

# **PUBLIC DISCLOSURE**

January 19, 2022

## **COMMUNITY REINVESTMENT ACT PERFORMANCE EVALUATION**

United Southern Bank  
Certificate Number: 15465

750 North Central Avenue  
Umatilla, Florida 32784

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

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

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

## TABLE OF CONTENTS

INSTITUTION RATING .....	1
DESCRIPTION OF INSTITUTION .....	2
DESCRIPTION OF ASSESSMENT AREAS.....	3
SCOPE OF EVALUATION.....	4
CONCLUSIONS ON PERFORMANCE CRITERIA.....	5
DISCRIMINATORY OR OTHER ILLEGAL CREDIT PRACTICES REVIEW.....	11
ORLANDO-KISSIMMEE-SANFORD, FL MSA ASSESSMENT AREA– Full-Scope Review.....	12
THE VILLAGES, FL MSA ASSESSMENT AREA– Limited-Scope Review .....	19
APPENDICES .....	22
INTERMEDIATE SMALL BANK PERFORMANCE CRITERIA.....	22
GLOSSARY .....	23

## INSTITUTION RATING

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

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

**The Lending Test is rated Satisfactory.**

- The loan-to-deposit ratio is reasonable given the institution's size, financial condition, and assessment areas' credit needs.
- The bank originated a majority of the loans reviewed within the assessment areas.
- The geographic distribution of loans reflects excellent dispersion throughout the assessment areas.
- The borrower profile distribution reflects, given the demographics of the assessment areas, reasonable penetration among businesses of different sizes and individuals of different income levels.
- The bank has not received any Community Reinvestment Act (CRA)-related complaints since the previous evaluation. Therefore, this factor did not affect the Lending Test rating.

**The Community Development Test is rated Satisfactory.**

The institution demonstrated an adequate responsiveness to the community development needs of its assessment areas. The institution met those needs through community development loans, qualified investments, and community development services. Examiners considered the institution's capacity and the need and availability of such opportunities for community development in the assessment areas.

## DESCRIPTION OF INSTITUTION

United Southern Bank is a full-service community bank headquartered in Umatilla, Lake County, FL. The institution is wholly owned by UniSouth, Inc., a one-bank holding company, located in Umatilla, Lake County, FL. United Southern Bank has no affiliates or subsidiaries. The bank received a Satisfactory rating at the previous FDIC CRA Performance Evaluation, dated February 25, 2019, based on Interagency Intermediate Small Institution Examination Procedures.

The institution operates 12 full-service and 3 limited-service offices in Lake and Sumter Counties in central Florida. United Southern Bank's main office along with 9 full- and 3 limited-service offices are located in Lake County, and 2 full-service offices are located in Sumter County. Additionally, United Southern Bank has a loan operations office near the main office and 2 remote automated teller machines (ATMs) in Leesburg, Lake County. In August 2019, United Southern Bank opened a full-service office in Wildwood, Sumter County that is located in a moderate-income census tract. Additionally, in September 2019, United Southern Bank opened a limited-service office in Mount Dora, Lake County, located in a middle-income census tract. No other offices have opened or closed since the previous evaluation.

United Southern Bank's primary business focus is commercial lending. Commercial credit products include real estate loans, lines of credit, term loans, accounts receivable, inventory, equipment, and unsecured loans. The bank also offers loans through the Small Business Administration's (SBA) Paycheck Protection Program (PPP). The bank originated 1,235 loans through the PPP totaling \$72.6 million in 2020 and 2021. The loans serve to retain jobs that would otherwise be lost due to business closures because of the COVID-19 national emergency.

Consumer residential loan products include mortgages, for home purchase, improvement, refinance, and construction; as well as mobile home, bridge, and home equity loans; and lines of credit. The bank assists consumers with obtaining long-term, fixed-rate residential mortgage loans, including Veterans Administration, Federal Housing Administration, and United States Department of Agriculture loans, through the secondary market. Consumer credit products offered include personal lines of credit, boat, recreational vehicle, automobile, deposit-secured, and unsecured loans.

Deposit products offered include business and personal checking and savings accounts, money market accounts, certificate of deposits, and individual retirement accounts. Alternative banking services include online banking, bill payment, telephone banking, and mobile banking services.



<b>Loan Portfolio Distribution as of 12/31/2021</b>		
<b>Loan Category</b>	<b>\$(000s)</b>	<b>%</b>
Construction, Land Development, and Other Land Loans	39,017	12.8
Secured by Farmland	3,406	1.1
Secured by 1-4 Family Residential Properties	94,854	31.1
Secured by Multifamily (5 or more) Residential Properties	5,900	1.9
Secured by Nonfarm Nonresidential Properties	140,703	46.2
<b>Total Real Estate Loans</b>	<b>283,880</b>	<b>93.1</b>
Commercial and Industrial Loans	15,562	5.1
Agricultural Production and Other Loans to Farmers	0	0.0
Consumer Loans	4,776	1.6
Obligations of State and Political Subdivisions in the U.S.	0	0.0
Other Loans	1,597	0.5
Lease Financing Receivable (net of unearned income)	0	0.0
Less: Unearned Income	(986)	(0.3)
<b>Total Loans</b>	<b>304,829</b>	<b>100.0</b>
<i>Source: Reports of Condition and Income</i>		

As shown in the above table, commercial real estate and commercial and industrial loans represent the largest portion of the loan portfolio at 51.3 percent, followed by 1-4 family residential properties at 31.1 percent. As of the December 31, 2021, Consolidated Reports of Condition and Income (Call Report), United Southern Bank had total assets of \$847.8 million, with loans totaling \$304.8 million, or 36.0 percent of total assets, and total deposits equaling \$779.8 million. Examiners did not identify any financial or legal impediments that affect the bank's ability to meet the assessment areas' credit needs.

## **DESCRIPTION OF ASSESSMENT AREAS**

The CRA requires financial institutions to define assessment areas within which its CRA performance will be evaluated. United Southern Bank has defined two assessment areas served by its offices. There has been no changes to the assessment areas since the last evaluation. The following table provides descriptions of the assessment areas. Please refer to the individual assessment areas for additional information.

<b>Description of Assessment Areas</b>			
<b>Assessment Area</b>	<b>Counties in Assessment Area</b>	<b># of CTs</b>	<b># of Full-Service Branches</b>
Orlando-Kissimmee-Sanford, FL MSA	Lake	56	10
The Villages, FL MSA	Sumter	19	2
<i>Source: Bank Records; and 2015 ACS Census Data</i>			

## SCOPE OF EVALUATION

### General Information

This evaluation covers the period from the previous evaluation, dated February 25, 2019, to the current evaluation dated January 19, 2022. Examiners used the Intermediate Small Institution CRA Examination Procedures to evaluate United Southern Bank’s CRA performance. As described in the Appendices, these procedures include two tests: Lending Test and Community Development Test.

Examiners evaluate a bank’s lending data, deposit activity, and number of branches to determine which assessment areas will receive the most weight in assigning the overall rating. For this evaluation, the Orlando-Kissimmee-Sanford, FL MSA assessment area contains the most loans and deposits as well as the largest branch network.

Consequently, for the overall conclusions, examiners gave the most weight to the bank’s Orlando-Kissimmee-Sanford, FL MSA assessment area followed by The Villages, FL assessment area. The Orlando-Kissimmee-Sanford, FL MSA assessment area received a full-scope review and The Villages, FL assessment area received a limited-scope review. The following table reflects the loans, deposits, and number of full-service branches for each assessment area.

<b>Assessment Area Breakdown of Loans, Deposits, and Branches</b>						
<b>Assessment Area</b>	<b>Loans</b>		<b>Deposits</b>		<b># of Full-Service Branches</b>	
	<b>\$(000s)</b>	<b>%</b>	<b>\$(000s)</b>	<b>%</b>	<b>#</b>	<b>%</b>
Orlando-Kissimmee-Sanford, FL MSA	52,256	95.9	677,733	95.8	10	83.3
The Villages, FL MSA	2,235	4.1	29,793	4.2	2	16.7
<b>Total</b>	<b>54,491</b>	<b>100.0</b>	<b>707,526</b>	<b>100.0</b>	<b>12</b>	<b>100.0</b>

*Source: Bank Records; and FDIC Summary of Deposits (06/30/21)*

### Activities Reviewed

The CRA regulation requires a review of lending performance with respect to small business, home mortgage, and small farm lending, if significant. Examiners determined the bank’s major product lines were small business and home mortgage loans. Examiners did not evaluate small farm loans because a limited number of small farm loans were originated. Based on volume, examiners gave the bank’s record of originating small business loans the most weight in drawing overall conclusions in the Lending Test.

United Southern Bank is not a CRA reporter and does not collect geographies or revenues for all of its small business loans, as defined in the Glossary. United Southern Bank originated a large number of PPP loans in 2020 and 2021, and examiners determined that the data was not representative of the entire evaluation period. In 2019, the bank originated 162 small business loans totaling \$31.3 million. In 2020, United Southern Bank originated 716 small business loans totaling \$64.4 million; and, in 2021, the institution originated 425 small business loans totaling \$47.0 million. For the Lending Test, examiners reviewed a sample of small business loans for 2019,

2020, and 2021. Examiners reviewed 51 small business loans totaling \$9.4 million in 2019, 67 small business loans totaling \$4.6 million in 2020, and 60 small business loans totaling \$5.1 million in 2021. As a non-reporter, aggregate small business lending data is not used for comparison purposes; therefore, examiners compared the bank's small business lending performance in each year to the respective 2019, 2020, and 2021 D&B business demographic data.

The bank is subject to the Home Mortgage Disclosure Act (HMDA). For the Lending Test, a review of all loans reported pursuant to HMDA for full years of 2019 and 2020 were evaluated for analysis purposes. United Southern Bank's 2021 HMDA data is not yet due or completed. Examiners reviewed 130 home mortgage loans totaling \$23.1 million in 2019, and 162 home mortgage loans totaling \$29.7 million in 2020. Examiners compared the bank's performance in each year to the respective aggregate 2019 and 2020 HMDA data. In addition, examiners compared the bank's home mortgage lending performance to applicable demographic data based on the 2015 American Community Survey (ACS) Census.

For the Lending Test, examiners reviewed the number and dollar volume of small business and home mortgage loans. While number and dollar volume of loans are presented, examiners emphasized performance by number of loans, because the number of loans is a better indicator of the number of individuals and businesses served. For small business loans, 2019, 2020, and 2021 lending performance was analyzed; however, only 2021 data is presented with anomalies in 2019 or 2020 discussed, as applicable. Similarly, for home mortgage loans, 2019 and 2020 lending performance was analyzed; however, only 2020 data is presented with anomalies in 2019 discussed, as applicable.

For the Community Development Test, examiners reviewed community development loans, qualified investments, and community development services provided by the bank since the previous evaluation dated February 25, 2019.

## **CONCLUSIONS ON PERFORMANCE CRITERIA**

### **LENDING TEST**

Overall, United Southern Bank demonstrated satisfactory performance under the Lending Test. This rating is supported by a reasonable loan-to-deposit ratio; a majority of the loans originated within the assessment areas; excellent geographic distribution of small business and home mortgage loans; and reasonable distribution of the loans to businesses of different sizes and to individuals of different income levels. Lastly, no CRA-related complaints were received since the previous evaluation.

#### **Loan-to-Deposit Ratio**

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

The net loan-to-deposit ratio for the previous 12 quarters averaged 56.0 percent. Since the previous evaluation, the bank's net loan-to-deposit ratio has ranged from a high of 64.2 percent on June 30, 2020 to a low of 37.9 percent on December 31, 2021. The net loan-to-deposit ratio has fluctuated, with a

declining trend noted from June 30, 2020 through December 31, 2021. This recent decline is generally due to a decrease in loans with an increase in deposits. The table below presents the average net loan-to-deposit ratio for United Southern Bank as well as for comparable institutions based on lending focus, asset size, and geographic location.

<b>Loan-to-Deposit Ratio Comparison</b>		
<b>Bank Name and Location</b>	<b>Total Assets as of 12/31/21 \$(000s)</b>	<b>Average Net Loan-to-Deposit Ratio (%)</b>
United Southern Bank, Umatilla, FL	847,789	56.0
Drummond Community Bank, Chiefland, FL	985,322	62.6
Citizens Bank & Trust, Frostproof, FL	1,214,010	61.4
<i>Source: Reports of Income and Condition 3/31/2019 through 12/31/2021</i>		

### **Assessment Area Concentration**

The bank originated a majority of loans by number, and dollar volume, within the assessment areas. Refer to the following table for details regarding lending inside and outside of the assessment areas.

<b>Lending Inside and Outside of the Assessment Areas</b>										
<b>Loan Category</b>	<b>Number of Loans</b>				<b>Total #</b>	<b>Dollar Amount of Loans \$(000s)</b>				<b>Total \$(000s)</b>
	<b>Inside</b>		<b>Outside</b>			<b>Inside</b>		<b>Outside</b>		
	<b>#</b>	<b>%</b>	<b>#</b>	<b>%</b>		<b>\$</b>	<b>%</b>	<b>\$</b>	<b>%</b>	
<b>Small Business</b>										
2019	43	84.3	8	15.7	51	7,318	77.9	2,076	22.1	9,394
2020	53	79.1	14	20.9	67	3,089	67.1	1,515	32.9	4,604
2021	45	75.0	15	25.0	60	3,553	69.4	1,567	30.6	5,120
<b>Subtotal</b>	<b>141</b>	<b>79.2</b>	<b>37</b>	<b>20.8</b>	<b>178</b>	<b>13,960</b>	<b>73.0</b>	<b>5,158</b>	<b>27.0</b>	<b>19,118</b>
<b>Home Mortgage</b>										
2019	103	79.2	27	20.8	130	17,823	77.3	5,242	22.7	23,065
2020	136	84.0	26	16.0	162	22,708	76.5	6,976	23.5	29,684
<b>Subtotal</b>	<b>239</b>	<b>81.8</b>	<b>53</b>	<b>18.2</b>	<b>292</b>	<b>40,531</b>	<b>76.8</b>	<b>12,218</b>	<b>23.2</b>	<b>52,749</b>
<b>Total</b>	<b>380</b>	<b>80.9</b>	<b>90</b>	<b>19.1</b>	<b>470</b>	<b>54,491</b>	<b>75.8</b>	<b>17,376</b>	<b>24.2</b>	<b>71,867</b>
<i>Source: Bank Data and 2019 and 2020 HMDA Data</i>										

### **Geographic Distribution**

Overall, the geographic distribution of loans reflects excellent dispersion throughout the assessment areas. Excellent lending performance throughout the Orlando-Kissimmee-Sanford, FL assessment area supports this conclusion. The Villages, FL assessment area had limited activity; therefore, a review of the Geographic Distribution criterion in this area would not result in meaningful conclusions.

## **Borrower Profile**

The distribution of loans reflects, given the demographics of the assessment area, reasonable penetration among businesses of different sizes and individuals of different income levels. Reasonable lending performance throughout the Orlando-Kissimmee-Sanford, FL assessment area supports this conclusion. The Villages, FL assessment area had limited activity; therefore, a review of the Borrower Profile criterion in this area would not result in meaningful conclusions.

## **Response to Complaints**

The bank has not received any CRA-related complaints since the previous evaluation. Therefore, this factor did not affect the Lending Test rating.

## **COMMUNITY DEVELOPMENT TEST**

The institution demonstrated adequate responsiveness to the community development needs of the assessment areas. United Southern Bank met those needs through community development loans, qualified investments, and community development services. The number and dollar amount of the community development loans increased since the previous evaluation due to 439 PPP loans originated in 2020 and 2021 that qualified for community development.

<b>Community Development Activities (All Activities)</b>							
<b>Assessment Area</b>	<b>Activity Type</b>					<b>Totals</b>	
	<b>Loans</b>		<b>Investments</b>		<b>Services</b>		
	<b>#</b>	<b>\$(000s)</b>	<b>#</b>	<b>\$(000s)</b>	<b>#</b>	<b>#</b>	<b>\$(000s)</b>
Orlando-Kissimmee-Sanford, FL MSA	398	39,717	101	461	84	<b>583</b>	<b>40,178</b>
The Villages, FL MSA	12	4,010	1	5	4	<b>17</b>	<b>4,015</b>
Regional Activities	0	0	14	12	8	<b>22</b>	<b>12</b>
Statewide Activities	65	7,635	0	0	0	<b>65</b>	<b>7,635</b>

*Source: Bank Records*

## **Community Development Loans**

United Southern Bank originated 475 community development loans totaling \$51.4 million during the evaluation period as detailed in the following table. The dollar amount of community development loans equates to 8.3 percent of average total assets and 16.0 percent of average total loans since the previous evaluation. United Southern Bank's community development lending performance exceeded similarly situated banks.

United Southern Bank significantly increased the number, and dollar volume, of loans since the previous evaluation primarily due to the origination of 439 PPP loans for \$23.6 million in low- and moderate-income census tracts. These 439 PPP loans were excluded from the Lending Test for consideration in the Community Development Test. Refer to the following table for detailed community development lending by year.

Community Development Lending by Year										
Activity Year	Affordable Housing		Community Services		Economic Development		Revitalize or Stabilize		Totals	
	#	\$(000s)	#	\$(000s)	#	\$(000s)	#	\$(000s)	#	\$(000s)
2019*	3	1,640	1	50	4	4,455	3	1,850	11	7,995
2020	5	5,431	5	1,598	1	684	299	19,694	310	27,407
2021	3	1,249	3	1,210	2	2,538	146	10,963	154	15,960
2022 (YTD)	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>11</b>	<b>8,320</b>	<b>9</b>	<b>2,858</b>	<b>7</b>	<b>7,677</b>	<b>448</b>	<b>32,507</b>	<b>475</b>	<b>51,362</b>

Source: Bank Records  
\*2/25/2019 through 12/31/2019

The community development lending includes 65 loans totaling \$7.6 million originated outside the assessment areas, which will not directly benefit the assessment areas, but will benefit a broader statewide area that includes the assessment areas. As the bank has been responsive to the community development needs of its assessment areas, examiners considered these loans under the Community Development Test. Refer to the following table for details regarding community development lending by assessment area.

Community Development Lending by Assessment Area										
Assessment Area	Affordable Housing		Community Services		Economic Development		Revitalize or Stabilize		Totals	
	#	\$(000s)	#	\$(000s)	#	\$(000s)	#	\$(000s)	#	\$(000s)
Orlando-Kissimmee-Sanford, FL MSA	9	5,957	9	2,858	7	7,677	373	23,225	398	39,717
The Villages, FL MSA	1	1,773	0	0	0	0	11	2,237	12	4,010
Regional	0	0	0	0	0	0	0	0	0	0
Statewide	1	590	0	0	0	0	64	7,045	65	7,635
<b>Total</b>	<b>11</b>	<b>8,320</b>	<b>9</b>	<b>2,858</b>	<b>7</b>	<b>7,677</b>	<b>448</b>	<b>32,507</b>	<b>475</b>	<b>51,362</b>

Source: Bank Records

Below are some examples of the community development loans benefiting the statewide area.

- In 2020, the bank refinanced a \$590,000 loan originally made to purchase two apartment complexes in Port Orange, FL. The two apartment buildings are located in a moderate-income census tract. The complexes are affordable housing as the units' rents are below United States Department of Housing and Urban Development fair market rents for the area.
- In 2021, the bank originated a \$1.6 million revitalization loan for a business located in a moderate-income census tract in Port Orange, FL. The new restaurant will create more than 20 jobs for low- and moderate-income individuals.

### **Qualified Investments**

United Southern Bank made 116 qualified investments and donations totaling \$478,000, which included one prior period investment totaling \$340,000 and 115 new donations totaling \$138,000. This dollar

amount represents 0.1 percent of average total assets and 0.2 percent of average securities since the previous evaluation.

Qualified Investments by Year										
Year	Affordable Housing		Community Services		Economic Development		Revitalize or Stabilize		Total	
	#	\$(000s)	#	\$(000s)	#	\$(000s)	#	\$(000s)	#	\$(000s)
Prior Period	0	0	0	0	0	0	1	340	1	340
2019*	0	0	0	0	0	0	0	0	0	0
2020	0	0	0	0	0	0	0	0	0	0
2021	0	0	0	0	0	0	0	0	0	0
2022 (YTD)	0	0	0	0	0	0	0	0	0	0
<b>Subtotal</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>340</b>	<b>1</b>	<b>340</b>
Grants & Donations	2	3	93	103	0	0	20	32	115	138
<b>Total</b>	<b>2</b>	<b>3</b>	<b>93</b>	<b>103</b>	<b>0</b>	<b>0</b>	<b>21</b>	<b>372</b>	<b>116</b>	<b>478</b>

Source: Bank Records  
\*2/25/2019 through 12/31/2019

Qualified Investments by Assessment Area										
Assessment Area	Affordable Housing		Community Services		Economic Development		Revitalize or Stabilize		Totals	
	#	\$(000s)	#	\$(000s)	#	\$(000s)	#	\$(000s)	#	\$(000s)
Orlando-Kissimmee-Sanford, FL MSA	1	1	79	88	0	0	21	372	<b>101</b>	<b>461</b>
The Villages, FL MSA	0	0	1	5	0	0	0	0	<b>1</b>	<b>5</b>
Regional	1	2	13	10	0	0	0	0	<b>14</b>	<b>12</b>
Statewide	0	0	0	0	0	0	0	0	<b>0</b>	<b>0</b>
<b>Total</b>	<b>2</b>	<b>3</b>	<b>93</b>	<b>103</b>	<b>0</b>	<b>0</b>	<b>21</b>	<b>372</b>	<b>116</b>	<b>478</b>

Source: Bank Records

As shown in the above tables, qualified investments and donations benefited organizations supporting community services, revitalization or stabilization, and affordable housing. These organizations represent hospitals and vital social services, especially for low- and moderate-income individuals, groups that aid with community revitalization or stabilization, and entities that help with affordable housing.

The qualified investments and donations include 14 donations totaling \$12,000 outside the assessment areas, which will not directly benefit the assessment areas, but will benefit a broader regional area that includes the assessment areas. Below are some examples of these donations.

- In 2020 and 2021, the bank made an aggregate total of \$5,000 to the Boys and Girls Club to support after school and summer enriched programs in the regional area where families pay either nothing or a nominal fee for students to attend. The organization’s mission is to inspire and enable young people, especially those from disadvantaged circumstances, to realize their full potential as productive, responsible citizens.
- In 2021, the bank made a donation totaling \$1,500 to Habitat for Humanity to support

affordable housing activities in the regional area. The organization’s mission is to bring people together to build homes, communities, and hope for low- and moderate-income families.

**Community Development Services**

During the evaluation period, United Southern Bank’s staff provided 96 community development services to 27 organizations. Refer to the following tables below for additional details.

<b>Community Development Services by Year</b>					
<b>Year</b>	<b>Affordable Housing</b>	<b>Community Services</b>	<b>Economic Development</b>	<b>Revitalize or Stabilize</b>	<b>Total</b>
	<b>#</b>	<b>#</b>	<b>#</b>	<b>#</b>	<b>#</b>
2019*	1	19	7	2	<b>29</b>
2020	1	16	7	1	<b>25</b>
2021	2	14	6	1	<b>23</b>
2022 (YTD)	1	13	5	0	<b>19</b>
<b>Total</b>	<b>5</b>	<b>62</b>	<b>25</b>	<b>4</b>	<b>96</b>
<i>Source: Bank Records</i>					
<i>*2/25/2019 through 12/31/2019</i>					

<b>Community Development Services by Assessment Area</b>					
<b>Assessment Area</b>	<b>Affordable Housing</b>	<b>Community Services</b>	<b>Economic Development</b>	<b>Revitalize or Stabilize</b>	<b>Totals</b>
	<b>#</b>	<b>#</b>	<b>#</b>	<b>#</b>	<b>#</b>
Orlando-Kissimmee-Sanford, FL MSA	4	51	25	4	<b>84</b>
The Villages, FL MSA	0	4	0	0	<b>4</b>
Regional	1	7	0	0	<b>8</b>
Statewide	0	0	0	0	<b>0</b>
<b>Total</b>	<b>5</b>	<b>62</b>	<b>25</b>	<b>4</b>	<b>96</b>
<i>Source: Bank Records</i>					

The community development services include eight services that will benefit a broader regional area that includes the assessment areas. Below are some examples of these services.

- From 2019 through 2022, three employees served as Board members of various regional non-profit Boys and Girls Clubs. In their capacities, they served to help carry out the organization’s mission by organizational planning, managing financial resources, and serving on committees. Programs include health and wellness, education, after school assistance, and a thrift store for disadvantaged low- and moderate-income families.
- In 2021, an employee served as a Board member for Habitat for Humanity. This organization helps to build and repair affordable homes for low- and moderate-income families in the regional area. In carrying out its mission, the non-profit also helps build a more stable and sustainable community by working together with government, private citizens, public and private companies for the betterment of the entire community.



The bank also offers Interest on Lawyers Trust Accounts (IOLTAs). The interest earned by the law firms on the IOLTAs is used to fund pro bono legal services for low- and moderate-income individuals and is administered by the Florida Bar Foundation. Further, United Southern Bank offered loan deferrals to business and consumer borrowers affected by the COVID-19 Pandemic. In 2020, United Southern Bank granted 104 deferrals for 81 borrowers, and, in 2021, the bank approved 8 deferrals for 7 borrowers.

## **DISCRIMINATORY OR OTHER ILLEGAL CREDIT PRACTICES REVIEW**

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

## ORLANDO-KISSIMMEE-SANFORD, FL MSA ASSESSMENT AREA– Full-Scope Review

### DESCRIPTION OF INSTITUTION’S OPERATIONS IN THE ORLANDO-KISSIMMEE-SANFORD, FL MSA ASSESSMENT AREA

United Southern Bank defines this assessment area to include all of Lake County, FL, which comprises part of the Orlando-Kissimmee-Sanford, FL MSA. The MSA also includes Orange, Osceola, and Seminole Counties; however, these counties are not included in the assessment area. Ten or 83.3 percent of the bank’s 12 full-service offices are located in this assessment area. The assessment area also accounts for 95.9 percent of the dollar volume of lending and 95.8 percent of deposits.

#### Economic and Demographic Data

This assessment area includes 56 census tracts, which consists of 18 moderate-, 30 middle-, and 8 upper-income census tracts. The table below outlines select demographic data of this assessment area based on the 2015 ACS data and the 2021 D&B data.

Demographic Information for the Orlando-Kissimmee-Sanford, FL MSA Assessment Area						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA % of #
Geographies (Census Tracts)	56	0.0	32.1	53.6	14.3	0.0
Population by Geography	310,561	0.0	22.8	53.4	23.9	0.0
Housing Units by Geography	146,181	0.0	24.3	55.8	19.8	0.0
Owner-Occupied Units by Geography	89,192	0.0	20.2	55.4	24.3	0.0
Occupied Rental Units by Geography	30,059	0.0	31.6	55.5	12.9	0.0
Vacant Units by Geography	26,930	0.0	29.9	57.5	12.7	0.0
Businesses by Geography	48,465	0.0	23.3	52.3	24.3	0.0
Farms by Geography	2,064	0.0	23.1	56.7	20.2	0.0
Family Distribution by Income Level	82,497	19.7	20.5	20.6	39.1	0.0
Household Distribution by Income Level	119,251	23.6	17.7	19.7	39.1	0.0
Median Family Income Orlando-Kissimmee-Sanford, FL MSA	\$57,304	Median Housing Value				\$132,474
		Median Gross Rent				\$974
		Families Below Poverty Level				9.9%
<i>Source: 2015 ACS and 2021 D&amp;B Data. Due to rounding, totals may not equal 100.0 percent.</i>						

The following table reflects the low-, moderate-, middle-, and upper-income Median Family Income (MFI) categories in the assessment area. As shown, during this timeframe, the maximum MFI for low-income families ranged from \$32,550 to \$35,400, which is low, when considering the median housing value of \$132,474. Further, 9.9 percent of families have incomes below the federal poverty level. These families will likely face difficulty qualifying for conventional home mortgage loans.

Orlando-Kissimmee-Sanford, FL MSA Median Family Income Ranges (36740)				
Median Family Incomes	Low <50%	Moderate 50% to <80%	Middle 80% to <120%	Upper ≥120%
2019 (\$65,100)	<\$32,550	\$32,550 to <\$52,080	\$52,080 to <\$78,120	≥\$78,120
2020 (\$68,100)	<\$34,050	\$34,050 to <\$54,480	\$54,480 to <\$81,720	≥\$81,720
2021 (\$70,800)	<\$35,400	\$35,400 to <\$56,640	\$56,640 to <\$84,960	≥\$84,960
<i>Source: FFIEC</i>				

As shown in the table below, the annual unemployment rate for Lake County significantly increased from 2019 to 2020 but has generally trended downward since June 2020. In 2019 and 2021, the unemployment rate for the assessment area was similar to the state and national rates. In 2020, Lake County's unemployment rate was above the state and national average rates.

Unemployment Rates			
Area	2019	2020	November 2021
	%	%	%
Lake County	3.4	8.9	3.9
Florida	3.3	7.7	3.6
Nation	3.7	8.1	3.9
<i>Source: Bureau of Labor Statistics</i>			

In terms of businesses and the economy, the 2021 D&B data shows the top industries in the Orlando-Kissimmee-Sanford, FL MSA assessment area were services; retail trade; and finance, insurance and real estate. The Orlando Business Journal notes the largest employers in Lake County are Lake County Schools (5,663 employees), Publix Supermarkets (2,238 employees), UF Health Leesburg Hospital (1,705 employees), AdventHealth Waterman (1,692), and Orlando Health South Lake Hospital (1,431 employees).

### **Competition**

There is a moderate level of competition for deposits in the Orlando-Kissimmee-Sanford, FL MSA assessment area. In addition to competing with large national and regional banks, the bank competes with local banks, credit unions, and finance companies. As of June 30, 2021, 17 FDIC insured institutions operated 76 offices within the assessment area. United Southern Bank ranked 4<sup>th</sup> in deposit market share with 7.1 percent of the deposits and institutions with over a 10.0 percent deposit market share included include Truist Bank (41.5 percent) and Bank of America, National Association (11.6 percent).

There is a moderate level of competition for small business loans. The bank is not required to collect or report CRA data, and it has elected not to report such data. Therefore, the analysis of small business loans under the Lending Test does not include comparisons to aggregate data. However, aggregate data reflects the level of demand for small business loans and provides context. In 2019, 90 lenders reported 8,328 small business loans. The top five institutions (by number of loans) were American Express National Bank; JPMorgan Chase Bank, National Association; Bank of America, National Association; Capital One Bank (USA), National Association; and Citibank,

National Association. Collectively, these leading institutions accounted for 57.8 percent of the total market share.

There is a high level of competition for home mortgage loans among several financial institutions. In 2020, 610 lenders reported 23,250 originated or purchased home mortgage loans. The top five home mortgage originators (by number of loans) were Quicken Loans, LLC; Freedom Mortgage Corporation; Wells Fargo Bank, National Association; PennyMac Loan Services, LLC; and FBC Mortgage, LLC. Collectively, these leading institutions accounted for 23.4 percent of the total market share. United Southern Bank ranked 46<sup>th</sup> in home mortgage lending with a market share of 0.6 percent.

### **Community Contact**

As part of the CRA evaluation process, examiners contact third parties in a bank's assessment area to gain additional insight regarding economic conditions and to assist in identifying the credit and community development needs of the assessment area. This information helps determine whether local financial institutions are responsive to these needs. Contacts may also confirm the types of credit and community development opportunities available in the assessment area.

Examiners contacted a representative from an economic development organization serving the Orlando-Kissimmee-Sanford, FL MSA assessment area. The contact indicated that current economic conditions are improving and the area is continuously growing. The contact identified several financial needs of the assessment area. These needs consist of small business and affordable housing loans and community development projects, such as Opportunity Zone Funds and New Market Tax Credit participation. The contact further indicated that there is a strong need for small business financial counseling.

### **Credit and Community Development Needs and Opportunities**

Based on demographic and economic data and information from a community contact, some conclusions regarding the credit and community development needs of the Orlando-Kissimmee-Sanford, FL MSA assessment area can be derived. First, based on information from a community contact and from D&B data, a significant percentage of businesses have gross annual revenues of \$1.0 million or less at 93.4 percent, indicating a need for small business financial counseling and small business loans. Second, a need for assistance with participation in community development projects are needed for the area. Third, the relatively high percentage of low- and moderate-income families, as well as information from the community contact, there is a need for affordable housing. This need is magnified by the high median housing value for this assessment area.

## CONCLUSIONS ON PERFORMANCE CRITERIA IN THE ORLANDO-KISSIMMEE-SANFORD, FL MSA ASSESSMENT AREA

### LENDING TEST

Overall, the geographic distribution of loans reflects excellent dispersion throughout the assessment area. Additionally, the distribution of loans reflects, given the demographics of the assessment area, reasonable penetration among businesses of different sizes and individuals of different income levels.

#### Geographic Distribution

The geographic distribution of loans reflects excellent dispersion throughout the assessment area. Excellent performance for small business loans and home mortgage loans supports this conclusion. There are no low-income census tracts within this assessment area.

#### *Small Business Loans*

The geographic distribution of the small business loans reflects excellent dispersion throughout the assessment area. As shown in the following table, in 2021, the percentage of small business loans in moderate-income census tracts was significantly above the percentage of the businesses in these tracts.

<b>Geographic Distribution of Small Business Loans in the Orlando-Kissimmee-Sanford, FL MSA Assessment Area</b>					
<b>Tract Income Level</b>	<b>% of Businesses</b>	<b>#</b>	<b>%</b>	<b>\$(000s)</b>	<b>%</b>
Moderate	23.4	23	57.5	1,017	35.5
Middle	52.3	10	25.0	1,177	41.0
Upper	24.3	7	17.5	673	23.5
<b>Totals</b>	<b>100.0</b>	<b>40</b>	<b>100.0</b>	<b>2,867</b>	<b>100.0</b>
<i>Source: 2021 D&amp;B Data and Bank Data</i>					

#### *Home Mortgage Loans*

The geographic distribution of home mortgage loans reflects excellent dispersion throughout the assessment area. As illustrated in the following table, in 2020, the bank's home mortgage lending in moderate-income census tracts significantly exceeded aggregate lending and was above the percentage of owner-occupied housing units.

Geographic Distribution of Home Mortgage Loans in the Orlando-Kissimmee-Sanford, FL MSA Assessment Area						
Tract Income Level	% of Owner-Occupied Housing Units	Aggregate Performance % of #	#	%	\$(000s)	%
Moderate	20.2	12.9	38	29.5	6,527	30.5
Middle	55.5	55.1	73	56.5	10,792	50.3
Upper	24.3	32.0	18	14.0	4,103	19.2
<b>Totals</b>	<b>100.0</b>	<b>100.0</b>	<b>129</b>	<b>100.0</b>	<b>21,422</b>	<b>100.0</b>

Source: 2015 ACS; 2020 HMDA Aggregate Data; and, 2020 HMDA Data

### **Borrower Profile**

The distribution of loans reflects reasonable penetration among businesses of different sizes and individuals of different incomes.

#### *Small Business Loans*

The distribution of loans reflects a reasonable penetration among businesses of different sizes. In 2021, lending performance was significantly lower than demographic data. As the table indicates, there is a significant volume of loans with no revenue data available, which impacts the analysis. Of the loans with no revenue data available, all 17 loans are PPP loans for which revenue data was not required to be collected. Considering the loans for which no revenue is available, the analysis reflects that 17 loans or 73.9 percent of the 23 loans with revenue data were made to small businesses, which is considered reasonable. Additionally, a review of the 17 PPP loans determined that 16 loans or 94.1 percent had origination amounts of \$100,000 or less indicating assistance to small businesses.

Distribution of Small Business Loans by Gross Annual Revenue Category in the Orlando-Kissimmee-Sanford, FL MSA Assessment Area					
Gross Revenue Level	% of Businesses	#	%	\$(000s)	%
<=\$1,000,000	93.4	17	42.5	887	30.9
>\$1,000,000	1.7	6	15.0	1,531	53.4
Revenue Not Available	4.9	17	42.5	449	15.7
<b>Totals</b>	<b>100.0</b>	<b>40</b>	<b>100.0</b>	<b>2,867</b>	<b>100.0</b>

Source: 2021 D&B Data and Bank Data

#### *Home Mortgage Loans*

Lending to borrowers of different income levels reflects reasonable penetration in this assessment area. As shown in the following table, lending in 2020 to low-income borrowers was significantly below the demographic data at 19.7 percent. Yet, the bank's lending performance more than doubled HMDA aggregate performance. In 2019, lending performance to low-income borrowers was significantly below demographics but mirrored HMDA aggregate data at 4.0 percent. Lending performance to moderate-income borrowers in 2020 was below both, demographics and aggregate performance.

<b>Distribution of Home Mortgage Loans by Borrower Income Level in the Orlando-Kissimmee-Sanford, FL MSA Assessment Area</b>						
<b>Borrower Income Level</b>	<b>% of Families</b>	<b>Aggregate Performance % of #</b>	<b>#</b>	<b>%</b>	<b>\$(000s)</b>	<b>%</b>
Low	19.7	3.4	9	7.0	625	2.9
Moderate	20.6	14.7	12	9.3	1,264	5.9
Middle	20.6	22.1	19	14.7	2,591	12.1
Upper	39.1	37.7	57	44.2	11,702	54.6
Not Available	0.0	22.1	32	24.8	5,240	24.5
<b>Totals</b>	<b>100.0</b>	<b>100.0</b>	<b>129</b>	<b>100.0</b>	<b>21,422</b>	<b>100.0</b>

*Source: 2015 ACS; 2020 Aggregate HMDA Data; and, 2020 HMDA Data*

## **COMMUNITY DEVELOPMENT TEST**

The bank’s community development performance demonstrates adequate responsiveness to the community development needs in the assessment area. The bank met these needs through community development loans, qualified investments, and community development services.

### **Community Development Loans**

United Southern Bank originated 398 community development loans totaling \$39.7 million during the evaluation period in this assessment area. This amount represents 83.8 percent by number and 77.3 percent by dollar volume of the total community development loans.

Listed below are examples of community development loans in the assessment area.

- During 2020 and 2021, United Southern Bank originated 366 SBA PPP loans in moderate-income census tracts totaling \$17.4 million. The loans serve to retain jobs that would otherwise be lost due to business closures because of the COVID-19 emergency.
- In 2020, the bank extended a \$3.0 million loan to a municipality to fund a redevelopment project that has CRA Tax Incremental Financing that will assist with revitalization and stabilization efforts. The redevelopment project is located in a moderate-income census tract in the downtown area of the municipality.
- In 2020, the institution originated a loan for \$2.1 million used to purchase a fully leased retail shopping center that is located in a moderate-income census tract. The loan supported the area by retaining the shopping center that operates with small businesses and helped to retain jobs of low- and moderate-income individuals.

## **Qualified Investments**

United Southern Bank had one prior period investment totaling \$340,000 and 100 donations totaling \$121,000 benefitting this assessment area. This amount represents 87.1 percent by number and 96.4 percent by dollar volume of the total community development qualified investments and donations.

The following are some examples of qualified investments within the assessment area.

- United Southern Bank maintains an investment of \$340,000 that is a water and sewer bond associated with a municipality's capital improvement plan. The project addresses specific infrastructure needs with regard to the city's water and sewer distribution, collection, and treatment systems in moderate-income census tracts. The project helps provide the funds necessary to achieve the city's revitalization and stabilization needs.
- In 2019, 2020, and 2021, the bank donated a total of \$11,000 to a hospital's non-profit foundation unit that provides essential medical services for low- and moderate-income individuals. The hospital is located in a moderate-income census tract.
- In 2019, 2020, and 2021, United Southern Bank provided a total of \$8,250 to a non-profit organization that works with government, businesses, and residents to help revitalize and stabilize an area located in a moderate-income census tract. The local government has approved the organization's community development plan.

## **Community Development Services**

Employees provided 84 community development services by providing financial or technical assistance to organizations in the assessment area. This amount represents 87.5 percent of the total community development services.

Listed below are some examples of community development services in the assessment area.

- In 2019, 2020, 2021, and 2022, an employee served as a Board member of a non-profit organization that serves low- to moderate-income individuals by providing scholarships to students. One of the requirements is that the student must have financial need as per the USDA income guidelines and participate in the free and/or reduced lunch program.
- In 2020, 2021, and 2022, an employee served as a committee member for an affordable housing organization that grants funds and forgives loans for non-profit organizations, municipalities, and developers for affordable housing projects serving households with incomes under 80 percent of the area's median income.
- In 2019, 2020, 2021, and 2022, several employees served on the Board or hold position of treasurer and provide financial assistance for various local chambers of commerce. These organizations have various programs for new and existing small businesses and help with economic development by expanding and attracting business in the area.



Additionally, the bank operates four or 33.3 percent full-service branches in moderate-income census tracts within this assessment area.

**THE VILLAGES, FL MSA ASSESSMENT AREA– Limited-Scope Review**

**DESCRIPTION OF INSTITUTION’S OPERATIONS IN THE VILLAGES, FL MSA ASSESSMENT AREA**

United Southern Bank defines this assessment area to include all of Sumter County, FL, which comprises The Villages, FL MSA in its entirety. In 2019, the bank opened a new full-service office located in a moderate-income census tract within the assessment area. Two or 16.7 percent of the bank’s 12 full-service offices are located in this assessment area. The assessment area also accounts for 4.1 percent of the dollar volume of lending and 4.2 percent of deposits.

**Economic and Demographic Data**

This assessment area includes 19 census tracts, which consists of one low-, eight moderate-, seven middle-, no upper-income census tracts and 3 census tracts that do not have income designations. The following table outlines select demographic data of this assessment area based on the 2015 ACS data and the 2021 D&B data.

<b>Demographic Information for The Villages, FL MSA Assessment Area</b>						
<b>Demographic Characteristics</b>	<b>#</b>	<b>Low % of #</b>	<b>Moderate % of #</b>	<b>Middle % of #</b>	<b>Upper % of #</b>	<b>NA* % of #</b>
Geographies (Census Tracts)	19	5.3	42.1	36.8	0.0	15.8
Population by Geography	108,501	0.9	25.4	65.2	0.0	8.5
Housing Units by Geography	61,171	0.7	26.1	73.2	0.0	0.1
Owner-Occupied Units by Geography	43,312	0.2	23.0	76.8	0.0	0.0
Occupied Rental Units by Geography	4,727	3.5	40.2	55.8	0.0	0.5
Vacant Units by Geography	13,132	1.0	31.4	67.4	0.0	0.2
Businesses by Geography	10,084	1.5	34.4	63.9	0.0	0.2
Farms by Geography	459	1.7	53.8	44.2	0.0	0.2
Family Distribution by Income Level	32,883	15.5	20.8	24.3	39.5	0.0
Household Distribution by Income Level	48,039	21.1	18.1	20.4	40.5	0.0
Median Family Income The Villages, FL MSA		\$60,099	Median Housing Value			\$194,761
			Median Gross Rent			\$819
			Families Below Poverty Level			6.4%
<i>Source: 2015 ACS and 2021 D&amp;B Data Due to rounding, totals may not equal 100.0 percent.</i>						

As shown in the following table, the annual unemployment rates for Sumter County increased from 2019 to 2020, and then decreased from 2020 to November 2021. The unemployment rate for the

assessment area was above the state and national rates in 2019 and 2021; yet, it was comparable to the state and national rates in 2020.

<b>Unemployment Rates</b>			
<b>Area</b>	<b>2019</b>	<b>2020</b>	<b>November 2021</b>
	<b>%</b>	<b>%</b>	<b>%</b>
Sumter County	4.9	7.9	5.0
State of Florida	3.3	7.7	3.6
Nation	3.7	8.1	3.9
<i>Source: Bureau of Labor Statistics</i>			

In terms of businesses and the economy, the 2021 D&B data shows the top industries in The Villages, FL MSA assessment area were services; retail trade; and finance, insurance and real estate. The Sumter Business notes the largest employers in Sumter County are CFHA-The Villages Regional Medical Center (1,128 employees), Publix Supermarkets (800 employees), T&D Concrete and Distribution (660 employees), Winn-Dixie (573 employees), and The Villages community (400 employees).

## **CONCLUSIONS ON PERFORMANCE CRITERIA IN THE VILLAGES, FL MSA ASSESSMENT AREA**

### **LENDING TEST**

The bank’s lending performance in The Villages, FL MSA assessment area is consistent with the institution's lending performance overall

### **Geographic Distribution**

Small business loan data reflects United Southern Bank originated five loans totaling \$686,339 in 2021. Of these loans, two totaling \$24,800 were located in moderate-income census tracts. Home mortgage data reflects the bank extended seven loans totaling approximately \$1.3 million in 2020. Of these loans, one totaling \$42,000 was originated in a low-income census tract, and one loan totaling \$220,000 was extended in a moderate-income census tract.

### **Borrower Profile**

Small business loan data reflects the bank originated five loans totaling \$686,339 in 2021. Of these small business loans, zero loans with gross revenue levels of \$1 million or less were originated. However, two small business loans were PPP loans with no revenue data available. Home mortgage loan data reflects the bank extended seven loans totaling approximately \$1.3 million in 2020. Of these home mortgage loans, zero were extended to low-income borrowers, and one loan totaling \$220,000 was extended to moderate-income borrowers.

### **COMMUNITY DEVELOPMENT TEST**

The bank’s community development performance in the assessment area is consistent with the institution's community development performance overall.

Please refer to the Community Development Activities (All Activities) table in the overall analysis for details regarding the community development loans, qualified investments, and community development services within this assessment area.

## APPENDICES

### INTERMEDIATE SMALL BANK PERFORMANCE CRITERIA

#### **Lending Test**

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

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

#### **Community Development Test**

The Community Development Test considers the following criteria:

- 1) The number and amount of community development loans;
- 2) The number and amount of qualified investments;
- 3) The extent to which the bank provides community development services; and
- 4) The bank's responsiveness through such activities to community development lending, investment, and service needs.

## GLOSSARY

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

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

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

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

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

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

**Community Development:** For loans, investments, and services to qualify as community development activities, their primary purpose must:

- (1) Support affordable housing for low- and moderate-income individuals;
- (2) Target community services toward low- and moderate-income individuals;
- (3) Promote economic development by financing small businesses or farms; or
- (4) Provide activities that revitalize or stabilize low- and moderate-income geographies, designated disaster areas, or distressed or underserved nonmetropolitan middle-income geographies.

**Community Development Corporation (CDC):** A CDC allows banks and holding companies to make equity type of investments in community development projects. Bank CDCs can develop innovative debt instruments or provide near-equity investments tailored to the development needs of the community. Bank CDCs are also tailored to their financial and marketing needs. A CDC may purchase, own, rehabilitate, construct, manage, and sell real property. Also, it may make equity or debt investments in development projects and in local businesses. The CDC activities are expected to directly benefit low- and moderate-income groups, and the investment dollars should not represent an undue risk on the banking organization.

**Community Development Financial Institutions (CDFIs):** CDFIs are private intermediaries (either for profit or nonprofit) with community development as their primary mission. A CDFI facilitates the flow of lending and investment capital into distressed communities and to individuals who have been unable to take advantage of the services offered by traditional financial institutions. Some basic types of CDFIs include community development banks, community development loan funds, community development credit unions, micro enterprise funds, and community development venture capital funds.

A certified CDFI must meet eligibility requirements. These requirements include the following:

- Having a primary mission of promoting community development;
- Serving an investment area or target population;
- Providing development services;
- Maintaining accountability to residents of its investment area or targeted population through representation on its governing board of directors, or by other means;
- Not constituting an agency or instrumentality of the United States, of any state or political subdivision of a state.

**Community Development Loan:** A loan that:

- (1) Has as its primary purpose community development; and
- (2) Except in the case of a wholesale or limited purpose bank:
  - (i) Has not been reported or collected by the bank or an affiliate for consideration in the bank's assessment area as a home mortgage, small business, small farm, or consumer loan, unless it is a multifamily dwelling loan (as described in Appendix A to Part 203 of this title); and
  - (ii) Benefits the bank's assessment area(s) or a broader statewide or regional area including the bank's assessment area(s).

**Community Development Service:** A service that:

- (1) Has as its primary purpose community development;
- (2) Is related to the provision of financial services; and
- (3) Has not been considered in the evaluation of the bank's retail banking services under § 345.24(d).

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

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

**Distressed Middle-Income Nonmetropolitan Geographies:** A nonmetropolitan middle-income geography will be designated as distressed if it is in a county that meets one or more of the following triggers:

- (1) An unemployment rate of at least 1.5 times the national average;
- (2) A poverty rate of 20 percent or more; or
- (3) A population loss of 10 percent or more between the previous and most recent decennial census or a net migration loss of 5 percent or more over the 5-year period preceding the most recent census.

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

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

**Full-Scope Review:** A full-scope review is accomplished when examiners complete all applicable interagency examination procedures for an assessment area. Performance under applicable tests is analyzed considering performance context, quantitative factors (e.g., geographic distribution, borrower profile, and total number and dollar amount of investments), and qualitative factors (e.g., innovativeness, complexity, and responsiveness).

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

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

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

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

**Limited-Scope Review:** A limited-scope review is accomplished when examiners do not complete all applicable interagency examination procedures for an assessment area.

Performance under applicable tests is often analyzed using only quantitative factors (e.g., geographic distribution, borrower profile, total number and dollar amount of investments, and branch distribution).

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

**Low Income Housing Tax Credit:** The Low-Income Housing Tax Credit Program is a housing program contained within the Internal Revenue Code of 1986, as amended. It is administered by the U.S. Department of the Treasury and the Internal Revenue Service. The U.S. Treasury Department distributes low-income housing tax credits to housing credit agencies through the Internal Revenue Service. The housing agencies allocate tax credits on a competitive basis.

Developers who acquire, rehabilitate, or construct low-income rental housing may keep their tax credits. Or, they may sell them to corporations or investor groups, who, as owners of these properties, will be able to reduce their own federal tax payments. The credit can be claimed annually for ten consecutive years. For a project to be eligible, the developer must set aside a specific percentage of units for occupancy by low-income residents. The set-aside requirement remains throughout the compliance period, usually 30 years.

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

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

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

**Metropolitan Statistical Area (MSA):** CBSA associated with at least one urbanized area having a population of at least 50,000. The MSA comprises the central county or counties or equivalent entities containing the core, plus adjacent outlying counties having a high degree of social and economic integration with the central county or counties as measured through commuting.

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

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

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



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

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

**Qualified Investment:** A 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.

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

**Small Business Investment Company (SBIC):** SBICs are privately-owned investment companies which are licensed and regulated by the Small Business Administration (SBA). SBICs provide long-term loans and/or venture capital to small firms. Because money for venture or risk investments is difficult for small firms to obtain, SBA provides assistance to SBICs to stimulate and supplement the flow of private equity and long-term loan funds to small companies. Venture capitalists participate in the SBIC program to supplement their own private capital with funds borrowed at favorable rates through SBA's guarantee of SBIC debentures. These SBIC debentures are then sold to private investors. An SBIC's success is linked to the growth and profitability of the companies that it finances. Therefore, some SBICs primarily assist businesses with significant growth potential, such as new firms in innovative industries. SBICs finance small firms by providing straight loans and/or equity-type investments. This kind of financing gives them partial ownership of those businesses and the possibility of sharing in the companies' profits as they grow and prosper.

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

**Small Farm Loan:** A loan included in "loans to small farms" as defined in the instructions for preparation of the Consolidated Report of Condition and Income (Call Report). These loans have original amounts of \$500,000 or less and are either secured by farmland, including farm residential and other improvements, or are classified as loans to finance agricultural production and other loans to farmers.

**Underserved Middle-Income Nonmetropolitan Geographies:** A nonmetropolitan middle-income geography will be designated as underserved if it meets criteria for population size, density, and dispersion indicating the area's population is sufficiently small, thin, and distant from a population center that the tract is likely to have difficulty financing the fixed costs of meeting essential community needs.

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

**Urban Area:** All territories, populations, and housing units in urbanized areas and in places of 2,500 or more persons outside urbanized areas. More specifically, "urban" consists of territory, persons, and housing units in places of 2,500 or more persons incorporated as cities, villages, boroughs (except in Alaska and New York), and towns (except in the New England states, New York, and Wisconsin).

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

## List of Branches, Addresses and Hours:

All "Full" Service Branch locations are available Monday - Friday, with select branches open for Drive Thru service on Saturday. ATM are available for both deposits and withdrawals at all Full Service Branch locations.

Hours are:

Lobby

Monday - Thursday 9:00-4:00

Friday 9:00-6:00

Drive Thru

Monday - Thursday 8:00-5:00

Friday 8:00-6:00

(Trust Services and Retail Investments are available by appointment.)

Full Service Branches			
Branch	Address	Census Tract (County)	Saturday Hours
Umatilla	750 North Central Ave Umatilla FL 32784	301.10 (Lake)	Drive Thru 9:00-12:00
Tavares	1303 New Hampshire Ave Tavares FL 32778	308.03 (Lake)	Closed
Lady Lake	224 US 27 & 441 Lady Lake FL 32159	304.07 (Lake)	Closed
Astor	24510 SR 40 Astor FL 32102	301.02 (Lake)	Drive Thru 9:00-12:00
Eustis	2701 South Bay St Eustis FL 32726	302.08 (Lake)	Drive Thru 9:00-12:00
Leesburg South	27524 Hwy 27 Leesburg FL 34762	311.04 (Lake)	Closed
Lisbon	10021 CR 44 Leesburg FL 34788	303.02 (Lake)	Closed
Mount Dora	19010 US Hwy 441 Mount Dora FL 32757	309.14 (Lake)	Closed
Leesburg Downtown	515 West Main St Leesburg FL 34748	306.02 (Lake)	Drive Thru 9:00-12:00
Clermont	1510 East Hwy 50 Clermont FL 34711	313.20 (Lake)	Closed
Lady Lake - The Villages	13609 Us Hwy 441 Lady Lake FL 32159	9108.00 (Sumter)	Closed
Wildwood	1017 South Hwy 301 Wildwood FL 34785	9113.02 (Sumter)	Closed

### "Limited" Service Branch Locations:

The Lakeview Terrace office is located in a gated retirement community in Altoona, FL. It is open two days a week primarily to provide checking and deposit services to the residents and employees of Lakeview Terrace.

There are no ATM, safe deposit boxes, or night deposit services available at this location.

The Lake Port Square office is located in a continuing care retirement community in Leesburg. It is open three days a week primarily to provide checking and deposit services as well as safe deposit boxes to the residents and employees of Lake Port Square.

There are no ATM or night deposit service available at this location.

Limited Service Branches			
Branch	Address	Census Tract (County)	Branch Hours Lobby Only
Lakeview Terrace	331 Raintree Dr Altoona FL 32702	301.04 (Lake)	Tuesday & Friday 9:00 - 12:00 1:00 - 4:00
Lake Port Square	600 Lake Port Blvd Leesburg FL 34748	307.01 (Lake)	Monday Wednesday & Thursday 8:30 - 1:00 2:00 - 5:00

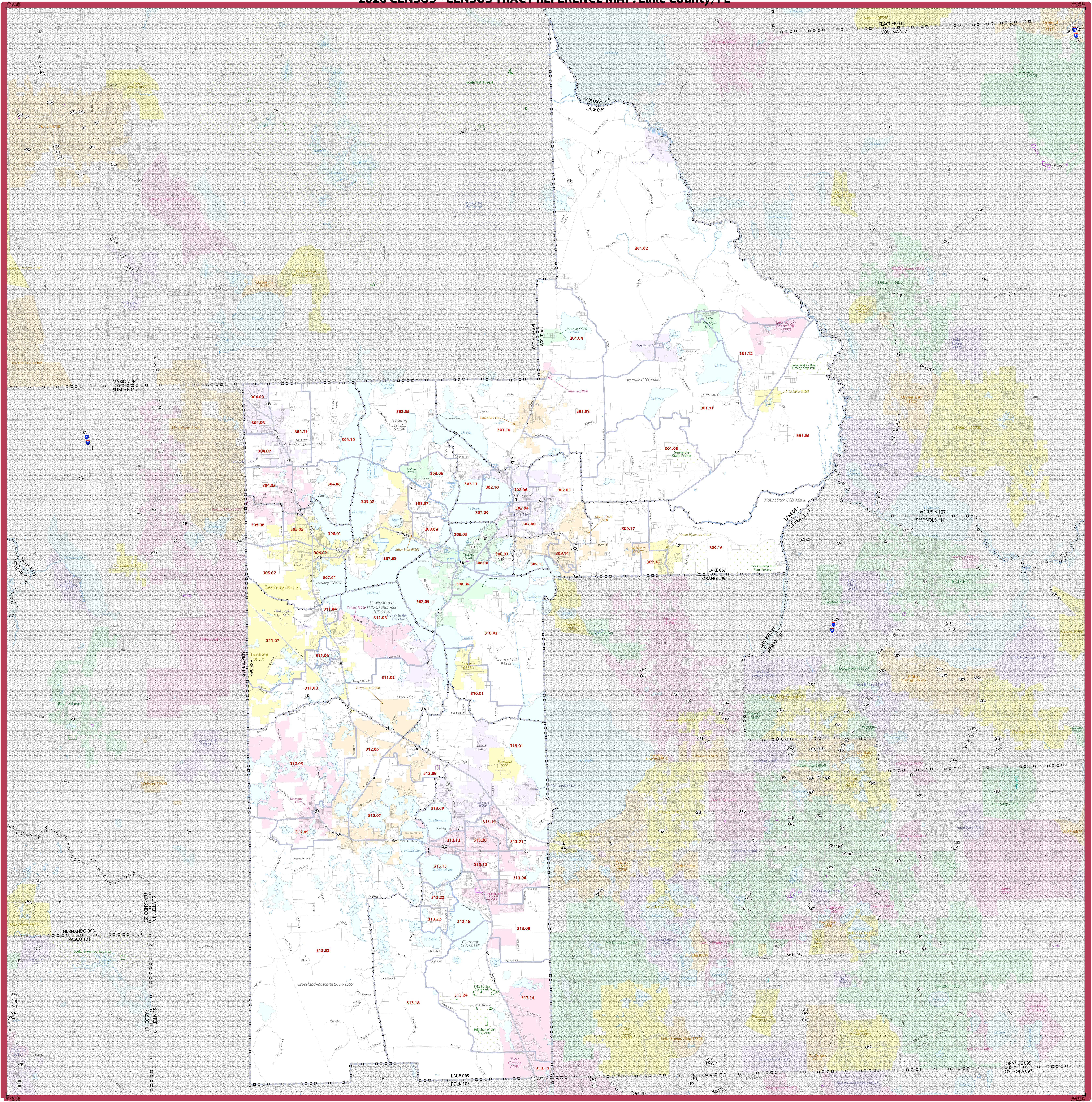
### Remote ATM Locations

Remote ATM Locations			
Location	Address	Census Tract (County)	Services
Royal Highlands	25201 Hwy 27 Leesburg FL 34748	311.08 (Lake)	Deposits & Withdrawals
Plantation	6001 Monarch Blvd Leesburg FL 34748	312.03 (Lake)	Deposits & Withdrawals

\*\* USB customers may use any ALLPOINT ATM locations without ATM fees.



# 2020 CENSUS - CENSUS TRACT REFERENCE MAP: Lake County, FL



SYMBOL DESCRIPTION	SYMBOL	LABEL STYLE	SYMBOL DESCRIPTION	SYMBOL	LABEL STYLE
International	☆☆☆☆	CANADA	Incorporated Place 1,2		Davis 18100
Federal American Indian Reservation	■■■■■■■■■■	L'ANS RESVN 1880	Census Designated Place (CDP) <sup>2</sup>		Incline Village 35100
Oil Reservation Trust Land	■■■■■■■■■■	TI880	Census Tract <sup>3</sup>		33.07
State American Indian Reservation	■■■■■■■■■■	Tama Resvn 9400			
Alaska Native Regional Corporation	▼▼▼▼▼▼	NANA ANRC 52120	<b>DESCRIPTION</b>	<b>SYMBOL</b>	<b>DESCRIPTION</b>
State (or statistically equivalent entity)		NEW YORK 36	Water Body		Interstate or U.S. Highway
County (or statistically equivalent entity)	□□□□□	ERIC 029	College or University		State Highway or State Road
Minor Civil Division (MCD) <sup>1</sup>	○○○○○	Bristol town 07485	Military		Other Road
Census County Division (CCD), Census Subarea (CSA), or Unincorporated Territory (UT)	○○○○○	Hanna CCD 91650	Prison or Juvenile Detention Center		4WD Trail, Stairway, Alley, Walkway or Ferry
Consolidated City	○○○○○	MILLFORD 47500	Notable Boundary or Feature Not Elsewhere Classified		Yosemite NP
			Inset Area		A1

Where international, state, county, and/or MCD/CCD boundaries coincide, the map shows the boundary symbol for only the highest-ranking of these boundaries.

Geographic area names are followed by other their FIPS or census code.

1. A \*\* following an MCD name denotes a false MCD. A \* following a place name indicates that a false MCD exists with the same name and FIPS code as the place; the false MCD label is not shown.

2. Place label color corresponds to the place fill color.

3. Census tracts are identified by an up to four-digit integer number and may have an optional two-digit suffix for example 23 or 1457.02. The census tract codes consist of six digits with an implied decimal between the fourth and fifth digit corresponding to the basic census tract number, but with leading zeros, and trailing zeros for census tracts without a suffix. The tract number examples above would have codes of 002300 and 145702, respectively.

Due to space limitations, some road names, along with other feature and geography names on the map, may not be shown.

All legal boundaries and names are as of January 1, 2020. The boundaries shown on this map are for Census Bureau statistical data collection and tabulation purposes only; their depiction and designation for statistical purposes does not constitute a determination of jurisdictional authority or rights of ownership or entitlement.

Geographic Vintage: 2020 Census (reference date: January 1, 2020)  
 Data Source: U.S. Census Bureau's MAJ/TIGER database (TAR20)  
 Map Created by: Geography Division, January 06, 2021

Projection: Albers Equal Area Conic  
 Datum: NAD 83  
 Spheroid: GRS 80  
 1st Standard Parallel: 22 39 46  
 2nd Standard Parallel: 29 53 54  
 Central Meridian: -83 48 15  
 Latitude of Projection Origin: 24 23 45  
 False Easting: 0  
 False Northing: 0

Scale: 1:111,936

Sheet 1 of 1 PARENT sheets  
 Total Sheets: 1 (Index 0; Parent 1; Inset 0)  
 NAME: Lake County (069)  
 ENTITY TYPE: County or statistically equivalent entity  
 ST: Florida (12)

2020 CENSUS TRACT REF MAP (PARENT)  
 Sheet ID: 249612060001

United States Census 2020







2022 FFIEC Census Report - Summary Census Demographic Information

State: 12 - FLORIDA (FL)

County: 069 - LAKE COUNTY



State Code	County Code	Tract Code	Tract Income Level	Distressed or Underserved Tract	Tract Median Family Income %	2022 FFIEC Est.MSA/MD non-MSA/MD Median Family Income	2022 Est. Tract Median Family Income	2020 Tract Median Family Income	Tract Population	Tract Minority %	Minority Population	Owner Occupied Units	1- to 4-Family Units
12	069	0301.02	Moderate	No	67.67	\$80,100	\$54,204	\$47,898	3775	13.14	496	1174	2045
12	069	0301.04	Middle	No	85.45	\$80,100	\$68,445	\$60,481	1815	8.60	156	393	888
12	069	0301.06	Moderate	No	53.12	\$80,100	\$42,549	\$37,596	1683	16.28	274	447	707
12	069	0301.08	Upper	No	123.85	\$80,100	\$99,204	\$87,660	4734	20.47	969	1429	1693
12	069	0301.09	Upper	No	121.97	\$80,100	\$97,698	\$86,324	4363	15.40	672	1399	1781
12	069	0301.10	Middle	No	109.17	\$80,100	\$87,445	\$77,266	4708	22.73	1070	1220	1924
12	069	0301.11	Middle	No	88.67	\$80,100	\$71,025	\$62,757	2112	12.83	271	624	854
12	069	0301.12	Middle	No	94.23	\$80,100	\$75,478	\$66,691	4271	16.09	687	1205	2007
12	069	0302.03	Middle	No	105.66	\$80,100	\$84,634	\$74,782	10004	23.55	2356	3549	4410
12	069	0302.04	Middle	No	83.82	\$80,100	\$67,140	\$59,324	4195	30.73	1289	801	1483
12	069	0302.06	Low	No	45.80	\$80,100	\$36,686	\$32,420	4764	57.81	2754	687	1559
12	069	0302.08	Upper	No	135.99	\$80,100	\$108,928	\$96,250	4390	33.05	1451	1598	1960
12	069	0302.09	Low	No	35.53	\$80,100	\$28,460	\$25,152	3711	47.29	1755	485	879
12	069	0302.10	Moderate	No	55.25	\$80,100	\$44,255	\$39,107	2154	23.35	503	490	1009
12	069	0302.11	Upper	No	121.66	\$80,100	\$97,450	\$86,109	4943	28.14	1391	1284	1695
12	069	0303.02	Middle	No	101.71	\$80,100	\$81,470	\$71,985	4239	20.19	856	1500	2158
12	069	0303.05	Moderate	No	78.35	\$80,100	\$62,758	\$55,455	2546	10.88	277	1110	1579
12	069	0303.06	Moderate	No	73.59	\$80,100	\$58,946	\$52,083	4625	16.99	786	2019	2800
12	069	0303.07	Moderate	No	68.35	\$80,100	\$54,748	\$48,376	4891	17.81	871	1698	2417
12	069	0303.08	Moderate	No	77.90	\$80,100	\$62,398	\$55,139	4086	17.89	731	1442	2113
12	069	0304.05	Middle	No	80.03	\$80,100	\$64,104	\$56,645	6113	22.85	1397	2101	2783
12	069	0304.06	Moderate	No	71.66	\$80,100	\$57,400	\$50,719	4727	19.65	929	1617	2448
12	069	0304.07	Moderate	No	65.02	\$80,100	\$52,081	\$46,023	3367	37.36	1258	574	1046
12	069	0304.08	Middle	No	92.61	\$80,100	\$74,181	\$65,545	4457	10.41	464	1388	1989
12	069	0304.09	Moderate	No	55.74	\$80,100	\$44,648	\$39,455	5051	4.53	229	3029	4026
12	069	0304.10	Middle	No	116.04	\$80,100	\$92,948	\$82,132	3496	18.79	657	1167	1546

\* Will automatically be included in the 2023 Distressed or Underserved Tract List

State Code	County Code	Tract Code	Tract Income Level	Distressed or Underserved Tract	Tract Median Family Income %	2022 FFIEC Est.MSA/MD non-MSA/MD Median Family Income	2022 Est. Tract Median Family Income	2020 Tract Median Family Income	Tract Population	Tract Minority %	Minority Population	Owner Occupied Units	1- to 4-Family Units
12	069	0304.11	Moderate	No	69.13	\$80,100	\$55,373	\$48,929	6455	21.89	1413	2040	2795
12	069	0305.05	Low	No	43.72	\$80,100	\$35,020	\$30,949	4537	67.62	3068	475	1231
12	069	0305.06	Middle	No	113.18	\$80,100	\$90,657	\$80,109	5691	13.90	791	2318	3315
12	069	0305.07	Moderate	No	58.77	\$80,100	\$47,075	\$41,594	8026	49.22	3950	1464	2707
12	069	0306.01	Middle	No	83.75	\$80,100	\$67,084	\$59,278	5517	38.95	2149	1431	2470
12	069	0306.02	Low	No	36.94	\$80,100	\$29,589	\$26,144	2670	56.74	1515	375	1013
12	069	0307.01	Moderate	No	76.87	\$80,100	\$61,573	\$54,405	2565	18.13	465	626	798
12	069	0307.02	Moderate	No	73.42	\$80,100	\$58,809	\$51,965	6167	47.32	2918	1062	1669
12	069	0308.03	Middle	No	106.39	\$80,100	\$85,218	\$75,303	5705	26.24	1497	1757	2814
12	069	0308.04	Moderate	No	68.88	\$80,100	\$55,173	\$48,750	1422	30.73	437	257	489
12	069	0308.05	Moderate	No	68.09	\$80,100	\$54,540	\$48,194	4688	36.41	1707	1329	1872
12	069	0308.06	Moderate	No	67.85	\$80,100	\$54,348	\$48,021	3759	26.02	978	1294	2037
12	069	0308.07	Middle	No	113.28	\$80,100	\$90,737	\$80,179	4663	36.95	1723	1227	1694
12	069	0309.14	Moderate	No	67.70	\$80,100	\$54,228	\$47,917	5382	47.14	2537	1251	2315
12	069	0309.15	Middle	No	103.64	\$80,100	\$83,016	\$73,352	8252	33.11	2732	2089	3143
12	069	0309.16	Upper	No	187.28	\$80,100	\$150,011	\$132,550	5148	22.69	1168	1640	2161
12	069	0309.17	Middle	No	107.98	\$80,100	\$86,492	\$76,423	9054	33.68	3049	2300	2741
12	069	0309.18	Middle	No	95.49	\$80,100	\$76,487	\$67,588	2719	29.02	789	684	874
12	069	0310.01	Middle	No	88.38	\$80,100	\$70,792	\$62,551	2018	35.73	721	618	934
12	069	0310.02	Middle	No	94.44	\$80,100	\$75,646	\$66,846	6000	19.88	1193	2122	2801
12	069	0311.03	Middle	No	109.65	\$80,100	\$87,830	\$77,609	2333	24.26	566	784	957
12	069	0311.04	Moderate	No	63.03	\$80,100	\$50,487	\$44,611	1965	4.63	91	1087	1489
12	069	0311.05	Middle	No	107.06	\$80,100	\$85,755	\$75,776	6102	17.55	1071	2592	3264
12	069	0311.06	Middle	No	87.93	\$80,100	\$70,432	\$62,232	2642	8.48	224	1214	1603
12	069	0311.07	Moderate	No	59.71	\$80,100	\$47,828	\$42,266	3322	16.47	547	677	977
12	069	0311.08	Middle	No	114.99	\$80,100	\$92,107	\$81,389	3022	14.43	436	1351	1740
12	069	0312.02	Middle	No	104.16	\$80,100	\$83,432	\$73,719	7397	36.33	2687	2421	3023
12	069	0312.03	Middle	No	81.88	\$80,100	\$65,586	\$57,955	6338	38.81	2460	1975	2924
12	069	0312.05	Moderate	No	68.88	\$80,100	\$55,173	\$48,750	3605	66.52	2398	710	1096

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State Code	County Code	Tract Code	Tract Income Level	Distressed or Underserved Tract	Tract Median Family Income %	2022 FFIEC Est.MSA/MD non-MSA/MD Median Family Income	2022 Est. Tract Median Family Income	2020 Tract Median Family Income	Tract Population	Tract Minority %	Minority Population	Owner Occupied Units	1- to 4-Family Units
12	069	0312.06	Moderate	No	62.94	\$80,100	\$50,415	\$44,551	4658	51.20	2385	987	1213
12	069	0312.07	Middle	No	102.76	\$80,100	\$82,311	\$72,731	13434	51.39	6904	3095	3975
12	069	0312.08	Upper	No	148.46	\$80,100	\$118,916	\$105,074	3765	30.44	1146	945	1189
12	069	0313.01	Middle	No	104.95	\$80,100	\$84,065	\$74,279	6843	24.64	1686	2197	2719
12	069	0313.06	Upper	No	153.48	\$80,100	\$122,937	\$108,626	10384	40.67	4223	2739	3394
12	069	0313.08	Upper	No	120.36	\$80,100	\$96,408	\$85,189	7264	34.38	2497	2507	2963
12	069	0313.09	Middle	No	105.53	\$80,100	\$84,530	\$74,692	13632	45.17	6158	2309	3764
12	069	0313.12	Moderate	No	71.50	\$80,100	\$57,272	\$50,609	5287	61.59	3256	755	1628
12	069	0313.13	Middle	No	119.91	\$80,100	\$96,048	\$84,871	3187	28.18	898	674	1186
12	069	0313.14	Upper	No	138.63	\$80,100	\$111,043	\$98,120	10252	50.13	5139	1098	2610
12	069	0313.15	Middle	No	86.57	\$80,100	\$69,343	\$61,270	7762	47.86	3715	1028	1522
12	069	0313.16	Upper	No	136.25	\$80,100	\$109,136	\$96,432	10932	43.14	4716	2720	3336
12	069	0313.17	Low	No	45.84	\$80,100	\$36,718	\$32,445	4314	66.74	2879	451	678
12	069	0313.18	Middle	No	99.77	\$80,100	\$79,916	\$70,617	6924	43.78	3031	1019	1289
12	069	0313.19	Moderate	No	79.88	\$80,100	\$63,984	\$56,536	4319	34.29	1481	1408	1827
12	069	0313.20	Upper	No	132.78	\$80,100	\$106,357	\$93,977	7919	54.98	4354	1210	1439
12	069	0313.21	Upper	No	141.82	\$80,100	\$113,598	\$100,376	4326	41.68	1803	1015	1214
12	069	0313.22	Upper	No	120.38	\$80,100	\$96,424	\$85,200	3366	33.07	1113	808	942
12	069	0313.23	Middle	No	113.32	\$80,100	\$90,769	\$80,204	4688	28.73	1347	1564	1813
12	069	0313.24	Middle	No	95.49	\$80,100	\$76,487	\$67,589	4316	50.56	2182	1140	1599

\* Will automatically be included in the 2023 Distressed or Underserved Tract List

2022 FFIEC Census Report - Summary Census Demographic Information

State: 12 - FLORIDA (FL)

County: 119 - SUMTER COUNTY



State Code	County Code	Tract Code	Tract Income Level	Distressed or Underserved Tract	Tract Median Family Income %	2022 FFIEC Est.MSA/MD non-MSA/MD Median Family Income	2022 Est. Tract Median Family Income	2020 Tract Median Family Income	Tract Population	Tract Minority %	Minority Population	Owner Occupied Units	1- to 4-Family Units
12	119	9101.00	Moderate	No	74.33	\$83,300	\$61,917	\$54,107	4687	32.88	1541	856	1460
12	119	9103.00	Middle	No	91.99	\$83,300	\$76,628	\$66,964	8218	10.29	846	1011	1609
12	119	9104.01	Moderate	No	72.83	\$83,300	\$60,667	\$53,017	3261	16.41	535	1121	1830
12	119	9104.02	Moderate	No	59.30	\$83,300	\$49,397	\$43,171	2445	17.55	429	986	1731
12	119	9105.00	Middle	No	83.80	\$83,300	\$69,805	\$61,000	4619	29.94	1383	1251	2089
12	119	9106.01	Moderate	No	70.70	\$83,300	\$58,893	\$51,471	5319	19.76	1051	1501	2504
12	119	9106.02	Moderate	No	64.53	\$83,300	\$53,753	\$46,979	2865	16.30	467	883	1465
12	119	9107.01	Moderate	No	73.07	\$83,300	\$60,867	\$53,194	2295	28.71	659	788	1329
12	119	9107.02	Middle	No	83.97	\$83,300	\$69,947	\$61,128	3109	32.90	1023	881	1426
12	119	9108.00	Middle	No	96.92	\$83,300	\$80,734	\$70,556	3885	4.92	191	2219	3039
12	119	9110.00	Unknown	No	0.00	\$83,300	\$0	\$0	1521	52.14	793	0	1
12	119	9112.01	Upper	No	121.12	\$83,300	\$100,893	\$88,169	4310	6.66	287	2713	3309
12	119	9112.02	Middle	No	110.02	\$83,300	\$91,647	\$80,086	3136	4.62	145	2517	2682
12	119	9112.03	Middle	No	114.82	\$83,300	\$95,645	\$83,581	5321	4.55	242	2372	3800
12	119	9112.04	Middle	No	114.74	\$83,300	\$95,578	\$83,528	11654	6.68	779	5526	6748
12	119	9112.05	Middle	No	118.25	\$83,300	\$98,502	\$86,080	3193	4.17	133	1471	2131
12	119	9112.06	Middle	No	118.49	\$83,300	\$98,702	\$86,258	5356	4.65	249	3727	4144
12	119	9112.07	Middle	No	94.91	\$83,300	\$79,060	\$69,093	4768	4.34	207	3196	4076
12	119	9113.01	Moderate	No	51.81	\$83,300	\$43,158	\$37,716	3854	13.47	519	1458	2609
12	119	9113.02	Moderate	No	72.86	\$83,300	\$60,692	\$53,043	1202	82.45	991	167	336
12	119	9114.01	Middle	No	116.82	\$83,300	\$97,311	\$85,037	6523	4.86	317	3128	3686
12	119	9114.02	Middle	No	119.51	\$83,300	\$99,552	\$87,000	14773	10.99	1624	6276	8233
12	119	9115.00	Middle	No	111.45	\$83,300	\$92,838	\$81,133	2248	26.91	605	580	1138
12	119	9117.02	Middle	No	82.25	\$83,300	\$68,514	\$59,872	4546	5.96	271	2726	2892
12	119	9117.03	Middle	No	90.96	\$83,300	\$75,770	\$66,216	4800	11.94	573	2113	2565
12	119	9117.04	Middle	No	89.27	\$83,300	\$74,362	\$64,987	5721	4.93	282	2887	3743

\* Will automatically be included in the 2023 Distressed or Underserved Tract List

State Code	County Code	Tract Code	Tract Income Level	Distressed or Underserved Tract	Tract Median Family Income %	2022 FFIEC Est.MSA/MD non-MSA/MD Median Family Income	2022 Est. Tract Median Family Income	2020 Tract Median Family Income	Tract Population	Tract Minority %	Minority Population	Owner Occupied Units	1- to 4-Family Units
12	119	9800.00	Unknown	No	0.00	\$83,300	\$0	\$0	16	62.50	10	0	0
12	119	9801.00	Unknown	No	0.00	\$83,300	\$0	\$0	6107	71.84	4387	0	0

\* Will automatically be included in the 2023 Distressed or Underserved Tract List

2023 FFIEC Census Report - Summary Census Demographic Information  
 State: 12 - FLORIDA (FL)  
 County: 069 - LAKE COUNTY



State Code	County Code	Tract Code	Tract Income Level	Distressed or Underserved Tract	Tract Median Family Income %	2023 FFIEC Est.MSA/MD non-MSA/MD Median Family Income	2023 Est. Tract Median Family Income	2020 Tract Median Family Income	Tract Population	Tract Minority %	Minority Population	Owner Occupied Units	1- to 4-Family Units
12	069	0301.02	Moderate	No	67.67	\$85,700	\$57,993	\$47,898	3775	13.14	496	1174	2045
12	069	0301.04	Middle	No	85.45	\$85,700	\$73,231	\$60,481	1815	8.60	156	393	888
12	069	0301.06	Moderate	No	53.12	\$85,700	\$45,524	\$37,596	1683	16.28	274	447	707
12	069	0301.08	Upper	No	123.85	\$85,700	\$106,139	\$87,660	4734	20.47	969	1429	1693
12	069	0301.09	Upper	No	121.97	\$85,700	\$104,528	\$86,324	4363	15.40	672	1399	1781
12	069	0301.10	Middle	No	109.17	\$85,700	\$93,559	\$77,266	4708	22.73	1070	1220	1924
12	069	0301.11	Middle	No	88.67	\$85,700	\$75,990	\$62,757	2112	12.83	271	624	854
12	069	0301.12	Middle	No	94.23	\$85,700	\$80,755	\$66,691	4271	16.09	687	1205	2007
12	069	0302.03	Middle	No	105.66	\$85,700	\$90,551	\$74,782	10004	23.55	2356	3549	4410
12	069	0302.04	Middle	No	83.82	\$85,700	\$71,834	\$59,324	4195	30.73	1289	801	1483
12	069	0302.06	Low	No	45.80	\$85,700	\$39,251	\$32,420	4764	57.81	2754	687	1559
12	069	0302.08	Upper	No	135.99	\$85,700	\$116,543	\$96,250	4390	33.05	1451	1598	1960
12	069	0302.09	Low	No	35.53	\$85,700	\$30,449	\$25,152	3711	47.29	1755	485	879
12	069	0302.10	Moderate	No	55.25	\$85,700	\$47,349	\$39,107	2154	23.35	503	490	1009
12	069	0302.11	Upper	No	121.66	\$85,700	\$104,263	\$86,109	4943	28.14	1391	1284	1695
12	069	0303.02	Middle	No	101.71	\$85,700	\$87,165	\$71,985	4239	20.19	856	1500	2158
12	069	0303.05	Moderate	No	78.35	\$85,700	\$67,146	\$55,455	2546	10.88	277	1110	1579
12	069	0303.06	Moderate	No	73.59	\$85,700	\$63,067	\$52,083	4625	16.99	786	2019	2800
12	069	0303.07	Moderate	No	68.35	\$85,700	\$58,576	\$48,376	4891	17.81	871	1698	2417
12	069	0303.08	Moderate	No	77.90	\$85,700	\$66,760	\$55,139	4086	17.89	731	1442	2113
12	069	0304.05	Middle	No	80.03	\$85,700	\$68,586	\$56,645	6113	22.85	1397	2101	2783
12	069	0304.06	Moderate	No	71.66	\$85,700	\$61,413	\$50,719	4727	19.65	929	1617	2448
12	069	0304.07	Moderate	No	65.02	\$85,700	\$55,722	\$46,023	3367	37.36	1258	574	1046
12	069	0304.08	Middle	No	92.61	\$85,700	\$79,367	\$65,545	4457	10.41	464	1388	1989
12	069	0304.09	Moderate	No	55.74	\$85,700	\$47,769	\$39,455	5051	4.53	229	3029	4026
12	069	0304.10	Middle	No	116.04	\$85,700	\$99,446	\$82,132	3496	18.79	657	1167	1546

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12	069	0304.11	Moderate	No	69.13	\$85,700	\$59,244	\$48,929	6455	21.89	1413	2040	2795
12	069	0305.05	Low	No	43.72	\$85,700	\$37,468	\$30,949	4537	67.62	3068	475	1231
12	069	0305.06	Middle	No	113.18	\$85,700	\$96,995	\$80,109	5691	13.90	791	2318	3315
12	069	0305.07	Moderate	No	58.77	\$85,700	\$50,366	\$41,594	8026	49.22	3950	1464	2707
12	069	0306.01	Middle	No	83.75	\$85,700	\$71,774	\$59,278	5517	38.95	2149	1431	2470
12	069	0306.02	Low	No	36.94	\$85,700	\$31,658	\$26,144	2670	56.74	1515	375	1013
12	069	0307.01	Moderate	No	76.87	\$85,700	\$65,878	\$54,405	2565	18.13	465	626	798
12	069	0307.02	Moderate	No	73.42	\$85,700	\$62,921	\$51,965	6167	47.32	2918	1062	1669
12	069	0308.03	Middle	No	106.39	\$85,700	\$91,176	\$75,303	5705	26.24	1497	1757	2814
12	069	0308.04	Moderate	No	68.88	\$85,700	\$59,030	\$48,750	1422	30.73	437	257	489
12	069	0308.05	Moderate	No	68.09	\$85,700	\$58,353	\$48,194	4688	36.41	1707	1329	1872
12	069	0308.06	Moderate	No	67.85	\$85,700	\$58,147	\$48,021	3759	26.02	978	1294	2037
12	069	0308.07	Middle	No	113.28	\$85,700	\$97,081	\$80,179	4663	36.95	1723	1227	1694
12	069	0309.14	Moderate	No	67.70	\$85,700	\$58,019	\$47,917	5382	47.14	2537	1251	2315
12	069	0309.15	Middle	No	103.64	\$85,700	\$88,819	\$73,352	8252	33.11	2732	2089	3143
12	069	0309.16	Upper	No	187.28	\$85,700	\$160,499	\$132,550	5148	22.69	1168	1640	2161
12	069	0309.17	Middle	No	107.98	\$85,700	\$92,539	\$76,423	9054	33.68	3049	2300	2741
12	069	0309.18	Middle	No	95.49	\$85,700	\$81,835	\$67,588	2719	29.02	789	684	874
12	069	0310.01	Middle	No	88.38	\$85,700	\$75,742	\$62,551	2018	35.73	721	618	934
12	069	0310.02	Middle	No	94.44	\$85,700	\$80,935	\$66,846	6000	19.88	1193	2122	2801
12	069	0311.03	Middle	No	109.65	\$85,700	\$93,970	\$77,609	2333	24.26	566	784	957
12	069	0311.04	Moderate	No	63.03	\$85,700	\$54,017	\$44,611	1965	4.63	91	1087	1489
12	069	0311.05	Middle	No	107.06	\$85,700	\$91,750	\$75,776	6102	17.55	1071	2592	3264
12	069	0311.06	Middle	No	87.93	\$85,700	\$75,356	\$62,232	2642	8.48	224	1214	1603
12	069	0311.07	Moderate	No	59.71	\$85,700	\$51,171	\$42,266	3322	16.47	547	677	977
12	069	0311.08	Middle	No	114.99	\$85,700	\$98,546	\$81,389	3022	14.43	436	1351	1740
12	069	0312.02	Middle	No	104.16	\$85,700	\$89,265	\$73,719	7397	36.33	2687	2421	3023
12	069	0312.03	Middle	No	81.88	\$85,700	\$70,171	\$57,955	6338	38.81	2460	1975	2924
12	069	0312.05	Moderate	No	68.88	\$85,700	\$59,030	\$48,750	3605	66.52	2398	710	1096

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State Code	County Code	Tract Code	Tract Income Level	Distressed or Underserved Tract	Tract Median Family Income %	2023 FFIEC Est. MSA/MD non-MSA/MD Median Family Income	2023 Est. Tract Median Family Income	2020 Tract Median Family Income	Tract Population	Tract Minority %	Minority Population	Owner Occupied Units	1- to 4-Family Units
12	069	0312.06	Moderate	No	62.94	\$85,700	\$53,940	\$44,551	4658	51.20	2385	987	1213
12	069	0312.07	Middle	No	102.76	\$85,700	\$88,065	\$72,731	13434	51.39	6904	3095	3975
12	069	0312.08	Upper	No	148.46	\$85,700	\$127,230	\$105,074	3765	30.44	1146	945	1189
12	069	0313.01	Middle	No	104.95	\$85,700	\$89,942	\$74,279	6843	24.64	1686	2197	2719
12	069	0313.06	Upper	No	153.48	\$85,700	\$131,532	\$108,626	10384	40.67	4223	2739	3394
12	069	0313.08	Upper	No	120.36	\$85,700	\$103,149	\$85,189	7264	34.38	2497	2507	2963
12	069	0313.09	Middle	No	105.53	\$85,700	\$90,439	\$74,692	13632	45.17	6158	2309	3764
12	069	0313.12	Moderate	No	71.50	\$85,700	\$61,276	\$50,609	5287	61.59	3256	755	1628
12	069	0313.13	Middle	No	119.91	\$85,700	\$102,763	\$84,871	3187	28.18	898	674	1186
12	069	0313.14	Upper	No	138.63	\$85,700	\$118,806	\$98,120	10252	50.13	5139	1098	2610
12	069	0313.15	Middle	No	86.57	\$85,700	\$74,190	\$61,270	7762	47.86	3715	1028	1522
12	069	0313.16	Upper	No	136.25	\$85,700	\$116,766	\$96,432	10932	43.14	4716	2720	3336
12	069	0313.17	Low	No	45.84	\$85,700	\$39,285	\$32,445	4314	66.74	2879	451	678
12	069	0313.18	Middle	No	99.77	\$85,700	\$85,503	\$70,617	6924	43.78	3031	1019	1289
12	069	0313.19	Moderate	No	79.88	\$85,700	\$68,457	\$56,536	4319	34.29	1481	1408	1827
12	069	0313.20	Upper	No	132.78	\$85,700	\$113,792	\$93,977	7919	54.98	4354	1210	1439
12	069	0313.21	Upper	No	141.82	\$85,700	\$121,540	\$100,376	4326	41.68	1803	1015	1214
12	069	0313.22	Upper	No	120.38	\$85,700	\$103,166	\$85,200	3366	33.07	1113	808	942
12	069	0313.23	Middle	No	113.32	\$85,700	\$97,115	\$80,204	4688	28.73	1347	1564	1813
12	069	0313.24	Middle	No	95.49	\$85,700	\$81,835	\$67,589	4316	50.56	2182	1140	1599

\* Will automatically be included in the 2024 Distressed or Underserved Tract List

2023 FFIEC Census Report - Summary Census Demographic Information

State: 12 - FLORIDA (FL)

County: 119 - SUMTER COUNTY



State Code	County Code	Tract Code	Tract Income Level	Distressed or Underserved Tract	Tract Median Family Income %	2023 FFIEC Est.MSA/MD non-MSA/MD Median Family Income	2023 Est. Tract Median Family Income	2020 Tract Median Family Income	Tract Population	Tract Minority %	Minority Population	Owner Occupied Units	1- to 4-Family Units
12	119	9101.00	Moderate	No	74.33	\$90,400	\$67,194	\$54,107	4687	32.88	1541	856	1460
12	119	9103.00	Middle	No	91.99	\$90,400	\$83,159	\$66,964	8218	10.29	846	1011	1609
12	119	9104.01	Moderate	No	72.83	\$90,400	\$65,838	\$53,017	3261	16.41	535	1121	1830
12	119	9104.02	Moderate	No	59.30	\$90,400	\$53,607	\$43,171	2445	17.55	429	986	1731
12	119	9105.00	Middle	No	83.80	\$90,400	\$75,755	\$61,000	4619	29.94	1383	1251	2089
12	119	9106.01	Moderate	No	70.70	\$90,400	\$63,913	\$51,471	5319	19.76	1051	1501	2504
12	119	9106.02	Moderate	No	64.53	\$90,400	\$58,335	\$46,979	2865	16.30	467	883	1465
12	119	9107.01	Moderate	No	73.07	\$90,400	\$66,055	\$53,194	2295	28.71	659	788	1329
12	119	9107.02	Middle	No	83.97	\$90,400	\$75,909	\$61,128	3109	32.90	1023	881	1426
12	119	9108.00	Middle	No	96.92	\$90,400	\$87,616	\$70,556	3885	4.92	191	2219	3039
12	119	9110.00	Unknown	No	0.00	\$90,400	\$0	\$0	1521	52.14	793	0	1
12	119	9112.01	Upper	No	121.12	\$90,400	\$109,492	\$88,169	4310	6.66	287	2713	3309
12	119	9112.02	Middle	No	110.02	\$90,400	\$99,458	\$80,086	3136	4.62	145	2517	2682
12	119	9112.03	Middle	No	114.82	\$90,400	\$103,797	\$83,581	5321	4.55	242	2372	3800
12	119	9112.04	Middle	No	114.74	\$90,400	\$103,725	\$83,528	11654	6.68	779	5526	6748
12	119	9112.05	Middle	No	118.25	\$90,400	\$106,898	\$86,080	3193	4.17	133	1471	2131
12	119	9112.06	Middle	No	118.49	\$90,400	\$107,115	\$86,258	5356	4.65	249	3727	4144
12	119	9112.07	Middle	No	94.91	\$90,400	\$85,799	\$69,093	4768	4.34	207	3196	4076
12	119	9113.01	Moderate	No	51.81	\$90,400	\$46,836	\$37,716	3854	13.47	519	1458	2609
12	119	9113.02	Moderate	No	72.86	\$90,400	\$65,865	\$53,043	1202	82.45	991	167	336
12	119	9114.01	Middle	No	116.82	\$90,400	\$105,605	\$85,037	6523	4.86	317	3128	3686
12	119	9114.02	Middle	No	119.51	\$90,400	\$108,037	\$87,000	14773	10.99	1624	6276	8233
12	119	9115.00	Middle	No	111.45	\$90,400	\$100,751	\$81,133	2248	26.91	605	580	1138
12	119	9117.02	Middle	No	82.25	\$90,400	\$74,354	\$59,872	4546	5.96	271	2726	2892
12	119	9117.03	Middle	No	90.96	\$90,400	\$82,228	\$66,216	4800	11.94	573	2113	2565
12	119	9117.04	Middle	No	89.27	\$90,400	\$80,700	\$64,987	5721	4.93	282	2887	3743

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12	119	9800.00	Unknown	No	0.00	\$90,400	\$0	\$0	16	62.50	10	0	0
12	119	9801.00	Unknown	No	0.00	\$90,400	\$0	\$0	6107	71.84	4387	0	0

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# Community Reinvestment Act Notice

Under the federal Community Reinvestment Act (CRA), the Federal Deposit Insurance Corporation (FDIC) evaluates our record of helping to meet the credit needs of this community consistent with safe and sound operations. The FDIC also takes this record into account when deciding on certain applications submitted by us.

Your involvement is encouraged.

You are entitled to certain information about our operations and our performance under the CRA, including, for example, information about our branches, such as their location and services provided at them; the public section of our most recent CRA Performance Evaluation, prepared by the FDIC; and comments received from the public relating to our performance in helping to meet community credit needs, as well as our response to those comments. You may review this information today.

At least 30 days before the beginning of each quarter, the FDIC publishes a nationwide list of the banks that are scheduled for CRA examination in that quarter. This list is available at:

Division of Depositor and Consumer Protection  
FDIC Regional Director  
10 Tenth Street, NE, Suite 800  
Atlanta, Georgia 30309-3906

You may send written comments about our performance in helping to meet community credit needs to [Kathey Wooten, CRA Officer](#), at

United Southern Bank  
750 North Central Avenue  
Umatilla, Florida 32784

And the FDIC Regional Director listed above.

You may also submit comments electronically through the FDIC's web site at [www.fdic.gov/regulations/cra](http://www.fdic.gov/regulations/cra).

Your letter, together with any response by us, will be considered by the FDIC in evaluating our CRA performance and may be made public.

You may ask to look at any comments received by the FDIC Regional Director. You may also request from the FDIC Regional Director an announcement of our applications covered by the CRA filed with the FDIC.

We are an affiliate of UniSouth, Inc., a bank holding company. You may request from the Officer in Charge of Supervision, Federal Reserve Bank of Atlanta, 104 Marietta Street NW, Atlanta, Georgia 30303, an announcement of applications covered by the CRA filed by bank holding companies.

# Community Reinvestment Act Notice

## Local Branch

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Umatilla, Florida 32784

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# United Southern Bank

P.O. Drawer 29  
Umatilla, FL 32784  
(352)669-2121

## Home Mortgage Disclosure Act (HMDA) Notice

The HMDA data about our residential mortgage lending are available online for review. The data show geographic distribution of loans and applications; ethnicity, race, sex, age, and income of applicants and borrowers; and information about loan approvals and denials.

These data are available online at the Consumer Financial Protection Bureau's website ([www.consumerfinance.gov/hmda](http://www.consumerfinance.gov/hmda)).

HMDA data for many other financial institutions are also available at this Web site.

A copy of this disclosure will be made available to you upon request.

# United Southern Bank

P.O. Drawer 29  
Umatilla, FL 32784  
(352)669-2121

## Home Mortgage Disclosure Act (HMDA) Notice

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HMDA data for many other financial institutions are also available at this Web site.

A copy of this disclosure will be made available to you upon request.

## United Southern Bank (USB) Loan to Deposit Ratio

USB strives to help our communities prepare for their future with many checking, savings, and Estate Planning Services. Our bank is also excited to be a leader in lending to our neighbors in both Lake and Sumter Counties.

Loan to Deposit Ratio					
Year	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Average
2024	47.4%	50.6%	52.7%	51.3%	51%
2023	42.1%	44.9%	45.9%	46.8%	44.9%
2022	38.0%	37.0%	39.2%	42.9%	39.3%

### Opened or Closed Branch locations:

A list of branches opened or closed by USB during the current year and each of the prior two calendar years, their street addresses, and geographies.

Opened and Closed Locations			
Location	Address	Opened / Closed Date	Census Tract
Waterman Village Limited Service Branch	500 Waterman Way Mt Dora FL 32757	Closed December 1st, 2022	309.13

## United Southern Bank Products

Products and Fees			
Product Name	Description	Fees	Balance Requirements
Free Checking	With a USB Free Checking Account, you don't have to worry about a fixed monthly charge or maintaining a minimum balance. It's not required.	No Monthly Service Charge	No balance requirements
Choice Checking	Choice Checking offers a flexible interest-bearing checking package that includes free access to many important and useful banking products. You'll receive financial advantages as well as savings on related services.	Enjoy all the benefits of the USB Choice Checking for just \$10 per month.	avoid the fee when you maintain a minimum daily balance in your Choice account of \$1,000 or a \$2,500 minimum balance in any combination of USB deposit accounts.
Managed Business Account (MBA1) Checking	Designed for small businesses with less than 25 items per month.	\$7 monthly maintenance fee and Service charge: A per item charge of \$0.25 will be charged for every item in excess of 25 items in a statement cycle.	Avoid the \$7 monthly maintenance fee by maintaining a minimum daily balance of \$1,000 or average daily balance of \$2,000.
Managed Business Account (MBA 2) Checking	Specifically, for businesses that have between 25 and 100 items per month.	\$12 monthly maintenance fee and Service charge: A per item charge of \$0.25 will be charged for every item in excess of 100 items in a statement cycle.	Avoid the \$12 monthly maintenance fee by maintaining a minimum daily balance of \$2,500 or average daily balance of \$5,000.
Managed Business Account (MBA 3) Checking	Larger businesses with more transactions can pay as they go.	\$10 monthly maintenance fee and Service Charges: 15¢ for each item paid, 11¢ for each deposited item, and 20¢ for each deposit An earnings credit, based on the money market deposit account rate tier 5, on the average available balance will be deducted from the above charges.	Not applicable
Regular Savings*	Interest is compounded quarterly and automatically credited to your account. Rate may change after account is open.	\$6 quarterly service charge	\$300 average daily minimum balance to avoid a \$6 quarterly service charge
Minor Savings*	Interest is compounded quarterly and automatically credited to your account. Rate may change after account is open.	No Monthly Service Charge while the account holder is under 18.	No balance requirements
Holiday Club Savings*	Interest is compounded quarterly and automatically credited to your account. Rate may change after account is open. The balance in the account will be transferred back to the funding account annually on November 15th.	No Monthly Service Charge	No balance requirements
Personal Savings Tiered Money Market Account*	Interest is compounded daily and will credit to your account monthly. You must maintain a minimum balance of \$5000 in the account each day to obtain the disclosed annual percentage yield, Tiered interest structure. Rates on tiers may change after account opening	\$10 monthly service charge	\$5,000 average daily minimum balance to avoid a \$10 monthly service charge.
Business Savings Tiered Money Market Account*	Interest is compounded daily and will credit to your account monthly. You must maintain a minimum balance of \$5000 in the account each day to obtain the disclosed annual percentage yield, Tiered interest structure. Rates on tiers may change after account opening.	\$10 monthly service charge	\$5,000 average daily minimum balance to avoid a \$10 monthly service charge.
Certificate of Deposit (CDs)	A variety of timeframes and rates make our CDs right for you. Accounts automatically renew for similar term upon maturity Open with only a \$1,000.	No Monthly Service Charge	A penalty may be imposed for withdrawals made before maturity. Fees may reduce earnings.
Individual Retirement Accounts (IRA)	A variety of timeframes and rates make our IRAs right for you. Interest compounded quarterly and credited to account quarterly Open with only a \$1,000.	No Monthly Service Charge	Withdrawals from principal, before maturity, subject to approval. A penalty may be imposed for withdrawals made before maturity. Fees may reduce earnings.
Safe Deposit Boxes	Protect your valuables with the box just right for you.	Annual fee varies by size ranging from \$30.00 to \$95.00	Discounted rate for your Choice Checking customers.

\*Savings and Money Market accounts are subject to transfer limitations, read your disclosures fully to properly understand your account(s).

**United Southern Bank  
Loan Products**

Loan Products		
Product Types	Description	Contact
Personal Loans	Personal Loans Boats Vehicle Recreational Vehicle (RV) Personal Lines of Credit	Contact your local USB lender at any of our Full Service Branch locations.
Residential Loans	Conventional Mortgage Construction Construction/Perm Adjustable Rate Mortgage (ARM) Fixed Rate Mortgages Residential Lots Manufactured Homes Condominiums Jumbo Home Equity Lines of Credit (HELOC) Other loan products may be available through our Secondary Market Lender to meet your credit needs.	Contact one of our Residential Lenders:  Janet Noack @ 352-589-4663 NMLS# 514772  Kelly Guzman @ 352-483-5892 NMLS# 1363256  Carrie Cribb @ 352-572-4986 NMLS# 1234308  Jeanne Lazo @ 352-771-2404 NMLS# 514769
Commercial Loans	Commercial Real Estate Purchase New Equipment Purchases Commercial Construction Inventory Purchases Refinance your Real Estate Business Lines of Credit	Contact one of our Commercial Lenders: Rob Adrid @ 352-483-5897 Mike Stephens @ 352-483-5899 Bill Wonus @ 352-771-5706 Michael Bucher @ 352-771-5731 Tom Popieski @ 352-483-5904 Shari Kaiser @ 352-483-5927 Jordan Hawkins @ 352-483-5891 Michael Bakich @ 352-483-4501



**United Southern Bank**  
**Other Services**

Other Services	
Product Types	Additional Services Available
Personal Accounts	Scheduled Transfers Fraud Monitoring Zelle Telephone Banking Notary Public Services Medallion Signature Guarantee Apple and Google Pay Mobile Deposit Capture Online Banking (Online Statements, Bill Pay, transfer, payment) Personal Mobile Banking Cashiers Checks Wire Transfers Direct Deposit Visa Debit Chip Cards
Business Accounts	Scheduled Transfers Fraud Monitoring Remote Deposit Capture Notary Public Service Medallion Signature Guarantee Telephone Banking ACH Origination Business Online Banking (Online Statements, Bill Pay, transfer, payment) Business Mobile Banking Cashiers Checks Wire Transfers Direct Deposit Visa Debit Chip Cards
Trust and Investments	USB has a wide variety of Trust, Estate, and Financial Planning Options.

**COMMON FEATURES**

The following fees may be assessed against your account and the following transaction limitations, if any, apply to your account.  
 Check printing (fee depends on style and quantity of check ordered)  
 Cashier's checks Customer..... \$8.00  
 Deposited checks (and other items) returned unpaid - each... \$10.00  
 Telephone transfers ..... \$5.00  
 \* Dormant Checking account service charge per month ..... \$10.00  
 \*\* Dormant Savings account service charge per month ..... \$10.00  
 \*\*\* Dormant Money Market service charge per month ..... \$10.00

The categories of transactions for which an overdraft (OD) or returned item (NSF) fee may be imposed are those by any of the following means: check, in-person withdrawal, ATM withdrawal, or other electronic means.

Overdraft (OD) paid each ..... \$35.00  
 Returned item - Nonsufficient funds (NSF) each ..... \$35.00

Stop payment fee (each) ..... \$35.00  
 Account activity printout ..... \$1.00  
 Account research ..... \$20.00 per hour  
 Account balancing assistance ..... \$20.00 per hour  
 Statement copies ..... \$2.00

Domestic wire transfers  
 Outgoing ..... \$25.00  
 Incoming ..... \$15.00  
 Foreign wire transfers  
 Outgoing ..... \$45.00  
 Incoming ..... \$25.00

Safe deposit box:  
 \*\*\*\* 3 X 5 ..... \$30.00  
 \*\*\*\* 3 X 10 ..... \$50.00  
 \*\*\*\* 5 X 10 ..... \$70.00  
 \*\*\*\* 10 X 10 ..... \$95.00

Tax Levy/Garnishment ..... \$100.00  
 Instant Issue custom card (printed in branch).....\$5.00  
 ATM Withdrawal Fee .....\$1.00  
 (This fee is only applicable when using an ATM that we do not own or operate, with the exception of Publix Presto or Allpoint ATMs)

\* A Checking account is dormant if for one year you have made no deposits or withdrawals to the account.

\*\* A Savings account is dormant if for two years you have made no deposits or withdrawals to the account.

\*\*\* A Money Market account is dormant if for three years you have made no deposits or withdrawals to the account.

We may require not less than 7 days' notice in writing before each withdrawal from an interest-bearing account other than a time deposit, or from any other savings account as defined by Regulation D. Withdrawals from a time account prior to maturity or prior to any notice period may be restricted and may be subject to penalty. See your notice of penalty for early withdrawal.

\*\*\*\* Choice Checking customers can receive a 10% discount on safe deposit box rentals.

**Visa Debit Card - Currency Conversion and International Transactions.**

(a) For point-of-sale (merchant) transactions. When you use your Visa Check Card for this type of transaction and it settles in a currency other than US Dollars, the charge will be converted into the US Dollar amount. The currency conversion rate used to determine the transaction amount in US Dollars is either a rate selected by Visa from the range of rates available in wholesale currency markets for the applicable central processing date, which rate may vary from the rate Visa itself receives, or the government-mandated rate in effect for the applicable central processing date. The conversion rate in effect on the processing date may differ from the rate in effect on the transaction date or posting date.

Visa USA charges us a .8% International Service Assessment on all international transactions if there is no currency conversion. If there is a currency conversion, the International Service Assessment is 1% of the transaction. As a result, we will charge you a 0.8% international transaction fee on all international transactions if there is no currency conversion. If there is a currency conversion, we will charge you an international transaction fee of 1% of the transaction. An international transaction is a transaction where the country of the merchant is outside the USA.

(b) For ATM transactions using Cirrus network. When you use your Visa, Check Card for this type of transaction and it settles in a currency other than US Dollars, MasterCard/Cirrus will convert the charge into a US Dollar amount. The MasterCard/Cirrus currency conversion procedure includes use of either a government-mandated exchange rate, or a wholesale exchange rate selected by MasterCard/Cirrus. The exchange rate MasterCard/Cirrus uses will be a rate in effect on the day the transaction is processed. This rate may differ from the rate in effect on the date of purchase or the date the transaction was posted to your account.

MasterCard/Cirrus charges us a Currency Conversion Assessment of 20 basis points (.2% of the transaction) for performing the currency conversion. In addition, MasterCard/Cirrus charges us an Issuer Cross-Border Assessment of 90 basis points (.9% of the transaction) on all cross-border transactions regardless of whether there is a currency conversion. As a result, we will charge you a currency conversion fee of .2% of the transaction if there is a currency conversion and a cross-border transaction fee of .9% of the transaction. The cross-border transaction fee is charged on all cross-border transactions regardless of whether there is a currency conversion. A cross-border transaction is a transaction processed through the Global Clearing Management System or the MasterCard Debit Switch in which the country of the merchant is different than the country of the cardholder.

Advisory Against Illegal Use. You agree not to use your card(s) for illegal gambling or other illegal purpose. Display of a payment card logo by, for example, an online merchant does not necessarily mean that transactions are lawful in all jurisdictions in which the cardholder may be located.

Non-Visa Debit Transaction Processing. We have enabled non-Visa debit transaction processing. This means you may use your Visa-branded debit card on a PIN-Debit Network\* (a non-Visa network) without using a PIN.

The non-Visa debit network(s) for which such transactions are enabled are: PRESTO and Accel\* Networks (- 2013 Fiserv, Inc. or its affiliates. Accel and the Accel logo are trademarks of Fiserv, Inc.).

Examples of the types of actions that you may be required to make to initiate a Visa transaction on your Visa-branded debit card include signing a receipt, providing a card number over the phone or via the Internet, or swiping the card through a point-of-sale terminal.

Examples of the types of actions you may be required to make to initiate a transaction on a PIN-Debit Network include initiating a payment directly with the biller (possibly via telephone, Internet, or kiosk locations), responding to a logo displayed at a payment site and choosing to direct payment through that network, and having your identity verified using known information derived from an existing relationship with you instead of through use of a PIN.

The provisions of your agreement with us relating only to Visa transactions are not applicable to non-Visa transactions. For example, the additional limits on liability (sometimes referred to as Visa's zero-liability program) and the streamlined error resolution procedures offered on Visa debit card transactions are not applicable to transactions processed on a PIN-Debit Network.

\*Visa Rules generally define PIN-Debit Network as a non-Visa debit network that typically authenticates transactions by use of a personal identification number (PIN) but that is not generally known for having a card program.

**United Southern Bank**  
**Written Public Comments**

Below are the written Comments received from the public for the current year and each of the two prior calendar years, that specifically relate to the Bank's performance in helping to meet community credit needs, and response to the comments by the Bank.

Written Public Comments	
Year	Reference
2024	No written comments received from the public.
2023	No written comments received from the public.
2022	No written comments received from the public.