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# CDFI Banking Industry Annual Report

2015 FINANCIAL AND SOCIAL PERFORMANCE



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## PREFACE

At NCIF, we focus our research and investments on CDFI banks and other mission-focused financial institutions. We believe these banks are truly unique: anchor institutions with historic track records of mission-driven community development lending — made sustainable by profit. Because of their ability to leverage equity for lending into their communities, these institutions are able to multiply the impact per dollar invested six to eight times. NCIF's hope for 2016 is to evolve and facilitate a new model of mission-oriented banking based on collaboration and adaptability; one that uses technology and new models for partnership to increase scale, reduce costs, and reach a broader cross-section of customers. We bring our community development banking partners together in the NCIF Network, offering access to capital, visibility, innovative business opportunities, and impact measurement.

Before you continue into the content of the report, we would like to draw your attention to several key trends in the CDFI industry that were important in 2015 and will continue to be in 2016 and beyond:

- First, continuing the trend of recent years, the number of CDFI-certified banks grew to a new industry high of 118 at the end of 2015 — compared to 109 in 2014. These new institutions are helping increase the national scope of the CDFI banking industry in serving more low- and moderate-income neighborhoods than ever before. We've found that the CDFI bank industry continues to experience improvement within key financial performance and condition metrics, including Net Income, Net Interest Margin, Efficiency Ratio, and other indicators in part because of the improvements made by the previously-certified set of banks as well as by the addition of the new banks. Important to note, the addition of these new banks has not lowered the high social performance we've come to expect from CDFI banks, which continue to deploy capital into underserved neighborhoods that need it most.
- Second, CDFI banks are not immune to the many challenges faced by the banking industry across the country. In many ways, CDFI banks are disproportionately burdened by heavy regulatory reporting requirements. While progress is being made on the Congressional front, smaller banks continue to feel the weight of complying with the extensive requirements placed on banking institutions. Challenges also persist for CDFI banks relating to low interest rates compressing margins. With the Federal Reserve expected to raise rates further throughout 2016, CDFI banks could benefit from higher rates on investments and loans.
- Third, as supported by NCIF's research analyzing the relationships between banking institutions and quality of life, mission-oriented banks are critical components of the financial infrastructure and should not be overlooked as an impact investment opportunity (download ***The Impact of Financial Products and Services on Quality of Life*** at [ncif.org](http://ncif.org)). Whether placing deposits or partnering with NCIF to facilitate investments into mission-oriented banks and their communities, all can play a role in supporting these institutions that are strengthening underserved communities. Such investment opportunities allow for a range of social, environmental, and financial returns, which NCIF continues its work to measure and highlight.

The industry's holistic returns to financial stability demonstrate the resilience and necessity of these institutions and present a hopeful view for their future. However, CDFIs engage in a unique balancing act between fulfilling their mission and maintaining profits. For this unique class of banks to survive and flourish, they must gain support and resources from regulatory agencies, investors, and the wider community development sector.

This year's Annual Report demonstrates good health and sustainability for mission-oriented financial institutions of this kind. Building on the momentum we see in CDFI banks' upward social and financial trends will require ongoing hard work, collaboration, and innovation on the part of bank leadership as well as investors, regulators, and partners. We look forward to continued coverage, continued health, and effective missions.

Sincerely,



Saurabh Narain  
President and CEO  
[snarain@ncif.org](mailto:snarain@ncif.org)

## I. THE YEAR IN RETROSPECT

Financial performance data from 2015 underscores the CDFI banks' effectiveness in the communities they serve, providing well-tailored financial products to low- and moderate-income communities and generating social impacts while also offering strong financial performance.

The CDFI banking sector continued to grow in 2015 with the addition of 12 banking institutions that became certified for the first time — eight of which are located in either Alabama or Mississippi.

The industry also experienced the decertification of four banks, including the exit of Colfax Banking Company (LA) and the failure of Capital City Bank & Trust Company (GA). Further, two CDFI banks merged: First Tuskegee Bank (AL) was acquired by Liberty Bank and Trust Company (LA); Finance & Thrift Company (CA) was acquired by Pan American Bank (CA). This trend is expected to continue, with multiple announced M&A transactions currently in progress.

We are happy to report that the CDFI banking industry has continued the recent trend of improving profitability and asset quality during 2015. At year-end 2015, 103 (87%) of CDFI banks reported a positive net income, with 45 (38%) reporting an ROAA greater than 1%. The CDFI banking industry continues to increase asset levels to heights previously unseen and continues to improve asset quality and capitalization ratios. This is most evident in peer-group Median Non-Current Loans to Total Loans and Median Tier 1 Leverage ratios, which are both at their strongest levels in recent history for the industry.

As the industry continues to grow and evolve, NCIF wants to recognize banks that have pioneered new business practices and product lines, adopted innovative financial technologies, explored additional delivery channels targeted to reach unbanked populations, and created collaborative partnerships to share best practices. In addition to generating revenue, these innovative activities are helping banks reach and serve communities often left behind by the traditional finance industry.

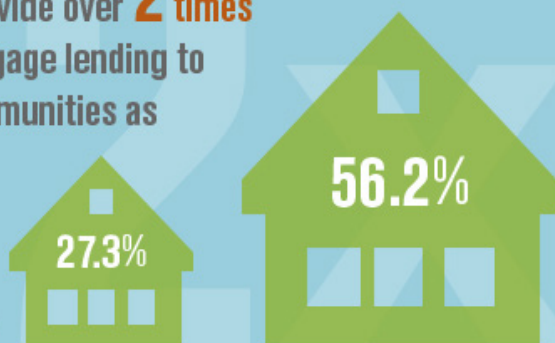
CDFI banks demonstrate a strong commitment to fulfilling their mission and paving a way for financial security where it is needed most. As of year-end 2015, CDFI banks are more than twice as likely as their peers (U.S. banks with under \$2 billion in assets) to locate their branches in distressed communities. Further, they provide more than twice their home mortgage lending to distressed communities as the banking industry as a whole. These numbers demonstrate only a few ways CDFI banks are solidly committed to the low- and moderate-income communities where they operate.

*In addition to generating revenue and new sources, innovation is helping banks reach and serve communities often left behind by the traditional finance industry.*

## HIGHLIGHTS AS OF YEAR-END 2015

### Development Lending Intensity

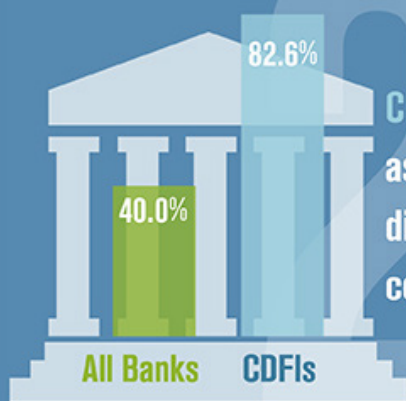
**CDFI Banks** provide over **2** times the home mortgage lending to distressed communities as compared to other banks.



All information is approximated by NCIF, and is subject to change.

### Development Deposit Intensity

**CDFI Banks** locate over twice as many of their branches in distressed communities as compared to other banks.



All information is approximated by NCIF, and is subject to change.

118

Certified CDFI banks

\$209.9  
MILLION

Loans outstanding  
by the average CDFI bank

\$21.4  
MILLION

Net income earned  
by the largest CDFI bank

103

CDFI banks reported  
positive ROAA

82.6%

Median DDI (% branches  
located in distressed areas)

\$37.7  
BILLION

Assets held by the  
CDFI banking Industry

90 bps

Decrease in  
Net Charge-Offs  
Ratio since 2009 peak

10.8%

Median Tier 1 Leverage Ratio

56.2%

Median DLI-HMDA (% home  
loans made in distressed areas)

## II. IMPACT STORY: BRINGING COMMUNITY HEALTH VIA MISSION-ORIENTED BANKING



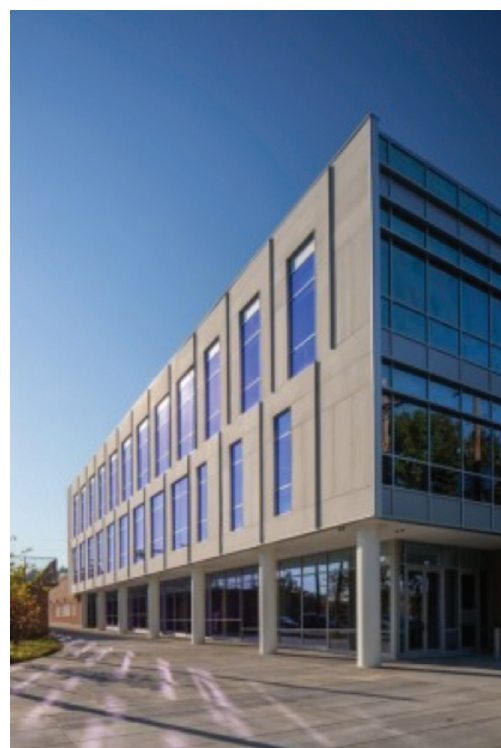
The Unity-Parkside Health Center, a Federally Qualified Health Center, provides comprehensive primary and preventative care to persons of all ages regardless of their ability to pay or provide health insurance within many practice areas, including adult medicine, pediatrics, dental, mental health, and family planning.

Located within the 7th Ward of Washington, D.C., the Unity-Parkside Health Center severely needed to expand to a new facility to provide much-needed services to a client base that is on average 89% low income, 87% minority, and 11% homeless. According to the 2010 Census, the minority-controlled, nonprofit health center was located in a highly distressed census tract with a 42% poverty rate — in a community earning only 21% of area median income and an unemployment rate that is over three times the national rate.

City First Bank of DC, an NCIF Network partner, has been working since 1998 to address the decades of low-income communities getting left behind as a result of poor access to capital. The bank has a demonstrated commitment to community lending with over 90% of their loans qualified as community development loans within underserved communities around Washington, D.C.

City First Bank of DC has effectively accessed the New Markets Tax Credit Program to further its mission, raising private-sector capital to finance high-impact community facilities projects throughout the Mid-Atlantic region. In support of advancing access to health services, City First provided \$24 million in below-market-rate capital to finance the new construction of the 42,000-square-foot state-of-the-art Unity-Parkside Health Center.

With the new facility open, the clinic now serves 50,000 clients on an annual basis. The facility is LEED Silver certified and includes a green roof on which the clinic operates health and wellness activities.





### III. FINANCIAL PERFORMANCE

For the peer group of CDFI banks, 2015 was a year of continued growth in performance across the various financial statements and performance ratios. Several indicators showed steady improvement, particularly assets, deposits, and capital base. CDFI banks continue to excel in spite of several challenges within the industry, including the difficult interest rate environment and growing regulatory requirements.

As a group, CDFI banks also continue to surpass the general trend within all U.S. banks in several performance metrics, such as Median Net Interest Margin — with CDFI banks at 3.93% compared to the median of all U.S. banks at 3.58%. CDFI banks are also making strides to meet the performance of all U.S. banks within areas including Median ROAA, where CDFI banks experienced a median of 0.82% and all U.S. banks were at 0.88%. This gap of 6 basis points — an improvement from 12 basis points in 2014 — shows the fruits of the years of effort by CDFI banking leaders to elevate the industry to the performance of mainstream banks.

With the count of CDFI banks rising to 118 from 109 in 2014, the industry has grown significantly following the lasting effects of the recession. Total Assets within the industry have grown to \$37.7 billion in 2015, with a five-year CAGR of 7.8%. At the median level, CDFI banks have experienced increased financial performance, with Median Net Income growing 10.9% — to \$1.63M in 2015 from \$1.47M in 2014. Similarly, CDFI banks have seen continued improvement within the quality of their loan portfolios, with Net Charge-offs and Noncurrent Loans Ratios both decreasing in 2015.

For a complete list of CDFI banks and their individual financial statistics, please refer to Appendix B.

Following are trends in statistics on:

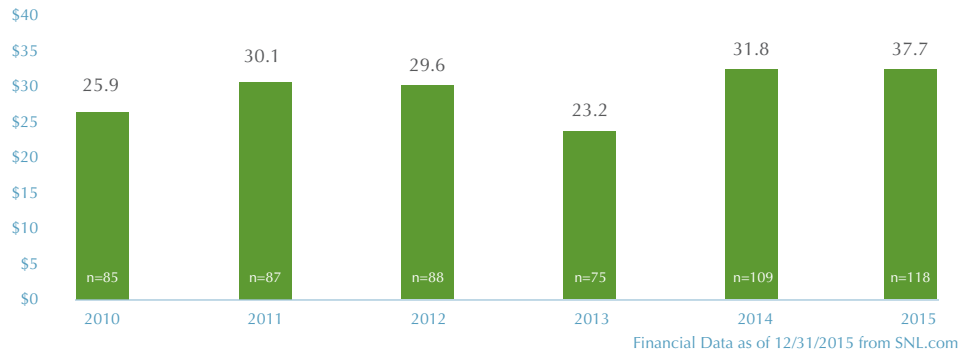
1. Total Assets
2. Total Loans
3. Total Deposits
4. Total Equity
5. Net Income
6. Net Interest Margin
7. Return on Average Assets
8. Return on Average Equity
9. Efficiency Ratio
10. Tier 1 Leverage Ratio
11. Noncurrent Loans to Total Loans Ratio
12. Net Charge-Offs to Average Loans Ratio
13. Loan Loss Reserves to Total Loans Ratio

## 1. Total Assets

The CDFI Banking industry hit a new high in 2015, as assets rose 18.47% from year-end 2014. This corresponds to the CDFI Banking industry reaching its largest ever, in terms of total count of CDFI banks as well as total asset value. The Median Assets of all CDFI banks also grew 7.80% —from \$209.2M in 2014 to \$225.6M in 2015.

This growth is reflected in a five-year CAGR of the Total Assets of 7.84% and 10-year CAGR of 13.15%.

Total Assets for CDFI Banks // (Billions \$)



Total Assets: \$37.7B

Median Assets: \$225.6M

Average Assets: \$319.6M

Median Assets for all U.S. Banks: \$192.2M

Highest Assets: \$2.6B

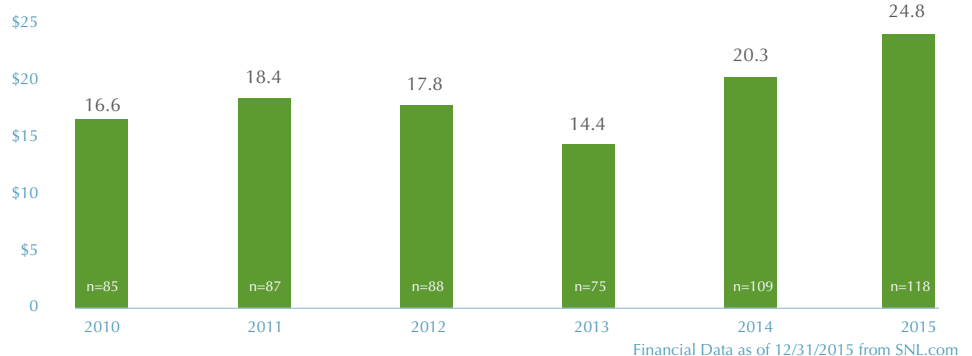
Lowest Assets: \$22.7M

5-year CAGR: 7.84%

## 2. Total Loans

The continued upward growth trend in Total Loans, reflects the increase in the number of certified banks over the past several years. With total loans at CDFI banks growing 22.27% in 2015 to \$24.8B, the median also grew from \$134.2M to \$146.5M in the year, exhibiting a smaller 9.18% annual growth rate.

Total Loans for CDFI Banks // (Billions \$)



Total Loans: \$24.8B

Median Loans: \$146.5M

Average Loans: \$210.0M

Median Loans (all U.S. banks): \$120.9M

Largest Loan Portfolio: \$1.6B

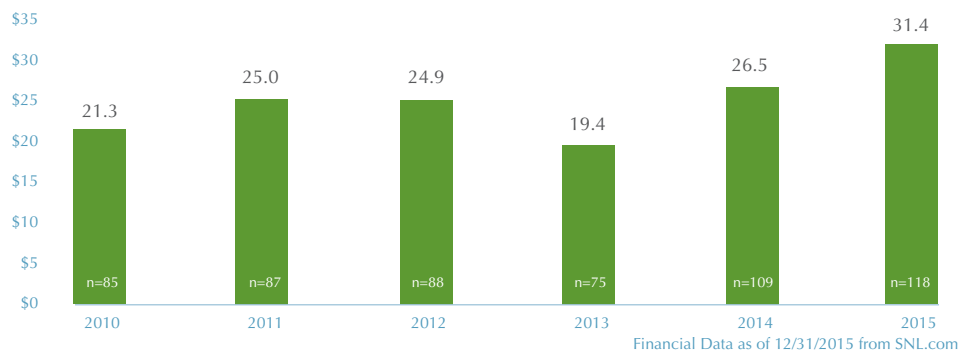
Smallest Loan Portfolio: \$2.3M

Five-year CAGR of Total Loans: 8.29%

## 3. Total Deposits

The recent trend of significant growth in Total Deposits continued with an increase of 18.7% within the year to \$31.4B. Median Deposits held at CDFI banks also continued to exceed the Median Deposits held at all U.S. banks, with 22% higher Median Deposits.

Total Deposits for CDFI Banks // (Billions \$)



Total Deposits: \$31.4B

Median Deposits: \$193.0M

Average Deposits: \$266.1M

Median Deposits (all U.S. banks): \$160.4M

Largest Deposits Portfolio: \$2.0B

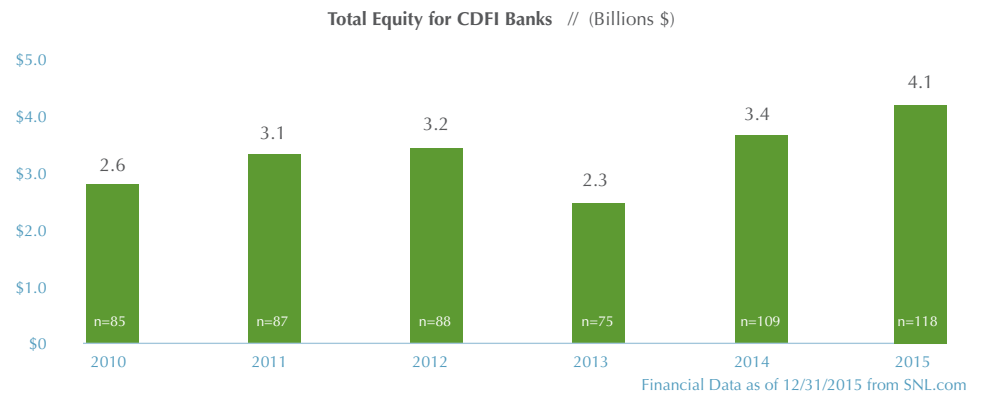
Smallest Deposits Portfolio: \$18.1M

Five-year CAGR of Total Deposits: 8.09%



#### 4. Total Equity

CDFI Banks were well capitalized at year-end 2015, seeing a record peak in total equity. The growth seen since 2013 has helped raise the five-year CAGR of total equity within CDFI Banks to 9.84%. Among the 118 CDFI banks, median equity increased from \$20.8M to \$24.7M.



Total Equity: \$4.08B

Median Equity: \$24.7M

Average Equity: \$34.6M

Median Equity (all U.S. banks): \$21.6M

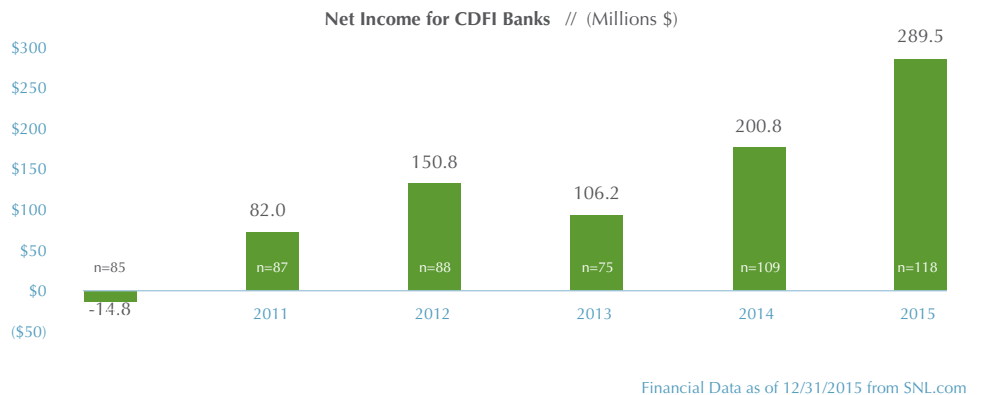
Highest Equity: \$245.3M

Lowest Equity: \$1.2M

Five-year CAGR of Total Equity: 9.84%

#### 5. Net Income

The CDFI Banking industry remained profitable in 2015, earning a total of \$289.5M. Of the 118 CDFI banks, only 15 (13%) were not profitable, showing significant improvement from last year's count of 21 (19%).



Total Net Income: \$289.5M

Median Net Income: \$1.6M

Average Net Income: \$2.5M

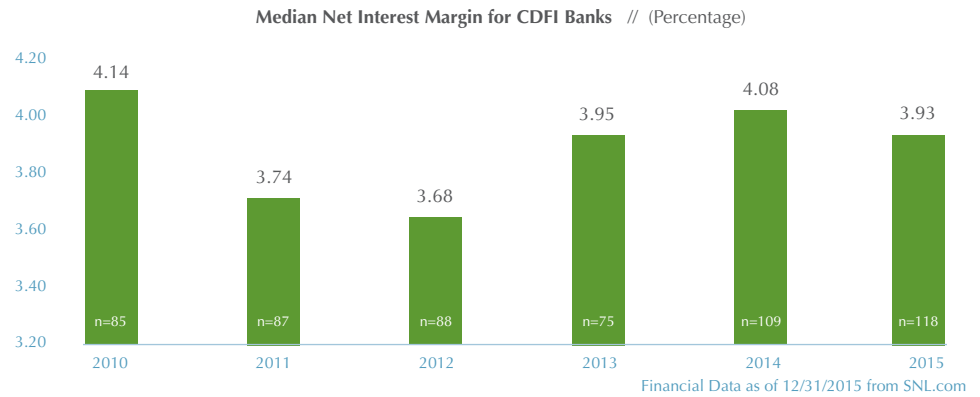
Median Net Income (all U.S. banks): \$1.6M

Highest Net Income: \$21.4M

Lowest Net Income: -\$21.7M

## 6. Net Interest Margin

*Given the challenging interest rate environment over the past several years, median net interest margin compressed in 2015 to 3.93%. While lower than last year, this Median NIM is 35 basis points above the Median NIM of all U.S. banks.*



Median NIM: 3.93%

Average NIM: 4.03%

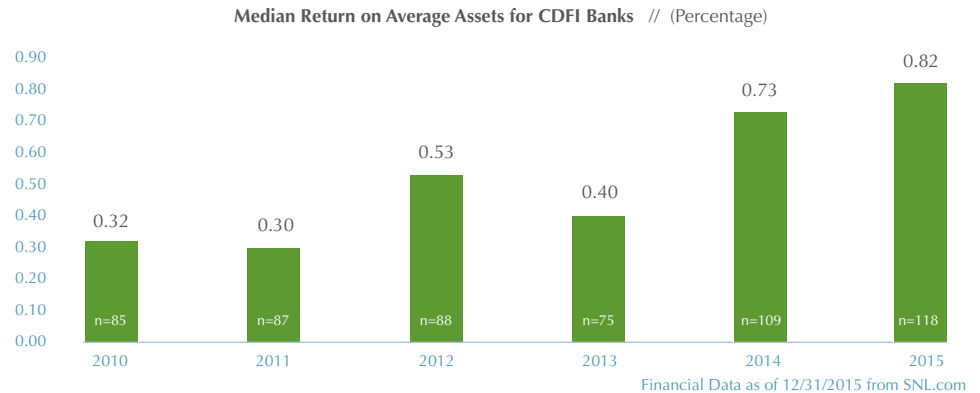
Median NIM for all U.S. banks: 3.58%

Highest NIM: 25.84%

Lowest NIM: 2.03%

## 7. Return on Average Assets

*CDFI banks continued to see growth within their Return on Average Assets, which grew to a median of 0.82% in the year, more than doubling the median from two years ago. 45 (38%) CDFI banks had a ROAA greater than 1%.*



Median ROAA: 0.82%

Average ROAA: 0.71%

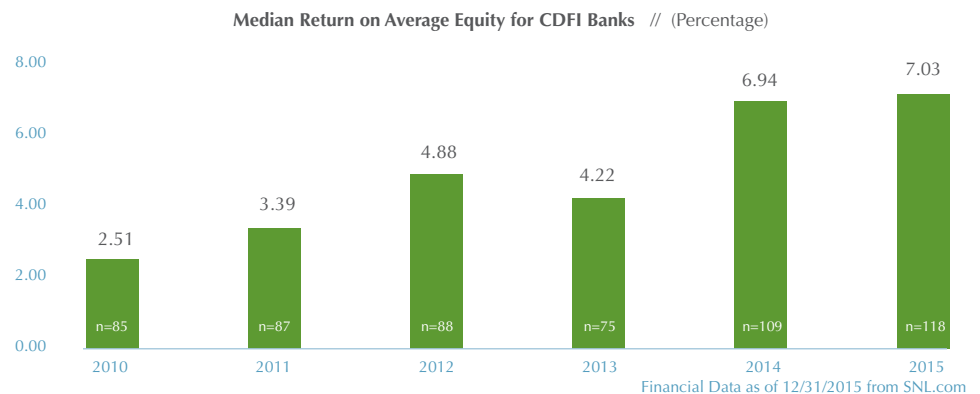
Median ROAA for all U.S. banks: 0.88%

Highest ROAA: 6.57%

Lowest ROAA: -3.03%

## 8. Return on Average Equity

*CDFI banks have experienced continued growth of the median return on average equity — up to 7.03% in 2015, representing a strong five-year CAGR of 22.82%. The growth of Median ROAE has been slightly slower than Median ROAA over recent years, showing a strengthening equity capital base at CDFI banks.*



Median ROAE: 7.03%

Average ROAE: 4.67%

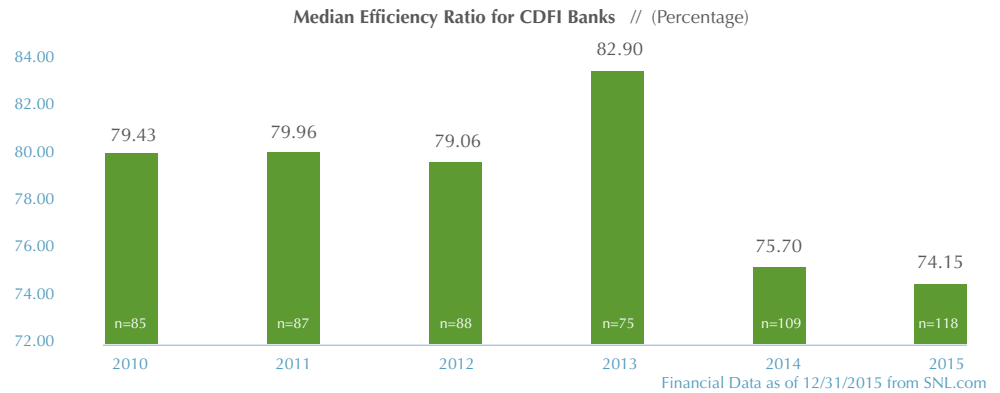
Median ROAE for all U.S. banks: 7.80%

Highest ROAE: 39.44%

Lowest ROAE: -80.64%

## 9. Efficiency Ratio

The median efficiency ratio continued to improve to a median of 74.15% in 2015, representing a further decrease from the recent high in 2013 as CDFI banks work to optimize their operations to meet the median of all U.S. banks.



Median Efficiency Ratio: 74.15%

Average Efficiency Ratio: 80.19%

Median Efficiency Ratio for all U.S. banks: 69.32%

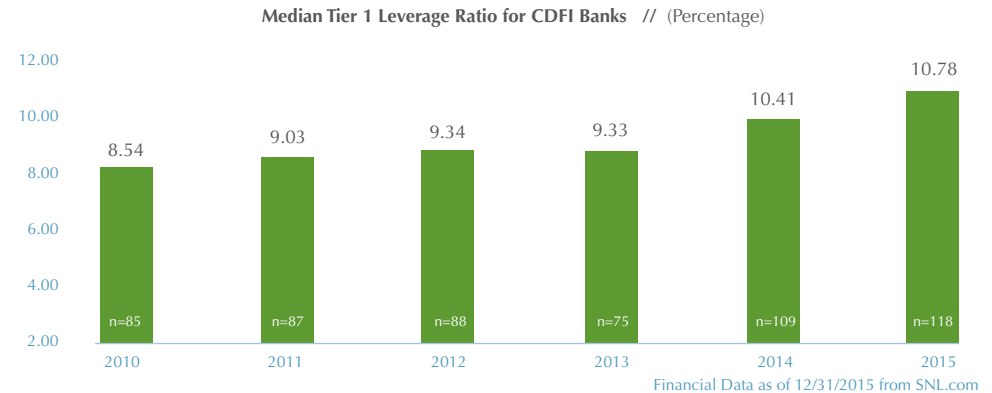
Lowest Efficiency Ratio: 41.85%

Highest Efficiency Ratio: 173.79%

## 10. Tier 1 Leverage Ratio

As the banking sector continues integrating Basel III requirements, median tier 1 leverage ratios have increased 149 basis points since 2013.

Note: these figures represent the ratio at the bank level only and do not take into account the leverage on a consolidated basis.



Median Tier 1 Leverage: 10.78%

Average Tier 1 Leverage: 10.82%

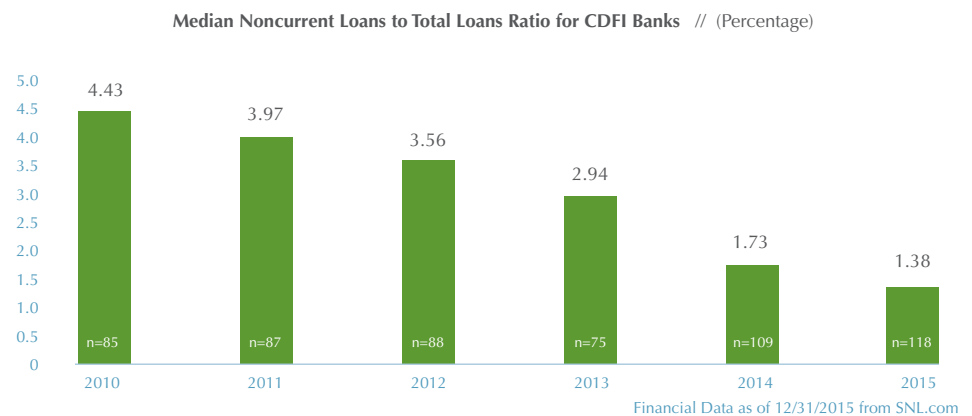
Median Tier 1 Leverage for all U.S. banks: 10.40%

Highest Tier 1 Leverage: 28.60%

Lowest Tier 1 Leverage: 1.27%

## 11. Noncurrent Loans to Total Loans Ratio

Asset quality continued to improve within 2015, with the median noncurrent loans ratio falling 35 basis points from the 2014 level — equaling 31% of the 2010 ratio percentage. 39 (33%) CDFI banks had an NCL Ratio less than 1%, demonstrating the strong quality of their loan portfolios.



Median NCL Ratio: 1.38%

Average NCL Ratio: 2.59%

Median NCL Ratio for all U.S. banks: 0.71%

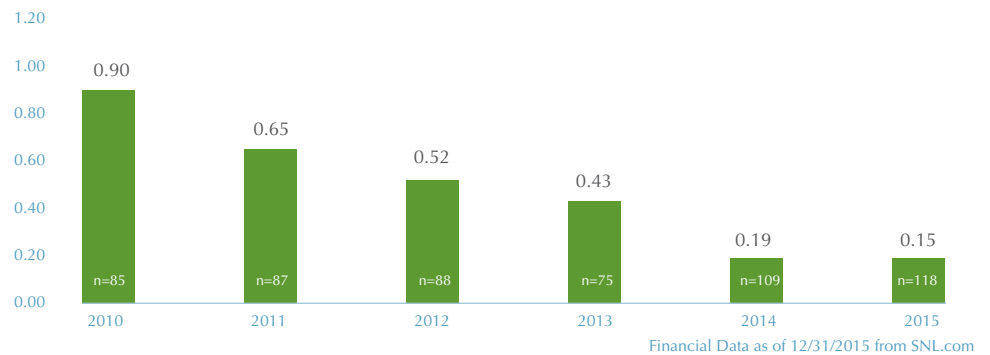
Lowest NCL Ratio: 0.00%

Highest NCL Ratio: 22.12%

## 12. Net Charge-Offs to Average Loans Ratio

Median Net Charge-Offs to Average Loans Ratio for CDFI Banks // (Percentage)

*The median net charge-off ratio declined further for CDFI banks — down to a Median NCO Ratio of 0.15%, which is only 18% of the 2010 level. 41 (35%) CDFI banks had an NCO Ratio less than the 0.06% median for all U.S. banks.*



Median NCO Ratio: 0.15%

Lowest NCO Ratio: -0.90%

Average NCO Ratio: 0.49%

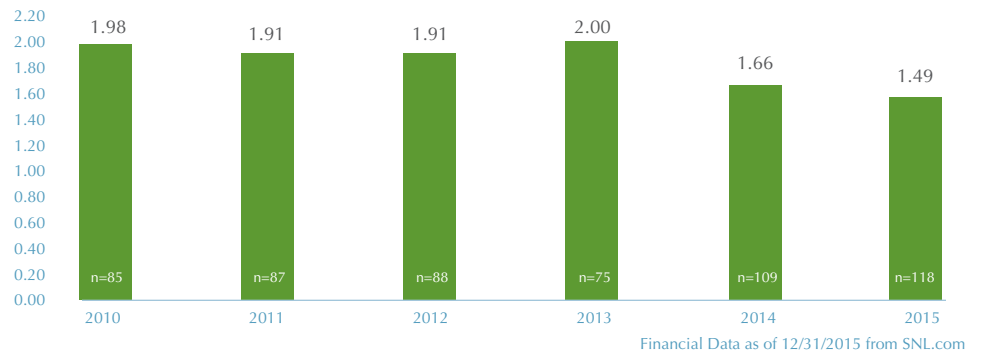
Highest NCO Ratio: 11.68%

Median NCO Ratio for all U.S. banks: 0.06%

## 13. Loan Loss Reserves to Total Loans Ratio

Median Loan Loss Reserves to Total Loans Ratio for CDFI Banks // (Percentage)

*The median loan loss reserve ratio further decreased in 2015 to 1.49%, down 51 basis points from two years ago. This may link to the CDFI Banking industry's growing confidence of asset quality and loan expectations leading to lower expected future loan losses.*



Median LLR/Loans: 1.49%

Highest LLR/Loans: 7.59%

Average LLR/Loans: 1.75%

Lowest LLR/Loans: 0.42%

Median LLR/Loans for all U.S. banks: 1.26%

## IV. SOCIAL PERFORMANCE

NCIF believes in the importance of “telling the story” of CDFI banks’ outstanding impact in local communities, with transparent standardized metrics — an important tool in conversations with regulators, impact investors, policymakers, and other industry stakeholders. These metrics allow banks to quantify their focus on elements of mission. Metrics also help NCIF and other investors identify hundreds of banks that have not sought CDFI certification but that perform high in Social Performance Metrics by meeting the needs of consumers and businesses located in low- and moderate-income communities.

CDFI banks exhibit strong scores in NCIF’s Social Performance Metrics, outperforming all other peer groups considered within this report. These institutions serve low- and moderate-income communities — both with a strong branch presence (as demonstrated by DDI) and targeted lending activity (as seen with DLI-HMDA). A glossary of NCIF’s Social Performance Metrics is provided in Appendix D.

**CDFI banks locate twice as many of their branches in distressed communities as peer banks.** The Development Deposit Intensity (DDI) metrics measured this concentration of branches within low- and moderate-income areas. The median CDFI bank has a DDI score of 82.58%, meaning that four out of every five branches are located in LMI communities. This is twice the median of the peer group of similarly sized banks (banks with under \$2 billion in assets) as well as the median All Bank peer group, each of which have a DDI of 40.00%. CDFI banks’ mission to serve their communities requires a strong and deeply rooted local presence in the areas of highest need. These banks become part of the neighborhood, recognizing the potential of local small business owners and becoming familiar with residents — providing them with sustainable options to support their financial needs.

**CDFI banks provide more than twice as much of their home mortgage lending to distressed communities as peer banks.**

The Development Lending Intensity (DLI) metric measures banks’ lending concentrations in distressed areas. Looking at publicly-available HMDA lending, the median CDFI bank has a DLI-HMDA score of 56.22% — indicating more than half of the median bank’s home lending is lent to residents of LMI communities. For the banks with under \$2 billion in assets peer group, approximately a quarter of home lending (28.14%) reaches these LMI areas. CDFI banks lend over 2.5x higher than Top Ten Banks (21.36%) to these communities. Lending in economically distressed areas can also be difficult, because of borrowers’ limited resources and other depressed economic conditions. Through NCIF’s ongoing engagement with CDFI banks within the NCIF Network, we know these banks fulfill their community development mission in part by dedicating the extra time and resources needed to tailor services for their “high-touch” clients.

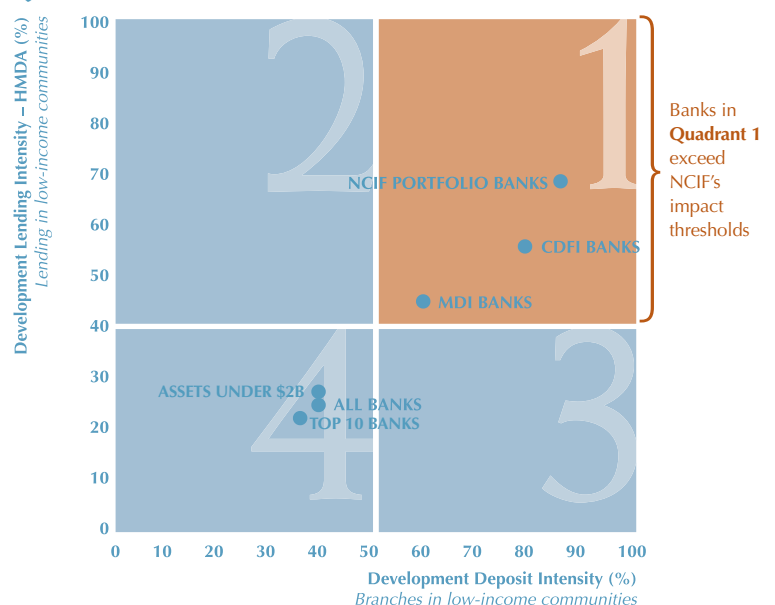
Working with its Network bank partners, NCIF is also able to create DLI scores across all lending categories to provide a more in-depth look at how lending activity is concentrated in LMI areas.

**CDFI banks tend to be High-Performing Quadrant 1 Banks.** Quadrant 1 Banks surpass the impact threshold scores of 40% DLI and 50% DDI. These banks have a demonstrated commitment to serving distressed areas, through both their lending activity and the location of their branches. This distinction is illustrated in the chart pictured by dividing the area into four quadrants in accordance with the threshold values. Banks in Quadrant 2 or 3 surpass one of the impact thresholds. As peer groups, CDFI Banks, Minority Depository Institutions (MDIs), and the institutions in NCIF’s equity portfolio are represented in the Quadrant 1 metric.

Median Social Performance Metrics for Bank Peer Groups

Peer Group	#	DDI	DLI-HMDA
CDFI Banks	118	82.58	56.22
Top Ten Banks (by Assets)	10	39.32	21.36
Banks with Under \$2B in Assets	5,807	40.00	28.15
Minority Depository Institutions (MDIs)	164	57.98	51.69
NCIF Portfolio Banks	17	88.89	67.68
All Banks	6,201	40.00	27.28

Quadrant Chart for NCIF’s Social Performance Metrics



Financial data from SNL.com as of 12/31/2015  
DDI and DLI-HMDA based on 2014 Summary of Deposits data (available from fdic.gov),  
Census 2010 data from the CDFI Fund, and 2014 Home Mortgage Disclosure Act data  
(available from ffiec.gov.) FY 2014 is the most recently available data for Social Performance Metrics.

## APPENDIX A: CDFI PEER GROUP FINANCIAL SUMMARY

2015 Summary (n=118)	Median	Average	Maximum	Minimum	Total
Total Assets (\$000)	\$225,563	\$319,625	\$2,569,849	\$22,659	\$37,715,767
Total Loans (\$000)	\$146,539	\$209,993	\$1,566,708	\$2,298	\$24,779,162
Total Deposits (\$000)	\$193,048	\$266,090	\$2,040,377	\$18,139	\$31,398,640
Net Income (\$000)	\$1,631	\$2,453	\$21,408	\$(21,672)	\$289,507
Net Interest Margin (%)	3.93	4.14	25.84	2.03	
Return on Average Assets (%)	0.82	0.71	6.57	-3.03	
Return on Average Equity	7.03	4.67	39.44	-80.64	
Efficiency Ratio (%)	74.15	80.19	173.79	41.85	
Tier 1 Leverage Ratio (%)	10.78	10.82	28.60	1.27	
Noncurrent Loans Ratio (%)	1.38	2.59	22.12	0.00	
Net Charge-off Ratio (%)	0.15	0.49	11.68	-0.90	
LLR/Loans (%)	1.49	1.75	7.59	0.42	
DDI (%)	82.58	74.95	100.00	0.00	
DLI-HMDA(%)	56.22	59.46	100.00	14.32	

2014 Summary (n=109)	Median	Average	Maximum	Minimum	Total
Total Assets (\$000)	\$209,237	\$292,079	\$2,406,489	\$14,566	\$31,836,636
Total Loans (\$000)	\$134,221	\$185,924	\$1,358,392	\$2,636	\$20,265,765
Total Deposits (\$000)	\$176,229	\$242,761	\$1,908,453	\$10,862	\$26,460,989
Total Equity (\$000)	\$20,759	\$30,965	\$237,551	\$1,798	\$3,375,204
Net Income (\$000)	\$1,470	\$1,842	\$21,373	\$(39,123)	\$200,754
Net Interest Margin (%)	4.08	4.15	12.81	2.03	
Return on Average Assets (%)	0.73	0.60	6.46	-4.40	
Return on Average Equity (%)	6.94	3.14	46.89	-105.35	
Efficiency Ratio (%)	75.70	83.07	306.31	43.95	
Tier 1 Leverage Ratio (%)	10.41	10.58	25.70	1.57	
Noncurrent Loans Ratio (%)	1.73	3.19	34.44	0.00	
Net Charge-Offs Ratio (%)	0.19	0.41	5.04	-1.54	
LLR/Loans (%)	1.66	1.98	6.34	0.41	
DDI (%)	80.00	73.71	100.00	0.00	
DLI-HMDA (%)	56.56	56.60	100.00	0.00	

Financial data from SNL.com as of 12/31/2014  
DDI and DLI-HMDA based on 2013 Summary of Deposits data (available from fdic.gov),  
Census 2010 data from the CDFI Fund, and 2013 Home Mortgage Disclosure Act data  
(available from ffiec.gov.) FY 2013 is the most recently available data for Social Performance Metrics.



## APPENDIX B: CDFI BANKS WITH FINANCIALS – SORTED BY ASSETS

Institution	Balance Sheet/Income Statement						Earnings				Capitalization	Asset Quality		
	ST	Total Assets (\$000)	Total Loans (\$000)	Total Deposits (\$000)	Total Equity (\$000)	Net Income (\$000)	NIM	ROA (%)	ROE (%)	Efficiency Ratio (%)	Tier 1 Leverage Ratio (%)	NCL (%)	NCO (%)	Loan Loss Reserves/Loans (%)
BankPlus	MS	2,569,849	1,566,708	2,040,377	245,264	21,408	3.52	0.84	8.84	74.14	9.56	0.59	0.32	1.01
Citizens National Bank of Meridian	MS	1,198,079	816,211	1,035,781	135,417	16,373	3.54	1.42	12.04	66.81	11.00	1.11	0.07	1.30
Southern Bancorp Bank	AR	1,186,627	778,902	989,701	144,413	11,475	4.28	0.99	8.19	65.24	9.48	1.25	0.22	1.09
First, A National Banking Association	MS	1,144,590	776,490	911,175	112,944	9,619	3.67	0.86	8.82	66.42	8.62	0.95	-0.03	0.87
State Bank & Trust Company	MS	999,878	766,323	834,371	110,718	6,720	4.00	0.68	6.10	71.21	8.70	1.03	0.21	1.11
Sunrise Banks, NA	MN	906,712	532,352	809,421	77,792	9,738	3.29	1.07	12.43	88.96	9.66	0.42	0.03	1.21
BankFirst Financial Services	MS	900,988	713,765	804,774	81,511	6,016	3.76	0.76	7.99	68.51	8.64	1.88	0.60	0.99
Planters Bank & Trust Company	MS	816,085	413,779	740,541	69,224	8,724	3.19	1.06	12.39	56.44	8.30	2.23	0.97	1.28
First Choice Bank	CA	812,086	669,065	708,498	92,435	5,393	3.73	0.74	6.97	59.82	11.65	0.58	0.03	1.71
Security Federal Bank	SC	799,620	338,848	661,108	93,151	6,506	3.15	0.81	6.97	73.84	11.03	2.08	0.02	2.44
Carver Federal Savings Bank	NY	754,566	604,298	605,950	66,943	1,237	3.49	0.19	1.87	90.98	10.15	2.07	0.40	0.86
OneUnited Bank	MA	648,615	428,007	360,683	46,141	48	2.48	0.01	0.10	102.77	6.31	2.25	-0.02	0.66
First American International Bank	NY	642,475	520,013	446,116	73,978	1,212	3.85	0.21	1.64	89.26	12.10	0.70	-0.03	1.68
Urban Partnership Bank	IL	635,792	491,324	580,496	44,787	-21,672	5.40	-3.03	-38.87	168.49	6.80	11.07	2.21	3.58
Golden Bank, NA	TX	621,969	436,482	498,703	89,661	7,261	3.85	1.22	8.44	54.82	14.17	1.53	-0.07	1.34
Guaranty Bank & Trust Company	MS	615,019	434,625	515,437	71,658	8,390	3.99	1.33	11.77	63.08	11.60	1.78	0.06	1.74
Liberty Bank & Trust Company	LA	604,163	292,012	534,366	49,019	2,737	4.01	0.45	5.46	81.09	8.21	2.94	0.55	2.68
Priority One Bank	MS	591,973	442,809	480,027	65,403	9,765	4.08	1.67	15.17	65.51	10.86	0.97	0.16	1.59
West Alabama Bank & Trust	AL	564,519	302,460	456,211	73,530	6,311	3.37	1.12	8.83	58.81	12.07	0.37	0.17	1.35
Merchants & Marine Bank	MS	563,094	255,794	464,676	64,471	4,406	3.06	0.76	7.04	69.74	12.13	1.06	0.29	1.12
United Bank	AL	529,814	288,829	474,543	52,054	3,051	3.52	0.59	5.93	77.56	9.43	0.51	0.04	1.32
Concordia Bank and Trust Co.	LA	524,259	222,189	444,045	61,345	5,559	2.96	1.06	9.07	66.43	11.41	0.80	0.02	0.42
International Bank of Chicago	IL	520,056	298,279	450,031	66,455	9,209	3.99	1.76	14.47	43.68	12.19	3.53	0.34	3.51
First Security Bank	MS	518,347	284,950	442,822	62,595	4,683	3.80	0.90	7.35	69.75	11.16	0.57	0.15	0.88
First Eagle Bank	IL	473,486	346,484	372,518	70,256	10,078	3.99	2.17	14.89	41.85	13.97	0.05	-0.01	1.92
Beneficial State Bank	CA	463,932	332,143	365,239	52,293	9,330	3.60	2.29	21.04	76.92	10.86	0.94	0.00	1.68
BNA Bank	MS	440,969	234,847	375,291	55,215	5,457	3.50	1.25	9.78	52.63	12.39	1.13	0.16	2.36
Broadway Federal Bank, F.S.B.	CA	402,902	308,999	277,516	49,480	9,703	3.15	2.62	22.47	89.77	11.56	1.37	-0.02	1.56
Citizens Bank (Columbia)	MS	396,427	298,129	347,296	38,178	5,681	4.57	1.44	15.00	68.31	10.47	1.35	0.35	1.50
American Plus Bank, NA	CA	392,083	342,831	315,049	49,394	4,210	3.80	1.23	8.93	43.07	12.93	0.00	0.00	1.43
Industrial Bank	DC	388,951	284,733	311,691	38,591	1,530	4.59	0.42	3.97	88.01	9.69	3.51	0.45	1.40
Citizens Trust Bank	GA	387,897	186,961	328,893	49,692	2,024	3.31	0.51	4.08	80.50	12.62	1.61	0.14	1.14
Seaway Bank and Trust Company	IL	369,444	233,535	289,584	29,338	-11,195	3.83	-2.83	-28.69	167.05	5.45	21.40	4.96	2.78
United Mississippi Bank	MS	349,296	249,400	311,286	34,891	3,900	4.24	1.11	11.29	77.74	9.65	0.94	0.16	0.54
First Community Bank	AL	343,161	246,034	289,993	35,828	3,158	3.99	0.94	9.11	74.88	10.39	2.47	0.13	1.20
Bank of Commerce	MS	336,454	241,640	269,784	32,646	4,184	3.80	1.23	13.43	45.02	9.40	0.67	0.23	1.52
Cottonport Bank	LA	333,648	222,473	291,570	37,891	1,423	3.97	0.43	3.76	72.77	10.97	1.43	2.16	0.58
Austin Bank of Chicago	IL	332,640	235,990	263,692	38,279	3,106	4.02	0.91	8.26	67.55	11.43	2.29	1.13	1.99
Cross Keys Bank	LA	320,791	186,729	244,536	40,464	4,402	3.82	1.37	10.93	68.43	11.92	0.19	0.01	0.63
Noah Bank	PA	311,026	233,324	257,656	40,022	3,070	4.53	1.01	8.26	76.77	12.44	0.95	0.45	1.86
Magnolia State Bank	MS	302,938	238,062	271,243	30,327	3,555	4.23	1.13	11.70	74.09	9.75	0.85	0.11	0.73
Farmers & Merchants Bank	MS	299,182	163,344	255,094	39,919	3,319	4.94	1.13	8.70	67.13	12.83	1.84	0.10	2.18

Source: SNL.com as of 12/31/2015

Institution	Balance Sheet/Income Statement						Earnings				Capitalization	Asset Quality		
	ST	Total Assets (\$000)	Total Loans (\$000)	Total Deposits (\$000)	Total Equity (\$000)	Net Income (\$000)	NIM	ROA (%)	ROE (%)	Efficiency Ratio (%)	Tier 1 Leverage Ratio (%)	NCL (%)	NCO (%)	Loan Loss Reserves/ Loans (%)
Mechanics & Farmers Bank	NC	298,014	164,849	254,923	35,604	541	3.51	0.18	1.52	93.25	12.35	3.26	0.00	2.08
RiverHills Bank	MS	297,491	186,685	239,058	27,392	3,707	3.00	1.24	13.60	58.67	9.29	1.11	0.24	2.15
Pan American Bank	IL	292,650	222,271	266,775	25,241	1,704	3.77	0.58	7.69	76.83	8.48	2.12	0.15	1.17
Richland State Bank	LA	290,426	179,679	252,666	30,984	4,101	4.13	1.37	13.88	67.84	10.10	0.05	0.01	0.92
Mission Valley Bank	CA	288,703	203,819	245,759	39,116	3,300	4.22	1.18	8.85	69.66	13.46	0.53	-0.25	1.76
Harbor Bank of Maryland	MD	287,246	163,642	254,714	25,085	-490	3.87	-0.20	-1.92	101.30	8.48	2.03	0.41	1.56
First American National Bank	MS	267,119	124,777	234,654	27,937	1,319	3.42	0.50	4.67	79.57	10.42	1.36	0.33	1.41
Peoples Bank	MS	263,300	213,751	224,783	24,110	4,591	5.61	1.85	19.00	64.76	9.21	2.45	0.33	1.29
First Southwest Bank	CO	261,878	185,449	226,674	27,938	501	4.14	0.19	1.81	91.17	9.13	0.39	0.14	1.34
FNB Oxford Bank	MS	261,322	145,023	219,865	33,679	2,081	3.40	0.81	6.24	67.91	12.28	0.53	-0.01	1.41
City First Bank of D.C., NA	DC	256,997	166,600	194,647	33,654	1,164	3.83	0.47	3.51	73.66	13.49	9.52	0.36	2.74
City National Bank of New Jersey	NJ	250,095	131,740	220,258	15,187	-6,569	2.78	-2.55	-80.64	161.93	6.62	14.49	0.19	6.59
Delta Bank	LA	247,685	179,957	224,186	21,507	3,887	4.24	1.52	18.73	64.17	8.52	0.40	0.11	0.96
FNB of Central Alabama	AL	246,466	159,518	213,108	26,923	1,019	3.40	0.43	3.84	84.64	11.28	1.40	-0.28	1.47
Community Bank of the Bay	CA	241,325	199,746	217,970	22,570	1,332	4.08	0.55	6.07	70.41	9.04	1.94	0.30	1.75
Florida Parishes Bank	LA	240,326	145,138	197,907	25,370	3,022	5.06	1.30	12.44	64.71	10.65	1.28	0.01	2.23
Bank of Montgomery	LA	234,304	190,640	210,869	21,407	3,853	4.60	1.73	17.84	64.78	8.93	1.20	0.51	0.55
First Independence Bank	MI	216,821	133,964	168,750	19,024	2,346	4.37	1.07	13.58	84.80	10.41	1.07	-0.03	1.24
Mechanics Bank	MS	215,786	136,907	191,449	22,171	1,247	3.89	0.58	5.61	74.05	10.26	6.73	0.43	2.13
Pike National Bank	MS	209,054	132,174	158,255	29,386	2,010	4.34	0.96	6.93	70.48	13.99	1.98	0.14	1.51
Mission National Bank	CA	208,843	168,552	157,190	24,215	1,666	4.65	0.91	7.03	74.68	12.45	1.39	0.00	1.83
Sycamore Bank	MS	202,980	134,724	176,759	19,639	1,595	3.96	0.79	8.16	74.16	9.48	0.53	0.43	0.76
Security State Bank of Wewoka, OK	OK	195,390	146,858	177,746	16,046	969	4.19	0.50	6.28	58.08	7.84	1.23	1.67	1.66
Savoy Bank	NY	183,808	150,368	164,994	17,950	2,521	4.65	1.66	16.54	63.62	10.06	2.46	0.21	1.63
ProAmerica Bank	CA	183,617	137,754	153,521	28,841	551	3.81	0.32	1.94	86.97	14.77	0.40	-0.08	1.61
Community Commerce Bank	CA	180,664	124,425	94,197	51,050	2,868	5.57	1.56	5.70	70.57	28.60	3.51	-0.01	2.97
Quontic Bank	NY	179,871	154,465	157,094	21,333	2,357	4.97	1.52	12.68	82.00	11.56	0.07	-0.01	0.70
Homeland Federal Savings Bank	LA	178,519	146,220	144,105	19,408	3,536	5.77	2.13	18.89	62.24	11.35	1.45	0.15	1.82
Pacific Global Bank	IL	170,608	125,913	149,752	19,455	2,063	4.00	1.25	11.02	64.62	11.45	0.42	0.13	2.77
Caldwell Bank & Trust Co.	LA	167,501	138,663	139,894	16,722	2,821	5.42	1.70	17.70	64.10	9.88	2.13	0.15	1.05
Albina Community Bank	OR	163,455	105,879	143,424	17,061	2,474	3.63	1.60	15.33	72.13	10.72	0.00	-0.60	1.95
Pan American Bank	CA	162,385	114,627	124,914	35,888	-586	12.25	-0.91	-4.09	75.19	21.76	2.39	11.68	3.23
Bank of Okolona	MS	159,827	116,106	137,151	18,072	3,270	5.12	2.12	18.56	54.53	10.84	2.22	0.28	1.21
Bank of Kilmichael	MS	150,134	86,909	133,853	14,039	2,109	4.10	1.48	15.77	60.53	9.17	0.44	0.05	1.34
Fordyce Bank & Trust Company	AR	149,759	83,222	119,439	15,534	1,365	4.29	0.98	9.20	78.16	10.86	0.49	0.17	1.25
Bank of Vernon	AL	144,020	102,582	120,102	22,852	1,181	4.25	0.82	5.31	61.96	15.81	1.11	1.18	1.75
Spring Bank	NY	142,728	116,322	125,522	16,633	2,071	4.74	1.65	13.37	64.62	11.95	1.78	0.24	0.72
Central Bank of Kansas City	MO	139,068	106,538	110,712	26,355	3,754	4.29	2.75	15.21	65.19	18.54	2.22	-0.01	2.19
Gateway Bank Federal Savings Bank	CA	137,143	91,338	126,407	9,276	-2,889	2.96	-1.83	-32.43	169.11	6.74	4.36	0.82	2.15
Bank of Anguilla	MS	135,066	81,478	103,008	14,090	1,081	4.30	0.83	7.68	67.21	11.47	1.94	1.51	1.60
Commercial Bank	MS	128,518	75,595	107,139	13,704	488	4.40	0.37	3.65	70.32	10.35	0.57	0.08	1.14
Bank 2	OK	125,111	78,508	104,172	15,646	1,082	3.83	0.90	7.13	81.43	11.63	0.88	0.63	1.00

Source: SNL.com as of 12/31/2015

Institution	Balance Sheet/Income Statement						Earnings				Capitalization	Asset Quality		
	ST	Total Assets (\$000)	Total Loans (\$000)	Total Deposits (\$000)	Total Equity (\$000)	Net Income (\$000)	NIM	ROA (%)	ROE (%)	Efficiency Ratio (%)	Tier 1 Leverage Ratio (%)	NCL (%)	NCO (%)	Loan Loss Reserves/ Loans (%)
Citizens Progressive Bank	LA	122,834	102,971	106,634	15,915	1,558	4.89	1.33	10.42	74.60	9.29	2.97	0.17	0.67
Oxford University Bank	MS	122,628	90,567	108,483	11,579	840	3.73	0.70	7.50	69.86	9.47	0.80	0.04	0.99
Bank of Winona	MS	114,037	42,962	98,497	12,054	717	3.44	0.62	5.85	77.03	9.86	2.16	0.03	1.67
Tri-State Bank of Memphis	TN	111,042	75,294	95,446	14,664	841	4.03	0.69	6.64	83.77	11.56	10.65	1.46	1.71
Holmes County Bank and Trust Co	MS	110,593	45,285	94,697	13,714	610	2.87	0.54	4.53	89.30	12.61	7.00	0.09	2.41
Community Capital Bank of Virginia	VA	110,007	76,302	90,084	12,564	249	3.17	0.28	1.99	74.31	11.73	0.96	0.00	1.36
Bank of Cherokee County	OK	107,505	65,328	98,358	8,834	1,053	4.03	1.00	12.48	73.23	8.35	0.45	0.25	1.55
Bank of York	AL	104,840	36,844	74,543	10,395	695	2.71	0.67	6.46	77.30	9.39	0.18	0.11	0.85
Citizens Savings Bank & Trust Co	TN	104,060	85,928	91,451	9,398	246	5.03	0.24	2.87	91.04	9.16	1.80	-0.02	1.41
Start Community Bank	CT	103,973	89,528	75,655	12,025	-804	3.00	-0.93	-6.90	116.22	12.13	0.00	0.17	1.30
Illinois-Service Federal Savings & Loan Assoc	IL	101,291	46,146	95,500	2,488	-2,064	3.18	-1.93	-46.04	173.79	2.56	15.59	1.83	5.06
The Jefferson Bank	MS	100,707	60,777	81,190	17,183	1,208	4.53	1.09	7.02	64.32	15.48	0.23	0.01	2.48
Amory Federal Savings and Loan Assoc	MS	90,413	66,896	79,976	10,330	328	3.15	0.35	3.23	74.93	11.10	1.81	0.38	0.88
Merchants & Planters Bank	TN	87,522	53,267	72,373	11,382	638	4.27	0.75	5.68	76.13	12.44	0.62	-0.02	1.30
Merchants & Planters Bank	MS	86,429	26,601	78,397	7,784	45	2.59	0.05	0.58	102.10	8.22	0.79	0.01	1.60
Commercial Capital Bank	LA	79,985	53,525	70,058	9,858	1,963	4.96	2.60	20.27	56.60	12.31	0.59	0.02	1.40
First Bank of Linden	AL	79,072	36,341	67,657	10,888	824	4.11	1.04	7.67	62.32	12.77	0.00	0.02	1.13
Native American Bank, NA	CO	77,145	65,360	68,903	7,797	49	4.43	0.07	0.71	98.74	10.12	1.50	-0.22	1.62
Citizens Bank (Byhalia)	MS	73,481	33,340	64,618	8,343	402	3.54	0.56	4.83	82.04	11.12	0.54	0.29	0.82
North Milwaukee State Bank	WI	67,115	41,547	61,493	3,503	-2,094	3.10	-2.87	-45.09	166.29	1.27	8.51	3.55	7.59
Merchants & Farmers Bank of Greene Cnty	AL	63,962	29,788	55,547	6,201	-276	4.04	-0.44	-4.16	87.30	9.15	1.03	2.77	0.70
American Metro Bank	IL	63,479	46,653	54,275	5,776	-231	3.71	-0.37	-3.96	109.74	9.34	6.80	0.89	2.48
Bank of Lake Village	AR	62,009	30,507	55,096	6,875	295	3.85	0.48	4.36	75.86	11.25	2.78	0.03	2.02
Neighborhood National Bank	CA	61,123	31,308	55,825	4,509	93	3.74	0.14	2.00	104.57	7.13	1.68	-0.90	7.26
Richton Bank and Trust Company	MS	60,528	25,418	50,644	9,560	608	3.88	0.97	6.46	77.02	14.99	0.41	-0.13	1.93
United Bank of Philadelphia	PA	59,001	39,207	55,962	2,697	-477	4.41	-0.80	-15.69	114.04	4.60	6.24	0.59	1.07
Commonwealth National Bank	AL	56,501	27,628	52,120	4,266	-170	3.82	-0.29	-3.96	106.26	6.92	8.86	2.34	2.48
South Carolina Community Bank	SC	52,995	35,933	48,211	4,552	-1,006	3.48	-1.78	-30.72	136.49	8.46	22.12	1.71	3.80
Mitchell Bank	WI	50,538	22,637	42,387	7,977	93	3.43	0.18	1.18	95.78	14.99	6.30	0.44	2.36
Carver State Bank	GA	42,174	23,827	35,592	3,928	188	4.75	0.46	4.45	89.57	9.41	4.05	0.56	1.32
First State Bank	VA	37,274	23,128	35,990	1,175	-558	4.74	-1.43	-34.23	104.87	3.05	5.80	1.80	1.68
Metro Bank	KY	30,990	13,343	25,273	5,452	53	2.35	0.16	0.99	101.37	17.40	3.66	-0.10	1.46
Northern Hancock Bank and Trust	WV	27,430	19,131	23,417	3,458	167	7.72	0.63	4.89	86.94	12.73	4.79	0.68	1.45
CBW Bank	KS	22,659	2,298	18,139	4,083	1,307	2.03	6.57	39.44	57.28	19.19	3.00	0.00	3.57
TOTAL		37,715,767	24,779,162	31,398,640	4,082,914	289,507								
AVERAGE		225,563	146,539	193,048	24,650	1,631	3.93	0.82	7.03	74.15	10.78	1.38	0.15	1.49
MEDIAN		319,625	209,993	266,090	34,601	2,453	4.14	0.71	4.67	80.19	10.82	2.59	0.49	1.75
MAXIMUM		2,569,849	1,566,708	2,040,377	245,264	21,408	25.84	6.57	39.44	173.79	28.60	22.12	11.68	7.59
MINIMUM		22,659	2,298	18,139	1,175	-21,672	2.03	-3.03	-80.64	41.85	1.27	0.00	-0.90	0.42

Source: SNL.com as of 12/31/2015

## APPENDIX C: CDFI BANKS WITH SOCIAL PERFORMANCE METRICS – SORTED BY QUADRANT

NCIF calculates Social Performance Metrics (SPM) in order to evaluate the social performance of banks, side-by-side with the more traditional financial performance indicators. See Appendix D for more information on these metrics. 52 CDFI banks surpass both of NCIF's impact thresholds and are therefore classified as Quadrant 1 Banks. 22 banks fall into Quadrants 2 or 3 by meeting or exceeding one of the two impact thresholds. Banks classified in more than one quadrant have partial scores because they do not report HMDA lending. All CDFIs have a commendable mission orientation, and NCIF draws additional attention to high performance.

Institution	ST	SPM Quadrant	Total Assets (\$000)	DDI (%)	DLI-HMDA (%)
Albina Community Bank	OR	1	163,455	60.00	90.92
American Metro Bank	IL	1	63,479	100.00	59.13
BankFirst Financial Services	MS	1	900,988	70.00	55.55
Beneficial State Bank	CA	1	463,932	50.00	69.09
BOM	LA	1	234,304	83.33	55.31
Broadway Federal Bank, F.S.B.	CA	1	402,902	66.67	87.38
Carver Federal Savings Bank	NY	1	754,566	88.89	48.10
Citizens Bank	MS	1	73,481	100.00	78.43
Citizens Bank	MS	1	396,427	57.14	57.19
Citizens Savings Bank and Trust Company	TN	1	104,060	100.00	60.19
Citizens Trust Bank	GA	1	387,897	100.00	57.77
City First Bank of D.C., National Association	DC	1	256,997	100.00	88.98
Commonwealth National Bank	AL	1	56,501	100.00	69.44
Community Bank of the Bay	CA	1	241,325	50.00	53.73
Cottonport Bank	LA	1	333,648	83.33	55.31
Cross Keys Bank	LA	1	320,791	71.43	60.05
FBT Bank & Mortgage	AR	1	149,759	80.00	66.07
First American International Bank	NY	1	642,475	88.89	59.45
First Community Bank	AL	1	343,161	60.00	42.12
First Independence Bank	MI	1	216,821	100.00	41.26
First Security Bank	MS	1	518,347	76.47	52.20
FNB of Central Alabama	AL	1	246,466	80.00	78.18
Guaranty Bank and Trust Company	MS	1	615,019	92.31	82.82
Harbor Bank of Maryland	MD	1	287,246	85.71	52.38
Illinois-Service Federal Savings and Loan Association	IL	1	101,291	50.00	100.00
Industrial Bank	DC	1	388,951	100.00	68.62
International Bank of Chicago	IL	1	520,056	57.14	54.09
Liberty Bank and Trust Company	LA	1	604,163	94.12	56.13
Magnolia State Bank	MS	1	302,938	50.00	45.09
Mechanics and Farmers Bank	NC	1	298,014	87.50	94.20
Mitchell Bank	WI	1	50,538	66.67	74.00
Neighborhood National Bank	CA	1	61,123	66.67	88.20
North Milwaukee State Bank	WI	1	67,115	100.00	85.84
OneUnited Bank	MA	1	648,615	66.67	85.07
Pacific Global Bank	IL	1	170,608	100.00	77.00
Pan American Bank	IL	1	292,650	50.00	40.85
Peoples Bank	MS	1	263,300	80.00	63.32
Quontic Bank	NY	1	179,871	100.00	42.02
Richland State Bank	LA	1	290,426	87.50	52.85
Seaway Bank and Trust Company	IL	1	369,444	81.82	52.43
Security Federal Bank	SC	1	799,620	61.54	41.96

Institution	ST	SPM Quadrant	Total Assets (\$000)	DDI (%)	DLI-HMDA (%)
Security State Bank of Wewoka, Oklahoma	OK	1	195,390	100.00	82.21
South Carolina Community Bank	SC	1	52,995	100.00	74.79
Southern Bancorp Bank	AR	1	1,186,627	87.18	75.34
Spring Bank	NY	1	142,728	100.00	100.00
State Bank & Trust Company	MS	1	999,878	66.67	45.78
Sunrise Banks, National Association	MN	1	906,712	62.50	66.27
Sycamore Bank	MS	1	202,980	80.00	64.25
Tri-State Bank of Memphis	TN	1	111,042	66.67	100.00
United Bank	AL	1	529,814	55.56	53.79
Urban Partnership Bank	IL	1	635,792	90.00	91.75
West Alabama Bank & Trust	AL	1	564,519	85.71	60.91
American Plus Bank, N.A.	CA	2	392,083	0.00	50.92
Community Commerce Bank	CA	2	180,664	0.00	100.00
Golden Bank, National Association	TX	2	621,969	40.00	45.59
Mission Valley Bank	CA	2	288,703	33.33	44.89
Noah Bank	PA	2	311,026	25.00	81.17
Richton Bank & Trust Company	MS	2	60,528	33.33	56.30
Savoy Bank	NY	2	183,808	0.00	68.12
United Bank of Philadelphia	PA	2	59,001	25.00	100.00
ABC Bank	IL	3	332,640	80.00	32.86
Bank2	OK	3	125,111	100.00	29.12
BankPlus	MS	3	2,569,849	54.24	24.16
Central Bank of Kansas City	MO	3	139,068	100.00	26.61
Citizens National Bank of Meridian	MS	3	1,198,079	70.37	37.60
City National Bank of New Jersey	NJ	3	250,095	71.43	38.14
Community Capital Bank of Virginia	VA	3	110,007	100.00	28.86
First Choice Bank	CA	3	812,086	50.00	14.32
First Eagle Bank	IL	3	473,486	50.00	34.35
Florida Parishes Bank	LA	3	240,326	75.00	38.64
Gateway Bank, F.S.B	CA	3	137,143	100.00	30.41
Merchants & Marine Bank	MS	3	563,094	75.00	39.15
PriorityOne Bank	MS	3	591,973	50.00	39.26
Start Community Bank	CT	3	103,973	100.00	36.73
First, A National Banking Association	MS	4	1,144,590	26.09	23.98
Merchants and Planters Bank	MS	4	86,429	0.00	39.89
Bank of Anguilla	MS	1 or 3	135,066	100.00	NA
Bank of Cherokee County	OK	1 or 3	107,505	66.67	NA
Bank of Commerce	MS	1 or 3	336,454	100.00	NA
Bank of Kilmichael	MS	1 or 3	150,134	100.00	NA
Bank of Lake Village	AR	1 or 3	62,009	100.00	NA
Bank of Okolona	MS	1 or 3	159,827	100.00	NA

Institution	ST	SPM Quadrant	Total Assets (\$000)	DDI (%)	DLI-HMDA (%)
Bank of Vernon	AL	1 or 3	144,020	100.00	NA
Bank of Winona	MS	1 or 3	114,037	100.00	NA
Bank of York	AL	1 or 3	104,840	100.00	NA
BNA Bank	MS	1 or 3	440,969	80.00	NA
Caldwell Bank & Trust Company	LA	1 or 3	167,501	100.00	NA
Carver State Bank	GA	1 or 3	42,174	100.00	NA
Citizens Progressive Bank	LA	1 or 3	122,834	100.00	NA
Commercial Bank	MS	1 or 3	128,518	60.00	NA
Commercial Capital Bank	LA	1 or 3	79,985	100.00	NA
Concordia Bank & Trust Company	LA	1 or 3	524,259	100.00	NA
Delta Bank	LA	1 or 3	247,685	100.00	NA
Farmers and Merchants Bank	MS	1 or 3	299,182	57.14	NA
First American National Bank	MS	1 or 3	267,119	77.78	NA
First Bank of Linden	AL	1 or 3	79,072	100.00	NA
First Southwest Bank	CO	1 or 3	261,878	57.14	NA
First State Bank	VA	1 or 3	37,274	100.00	NA
Holmes County Bank & Trust Company	MS	1 or 3	110,593	100.00	NA
Homeland Federal Savings Bank	LA	1 or 3	178,519	50.00	NA
Jefferson Bank	MS	1 or 3	100,707	100.00	NA
Mechanics Bank	MS	1 or 3	215,786	83.33	NA
Merchants & Farmers Bank of Greene County	AL	1 or 3	63,962	100.00	NA
Metro Bank	KY	1 or 3	30,990	100.00	NA
Mission National Bank	CA	1 or 3	208,843	100.00	NA
Native American Bank, National Association	CO	1 or 3	77,145	100.00	NA
Northern Hancock Bank & Trust Company	WV	1 or 3	27,430	100.00	NA
Oxford University Bank	MS	1 or 3	122,628	66.67	NA
Pan American Bank	CA	1 or 3	162,385	100.00	NA
Planters Bank & Trust Company	MS	1 or 3	816,085	100.00	NA
ProAmérica Bank	CA	1 or 3	183,617	100.00	NA
RiverHills Bank	MS	1 or 3	297,491	50.00	NA
United Mississippi Bank	MS	1 or 3	349,296	100.00	NA
Amory Federal Savings and Loan Association	MS	2 or 4	90,413	0.00	NA
CBW Bank	KS	2 or 4	22,659	0.00	NA
FNB Oxford	MS	2 or 4	261,322	33.33	NA
Merchants & Planters Bank	TN	2 or 4	87,522	25.00	NA
Pike National Bank	MS	2 or 4	209,054	40.00	NA

### At-a-Glance Quadrant Summary

SPM Quadrant	Asset Class				
	Total Banks	> \$1B	\$500M - \$1B	\$100M - \$500M	\$100M or less
1	52	1	14	30	7
2	8	0	1	5	2
3	14	2	3	9	0
1 or 3	37	0	2	26	9
2 or 4	5	0	0	2	3
4	2	1	0	0	1
Total	118	4	20	72	22

Financial data from SNL.com as of 12/31/2015. DDI and DLI-HMDA based on 2014 Summary of Deposits data (available from fdic.gov). Census 2010 data is from the CDFI Fund. 2014 Home Mortgage Disclosure Act data is available from ffiec.gov. FY 2014 is the most recently available data for Social Performance Metrics.



## APPENDIX D: SOCIAL PERFORMANCE METRICS

NCIF pioneered impact measurement specifically for the mission-oriented banking industry, to better inform bankers, investors, regulators, and other potential stakeholders on the social impacts of banks to be considered in addition to traditional financial performance. NCIF's **Social Performance Metrics** are transparent and compelling, allowing for year-to-year comparisons of individual bank performance and peer group benchmarking. These metrics serve mission-oriented banks in many ways:

- Inform investors about the social impact their investments are generating
- Help bank management evaluate a bank's progress toward achieving its mission objectives
- Demonstrate the importance of the industry to regulators and legislators
- Show consumers the effect mission-oriented banks have in their community

### Key definitions:

**Development Deposit Intensity (DDI):** A measure of how many of a bank's branches are located in distressed communities. The percentage of a bank's branches located in Investment Area census tracts, as defined by the CDFI Fund.

**Development Lending Intensity-HMDA (DLI-HMDA):** A measure of how much of a bank's lending occurs in distressed communities. Reported lending (in dollars) occurring in Investment Area census tracts, as defined by the CDFI Fund, as a percentage of total loans.

- **DLI-All Loans:** DLI based on total annual lending, directly reported by participating banks to NCIF.
- **DLI-HMDA:** DLI based on HMDA-reported housing lending. Available for any U.S. bank.
- **DLI-Equity:** Qualified lending as a percentage of total equity, meant as a measure of the bank's leverage in distressed areas.
- DLI is also calculated for each category of lending activity, including **DLI-Small Business**, **DLI-CRE** (Commercial Real Estate), **DLI-Housing**, **DLI-Agriculture**, and **DLI-Consumer** (consumer lending).

**SPM Quadrant:** NCIF evaluates the social impact of a bank using our two primary Social Performance Metrics — DLI and DDI. Banks in Quadrant 1 have exceeded our thresholds for both of these metrics and are considered high-impact banks. See a sample Quadrant Chart on page 11.

NCIF is constantly working with industry leaders to refine our SPM, developing additional metrics and broadening the type of data collected in order to create a more complete, compelling picture of CDFI banks and their community impact. ***Additional information about the full suite of Social Performance Metrics, including measures of self-reported data from NCIF Network Banks, is available online at [NCIF.org](https://www.ncif.org).***

Data tells a compelling story, demonstrating the impact of the CDFI banking industry in the low- and moderate-income communities in which they operate. NCIF makes the following resources available so you can continue learning about the mission-oriented financial industry. Discover how our data can inform your decisions.

# BankIMPACT

The BankImpact suite of products (available online at [BankImpact.org](https://BankImpact.org) and [BankImpactMaps.org](https://BankImpactMaps.org)) are interactive resources offering financial data and Social Performance Metrics on all U.S. banks. NCIF offers these dynamic tools in response to feedback from industry leaders and investors as well as informed consumers who desire a way to search, evaluate, and benchmark high-performing mission-oriented banks. BankImpact allows industry stakeholders (investors, financial advisors, regulators, bank CEOs, analysts, and others) to:

- Search and compare mission-oriented banks (now in beta: utilizing map visualizations to identify mission-oriented banks and the proximity of their branches to you at [BankImpactMaps.org](https://BankImpactMaps.org))
- Benchmark the performance of a bank relative to standard or customized peer groups
- Create and analyze custom peer groups
- View trends in the CDFI, MDI and greater mission-oriented banking industries

**BankImpact Dashboards** are third-party reports provided by NCIF to partner banks. Based on publicly-available data as well as data reported directly from the banks, NCIF creates a comprehensive analysis of social performance for the banks. The report also considers financial products and services, clients served, analysis of staff and governances, financial performance, and environmental impacts.

**Custom Analysis** allows investors, bank leaders, and other decision makers to stay informed about the financial health and social impact of banks. NCIF can provide a variety of financial and social metrics, along with trend analysis that most resonates with your mission and analytical needs, in the format most useful to you. We offer detailed analysis of any U.S. bank's financial and social performance, compared to a standard or customized peer group, with historical data available since 1996.

For more information, please contact NCIF's Research Team.

# ABOUT NCIF

NCIF is the largest investor in the mission-oriented banking industry, with investments in 15% of all certified CDFI banks. NCIF has \$228 million of assets under management, including \$203 million in New Markets Tax Credit allocations. We invest capital and facilitate the flow of funds from investors to banks. As an impact investor, NCIF pursues a triple bottom line strategy that maximizes social, environmental, and financial returns.

NCIF builds opportunities for CDFI banks, Minority Depository Institutions, and other mission-oriented financial institutions through a variety of programs. We inform banks, investors, and others of the industry’s financial and social performance using our specially developed Social Performance Metrics and our forward-thinking industry research. We connect banks to one another to promote collaboration and innovation, and empower them to access regulators and investors. NCIF is a catalyst of industry innovation, encouraging banks to leverage new opportunities and innovative business models.

Through new business models and powerful Social Performance Metrics, NCIF and its network aspire to transform the mission-oriented financial industry and the realities of underserved low-income communities.

## NCIF IMPACT MODEL





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