

Section 1 - CRA Performance Evaluation

PUBLIC DISCLOSURE

April 11, 2023

COMMUNITY REINVESTMENT ACT PERFORMANCE EVALUATION

First State Bank
Certificate Number: 16333

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Loomis, Nebraska 68958

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

1100 Walnut St, 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 area, 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 area credit needs.
- A majority of the small farm and small business loans reviewed were located inside the assessment area.
- The assessment area does not include any low- or moderate-income census tracts. Therefore, examiners did not evaluate the geographic distribution of loans.
- The distribution of borrowers reflects reasonable penetration among farms and businesses of different sizes.
- The institution 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

First State Bank is a community financial institution headquartered in Loomis, Nebraska. The institution is solely owned by Loomis Company, Inc., Omaha, Nebraska, a one-bank holding company. The bank continues to operate branch facilities in Alma and Bertrand, Nebraska. In addition, the bank operates a new branch location in Axtell, Nebraska through a bank acquisition as of December 1, 2022. The FDIC assigned a "Satisfactory" rating at the prior CRA evaluation dated March 7, 2017, using Interagency Small Institution Examination Procedures.

The bank offers traditional credit products including, agricultural, commercial, home mortgage, and consumer loans. The bank continues to be heavily focused on agricultural lending, which comprises 73.6 percent of the loan portfolio by dollar volume according to its December 31, 2022, Consolidated Report of Condition and Income (Call Report). The bank's secondary lending focus is commercial lending, which represents 13.6 percent of the loan portfolio. The bank also offers several deposit products including checking and savings accounts; certificates of deposit; and alternative banking services including online/mobile banking, electronic bill pay, and automated teller machines (ATMs).

The institution's December 31, 2022, Call Report reflected total assets of \$205.0 million, total deposits of \$167.0 million, and total loans of \$136.1 million. The following table reflects the bank's loan portfolio composition.

Loan Portfolio Distribution as of 12/31/2022		
Loan Category	\$(000s)	%
Construction, Land Development, and Other Land Loans	251	0.2
Secured by Farmland	23,657	17.4
Secured by 1-4 Family Residential Properties	9,433	6.9
Secured by Multifamily (5 or more) Residential Properties	495	0.4
Secured by Nonfarm Nonresidential Properties	7,277	5.3
Total Real Estate Loans	41,113	30.2
Commercial and Industrial Loans	11,269	8.3
Agricultural Production and Other Loans to Farmers	76,441	56.2
Consumer Loans	5,402	4.0
Obligations of State and Political Subdivisions in the U.S.	995	0.7
Other Loans	855	0.6
Lease Financing Receivable (net of unearned income)	0	0.0
Less: Unearned Income	0	0.0
Total Loans	136,075	100.0
<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 area credit needs.

DESCRIPTION OF ASSESSMENT AREA

The CRA requires each financial institution to define one or more assessment areas within which its performance will be evaluated. First State Bank has one assessment area that includes the whole counties of Gosper, Harlan, Kearney, and Phelps counties in Nebraska. Kearney County was added to the bank’s assessment area in conjunction with the acquisition of the Axtell branch location. However, although the bank’s current assessment area includes Kearney County, due to the change being recent and the limited time since the branch was acquired, examiners will exclude Kearney County from the current evaluation and further discussion in the performance evaluation. Examiners will review the bank’s performance in Gosper, Harlan, and Phelps counties, which was the bank’s assessment area for the majority of the evaluation period.

Economic and Demographic Data

The bank’s assessment area contains five census tracts. According to the 2020 U.S. Census, all five census tracts are designated as middle-income. The following table provides select demographic data for the assessment area.

Demographic Information of the Assessment Area						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	5	0.0	0.0	100.0	0.0	0.0
Population by Geography	13,934	0.0	0.0	100.0	0.0	0.0
Housing Units by Geography	7,979	0.0	0.0	100.0	0.0	0.0
Owner-Occupied Units by Geography	4,673	0.0	0.0	100.0	0.0	0.0
Occupied Rental Units by Geography	1,682	0.0	0.0	100.0	0.0	0.0
Vacant Units by Geography	1,624	0.0	0.0	100.0	0.0	0.0
Businesses by Geography	1,626	0.0	0.0	100.0	0.0	0.0
Farms by Geography	482	0.0	0.0	100.0	0.0	0.0
Family Distribution by Income Level	3,942	17.9	15.9	22.3	43.8	0.0
Household Distribution by Income Level	6,355	23.9	15.5	17.7	42.8	0.0
Median Family Income Non-MSAs - NE		\$71,424	Median Housing Value			\$135,153
			Median Gross Rent			\$657
			Families Below Poverty Level			7.8%
<i>Source: 2020 U.S. Census and 2022 D&B Data</i> <i>Due to rounding, totals may not equal 100.0%</i> <i>(*) The NA category consists of geographies that have not been assigned an income classification.</i>						

The largest communities in the assessment area are Holdrege and Alma, with populations of 5,515 and 1,043, respectively. The assessment area’s remaining communities have populations less than 1,000.

In early 2020, the COVID-19 pandemic began to spread across the nation resulting in numerous business closings. As a result, unemployment increased throughout the assessment area peaking at a high in March 2020 of 4.3 percent and 4.9 percent, in Gosper and Harlan counties, respectively. Phelps County’s unemployment peaked in April 2020 at 5.5 percent. Unemployment has since declined to more normalized levels, which has helped stabilize the economy. As of January 2023, the unemployment rates for Gosper, Harlan, and Phelps counties were 2.0 percent, 1.7 percent, and 1.6 percent, respectively. These are slightly lower than the State of Nebraska’s unemployment rate for January 2023, which was 2.2 percent.

Competition

The assessment area is mildly competitive for financial services. According to the 2022 FDIC Deposit Market Share data, 13 financial institutions operate 16 offices within the assessment area. First State Bank ranks 1st with a deposit market share of 23.6 percent.

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 contacted an individual with an economic development organization serving the assessment area. The contact stated that the local economy has recovered well from the COVID-19 pandemic and continues to be heavily driven by agricultural businesses, which also represents the primary credit need of the area. The contact also mentioned that several area businesses are expanding or planning to expand in the near future. The interviewee further stated the need for workforce housing is having a significant impact on businesses being able to hire for expansions. The organization is participating in the Rural Workforce Housing Fund to provide grants to build affordable homes. Lastly, the interviewee indicated that financial institutions are active and meet the credit needs of the area.

Credit Needs

Considering information from the community contact, bank management, and demographic and economic data, examiners determined that agricultural loans are the primary credit need of the assessment area. Small business and home mortgage loans represent secondary credit needs.

SCOPE OF EVALUATION

General Information

This evaluation covers the period from the prior evaluation, dated March 7, 2017, to the current evaluation, dated April 11, 2023. Examiners used Interagency Small Institution Examination Procedures to conduct the evaluation, which includes a Lending Test. Refer to the Appendices for a description of this test.

Activities Reviewed

Small farm loans are the bank's primary business focus followed by small business loans. Examiners selected these products to evaluate the bank's performance. They selected these products based on the bank's business strategy and the number and dollar volume of agricultural and commercial loans originated during the evaluation period. Other loan products, such as home mortgage loans and consumer loans, do not represent major product lines. Therefore, home mortgage and consumer loans were not selected for review, since they would not provide material support for conclusions or the rating.

Bank records indicate that its lending and product mix remained relatively consistent throughout the evaluation period. Examiners selected calendar year 2022 as the review period. As previously mentioned, the bank acquired a new location in Axtell, Nebraska as of December 1, 2022. Examiners excluded loans the bank acquired with the branch from the analysis to provide an accurate analysis of the bank's performance for the majority of the review period.

For the Assessment Area Concentration analysis, examiners reviewed all small farm and small business loans originated or purchased during the review period. Since revenue information was not readily available, examiners selected a sample of small farm and small business loans inside the assessment area for the Borrower Profile analysis. 2022 D&B data provided a standard of comparison for small farm and small business loans. The table below provides details of the loans reviewed.

Loan Products Reviewed				
Loan Category	Assessment Area Concentration		Borrower Profile	
	#	\$(000s)	#	\$(000s)
Small Farm	205	24,453	45	4,806
Small Business	65	9,930	40	5,216

Source: Bank Data

Examiners placed more weight on small farm loans in drawing overall conclusions due to the higher lending volume and the bank’s primary lending focus. Examiners placed equal weight on the number and dollar volume of loans when conducting the Assessment Area Concentration analysis. However, examiners placed greater weight on the number of loans, rather than the dollar volume of loans, when conducting the Borrower Profile analysis because the number of loans is a better indicator of the small farms and small businesses served.

CONCLUSIONS ON PERFORMANCE CRITERIA

LENDING TEST

First State Bank demonstrated satisfactory performance under the Lending Test. Reasonable performance under the Loan-to-Deposit Ratio, Assessment Area Concentration, and Borrower Profile criteria support this conclusion.

Loan-to-Deposit Ratio

First State Bank’s net loan-to-deposit ratio is reasonable given the institution’s size, financial condition, and assessment area credit needs. The bank’s net loan-to-deposit ratio calculated from Call Report data, average 92.0 percent over the past 24 quarters from March 31, 2017, to December 31, 2022. The ratio ranged from a high of 101.3 percent on December 31, 2019, to a low of 72.8 percent on March 31, 2022. As of December 31, 2022, the ratio was 80.5 percent.

Examiners compared First State Bank’s average net loan-to-deposit ratio to four 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, the bank’s average net loan-to-deposit ratio is lower than one institution’s ratio, but higher than the other three.

Loan-to-Deposit (LTD) Ratio Comparison		
Bank	Total Assets as of 12/31/2022 (\$000s)	Average Net LTD Ratio (%)
First State Bank, Loomis, Nebraska	205,033	92.0
South Central State Bank, Campbell, Nebraska	179,500	75.7
First State Bank, Farnam, Nebraska	205,211	98.7
Flatwater Bank, Gothenburg, Nebraska	231,397	79.8
Minden Exchange Bank & Trust Company, Minden, Nebraska	185,854	76.8

Source: Reports of Condition and Income 3/31/2017 - 12/31/2022

Assessment Area Concentration

As shown below, the overall majority of small farm and small business loans were originated or purchased inside the assessment area. However, the majority, by number and dollar volume, of small farm loans were originated or purchased outside the assessment area. This is due to the bank purchasing a large number of agricultural loans from an affiliated financial institution. Since the overall majority of loans reviewed were inside the assessment area, the bank's performance is still reasonable. The following table provides more details.

Lending Inside and Outside of the Assessment Area										
Loan Category	Number of Loans				Total	Dollar Amount of Loans \$(000s)				Total
	Inside		Outside			Inside		Outside		
	#	%	#	%		\$	%	\$	%	
Small Farm	92	44.9	113	55.1	205	10,280	42.0	14,173	58.0	24,453
Small Business	57	87.7	8	12.3	65	7,877	79.3	2,053	20.7	9,930
Total	149	55.2	121	44.8	270	18,157	52.8	16,226	47.2	34,383

*Source: Bank Data
Due to rounding, totals may not equal 100.0%*

Geographic Distribution

The assessment area does not include any low- or moderate-income census tracts, and a review of this criterion would not result in meaningful conclusions. Therefore, examiners did not evaluate the geographic distribution of loans.

Borrower Profile

The distribution of borrowers reflects reasonable penetration among farms and businesses of different sizes. Examiners focused on the percentage of farms and businesses with gross annual revenues of \$1 million or less.

Small Farm Loans

The distribution of borrowers reflects reasonable penetration among farms of different sizes. Although, the bank's lending to farms with revenues of \$1 million or less lagged the comparable D&B data, the bank's performance is still considered reasonable. The following table provides details.

Distribution of Small Farm Loans by Gross Annual Revenue Category					
Gross Revenue Level	% of Farms	#	%	\$(000s)	%
<=\$1,000,000	96.5	38	84.4	3,831	79.7
>\$1,000,000	2.5	7	15.6	975	20.3
Revenue Not Available	1.0	0	0.0	0	0.0
Total	100.0	45	100.0	4,806	100.0

*Source: 2022 D&B Data; Bank Data.
Due to rounding, totals may not equal 100.0%*

Small Business Loans

The distribution of borrowers reflects reasonable penetration among businesses of different sizes. The bank's lending activity to businesses with gross annual revenues of \$1 million or less is consistent with the percentage of businesses reporting revenue in this category. The following table provides details.

Distribution of Small Business Loans by Gross Annual Revenue Category					
Gross Revenue Level	% of Businesses	#	%	\$(000s)	%
<=\$1,000,000	82.4	33	82.5	2,516	48.2
>\$1,000,000	3.5	7	17.5	2,700	51.8
Revenue Not Available	14.1	0	0.0	0	0.0
Total	100.0	40	100.0	5,216	100.0

*Source: 2022 D&B Data, Bank Data.
Due to rounding, totals may not equal 100.0%*

Response to Complaints

The bank did not receive any CRA-related complaints since the previous evaluation; therefore, this criterion did not affect the rating.

DISCRIMINATORY OR OTHER ILLEGAL CREDIT PRACTICES REVIEW

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

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 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).

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.

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.