



Office of the
Comptroller of the Currency
Washington, DC 20219

INTERMEDIATE SMALL BANK

PUBLIC DISCLOSURE

January 11, 2021

COMMUNITY REINVESTMENT ACT PERFORMANCE EVALUATION

Queensborough National Bank & Trust Company (QNBT)
Charter Number 6207

113 East Broad Street
Louisville, GA 30434

Office of the Comptroller of the Currency

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Atlanta, GA 30346

NOTE: This document is an evaluation of this institution's record of meeting the credit needs of its entire community, including low- and moderate-income neighborhoods, consistent with safe and sound operation of the institution. This evaluation is not, and should not be construed as, an assessment of the financial condition of this institution. The rating assigned to this institution does not represent an analysis, conclusion, or opinion of the federal financial supervisory agency concerning the safety and soundness of this financial institution.

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Overall CRA Rating

Institution's CRA Rating: This institution is rated **Outstanding**.

The lending test is rated: Outstanding

The community development test is rated: Outstanding

The major factors that support this rating include:

- QNBT's (the bank) level of lending, as reflected in its net loan to deposit (LTD) ratio, is considered reasonable.
- A substantial majority of loans originated inside the assessment areas (AAs).
- QNBT's overall distribution of home mortgages, small business and farm loans among borrowers of different income levels is excellent given local AA competition and demographic characteristics of the AAs.
- The bank exhibits excellent geographic distribution of home mortgages, small business and small farm loans in the state of Georgia.
- The Community Development (CD) Test rating is based on the CD activities, including lending, investments and services for January 1, 2018 through December 31, 2020. The bank reflected excellent responsiveness to the CD lending, investment and service needs within the bank's AA.
- There were no CRA-related complaints received by the Bank or the OCC during the evaluation period of January 1, 2018 through December 31, 2020

Loan-to-Deposit Ratio

Considering the bank's size, financial condition, and credit needs of the areas AAs, the bank's LTD ratio is reasonable. The LTD ratio demonstrates the bank's commitment to lend within its assessment areas. The LTD ratio was calculated by averaging the bank's LTD ratios over the past 12 quarters from March 31, 2018, through the quarter ending December 31, 2020. During this period, the bank's LTD ratio averaged 72.4 percent, with a quarterly low of 66.7 percent and a quarterly high of 76 percent. In comparison, over the same 12 quarters, the quarterly average LTD ratio among similarly sized financial institutions was 72.7 percent. There are 69 competitor banks operating in QNBT's AAs, with a combined 242 branch offices. Approximately one-third of the competitor banks are larger than QNBT with respect to branch networks, total deposits and asset size. Some competitors include large regional banks with significant asset sizes such as Wells Fargo, Suntrust Bank, and Bank of America.

Lending in Assessment Area

A substantial majority of the bank's loans are inside its AAs.

The bank originated and purchased 91.03 percent of its total loans inside the bank's AAs during the evaluation period. This analysis is performed at the bank, rather than the individual AA level. This percentage does not include extensions of credit by affiliates that may be considered under the other performance criteria.

Table D - Lending Inside and Outside of the Assessment Area										
Loan Category	Number of Loans				Total #	Dollar Amount of Loans \$(000s)				Total \$(000s)
	Inside		Outside			Inside		Outside		
	#	%	#	%		\$	%	\$	%	
Home Mortgage										
2018	900	91.7	81	8.3	981	170,667	90.2	18,565	9.8	189,232
2019	1,086	91.9	96	8.1	1,182	217,929	89.2	26,288	10.8	244,217
2020	1,651	89.7	190	10.3	1,841	371,669	88.9	46,310	11.1	417,979
Subtotal: Home Mortgage	3,637	90.8	367	9.2	4,004	760,264	89.3	91,163	10.7	851,427
Small Business	1,452	93.1	107	6.9	1,559	204,712	92.5	16,603	7.5	221,315
Small Farm	402	85.7	67	14.3	469	44,908	89.2	5,447	10.8	50,355
<i>Source: Evaluation period 1/1/2018 – 12/31/2020 Bank Data Due to rounding, totals may not equal 100.0</i>										

Description of Institution

Established in 1902, QNBT is an intrastate bank headquartered in Louisville, Georgia. The bank serves three AAs through 23 branches and 22 ATMs. The main office is located in Louisville, Georgia. QNBT is a wholly owned subsidiary of The Queensborough Company (TQC), a one-bank holding company. At December 31, 2020, QNBT reported total assets of \$1.54 billion, total liabilities of \$1.52 billion, and total equity capital of \$141.6 million. The loan portfolio, net of the allowance for loan and lease losses totaled \$1.01 billion and represented 61 percent of total assets. The bank originates a large volume of residential mortgages, the majority of which are sold on the secondary market. Throughout our evaluation period, the bank sold approximately 65 percent of home mortgages to other banks and financial institutions.

The bank's primary focus is within the Augusta area and rural areas in surrounding non-MSA counties between the Augusta and Savannah markets. Lending focus within Augusta and Savannah is concentrated within residential mortgages and commercial lending. Growth initiatives include growing both the Augusta and Savannah markets; however, competition in Savannah is strong and lending and deposit volumes remain minimal. The bank continues to serve the needs of the non-MSA areas where QNBT ranks second in deposit market share. For the non-MSA counties, the lending focus is within the three primary products of residential mortgages, commercial lending, and agricultural lending.

QNBT offers a variety of traditional banking products for consumers and businesses, including free checking accounts. Lending products include standard consumer loans and mortgages (ARMs and short-term fixed rates), commercial real estate and operating loans, and agricultural loans. Longer-term, including conventional, FHA, VA, USDA, and Georgia Dream, mortgages are available through the bank's mortgage department. SBA guaranteed loans are also available for qualifying commercial loans. Additionally, the bank has a wealth management division offering private banking, trust and estate services, and retirement services.

The bank has designated three separate AAs. The Augusta AA includes the Georgia Counties of Burke, Columbia, McDuffie, and Richmond, as well as the South Carolina County of Aiken. The Augusta AA is part of the Augusta-Aiken, GA-SC MSA. The East Georgia Non-MSA AA includes the Georgia Counties of Bulloch, Candler, Emanuel, Jefferson, Jenkins, Screven, and Washington. The Savannah AA is part of the Savannah MSA and includes the Georgia Counties of Chatham and Effingham.

There are no known legal, financial, or other impediments affecting the bank's ability to help meet the credit needs of its AAs. QNBT received an "Outstanding" rating at the last CRA evaluation dated January 8, 2018.

Scope of the Evaluation

Evaluation Period/Products Evaluated

QNBT's performance was evaluated under the Intermediate-Small Bank Community Reinvestment Act (CRA) examination procedures. These procedures consist of two components: a lending test and a community development (CD) test. The lending test is an assessment of the bank's record of meeting the credit needs of its AAs through its lending activities. The CD test is an assessment of the bank's responsiveness to community development needs in the AAs through qualified lending, investment, donation, and service activities in the AA.

We analyzed home mortgage loans the bank reported under the Home Mortgage Disclosure Act (HMDA) and small loans made to businesses and farms reported under the Community Reinvestment Act (CRA) for the period January 1, 2018, through December 31, 2020. We also reviewed community development loans, investments and services for the same period.

Selection of Areas for Full-Scope Review

Refer to the "Scope" section under each State Rating for details regarding how full-scope AAs were selected. Refer to appendix A, Scope of Examination, for a list of full- and limited-scope AAs.

Ratings

The bank has only one rating area, the State of Georgia. The bank's overall rating is a combination of the individual AA ratings. The AA ratings are based on the bank's performance under lending test and the CD test. Refer to the "Scope" section under each state section for details regarding how the areas were weighted in arriving at the respective ratings.

Discriminatory or Other Illegal Credit Practices Review

Pursuant to 12 CFR 25.28(c) or 195.28(c), respectively, in determining a national bank's or federal savings association's (collectively, bank) CRA rating, the OCC considers evidence of discriminatory or other illegal credit practices in any geography by the bank, or in any AA by an affiliate whose loans have been considered as part of the bank's lending performance. As part of this evaluation process, the OCC consults with other federal agencies with responsibility for compliance with the relevant laws and regulations, including the U.S. Department of Justice, the U.S. Department of Housing and Urban Development, and the Bureau of Consumer Financial Protection, as applicable.

The OCC has not identified that this institution (or any affiliate whose loans have been considered as part of the institution's lending performance) has engaged in discriminatory or other illegal credit practices that require consideration in this evaluation.

The OCC will consider any information that this institution engaged in discriminatory or other illegal credit practices, identified by or provided to the OCC before the end of the institution's next performance evaluation in that subsequent evaluation, even if the information concerns activities that occurred during the evaluation period addressed in this performance evaluation.

State Rating

State of Georgia

CRA rating for the State of Georgia¹: Outstanding

The Lending Test is rated: Outstanding

The Community Development Test is rated: Outstanding

The major factors that support this rating include:

- The bank originates a substantial majority of loans within its AAs.
- The overall geographic distribution of home mortgages and small business and farm loans is excellent.
- The distribution of home mortgages and small business and farm loans among borrowers of different income levels is excellent.
- QNBT's CD activities demonstrate excellent responsiveness to the credit needs of its AAs through CD loans, donations, investments, and services.

Description of Institution's Operations in Georgia

Augusta AA

The Augusta AA includes the Georgia Counties of Burke, Columbia, McDuffie, and Richmond, as well as the South Carolina County of Aiken. The AA is part of the Augusta-Aiken, GA-SC MSA. The following table provides a summary of demographic information for the Augusta AA.

Table A – Demographic Information of the Assessment Area						
Assessment Area: QNB Augusta Richmond GA SC						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	111	9.9	30.6	36.0	22.5	0.9
Population by Geography	545,992	7.0	26.9	37.7	28.4	0.0
Housing Units by Geography	231,958	7.5	28.1	36.6	27.9	0.0
Owner-Occupied Units by Geography	131,624	4.0	24.3	38.6	33.1	0.0
Occupied Rental Units by Geography	65,527	13.3	33.9	33.2	19.6	0.0
Vacant Units by Geography	34,807	9.6	31.1	35.5	23.8	0.0
Businesses by Geography	38,464	7.3	22.4	32.0	38.3	0.0
Farms by Geography	1,268	3.9	27.4	38.1	30.6	0.0
Family Distribution by Income Level	134,044	24.5	16.1	17.8	41.6	0.0
Household Distribution by Income Level	197,151	25.7	14.9	16.4	43.0	0.0
Median Family Income MSA - 12260 Augusta-Richmond County, GA-SC MSA		\$58,059	Median Housing Value			\$130,118

¹ This rating reflects performance within the state. The statewide evaluations do not reflect performance in the parts of those states contained within the MMSA.

	Median Gross Rent	\$793
	Families Below Poverty Level	15.2%
<i>Source: 2015 ACS and 2020 D&B Data</i> <i>Due to rounding, totals may not equal 100.0%</i> <i>(*) The NA category consists of geographies that have not been assigned an income classification.</i>		

The city of Augusta is the largest municipality within this AA and is the second largest city in the state of Georgia. QNBT encounters significant competition from other lenders operating within the Augusta AA. Aside from QNBT, at June 30, 2020, there were nineteen FDIC-insured financial institutions operating within the MSA having 98 locations. According to the Federal Deposit Insurance Corporation (FDIC) data at June 30, 2020, QNBT had the fifth highest deposit market share in the Augusta-Richmond County, GA-SC MSA. The three financial institutions with the highest deposit market shares in the MSA are Wells Fargo Bank, South State Bank and Bank of America.

The bank operates three of its ten branches in the MSA in moderate-income census tracts. According to 2015 American Community Survey (ACS) Census data, there are 197,151 households in the MSA. Of these, 7.08 percent are in low-income census tracts, 27.52 percent are in moderate-income census tracts, 36.82 percent are in middle-income census tracts, and 28.58 percent are in upper-income census tracts.

According to the U.S. Department of Labor, Bureau of Labor Statistics, the unemployment rate for the Augusta-Richmond County, GA-SC MSA at December 2020 was 5.0 percent. This rate is slightly lower than the December 2020 unemployment rate for the state of Georgia, which was 5.6 percent. In large part, the MSA economy is dependent upon Fort Gordon. Fort Gordon is the largest employer in the MSA, with a workforce of 15,622 military employees and 10,378 civilians. Thus, Fort Gordon has a great impact in fueling the local economy, generating the need for housing and awarding contracts to small businesses. Aside from Fort Gordon, other major employers include EZ Go, Cardinal Health, Graphic Packaging, Kellogg's, Richmond County School System and various healthcare and government services.

Dunn & Bradstreet Business Geodemographic data as of June 2020, indicates that the largest sector of employment in the MSA is service jobs, with 37.91 percent of jobs in that sector. The second largest is retail trade, with 12.74 percent of jobs. For 2020, the overwhelming majority (86.28 percent) of the AA's non-farm businesses produced annual revenues of less than \$1 million.

There are 91 lenders in this AA. In 2019, QNBT ranked ninth in mortgage market share with a 4.7 percent share. The top lenders in the area in terms of market share were primarily large national and regional lenders including American Express National Bank (21.46 percent share), JP Morgan Chase Bank (9.13 percent share), Bank of America (8.19 percent share) and Wells Fargo (8.05 percent share), South State Bank (6.11 percent share), Synchrony Bank (5.89 percent share), Capital One Bank (5.51 percent share) and Citibank (4.92 percent share).

To help identify needs and opportunities in the Augusta AA, we reviewed community contact forms prepared within the evaluation period of the exam. A government housing agency serving the Augusta area noted that the city is experiencing housing and population growth primarily fueled by military spending. The contact noted, however, that population growth has led to a shortage of housing resulting in soaring home prices and little affordable housing. The contact noted that there is a need for mortgage assistance for first-time and low- and moderate-income home buyers, as well as a need for start-up capital for small businesses. An Economic Development Partnership that also serves the Augusta AA noted the same needs.

East Georgia Non-MSA AA

The East Georgia Non-MSA AA includes the Georgia Counties of Bulloch, Candler, Emanuel, Jefferson, Jenkins, Screven, and Washington. The following table provides a summary of demographic information for the East Georgia Non-MSA AA.

Table A – Demographic Information of the Assessment Area						
Assessment Area: QNB East Georgia Non MSA						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	48	4.2	16.7	52.1	25.0	2.1
Population by Geography	217,880	6.5	18.1	44.5	30.9	0.0
Housing Units by Geography	93,277	4.9	19.2	45.8	30.1	0.0
Owner-Occupied Units by Geography	47,159	0.2	18.0	47.3	34.4	0.0
Occupied Rental Units by Geography	31,744	11.9	19.4	41.3	27.4	0.0
Vacant Units by Geography	14,374	4.7	22.8	50.9	21.6	0.0
Businesses by Geography	14,597	3.4	20.3	43.4	32.9	0.0
Farms by Geography	962	0.1	21.8	49.0	29.1	0.0
Family Distribution by Income Level	52,737	23.4	15.4	16.4	44.7	0.0
Household Distribution by Income Level	78,903	26.1	14.3	15.1	44.5	0.0
Median Family Income Non-MSAs - GA		\$45,886	Median Housing Value			\$103,082
			Median Gross Rent			\$730
			Families Below Poverty Level			18.9%
<i>Source: 2015 ACS and 2020 D&B Data</i> <i>Due to rounding, totals may not equal 100.0%</i> <i>(*) The NA category consists of geographies that have not been assigned an income classification.</i>						

QNBT's main office is located in the East Georgia Non-MSA AA area, in the city of Louisville. According to FDIC data at June 30, 2020, the bank has the second highest deposit market share in the East Georgia Non-MSA AA with 11.52 percent of deposits. The financial institution with the highest market share is Synovus Bank, with a market share of 16.7 percent of deposits.

Aside from QNBT, at June 30, 2020, there were 22 FDIC-insured financial institutions operating within the East Georgia Non-MSA AA with 50 locations. QNBT operates five of its ten branches in the AA in moderate-income census tracts. According to ACS U.S. Census data, there are 78,903 households in the East Georgia Non-MSA AA. Of these 4.94 percent are in low-income census tracts, 18.55 percent are in moderate-income census tracts, 44.91 percent are in middle-income census tracts, and 31.59 percent are in upper-income census tracts. There are 93,277 total housing units in the AA, with 47,159 owner-occupied units and 31,744 rental units.

According to economic data obtained from the United States Department of Agriculture, the percentage of persons living below the poverty level in the state of Georgia in 2019 was 13.5 percent. For that same year, all seven counties in the East Georgia AA had significantly higher percentages of persons living below the poverty level than the state poverty level percentage.

Dunn & Bradstreet Business Geodemographic data as of June 2020 reflects that the largest sector of jobs in the East Georgia Non-MSA AA is in services (35.97 percent), with the second highest being retail trade (13.19 percent). In addition, 93.78 percent of businesses in the assessment area are non-farm, and 83.71 percent of those businesses are small, producing annual revenues less than \$1 million.

To help identify needs and opportunities in the East Georgia Non-MSA AA, we reviewed community contact forms prepared within the evaluation period of the exam. A local Chamber of Commerce contact indicated that the local economy was strong, with agricultural and manufacturing concerns being the largest employers in the area. The contact noted recent job gains in the area but indicated the need for increased small business lending to spur the local economy.

Scope of Evaluation in Georgia

We selected the East Georgia non-MSA AA and the Augusta AA for full-scope reviews given the majority of the bank's branches, and lending and deposit activity were within these AAs during the evaluation period. The Savannah AA was selected for a limited-scope review as lending volume and deposit activity were nominal.

The Augusta AA and the East Georgia Non-MSA AA were weighted equally in our conclusions. It is noted that while the bank has the fifth highest deposit market share in the Augusta AA, it has the second highest market share of deposits in the East Georgia Non-MSA AA. While there is greater demand for home mortgage lending inside the Augusta AA, QNBT's main office is located in the East Georgia non-MSA AA. Thus, it has a primary responsibility to meet the credit needs of that area.

Additionally, when evaluating the bank's performance under the Lending Test, we weighted the importance of the bank's distribution of small business loans and small farm loans equal to its distribution of home mortgages. This was despite greater home mortgage levels compared to small business and small farm lending levels. The equal weighting was based upon the bank's lending strategies and community credit needs, as farm real estate and agricultural loans meet an important credit need in the bank's rural Non-MSA AA.

CONCLUSIONS WITH RESPECT TO PERFORMANCE TESTS IN GEORGIA

LENDING TEST

The bank's performance under the Lending Test in Georgia is rated Outstanding.

Conclusions for the Augusta AA and the East Georgia Non-MSA AA Receiving Full-Scope Reviews

Based on full-scope reviews, the bank's lending performance in the state of Georgia is excellent.

Distribution of Loans by Income Level of the Geography

The bank exhibits an excellent geographic distribution of loans, given the product lines offered by the bank. Except for home mortgage lending in the Augusta AA, which is reasonable, the bank exceeded aggregate lending levels in both full-scope AAs for lending to small businesses and small farm lending.

Home Mortgage Loans

Refer to Table O in the state of Georgia section of appendix D for the facts and data used to evaluate the geographic distribution of the bank's home mortgage loan originations and purchases.

Augusta AA

The overall geographic dispersion of home mortgage loans in the Augusta AA is reasonable. Low-income census tracts represent only four percent of all geographies within the AA. As a result, we gave primary consideration to the bank's performance in the moderate-income census tracts. In both low- and moderate-income census tracts, the bank's percentage of lending for 2018 through 2020 combined, is slightly below aggregate levels within the AA. Specifically, 1.5 percent of lending was made in low-income census tracts while the aggregate percentage for bank's lending in low-income census tracts was 1.6 percent. In moderate-income census tracts, the bank's percentage of lending was 11.3 percent, while the aggregate percentage of lending in moderate-income census tracts was 14.3 percent.

East Georgia Non-MSA AA

The overall geographic dispersion of home mortgage loans in the East Georgia Non-MSA AA is excellent. Low-income census tracts represent less than one percent of all geographies within the AA. As a result, we gave primary consideration to the bank's performance in the moderate-income census tracts for home purchase loans. In low-income census tracts, the bank's percentage of lending for 2018 through 2020 combined, is slightly below aggregate levels within the AA. Specifically, .04 percent of lending was made in low-income census tracts while the aggregate percentage for bank's lending in low-income census tracts was .09 percent. In moderate-income census tracts, the bank's percentage of lending substantially exceeded aggregate lending levels, as the bank's lending in moderate-income census tracts was 36.94 percent, while the aggregate percentage of lending in moderate-income census tracts was 9.0 percent.

Small Loans to Businesses

Refer to Table Q in the state of Georgia section of appendix D for the facts and data used to evaluate the geographic distribution of the bank's originations and purchases of small loans to businesses.

Augusta AA

Overall, the bank's lending levels in the Augusta AA reflect an excellent geographic distribution of loans to small businesses. The bank's percentage of small loans to businesses in both low- and moderate-income geographies exceeds the aggregate of all lenders originating small business loans in the Augusta AA. Specifically, in low-income geographies the bank originated 8.8 percent of its lending to small businesses, while the aggregate of all lenders originated 6.8 percent of lending to small businesses in low-income geographies. In moderate-income geographies, the bank originated 23.7 percent of lending to small businesses. This percentage exceeded aggregate small business lending levels in moderate-income geographies, which was 18.9 percent.

East Georgia Non-MSA AA

Overall, the bank's lending levels in the East Georgia Non-MSA AA reflect an excellent geographic distribution of loans to small businesses. The bank's percentage of small loans to businesses in low-income geographies are below the aggregate of all lenders originating small business loans in the Augusta AA. Specifically, in low-income geographies the bank originated 1.1 percent of its lending to small businesses, while the aggregate of all lenders originated 4.0 percent of lending to small businesses in low-income geographies. However, in moderate-income geographies, the bank originated 48.7

percent of lending to small businesses. This percentage substantially exceeded aggregate small business lending levels in moderate-income geographies, which was 19.6 percent.

Small Loans to Farms

Refer to Table S in the state of Georgia section of appendix D for the facts and data used to evaluate the geographic distribution of the bank's originations and purchases of small loans to farms.

Augusta AA

Overall, the bank's geographic distribution of small farm lending in the Augusta AA is excellent. While the bank did not make any small farm loans in low-income census tracts (the aggregate percentage in low-income census tracts was only .06 percent), the bank's percentage of lending in moderate-income census tracts exceeded aggregate lending levels. Specifically, the bank originated 52.8 percent of its small farm lending in moderate-income census tracts, while the aggregate of all lenders made 42.4 percent of small farm loans in moderate-income census tracts.

East Georgia Non-MSA AA

Overall, the bank's geographic distribution of small farm lending in the East Georgia Non-MSA AA is excellent. While the bank did not make any small farm loans in low-income census tracts (the aggregate percentage in low-income census tracts was only .04 percent), the bank's percentage of lending in moderate-income census tracts significantly exceeded aggregate lending levels. Specifically, the bank originated 54.0 percent of its small farm lending in moderate-income census tracts, while the aggregate of all lenders made 37.3 percent of small farm loans in moderate-income census tracts.

Distribution of Loans by Income Level of the Borrower

The bank exhibits an excellent distribution of loans to individuals of different income levels and businesses and farms of different sizes, given the product lines offered by the bank. Except for home mortgage lending in the Augusta AA, which is reasonable, the bank exceeded aggregate lending levels in both full-scope AAs for home mortgage lending, lending to small businesses and small farm lending.

Home Mortgage Loans

Refer to Table P in the state of Georgia section of appendix D for the facts and data used to evaluate the borrower distribution of the bank's home mortgage loan originations and purchases.

Augusta AA

Overall, home mortgage lending in the Augusta AA reflects a reasonable penetration among borrowers of different income levels. For both low- and moderate-income borrowers, the bank's percentage of lending for 2018 through 2020 combined, is slightly below aggregate levels within the AA. Specifically, 3.1 percent of lending was made to low-income borrowers, while the aggregate percentage for banks lending to low-income borrowers was 4.7 percent. For moderate-income borrowers, the bank's percentage of lending was 13.7 percent, while the aggregate percentage of lending to moderate-income borrowers was 14.1 percent. Higher levels of poverty have impeded the bank and other financial institutions ability to lend to low income families in the AA.

East Georgia Non-MSA AA

Overall, home mortgage lending in the East Georgia Non-MSA AA reflects an excellent penetration among borrowers of different income levels. For both low- and moderate-income borrowers, the bank's percentage of lending for 2018 through 2020 combined, is greater than aggregate levels for all banks lending within the AA. Specifically, the bank originated 2.1 percent of its loans to low-income borrowers, while the aggregate percentage of bank's lending to low-income borrowers was 1.5 percent. For moderate-income borrowers, the bank's percentage of lending was 11.2 percent, while the aggregate percentage of lending to moderate-income borrowers was 7.8 percent. It is noted that 18.9 percent of families in the East Georgia Non-MSA AA are below the poverty level. This exceeds the 2019 poverty level percentage for the state of Georgia of 13.5 percent, which impedes the bank and other financial institutions ability to lend to low income families in the AA; thus, the bank's excellent penetration of home mortgages among low- and moderate-income borrowers in the East Georgia Non-MSA AA is particularly notable.

Small Loans to Businesses

Refer to Table R in the state of Georgia section of appendix D for the facts and data used to evaluate the borrower distribution of the bank's originations and purchases of small loans to businesses.

Augusta AA

Overall, the bank's lending levels in the Augusta AA reflect an excellent borrower distribution of loans to small businesses. The percentage of small loans to businesses (businesses with annual gross revenues of \$1 million or less) exceeds the aggregate of all lenders originating small business loans in the Augusta AA. Specifically, 46.6 percent of the bank's business lending was to businesses with gross annual revenues less than \$1 million, while the aggregate of all lenders originated 44.4 percent of business loans to businesses with revenues less than \$1 million.

East Georgia Non-MSA AA

Overall, the bank's lending levels in the East Georgia Non-MSA AA reflect an excellent borrower distribution of loans to small businesses. The percentage of small loans to businesses (businesses with annual gross revenues of \$1 million or less) exceeds the aggregate of all lenders originating small business loans in the Augusta AA. Specifically, 59.0 percent of the bank's business lending was to businesses with gross annual revenues less than \$1 million, while the aggregate of all lenders originated 40.6 percent of business loans to businesses with revenues less than \$1 million.

Small Loans to Farms

Refer to Table T in the state of Georgia section of appendix D for the facts and data used to evaluate the borrower distribution of the bank's originations and purchases of small loans to farms.

Augusta AA

The overall borrower distribution of small loans to farms in the Augusta AA is excellent. The percentage of small loans to farms (farms with annual gross revenues of \$1 million or less) is significantly above the aggregate lending levels. Specifically, the bank originated 59.4 percent of its farm loans to small

farms with gross annual revenues of \$1 million or less, while the aggregate of all lenders in the Augusta AA originated 45.9 percent of farm loans to farms with annual revenues less than \$1 million.

East Georgia Non-MSA AA

The overall borrower distribution of small loans to farms in the East Georgia Non-MSA AA is excellent. The percentage of small loans to farms (farms with annual gross revenues of \$1 million or less) is significantly above the aggregate lending levels. Specifically, the bank originated 72.7 percent of its farm loans to small farms with gross annual revenues of \$1 million or less, while the aggregate of all lenders in the Augusta AA originated 49.8 percent of farm loans to farms with annual revenues less than \$1 million.

Conclusions for Savannah AA Receiving a Limited-Scope Review

Based on a limited-scope review, the bank’s performance under the Lending Test in the Savannah AA is consistent with the bank’s overall performance under the Lending Test in the full-scope AAs.

Responses to Complaints

The bank did not receive any CRA related complaints during the evaluation period.

COMMUNITY DEVELOPMENT TEST

The bank’s performance under the Community Development Test in the state of Georgia is rated Outstanding.

Conclusions for Augusta AA and East Georgia Non-MSA AA Receiving Full-Scope Reviews

Based on full-scope reviews, the bank exhibits excellent responsiveness to community development needs in the state through community development loans, qualified investments, and community development services, as appropriate, considering the bank’s capacity and the need and availability of such opportunities for community development in the bank’s assessment area(s).

Number and Amount of Community Development Loans

The Community Development Loans Table, shown below, sets forth the information and data used to evaluate the bank’s level of CD lending. The table includes all CD loans, including multifamily loans that also qualify as CD loans.

<i>Community Development Loans</i>				
Assessment Area	Total			
	#	% of Total #	\$(000's)	% of Total \$

Augusta AA	3	37.5%	\$1,390	24.17%
East Georgia Non-MSA AA	5	62.5%	\$4,360	75.83%
Totals	8	100.00%	\$5,750	100.00%

QNBT demonstrated excellent responsiveness to CD needs when offering qualifying CD loans to LMI individuals within the AA. During the three-year evaluation period, eight loans totaling \$5.7 million were originated in its full-scope AAs. This includes loans for affordable housing, the provision of social services to low- and moderate-income persons and loans for initiatives to revitalize and stabilize low- and moderate-income areas within the community.

Number and Amount of Qualified Investments

Qualified Investments										
Assessment Area	Prior Period*		Current Period		Total				Unfunded Commitments**	
	#	\$(000's)	#	\$(000's)	#	% of Total #	\$(000's)	% of Total \$	#	\$(000's)
Augusta AA	2	\$993	27	\$131	29	56.86%	\$1,124	93.36%		
East Georgia Non-MSA AA			22	\$80	22	43.14%	\$80	6.64%		

* Prior Period Investments' means investments made in a previous evaluation period that are outstanding as of the examination date.

The bank has made a significant number and amount of qualified investments and donations in its full-scope AAs. The Qualified Investment Table, shown above, sets forth information and data used to evaluate the bank's level of qualified CD investments. The table includes all community development investments, including prior period investments, that remain outstanding as of the examination date.

East Georgia Non-MSA AA

In the East Georgia Non-MSA AA, the bank made qualifying donations of \$80 thousand. These were made to organizations serving various needs within the AA including economic revitalization, affordable housing, child advocacy, literacy programs and other charitable activities.

Augusta AA

QNBT has made qualifying donations totaling \$131 thousand in its Augusta AA. These were made to organizations that benefit and promote affordable housing and education for low- and moderate-income

* Prior Period Investments' means investments made in a previous evaluation period that are outstanding as of the examination date.

** Unfunded Commitments' means legally binding investment commitments that are tracked and recorded by the institution's financial reporting system.

families, and to organizations that provide general life assistance programs for the underprivileged. These organizations provide housing or other community development needs such as counseling for credit, homeownership, home maintenance, and community health care services. Some of the organizations include Boys and Girls Club of the CSRA, Golden Harvest Food Bank, United Way of the CSRA, SafeHomes of Augusta and the American Red Cross.

Aside from its qualifying donations, QNBT has two prior period qualified investments with a current book balance of \$993 million. These are CRA pool bonds with partial investments in the bank's AAs. The bonds consist of mortgages to low- and moderate-income borrowers and in low- and moderate-income geographies in the state of Georgia. One has a current book balance of \$461 thousand, with 47 percent invested in the bank's AAs. The other has a current book balance of \$532 thousand with 11 percent invested in the AAs. The bank's AAs cover smaller counties in Georgia so investments in these areas are not readily available for purchase.

Extent to Which the Bank Provides Community Development Services

The bank provides a high level of CD services in the Augusta and East Georgia Non-MSA AAs as well as statewide. Bank management and employees serve in various capacities (Board members and committee members) with local non-profit and governmental organizations to provide technical assistance on financial matters and participate in fund raising activities. QNBT also developed iQ University, in which designated employees provide financial literacy education to employees of local businesses, non-profit organizations and governmental entities.

East Georgia AA

Bank employees served 34 qualifying entities within the East Georgia Non-MSA AA through providing technical assistance on financial matters and by participating in fund raising activities. These entities primarily consisted of those that promote economic development or provide community services and financial education to low- and moderate-income individuals.

Augusta AA

Bank employees served 22 qualifying entities within the Augusta AA through providing technical assistance on financial matters and by participating in fund raising activities. These entities primarily consisted of those that promote economic development or provide community services and financial education to low- and moderate-income individuals.

Conclusions for Savannah AA Receiving a Limited-Scope Review

Based on a limited-scope review, the bank's performance under the CD Test in the Savannah AA is consistent with the bank's overall performance under the CD Test in the full-scope areas.

Appendix A: Scope of Examination

The following table identifies the time period covered in this evaluation, affiliate activities that were reviewed, and loan products considered. The table also reflects the MSA(s) and non-MSA(s) that received comprehensive examination review, designated by the term “full-scope,” and those that received a less comprehensive review, designated by the term “limited-scope”.

Time Period Reviewed:	January 1, 2018, through December 31, 2020	
Bank Products Reviewed:	Home mortgage, small business, and small farm loans Community development loans, qualified investments, community development services	
Affiliate(s)	Affiliate Relationship	Products Reviewed
None		
List of Assessment Areas and Type of Examination		
Rating and Assessment Areas	Type of Exam	Other Information
East Georgia Non-MSA AA	Full-Scope	
Augusta AA	Full-Scope	
Savannah AA	Limited-Scope	

Appendix B: Summary of State Ratings

RATINGS			
Overall Bank:	Lending Test Rating*	CD Test Rating	Overall Bank/State/Multistate Rating
MMSA or State:			
Georgia	Outstanding	Outstanding	Outstanding

(*) The Lending Test and Community Development Test carry equal weight in the overall rating.

Appendix C: Definitions and Common Abbreviations

The following terms and abbreviations are used in this performance evaluation, including the CRA tables. The definitions are intended to provide the reader with a general understanding of the terms, not a strict legal definition.

Affiliate: Any company that controls, is controlled by, or is under common control with another company. A company is under common control with another company if the same company directly or indirectly controls both companies. For example, a bank subsidiary is controlled by the bank and is, therefore, an affiliate.

Aggregate Lending (Aggt.): The number of loans originated and purchased by all reporting lenders (HMDA or CRA) in specified income categories as a percentage of the aggregate number of loans originated and purchased by all reporting lenders in the state/assessment area.

Census Tract (CT): A small, relatively permanent statistical subdivision of a county delineated by a local committee of census data users for the purpose of presenting data. Census tracts nest within counties, and their boundaries normally follow visible features, but may follow legal geography boundaries and other non-visible features in some instances, Census tracts ideally contain about 4,000 people and 1,600 housing units.

Combined Statistical Area (CSA): A geographic entity consisting of two or more adjacent Core Based Statistical Areas with employment interchange measures of at least 15. An employment interchange measure is a measure of ties between two adjacent entities. The employment interchange measure is the sum of the percentage of workers living in the smaller entity who work in the larger entity and the percentage of employment in the smaller entity that is accounted for by workers who reside in the larger entity.

Community Development (CD): Affordable housing (including multifamily rental housing) for low- or moderate-income individuals; community services targeted to low- or moderate-income individuals; activities that promote economic development by financing businesses or farms that meet Small Business Administration Development Company or Small Business Investment Company programs size eligibility standards or have gross annual revenues of \$1 million or less; or activities that revitalize or stabilize low- or moderate-income geographies, distressed or underserved nonmetropolitan middle-income geographies, or designated disaster areas.

Community Reinvestment Act (CRA): The statute that requires the OCC to evaluate a bank's record of meeting the credit needs of its entire community, including LMI areas, consistent with the safe and sound operation of the bank, and to take this record into account when evaluating certain corporate applications filed by the bank.

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

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

Full-Scope Review: Performance under the Lending, Investment, and Service Tests is analyzed considering performance context, quantitative factors (e.g., geographic distribution, borrower distribution, and total number and dollar amount of investments), and qualitative factors (e.g., innovativeness, complexity, and responsiveness).

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

Home Mortgage Disclosure Act (HMDA): The statute that requires certain mortgage lenders that conduct business or have banking offices in a metropolitan statistical area to file annual summary reports of their mortgage lending activity. The reports include such data as the race, gender, and the income of applicants, the amount of loan requested, the disposition of the application (e.g., approved, denied, and withdrawn), the lien status of the collateral, any requests for preapproval, and loans for manufactured housing.

Home Mortgage Loans: A closed-end mortgage loan or an open-end line of credit as these terms are defined under 12 CFR 1003.2, and that is not an excluded transaction under 12 CFR 1003.3(c)(1) through (c)(10) and (c)(13).

Household: Includes all persons occupying a housing unit. Persons not living in households are classified as living in group quarters. In 100 percent tabulations, the count of households always equals the count of occupied housing units.

Limited-Scope Review: Performance under the Lending, Investment, and Service Tests is analyzed using only quantitative factors (e.g., geographic distribution, borrower distribution, total number and dollar amount of investments, and branch distribution).

Low-Income Individual: Individual income that is less than 50 percent of the area median income.

Low Income Geography: A census tract with a median family income that is less than 50 percent.

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

Median Family Income (MFI): The median income determined by the U.S. Census Bureau every five years and used to determine the income level category of geographies. The median is the point at which half of the families have income above, and half below, a range of incomes. Also, the median income determined by the Federal Financial Institutions Examination Council (FFIEC) annually that is used to determine the income level category of individuals. For any given area, the median is the point at which half of the families have income above, and half below, a range of incomes.

Metropolitan Division: As defined by Office of Management and Budget, a county or group of counties within a Core Based Statistical Area that contains an urbanized population of at least 2.5 million. A Metropolitan Division consists of one or more main/secondary counties that represent an employment center or centers, plus adjacent counties associated with the main/secondary county or counties through commuting ties.

Metropolitan Statistical Area: An area, defined by the Office of Management and Budget, as a core based statistical area associated with at least one urbanized area that has a population of at least 50,000. The Metropolitan Statistical Area comprises the central county or counties containing the core, plus adjacent outlying counties having a high degree of social and economic integration with the central county or counties as measured through commuting.

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

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

Multifamily: Refers to a residential structure that contains five or more units.

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

Qualified Investment: A qualified investment is defined as any lawful investment, deposit, membership share, or grant that has as its primary purpose community development.

Rating Area: A rated area is a state or multi-state metropolitan statistical area. For an institution with domestic branches in only one state, the institution's CRA rating would be the state rating. If an institution maintains domestic branches in more than one state, the institution will receive a rating for each state in which those branches are located. If an institution maintains domestic branches in two or more states within a multi-state metropolitan statistical area, the institution will receive a rating for the multi-state metropolitan statistical area.

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

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

Tier 1 Capital: The total of common shareholders' equity, perpetual preferred shareholders' equity with non-cumulative dividends, retained earnings and minority interests in the equity accounts of consolidated subsidiaries.

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

Appendix D: Tables of Performance Data

Content of Standardized Tables

A separate set of tables is provided for each state. All multistate metropolitan statistical areas, if applicable, are presented in one set of tables. References to the “bank” include activities of any affiliates that the bank provided for consideration (refer to appendix A: Scope of the Examination). For purposes of reviewing the Lending Test tables, the following are applicable: (1) purchased are treated as originations; and (2) “aggregate” is the percentage of the aggregate number of reportable loans originated and purchased by all HMDA or CRA-reporting lenders in the MMSA/assessment area. Deposit data are compiled by the FDIC and are available as of June 30th of each year. Tables without data are not included in this PE.

The following is a listing and brief description of the tables included in each set:

- Table O. Assessment Area Distribution of Home Mortgage Loans by Income Category of the Geography** - Compares the percentage distribution of the number of loans originated and purchased by the bank in low-, moderate-, middle-, and upper-income geographies to the percentage distribution of owner-occupied housing units throughout those geographies. The table also presents aggregate peer data for the years the data is available.
- Table P. Assessment Area Distribution of Home Mortgage Loans by Income Category of the Borrower** - Compares the percentage distribution of the number of loans originated and purchased by the bank to low-, moderate-, middle-, and upper-income borrowers to the percentage distribution of families by income level in each MMSA/assessment area. The table also presents aggregate peer data for the years the data is available.
- Table Q. Assessment Area Distribution of Loans to Small Businesses by Income Category of the Geography** - The percentage distribution of the number of small loans (less than or equal to \$1 million) to businesses that were originated and purchased by the bank in low-, moderate-, middle-, and upper-income geographies compared to the percentage distribution of businesses (regardless of revenue size) in those geographies. Because aggregate small business data are not available for geographic areas smaller than counties, it may be necessary to compare bank loan data to aggregate data from geographic areas larger than the bank’s assessment area.
- Table R. Assessment Area Distribution of Loans to Small Businesses by Gross Annual Revenue** - Compares the percentage distribution of the number of small loans (loans less than or equal to \$1 million) originated and purchased by the bank to businesses with revenues of \$1 million or less to: 1) the percentage distribution of businesses with revenues of greater than \$1 million; and, 2) the percentage distribution of businesses for which revenues are not available. The table also presents aggregate peer small business data for the years the data is available.
- Table S. Assessment Area Distribution of Loans to Farms by Income Category of the Geography** - The percentage distribution of the number of small loans (less than or equal to \$500,000) to farms originated and purchased by the bank in low-, moderate-, middle-,

and upper-income geographies compared to the percentage distribution of farms (regardless of revenue size) throughout those geographies. The table also presents aggregate peer data for the years the data is available. Because aggregate small farm data are not available for geographic areas smaller than counties, it may be necessary to use geographic areas larger than the bank's assessment area.

Table T. Assessment Area Distribution of Loans to Farms by Gross Annual Revenues - Compares the percentage distribution of the number of small loans (loans less than or equal to \$500 thousand) originated and purchased by the bank to farms with revenues of \$1 million or less to: 1) the percentage distribution of farms with revenues of greater than \$1 million; and, 2) the percentage distribution of farms for which revenues are not available. The table also presents aggregate peer small farm data for the years the data is available.

Table O : Assessment Area Distribution of Home Mortgage Loans by Income Category of the Geography																				2018-2020	
Assessment Area:	Total Home Mortgage Loans				Low-Income Tracts			Moderate-Income Tracts			Middle-Income Tracts			Upper-Income Tracts			Not Available-Income Tracts				
	#	\$	% of Total	Overall Market	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate	% of Owner-Occupied Housing Units	% Bank Loans	Aggregate		
QNB Augusta Richmond	3,225	687,269	88.7	19,314	4.0	1.5	1.6	24.3	11.3	14.4	38.6	31.5	38.5	33.1	55.6	45.5	0.0	0.0	0.0		
QNB Non MSA	242	32,332	6.7	5,060	0.2	0.4	0.9	18.0	36.4	9.0	47.3	51.7	30.3	34.4	11.6	59.8	0.0	0.0	0.0		
QNB Savannah	170	40,664	4.7	12,825	4.5	2.9	2.4	17.0	15.9	12.1	42.0	40.6	41.2	36.5	40.6	44.2	0.0	0.0	0.0		
Total	3,637	760,264	100.0	37,199	3.4	1.5	1.8	21.1	13.2	12.9	41.2	33.3	38.3	34.3	52.0	47.0	0.0	0.0	0.0		

*Source: 2015 ACS Census; 01/01/2018 - 12/31/2020 Bank Data
Due to rounding, totals may not equal 100.0%*

Table P: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Borrower **2018-2020**

	Total Home Mortgage Loans				Low-Income Borrowers			Moderate-Income Borrowers			Middle-Income Borrowers			Upper-Income Borrowers			Not Available-Income Borrowers		
Assessment Area:	#	\$	% of Total	Overall Market	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate	% Families	% Bank Loans	Aggregate
QNB Augusta Richmond	3,225	687,269	88.7	19,314	24.5	3.1	4.7	16.1	13.7	14.1	17.8	24.4	21.8	41.6	52.1	38.7	0.0	6.8	20.8
QNB Non MSA	242	32,332	9.5	5,060	23.4	2.1	1.5	15.4	11.2	7.8	16.4	20.7	18.7	44.7	57.0	49.8	0.0	9.1	22.2
QNB Savannah	170	40,664	4.7	12,825	23.6	4.1	6.0	16.3	12.9	18.1	20.6	22.4	20.6	39.6	45.9	32.5	0.0	14.7	22.8
Total	3,637	760,264	100.0	37,199	24.0	3.1	4.7	16.0	13.5	14.6	18.4	24.1	21.0	41.6	52.1	38.1	0.0	7.3	21.6

*Source: 2015 ACS Census ; 01/01/2018 - 12/31/2020 Bank Data
Due to rounding, totals may not equal 100.0%*

Table Q: Assessment Area Distribution of Loans to Small Businesses by Income Category of the Geography **2018-2020**

Assessment Area:	Total Loans to Small Businesses				Low-Income Tracts			Moderate-Income Tracts			Middle-Income Tracts			Upper-Income Tracts			Not Available-Income Tracts		
	#	\$	% of Total	Overall Market	% Bus	% Bank Loan	Aggregate	% Business	% Bank Loan	Aggregate	% Bus	% Bank Loans	Aggregate	% Bus	% Bank Loans	Aggregate	% Businesses	% Bank Loans	Aggregate
QNB Augusta Richmond AA	950	142,282	65.4	8,477	7.3	8.8	6.8	22.4	23.7	18.9	32.0	33.4	33.2	38.3	34.1	41.1	0.0	0.0	0.0
QNB Non MSA AA	349	25,446	24.0	2,831	3.4	1.1	4.0	20.3	48.7	19.6	43.4	46.7	41.9	32.9	3.4	34.5	0.0	0.0	0.0
QNB Savannah AA	153	36,984	10.5	7,432	7.7	7.8	8.3	20.4	16.3	18.2	36.8	52.3	37.6	34.9	23.5	35.8	0.3	0.0	0.1
Total	1,452	204,712	100.0	18,740	6.8	6.9	7.0	21.2	28.9	18.7	35.8	38.6	36.3	36.1	25.6	38.0	0.1	0.0	0.1

Source: 2020 D&B Data; 01/01/2018 - 12/31/2020 Bank Data
 Due to rounding, totals may not equal 100.0%

Table R: Assessment Area Distribution of Loans to Small Businesses by Gross Annual Revenues **2018-2020**

Assessment Area:	Total Loans to Small Businesses				Businesses with Revenues <= 1MM			Businesses with Revenues > 1MM		Businesses with Revenues Not Available	
	#	\$	% of Total	Overall Market	% Businesses	% Bank Loans	Aggregate	% Businesses	% Bank Loans	% Businesses	% Bank Loans
QNB Augusta Richmond AA	950	142,282	65.4	8,477	86.3	46.6	44.4	3.5	33.7	10.2	19.7
QNB Non MSA AA	349	25,446	24.0	2,831	85.2	59.0	40.6	3.5	13.2	11.3	27.8
QNB Savannah AA	153	36,984	10.5	7,432	87.1	55.6	42.8	3.6	22.9	9.3	21.6
Total	1,452	204,712	100.0	18,740	86.4	50.6	43.2	3.6	27.6	10.0	21.8

*Source: 2020 D&B Data; 01/01/2018 - 12/31/2020 Bank Data
 Due to rounding, totals may not equal 100.0%*

Table S - Assessment Area Distribution of Loans to Farms by Income Category of the Geography 2018-2020

Assessment Area:	Total Loans to Farms				Low-Income Tracts			Moderate-Income Tracts			Middle-Income Tracts			Upper-Income Tracts			Not Available-Income Tracts		
	#	\$	% of Total	Overall Market	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	Aggregate
QNB Augusta Richmond	123	16,337	33.1	172	3.9	0.0	0.6	27.4	52.8	42.4	38.1	40.7	45.3	30.6	6.5	11.6	0.0	0.0	0.0
QNB Non MSA	278	28,411	69.2	279	0.1	0.0	0.4	21.8	54.0	37.3	49.0	43.9	51.3	29.1	2.2	11.1	0.0	0.0	0.0
QNB Savannah	1	160	0.6	32	4.8	0.0	6.3	16.3	0.0	12.5	46.3	0.0	40.6	32.6	100.0	40.6	0.0	0.0	0.0
Total	402	44,908	100.0	483	2.8	0.0	0.8	23.0	53.5	37.5	43.6	42.8	48.4	30.6	3.7	13.3	0.0	0.0	0.0

Source: 2020 D&B Data; 01/01/2018 - 12/31/2020 Bank Data; 2019 CRA Aggregate Data
 Due to rounding, totals may not equal 100.0%

Table T: Assessment Area Distribution of Loans to Farms by Gross Annual Revenues											2018-2020	
Assessment Area:	Total Loans to Farms				Farms with Revenues <= 1MM			Farms with Revenues > 1MM		Farms with Revenues Not Available		
	#	\$	% of Total	Overall Market	% Farms	% Bank Loans	Aggregate	% Farms	% Bank Loans	% Farms	% Bank Loans	
QNB Augusta Richmond	123	16,337	30.6	172	97.9	59.4	45.9	1.3	26.8	0.8	13.8	
QNB Non MSA	278	28,411	69.2	279	97.7	72.7	49.8	1.1	15.1	1.1	12.2	
QNB Savannah	1	160	0.2	32	97.0	100.0	50.0	1.8	0.0	1.2	0.0	
Total	402	44,908	100.0	483	97.6	68.7	48.4	1.4	18.7	1.0	12.7	
<p><i>Source: 2020 D&B Data; 01/01/2018 - 12/31/2020 Bank Data; 2019 CRA Aggregate Data</i> <i>Due to rounding, totals may not equal 100.0%</i></p>												