



## **PUBLIC DISCLOSURE**

OCTOBER 26, 2020

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

**THE COLORADO BANK AND TRUST COMPANY OF LA JUNTA  
RSSD# 285151**

**301 COLORADO AVENUE  
LA JUNTA, COLORADO 81050**

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

**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 this institution does not represent an analysis, conclusion or opinion of the federal financial supervisory agency concerning the safety and soundness of this financial institution.

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<b>TABLE 2 COMPARATIVE NLTD RATIOS</b>			
<b>Institution</b>	<b>Location</b>	<b>Asset Size (\$000s)</b>	<b>NLTD Ratio (%)</b>
			<b>18-Quarter Average</b>
The Colorado Bank & Trust Company of La Junta	La Junta, CO	175,132	56.9
Rocky Mountain Bank & Trust Company	Florence, CO	84,606	66.2
Park State Bank & Trust	Woodland Park, CO	118,269	65.9
Farmers State Bank of Calhan	Calhan, CO	317,506	63.0
Integrity Bank & Trust	Monument, CO	257,052	75.4

**Assessment Area Concentration**

This performance criterion evaluates the percentage of lending extended inside and outside of the AAs. A majority of the bank’s loans, by number and dollar, are originated inside the AAs.

<b>TABLE 3 LENDING INSIDE AND OUTSIDE THE AAs</b>								
<b>Loan Type</b>	<b>Inside</b>				<b>Outside</b>			
	<b>#</b>	<b>\$(000)</b>	<b>#%</b>	<b>\$%</b>	<b>#</b>	<b>\$(000)</b>	<b>#%</b>	<b>\$%</b>
<b>Home Mortgage Loans</b>	60	5,367	82.2	66.5	13	2,700	17.8	33.5
<b>Motor Vehicle Secured Loans</b>	46	790	73.0	70.1	17	337	27.0	29.9
<b>Small Business Loans</b>	78	5,758	70.3	77.6	33	1,662	29.7	22.4
<b>Total Loans</b>	184	11,915	74.5	71.7	63	4,700	25.5	28.3

*Note: Percentages may not add to 100.0 percent due to rounding.*

**Geographic Distribution of Loans**

This performance criterion evaluates the bank’s distribution of lending within its AAs by income level of census tracts. The bank’s overall geographic distribution reflects reasonable distribution and dispersion throughout the AAs.

**Lending to Borrowers of Different Income Levels and to Businesses of Different Sizes**

This performance criterion evaluates the bank’s lending to borrowers of different income levels and businesses of different revenue sizes. The bank’s lending has an overall reasonable penetration among individuals of different income levels and businesses of different sizes.



**PUEBLO, COLORADO METROPOLITAN STATISTICAL AREA ASSESSMENT AREA**  
**METROPOLITAN AREA**  
(Full Scope Review)

**DESCRIPTION OF THE INSTITUTION'S OPERATIONS IN THE PUEBLO, COLORADO MSA AA**

The bank's AA is comprised of the Pueblo, Colorado MSA, which includes Pueblo County in its entirety (see Appendix A for an AA map).

- The Pueblo, Colorado MSA AA consists of 3 low-, 16 moderate-, 18 middle-, 15 upper- and 3 unknown-income census tracts. Although the number of census tracts remains the same at 55, at the prior evaluation, the AA consisted of 4-low, 16 moderate-, 17 middle-, 15 upper-, and 3 unknown-income census tracts.
- The bank's sole branch in the AA is located in a middle-income census tract.
- Based on the June 30, 2019 FDIC Deposit Market Share Report, the bank's AA market share, at 3.5 percent, ranks 9th of 14 FDIC-insured institutions operating from a total of 41 offices within the AA.
- One interview with a member of the community within the bank's AA was conducted, and one previously conducted interview as part of the CRA evaluation of another institution was used to ascertain the credit needs of the community, the responsiveness of area banks in meeting those credit needs, and the local economic conditions. The community members included a representative from a housing authority organization and a representative from a government agency.

<b>TABLE 4 POPULATION CHANGE</b>			
<b>Area</b>	<b>2010 Population</b>	<b>2015 Population</b>	<b>Percent Change</b>
Pueblo, CO MSA	159,063	161,519	1.5
State of Colorado	5,029,196	5,278,906	5.0

*Source: 2010 U.S. Census Bureau Decennial Census  
2011-2015 U.S. Census Bureau: American Community Survey*

- The AA has a somewhat older population, with 16.5 percent of individuals being 65 and older, compared to only 12.2 percent of the statewide population.

<b>TABLE 5 MEDIAN FAMILY INCOME CHANGE</b>			
<b>Area</b>	<b>2010 Median Family Income</b>	<b>2015 Median Family Income</b>	<b>Percent Change</b>
Pueblo, CO MSA	50,503	51,986	2.9
State of Colorado	70,046	74,826	6.8

*Source: 2006-2010 U.S. Census Bureau: American Community Survey  
2011-2015 U.S. Census Bureau: American Community Survey*

- According to 2015 American Community Survey (ACS) data, Pueblo County was comprised of 22.6 percent low- and 17.6 percent moderate-income families, which is comparable to the state of Colorado.
- In 2015, 15.1 percent of families in the AA were below the poverty level which is greater than the statewide poverty percentage at 8.5 percent. In addition, a significant portion of families living in low-, and moderate-income census tracts are living below the poverty level at 45.7 percent and 23.1 percent, respectively.
- In 2015, 18.5 percent of households in the AA were considered below the poverty level, and 19.2 percent of households in the AA had rent costs greater than 30.0 percent of their income.

<b>TABLE 6 HOUSING COSTS CHANGE</b>						
Area	Median Housing Value		Percent Change	Median Gross Rent		Percent Change
	2010	2015		2010	2015	
Pueblo, CO MSA	140,686	138,628	(1.5)	652	774	18.7
State of Colorado	236,600	247,800	4.7	852	1,002	17.6

Source: 2006-2010 U.S. Census Bureau: American Community Survey  
2011-2015 U.S. Census Bureau: American Community Survey

- Homes in the AA are older with a median age of housing stock at 48 years compared to the statewide median age of housing at 33 years. In addition, the median age of housing stock in the low-, and moderate-income census tracts is 61 years.
- Based on 2015 ACS data, the AA had 69,959 total housing units with 57.7 percent of those units being owner-occupied. In addition, 32.2 percent of the total housing units were rental units, and 10.1 percent of the total housing units were vacant.
- A community contact indicated the availability of local housing stock is low, and the condition is generally poor and older.

<b>TABLE 7 UNEMPLOYMENT RATES</b>					
Region	2015	2016	2017	2018	2019
Pueblo, CO MSA	5.7	4.9	4.4	4.9	3.6
State of Colorado	3.9	3.3	2.8	3.2	2.8

Source: Bureau of Labor Statistics: Local Area Unemployment Statistics

- A community contact indicated that there are organizations in the area that are focused on small business development. Two of these organizations offer financial support to small businesses; which includes the use of angel investors or incentive programs.
- Major employers in the AA include: Parkview Medical Center, St. Mary-Corwin Medical Center, Colorado State University-Pueblo, Pueblo Community College, and the La Vista and San Carlos Correctional Facilities.







**TABLE 10  
DISTRIBUTION OF 2019 MOTOR VEHICLE SECURED LENDING  
BY INCOME LEVEL OF GEOGRAPHY  
PUEBLO, COLORADO MSA AA**

Census Tract Income Level	Bank Loans				% of Households
	#	\$(000)	#%	\$%	
Low	0	0	0.0	0.0	5.6
Moderate	4	55	12.1	9.4	30.9
Middle	15	261	45.5	44.5	30.9
Upper	14	270	42.4	46.0	32.6
Unknown	0	0	0.0	0.0	0.0
Not Reported	0	0	0.0	0.0	0.0

Source: 2019 FFIEC Census Data  
2011-2015 U.S. Census Bureau: American Community Survey  
NOTE: Percentages may not add up to 100.0 due to rounding.

### Lending to Borrowers of Different Income Levels and to Businesses of Different Sizes

The bank’s lending has a reasonable penetration among individuals of different income levels and businesses of different sizes.

#### Home Mortgage Lending

The borrower distribution of home mortgage lending is reasonable. As noted in Table 11, lending to low-income borrowers was above aggregate lending data and below the percentage of low-income families in the AA. Lending to moderate-income borrowers was below both aggregate lending data and the demographic figure. The bank’s distribution of home mortgage lending in 2018 reflected weaker performance to low-income borrowers, and stronger performance to moderate-income borrowers which has contributed to the overall reasonable assessment of home mortgage lending.

A significant portion of the bank’s home mortgage loans reflect unknown income levels which impacts the overall percentages. These loans to borrowers with unknown income are for investment purposes and originated by entities other than a natural person. Additionally, the bank’s opportunity to originate home mortgage loans to LMI borrowers may be impacted by the advanced age of the housing stock in the AA. This presents challenges for many low- and moderate-income borrowers who do not have the available capital required to fix or repair these homes. A community member stated, the availability of local housing stock is low, and the condition is generally poor and older.

**TABLE 11  
DISTRIBUTION OF 2019 HOME MORTGAGE LENDING  
BY BORROWER INCOME LEVEL  
PUEBLO, COLORADO MSA AA**

Borrower Income Level	Bank Loans				Aggregate HMDA Data		Families by Family Income %
	#	\$(000)	#%	\$%	#%	\$%	
<b>Low</b>	2	78	13.3	3.8	8.3	4.5	22.6
<b>Moderate</b>	1	115	6.7	5.6	21.2	16.6	17.6
<b>Middle</b>	1	25	6.7	1.2	22.1	21.7	18.7
<b>Upper</b>	5	730	33.3	35.7	30.1	35.2	41.1
<b>Unknown</b>	6	1,097	40.0	53.6	18.2	22.0	0.0

Source: 2019 FFIEC Census Data  
2011-2015 U.S. Census Bureau: American Community Survey  
NOTE: Percentages may not add up to 100.0 due to rounding.

### Small Business Lending

The borrower distribution of small business lending is reasonable. As noted in Table 12, the bank’s lending to small businesses is below the percentage of small businesses in the AA. Given the significant volume of small business loans without revenue size, the analysis of loans utilized the loan amount as a proxy for estimating the revenue size of the business. Typically, smaller entities do not have the need or capacity to borrow large amounts. As such, greater weight was given to the bank’s lending by number volume due to the substantial number of small dollar loans.

Analysis of the 26 loans without revenue information indicated that 24 of the 26 loans are in amounts of \$50,000 or less, and all 26 loans were under \$100,000. Using the loan amount as a proxy for estimating the revenue size of businesses, the bank’s lending to businesses with \$1MM or less in gross annual revenues is 85.1 percent by number and 51.8 percent by dollar.

Lastly, a community member identified nonprofit organizations in the area that are providing financing to small businesses such as the Colorado Enterprise Fund and the Colorado Lending Source. Loans and microloans from the nonprofits may be desirable to small businesses that do not meet the credit requirements of area financial institutions.

**TABLE 12  
DISTRIBUTION OF 2019 SMALL BUSINESS LENDING  
BY REVENUE SIZE OF BUSINESSES  
PUEBLO, COLORADO MSA AA**

	Bank Loans				Total Businesses
	#	\$(000)	#%	\$%	%
<b>By Revenue</b>					
\$1 Million or Less	31	2,241	46.3	42.9	93.6
Over \$1 Million	10	2,520	14.9	48.2	5.9
Not Known	26	466	38.8	8.9	.5
<b>Total</b>	<b>67</b>	<b>5,227</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
<b>By Loan Size</b>					
\$100,000 or less	56	1,347	83.6	25.8	
\$100,001 – \$250,000	4	596	6.0	11.4	
\$250,001 – \$1 Million	7	3,284	10.4	62.8	
<b>Total</b>	<b>67</b>	<b>5,227</b>	<b>100.0</b>	<b>100.0</b>	
<b>By Loan Size and Revenue \$1 Million or Less</b>					
\$100,000 or less	27	718	87.1	32.0	
\$100,001 – \$250,000	1	140	3.2	6.2	
\$250,001 – \$1 Million	3	1,383	9.7	61.7	
<b>Total</b>	<b>31</b>	<b>2,241</b>	<b>100.0</b>	<b>100.0</b>	
<i>Source: 2019 FFIEC Census Data 2019 Dun &amp; Bradstreet Data 2011-2015 U.S. Census Bureau: American Community Survey NOTE: Percentages may not add up to 100.0 due to rounding.</i>					

Motor Vehicle Secured Lending

The borrower distribution of motor vehicle secured lending is reasonable. As noted in Table 13, the bank’s lending to low-income borrowers is below the percentage of low-income households in the AA; while the bank’s lending to moderate-income borrowers was comparable to the demographic figure.

The bank’s ability to originate loans to LMI borrowers may be reduced due to the high percentage of households within the AA that are living below the poverty level and households receiving public assistance.

**TABLE 13**  
**DISTRIBUTION OF 2019 MOTOR VEHICLE SECURED LENDING**  
**BY BORROWER INCOME LEVEL**  
**PUEBLO, COLORADO MSA AA**

Borrower Income Level	Bank Loans				% of Households
	#	\$(000)	#%	\$%	
<b>Low</b>	3	43	9.1	7.4	24.1
<b>Moderate</b>	7	109	21.2	18.6	16.3
<b>Middle</b>	4	68	12.1	11.6	16.9
<b>Upper</b>	7	189	21.2	32.3	42.7
<b>Unknown</b>	12	177	36.4	30.1	0.0

Source: 2019 FFIEC Census Data  
 2011-2015 U.S. Census Bureau: American Community Survey  
 NOTE: Percentages may not add up to 100.0 due to rounding.

**OTERO COUNTY ASSESSMENT AREA  
NONMETROPOLITAN AREA  
(Full Scope Review)**

**DESCRIPTION OF THE INSTITUTION'S OPERATIONS IN THE OTERO COUNTY AA**

The bank's AA is comprised of Otero County in its entirety (see Appendix A for an AA map).

- The Otero County AA consists of one low-, four moderate-, and two middle-income census tracts which remains unchanged since the prior evaluation.
- Based on the June 30, 2019 FDIC Deposit Market Share Report, the bank's AA market share, at 15.4 percent, ranks 3rd of 7 FDIC-insured institutions operating from a total of 12 offices within the AA.
- The bank's sole branch in the market is located in a moderate-income census tract.
- Two interviews with members of the community within the bank's AA were conducted and used to augment the evaluation, to ascertain the credit needs of the community, the responsiveness of area banks in meeting those credit needs, and to obtain perspectives on local economic conditions. One community member was a representative of an economic development organization, and one was a representative of a government agency.

<b>TABLE 14 POPULATION CHANGE</b>			
<b>Area</b>	<b>2010 Population</b>	<b>2015 Population</b>	<b>Percent Change</b>
Otero County, CO	18,831	18,572	(1.4)
State of Colorado	5,029,196	5,278,906	5.0

*Source: 2010 U.S. Census Bureau Decennial Census  
2011-2015 U.S. Census Bureau: American Community Survey*

- The AA has an older population, with 18.7 percent of individuals being 65 and older, compared to only 12.2 percent of the statewide population.

<b>TABLE 15 MEDIAN FAMILY INCOME CHANGE</b>			
<b>Area</b>	<b>2010 Median Family Income</b>	<b>2015 Median Family Income</b>	<b>Percent Change</b>
Otero County, CO	41,269	42,088	2.0
State of Colorado	70,046	74,826	6.8

*Source: 2006-2010 U.S. Census Bureau: American Community Survey  
2011-2015 U.S. Census Bureau: American Community Survey*

- In 2015, Otero County was comprised of 38.1 percent low-, and 19.3 percent moderate-income households.
- In 2015, 24.0 percent of households in the AA were below the poverty level.

<b>TABLE 16 HOUSING COSTS CHANGE</b>						
<b>Area</b>	<b>Median Housing Value</b>		<b>Percent Change</b>	<b>Median Gross Rent</b>		<b>Percent Change</b>
	<b>2010</b>	<b>2015</b>		<b>2010</b>	<b>2015</b>	
Otero County, CO	93,800	91,900	(2.0)	560	655	17.0
State of Colorado	236,600	247,800	4.7	852	1,002	17.6

*Source: 2006-2010 U.S. Census Bureau: American Community Survey  
2011-2015 U.S. Census Bureau: American Community Survey*

- A majority of renters at 52.8 percent have rent costs that are greater than 30.0 percent of their income. Of the renters with rent costs greater than 30.0 percent of their income, the largest percentage at 71.2 percent are living in moderate-income census tracts.

<b>TABLE 17 UNEMPLOYMENT RATES</b>					
<b>Region</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>
Otero County, CO	5.8	4.8	4.0	5.0	3.3
State of Colorado	3.9	3.3	2.8	3.2	2.8

*Source: Bureau of Labor Statistics: Local Area Unemployment Statistics*

- A community member identified that the small business lending market is largely saturated. Most small businesses have been present in the area for a while and have existing long-term relationships with their financial institutions.
- Major employers in the AA include: Arkansas Valley Medical Center, Lewis Bolt & Nut Company, DeBourgh Manufacturing Company - All American Steel Lockers, and Walmart.

**CONCLUSIONS WITH RESPECT TO PERFORMANCE CRITERIA IN THE OTERO COUNTY AA**

**Geographic Distribution of Loans**

The bank’s geographic distribution of loans reflects reasonable dispersion among the different census tracts within the AA.

Small Business Lending

The geographic distribution of small business lending is reasonable. As noted in Table 18, the bank’s lending in low-income census tracts was above the percentage of AA businesses in low-





**TABLE 19  
 DISTRIBUTION OF 2019 MOTOR VEHICLE SECURED LENDING  
 BY INCOME LEVEL OF GEOGRAPHY  
 OTERO COUNTY AA**

Census Tract Income Level	Bank Loans				% of Households
	#	\$(000)	#%	\$%	
<b>Low</b>	2	16	15.4	7.8	14.5
<b>Moderate</b>	10	148	76.9	72.5	60.9
<b>Middle</b>	1	40	7.7	19.6	24.6
<b>Upper</b>	0	0	0.0	0.0	0.0
<b>Unknown</b>	0	0	0.0	0.0	0.0
<b>Not Reported</b>	0	0	0.0	0.0	0.0

Source: 2019 FFIEC Census Data  
 2011-2015 U.S. Census Bureau: American Community Survey  
 NOTE: Percentages may not add up to 100.0 due to rounding.

**Lending to Borrowers of Different Income Levels and to Businesses of Different Sizes**

The bank’s lending has a reasonable penetration among individuals of different income levels and businesses of different sizes.

Small Business Lending

The borrower distribution of small business lending is reasonable. As noted in Table 20, the bank’s performance was below the percentage of businesses with revenues of \$1MM or less.

However, when reviewing business loans by loan size, 100.0 percent of the bank’s loans were originated in loan amounts of \$250,000 or less. This indicates the bank’s willingness to loan to small businesses. Typically, smaller businesses do not have the need or capacity to borrow large amounts, and as such, smaller loan amounts are used as a proxy to estimate the bank’s support of smaller businesses.

As mentioned previously, a community member identified that the small business lending market is largely saturated. Additionally, there are several organizations in the area that help provide small business loans within the community.

TABLE 20 DISTRIBUTION OF 2019 SMALL BUSINESS LENDING BY REVENUE SIZE OF BUSINESSES OTERO COUNTY AA					
	Bank Loans				Total Businesses
	#	\$(000)	#%	\$%	%
<b>By Revenue</b>					
\$1 Million or Less	7	468	63.6	88.1	89.9
Over \$1 Million	1	44	9.1	8.2	7.4
Not Known	3	19	27.3	3.6	2.7
<b>Total</b>	<b>11</b>	<b>531</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
<b>By Loan Size</b>					
\$100,000 or less	9	249	81.8	46.8	
\$100,001 – \$250,000	2	283	18.2	53.2	
\$250,001 – \$1 Million	0	0	0.0	0.0	
<b>Total</b>	<b>11</b>	<b>531</b>	<b>100.0</b>	<b>100.0</b>	
<b>By Loan Size and Revenue \$1 Million or Less</b>					
\$100,000 or less	5	186	71.4	39.7	
\$100,001 – \$250,000	2	283	28.6	60.3	
\$250,001 – \$1 Million	0	0	0.0	0.0	
<b>Total</b>	<b>7</b>	<b>468</b>	<b>100.0</b>	<b>100.0</b>	
Source: 2019 FFIEC Census Data 2019 Dun & Bradstreet Data 2011-2015 U.S. Census Bureau: American Community Survey NOTE: Percentages may not add up to 100.0 due to rounding.					

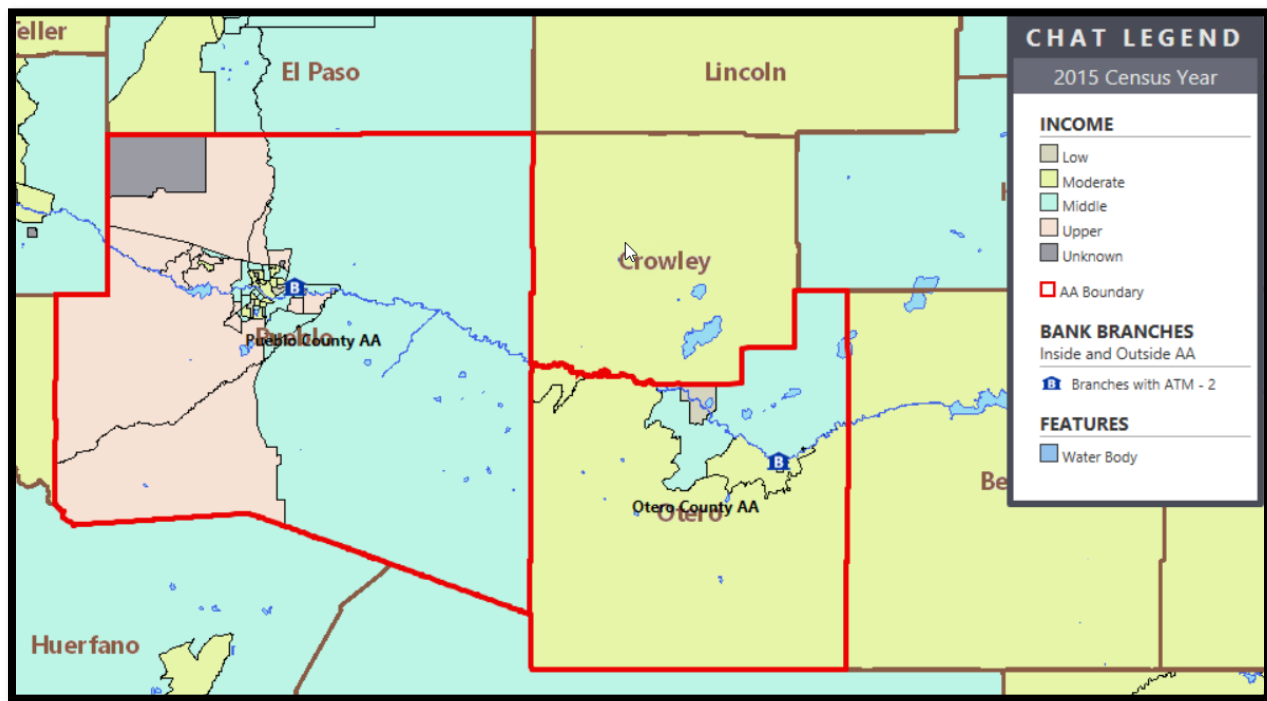
Motor Vehicle Secured Lending

The borrower distribution of motor vehicle secured lending is poor. As noted in Table 21, the bank’s lending to low-, and moderate-income borrowers is below the percentage of low-, and moderate-income households.

TABLE 21 DISTRIBUTION OF 2019 MOTOR VEHICLE SECURED LENDING BY BORROWER INCOME LEVEL OTERO COUNTY AA					
Borrower Income Level	Bank Loans				% of Households
	#	\$(000)	#%	\$%	
<b>Low</b>	2	24	15.4	11.6	38.1
<b>Moderate</b>	0	0	0.0	0.0	19.3
<b>Middle</b>	3	50	23.1	24.6	14.9
<b>Upper</b>	4	98	30.8	48.2	27.7
<b>Unknown</b>	4	32	30.8	15.6	0.0
Source: 2019 FFIEC Census Data 2011-2015 U.S. Census Bureau: American Community Survey NOTE: Percentages may not add up to 100.0 due to rounding.					

APPENDIX A – MAP OF THE ASSESSMENT AREAS

2019 Pueblo, Colorado MSA AA and the 2019 Otero County AA



APPENDIX B – DEMOGRAPHIC INFORMATION

TABLE B-1 2019 PUEBLO, COLORADO MSA AA DEMOGRAPHICS								
Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income	
	#	%	#	%	#	%	#	%
Low	3	5.5	1,876	4.6	858	45.7	9,187	22.6
Moderate	16	29.1	10,789	26.5	2,493	23.1	7,160	17.6
Middle	18	32.7	12,183	30.0	1,755	14.4	7,616	18.7
Upper	15	27.3	15,808	38.9	1,025	6.5	16,697	41.1
Unknown	3	5.5	4	0.0	4	100.0	0	0.0
<b>Total AA</b>	<b>55</b>	<b>100.0</b>	<b>40,660</b>	<b>100.0</b>	<b>6,135</b>	<b>15.1</b>	<b>40,660</b>	<b>100.0</b>
Housing Units by Tract	Housing Type by Tract							
	Owner-occupied				Rental		Vacant	
	#	% by tract	% by unit	#	% by unit	#	% by unit	
Low	3,961	1,418	3.5	35.8	2,084	52.6	459	11.6
Moderate	21,983	9,541	23.6	43.4	9,908	45.1	2,534	11.5
Middle	21,420	12,377	30.7	57.8	7,032	32.8	2,011	9.4
Upper	22,585	17,033	42.2	75.4	3,485	15.4	2,067	9.2
Unknown	10	0	0.0	0.0	10	100.0	0	0.0
<b>Total AA</b>	<b>69,959</b>	<b>40,369</b>	<b>100.0</b>	<b>57.7</b>	<b>22,519</b>	<b>32.2</b>	<b>7,071</b>	<b>10.1</b>
Total Businesses by Tract	Businesses by Tract & Revenue Size							
	Total Businesses by Tract		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported	
	#	%	#	%	#	%	#	%
Low	206	3.2	196	3.2	10	2.6	0	0.0
Moderate	1,824	28.3	1,688	27.9	125	32.6	11	33.3
Middle	1,935	30.0	1,800	29.8	125	32.6	10	30.3
Upper	2,464	38.2	2,333	38.6	119	31.1	12	36.4
Unknown	27	0.4	23	0.4	4	1.0	0	0.0
<b>Total AA</b>	<b>6,456</b>	<b>100.0</b>	<b>6,040</b>	<b>100.0</b>	<b>383</b>	<b>100.0</b>	<b>33</b>	<b>100.0</b>
<b>Percentage of Total Businesses:</b>				<b>93.6</b>		<b>5.9</b>		<b>0.5</b>
Total Farms by Tract	Farms by Tract & Revenue Size							
	Total Farms by Tract		Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported	
	#	%	#	%	#	%	#	%
Low	1	0.5	1	0.5	0	0.0	0	0.0
Moderate	10	5.1	10	5.2	0	0.0	0	0.0
Middle	89	45.4	86	44.8	3	75.0	0	0.0
Upper	95	48.5	94	49.0	1	25.0	0	0.0
Unknown	1	0.5	1	0.5	0	0.0	0	0.0
<b>Total AA</b>	<b>196</b>	<b>100.0</b>	<b>192</b>	<b>100.0</b>	<b>4</b>	<b>100.0</b>	<b>0</b>	<b>0.0</b>
<b>Percentage of Total Farms:</b>				<b>98.0</b>		<b>2.0</b>		<b>0.0</b>
Source: 2019 FFIEC Census Data 2019 Dun & Bradstreet Data 2011-2015 U.S. Census Bureau: American Community Survey NOTE: Percentages may not add up to 100.0 due to rounding.								

**TABLE B-2  
 2018 PUEBLO, COLORADO MSA AA DEMOGRAPHICS**

Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income	
	#	%	#	%	#	%	#	%
Low	3	5.5	1,876	4.6	858	45.7	9,187	22.6
Moderate	16	29.1	10,789	26.5	2,493	23.1	7,160	17.6
Middle	18	32.7	12,183	30.0	1,755	14.4	7,616	18.7
Upper	15	27.3	15,808	38.9	1,025	6.5	16,697	41.1
Unknown	3	5.5	4	0.0	4	100.0	0	0.0
<b>Total AA</b>	<b>55</b>	<b>100.0</b>	<b>40,660</b>	<b>100.0</b>	<b>6,135</b>	<b>15.1</b>	<b>40,660</b>	<b>100.0</b>
	Housing Units by Tract	Housing Type by Tract						
		Owner-occupied			Rental		Vacant	
		#	% by tract	% by unit	#	% by unit	#	% by unit
Low	3,961	1,418	3.5	35.8	2,084	52.6	459	11.6
Moderate	21,983	9,541	23.6	43.4	9,908	45.1	2,534	11.5
Middle	21,420	12,377	30.7	57.8	7,032	32.8	2,011	9.4
Upper	22,585	17,033	42.2	75.4	3,485	15.4	2,067	9.2
Unknown	10	0	0.0	0.0	10	100.0	0	0.0
<b>Total AA</b>	<b>69,959</b>	<b>40,369</b>	<b>100.0</b>	<b>57.7</b>	<b>22,519</b>	<b>32.2</b>	<b>7,071</b>	<b>10.1</b>
	Total Businesses by Tract		Businesses by Tract & Revenue Size					
			Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported	
			#	%	#	%	#	%
Low	228	3.2	218	3.3	10	2.5	0	0.0
Moderate	1,900	27.0	1,763	26.8	124	30.7	13	24.1
Middle	2,063	29.4	1,910	29.1	137	33.9	16	29.6
Upper	2,807	40.0	2,654	40.4	128	31.7	25	46.3
Unknown	28	0.4	23	0.4	5	1.2	0	0.0
<b>Total AA</b>	<b>7,026</b>	<b>100.0</b>	<b>6,568</b>	<b>100.0</b>	<b>404</b>	<b>100.0</b>	<b>54</b>	<b>100.0</b>
<b>Percentage of Total Businesses:</b>				<b>93.5</b>		<b>5.8</b>		<b>0.8</b>
	Total Farms by Tract		Farms by Tract & Revenue Size					
			Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported	
			#	%	#	%	#	%
Low	1	0.5	1	0.5	0	0.0	0	0.0
Moderate	12	6.3	12	6.4	0	0.0	0	0.0
Middle	90	47.4	87	46.5	3	100.0	0	0.0
Upper	86	45.3	86	46.0	0	0.0	0	0.0
Unknown	1	0.5	1	0.5	0	0.0	0	0.0
<b>Total AA</b>	<b>190</b>	<b>100.0</b>	<b>187</b>	<b>100.0</b>	<b>3</b>	<b>100.0</b>	<b>0</b>	<b>0.0</b>
<b>Percentage of Total Farms:</b>				<b>98.4</b>		<b>1.6</b>		<b>0.0</b>

Source: 2018 FFIEC Census Data  
 2018 Dun & Bradstreet Data  
 2011-2015 U.S. Census Bureau: American Community Survey  
 NOTE: Percentages may not add up to 100.0 due to rounding.

**TABLE B-3  
 2019 OTERO COUNTY AA DEMOGRAPHICS**

Income Categories	Tract Distribution		Families by Tract Income		Families < Poverty Level as % of Families by Tract		Families by Family Income	
	#	%	#	%	#	%	#	%
Low	1	14.3	692	13.7	219	31.6	1,702	33.7
Moderate	4	57.1	3,058	60.5	607	19.8	1,141	22.6
Middle	2	28.6	1,303	25.8	68	5.2	1,053	20.8
Upper	0	0.0	0	0.0	0	0.0	1,157	22.9
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
<b>Total AA</b>	<b>7</b>	<b>100.0</b>	<b>5,053</b>	<b>100.0</b>	<b>894</b>	<b>17.7</b>	<b>5,053</b>	<b>100.0</b>
	Housing Units by Tract	Housing Type by Tract						
		Owner-occupied			Rental		Vacant	
		#	% by tract	% by unit	#	% by unit	#	% by unit
Low	1,358	652	13.7	48	431	31.7	275	20.3
Moderate	5,537	2,698	56.8	48.7	1,838	33.2	1,001	18.1
Middle	2,025	1,403	29.5	69.3	432	21.3	190	9.4
Upper	0	0	0.0	0.0	0	0.0	0	0.0
Unknown	0	0	0.0	0.0	0	0.0	0	0.0
<b>Total AA</b>	<b>8,920</b>	<b>4,753</b>	<b>100.0</b>	<b>53.3</b>	<b>2,701</b>	<b>30.3</b>	<b>1,466</b>	<b>16.4</b>
	Total Businesses by Tract		Businesses by Tract & Revenue Size					
			Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported	
	#	%	#	%	#	%	#	%
Low	90	12.8	81	12.8	6	11.5	3	15.8
Moderate	459	65.4	410	65.0	36	69.2	13	68.4
Middle	153	21.8	140	22.2	10	19.2	3	15.8
Upper	0	0.0	0	0.0	0	0.0	0	0.0
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
<b>Total AA</b>	<b>702</b>	<b>100.0</b>	<b>631</b>	<b>100.0</b>	<b>52</b>	<b>100.0</b>	<b>19</b>	<b>100.0</b>
<b>Percentage of Total Businesses:</b>			<b>89.9</b>		<b>7.4</b>		<b>2.7</b>	
	Total Farms by Tract		Farms by Tract & Revenue Size					
			Less Than or = \$1 Million		Over \$1 Million		Revenue Not Reported	
	#	%	#	%	#	%	#	%
Low	2	2.9	2	3.0	0	0.0	0	0.0
Moderate	30	43.5	30	44.8	0	0.0	0	0.0
Middle	37	53.6	35	52.2	2	100.0	0	0.0
Upper	0	0.0	0	0.0	0	0.0	0	0.0
Unknown	0	0.0	0	0.0	0	0.0	0	0.0
<b>Total AA</b>	<b>69</b>	<b>100.0</b>	<b>67</b>	<b>100.0</b>	<b>2</b>	<b>100.0</b>	<b>0</b>	<b>0.0</b>
<b>Percentage of Total Farms:</b>			<b>97.1</b>		<b>2.9</b>		<b>0.0</b>	
Source: 2019 FFIEC Census Data 2019 Dun & Bradstreet Data 2011-2015 U.S. Census Bureau: American Community Survey NOTE: Percentages may not add up to 100.0 due to rounding.								

**TABLE B-4  
 DISTRIBUTION OF 2018 HOME MORTGAGE LENDING  
 BY INCOME LEVEL OF GEOGRAPHY  
 PUEBLO, COLORADO MSA AA**

Census Tract Income Level	Bank Loans				Aggregate HMDA Data		% of Owner- Occupied Units
	#	\$(000)	#%	\$%	#%	\$%	
<b>Low</b>	2	153	6.7	5.8	2.3	1.4	3.5
<b>Moderate</b>	13	802	43.3	30.4	21.9	15.7	23.6
<b>Middle</b>	9	970	30.0	36.7	25.5	21.4	30.7
<b>Upper</b>	6	715	20.0	27.1	50.3	61.5	42.2
<b>Unknown</b>	0	0	0.0	0.0	0.0	0.0	0.0
<b>Not Reported</b>	0	0	0.0	0.0	0.0	0.0	0.0

Source: 2018 FFIEC Census Data  
 2011-2015 U.S. Census Bureau: American Community Survey  
 NOTE: Percentages may not add up to 100.0 due to rounding.

**TABLE B-5  
 DISTRIBUTION OF 2018 HOME MORTGAGE LENDING  
 BY BORROWER INCOME LEVEL  
 PUEBLO, COLORADO MSA AA**

Borrower Income Level	Bank Loans				Aggregate HMDA Data		Families by Family Income %
	#	\$(000)	#%	\$%	#%	\$%	
<b>Low</b>	1	55	3.3	2.1	6.1	3.5	22.6
<b>Moderate</b>	6	440	20.0	16.7	16.5	12.2	17.6
<b>Middle</b>	5	334	16.7	12.7	23.7	22.3	18.7
<b>Upper</b>	12	1,301	40.0	49.3	39.4	46.0	41.1
<b>Unknown</b>	6	510	20.0	19.3	14.3	16.0	0.0
<b>Not Reported</b>	1	55	3.3	2.1	6.1	3.5	22.6

Source: 2018 FFIEC Census Data  
 2011-2015 U.S. Census Bureau: American Community Survey  
 NOTE: Percentages may not add up to 100.0 due to rounding.



## 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, 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).

**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.



