured by loans"iftheloansarereportedontheTFRasnonm nonfarmresidentialrealestateas"smallbusiness ortgage,commercial loans.

 $\begin{tabular}{ll} Small loan(s) to farm(s): A loan included in 'loans to small farms' as define & din the instructions for preparation of the Consolidated Report of Condition and Income (Call Report). These loans have original amounts of $500,0 & 00 or less and are either secured by farmland, or a reclassified a sloans to finance agricultural production and othe rloans to farmers.$ 

**Upper-income:** Individualincomethatismorethan120percent of thatismorethan120percent,inthecaseofageo graphy. thearea median income, or a median family income that is more than 120percent, in the case of a graphy.

## APPENDIXC:GENERALINFORMATIONANDDEFINITIONS

#### GENERALINFORMATION

The Community Reinvestment Act (CRA) requires each federal financial supervisory agency to use its aut when examining financial institutions subject to it credit needs of its entire community, including low and sound operation of the institution. Upon conclevaluation of the institution is record of meeting the usion of such examination, the agency must prepare awritten her redit needs of its entire community.

#### **IncomeDefinitions**

Throughout this evaluation, the following definitions are used for the various income levels. These levels are defined in the CRA.

Low-Income- An individual income, or median family income for g eographies, that is less than 50

percent of the area median in come.

Moderate-Income- An individual income, or median family income for g eographies, that is at least 50

percentbutlessthan80percentoftheareamedian income.

Middle-Income- An individual income, or median family income f or geographies, that is at least 80

percentbutlessthan120percentoftheareamedia nincome.

*Upper-Income*- An individual income, or median family income f or geographies, that is 120 percent or

moreoftheareamedianincome.

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# ${\bf APPENDIXC:} {\bf GENERALINFORMATIONANDDEFINITIONS} ({\bf C} \qquad {\bf ontinued})$

#### OtherDefinitions

ATM- AutomatedTellerMachine

FDIC- FederalDepositInsuranceCorporation

HUD- DepartmentofHousingandUrbanDevelopment

LTD- Loan-to-DepositRatio

MSA- MetropolitanStatisticalArea

## RoundingConvention

Becausethepercentagespresentedintableswerero undedtothenearestwholenumberinmostcases,so me columnsmaynottotalexactly100percent.