

**Farmers Trust and Savings Bank's Home Mortgage Disclosure Act (HMDA) Disclosure Statement may be obtained on the CFPB's website at <https://www.consumerfinance.gov/hmda>**

**Bank's Loan to Deposit Ratio for each quarter of the prior calendar year:**

03/31/2023	56%
06/30/2023	58%
09/30/2023	66%
12/31/2023	72%

**Bank Branches and Locations:**

Earling Main Bank located at 122 Main Street, Earling, IA 51530 Ph 712-747-2000  
Main Bank open Monday through Friday 8 a.m. to 4:00 p.m. Drive-Up open Monday through Thursday 8:00 a.m. to 4:00 p.m. and on Friday open 8:00 a.m. to 4:30 p.m.

Woodbine Branch located at 510 Lincoln Way, Woodbine, IA 51579 Ph 712-647-3375  
Main Bank open Monday through Thursday 8:00 a.m. to 4:00 p.m. and Friday 8:00 a.m. to 4:30 p.m.  
Drive-Up open Monday through Thursday 8:00 a.m. to 4:30 p.m. and Friday 8:00 a.m. to 5:00 p.m.

Harlan Branch located at 1901 Chatburn Ave., Harlan, IA 51537 Ph 712-235-2000  
Main Bank open Monday through Friday 9:00 a.m. to 3:00 p.m.  
Drive-Up open Monday through Friday 7:30 a.m. to 4:30 p.m.

**Branches opened or closed in the current year and past two years – None.**

**ATM's are located at all three bank locations (cash dispensing only)**

**Delineated Area and Areas Served by Farmers Trust and Savings Bank – Shelby County (census tracts 9601, 9602, 9603 and 9604), Harrison County (census tracts 2901, 2902, 2903, 2904 and 2905) and Crawford County (census tracts 9701, 9702, 9703, 9704 and 9705) in Iowa.**

**Written Comments received by the public for the current and each of the prior two calendar years that relate to CRA Performance: None**

## **List of Products and Services Offered at Farmers Trust and Savings Bank**

A variety of Checking, Savings, and Money Market Accounts along with Time Certificates of Deposit are available. Bank also offers a variety of IRA's and an HSA Account. Each location has Safety Deposit Boxes available for rent (contents of boxes are not insured by the FDIC). FTSB has online banking and a Mobile App with Remote Deposit Option, Debit Cards and sells Money Orders and Cashier's Checks (to customers only). We also offer a Sweep Product where you can have money transferred from one account to another to avoid overdrafts.

Loan Products: Commercial and Farm Loans are available for operating expenses, equipment and machinery, real estate loans and other purpose business and agricultural loans. The bank also utilizes FSA, SBA and Farmer Mac loan programs. Consumer Loans are available for personal expenses including automobiles, bill consolidation, boats and other recreational vehicles. We also offer a "Ready Reserve" Line of Credit for Overdraft Protection. FTSB offers in-house residential real estate loans for purchase, refinance, home improvement and equity loans. The bank also utilizes IBMC and Bankers Bank to offer long-term fixed rate home loans. We use IBMC for government home loans such as VA, FHA and IFA 1<sup>st</sup> Time Homebuyer Loans.

## Checking Accounts

\$100.00 DEPOSIT REQUIRED TO OPEN A CHECKING ACCOUNT (except Farmers Premier)

NO MINIMUM BALANCE ON CHECKING ACCOUNTS (except Farmers Premier)

<b>ADVANTAGE CHECKING</b> <ul style="list-style-type: none"> <li>FREE E-STATEMENTS</li> <li>PAPER STATEMENTS - \$3 SERVICE CHARGE FEE PER MONTH (NO CHECK IMAGES)</li> </ul>	<b>REGULAR CHECKING</b> <ul style="list-style-type: none"> <li>\$4.00 SERVICE CHARGE FEE PER MONTH FOR PAPER STATEMENTS</li> <li>\$0.10 FOR EVERY DEBIT DEBIT ITEM FEE</li> <li>IF YOU SIGN UP FOR E-STATEMENTS THE ABOVE FEES WILL BE WAIVED</li> <li>EARNINGS OF \$0.02 CREDIT BACK FOR EACH \$100.00 AVERAGE COLLECTED BALANCE</li> <li>CHECK IMAGES INCLUDED WITH MONTHLY STATEMENT</li> </ul>	<b>STUDENT CHECKING</b> <ul style="list-style-type: none"> <li>MUST BE A HIGH SCHOOL STUDENT OR FULL TIME COLLEGE STUDENT UP TO THE AGE OF 23 (WILL CONVERT TO ADVANTAGE ONCE THOSE ARE NOT MET)</li> <li>MUST SIGN UP FOR E-STATEMENTS TO AVOID PAPER STATEMENT FEE</li> <li>PAPER STATEMENTS - \$3 SERVICE CHARGE FEE PER MONTH (NO CHECK IMAGES)</li> <li>FREE DEBIT CARD - UNLIMITED ATM WITHDRAWALS</li> <li>FIRST ORDER OF WALLET CHECKS FREE</li> </ul>	<b>NOW CHECKING</b> <p>(INTEREST BEARING OVER \$800)</p> <ul style="list-style-type: none"> <li>CONSUMER ACCOUNTS ONLY (NO BUSINESS ACTS UNLESS IT IS A SOLE PROPRIETORSHIP)</li> <li>NO LLC'S, CORPORATIONS OR PARTNERSHIPS</li> <li>MINIMUM BALANCE IS \$800.00 TO AVOID FEES</li> <li>A \$10.00 SERVICE CHARGE FEE PLUS \$0.10 PER DEBIT ITEM WILL BE CHARGED IF DAILY LEDGER BALANCE FALLS BELOW \$800.00 ON ANY ONE DAY</li> <li>CHECK IMAGES INCLUDED WITH MONTHLY STATEMENT</li> </ul>	<b>CENTURY CHECKING</b> <p>(INTEREST BEARING OVER \$1000)</p> <ul style="list-style-type: none"> <li>CONSUMER ACCOUNTS ONLY</li> <li>\$8.00 SERVICE CHARGE FEE PER MONTH (\$6.00 PER MONTH IF OVER AGE 55)</li> <li>FREE WALLET CHECKS</li> <li>DEBIT CARD FEES WAIVED</li> <li>FIVE FREE MONEY ORDERS PER MONTH</li> <li>FREE 3 X 5 SAFE DEPOSIT BOX (UPON AVAILABILITY)</li> <li>MONTHLY SERVICE CHARGE WILL BE WAIVED IF THERE IS A COMBINATION OF \$25,000.00 IN TOTAL DEPOSITS AND/OR LOANS FOR THE SAME SOCIAL SECURITY NUMBER &amp; SUFFIX.</li> <li>CHECK IMAGES INCLUDED WITH MONTHLY STATEMENT</li> <li>SEE BROCHURE FOR MORE DETAILS</li> </ul>	<b>FARMERS PREMIER CHECKING</b> <p>(INTEREST BEARING OVER \$2500)</p> <ul style="list-style-type: none"> <li>ONLY AVAILABLE TO SOLE PROPRIETORSHIPS (NO LLC'S, CORPORATIONS OR PARTNERSHIPS)</li> <li>OPENING BALANCE REQUIREMENT OF \$2,500.00</li> <li>\$9.00 SERVICE CHARGE FEE PER MONTH</li> <li>FREE WALLET CHECKS</li> <li>DEBIT CARD FEES WAIVED</li> <li>FREE 3 X 5 SAFE DEPOSIT BOX (UPON AVAILABILITY)</li> <li>MONTHLY SERVICE CHARGE WILL BE WAIVED IF THERE IS A COMBINATION OF \$99,999.00 IN TOTAL DEPOSITS AND/OR LOANS FOR THE SAME SOCIAL SECURITY NUMBER &amp; SUFFIX.</li> <li>CHECK IMAGES INCLUDED WITH MONTHLY STATEMENT</li> </ul>
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## Savings Accounts

A \$25.00 CLOSING FEE MAY BE IMPOSED IF ACCOUNTS OPENED LESS THAN 60 DAYS

No Debit or ATM Cards are allowed on just a Savings Account; must have a checking account for the Savings to be tied to the Card.

<b>JUNIOR SAVINGS ACCOUNT</b> <p>(INTEREST BEARING OVER \$50)</p> <ul style="list-style-type: none"> <li>MUST BE UNDER 18 YEARS OF AGE</li> <li>OPENING BALANCE REQUIREMENT OF \$50.00</li> <li>MINIMUM BALANCE OF \$50.00 TO EARN INTEREST AND TO KEEP ACCOUNT OPEN</li> <li>NO MONTHLY SERVICE CHARGE FEE</li> <li>DEBIT ITEM FEE OF \$1.00 WILL BE CHARGED FOR EACH WITHDRAWAL OVER SIX (6) WITHDRAWALS PER QUARTER</li> </ul>	<b>COMBINED SAVINGS ACCOUNT</b> <ul style="list-style-type: none"> <li>SAME AS A JUNIOR SAVINGS ACCOUNT - SEE ABOVE</li> <li>MUST HAVE A CHECKING ACCOUNT THAT CAN BE TIED TOGETHER ON ONE STATEMENT</li> </ul>	<b>STATEMENT SAVINGS</b> <ul style="list-style-type: none"> <li>OPENING BALANCE REQUIREMENT OF \$100.00</li> <li>MINIMUM BALANCE OF \$100.00 TO EARN INTEREST AND KEEP ACCOUNT OPEN</li> <li>SERVICE CHARGE FEE OF \$5 PER QUARTER IF AVERAGE LEDGER BALANCE FALLS BELOW \$250 (THIS WILL BE WAIVED IF SIGNED UP FOR E-STATEMENTS.)</li> <li>DEBIT ITEM FEE OF \$1.00 WILL BE CHARGED FOR EACH WITHDRAWAL OVER SIX (6) WITHDRAWALS PER QUARTER</li> </ul>	<b>YOUR FUTURE SAVINGS</b> <ul style="list-style-type: none"> <li>MUST BE UNDER THE AGE OF 25 (WILL CONVERT TO A REGULAR SAVINGS)</li> <li>OPENING BALANCE REQUIREMENT OF \$50.00</li> <li>MUST HAVE A MONTHLY DEPOSIT OF \$25.00 TO THIS ACCOUNT TO REMAIN ELIGIBLE FOR THIS. (PREFER AUTO DEPOSIT)</li> <li>MINIMUM BALANCE OF \$50.00 TO EARN INTEREST &amp; KEEP ACCOUNT OPEN</li> <li>NO MONTHLY SERVICE CHARGE FEE</li> <li>DEBIT ITEM FEE OF \$2.00 WILL BE CHARGED FOR EACH WITHDRAWAL OVER ONE (1) WITHDRAWALS PER QUARTER</li> </ul>	<b>HSA Accounts</b> <ul style="list-style-type: none"> <li>MINIMUM BALANCE TO OPEN \$100.00</li> <li>\$2.00 MONTHLY SERVICE CHARGE FEE IF BALANCE FALLS BELOW \$9,000</li> <li>\$25.00 SETUP FEE (ONE TIME FEE)</li> <li>\$25.00 CLOSING OR TRANSFER FEE</li> <li>VARIABLE RATE</li> </ul>
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## IRA's Accounts

<b>ROTH OR TRADITIONAL (VARIABLE RATE)</b> <ul style="list-style-type: none"> <li>MINIMUM BALANCE TO OPEN \$100.00</li> <li>\$10.00 ANNUAL FEE UPON REQUIRED MINIMUM DISTRIBUTIONS (RMD)</li> <li>\$25.00 CLOSING OR TRANSFER FEE</li> </ul>	<b>TIME CERTIFICATE (12 MONTH)</b> <ul style="list-style-type: none"> <li>MINIMUM BALANCE TO OPEN \$1,000.00</li> <li>\$25.00 CLOSING OR TRANSFER FEE</li> </ul>
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## Money Market Accounts

<b>MONEY MARKET</b> <ul style="list-style-type: none"> <li>MINIMUM BALANCE \$500.00</li> <li>MAXIMUM OF FIVE (5) WITHDRAWALS PER STATEMENT CYCLE - \$3.00 PER DEBIT FEE FOR EACH ITEM (DEBIT) OVER FIVE (5)</li> <li>10.00 SERVICE CHARGE FEE IF DAILY LEDGER BALANCE FALLS BELOW \$500.00 ON ANY ONE DAY. THIS FEE WILL BE WAIVED IF AVERAGE MONTHLY BALANCE IS \$5,000 OR MORE</li> </ul>	<b>PREMIER MONEY MARKET</b> <ul style="list-style-type: none"> <li>MINIMUM BALANCE \$10,000.00</li> <li>MAXIMUM OF FIVE (5) WITHDRAWALS PER STATEMENT CYCLE - \$3.00 PER DEBIT FEE FOR EACH ITEM (DEBIT) OVER FIVE (5)</li> <li>\$10.00 SERVICE CHARGE FEE IF DAILY LEDGER BALANCE FALLS BELOW \$10,000 ON ANY ONE DAY. THIS FEE WILL BE WAIVED IF AVERAGE MONTHLY BALANCE IS \$25,000 OR MORE</li> </ul>
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<ul style="list-style-type: none"> <li>*SALES TAX CHARGED ON ALL SERVICE CHARGE FEES AND ATM/DEBIT CARD FEES.</li> <li>**AVERAGE DAILY BALANCE FOR CYCLE LESS FLOAT ON ALL OTHER BANKS CHECKS DEPOSITED</li> <li>INTEREST PAID ON COLLECTED BALANCES</li> <li>\$25.00 CLOSING FEE MAY BE IMPOSED ON ALL ACCOUNTS THAT ARE LESS THAN 60 DAYS OLD</li> </ul>
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7/7/20

## List of Bank Fees

ACCOUNT TRANSACTION HISTORY	\$ 1.00 PER PAGE
ACCOUNT BALANCING / RESEARCHING	\$ 40.00 PER HOUR
AMORITZATION SCHEDULE	\$ 5.00 PER SCHEDULE
ATM/DEBIT CARD – REPLACEMENT FEE	\$ 15.00 PER REQUEST
ATM/DEBIT CARD – DUPLICATE RECEIPT	\$ 15.00 PER REQUEST
ATM/DEBIT CARD – ATM WITHDRAWALS	<ul style="list-style-type: none"> <li>ALL ATM WITHDRAWALS AT ATM'S OWNED BY FTSB ARE FREE.</li> <li>FOREIGN ATM WITHDRAWALS (ATM'S NOT OWNED OR OPERATED BY FARMERS TRUST &amp; SAVINGS BANK) YOU WILL RECEIVE FOUR FREE WITHDRAWALS PER STATEMENT CYCLE AND THEN YOU WILL BE CHARGED \$2.00 FOR EACH ADDITIONAL WITHDRAWAL.</li> </ul>
BILL PAY MONTHLY SERVICE CHARGE	\$ .50 PER ITEM FEE
CLOSING ACCOUNT FEE	\$ 25.00 FEE MAY BE IMPOSED ON ALL ACCOUNTS LESS THAN NINTY DAYS OLD
CHECK CASHING (NON-CUSTOMERS)	\$ 20.00 FOR ANY AMOUNT OVER \$2,000 (THIS APPLIES TO ANY NON-CUSTOMER CASHING AN ON-US CHECK).
COLLECTION FEES	\$ 10.00 PER REQUEST
COIN COUNTING - NONCUSTOMERS	\$ 5.00 MINUMUM (5% OF TOTAL) PER REQUEST
COUNTER CHECKS	\$ .10 EACH
DORMANT ACCOUNT FEE (CHECKING & STATEMENT SAVINGS)	\$ 1.00 PER STATEMENT CYCLE WILL BE CHARGED AFTER ONE YEAR OF INACTIVITY ON YOUR ACCOUNT. THIS WILL BE WAIVED IF AVERAGE LEDGER BALANCE IS OVER \$500.00
FAX MACHINE (INCOMING OR OUTGOING)	\$ 1.00 PER PAGE
FOREIGN CURRENCY EXCHANGE	\$ 10.00 MINIMUM PER REQUEST PLUS ANY THIRD PARTY FEES THAT MAY APPLY
GARNISHMENTS	\$ 25.00 PER REQUEST
MONEY ORDERS UNDER 500	\$ 3.00 PER ITEM
MONEY ORDERS EQUAL TO OR OVER 500	\$ 5.00 PER ITEM
NOTARY FEE (EXISTING CUSTOMER)	NO FEE
NOTARY FEE (NON-CUSTOMER)	\$ 10.00 PER TIME
OVERDRAFT ITEM FEE(S) - (ITEM PAID)* (OVERDRAFT CHECK/DEBIT)	\$ 25.00 PER ITEM - (MAXIMUM OF \$125 PER DAY) - If account is overdrawn less than \$25.00, overdrafts fees will be waived
NSF FEE(S) - (ITEM RETURNED)* (OVERDRAFT CHECK/DEBIT)	\$ 10.00 PER ITEM - (MAXIMUM OF \$100 PER DAY)
OVERDRAFT PROTECTION / SAVINGS TRANSFER	\$ 6.00 PER TRANSFER
PHOTOCOPIES	\$ .25 PER PAGE
REMOTE DEPOSIT FEE	\$ .50 PER ITEM
RETURN DEPOSIT ITEM	\$ 4.00 PER ITEM (BUSINESS ACCOUNTS ONLY)
SAFEKEEPING	\$ 25.00 PER YEAR OF NON-CHECK ITEMS
SALES TAX	7% WILL BE CHARGED WHERE APPLICABLE
STATEMENT COPIES / IMAGES	\$ 1.00 PER PAGE – MAXIMUM OF \$5.00 PER STATEMENT
STOP PAYMENTS (PAPER FORM, EFT & ACHA ITEMS)	\$ 25.00 PER REQUEST
WIRE TRANSFERS - INCOMING	\$ 15.00 PER REQUEST
WIRE TRANSFERS - OUTGOING	\$ 20.00 PER REQUEST
WIRE TRANSFERS - INTERNATIONAL	\$ 40.00 PER REQUEST
SAFE DEPOSIT BOX (LOST KEY – DUP. KEY)	\$ 50.00 MINUMUM CHARGE PER REQUEST
SAFE DEPOSIT BOX (DRILLING CHARGE)	\$200.00 MINUMUM CHARGE PER REQUEST

\* OD/NSF Fee Charges apply to overdrafts created by check, in-person withdrawal, ATM or debit card withdrawals, or any other electronic means.

## Debit & ATM Cards

ATM & DEBIT CARDS AVAILABLE ON ALL CHECKING ACCOUNTS  
ACCOUNT HOLDERS MUST BE ABLE TO QUALIFY FOR A DEBIT CARDS

- FREE ATM withdrawals at ATM's that are owned or operated by Farmers Trust & Savings Bank.
- Foreign ATM Fees...\*
  - Four (4) Free Withdrawals per statement cycle and then you will be charged a \$2.00 Foreign ATM Service Charge for each additional withdrawal.
  - To avoid any surcharges\*\* at a Foreign ATM use an ATM that belongs to & has this Logo....



PRIVILEGED STATUS NETWORK

- No Debit or ATM Cards are allowed on just a Savings Account. Must have a checking account for the Savings to be tied to the Card.

*\*A Foreign ATM is an ATM not owned or operated by Farmers Trust & Savings Bank*

*\*\*The surcharge is the fee that the owner of that ATM will charge you for the use of their machine.*

## FARMERS TRUST AND SAVINGS BANK

Earling Harlan Woodbine  
(712) 747-2000 (712) 235-2000 (712) 647-3375

Member FDIC

"Your Bank for Today and Tomorrow"

## FEE BROCHURE

## Safe Deposit Box Rental

Annual Fee on Box Rent is due on the  
1<sup>st</sup> of August every year.

If you have a checking or savings account, we will automatically  
debit your account.

If you do not have an account with us then we will bill you.

### Boxes Available at Each Location

SIZE OF BOX	EARLING	HARLAN	WOODBINE	PRICE PER YEAR
3 X 5	YES	NO	YES	\$15.00
4 X 5	YES	NO	NO	\$15.00
5 X 5	YES	YES	YES	\$21.00
3 X 10	NO	YES	YES	\$24.00
5 X 10	YES	YES	YES	\$30.00
10 X 10	YES	YES	YES	\$54.00

**\*\*Safe Deposit Boxes are not FDIC Insured**



# **PUBLIC DISCLOSURE**

October 4, 2021

## **COMMUNITY REINVESTMENT ACT PERFORMANCE EVALUATION**

Farmers Trust & Savings Bank  
Certificate Number: 8510

122 Main Street  
Earling, Iowa 51530

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

1100 Walnut Street, Suite 2100  
Kansas City, Missouri 64106

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

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## 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 areas, including low- and moderate-income neighborhoods, in a manner consistent with its resources and capabilities.

- The loan-to-deposit ratio is reasonable given the institution's size, financial condition, and assessment areas' credit needs.
- A majority of the small farm, small business, and home mortgage loans reviewed were located inside the assessment areas.
- The geographic distribution of loans reflects reasonable dispersion throughout the assessment areas.
- The distribution of borrowers reflects reasonable penetration among farms and businesses of different sizes and individuals of different income levels.
- The bank did not receive any complaints regarding its Community Reinvestment Act (CRA) performance since the previous evaluation. As a result, examiners did not evaluate the bank's record of responding to CRA-related complaints.

## DESCRIPTION OF INSTITUTION

Farmers Trust & Savings Bank is a community financial institution headquartered in Earling, Iowa. J. Carl H. Bancorporation, Earling, Iowa, a one-bank holding company, owns 100 percent of the bank. The bank did not have any affiliated lending activity to consider during this CRA evaluation.

Farmers Trust & Savings Bank operates three full-service offices, all in the State of Iowa. No branches have been opened or closed since the previous CRA evaluation. The FDIC assigned a CRA rating of "Outstanding" at the bank's October 26, 2015 Performance Evaluation, when examiners used Interagency Small Institution Examination Procedures.

The bank offers traditional credit products including agricultural, commercial, residential real estate, and consumer loans. Agricultural lending continues to be the bank's primary focus. The bank also offers a variety of deposit products including checking, savings, and certificate of deposit accounts. Alternative banking services include internet banking, mobile banking, consumer person-to-person payments, and automated teller machines.

The institution's June 30, 2021 Reports of Condition and Income reflected total assets of \$125.0 million, total loans of \$68.2 million, and total deposits of \$114.1 million. The following table reflects the bank's loan portfolio composition.



<b>Loan Portfolio Distribution as of 6/30/2021</b>		
<b>Loan Category</b>	<b>\$(000s)</b>	<b>%</b>
Construction, Land Development, and Other Land Loans	342	0.5
Secured by Farmland	26,236	38.4
Secured by 1-4 Family Residential Properties	7,624	11.2
Secured by Multifamily (5 or more) Residential Properties	63	0.1
Secured by Nonfarm Nonresidential Properties	4,614	6.8
<b>Total Real Estate Loans</b>	<b>38,879</b>	<b>57.0</b>
Commercial and Industrial Loans	13,530	19.8
Agricultural Production and Other Loans to Farmers	13,418	19.7
Consumer Loans	1,584	2.3
Obligations of State and Political Subdivisions in the U.S.	1,273	1.9
Other Loans	41	<0.1
Lease Financing Receivable (net of unearned income)	0	0.0
Less: Unearned Income	(477)	(0.7)
<b>Total Loans</b>	<b>68,248</b>	<b>100.0</b>
<i>Source: Reports of Condition and Income</i>		

Examiners did not identify any financial, legal, or other impediments that affect the bank's ability to meet the assessment areas' credit needs.

## DESCRIPTION OF ASSESSMENT AREAS

The CRA requires each financial institution to define one or more assessment areas to evaluate its CRA performance. Farmers Trust & Savings Bank designated one assessment area in nonmetropolitan Iowa and one assessment area in the Omaha-Council Bluffs, NE-IA Metropolitan Statistical Area (MSA). Although the assessment areas are contiguous, the bank operates one full-service office located in Woodbine, Iowa, which is part of the MSA, and two full-service offices in the Nonmetropolitan Iowa Assessment Area. Consequently, the bank's lending performance must be evaluated separately in each assessment area. The MSA assessment area will be referred to as the Woodbine Assessment Area throughout this evaluation.

The bank's assessment areas are unchanged from the prior evaluation. The following table provides information on the areas. Detailed information on these assessment areas is provided later in the evaluation.

<b>Description of Assessment Areas</b>			
<b>Assessment Area</b>	<b>Counties in Assessment Area</b>	<b># of Census Tracts</b>	<b># of Branches</b>
Nonmetropolitan Iowa	Crawford & Shelby	5	2
Woodbine	Harrison	9	1
<i>Source: Bank Data</i>			

## **SCOPE OF EVALUATION**

### **General Information**

This evaluation covers the period from the prior evaluation, dated October 26, 2015, to the current evaluation, dated October 4, 2021. Examiners used the Interagency Small Institution Examination Procedures to conduct the evaluation, which includes a Lending Test. Refer to the Appendices for a description of this test.

Examiners used full-scope examination procedures to assess performance in both assessment areas. The bank's performance in each assessment area received similar weight when arriving at overall conclusions and ratings, since the bank has a relatively similar percentage of loan and deposit volume in each assessment area.

### **Activities Reviewed**

Agricultural loans, at 58.1 percent, comprise a majority of the bank's loan portfolio by dollar volume and are the primary lending focus of the institution. Commercial loans at 26.6 percent and home mortgage loans at 11.3 percent are additional lending focuses. The bank also refers a small number of home mortgage loans to other investors for borrowers seeking long-term fixed rate financing, which is not reflected in these figures. Hence, examiners selected small farm, small business, and home mortgage loans to evaluate the bank's performance during this evaluation. Other loan products, such as consumer loans, do not represent a major product line and were not reviewed as they would not provide material support for conclusions or the rating.

Examiners selected loans originated or purchased in 2020 as the review period. Bank management indicated this review period was an accurate representation of the institution's lending activity throughout the evaluation period. For the Assessment Area Concentration analysis, examiners reviewed all small farm, small business, and home mortgage loans originated or purchased during the review period. For the Geographic Distribution analysis, examiners reviewed all small farm, small business, and home mortgage loans located inside the Woodbine Assessment Area. The Nonmetropolitan Iowa Assessment Area does not include any low- or moderate-income census tracts; therefore, examiners did not conduct a Geographic Distribution analysis in this area. For the Borrower Profile analysis, examiners sampled small farm and small business loans inside each assessment area. All home mortgage loans originated inside each assessment area were reviewed for the Borrower Profile analysis due to a smaller universe of loans. 2020 D&B data provided a standard of comparison for the small farm and small business loans reviewed. 2015 American Community Survey (ACS) and 2010 US Census data provided a standard of comparison for the home mortgage loans.

The following table provides details on the loan universes and samples reviewed.

Loan Products Reviewed						
Loan Category	Assessment Area Concentration		Geographic Distribution		Borrower Profile	
	#	\$(000s)	#	\$(000s)	#	\$(000s)
Small Farm	238	24,262	86	7,227	55	5,391
Small Business	235	9,368	84	4,364	55	1,484
Home Mortgage	39	3,898	16	2,107	32	3,152
Source: Bank Data						

Small farm loans contributed more weight to overall conclusions than small business and home mortgage loans due to higher dollar volume. When conducting the Assessment Area Concentration analysis, examiners placed equal weight on the number and dollar volume of loans. When conducting the Geographic Distribution and Borrower Profile analyses, examiners placed greater weight on the number of loans than the dollar volume of loans because the number of loans is a better indicator of the geographies and borrowers served.

## CONCLUSIONS ON PERFORMANCE CRITERIA

### LENDING TEST

Farmers Trust & Savings Bank demonstrated satisfactory performance under the Lending Test. Reasonable performance under the Loan-to-Deposit Ratio, Assessment Area Concentration, Geographic Distribution, and Borrower Profile criteria support this conclusion.

#### Loan-to-Deposit Ratio

Farmers Trust & Savings Bank's loan-to-deposit ratio is reasonable given the institution's size, financial condition, and assessment areas' credit needs. The bank's net loan-to-deposit ratio, calculated from Reports of Condition and Income data, averaged 82.7 percent over the last 23 quarters from December 31, 2015 to June 30, 2021. Examiners compared Farmers Trust & Savings Bank's average net loan-to-deposit ratio to three other similarly-situated financial institutions to evaluate the bank's performance. The institutions were selected based on their asset size, geographic location, and lending focus. As shown in the following table, Farmers Trust & Savings Bank's average net loan-to-deposit ratio is similar to other institutions and reflects a reasonable volume of lending.

Loan-to-Deposit Ratio (LTD) Comparison		
Bank	Total Assets as of 6/30/2021 \$(000s)	Average Net LTD Ratio (%)
Defiance State Bank, Defiance, Iowa	38,724	80.7
Farmers Trust & Savings Bank, Earling, Iowa	124,953	82.7
Community Bank, Dunlap, Iowa	110,483	86.2
Crawford County Trust & Savings Bank, Denison, Iowa	78,026	95.1
Source: Reports of Condition and Income 12/31/15 - 6/30/21		

### **Assessment Area Concentration**

A majority of loans reviewed were located inside the assessment areas. The following table provides details.

Lending Inside and Outside of the Assessment Areas										
Loan Category	Number of Loans				Total  #	Dollar Amount of Loans \$(000s)				Total  \$(000s)
	Inside		Outside			Inside		Outside		
	#	%	#	%		\$	%	\$	%	
Home Mortgage	32	82.1	7	17.9	39	3,152	80.9	746	19.1	3,898
Small Business	216	91.9	19	8.1	235	8,897	95.0	471	5.0	9,368
Small Farm	212	89.1	26	10.9	238	22,644	93.3	1,618	6.7	24,262
Source: Bank Data										
Due to rounding, totals may not equal 100.0%										

### **Geographic Distribution**

The geographic distribution of loans reflects reasonable dispersion throughout the assessment areas. Consistent performance in the Woodbine Assessment Area is the basis for this conclusion. As previously mentioned, examiners did not conduct a Geographic Distribution analysis in the Nonmetropolitan Iowa Assessment Area due to the lack of low- or moderate-income geographies. The Woodbine Assessment Area section of this evaluation provides details on the bank's performance.

### **Borrower Profile**

The distribution of borrowers reflects reasonable penetration among farms and businesses of different sizes and borrowers of different income levels. Consistent performance in both assessment areas supports this conclusion. Examiners focused on the percentage of small farm and small business loans to farms and businesses with gross annual revenues of \$1 million or less, and home mortgage loans to low- and moderate-income borrowers. The Nonmetropolitan Iowa and Woodbine Assessment Area sections of this evaluation provide details on the bank's performance.

### **Response to Complaints**

The institution has not received any complaints regarding its CRA performance since the previous evaluation. As a result, this criterion did not affect the Lending Test rating.

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

Examiners did not identify any evidence of discriminatory or other illegal credit practices inconsistent with helping meet community credit needs.

## NONMETROPOLITAN IOWA ASSESSMENT AREA

### Full-Scope Review

### DESCRIPTION OF INSTITUTION'S OPERATIONS IN THE NONMETROPOLITAN IOWA ASSESSMENT AREA

The Nonmetropolitan Iowa Assessment Area consists of two nonmetropolitan counties in the State of Iowa. Specifically, the assessment area includes all of Crawford and Shelby counties in western Iowa. The assessment area contains nine middle-income census tracts according to the 2015 ACS data. The bank operates two full-service offices in this assessment area, both in Shelby County. The offices are located in Earling and Harlan, Iowa.

#### **Economic and Demographic Data**

The following table provides select demographic data for the Nonmetropolitan Iowa Assessment Area.

Demographic Information of the Assessment Area						
Assessment Area: Nonmetropolitan Iowa Assessment Area						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	9	0.0	0.0	100.0	0.0	0.0
Population by Geography	29,244	0.0	0.0	100.0	0.0	0.0
Housing Units by Geography	12,534	0.0	0.0	100.0	0.0	0.0
Owner-Occupied Units by Geography	8,789	0.0	0.0	100.0	0.0	0.0
Occupied Rental Units by Geography	2,632	0.0	0.0	100.0	0.0	0.0
Vacant Units by Geography	1,113	0.0	0.0	100.0	0.0	0.0
Businesses by Geography	2,504	0.0	0.0	100.0	0.0	0.0
Farms by Geography	560	0.0	0.0	100.0	0.0	0.0
Family Distribution by Income Level	7,593	21.9	17.0	22.5	38.6	0.0
Household Distribution by Income Level	11,421	24.9	14.8	19.8	40.4	0.0
Median Family Income Nonmetropolitan – Iowa		\$61,681	Median Housing Value			\$99,433
			Median Gross Rent			\$552
			Families Below Poverty Level			10.8%
Source: 2015 ACS and 2020 D&B Data. Due to rounding, totals may not equal 100.0% (* ) The NA category consists of geographies that have not been assigned an income classification.						

The Nonmetropolitan Iowa Assessment Area is primarily rural in nature, but does include two larger communities. The two most populous communities are Denison (8,373) and Harlan (4,893). These communities serve as retail hubs and provide ample employment opportunities. The remaining communities in this assessment area are all of populations of less than 1,000 residents. The largest business segments are services (30.8 percent) and agriculture (18.3 percent). Businesses

and farms are predominantly small with 89.0 percent operating from a single location and 72.1 percent employing less than 5 employees according to 2020 D&B data.

While the assessment area supports a number of non-farm businesses, the agricultural sector is still a significant economic force. According to the 2017 Census of Agriculture, total commodity sales in excess of \$706 million were reported in the assessment area, emphasizing the significant economic role the agricultural industry maintains in the assessment area.

Examiners used the Federal Financial Institutions Examination Council's (FFIEC) estimated 2020 median family income for the Nonmetropolitan Iowa Assessment Area to analyze home mortgage loans under the Borrower Profile criterion. The following table presents these income figures and the respective low-, moderate-, middle-, and upper-income categories.

Median Family Income Ranges				
Median Family Incomes	Low <50%	Moderate 50% to <80%	Middle 80% to <120%	Upper ≥120%
Iowa Nonmetropolitan Median Family Income (99999)				
2020 (\$69,200)	<\$34,600	\$34,600 to <\$55,360	\$55,360 to <\$83,040	≥\$83,040
Source: FFIEC				

According to the 2015 ACS data, the Nonmetropolitan Iowa Assessment Area contains 12,534 housing units, which remains substantially similar to the 2010 U.S. Census when the assessment area contained 12,471 housing units. Of the housing units, 70.1 percent are owner-occupied, 21.0 percent are occupied rental units, and 8.9 percent are vacant. This confirms opportunities for financing owner-occupied and rental properties.

### **Competition**

The Nonmetropolitan Iowa Assessment Area is moderately competitive for financial services. Per 2021 FDIC Deposit Market Share data, 11 financial institutions operate 27 offices within the assessment area. Of these institutions, Farmers Trust & Savings Bank ranked 7<sup>th</sup> with a deposit market share of 5.4 percent. Additionally, Farm Credit Services, farm cooperatives, and implement dealers provide significant competition for agricultural loans. Credit unions also provide competition for commercial and home mortgage loans.

### **Credit Needs**

Considering information from bank management and demographic and economic data, examiners determined that agricultural loans represent the assessment area's primary credit need followed by commercial and home mortgage loans.

## CONCLUSIONS ON PERFORMANCE CRITERIA IN THE NONMETROPOLITAN IOWA ASSESSMENT AREA

### LENDING TEST

Farmers Trust & Savings Bank demonstrated satisfactory performance under the Lending Test in the Nonmetropolitan Iowa Assessment Area. Performance under the Borrower Profile test supports this conclusion.

#### **Borrower Profile**

The distribution of borrowers reflects reasonable penetration among farms and businesses of different sizes and individuals of different income levels in the Nonmetropolitan Iowa Assessment Area. Excellent small farm and small business performance outweighs the poor home mortgage performance to support this conclusion.

#### ***Small Farm Loans***

The distribution of borrowers reflects excellent penetration among farms of different sizes. All of the 29 small farm loans sampled in the Nonmetropolitan Iowa Assessment Area were to farms with revenues of less than or equal to \$1 million, reflecting excellent performance. Comparable demographic data indicates that 98.8 percent farms in the assessment area reported gross annual revenues of \$1 million or less.

#### ***Small Business Loans***

The distribution of borrowers reflects excellent penetration among businesses of different sizes. Specifically, the percentage of small business loans to businesses with gross annual revenues of \$1 million or less significantly exceeds the percentage of businesses in this revenue category. The following table provides details.

Distribution of Small Business Loans by Gross Annual Revenue Category					
Assessment Area: Nonmetropolitan Iowa Assessment Area					
Gross Revenue Level	% of Businesses	#	%	\$(000s)	%
<=\$1,000,000	82.0	28	96.6	559	81.7
>\$1,000,000	5.0	1	3.4	125	18.3
Revenue Not Available	13.1	0	0.0	0	0.0
<b>Total</b>	<b>100.0</b>	<b>29</b>	<b>100.0</b>	<b>684</b>	<b>100.0</b>
Source: 2020 D&B Data; Bank Data. Due to rounding, totals may not equal 100.0%					

#### ***Home Mortgage Loans***

The distribution of borrowers reflects poor penetration among home mortgage borrowers of different income levels. Specifically, the percentage of home mortgage loans to low- and moderate-income borrowers significantly lags comparable demographic data. The universe of home mortgage

loans did include several loans to rental property owners, which affected this analysis since these individuals or companies had higher gross annual incomes. The following table provides details.

<b>Distribution of Home Mortgage Loans by Borrower Income Level</b>					
<b>Assessment Area: Nonmetropolitan Iowa Assessment Area</b>					
<b>Borrower Income Level</b>	<b>% of Families</b>	<b>#</b>	<b>%</b>	<b>\$(000s)</b>	<b>%</b>
Low	21.9	1	6.3	26	2.5
Moderate	17.0	1	6.3	78	7.5
Middle	22.5	2	12.5	184	17.6
Upper	38.6	12	75.0	757	72.4
Not Available	0.0	0	0.0	0	0.0
<b>Total</b>	<b>100.0</b>	<b>16</b>	<b>100.0</b>	<b>1,045</b>	<b>100.0</b>
<i>Source: 2015 ACS; Bank Data</i> <i>Due to rounding, totals may not equal 100.0%</i>					



## WOODBINE ASSESSMENT AREA

### Full-Scope Review

### DESCRIPTION OF INSTITUTION'S OPERATIONS IN WOODBINE ASSESSMENT AREA

The Woodbine Assessment Area consists of Harrison County, which is located in western Iowa and is part of the Omaha-Council Bluffs, NE-IA MSA. The assessment area contains four middle-income census tracts and one moderate-income census tract according to the 2015 ACS data. The bank operates one full-service office in this assessment area, which is in a middle-income census tract in Woodbine, Iowa.

#### **Economic and Demographic Data**

The following table provides select demographic data for the Woodbine Assessment Area.

Demographic Information of the Assessment Area						
Assessment Area: Woodbine Assessment Area						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	5	0.0	20.0	80.0	0.0	0.0
Population by Geography	14,467	0.0	17.4	82.6	0.0	0.0
Housing Units by Geography	6,727	0.0	18.6	81.4	0.0	0.0
Owner-Occupied Units by Geography	4,477	0.0	18.7	81.3	0.0	0.0
Occupied Rental Units by Geography	1,496	0.0	15.2	84.8	0.0	0.0
Vacant Units by Geography	754	0.0	24.8	75.2	0.0	0.0
Businesses by Geography	1,210	0.0	18.5	81.5	0.0	0.0
Farms by Geography	257	0.0	23.3	76.7	0.0	0.0
Family Distribution by Income Level	3,934	20.2	23.0	24.6	32.3	0.0
Household Distribution by Income Level	5,973	26.2	17.4	20.9	35.6	0.0
Median Family Income MSA - 36540 Omaha-Council Bluffs, NE-IA MSA		\$73,632	Median Housing Value			\$108,399
			Median Gross Rent			\$628
			Families Below Poverty Level			7.2%
Source: 2015 ACS and 2020 D&B Data. Due to rounding, totals may not equal 100.0% (* ) The NA category consists of geographies that have not been assigned an income classification.						

Although Harrison County is part of the Omaha-Council Bluffs, NE-IA MSA, the county is primarily rural in nature. The assessment area's largest communities, based on population, are Missouri Valley (2,678), Woodbine (1,625), Logan (1,397), and Dunlap (1,038). The remaining communities all have populations of less than 400. The largest business segments are services (28.6 percent) and agriculture (17.5 percent). Businesses and farms are predominantly small with 88.3

percent operating from a single location and 71.6 percent employing less than 5 employees according to 2020 D&B data.

While the assessment area supports a number of non-farm businesses, the agricultural sector still is a significant economic force. According to the 2017 Census of Agriculture, total commodity sales in excess of \$216 million were reported in the assessment area, emphasizing the significant economic role the agricultural industry maintains in the assessment area.

Examiners used the FFIEC-estimated 2020 median family income for the Omaha-Council Bluffs, NE-IA MSA, to analyze home mortgage loans under the Borrower Profile criterion. The following table presents these income figures and the respective low-, moderate-, middle-, and upper-income categories.

Median Family Income Ranges				
Median Family Incomes	Low <50%	Moderate 50% to <80%	Middle 80% to <120%	Upper ≥120%
Omaha-Council Bluffs, NE-IA MSA Median Family Income (36540)				
2020 (\$86,900)	<\$43,450	\$43,450 to <\$69,520	\$69,520 to <\$104,280	≥\$104,280
Source: FFIEC				

According to the 2015 ACS data, the Woodbine Assessment Area contains 6,727 housing units, which remains substantially similar to the 2010 U.S. Census when the assessment area contained 6,760 housing units. Of the housing units, 66.6 percent are owner-occupied, 22.2 percent are occupied rental units, and 11.2 percent are vacant. This confirms opportunities for potential owner-occupied and rental property financing.

### **Competition**

The Woodbine Assessment Area is moderately competitive for financial services. Per 2021 FDIC Deposit Market Share data, 8 financial institutions operate 14 offices within the assessment area. Of these institutions, Farmers Trust & Savings Bank ranked 5<sup>th</sup> with a deposit market share of 11.9 percent. Additionally, Farm Credit Services, farm cooperatives, and implement dealers provide significant competition for agricultural loans. Credit unions also provide competition for commercial and home mortgage loans.

### **Community Contact**

As part of the evaluation process, examiners contact third parties active in the assessment area to assist in identifying the area's credit needs. This information helps determine whether local financial institutions are responsive to those needs. It also shows what credit opportunities are available.

Examiners reviewed an existing interview conducted with a representative of a development corporation located in Harrison County. The contact stated that the COVID-19 pandemic has had an impact on the economy, but the economy is slowly coming back as a majority of businesses are up and running. Harrison County's economy is very diverse and is supported by a mixture of agriculture, manufacturing, industrial businesses, and tourism. Soybean farming is very productive

as are fertilizer seed companies. Some of the larger manufacturing companies are Tommy Gate Enterprise, Vulcan Industry, Water Treatment systems, and American Trailer. The contact stated that the largest unmet credit need is affordable housing. This is the largest issue faced by the county since businesses relocating to the area need to bring in new employees or hire locally.

### **Credit Needs**

Considering information from the community contact, bank management, and demographic and economic data, examiners determined that agricultural and home mortgage loans represent the assessment area's primary credit needs. Commercial loans are also secondary credit needs.

## **CONCLUSIONS ON PERFORMANCE CRITERIA IN WOODBINE ASSESSMENT AREA**

### **LENDING TEST**

Farmers Trust & Savings Bank demonstrated satisfactory performance under the Lending Test in the Woodbine Assessment Area. Performance under the Geographic Distribution and Borrower Profile tests support this conclusion.

### **Geographic Distribution**

The geographic distribution of loans in the Woodbine Assessment Area reflects reasonable dispersion. Reasonable small farm, small business, and home mortgage lending performance supports this conclusion.

### ***Small Farm Loans***

The geographic distribution of small farm loans is reasonable. Specifically, the percentage of small farm loans, by number, in the assessment area's moderate-income census tract is reasonably consistent with the percentage of farms located in this tract. The following table provides details.

<b>Geographic Distribution of Small Farm Loans</b>					
<b>Assessment Area: Woodbine Assessment Area</b>					
<b>Tract Income Level</b>	<b>% of Farms</b>	<b>#</b>	<b>%</b>	<b>\$(000s)</b>	<b>%</b>
Low	0.0	0	0.0	0	0.0
Moderate	23.3	17	19.8	2,498	34.6
Middle	76.7	69	80.2	4,729	65.4
Upper	0.0	0	0.0	0	0.0
Not Available	0.0	0	0.0	0	0.0
<b>Totals</b>	<b>100.0</b>	<b>86</b>	<b>100.0</b>	<b>7,227</b>	<b>100.0</b>

*Source: 2020 D&B Data; Bank Data.  
Due to rounding, totals may not equal 100.0%*

### ***Small Business Loans***

The geographic distribution of small business loans reflects reasonable dispersion throughout the Woodbine Assessment Area. Specifically, the percentage of small business loans in the assessment

area's moderate-income census tract, by number, slightly exceeds the percentage of businesses located in this tract. The following table provides details.

Geographic Distribution of Small Business Loans					
Assessment Area: Woodbine Assessment Area					
Tract Income Level	% of Businesses	#	%	\$(000s)	%
Low	0.0	0	0.0	0	0.0
Moderate	18.5	20	23.8	753	17.3
Middle	81.5	64	76.2	3,611	82.7
Upper	0.0	0	0.0	0	0.0
Not Available	0.0	0	0.0	0	0.0
<b>Totals</b>	<b>100.0</b>	<b>84</b>	<b>100.0</b>	<b>4,364</b>	<b>100.0</b>
Source: 2020 D&B Data; Bank Data Due to rounding, totals may not equal 100.0%					

### ***Home Mortgage Loans***

The geographic distribution of home mortgage loans reflects reasonable dispersion throughout the Woodbine Assessment Area. Specifically, the percentage of home mortgage loans in the assessment area's moderate-income census tract, by number, slightly exceeds the percentage of owner-occupied housing units located in this tract. The following table provides details.

Geographic Distribution of Home Mortgage Loans					
Assessment Area: Woodbine Assessment Area					
Tract Income Level	% of Owner-Occupied Housing Units	#	%	\$(000s)	%
Low	0.0	0	0.0	0	0.0
Moderate	18.7	4	25.0	923	43.8
Middle	81.3	12	75.0	1,184	56.2
Upper	0.0	0	0.0	0	0.0
Not Available	0.0	0	0.0	0	0.0
<b>Total</b>	<b>100.0</b>	<b>16</b>	<b>100.0</b>	<b>2,107</b>	<b>100.0</b>
Source: 2015 ACS, Bank Data Due to rounding, totals may not equal 100.0%					

### **Borrower Profile**

The distribution of borrowers reflects reasonable penetration among farms and businesses of different sizes and borrowers of different income levels in the Woodbine Assessment Area. Reasonable small farm and home mortgage lending support this conclusion. The excellent small business lending performance did not elevate the assessment of this criterion as small farm lending received more weight in drawing conclusions.

**Small Farm Loans**

The distribution of borrowers reflects reasonable penetration among farms of different sizes. The bank's record of lending to small farms with gross annual revenue of less than or equal to \$1 million is reasonably consistent with D&B data. The following table provides details.

<b>Distribution of Small Farm Loans by Gross Annual Revenue Category</b>					
<b>Assessment Area: Woodbine Assessment Area</b>					
<b>Gross Revenue Level</b>	<b>% of Farms</b>	<b>#</b>	<b>%</b>	<b>\$(000s)</b>	<b>%</b>
<=\$1,000,000	98.8	23	88.5	1,816	67.0
>\$1,000,000	1.2	3	11.5	893	33.0
Revenue Not Available	0.0	0	0.0	0	0.0
<b>Total</b>	<b>100.0</b>	<b>26</b>	<b>100.0</b>	<b>2,709</b>	<b>100.0</b>
Source: 2020 D&B Data; Bank Data. Due to rounding, totals may not equal 100.0%					

**Small Business Loans**

The distribution of borrowers reflects excellent penetration among businesses of different sizes. Specifically, all small business loans sampled were to businesses with gross annual revenue of \$1 million or less, noticeably exceeding the comparable demographic data, which showed only 82.5 percent of businesses reported gross annual revenues of \$1 million or less.

**Home Mortgage Loans**

The distribution of borrowers reflects reasonable penetration among home mortgage borrowers of different income levels. Specifically, the bank's record of lending to low- and moderate-income individuals is generally consistent with demographic data. The following table provides details.

<b>Distribution of Home Mortgage Loans by Borrower Income Level</b>					
<b>Assessment Area: Woodbine Assessment Area</b>					
<b>Borrower Income Level</b>	<b>% of Families</b>	<b>#</b>	<b>%</b>	<b>\$(000s)</b>	<b>%</b>
Low	20.2	2	12.5	135	6.4
Moderate	23.0	5	31.3	461	21.9
Middle	24.6	4	25.0	393	18.7
Upper	32.3	5	31.3	1,118	53.1
Not Available	0.0	0	0.0	0	0.0
<b>Total</b>	<b>100.0</b>	<b>16</b>	<b>100.0</b>	<b>2,107</b>	<b>100.0</b>
Source: 2015 ACS; Bank Data Due to rounding, totals may not equal 100.0%					

## **APPENDICES**

### **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 institution'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).

## 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 institution 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.

**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.

**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.

**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.

**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 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.

**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.

**Farmers Trust and Savings Bank's Home Mortgage Disclosure Act (HMDA) Disclosure Statement may be obtained on the CFPB's website at <https://www.consumerfinance.gov/hmda>**

**Bank's Loan to Deposit Ratio for each quarter of the prior calendar year:**

03/31/2023	56%
06/30/2023	58%
09/30/2023	66%
12/31/2023	72%

**Bank Branches and Locations:**

Earling Main Bank located at 122 Main Street, Earling, IA 51530 Ph 712-747-2000  
Main Bank open Monday through Friday 8 a.m. to 4:00 p.m. Drive-Up open Monday through Thursday 8:00 a.m. to 4:00 p.m. and on Friday open 8:00 a.m. to 4:30 p.m.

Woodbine Branch located at 510 Lincoln Way, Woodbine, IA 51579 Ph 712-647-3375  
Main Bank open Monday through Thursday 8:00 a.m. to 4:00 p.m. and Friday 8:00 a.m. to 4:30 p.m.  
Drive-Up open Monday through Thursday 8:00 a.m. to 4:30 p.m. and Friday 8:00 a.m. to 5:00 p.m.

Harlan Branch located at 1901 Chatburn Ave., Harlan, IA 51537 Ph 712-235-2000  
Main Bank open Monday through Friday 9:00 a.m. to 3:00 p.m.  
Drive-Up open Monday through Friday 7:30 a.m. to 4:30 p.m.

**Branches opened or closed in the current year and past two years – None.**

**ATM's are located at all three bank locations (cash dispensing only)**

**Delineated Area and Areas Served by Farmers Trust and Savings Bank – Shelby County (census tracts 9601, 9602, 9603 and 9604), Harrison County (census tracts 2901, 2902, 2903, 2904 and 2905) and Crawford County (census tracts 9701, 9702, 9703, 9704 and 9705) in Iowa.**

**Written Comments received by the public for the current and each of the prior two calendar years that relate to CRA Performance: None**

## **List of Products and Services Offered at Farmers Trust and Savings Bank**

A variety of Checking, Savings, and Money Market Accounts along with Time Certificates of Deposit are available. Bank also offers a variety of IRA's and an HSA Account. Each location has Safety Deposit Boxes available for rent (contents of boxes are not insured by the FDIC). FTSB has online banking and a Mobile App with Remote Deposit Option, Debit Cards and sells Money Orders and Cashier's Checks (to customers only). We also offer a Sweep Product where you can have money transferred from one account to another to avoid overdrafts.

Loan Products: Commercial and Farm Loans are available for operating expenses, equipment and machinery, real estate loans and other purpose business and agricultural loans. The bank also utilizes FSA, SBA and Farmer Mac loan programs. Consumer Loans are available for personal expenses including automobiles, bill consolidation, boats and other recreational vehicles. We also offer a "Ready Reserve" Line of Credit for Overdraft Protection. FTSB offers in-house residential real estate loans for purchase, refinance, home improvement and equity loans. The bank also utilizes IBMC and Bankers Bank to offer long-term fixed rate home loans. We use IBMC for government home loans such as VA, FHA and IFA 1<sup>st</sup> Time Homebuyer Loans.