

PUBLIC DISCLOSURE

January 27, 2003

COMMUNITY REINVESTMENT ACT PERFORMANCE EVALUATION

**Aliant Bank
Alexander City, Alabama**

RSSD ID Number: 861434

**FEDERAL RESERVE BANK OF ATLANTA
1000 PEACHTREE STREET N.E.
ATLANTA, GEORGIA 30309-4470**

<p>Note: This evaluation is not, nor should it be construed as, an assessment of the financial condition of this institution. The rating assigned to the institution does not represent an analysis, conclusion of opinion of the federal financial supervisory agency concerning the safety and soundness of this financial institution.</p>
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DEFINITIONS AND ABBREVIATIONS

Income Definitions

Throughout this evaluation, the following definitions are used for the various income levels. These levels are defined in the CRA.

Low-Income - An individual income, or median family income for geographies, that is less than 50 percent of the area median income.

Moderate-Income - An individual income, or median family income for geographies, that is at least 50 percent but less than 80 percent of the area median income.

Middle-Income - An individual income, or median family income for geographies, that is at least 80 percent but less than 120 percent of the area median income.

Upper-Income - An individual income, or median family income for geographies that is 120 percent or more of the area median income.

Performance Definitions Regarding Lending

Excellent - This rating is assigned to an institution with lending performance that substantially exceeds the characteristics of demographic data and aggregate performance.

Good - This rating is assigned to an institution with lending performance that slightly exceeds the characteristics of demographic data and aggregate performance.

Adequate - This rating is assigned to an institution with lending performance that is comparable to the characteristics of demographic data and aggregate performance.

Poor - This rating is assigned to an institution with lending performance that is significantly below the characteristics of demographic data and aggregate performance.

Consistent - This term is used to describe the performance of an institution in an assessment area reviewed not using full scope procedures when the performance is comparable to the performance in the state overall.

**Not Consistent* - This term is used to describe the performance of an institution in an assessment area reviewed not using full scope procedures when the performance is not comparable to the performance in the state overall.

*A “not consistent” rating only illustrates the performance of an assessment area in comparison to the performance in the state as a whole. It does not necessarily indicate that the performance is less than satisfactory.

DEFINITIONS AND ABBREVIATIONS (Continued)
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Abbreviations

BNA -	Block Numbering Area
CRA -	Community Reinvestment Act (Regulation BB)
HMDA -	Home Mortgage Disclosure Act (Regulation C)
HUD -	Department of Housing and Urban Development
LTD -	Loan-to-Deposit Ratio
MSA -	Metropolitan Statistical Area
SBA -	Small Business Administration

ROUNDING CONVENTION

Because percentages presented in tables were rounded to the nearest whole number in most cases, some columns may not total exactly 100 percent.

GENERAL INFORMATION

The Community Reinvestment Act (CRA) requires each federal financial supervisory agency to use its authority when examining financial institutions subject to its supervision, to assess the 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. Upon conclusion of such examination, the agency must prepare a written evaluation of the institution's record of meeting the credit needs of its community.

This document is an evaluation of the CRA performance of Aliant Bank prepared by the Federal Reserve Bank of Atlanta, the institution's supervisory agency, as of January 27, 2003. The agency evaluates performance in assessment area(s), as they are delineated by the institution, rather than individual branches. This assessment area evaluation may include visits to some, but not necessarily all, of the institution's branches. The agency rates the CRA performance of an institution consistent with the provisions set forth in Appendix A to 12 CFR Part 228.

INSTITUTION

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

Based on a review of the bank's lending record, qualified investments, and services, Aliant Bank meets the standards for a satisfactory level of performance in its assessment areas; however, more emphasis should be placed on levels of qualified investments.

- **Lending Test** – Aliant Bank's lending levels reflect **GOOD** responsiveness to assessment area credit needs and a **GOOD** record of serving the credit needs of low-income individuals and areas and very small businesses. A **SUBSTANTIAL MAJORITY** of the bank's lending is inside its assessment area. The distribution of borrowers reflects **GOOD** penetration among customers of different income levels and businesses of different sizes. The geographic distribution of loans reflects **GOOD** penetration throughout the assessment area. The bank makes **LIMITED USE** of innovative and flexible lending practices in serving assessment area credit needs. The bank made a **RELATIVELY HIGH LEVEL** of community development loans totaling \$11.1 million in its assessment areas. In addition, the bank has committed \$1 million to the Alabama Multifamily Loan Consortium, Incorporated.
- **Investment Test** – Considering the level of opportunity and competition in the market, as well as the bank's overall lending activity in the origination of HMDA and small business loans, the bank made an **ADEQUATE** level of community development investments and grants, **RARELY** in a leadership position, particularly those not routinely provided by private investors. Investments were limited to the purchase of \$449,638 in a pool of Freddie Mac mortgages made to low- and moderate-income borrowers in Jefferson County, Alabama, which was invested through CRA Fund Advisors; and grants and contributions totaling \$91,667. The bank has exhibited **ADEQUATE** responsiveness to credit and community development needs as well as community development initiatives regarding its investment activities. The bank **DOES NOT USE** innovative or complex investments to support community development initiatives.

INSTITUTION (Continued)

- **Service Test** – Aliant Bank’s systems for delivering retail-banking services are **REASONABLY ACCESSIBLE** to **ESSENTIALLY ALL** segments of the assessment area. Business hours and services **DO NOT VARY IN A WAY THAT INCONVENIENCES CERTAIN PORTIONS** of the assessment area. Also, the bank’s record of opening and closing of branches has **NOT ADVERSELY AFFECTED** the accessibility of its delivery systems, particularly to low- and moderate-income geographies and/or low- and moderate-income individuals. The bank **PROVIDES AN ADEQUATE LEVEL** of community development services to organizations that promote community development.

The following table indicates the performance level of Aliant Bank with respect to the lending, investment, and service tests.

PERFORMANCE LEVELS	<u>Aliant Bank</u>		
	PERFORMANCE TESTS		
	Lending Test*	Investment Test	Service Test
Outstanding			
High Satisfactory	X		
Low Satisfactory		X	X
Needs to Improve			
Substantial Noncompliance			

*Note: The lending test is weighted more heavily than the investment and service tests when arriving at an overall rating.

INSTITUTION (Continued)

DESCRIPTION OF INSTITUTION

Aliant Bank is a large community bank headquartered in Alexander City, Alabama. The bank is a wholly owned subsidiary of Aliant Financial Corporation, a bank holding company located in Alexander City, Alabama. Other wholly owned subsidiaries of Aliant Bank are First Montgomery Insurance Agency, Incorporated, Aliant Financial Services, and Aliant Mortgage Corporation (AMC). For the purpose of the CRA evaluation, AMC's HMDA loan originations were considered in the lending test analysis.

The bank operates 13 banking offices and 9 automated teller machines (ATMs) in five counties in central Alabama. The offices and ATMs are distributed as follows: 4 offices and 3 ATMs in Tallapoosa County, 1 office and ATM in Shelby County, 1 office and ATM in Jefferson County, 2 offices and 2 ATMs in Elmore County, and 5 offices and 2 ATMs in Montgomery County. For purposes of CRA, the bank's operations were organized into three assessment areas: the Birmingham Assessment Area, which includes Jefferson and Shelby Counties; the Montgomery Assessment Area, which includes Elmore and Montgomery Counties; and the Tallapoosa Assessment Area, which includes Coosa and Tallapoosa Counties. The Tallapoosa Assessment Area has no low- or moderate-income tracts. The three assessment areas encompass 250 tracts of which 25 (10 percent) are low-income; 45 (18 percent) are moderate-income; 109 (44 percent) are middle-income; and 71 (28 percent) are upper-income.

According to the September 30, 2002, Consolidated Reports of Condition and Income (Call Report), the bank had total assets of \$681.3 million. The composition of the loan portfolio according to the December 31, 2001 and September 30, 2002 Call Reports is displayed in the following table:

C O M P O S I T I O N O F L O A N P O R T F O L I O				
Loan Type	12/31/2001		9/30/2002	
	\$ (000s)	Percent	\$ (000s)	Percent
Construction and Development	\$54,940	10.4%	\$56,673	11.5%
Secured by One- to Four- Family Dwellings	\$178,842	34.0%	\$173,977	35.3%
Other Real Estate: Farmland	\$2,902	0.6%	\$1,524	0.3%
Multifamily	\$17,162	3.3%	\$9,930	2.0%
Nonfarm Nonresidential	\$111,614	21.2%	\$112,789	22.9%
Commercial and Industrial	\$122,162	23.2%	\$102,912	20.9%
Loans to Individuals	\$38,353	7.3%	\$35,228	7.1%
Agricultural Loans	\$127	0.0%	\$146	0.0%
Total	\$526,102	100.0%	\$493,179	100.0%

* This table does not include the entire loan portfolio. Specifically, it excludes loans to depository institutions, bankers acceptances, lease financing receivables, obligations of state and political subdivisions, and other loans that do not meet any other category. Contra assets are also not included in this table.

INSTITUTION (Continued)

As illustrated by the preceding table, Aliant Bank's loan portfolio is primarily comprised of loans secured by one- to four-family dwellings, followed by loans secured by nonfarm nonresidential real estate, and commercial and industrial loans. A comparison of the two quarters reveals that loans outstanding declined by 6.26 percent from December 31, 2001 to September 30, 2002. During this period, construction and development loans, nonfarm nonresidential loans, and agricultural loans experienced nominal loan growth.

Aliant Bank's product offerings include the traditional deposit and loan products as well as the sale of nondeposit investment products such as mutual funds and annuities. Aliant Bank offers a variety of loan products to meet the credit needs of its assessment areas. The bank offers fixed and adjustable rate residential mortgage loans, business loans, and consumer purpose loans. However, the bank does not offer 30-year fixed rate mortgages, a product most commonly requested by low- and moderate-income borrowers. Typically, loan requests for 30-year fixed rate mortgages are referred to the bank's mortgage subsidiary, AMC.

Aliant Bank's average net LTD ratio for the seven quarters ended September 30, 2002, was 89.5 percent. The LTD ratio has ranged from a low of 86 percent as of September 30, 2001 to a high of 91.5 percent as of June 30, 2002. Aliant Bank's average net LTD ratio was compared with the LTD ratios of four financial institutions of similar asset size with branch offices in the bank's assessment areas. The range of LTD ratios for these four banks ranged from 82.8 percent to 96 percent.

Aliant Bank generally complies with the CRA. No known legal impediments exist that would restrain the bank from meeting the credit needs of its assessment areas. The bank received a satisfactory CRA rating at its previous evaluation dated January 29, 2001, under the large bank CRA examination procedures.

INSTITUTION (Continued)

CONCLUSIONS WITH RESPECT TO PERFORMANCE TESTS

The following tables show selected demographic information and Aliant Bank's lending performance for the overall institution.

WHOLE BANK ASSESSMENT AREA								
DEMOGRAPHICS								
Income Categories	Tract Distribution		Families					
	#	%	Families by Tract		Families <Poverty as a % of Families by Tract		Families by Family Income	
			#	%	#	%	#	%
Low	25	10.0%	22,520	7.8%	10,060	44.7%	61,617	21.5%
Moderate	45	18.0%	48,311	16.8%	10,354	21.4%	46,982	16.4%
Middle	109	43.6%	124,219	43.3%	12,257	9.9%	59,070	20.6%
Upper	71	28.4%	91,850	32.0%	2,815	3.1%	119,231	41.6%
NA	0	0.0%	0	0.0%	0	0.0%	-	-
Total	250	100.0%	286,900	100.0%	35,486	12.4%	286,900	100.0%
Housing Units by Tract								
	Total Units	Owner Occupied		Rental Occupied		Vacant		
		#	%	#	%	#	%	
Low	40,253	12,189	4.6%	30.3%	22,594	56.1%	5,470	13.6%
Moderate	79,332	42,615	16.0%	53.7%	28,266	35.6%	8,451	10.7%
Middle	186,519	120,650	45.2%	64.7%	49,073	26.3%	16,796	9.0%
Upper	132,641	91,695	34.3%	69.1%	32,804	24.7%	8,142	6.1%
NA	0	0	0.0%	0.0%	0	0.0%	0	0.0%
Total	438,745	267,149	100.0%	60.9%	132,737	30.3%	38,859	8.9%
Total Businesses by Tract and Revenue Size								
	Total Businesses by Tract		Businesses by Tract and Revenue Size					
	#	%	Under \$1 Million		Over \$1 Million		Revenue not Reported	
Low	6,352	11.3%	4,973	11.0%	716	15.2%	663	10.0%
Moderate	8,692	15.4%	7,025	15.6%	825	17.5%	842	12.7%
Middle	18,859	33.4%	15,266	33.9%	1,292	27.3%	2,301	34.6%
Upper	22,484	39.9%	17,747	39.4%	1,891	40.0%	2,846	42.8%
NA	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Total	56,387	100.0%	45,011	100.0%	4,724	100.0%	6,652	100.0%
Percentage of Total Businesses:				79.8%	8.4%		11.8%	

Sources: 1990 Census Data, 2002 Dun & Bradstreet business demographic data.
 NA Tracts are tracts without household or family income.

INSTITUTION (Continued)

WHOLE BANK ASSESSMENT AREA								
L E N D I N G								
Income Categories	HMDA							
	By Tract Income				By Borrower Income			
	Home Purchase							
	#	%	\$	%	#	%	\$	%
Low	1	0.3%	46	0.1%	21	5.9%	1,004	2.4%
Moderate	9	2.5%	482	1.2%	44	12.4%	2,921	7.1%
Middle	148	41.8%	16,534	40.0%	93	26.3%	7,104	17.2%
Upper	196	55.4%	24,267	58.7%	182	51.4%	29,202	70.7%
NA	0	0.0%	0	0.0%	14	4.0%	1,098	2.7%
Total	354	100.0%	41,329	100.0%	354	100.0%	41,329	100.0%
	Refinance							
	#	%	\$	%	#	%	\$	%
Low	1	0.2%	92	0.1%	20	3.8%	1,202	1.9%
Moderate	30	5.7%	2,806	4.5%	73	13.9%	5,338	8.6%
Middle	286	54.5%	29,047	46.8%	117	22.3%	11,033	17.8%
Upper	208	39.6%	30,062	48.5%	291	55.4%	41,245	66.5%
NA	0	0.0%	0	0.0%	24	4.6%	3,189	5.1%
Total	525	100.0%	62,007	100.0%	525	100.0%	62,007	100.0%
	Home Improvement							
	#	%	\$	%	#	%	\$	%
Low	2	0.7%	21	0.3%	35	12.2%	201	3.0%
Moderate	10	3.5%	183	2.8%	64	22.2%	497	7.5%
Middle	183	63.5%	2,753	41.6%	60	20.8%	765	11.6%
Upper	93	32.3%	3,659	55.3%	114	39.6%	5,019	75.9%
NA	0	0.0%	0	0.0%	15	5.2%	134	2.0%
Total	288	100.0%	6,616	100.0%	288	100.0%	6,616	100.0%
	Multi-Family							
	#	%	\$	%	#	%	\$	%
Low	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Moderate	4	57.1%	1,541	78.1%	0	0.0%	0	0.0%
Middle	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Upper	3	42.9%	432	21.9%	0	0.0%	0	0.0%
NA	0	0.0%	0	0.0%	7	100.0%	1,973	100.0%
Total	7	100.0%	1,973	100.0%	7	100.0%	1,973	100.0%
	SMALL BUSINESS							
	By Tract Income							
	#	%	\$	%	#	%	\$	%
Low	109	8.5%	13,972	15.8%				
Moderate	103	8.1%	8,712	9.9%				
Middle	499	39.0%	26,566	30.0%				
Upper	567	44.4%	39,189	44.3%				
NA	0	0.0%	0	0.0%				
Total	1,278	100.0%	88,439	100.0%				
	By Loan Size and Revenue							
	#	%	\$	%	#	%	\$	%
Loan Size:								
\$100,000 or less	1,076	84.2%	32,662	36.9%				
\$100,001 - \$250,000	130	10.2%	21,405	24.2%				
\$250,001 - \$1 Million	72	5.6%	34,372	38.9%				
Total	1,278	100.0%	88,439	100.0%				
Revenue:								
\$1 Million or Less	985	77.1%	51,409	58.1%				
Over \$1 Million	293	22.9%	37,030	41.9%				
Not Known	0	0.0%	0	0.0%				
Total	1,278	100.0%	88,439	100.0%				

Originations and purchases
 Small Business loans are loan sizes that are \$1 million or less.

INSTITUTION (Continued)

LENDING TEST

The examination review period covered HMDA and small business loans originated from January 1, 2001, through September 30, 2002. As stated earlier, HMDA originations by AML were combined with Aliant Bank's HMDA originations for the lending test analysis. However, AML's lending was not included in the analysis of lending inside and outside the assessment area. The review period also covered community development loans originated from January 1, 2001, through September 30, 2002. The Montgomery Assessment Area was reviewed using full scope examination procedures. The Birmingham and Tallapoosa Assessment Areas were reviewed using limited scope examination procedures. For purposes of CRA, HMDA loans are those loans as defined in the Federal Reserve Board's Regulation C. The loan categories are home purchase, home refinance, multifamily, and home improvement loans. Small business loans are loans with original amounts of \$1 million or less. Small farm loans are loans with an original amount of \$500,000 or less. The bank offers small farm loans; however, the volume of small farm loans originated during the review period was minimal and therefore, was not considered in the lending test evaluation. A community development loan is a loan to an entity for the purpose of providing affordable housing to or community services for low- and moderate-income persons, revitalization or stabilization of low- and moderate-income areas through the creation or retention of jobs for low- and moderate-income persons, or economic development through the financing of small businesses and farms that meet certain eligibility standards.

During the review period, the number of small business loans exceeded the number of HMDA loans; however, the dollar volume of HMDA loans exceeded the dollar volume of small business loans. Appropriate weight was given to each product in determining the overall the overall lending test rating for Aliant Bank. The overall rating of the institution for the lending test is **HIGH SATISFACTORY**.

Considering the bank's market share of deposits in its assessment areas, number of branches in its assessment areas, competition from other lenders, information gathered from community contacts, and available demographic information, lending levels reflect **GOOD** responsiveness to assessment area credit needs. According to community contacts, affordable housing and small business financing were primary credit needs. During the review period, Aliant Bank originated 1,174 HMDA loans totaling \$111.9 million, and 1,278 small

INSTITUTION (Continued)

business loans totaling \$88.4 million in its assessment areas. Of the 1,174 HMDA loans, 354 (30.1 percent) were home purchase loans; 525 (44.7 percent) were home refinance loans; and 288 (24.5 percent) were home improvement loans. In addition, the bank originated seven multi-family housing loans during the review period.

A **SUBSTANTIAL MAJORITY** of the bank's lending occurred inside its assessment areas. Aliant Bank's mortgage subsidiary lending is not included in the table below. The CRA examination procedures do not allow affiliate lending to be considered under this performance criterion. The following table shows, by loan type, the number and percentage of loans that were located inside and outside the bank's assessment areas.

LENDING INSIDE AND OUTSIDE ASSESSMENT AREA				
Loan Type	IN			
	#	%	\$ (000s)	%
Small Business	1,278	93.8%	\$88,439	94.9%
HMDA	693	91.5%	\$50,536	91.0%
<i>Total In</i>	<i>1,971</i>	<i>93.0%</i>	<i>\$138,975</i>	<i>93.5%</i>
	OUT			
	#	%	\$ (000s)	%
Small Business	84	6.2%	\$4,706	5.1%
HMDA	64	8.5%	\$5,025	9.0%
<i>Total Out</i>	<i>148</i>	<i>7.0%</i>	<i>\$9,731</i>	<i>6.5%</i>

As indicated by the table above, over 90 percent of the bank's HMDA-reportable and small business loans, both by number and by dollar volume, were inside the bank's assessment areas.

Aliant Bank's performance with regard to the geographic distribution of loans is **GOOD**. This conclusion was based upon the bank's performance in each assessment area in comparison to demographic and aggregate lending data for HMDA and small business lending. The analysis of HMDA and small business lending within the Montgomery Assessment Area is discussed in greater detail later in the report.

INSTITUTION (Continued)

HMDA lending to borrowers of different income levels and lending to businesses of different revenue sizes is **GOOD**. This conclusion was based upon the bank's performance in each assessment area in comparison to demographic data and aggregate lending data for HMDA and small business lending. The analysis of small business and HMDA lending within the Montgomery Assessment Area is discussed in greater detail later in the report.

Aliant Bank exhibits an **ADEQUATE** record of serving the credit needs of low-income individuals. Based upon the number of small business loans originated in amounts of \$100,000 or less, the bank has an **EXCELLENT** record of serving the needs of small businesses within its assessment areas.

Aliant Bank makes a **RELATIVELY HIGH LEVEL** of community development loans. Since the previous evaluation, the bank originated six community development loans in and around its assessment areas totaling \$11.1 million. The loans provided funding for affordable housing, a health care facility, and interim funding for an automobile manufacturing plant. These improvements will benefit all residents of the area, including low- and moderate-income persons or families. Strong competition in the Montgomery and Birmingham Assessment Areas and the lack of opportunity in the Tallapoosa Assessment Area contributed to the bank's difficulty in originating a significant level of community development loans that meet the CRA definition. In addition, Aliant Bank has made a \$1 million commitment to the Alabama Multifamily Loan Consortium, which is engaged in the business of originating and purchasing loans to finance multifamily housing developments for low- and moderate-income people.

Aliant Bank makes **LIMITED USE** of flexible and innovative lending programs. Aliant Bank is a certified SBA lender. During the review period, the bank originated 18 SBA loans totaling \$11.7 million.

INVESTMENT TEST

The bank's rating under the investment test is **LOW SATISFACTORY**.

INSTITUTION (Continued)

Aliant Bank has participated in an **ADEQUATE** level of community development investments and grants; however, the bank was **RARELY** in a leadership position. The only qualified investment made during the review period was limited to a \$449,638 investment in a pool of Freddie Mac mortgages made to low- and moderate-income borrowers in Jefferson County, Alabama, through CRA Fund Advisors. In addition, the bank provided community development grants and contributions totaling \$91,667. Competition and limited investment opportunities have hampered the bank's ability to engage in qualified investments in the Montgomery and Birmingham Assessment Areas. Moreover, very limited opportunities to purchase qualified investments were noted in the Tallapoosa Assessment Area.

Based on an evaluation of the performance context, area demographics, and available opportunities in the assessment area, the bank's investments exhibit **ADEQUATE** responsiveness to credit and community development needs. Due to the limited number of qualified investment opportunities, the bank has elected to support community development initiatives through its contributions to various charitable and community development organizations. The following table depicts some of the bank's most significant contributions, which totaled \$91,667.

The bank **DOES NOT USE** complex or innovative investments to support community development initiatives.

ALIAN T BANK GRANTS AND CONTRIBUTIONS	
NAME	AMOUNT
Salvation Army	\$100
Operation Downtown	\$200
Envision Montgomery 2020	\$100
Christmas in April-Montgomery	\$858
Birmingham Area Chamber of Commerce	\$2000
Elmore County Extension Service	\$100
Lake Martin Area Economic Development	\$30,000
Central Alabama Community College	\$30,000
Lake Martin Area United Way	\$8,500
Montgomery Area United Way	\$3,000
Montgomery Education Foundation	\$10,000
United Way of Central Alabama	\$6,808
Total	\$91,667

INSTITUTION (Continued)

SERVICE TEST

The overall rating of the institution with regard to the service test is **LOW SATISFACTORY**.

Delivery systems, including banking offices and ATMs, are **REASONABLY ACCESSIBLE** to **ESSENTIALLY ALL** portions of the bank's assessment areas. Aliant Bank's 13 banking offices and 9 ATMs were compared to the distribution of families and businesses by census tract income level and are displayed in the table below. There are no Aliant Bank branch offices in moderate-income census tracts; however, because the majority of moderate-income census tracts are located in the Birmingham Assessment Area, where there are numerous financial institutions, credit availability in the bank's assessment area is not adversely affected.

ALIAN T BANK – DISTRIBUTION OF BRANCHES AND ATMS IN THE WHOLE BANK ASSESSMENT AREA						
TRACT INCOME LEVEL	NUMBER	PERCENTAGE OF BRANCHES	NUMBER OF ATMS	PERCENTAGE OF ATMS	PERCENTAGE OF TOTAL FAMILIES	PERCENTAGE OF BUSINESSES
Low-Income	1	7.7%	0	0.0%	8%	11.3%
Moderate-Income	0	0.0%	0	0.0%	17%	15.4%
Middle-Income	4	30.8%	4	44.4%	43%	33.4%
Upper-Income	8	61.5%	5	55.6%	32%	39.9%
<i>Total</i>	<i>13</i>	<i>100.0%</i>	<i>9</i>	<i>100.0%</i>	<i>100.0%</i>	<i>100.0%</i>

Alternative systems for delivering retail-banking services to the bank's assessment areas include:

- ATMs
- Aliant Call Center – Through the use of a toll free number and during business hours, customers can get answers to questions about bank products, rates or any other customer service issues.
- Aliant Telephone Bill Pay – A telephone bill payment service is available through a toll free number.
- Xpress Phone Banking – An automated phone banking line gives a customer information about their bank accounts and allows the customer, with prior written authorization, to transfer money between selected accounts 24 hours a day, 7 days a week.

INSTITUTION (Continued)

Since the previous examination, the bank has not opened or closed any branch offices in the Whole Bank Assessment Area; therefore, the bank's record of opening and closing branches has **NOT ADVERSELY AFFECTED** the accessibility of delivery systems, particularly to low-to-moderate income geographies and to low-to-moderate individuals.

Banking services and hours of operations **DO NOT VARY IN A WAY THAT INCONVENIENCES CERTAIN PORTIONS** of the assessment area. The level of branch services and hours offered by Aliant Bank is basically the same throughout the assessment area.

The bank **PROVIDES AN ADEQUATE LEVEL** of community development services throughout its assessment areas. Board members, officers, and employees have used their financial expertise to provide financial services that benefit residents in the assessment areas. The community development services are responsive to the needs of low- and moderate-income families or areas, and small businesses in the assessment areas. The following table shows the community development services provided by representatives of the bank.

INSTITUTION (Continued)

COMMUNITY DEVELOPMENT SERVICES FOR ALIANT BANK	
ORGANIZATION	POSITION/SERVICE
Envision Montgomery 2020	A Bank officer serves as a board member. The purpose of this organization is to develop shared goals encompassing all aspects of the region's future and to see that these goals are implemented. Of particular concern and focus is education funding for the five county area (Autauga, Elmore, Lowndes, Macon, and Montgomery).
Montgomery Area Certified Development Council (CDC)	In partnership with the Montgomery Area Chamber of Commerce, the purpose of this organization is to provide financing to small businesses that do not qualify for bank loans. A bank officer serves on the funding board.
Montgomery Area Chamber of Commerce	A bank officer serves as an ambassador for this organization that promotes business development and growth in the Montgomery area.
Millbrook Chamber of Commerce	A bank employee serves as the treasurer and is the president-elect for this organization that recruits new business to the city and surrounding areas.
Alabama Multifamily Loan Consortium	A bank employee serves as a board member for this organization that originates and purchases loans to finance multifamily housing development for low-and moderate-income people throughout the state of Alabama.
Lake Martin Economic Development Board	A bank officer serves on the board of this organization that recruits new business for Tallapoosa and Coosa Counties.
Alexander City Industrial Development Board	A bank officer serves as vice president of this organization that assists in the development of business and industry in the city.
Alexander City Chamber of Commerce	A bank officer serves as first vice president and executive board member. The Chamber is heavily involved in recruiting new business to Alexander City.
Operation Downtown	A bank officer serves on the board of directors for this organization working to revitalize Alexander City through the recruitment of new business and the overall improvement of the downtown business district.

INSTITUTION (Continued)

Compliance with Antidiscrimination Laws

Aliant Bank solicits applications from all segments of its communities, including low- and moderate-income areas. The bank's policies and internal control procedures are adequate to ensure that the evaluation of credit applications is based solely on financial and economic considerations. The bank has adopted an antidiscrimination policy. No evidence of prohibited discrimination or the use of other illegal credit practices was noted during the examination. The bank is in compliance with the substantive provisions of antidiscrimination laws and regulations. Lending staff has received fair lending training since the previous examination.

METROPOLITAN AREA: Montgomery, Alabama

DESCRIPTION OF INSTITUTION OPERATIONS IN MONTGOMERY, ALABAMA

Overview

Aliant Bank operates seven banking offices and four ATMs throughout the Montgomery Assessment Area, which includes Elmore and Montgomery Counties. The branch offices are distributed as follows: one in Wetumpka, one in Millbrook, and the remaining five in Montgomery. One office is located in a low-income census tract, two are in middle-income census tracts, and four are in upper-income census tracts.

Demographic Data by Census Tract

The Montgomery assessment area consists of 66 census tracts: 7 low-income tracts (10.6 percent), 10 moderate-income census tracts (15.2 percent), 32 middle-income census tracts (48.5 percent) and 17 upper-income census tracts (25.8 percent). Aliant Bank has not arbitrarily excluded any low- or moderate-income census tracts and the assessment area complies with the requirements of the CRA.

The tables on page 19 and 20 provide demographic and lending data that were used in analyzing the bank's CRA performance. Except where noted, the demographic data are from the 1990 Census. Certain components of the data in the table are discussed in this evaluation as they apply to particular parts of the analysis.

Population Characteristics

At the time of the 1990 Census, the population of the Montgomery Assessment Area was 258,295 persons. This figure represented 6.4 percent of the population for the state of Alabama. According to the U.S. Census Bureau, the assessment areas' estimated population for 2001 is 289,434 persons, which represented an increase of 12 percent.

Income Characteristics

At the time of the 1990 Census, there were 67,037 families in the assessment area, of which 22.5 percent were low-income, 16.5 percent were moderate-income, 20.9 percent were middle-income, and 40.1 percent were upper-income. Of the 67,037 families in the assessment area, 9,063 families (13.5 percent) have incomes below the poverty level. A high level of poverty is noted in low-income census tracts, where 2,713 families (48.7 percent) have incomes below the poverty level. In addition, a moderate level of poverty is noted in moderate-income census tracts, where 2,242 families (23.6 percent) have incomes below the poverty level. Typically,

METROPOLITAN AREA: Montgomery, Alabama (Continued)

families with incomes below the poverty level have difficulty qualifying for HMDA loans without flexible or innovative loan underwriting standards. The 2001 and 2002 HUD median family incomes for the Montgomery MSA were \$51,700 and \$53,000, respectively.

Housing Characteristics

According to the 1990 Census, there are 104,022 housing units in the Montgomery Assessment Area, of which 59 percent are owner-occupied units. Housing units are less affordable in this assessment area than in the state overall. 1990 Census data show that the median housing value for all housing units in the assessment area was \$66,976, which is almost 26 percent higher than the median housing value for the state of Alabama, at \$53,205.

Approximately 81.7 percent of owner-occupied housing units are located in the middle- and upper-income census tracts, where 77.5 percent of families reside. Conversely, only 18.2 percent of owner-occupied housing units are located in low- and moderate-income tracts, where 22.5 percent of families reside. In addition, there is a very high poverty level in low- and moderate-income census tracts, which could affect the bank's ability to originate HMDA loans in these tracts. As a result, it can be expected that the greater percentage of HMDA loans would be originated in middle- and upper-income census tracts. However, based on the number of owner-occupied units in low- and moderate-income census tracts, opportunities exist to originate mortgage loans.

Employment Statistics

The Montgomery Assessment Area's economy is primarily dependent on the service and government sectors. There are no large national or regional companies or industrial facilities headquartered in Montgomery. The economy is a mixture of a United States Air Force Base, a National Guard facility, state government, city government, several small universities, and small service related businesses. The 2001 annual unemployment rate for the Montgomery MSA was 4 percent. Unemployment rates for 2001 ranged between a high of 4.8 percent in October 2001 to a low of 3.2 percent in March 2001. The preliminary annual 2002 unemployment rate for the Montgomery MSA is 4.4 percent. The 2001 unemployment rate for the state of Alabama was 5.3 percent, and the preliminary annual 2002 unemployment rate is 5.7 percent.

METROPOLITAN AREA: Montgomery, Alabama (Continued)

Business Size Characteristics

The table on page 19 provides key demographic business data by revenue size and census tracts in the assessment area. The table illustrates that in 2002, according to Dun & Bradstreet, 80.3 percent of the businesses in the assessment area had total annual revenues of less than \$1 million and, therefore, are considered to be small businesses.

Competition

The Montgomery Assessment Area is a highly competitive banking market due to the significant presence of banks in this market, local area population, and the economic growth currently being experienced in the Montgomery MSA. There are 16 other financial institution operating 88 offices in the Montgomery Assessment Area. Many of these banks are statewide, multi-regional, or national banks. According to deposit market share reports from the Federal Deposit Insurance Corporation (FDIC) as of June 30, 2002, Aliant Bank had \$259.5 million in deposits in the Montgomery Assessment Area, which represents a market share of 7.2 percent. Aliant Bank ranked 6th in deposit market share. The top three financial institutions collectively command 58.6 percent of the deposit market share in the assessment area. Local competition seems to limit the bank's ability to purchase CRA qualified investments and thus further serve the credit needs of its assessment area.

Community Contact

As a part of the CRA examination, information was obtained from a community contact regarding local economic conditions and community credit needs. The contact considers the financial institutions in the Montgomery area to be an overall benefit to the community, especially in the city's efforts in providing low- and moderate-income housing.

METROPOLITAN AREA: Montgomery, Alabama (Continued)

CONCLUSIONS WITH RESPECT TO PERFORMANCE TESTS

The following tables show selected demographic information and Aliant Bank's lending performance in the Montgomery Assessment Area.

MONTGOMERY ASSESSMENT AREA								
DEMOGRAPHICS								
2002 HUD Median Family Income (MSA): \$53,000	Tract Distribution		Families					
	#	%	Families by Tract		Families <Poverty as a % of Families by Tract		Families by Family Income	
Income Categories	#	%	#	%	#	%	#	%
Low	7	10.6%	5,549	8.3%	2,713	48.9%	15,065	22.5%
Moderate	10	15.2%	9,503	14.2%	2,242	23.6%	11,035	16.5%
Middle	32	48.5%	33,322	49.7%	3,541	10.6%	14,043	20.9%
Upper	17	25.8%	18,663	27.8%	567	3.0%	26,894	40.1%
NA	0	0.0%	0	0.0%	0	0.0%	-	-
Total	66	100.0%	67,037	100.0%	9,063	13.5%	67,037	100.0%
Housing Units by Tract								
	Total Units	Owner Occupied		Rental Occupied		Vacant		
		#	%	#	%	#	%	
Low	10,734	2,841	4.6%	26.5%	6,135	57.2%	1,758	16.4%
Moderate	14,567	8,374	13.6%	57.5%	4,878	33.5%	1,315	9.0%
Middle	50,895	31,322	51.0%	61.5%	14,110	27.7%	5,463	10.7%
Upper	27,826	18,823	30.7%	67.6%	7,222	26.0%	1,781	6.4%
NA	0	0	0.0%	0.0%	0	0.0%	0	0.0%
Total	104,022	61,360	100.0%	59.0%	32,345	31.1%	10,317	9.9%
Total Businesses by Tract			Businesses by Tract and Revenue Size					
	#	%	Under \$1 Million		Over \$1 Million		Revenue not Reported	
			#	%	#	%	#	%
Low	2,014	15.6%	1,539	14.8%	206	19.8%	269	17.9%
Moderate	1,479	11.4%	1,224	11.8%	123	11.8%	132	8.8%
Middle	5,039	38.9%	4,105	39.5%	358	34.4%	576	38.3%
Upper	4,407	34.1%	3,525	33.9%	354	34.0%	528	35.1%
NA	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Total	12,939	100.0%	10,393	100.0%	1,041	100.0%	1,505	100.0%
Percentage of Total Businesses:				80.3%		8.0%		11.6%

Sources: 1990 Census Data, 2002 Dun & Bradstreet business demographic data.
 NA Tracts are tracts without household or family income.

METROPOLITAN AREA: Montgomery, Alabama (Continued)

MONTGOMERY ASSESSMENT AREA								
L E N D I N G								
Income Categories	HMDA							
	By Tract Income				By Borrower Income			
	Home Purchase							
	#	%	\$	%	#	%	\$	%
Low	1	0.7%	46	0.3%	16	11.7%	742	4.5%
Moderate	7	5.1%	302	1.8%	20	14.6%	1,113	6.7%
Middle	62	45.3%	6,973	41.9%	33	24.1%	2,280	13.7%
Upper	67	48.9%	9,305	56.0%	64	46.7%	12,184	73.3%
NA	0	0.0%	0	0.0%	4	2.9%	307	1.8%
Total	137	100.0%	16,626	100.0%	137	100.0%	16,626	100.0%
	Refinance							
	#	%	\$	%	#	%	\$	%
Low	1	0.4%	92	0.3%	17	6.3%	906	2.8%
Moderate	28	10.3%	2,454	7.7%	51	18.8%	3,916	12.3%
Middle	143	52.6%	14,292	44.9%	74	27.2%	7,672	24.1%
Upper	100	36.8%	15,024	47.2%	121	44.5%	18,332	57.5%
NA	0	0.0%	0	0.0%	9	3.3%	1,036	3.3%
Total	272	100.0%	31,862	100.0%	272	100.0%	31,862	100.0%
	Home Improvement							
	#	%	\$	%	#	%	\$	%
Low	2	2.5%	21	1.4%	17	21.5%	112	7.4%
Moderate	10	12.7%	183	12.1%	15	19.0%	141	9.3%
Middle	39	49.4%	761	50.3%	12	15.2%	220	14.5%
Upper	28	35.4%	549	36.3%	32	40.5%	1,014	67.0%
NA	0	0.0%	0	0.0%	3	3.8%	27	1.8%
Total	79	100.0%	1,514	100.0%	79	100.0%	1,514	100.0%
	Multi-Family							
	#	%	\$	%	#	%	\$	%
Low	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Moderate	1	100.0%	40	100.0%	0	0.0%	0	0.0%
Middle	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Upper	0	0.0%	0	0.0%	0	0.0%	0	0.0%
NA	0	0.0%	0	0.0%	1	100.0%	40	100.0%
Total	1	100.0%	40	100.0%	1	100.0%	40	100.0%
	SMALL BUSINESS							
	By Tract Income							
	#	%	\$	%	#	%	\$	%
Low	91	12.2%	11,850	24.8%				
Moderate	86	11.5%	6,904	14.4%				
Middle	270	36.2%	13,558	28.4%				
Upper	299	40.1%	15,483	32.4%				
NA	0	0.0%	0	0.0%				
Total	746	100.0%	47,795	100.0%				
	By Loan Size and Revenue							
	#	%	\$	%	#	%	\$	%
Loan Size:								
\$100,000 or less	644	86.3%	19,574	41.0%				
\$100,001 - \$250,000	71	9.5%	11,797	24.7%				
\$250,001 - \$1 Million	31	4.2%	16,424	34.4%				
Total	746	100.0%	47,795	100.0%				
Revenue:								
\$1 Million or Less	614	82.3%	28,254	59.1%				
Over \$1 Million	132	17.7%	19,541	40.9%				
Not Known	0	0.0%	0	0.0%				
Total	746	100.0%	47,795	100.0%				

Originations and purchases
 Small Business loans are loan sizes that are \$1 million or less.

METROPOLITAN AREA: Montgomery, Alabama (Continued)

LENDING TEST

Aliant Bank's rating in the Montgomery Assessment Area is **HIGH SATISFACTORY**.

Overview

In the Montgomery Assessment Area, Aliant Bank's number of small business loans exceeded the number of HMDA loans for the review period, however, HMDA lending by dollar volume exceeded the dollar volume of small business lending. Appropriate weight was given to each product type in determining the lending test rating for the Montgomery Assessment Area. Aliant Bank generally offers small farm loans; however, the volume of small farm loans was minimal and therefore, was not considered in the lending test evaluation.

Lending Activity

Considering the bank's market share of deposits, banking offices as a percent of total branches in the assessment area, market demand, and competition in the market, lending levels reflect **GOOD** responsiveness to assessment area credit needs. Lending in the Montgomery Assessment Area represented the largest portion of the bank's total lending activity. Of the 1,174 HMDA originations by the institution, 489 loans (41.6 percent) totaling \$50 million were originations in the Montgomery Assessment Area. Of the 489 HMDA loans, 137 (28 percent) were home purchase loans, 272 (55.6 percent) were home refinance loans, and 79 (16.1 percent) were home improvement loans. One multifamily home loan was made in the assessment area. According to market share data reports for 2001, Aliant Bank (including its mortgage subsidiary) ranked 10th out of 219 reporters with a market share of 2.66 percent, by number, in the origination of HMDA loans. The largest market share of HMDA loans by a single entity was Regions Mortgage, Incorporated, at 8.6 percent. Of the 1,278 small business loans made by the institution, 746 (58.4 percent) were originations in the Montgomery Assessment Area. According to loan market share reports for 2001, Aliant Bank ranked 9th out of 61 reporters with a market share of 5.32 percent, by number, in the origination of small business loans. The largest market share of small business loans by a single reporting entity was Regions Financial Corporation at 12.36 percent.

METROPOLITAN AREA: Montgomery, Alabama (Continued)

Geographic Distribution of Loans

For this analysis the geographic distribution of HMDA and small business lending was compared with the demographic information available. Performance context issues were also considered, as well as the performance of other banks.

Aliant Bank's HMDA lending in the Montgomery Assessment Area in low-income tracts at less than one percent is below the percentage of owner-occupied units in these tracts at 4.6 percent. Also, of the 5,549 families in low-income tracts, 2,713, or 48.9 percent, are below the poverty level, leaving 2,836 non-poverty families. These families represent 4.2 percent of total families in the assessment area. The bank's level of lending was also below this percentage. HMDA lending in moderate-income tracts at 9.4 percent is lower than the level of owner-occupied units in these tracts at 13.6 percent and lower than the percentage of families in moderate-income tracts at 14.2 percent. Aliant Bank received only 46 applications from these tracts, which accounted for 9.2 percent of total HMDA applications in the Montgomery Assessment Area. Finally, according to community contacts and bank management, little housing development of one-to four-family dwellings has occurred in the low-income census tracts, which are primarily in downtown Montgomery.

The aggregate lending comparison table for the Montgomery Assessment Area on page 30 of Appendix B shows that Aliant Bank HMDA lending level was slightly lower than the aggregate performance in low-income census tracts and above the aggregate in moderate-income census tracts in 2001. Aliant Bank made 0.9 percent of its HMDA loans in low-income tracts compared to the aggregate at 1.1 percent. 11.2 percent of the bank's HMDA loans were made in moderate-income tracts compared to the aggregate at 8.8 percent. HMDA aggregate data for 2002 were not available.

Aliant Bank's small business lending in low-income census tracts at 12.2 percent is lower than the percentage of businesses at 15.6 percent, located in these tracts. The percentage of small business loans originated in moderate-income census tracts, at 11.5 percent, is comparable to the percentage of businesses in these tracts at 11.4 percent. The aggregate lending comparison table for the Montgomery Assessment Area on page 30 of Appendix B shows that in 2001, the bank performed below the aggregate in small business lending in low-income census tracts, and above the aggregate in small business lending in moderate-income census tracts. CRA aggregate data for 2002 were not available.

METROPOLITAN AREA: Montgomery, Alabama (Continued)

Based on these factors, geographic distribution of HMDA and small business loans reflects **ADEQUATE** penetration throughout the assessment area.

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

For this analysis, the distribution of HMDA lending by borrower income levels and small business lending by business revenue sizes was compared with available demographic information. Performance context issues were also considered, as well as the performance of other banks.

Based on loan data from the review period, low-income families represented 22.5 percent of total families but received only 10.2 percent of Aliant's HMDA loans. A possible reason for this lending disparity is that 13.5 percent of families in the Montgomery Assessment Area are below the poverty level. Assuming that the 9,063 poverty level families in the assessment area are categorized as low-income, there are 6,002 non-poverty, low-income families in the Montgomery Assessment Area, representing 8.9 percent of total families. The bank's lending to low-income borrowers, at 10.2 percent, was above this percentage. Moderate-income borrowers received 17.6 percent of the HMDA loans and they comprise 16.5 percent of total families in the Montgomery Assessment Area. HMDA lending to middle-income borrowers was above the percentage of the middle-income families and lending to upper-income borrowers was above the percentage of upper-income families. The aggregate lending comparison table for the Montgomery Assessment Area on page 30 of Appendix B shows that Aliant Bank's lending was comparable to the aggregate in HMDA lending to low- and moderate-income borrowers in 2001. Aliant Bank made 10.0 percent of its HMDA loans to low-income borrowers compared to the aggregate at 9.3 percent. 18.3 percent of the bank's HMDA loans were made to moderate-income borrowers compared to the aggregate at 19 percent. HMDA aggregate data for 2002 were not available.

Of the 746 loans to small businesses that reported gross revenues originated by Aliant Bank in the Montgomery Assessment Area, 614 loans (82.3 percent) were extended to businesses with revenues of \$1 million or less. Aliant Bank's percentage of lending is above the percentage of businesses in the assessment area that have annual revenues of \$1 million or less, at 80.3 percent. Of the 746 small business loans, 644 (86.3 percent) were in amounts of \$100,000 or less. The aggregate lending comparison table for the Montgomery Assessment Area on page 30 of Appendix B shows that in 2001, the bank significantly outperformed the aggregate. Aliant Bank originated 81.1 percent of its small business loans to businesses with annual revenues of \$1 million or less compared to the aggregate, where 48.9 percent of small business loans were originated to businesses with annual revenues of \$1 million or less. CRA aggregate data for 2002 was not available.

METROPOLITAN AREA: Montgomery, Alabama (Continued)

Based on these factors, the distribution of borrowers reflects **GOOD** penetration among customers of different income levels and businesses of different sizes.

Responsiveness to the Community Credit Needs

Aliant Bank exhibits an **ADEQUATE** record of serving the credit needs of low-income individuals and an **EXCELLENT** record of serving the needs of small businesses within the Montgomery Assessment Area.

Community Development Lending

Considering the level of competition in the market and the limited community development lending opportunities in an amount greater than \$1 million, Aliant Bank **MAKES A RELATIVELY HIGH LEVEL** of community development loans in the Montgomery Assessment Area. During the review period, the bank originated four community development loans totaling \$4.9 million. These loans funded a variety of needs in the assessment area, including affordable single family housing, a health care facility, and a new manufacturing facility that is expected to employ 2000 individuals.

Use of Innovative or Flexible Lending Practices

Aliant Bank makes **LIMITED USE** of innovative and/or flexible lending practices in serving assessment area credit needs.

INVESTMENT TEST

The bank's rating in the Montgomery Assessment Area is **LOW SATISFACTORY**. The lack of major investments is the result of strong competition and limited community development investment opportunities in this assessment area. The bank's qualified investments in the Montgomery Assessment Area were limited to grants and donations totaling \$13,208. Please refer to the Investment Test section of the overall institution beginning on page 10 of the evaluation for a description of the bank's community development grants and investment activity as well as performance context issues.

SERVICE TEST

Aliant Bank's rating in the Montgomery Assessment Area is **LOW SATISFACTORY**.

METROPOLITAN AREA: Montgomery, Alabama (Continued)

Accessibility of Delivery Systems

Banking offices are **REASONABLY ACCESSIBLE** to **ESSENTIALLY ALL** portions of the assessment area. Aliant Bank operates seven branch offices and four ATMs in the assessment area. The distribution of the bank's offices and ATMs was compared to the distribution of families and businesses by census tract income level and is displayed in the table below. Although the bank has no branches in moderate-income census tracts, many of the branches are located within a two to four mile range of moderate-income tracts. In addition to ATMs, Aliant Bank offers Telephone Bill Pay, Call Center, and XPress Phone Banking as alternative systems for delivering retail-banking services to low- and moderate-income individuals and areas.

ALIAN BANK – DISTRIBUTION OF BRANCHES AND ATMS IN THE MONTGOMERY ASSESSMENT AREA						
TRACT INCOME LEVEL	NUMBER	PERCENTAGE OF BRANCHES	NUMBER OF ATMS	PERCENTAGE OF ATMS	PERCENTAGE OF TOTAL FAMILIES	PERCENTAGE OF BUSINESSES
Low-Income	1	14%	0	0%	8%	16%
Moderate-Income	0	0%	0	0%	14%	11%
Middle-Income	2	29%	2	50%	50%	39%
Upper-Income	4	57%	2	50%	28%	34%
<i>Total</i>	<i>7</i>	<i>100.0%</i>	<i>4</i>	<i>100.0%</i>	<i>100.0%</i>	<i>100.0%</i>

Institution's Record of Opening and Closing Branches

Since the previous examination, the bank has not opened or closed any branch offices in the Montgomery Assessment Area; therefore, the record of opening and closing branches has **GENERALLY NOT ADVERSELY AFFECTED** the accessibility of its delivery systems, particularly to low-to moderate-income geographies and/or individuals.

Reasonableness of Business Hours and Services in Meeting the Assessment Area Needs

Availability of banking services and hours of operations **DO NOT VARY IN A WAY THAT INCONVENIENCES PORTIONS** of the assessment area. The level of branch services and hours offered by Aliant Bank is basically the same throughout the assessment area.

METROPOLITAN AREA: Montgomery, Alabama (Continued)

Community Development Services

The bank **PROVIDES AN ADEQUATE LEVEL** of community development services. Bank personnel have used their financial and managerial expertise in various community development services to benefit the assessment area. The purpose of most community development services is to provide leadership and financial expertise to community development organizations. Please refer to the table on page 14, which illustrates some of the bank's most significant activities during the review period.

METROPOLITAN AND NONMETROPOLITAN STATEWIDE AREAS (LIMITED REVIEWS)

The following metropolitan and nonmetropolitan areas were not reviewed using full-scope examination procedures; however, through the use of available facts and data, including performance and demographic information, conclusions regarding performance, which did not impact the overall rating, are provided. Please refer to the tables in Appendices B and C for information regarding these areas.

Assessment Areas	Lending Test	Investment Test	Service Test
<i>Birmingham</i>	Not Consistent (-)	Consistent	Consistent
<i>Tallapoosa</i>	Consistent	Consistent	Consistent

APPENDIX A – SCOPE OF EXAMINATION

TIME PERIOD REVIEWED

January 1, 2001 through September 30, 2002 for all assessment areas

FINANCIAL INSTITUTION

Aliant Bank, Alexander City, Alabama

PRODUCTS REVIEWED

Small Business Loans and HMDA Loans

AFFILIATE(S)

Aliant Mortgage Corporation (AMC)
 First Montgomery Insurance Agency
 Aliant Financial Corporation

AFFILIATE

RELATIONSHIP
 Subsidiaries

PRODUCTS REVIEWED

HMDA Loans - AMC

LIST OF ASSESSMENT AREAS AND TYPE OF EXAMINATION

ASSESSMENT AREA	TYPE OF EXAMINATION	BRANCHES VISITED	OTHER INFORMATION
Montgomery, MSA – 5240 Elmore County – 51 Montgomery County – 101	Exam procedures used	Zelda Road Office	
Birmingham, MSA – 1000 Jefferson County – 73 Shelby County – 117	Exam procedures not used		
Tallapoosa Coosa County - 37 Tallapoosa County - 123	Exam procedures not used	Main Office	

APPENDIX B

Aggregate Tables

WHOLE BANK ASSESSMENT AREA								
2001 AGGREGATE LENDING COMPARISON INCLUDING HUD REPORTERS HMDA ORIGINATIONS & PURCHASES								
Income Category	By Tract Income				By Borrower Income			
	Bank		Aggregate		Bank		Aggregate	
	#	%	#	%	#	%	#	%
Low	3	0.4%	782	1.3%	53	7.0%	4,516	7.3%
Moderate	41	5.4%	4,784	7.8%	114	15.0%	10,232	16.6%
Middle	410	53.9%	23,910	38.8%	173	22.7%	12,738	20.7%
Upper	307	40.3%	32,092	52.1%	379	49.8%	22,803	37.0%
NA	0	0.0%	0	0.0%	42	5.5%	11,279	18.3%
Total	761	100.0%	61,568	100.0%	761	100.0%	61,568	100.0%

WHOLE BANK ASSESSMENT AREA								
2001 AGGREGATE LENDING COMPARISON HMDA ORIGINATIONS & PURCHASES								
Income Category	By Tract Income				By Borrower Income			
	Bank		Aggregate		Bank		Aggregate	
	#	%	#	%	#	%	#	%
Low	3	0.4%	519	1.2%	53	7.0%	2,964	6.9%
Moderate	41	5.4%	3,164	7.4%	114	15.0%	6,918	16.2%
Middle	410	53.9%	16,284	38.1%	173	22.7%	8,724	20.4%
Upper	307	40.3%	22,779	53.3%	379	49.8%	16,816	39.3%
NA	0	0.0%	0	0.0%	42	5.5%	7,324	17.1%
Total	761	100.0%	42,746	100.0%	761	100.0%	42,746	100.0%

WHOLE BANK ASSESSMENT AREA												
2001 AGGREGATE LENDING COMPARISON SMALL BUSINESS												
Tract Income Category	Total Loans				Loan Amounts						Gross Revenue	
	Bank		Aggregate		\$100,000 or Less		\$100,001 - \$250,000		\$250,001 - \$1 Million		<=\$1 Million	
	#	%	#	%	Bank	Aggregate	Bank	Aggregate	Bank	Aggregate	Bank	Aggregate
Low	56	7.7%	2,547	8.6%	7.0%	8.1%	8.6%	11.5%	16.3%	13.0%	7.4%	8.6%
Moderate	58	8.0%	4,112	13.8%	7.5%	13.7%	12.3%	15.2%	7.0%	14.8%	6.8%	13.6%
Middle	266	36.6%	9,102	30.7%	38.6%	31.7%	27.2%	24.7%	25.6%	22.1%	36.0%	29.9%
Upper	347	47.7%	13,935	46.9%	46.9%	46.6%	51.9%	48.6%	51.2%	50.1%	49.7%	47.9%
NA	0	0.0%	0	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total	727	100.0%	29,696	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Number of Loans					603	26,003	81	1,953	43	1,740	555	15,766
% of Total					82.9%	87.6%	11.1%	6.6%	5.9%	5.9%	76.3%	53.1%

APPENDIX B (Continued)

Aggregate Tables

MONTGOMERY ASSESSMENT AREA								
2001 AGGREGATE LENDING COMPARISON								
INCLUDING HUD REPORTERS								
HMDA ORIGINATIONS & PURCHASES								
Income Category	By Tract Income				By Borrower Income			
	Bank		Aggregate		Bank		Aggregate	
	#	%	#	%	#	%	#	%
Low	3	0.9%	142	1.1%	34	10.0%	1,152	9.3%
Moderate	38	11.2%	1,096	8.8%	62	18.3%	2,369	19.0%
Middle	164	48.4%	5,402	43.4%	81	23.9%	2,498	20.1%
Upper	134	39.5%	5,806	46.6%	148	43.7%	3,757	30.2%
NA	0	0.0%	0	0.0%	14	4.1%	2,670	21.5%
Total	339	100.0%	12,446	100.0%	339	100.0%	12,446	100.0%

MONTGOMERY ASSESSMENT AREA								
2001 AGGREGATE LENDING COMPARISON								
HMDA ORIGINATIONS & PURCHASES								
Income Category	By Tract Income				By Borrower Income			
	Bank		Aggregate		Bank		Aggregate	
	#	%	#	%	#	%	#	%
Low	3	0.9%	111	1.2%	34	10.0%	784	8.7%
Moderate	38	11.2%	772	8.6%	62	18.3%	1,667	18.5%
Middle	164	48.4%	3,757	41.8%	81	23.9%	1,870	20.8%
Upper	134	39.5%	4,358	48.4%	148	43.7%	2,977	33.1%
NA	0	0.0%	0	0.0%	14	4.1%	1,700	18.9%
Total	339	100.0%	8,998	100.0%	339	100.0%	8,998	100.0%

MONTGOMERY ASSESSMENT AREA												
2001 AGGREGATE LENDING COMPARISON												
SMALL BUSINESS												
Tract Income Category	Total Loans				Loan Amounts						Gross Revenue	
	Bank		Aggregate		\$100,000 or Less		\$100,001 - \$250,000		\$250,001 - \$1 Million		<=\$1 Million	
	#	%	#	%	Bank	Aggregate	Bank	Aggregate	Bank	Aggregate	Bank	Aggregate
Low	45	10.6%	864	12.2%	9.4%	11.6%	15.2%	17.1%	23.5%	15.6%	11.3%	12.3%
Moderate	51	12.0%	766	10.8%	11.1%	11.1%	19.6%	9.7%	11.8%	8.2%	9.9%	10.0%
Middle	151	35.6%	2,528	35.7%	36.3%	36.1%	32.6%	33.2%	29.4%	32.2%	34.9%	36.6%
Upper	177	41.7%	2,929	41.3%	43.2%	41.3%	32.6%	40.0%	35.3%	44.1%	43.9%	41.1%
NA	0	0.0%	0	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total	424	100.0%	7,087	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Number of Loans					361	6,168	46	515	17	404	344	3,469
% of Total					85.1%	87.0%	10.8%	7.3%	4.0%	5.7%	81.1%	48.9%

APPENDIX B (Continued)

Aggregate Tables

BIRMINGHAM ASSESSMENT AREA									
2001 AGGREGATE LENDING COMPARISON									
INCLUDING HUD REPORTERS									
HMDA ORIGINATIONS & PURCHASES									
Income Category	By Tract Income				By Borrower Income				
	Bank		Aggregate		Bank		Aggregate		
	#	%	#	%	#	%	#	%	
Low	0	0.0%	640	1.3%	4	5.2%	3,282	6.9%	
Moderate	3	3.9%	3,688	7.7%	9	11.7%	7,683	16.1%	
Middle	32	41.6%	17,713	37.2%	18	23.4%	9,980	20.9%	
Upper	42	54.5%	25,613	53.7%	39	50.6%	18,324	38.5%	
NA	0	0.0%	0	0.0%	7	9.1%	8,385	17.6%	
Total	77	100.0%	47,654	100.0%	77	100.0%	47,654	100.0%	

BIRMINGHAM ASSESSMENT AREA									
2001 AGGREGATE LENDING COMPARISON									
HMDA ORIGINATIONS & PURCHASES									
Income Category	By Tract Income				By Borrower Income				
	Bank		Aggregate		Bank		Aggregate		
	#	%	#	%	#	%	#	%	
Low	0	0.0%	408	1.3%	4	5.2%	2,125	6.5%	
Moderate	3	3.9%	2,392	7.3%	9	11.7%	5,127	15.7%	
Middle	32	41.6%	11,925	36.6%	18	23.4%	6,660	20.4%	
Upper	42	54.5%	17,886	54.8%	39	50.6%	13,241	40.6%	
NA	0	0.0%	0	0.0%	7	9.1%	5,458	16.7%	
Total	77	100.0%	32,611	100.0%	77	100.0%	32,611	100.0%	

BIRMINGHAM ASSESSMENT AREA												
2001 AGGREGATE LENDING COMPARISON												
SMALL BUSINESS												
Tract Income Category	Total Loans				Loan Amounts						Gross Revenue	
	Bank		Aggregate		\$100,000 or Less		\$100,001 - \$250,000		\$250,001 - \$1 Million		<=\$1 Million	
	#	%	#	%	Bank	Aggregate	Bank	Aggregate	Bank	Aggregate	Bank	Aggregate
Low	11	9.8%	1,683	7.7%	9.6%	7.2%	0.0%	9.9%	21.4%	12.4%	3.4%	7.6%
Moderate	7	6.3%	3,346	15.3%	6.0%	15.0%	6.7%	17.7%	7.1%	17.2%	6.8%	14.8%
Middle	14	12.5%	6,139	28.1%	13.3%	29.3%	13.3%	20.2%	7.1%	18.3%	5.1%	27.6%
Upper	80	71.4%	10,688	48.9%	71.1%	48.4%	80.0%	52.2%	64.3%	52.1%	84.7%	49.9%
NA	0	0.0%	0	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total	112	100.0%	21,856	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Number of Loans				83	19,159	15	1,387	14	1,310	59	12,123	
% of Total				74.1%	87.7%	13.4%	6.3%	12.5%	6.0%	52.7%	55.5%	

APPENDIX B (Continued)

Aggregate Tables

TALLAPOOSA ASSESSMENT AREA								
2001 AGGREGATE LENDING COMPARISON								
INCLUDING HUD REPORTERS								
HMDA ORIGINATIONS & PURCHASES								
Income Category	By Tract Income				By Borrower Income			
	Bank		Aggregate		Bank		Aggregate	
	#	%	#	%	#	%	#	%
Low	0	0.0%	0	0.0%	15	4.3%	82	5.6%
Moderate	0	0.0%	0	0.0%	43	12.5%	180	12.3%
Middle	214	62.0%	795	54.2%	74	21.4%	260	17.7%
Upper	131	38.0%	673	45.8%	192	55.7%	722	49.2%
NA	0	0.0%	0	0.0%	21	6.1%	224	15.3%
Total	345	100.0%	1,468	100.0%	345	100.0%	1,468	100.0%

TALLAPOOSA ASSESSMENT AREA								
2001 AGGREGATE LENDING COMPARISON								
HMDA ORIGINATIONS & PURCHASES								
Income Category	By Tract Income				By Borrower Income			
	Bank		Aggregate		Bank		Aggregate	
	#	%	#	%	#	%	#	%
Low	0	0.0%	0	0.0%	15	4.3%	55	4.8%
Moderate	0	0.0%	0	0.0%	43	12.5%	124	10.9%
Middle	214	62.0%	602	52.9%	74	21.4%	194	17.1%
Upper	131	38.0%	535	47.1%	192	55.7%	598	52.6%
NA	0	0.0%	0	0.0%	21	6.1%	166	14.6%
Total	345	100.0%	1,137	100.0%	345	100.0%	1,137	100.0%

TALLAPOOSA ASSESSMENT AREA												
2001 AGGREGATE LENDING COMPARISON												
SMALL BUSINESS												
Tract Income Category	Total Loans				Loan Amounts						Gross Revenue	
	Bank		Aggregate		\$100,000 or Less		\$100,001 - \$250,000		\$250,001 - \$1 Million		<=\$1 Million	
	#	%	#	%	Bank	Aggregate	Bank	Aggregate	Bank	Aggregate	Bank	Aggregate
Low	0	0.0%	0	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Moderate	0	0.0%	0	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Middle	101	52.9%	435	57.8%	57.2%	57.7%	25.0%	60.8%	41.7%	53.8%	50.7%	58.0%
Upper	90	47.1%	318	42.2%	42.8%	42.3%	75.0%	39.2%	58.3%	46.2%	49.3%	42.0%
NA	0	0.0%	0	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total	191	100.0%	753	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Number of Loans				159	676	20	51	12	26	152	174	
% of Total				83.2%	89.8%	10.5%	6.8%	6.3%	3.5%	79.6%	23.1%	

APPENDIX C

Other Demographic and Lending Tables

BIRMINGHAM ASSESSMENT AREA								
DEMOGRAPHICS								
2002 HUD Median Family Income (MSA): \$52,700	Tract Distribution		Families					
	#	%	Families by Tract		Families < Poverty as a % of Families by Tract		Families by Family Income	
Income Categories	#	%	#	%	#	%	#	%
Low	18	10.5%	16,971	8.2%	7,347	43.3%	43,913	21.3%
Moderate	35	20.3%	38,808	18.9%	8,112	20.9%	33,689	16.4%
Middle	67	39.0%	80,188	39.0%	7,136	8.9%	42,107	20.5%
Upper	52	30.2%	69,743	33.9%	1,909	2.7%	86,001	41.8%
NA	0	0.0%	0	0.0%	0	0.0%	-	-
Total	172	100.0%	205,710	100.0%	24,504	11.9%	205,710	100.0%
Housing Units by Tract								
	Total Units	Owner Occupied		Rental Occupied		Vacant		
	#	#	%	#	%	#	%	
Low	29,519	9,348	4.9%	31.7%	16,459	55.8%	3,712	12.6%
Moderate	64,765	34,241	17.9%	52.9%	23,388	36.1%	7,136	11.0%
Middle	119,399	78,343	40.9%	65.6%	31,701	26.6%	9,355	7.8%
Upper	98,615	69,491	36.3%	70.5%	24,493	24.8%	4,631	4.7%
NA	0	0	0.0%	0.0%	0	0.0%	0	0.0%
Total	312,298	191,423	100.0%	61.3%	96,041	30.8%	24,834	8.0%
Total Businesses by Tract and Revenue Size								
	Total Businesses by Tract		Businesses by Tract and Revenue Size					
	#	%	Under \$1 Million		Over \$1 Million		Revenue not Reported	
	#	%	#	%	#	%	#	%
Low	4,338	10.4%	3,434	10.4%	510	14.3%	394	8.0%
Moderate	7,213	17.4%	5,801	17.6%	702	19.6%	710	14.4%
Middle	12,699	30.6%	10,233	31.0%	868	24.3%	1,598	32.5%
Upper	17,263	41.6%	13,554	41.0%	1,494	41.8%	2,215	45.0%
NA	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Total	41,513	100.0%	33,022	100.0%	3,574	100.0%	4,917	100.0%
Percentage of Total Businesses:				79.5%	8.6%		11.8%	

Sources: 1990 Census Data, 2002 Dun & Bradstreet business demographic data.
 NA Tracts are tracts without household or family income.

APPENDIX C (Continued)

Other Demographic And Lending Tables

BIRMINGHAM ASSESSMENT AREA								
LENDING								
Income Categories	HMDA By Tract Income				By Borrower Income			
	Home Purchase							
	#	%	\$	%	#	%	\$	%
Low	0	0.0%	0	0.0%	1	1.5%	50	0.5%
Moderate	2	3.0%	180	1.7%	11	16.7%	1,163	11.1%
Middle	22	33.3%	4,169	39.8%	21	31.8%	2,658	25.4%
Upper	42	63.6%	6,117	58.4%	30	45.5%	6,380	61.0%
NA	0	0.0%	0	0.0%	3	4.5%	215	2.1%
Total	66	100.0%	10,466	100.0%	66	100.0%	10,466	100.0%
Refinance								
#	%	\$	%	#	%	\$	%	
Low	0	0.0%	0	0.0%	3	5.4%	296	2.9%
Moderate	2	3.6%	352	3.4%	8	14.3%	647	6.3%
Middle	28	50.0%	4,677	45.4%	10	17.9%	1,310	12.7%
Upper	26	46.4%	5,281	51.2%	30	53.6%	6,929	67.2%
NA	0	0.0%	0	0.0%	5	8.9%	1,128	10.9%
Total	56	100.0%	10,310	100.0%	56	100.0%	10,310	100.0%
Home Improvement								
#	%	\$	%	#	%	\$	%	
Low	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Moderate	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Middle	3	42.9%	60	26.2%	2	28.6%	9	3.9%
Upper	4	57.1%	169	73.8%	5	71.4%	220	96.1%
NA	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Total	7	100.0%	229	100.0%	7	100.0%	229	100.0%
Multi-Family								
#	%	\$	%	#	%	\$	%	
Low	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Moderate	3	100.0%	1,501	100.0%	0	0.0%	0	0.0%
Middle	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Upper	0	0.0%	0	0.0%	0	0.0%	0	0.0%
NA	0	0.0%	0	0.0%	3	100.0%	1,501	100.0%
Total	3	100.0%	1,501	100.0%	3	100.0%	1,501	100.0%
SMALL BUSINESS								
By Tract Income								
	#	%	\$	%				
Low	18	9.8%	2,122	11.9%				
Moderate	17	9.2%	1,808	10.1%				
Middle	36	19.6%	3,350	18.7%				
Upper	113	61.4%	10,597	59.3%				
NA	0	0.0%	0	0.0%				
Total	184	100.0%	17,877	100.0%				
By Loan Size and Revenue								
	#	%	\$	%				
Loan Size:								
\$100,000 or less	135	73.4%	4,836	27.1%				
\$100,001 - \$250,000	28	15.2%	4,617	25.8%				
\$250,001 - \$1 Million	21	11.4%	8,424	47.1%				
Total	184	100.0%	17,877	100.0%				
Revenue:								
\$1 Million or Less	92	50.0%	7,967	44.6%				
Over \$1 Million	92	50.0%	9,910	55.4%				
Not Known	0	0.0%	0	0.0%				
Total	184	100.0%	17,877	100.0%				

Originations and purchases
 Small Business loans are loan sizes that are \$1 million or less.

APPENDIX C (Continued)

Other Demographic and Lending Tables

TALLAPOOSA ASSESSMENT AREA									
DEMOGRAPHICS									
2002 HUD Median Family Income (State Nonmetro): \$39,300 Income Categories	Tract Distribution		Families						
	#	%	Families by Tract		Families < Poverty as a % of Families by Tract		Families by Family Income		
			#	%	#	%	#	%	
	Low	0	0.0%	0	0.0%	0	0.0%	2,639	18.6%
	Moderate	0	0.0%	0	0.0%	0	0.0%	2,258	16.0%
	Middle	10	83.3%	10,709	75.7%	1,580	14.8%	2,920	20.6%
	Upper	2	16.7%	3,444	24.3%	339	9.8%	6,336	44.8%
	NA	0	0.0%	0	0.0%	0	0.0%	-	-
	Total	12	100.0%	14,153	100.0%	1,919	13.6%	14,153	100.0%
	Housing Units by Tract								
	Total Units	Owner Occupied		Rental Occupied		Vacant			
		#	%	%	#	%	#	%	
Low	0	0	0.0%	0.0%	0	0.0%	0	0.0%	
Moderate	0	0	0.0%	0.0%	0	0.0%	0	0.0%	
Middle	16,225	10,985	76.5%	67.7%	3,262	20.1%	1,978	12.2%	
Upper	6,200	3,381	23.5%	54.5%	1,089	17.6%	1,730	27.9%	
NA	0	0	0.0%	0.0%	0	0.0%	0	0.0%	
Total	22,425	14,366	100.0%	64.1%	4,351	19.4%	3,708	16.5%	
	Total Businesses by Tract		Businesses by Tract and Revenue Size						
	#	%	Under \$1 Million		Over \$1 Million		Revenue not Reported		
			#	%	#	%	#	%	
	Low	0	0.0%	0	0.0%	0	0.0%	0	0.0%
	Moderate	0	0.0%	0	0.0%	0	0.0%	0	0.0%
	Middle	1,121	57.9%	928	58.1%	66	60.6%	127	55.2%
	Upper	814	42.1%	668	41.9%	43	39.4%	103	44.8%
	NA	0	0.0%	0	0.0%	0	0.0%	0	0.0%
	Total	1,935	100.0%	1,596	100.0%	109	100.0%	230	100.0%
	Percentage of Total Businesses:			82.5%		5.6%		11.9%	

Sources: 1990 Census Data, 2002 Dun & Bradstreet business demographic data.
 NA Tracts are tracts without household or family income.

APPENDIX C (Continued)

Other Demographic and Lending Tables

TALLAPOOSA ASSESSMENT AREA									
LENDING									
Income Categories	HMDA By Tract Income				By Borrower Income				
	#	%	\$	Home Purchase		#	%	\$	%
				#	%				
Low	0	0.0%	0	0.0%	4	2.6%	212	1.5%	
Moderate	0	0.0%	0	0.0%	13	8.6%	645	4.5%	
Middle	64	42.4%	5,392	37.9%	39	25.8%	2,166	15.2%	
Upper	87	57.6%	8,845	62.1%	88	58.3%	10,638	74.7%	
NA	0	0.0%	0	0.0%	7	4.6%	576	4.0%	
Total	151	100.0%	14,237	100.0%	151	100.0%	14,237	100.0%	
	Refinance								
	#	%	\$			#	%	\$	%
				#	%				
Low	0	0.0%	0	0.0%	0	0.0%	0	0.0%	
Moderate	0	0.0%	0	0.0%	14	7.1%	775	3.9%	
Middle	115	58.4%	10,078	50.8%	33	16.8%	2,051	10.3%	
Upper	82	41.6%	9,757	49.2%	140	71.1%	15,984	80.6%	
NA	0	0.0%	0	0.0%	10	5.1%	1,025	5.2%	
Total	197	100.0%	19,835	100.0%	197	100.0%	19,835	100.0%	
	Home Improvement								
	#	%	\$			#	%	\$	%
				#	%				
Low	0	0.0%	0	0.0%	18	8.9%	89	1.8%	
Moderate	0	0.0%	0	0.0%	49	24.3%	356	7.3%	
Middle	141	69.8%	1,932	39.6%	46	22.8%	536	11.0%	
Upper	61	30.2%	2,941	60.4%	77	38.1%	3,785	77.7%	
NA	0	0.0%	0	0.0%	12	5.9%	107	2.2%	
Total	202	100.0%	4,873	100.0%	202	100.0%	4,873	100.0%	
	Multi-Family								
	#	%	\$			#	%	\$	%
				#	%				
Low	0	0.0%	0	0.0%	0	0.0%	0	0.0%	
Moderate	0	0.0%	0	0.0%	0	0.0%	0	0.0%	
Middle	0	0.0%	0	0.0%	0	0.0%	0	0.0%	
Upper	3	100.0%	432	100.0%	0	0.0%	0	0.0%	
NA	0	0.0%	0	0.0%	3	100.0%	432	100.0%	
Total	3	100.0%	432	100.0%	3	100.0%	432	100.0%	
	SMALL BUSINESS By Tract Income								
	#	%	\$			#	%	\$	%
				#	%				
Low	0	0.0%	0	0.0%	0	0.0%	0	0.0%	
Moderate	0	0.0%	0	0.0%	0	0.0%	0	0.0%	
Middle	193	55.5%	9,658	42.4%	13,109	57.6%	57,638	25.2%	
Upper	155	44.5%	7,524	32.6%	10,790	47.8%	47,890	21.0%	
NA	0	0.0%	0	0.0%	0	0.0%	0	0.0%	
Total	348	100.0%	22,767	100.0%	22,767	100.0%	22,767	100.0%	
Loan Size:	By Loan Size and Revenue								
	#	%	\$			#	%	\$	%
				#	%				
\$100,000 or less	297	85.3%	8,252	36.2%	2,297	7.9%	15,188	66.7%	
\$100,001 - \$250,000	31	8.9%	4,991	21.9%	69	33.3%	7,579	33.3%	
\$250,001 - \$1 Million	20	5.7%	9,524	41.8%	0	0.0%	0	0.0%	
Total	348	100.0%	22,767	100.0%	22,767	100.0%	22,767	100.0%	
Revenue:									
	#	%	\$			#	%	\$	%
				#	%				
\$1 Million or Less	279	80.2%	15,188	66.7%	69	33.3%	7,579	33.3%	
Over \$1 Million	69	19.8%	7,579	33.3%	0	0.0%	0	0.0%	
Not Known	0	0.0%	0	0.0%	0	0.0%	0	0.0%	
Total	348	100.0%	22,767	100.0%	22,767	100.0%	22,767	100.0%	

Originations and purchases
 Small Business loans are loan sizes that are \$1 million or less.