



PUBLIC DISCLOSURE

July 11, 2022

COMMUNITY REINVESTMENT ACT PERFORMANCE EVALUATION

Southwest Bank of Weatherford
RSSD# 1014059

720 East Main
Weatherford, Oklahoma 73096

Federal Reserve Bank of Kansas City
1 Memorial Drive
Kansas City, Missouri 64198

NOTE: This document is an evaluation of this bank'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 bank. This evaluation is not, nor should it be construed as, an assessment of the financial condition of this bank. The rating assigned to this bank does not represent an analysis, conclusion or opinion of the federal financial supervisory agency concerning the safety and soundness of this financial bank.

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INSTITUTION'S COMMUNITY REINVESTMENT ACT RATING

Southwest Bank of Weatherford (the bank) is rated Satisfactory. This rating is based on the following conclusions with respect to the performance criteria:

- The bank's net loan-to-deposit ratio (NLTD) is reasonable given the bank's size, financial condition, and assessment area (AA) credit needs.
- A majority of the bank's loans are originated inside the AA.
- A reasonable distribution of loans occurs throughout the bank's AA.
- Lending reflects an excellent distribution among businesses and farms of different sizes.
- Neither the bank nor the Federal Reserve Bank of Kansas City (Reserve Bank) received any Community Reinvestment Act (CRA)-related complaints since the previous evaluation.

SCOPE OF EXAMINATION

Examiners utilized the Federal Financial Institutions Examination Council's (FFIEC's) Interagency Examination Procedures for Small Institutions to evaluate the bank's CRA performance. The evaluation considered CRA performance context, including the bank's asset size, financial condition, business strategy and market competition, as well as AA demographic and economic characteristics, and credit needs. In addition, available aggregate data for the most recent three years (2018, 2019, and 2020) was referenced for additional perspective to gauge credit demand within the bank's AA. Lending performance was assessed within the bank's only AA. Examiners reviewed the following data:

- The bank's 16-quarter average NLTD ratio.
- A statistical sample of 88 small business loans selected from a universe of 154 loans, and 104 small farm loans from a universe of 215 loans originated between January 1, 2021, and December 31, 2021.
- Greater weight was placed on small business loans in this analysis due to the bank's strategic focus on commercial lending.

DESCRIPTION OF INSTITUTION

Southwest Bank of Weatherford is a community bank headquartered in Weatherford, Oklahoma. The bank's characteristics include:

- The bank is part of a multi-tiered holding company structure, which includes Southwest Capital LLC, the Dickey Family Limited Partnership, and First Farm Credit Corporation.

- The bank is affiliated with First Bank of Thomas located in Thomas, Oklahoma.
- The bank’s assets as of December 31, 2021, were \$86.8 million.
- In addition to its main office in Weatherford, the bank operates a branch in Custer City, Oklahoma, and a loan production office (LPO) in Yukon, Oklahoma, which is approximately 17 miles west of Oklahoma City.
- The bank operates one cash-only automated teller machine (ATM) at the main branch location in Weatherford and operates a second cash-only ATM at the First Bank of Thomas.
- As shown in Table 1, the bank’s primary business focus is commercial and residential real estate lending.

Table 1

Composition of Loan Portfolio as of December 31, 2021		
Loan Type	\$(000)	%
Construction and Land Development	6,322	14.7
Farmland	3,519	8.2
1-4 Family Residential Real Estate	10,857	25.2
Multifamily Residential Real Estate	1,678	3.9
Non-Farm Non-Residential Real Estate	10,247	23.8
Agricultural	2,611	6.1
Commercial and Industrial	4,005	9.3
Consumer	3,779	8.8
Other	99	0.2
Gross Loans	43,117	100.0
<i>Note: Percentages may not total 100.0 percent due to rounding.</i>		

The bank was rated Satisfactory under the CRA at its April 9, 2018 performance evaluation. There are no known legal, financial, or other factors impeding the bank’s ability to help meet the credit needs in its communities.

DESCRIPTION OF ASSESSMENT AREA

The bank’s Custer County AA consists of Custer County, Oklahoma, in its entirety (see Appendix A for an AA map and Appendix B for additional demographic data).

- The delineation of the AA has not changed since the last examination.
- The AA is comprised of five census tracts: two moderate-, one middle-, and two upper-income census tracts and has not changed since the prior examination.
- According to the June 30, 2021 Federal Deposit Insurance Corporation (FDIC) Deposit Market Share Report, the bank ranks 6th among the 14 FDIC-insured institutions operating within the AA, with a deposit market share of 7.2 percent.

- An interview with a member of the community within the bank’s AA was conducted to ascertain the credit needs of the communities, the responsiveness of area banks in meeting those credit needs, and the local economic conditions. The community member was a representative of a local Chamber of Commerce.

Table 2

Population Change			
Assessment Area: Custer County			
Area	2010 Population	2015 Population	Percent Change
Custer County	27,469	28,978	5.5
NonMSA Oklahoma	1,327,624	1,333,350	0.4
Oklahoma	3,751,351	3,849,733	2.6
<i>Source: 2010 U.S. Census Bureau: Decennial Census 2011 – 2015 U.S. Census Bureau: American Community Survey</i>			

- According to the 2020 United States Census, the three largest cities in Custer County include: Weatherford (12,076), Clinton (8,521), and Thomas (1,143). In addition, Custer City has a population of 367 people.
- A member of the community noted that many new businesses and rehabilitation efforts are being observed in the cities of Clinton and Weatherford, which have contributed to growth.

Table 3

Median Family Income Change			
Assessment Area: Custer County			
Area	2010 Median Family Income	2015 Median Family Income	Percent Change
Custer County	57,092	53,833	(5.7)
NonMSA Oklahoma	51,664	51,491	(0.3)
Oklahoma	58,375	58,029	(0.6)
<i>Source: 2006 – 2010 U.S. Census Bureau: American Community Survey 2011 – 2015 U.S. Census Bureau: American Community Survey</i>			
<i>Note: Median family incomes have been inflation-adjusted and are expressed in 2015 dollars.</i>			

- According to the 2015 American Community Survey, the median family income of \$53,833 for Custer County is 7.2 percent lower than the median family income for the state of Oklahoma.
- The percentage of families living below poverty in the AA at 12.5 percent is similar to the state of Oklahoma figure at 12.4, and slightly below the NonMSA figure of 14.2.

Table 4

Housing Cost Burden						
Assessment Area: Custer County						
Area	Cost Burden - Renters			Cost Burden - Owners		
	Low Income	Moderate Income	All Renters	Low Income	Moderate Income	All Owners
Custer County	70.2	26.2	36.7	68.9	22.2	16.1
NonMSA Oklahoma	64.3	33.4	34.7	50.9	23.8	16.0
Oklahoma	72.2	37.1	38.1	55.1	28.2	16.6

Cost Burden is housing cost that equals 30 percent or more of household income
Source: U.S. Department of Housing and Urban Development (HUD), 2014-2018 Comprehensive Housing Affordability Strategy

- The median housing value in Custer County is \$119,000, which is higher than the state of Oklahoma at \$117,900 and the NonMSA figure of \$91,490.
- The median age of housing stock in Custer County at 40 years is similar to both the state of Oklahoma and the NonMSA at 38 years and 40 years, respectively.

Table 5

Unemployment Rates					
Assessment Area: Custer County					
Area	2017	2018	2019	2020	2021
Custer County	3.1	2.3	2.4	5.5	3.2
NonMSA Oklahoma	4.3	3.5	3.4	6.0	3.8
Oklahoma	4.0	3.3	3.1	6.2	3.8

Source: Bureau of Labor Statistics: Local Area Unemployment Statistics

- Primary industries in the AA include Retail Trade, Educational Services, and Accommodation & Food Services.
- A community member stated that the largest employers in the area include the local schools, Lucky Star Casino, Bar-S foods, and Red Collar Pet foods.

CONCLUSIONS WITH RESPECT TO PERFORMANCE CRITERIA

The bank’s overall lending test performance is Satisfactory. All performance criteria were equally weighted in the evaluation.

Net Loan-to-Deposit Ratio

This performance criterion evaluates the bank’s average NLTD ratio to determine the reasonableness of lending in light of performance context, such as the bank’s capacity to lend, the availability of lending opportunities, the demographic and economic factors present in the AA, and in comparison, to similarly situated FDIC-insured institutions. The

similarly situated institutions were selected based on the institution’s asset size, product offerings, and areas where they operate within the bank’s AA or surrounding area.

The bank’s NLTD ratio is reasonable. The bank’s 16-quarter NLTD ratio at 60.8 percent is comparable to two of the similarly situated banks and below the other two.

Table 6

Comparative NLTD Ratios March 31, 2018 – December 31, 2021			
Institution	Location	Asset Size \$(000)	NLTD Ratio (%)
			16 Quarter Average
Southwest Bank of Weatherford	Weatherford, Oklahoma	86,805	60.8
Similarly Situated Institutions			
Washita State Bank	Burns Flats, Oklahoma	47,817	67.2
First National Bank & Trust	Elk City, Oklahoma	317,948	60.2
Bank of Hydro	Hydro, Oklahoma	140,452	102.1
The Farmers Bank	Carnegie, Oklahoma	78,490	83.3

Assessment Area Concentration

This performance criterion evaluates the percentage of lending extended inside and outside of the AA. The bank originated a majority of loans, by number, inside the AA, but a majority of loans by dollar, outside the AA. A majority of the small business loans were originated outside of the AA by both number and dollar. When evaluating this product further, it was determined that 53.2 percent of the loans were originated at the bank’s LPO office in Canadian County. Additionally, 5 of the 47 loans originated outside were over \$500,000 and comprised nearly 43.0 percent of the total dollar amount outside of the AA. A majority of the small farm loans were originated inside the AA by both dollar and number.

Table 7

Lending Inside and Outside the Assessment Area								
Loan Type	Inside				Outside			
	#	#%	\$(000)	%	#	#%	\$(000)	%
Small Business	41	46.6	879	11.1	47	53.4	7,067	88.9
Small Farm	65	62.5	1,993	62.6	39	37.5	1,191	37.4
Total Loans	106	55.2	2,872	25.8	86	44.8	8,259	74.2

Note: Percentages may not total 100.0 percent due to rounding.

Geographic Distribution of Loans

This performance criterion evaluates the bank’s distribution of lending within its AA by income level of census tracts with consideration given to the dispersion of loans throughout the AA. The bank’s geographic distribution of loans reflects reasonable distribution among the different census tracts and dispersion throughout the AA.

Small Business Lending

The geographic distribution of small business lending is reasonable. The percentage of small business loans originated in moderate-income tracts was comparable to the demographic figure, which represents the percentage of businesses in the AA’s moderate-income census tracts. Loan dispersion in the AA was also evaluated, and no gaps were identified.

Table 8

Distribution of 2021 Small Business Lending By Income Level of Geography					
Assessment Area: Custer County					
Geographic Income Level	Bank Loans				Total Businesses %
	#	#%	\$(000)	%	
Low	0	0.0	0	0.0	0.0
Moderate	12	29.3	319	36.3	35.1
Middle	21	51.2	258	29.4	11.3
Upper	8	19.5	303	34.5	53.6
Unknown	0	0.0	0	0.0	0.0
Tract-Unk	0	0.0	0	0.0	
Total	41	100.0	879	100.0	100.0
<i>Source: 2021 FFIEC Census Data 2021 Dun & Bradstreet Data 2011-2015 U.S. Census Bureau: American Community Survey</i>					
<i>Note: Percentages may not total 100.0 percent due to rounding.</i>					

Small Farm Lending

The geographic distribution of small farm lending is reasonable. The percentage of small farm loans originated in moderate-income tracts was comparable to the demographic figure, which represents the percentage of farms in the AA’s moderate-income census tracts. No gaps were identified when evaluating the dispersion of loans.

Table 9

Distribution of 2021 Small Farm Lending By Income Level of Geography					
Assessment Area: Custer County					
Geographic Income Level	Bank Loans				Total Farms %
	#	#%	\$(000)	\$%	
Low	0	0.0	0	0.0	0.0
Moderate	11	16.9	650	32.6	20.0
Middle	31	47.7	378	19.0	44.5
Upper	23	35.4	965	48.4	35.5
Unknown	0	0.0	0	0.0	0.0
Tract-Unk	0	0.0	0	0.0	
Total	65	100.0	1,993	100.0	100.0

Source: 2021 FFIEC Census Data
2021 Dun & Bradstreet Data
2011-2015 U.S. Census Bureau: American Community Survey

Note: Percentages may not total 100.0 percent due to rounding.

Lending to Businesses and Farms of Different Sizes

This performance criterion evaluates the bank’s lending to businesses and farms of different revenue sizes. The bank’s lending has an excellent distribution among businesses and farms of different sizes.

Small Business Lending

The borrower distribution of small business lending is excellent. The bank’s lending to businesses with gross annual revenue of \$1 million or less is comparable to the demographic figure. Furthermore, when evaluating the bank’s small business lending by loan amount, all of the bank’s loans were originated in amounts of \$250,000 or less, which reflects the bank’s willingness to meet the credit needs of small businesses in the AA. Although the bank is not a CRA reporter, a review of aggregate lending from 2018, 2019, and 2020 submitted by CRA reporters in the area noted an aggregate lending distribution of 35.3 percent of loans by number and 31.5 percent by dollar to small businesses. This data was utilized to understand the credit demand by size of businesses in the AA, which further supports the bank’s excellent small business lending performance.

Table 10

Distribution of 2021 Small Business Lending By Revenue Size of Businesses					
Assessment Area: Custer County					
	Bank Loans				Total Businesses
	#	#%	\$(000)	%	
By Revenue					
\$1 Million or Less	40	97.6	842	95.8	90.0
Over \$1 Million	0	0.0	0	0.0	8.6
Revenue Unknown	1	2.4	37	4.2	1.4
Total	41	100.0	879	100.0	100.0
By Loan Size					
\$100,000 or Less	39	95.1	497	56.5	
\$100,001 - \$250,000	2	4.9	382	43.5	
\$250,001 - \$1 Million	0	0.0	0	0.0	
Total	41	100.0	879	100.0	
By Loan Size and Revenues \$1 Million or Less					
\$100,000 or Less	38	95.0	460	54.6	
\$100,001 - \$250,000	2	5.0	382	45.4	
\$250,001 - \$1 Million	0	0.0	0	0.0	
Total	40	100.0	842	100.0	
<i>Source: 2021 FFIEC Census Data 2021 Dun & Bradstreet Data 2011-2015 U.S. Census Bureau: American Community Survey</i>					
<i>Note: Percentages may not total 100.0 percent due to rounding.</i>					

Small Farm Lending

The borrower distribution of small farm lending is reasonable. The bank’s lending to farms with gross annual revenues of \$1 million or less is comparable to the demographic figure.

Table 11

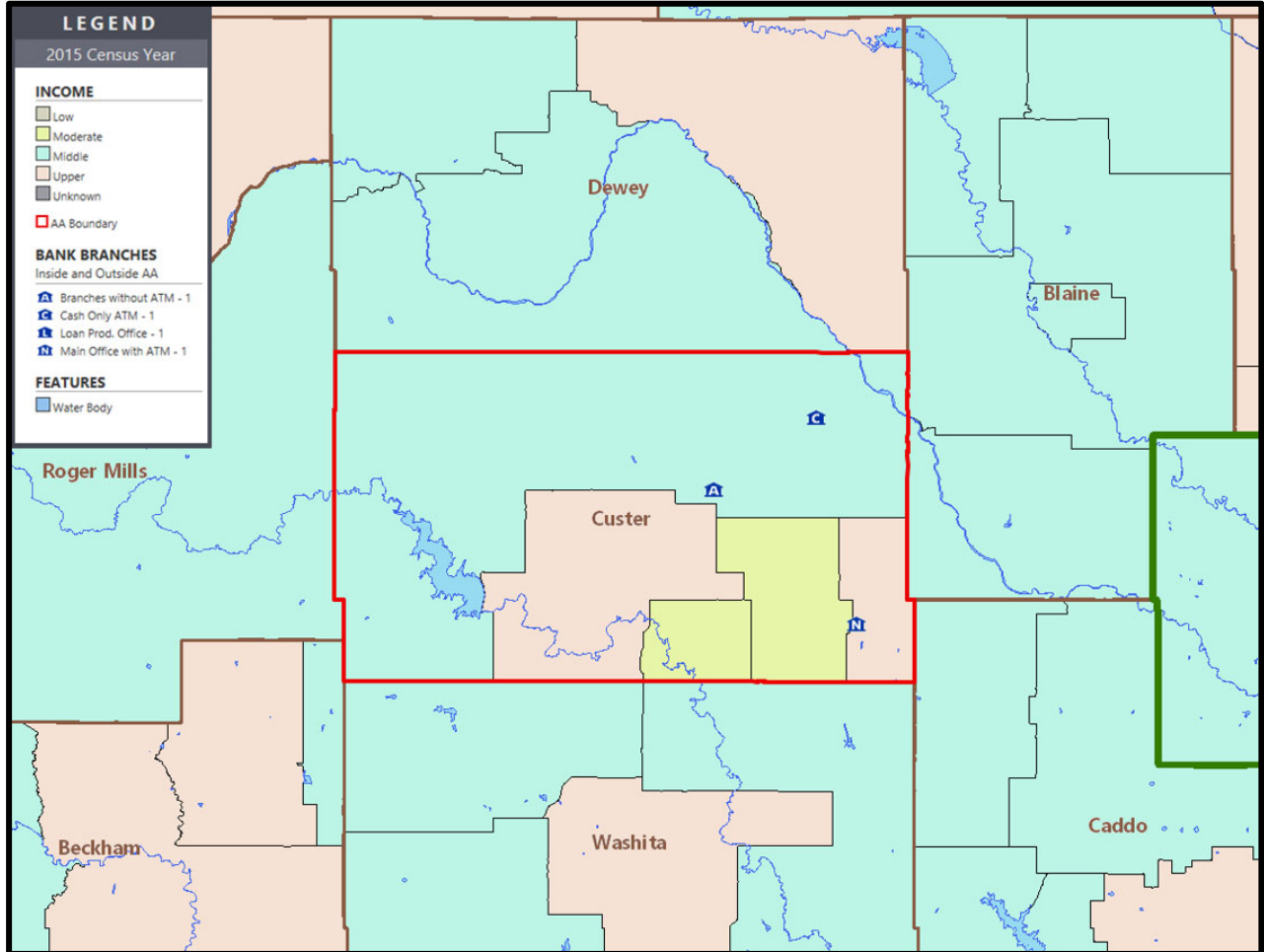
Distribution of 2021 Small Farm Lending By Revenue Size of Farms					
Assessment Area: Custer County					
	Bank Loans				Total Farms
	#	#%	\$(000)	\$%	%
By Revenue					
\$1 Million or Less	64	98.5	1,625	81.5	96.4
Over \$1 Million	1	1.5	368	18.5	3.6
Revenue Unknown	0	0.0	0	0.0	0.0
Total	65	100.0	1,993	100.0	100.0
By Loan Size					
\$100,000 or Less	61	93.8	998	50.1	
\$100,001 - \$250,000	2	3.1	292	14.7	
\$250,001 - \$500,000	2	3.1	703	35.3	
Total	65	100.0	1,993	100.0	
By Loan Size and Revenues \$1 Million or Less					
\$100,000 or Less	61	95.3	998	61.4	
\$100,001 - \$250,000	2	3.1	292	18.0	
\$250,001 - \$500,000	1	1.6	335	20.6	
Total	64	100.0	1,625	100.0	
<i>Source: 2021 FFIEC Census Data 2021 Dun & Bradstreet Data 2011-2015 U.S. Census Bureau: American Community Survey</i>					
<i>Note: Percentages may not total 100.0 percent due to rounding.</i>					

FAIR LENDING OR OTHER ILLEGAL CREDIT PRACTICES REVIEW

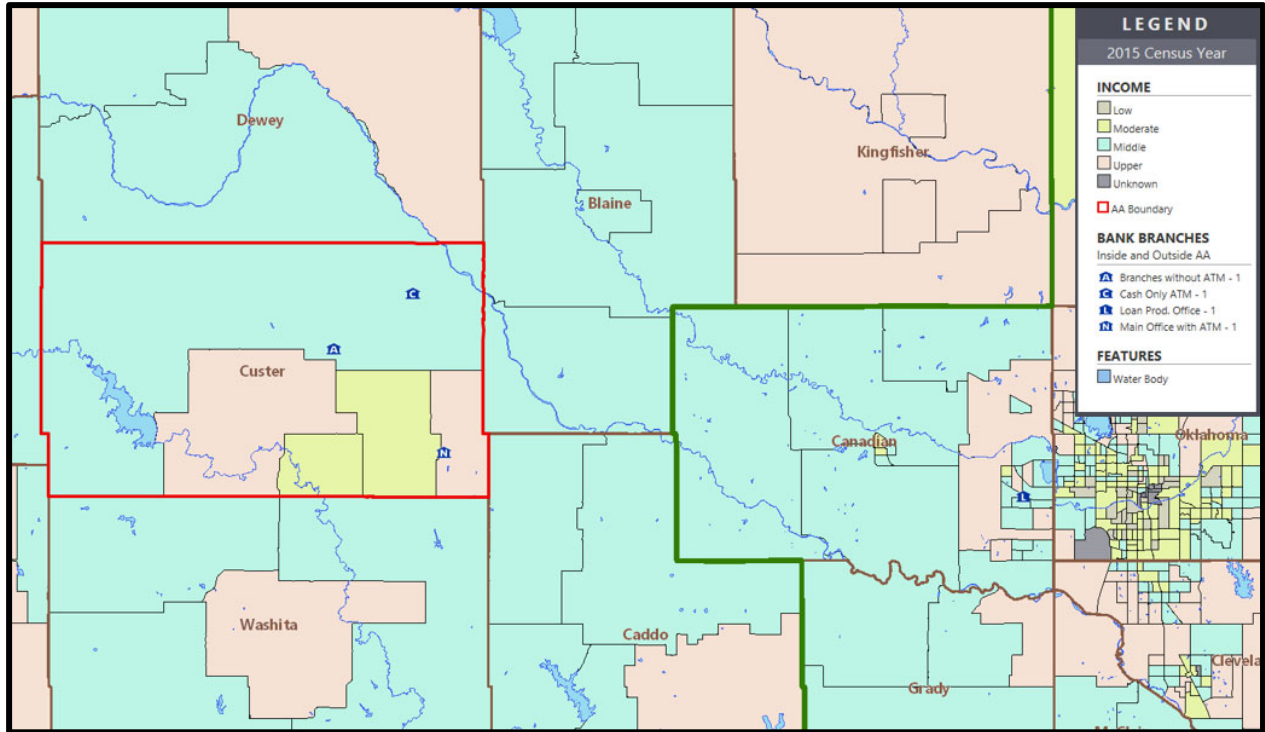
Compliance with the substantive provisions of antidiscrimination and other consumer protection laws and regulations, including the Equal Credit Opportunity Act and the Fair Housing Act, was considered as part of this CRA evaluation. No evidence of a pattern or practice of discrimination on a prohibited basis or of other illegal credit practices inconsistent with helping to meet community credit needs was identified.

APPENDIX A – MAP OF THE ASSESSMENT AREA

Custer County AA



Custer County with Oklahoma City MSA



**APPENDIX B – DEMOGRAPHIC INFORMATION
Table B-1**

2021 Custer County AA Demographics								
Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income	
	#	%	#	%	#	%	#	%
Low	0	0.0	0	0.0	0	0.0	1,340	18.8
Moderate	2	40.0	1,885	26.4	406	21.5	1,176	16.5
Middle	1	20.0	1,009	14.2	143	14.2	1,458	20.4
Upper	2	40.0	4,236	59.4	342	8.1	3,156	44.3
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
Total AA	5	100.0	7,130	100.0	891	12.5	7,130	100.0
	Housing Units by Tract	Housing Type by Tract						
		Owner-occupied			Rental		Vacant	
		#	% by tract	% by unit	#	% by unit	#	% by unit
Low	0	0	0.0	0.0	0	0.0	0	0.0
Moderate	4,048	1,367	22.1	33.8	1,890	46.7	791	19.5
Middle	1,750	1,057	17.1	60.4	276	15.8	417	23.8
Upper	6,571	3,765	60.8	57.3	2,009	30.6	797	12.1
Unknown	0	0	0.0	0.0	0	0.0	0	0.0
Total AA	12,369	6,189	100.0	50.0	4,175	33.8	2,005	16.2
	Total Businesses by Tract	Businesses by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low	0	0.0	0	0.0	0	0.0	0	0.0
Moderate	473	35.1	419	34.6	48	41.4	6	31.6
Middle	152	11.3	136	11.2	12	10.3	4	21.1
Upper	722	53.6	657	54.2	56	48.3	9	47.4
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
Total AA	1,347	100.0	1,212	100.0	116	100.0	19	100.0
Percentage of Total Businesses:				90.0		8.6		1.4
	Total Farms by Tract	Farms by Tract & Revenue Size						
		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported		
		#	%	#	%	#	%	
Low	0	0.0	0	0.0	0	0.0	0	0.0
Moderate	22	20.0	19	17.9	3	75.0	0	0.0
Middle	49	44.5	49	46.2	0	0.0	0	0.0
Upper	39	35.5	38	35.8	1	25.0	0	0.0
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
Total AA	110	100.0	106	100.0	4	100.0	0	0.0
Percentage of Total Farms:				96.4		3.6		0.0
<i>Source: 2021 FFIEC Census Data 2021 Dun & Bradstreet Data 2011-2015 U.S. Census Bureau: American Community Survey</i>								
<i>Note: Percentages may not total 100.0 percent due to rounding.</i>								

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 metropolitan statistical areas. 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: Affordable housing (including multifamily rental housing) for low- or moderate-income individuals; community services targeted to low- or moderate-income individuals; activities that promote economic development by financing businesses or farms that meet 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, designated disaster areas; or designated distressed or underserved nonmetropolitan middle-income geographies.

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

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

Full-scope review: Performance 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 metropolitan statistical area to file annual summary reports of their mortgage lending activity. The reports include such data as the race, gender, and the income of 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 multifamily (five or more families) dwelling loans, loans for the purchase of manufactured homes and refinancing 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 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 metropolitan statistical area (MSA) or a metropolitan division (MD) as defined by the Office of Management and Budget. A 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. A MD is a division of a MSA based on specific criteria including commuting patterns. Only a 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.

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

Nonmetropolitan area (NonMSA): Any area that is not located within an MSA.

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 metropolitan area. For an institution with domestic branches in only one state, the institution's CRA rating would be the state rating. If an institution maintains domestic branches in more than one state, the institution will receive a rating for each state in which those branches are located. If an institution maintains domestic branches in two or more states within a multistate metropolitan area, the institution will receive a rating for the multistate metropolitan area. For these institutions, no state ratings will be received unless the bank also maintains deposit facilities outside of the multistate metropolitan area. CRA activity is captured in either a state rating or a multistate metropolitan area rating, but not both.

Small loan(s) to business(es): A loan included in 'loans to small businesses' as defined in the Consolidated Report of Condition and Income (Call Report) instructions. These loans have original amounts of \$1 million or less and typically are either secured by nonfarm or nonresidential real estate or are classified as commercial and industrial loans. 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 Consolidated Reports of Condition and Income (Call Report) instructions. 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 more than 120 percent of the area median income, or a median family income that is more than 120 percent, in the case of a geography.