



# LARGE BANK

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Comptroller of the Currency  
Administrator of National Banks

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Washington, DC 20219

## Public Disclosure

June 12, 2000

### Community Reinvestment Act Performance Evaluation

Wells Fargo Bank Nebraska, N.A.  
Charter Number: 2978

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Omaha, Nebraska 68103

Office of the Comptroller of the Currency  
Large Bank Supervision  
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Washington, D.C. 20219-0001

**NOTE:** 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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## 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 **Wells Fargo Bank Nebraska, National Association** prepared by the **Office of the Comptroller of the Currency (OCC)**, the institution's supervisory agency, as of **June 12, 2000**. 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 the 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 25.*

## Definitions and Common Abbreviations

The following terms and abbreviations are used throughout this Performance Evaluation. 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 by another company. A company is under common control with another company if both companies are directly or indirectly controlled by the same company. A bank subsidiary is controlled by the bank and is, therefore, an affiliate.

**Block Numbering Area (BNA)** - Statistical subdivisions of counties in which census tracts have not been established. BNAs have been established by the United States Census Bureau in conjunction with state agencies.

**Census Tract (CT)** - Small, locally defined statistical areas within metropolitan statistical areas. These areas are determined by the United States Census Bureau in an attempt to group homogenous populations. A CT has defined boundaries per ten year census and an average population of 4,000.

**Community Development (CD)** - Affordable 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 the size eligibility standards of the Small Business Administration's Development Company or Small Business Investment Company programs (13 CFR 121.301) or have gross annual revenues of \$1 million or less; or, activities that revitalize or stabilize low- or moderate-income geographies.

**Community Reinvestment Act (CRA)** - The statute that requires the OCC to evaluate a bank's record of meeting the credit needs of its local community, 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.

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

**Geography** - A census tract or a block numbering area delineated by the United States Bureau of the Census in the most recent decennial census.

**Home Mortgage Disclosure Act (HMDA)** - The statute that requires certain mortgage lenders that do business or have banking offices in a metropolitan statistical area to file annual summary reports of their mortgage lending activity. The reports include such data as the race, gender, and the income of applicants, the amount of loan requested, and the disposition of the application (e.g., approved, denied, withdrawn).

**Home Mortgage Loans** - Such loans include home purchase and home improvement loans, as defined in the HMDA regulation. This definition also includes multifamily (five or more families) dwellings loans, loans for the purchase of manufactured homes and refinancing of home improvement and home purchase loans.

**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, branch distribution).

**Low-Income** - Income levels that are less than 50% of the median family income.

**Median Family Income (MFI)** - The median income determined by the United States Census Bureau every ten years and used to determine the income level category of geographies. Also, the median income determined by the Department of Housing and Urban Development 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 it and half below it.

**Metropolitan Statistical Area (MSA)** - Area defined by the Director of the United States Office of Management and Budget. MSAs consist of one or more counties, including large population centers and nearby communities that have a high degree of interaction.

**Middle-Income** - Income levels that are at least 80% and less than 120% of the MFI.

**Moderate-Income** - Income levels that are at least 50% and less than 80% of the MFI.

**Small Business Loans** - Loans with original amounts of \$1 million or less that are: (1) secured by non-farm nonresidential properties; or (2) commercial and industrial loans to U.S. addresses.

**Small Farm Loans** - Loans with original amounts of \$500 thousand or less that are: (1) secured by farmland; or (2) to finance agricultural production and other loans to farmers.

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

**Upper-Income** - Income levels that are 120% or more of the MFI.

## Overall CRA Rating

**Institution's CRA Rating:** This institution is “**Satisfactory.**”

The following table indicates the performance level of Wells Fargo Bank Nebraska, National Association, with respect to the Lending, Investment, and Service Tests:

Performance Levels	Wells Fargo Bank Nebraska, N.A. Performance Tests		
	Lending Test*	Investment Test	Service Test
Outstanding			
High Satisfactory		X	
Low Satisfactory	X		X
Needs to Improve			
Substantial Noncompliance			

\* The Lending Test is weighted more heavily than the Investment and Service Tests when arriving at an overall rating.

The major factors that support this rating include:

- An overall adequate geographic distribution of home mortgage and a good distribution of small business lending.
- An overall adequate distribution of home mortgage by borrower income and an excellent distribution of small business lending.
- Community development lending that represents a positive response to its AA.
- Investment activities that represent a good response to its AA.
- Delivery systems that are adequately accessible to geographies and individuals of different income levels.

## Description of Institution

Wells Fargo Bank Nebraska, National Association (WFNE) is headquartered in Omaha, Nebraska. Within the state, the bank conducts business through nine branch offices in four AAs. WFNE was formerly known as Norwest Bank Nebraska, NA. Wells Fargo & Company changed the name of the bank in June 2000. The bank has branch offices in each of its AAs; Omaha MSA (Cass, Douglas, Sarpy and Washington Counties); Grand Island-Hastings AA (Adams and Hall Counties); Lincoln MSA (Lancaster County); and Norfolk AA (Madison County).

WFNE is a subsidiary of Wells Fargo & Company (WFC), San Francisco, California, a multi-bank holding company. WFC recently merged with Norwest Corporation, formerly headquartered in Minneapolis, Minnesota. WFC has total assets in excess of \$200 billion and conducts business through almost 3,000 offices and over 6,000 ATMs in 21 states.

As of March 31, 2000, WFNE had total assets of approximately \$2.3 billion, and total deposits of almost \$1.8 billion. Loans, net of allowances for losses, approximated \$1.8 billion, equating to about 77% of total assets and about 99% of total deposits. Approximately 42% of the bank's loans were to individuals for household, family, and personal use. Another 21% of the loan portfolio financed commercial and industrial businesses. The remainder of the portfolio is largely secured by real estate for purposes such as construction and land development, personal use, and farming. WFNE's Tier I capital base approximated \$145 million.

At the request of WFNE and in accordance with provisions of the CRA, this evaluation considers lending activities of Wells Fargo Home Mortgage, Inc., Norwest Home Improvement, Inc., and Wells Fargo Funding, Inc. These affiliates are related subsidiaries of WFC and are not subsidiaries of WFNE.

WFNE is a full service bank offering a typical array of retail banking services and loan products. Its business strategy is in no way limited or specialized to any narrow field of endeavor. Through the bank's affiliate, Wells Fargo Home Mortgage, borrowers can obtain home purchase and refinance lending that is sometimes not available through other local commercial banks.

There are no legal, financial, or other factors impeding the bank's ability to meet the credit needs of its AAs.

WFNE was rated "Outstanding" at the previous CRA performance evaluation dated May 3, 1996.

## **Scope of the Evaluation**

### **Evaluation Period/Products Evaluated**

This evaluation included a review of the bank's HMDA-reportable, small business, small farm, and CD lending; CD investments; and retail and CD services. In accordance with OCC policy, HMDA-reportable, small business, and small farm lending was evaluated for the calendar years 1997, 1998, and 1999. All other products and activities were evaluated for the period beginning at the date of the previous CRA public evaluation (May 3, 1996) and concluding June 12, 2000.

### **Data Integrity**

In association with this review, small business and small farm data submitted by the bank in compliance with requirements of the CRA and utilized for analysis were reviewed for accuracy utilizing a selected sample. This activity revealed no significant errors in reporting. Some minor errors were detected and corrected for analysis purposes. The accuracy of HMDA data was reviewed utilizing reports and working papers of the bank's internal auditors as well as a review of a sample of loan applications. The HMDA, Small Business, and Small Farm data were determined to be accurate and useful for analysis.

Information presented to the examiners to support the bank's compliance with the Investment Test and with the CD portions of the Lending and Service Tests was reviewed to ensure qualification under the definitions and requirements of the CRA.

### **Selection of Areas for Full-Scope Review**

The Omaha MSA AA was selected due to its significance relative to its deposit contributions to the bank.

### **Ratings**

The bank's overall rating is based primarily on its performance in the Omaha MSA AA which is where a significant majority of its deposits are derived.

### **Other**

We considered information received through contacts with several community organizations. These included housing and small business advocates, and local government organizations. The comments indicated there is a continuing need for affordable housing and access to small business financing. We did not receive any comments that generated specific concerns regarding the bank's CRA performance.

## Fair Lending Review

In conjunction with the CRA review, the OCC conducted a Fair Lending examination of WFNE. The examination utilized the OCC's Fair Lending examination procedures and focused upon home improvement and refinance loan applications underwritten by the bank's Consumer Retail Division. Examiners selected and analyzed a sample of applications submitted by Hispanic, Black, and White persons that were processed between July 1, 1999 and June 30, 2000. Some 58 loan applications were reviewed. The objective was to determine if WFNE provided consistent treatment to these applicants without regard to race, color or national origin. These factors (prohibited bases) can form the basis for illegal discrimination.

### Conclusions:

- The OCC found no evidence of disparate treatment applied on a prohibited basis; no violations of fair lending laws were cited.
- WFNE has a satisfactory process in place, including training, to help ensure ongoing compliance with fair lending laws.

## **Conclusions with Respect to Performance Tests**

### **LENDING TEST**

#### **Conclusions for Areas Receiving Full-Scope Reviews**

The bank's performance under the Lending Test is rated "Low Satisfactory" based on a full-scope review of the bank's performance in the Omaha MSA.

#### **Lending Activity**

*Refer to Table 1 in Appendix C for the facts and data used to evaluate the bank's lending activity.*

Home mortgage loans represent the largest volume of total reported loans. Home Mortgage Loans represent approximately 80% of the reported loans originated/purchased during the evaluation period. Small loans to businesses and farms represent about 17% and 3%, respectively, of the total.

Among home mortgage loan originations/purchases, home purchase and refinance loans represent the greatest volumes. Home purchase loans account for 32% of home mortgage loans and refinance loans 57%. These profiles are comparable with the Omaha MSA, which is the full-scope AA under review.

WFNE's lending activity is good. In the Omaha MSA, the bank ranks second in deposit market share at 14%, and, based on 1998 HMDA aggregate data, the bank and its affiliates rank second in the origination/purchase of home purchase loans with a 7.5% market share. The bank achieved a 13.1% market share in the origination/purchase of home refinance loans, and a 12% market share in the origination/purchase of home improvement loans. The bank ranks fifth in both the origination/purchase of small loans to businesses and the origination/purchase of small loans to farms, with respective market shares of 9.8% and 6.9%.

#### **Distribution of Loans by Income Level of the Geography**

WFNE's overall geographic distribution of lending is adequate. The bank had an adequate geographic distribution of home mortgage loans and a good distribution small business loans in the Omaha MSA. We based our conclusions primarily upon the bank's lending distribution compared to area demographics. The demographic comparison was then supplemented by a market share analysis.

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

*Refer to Tables 2, 3 and 4 in Appendix C for the facts and data used to evaluate the geographic distribution of the bank's home mortgage loan originations and purchases.*

WFNE's overall geographic distribution of home mortgage loans is poor.

### ***Home Purchase Loans***

WFNE's distribution of home purchase loans by income level of geography is poor. The portion of home purchase loans made in low-income tracts is below the portion of owner-occupied housing units that are within those tracts. In addition, in moderate-income tracts, the bank's portion of home purchase loans is below demographics.

In evaluating the bank's market share of home purchase loans it should be noted that purchased loans are dominated by another lender. This lender has an exclusive agreement with the Nebraska Investment Finance Authority (NIFA). The NIFA sponsors a bond program that supports first-time homebuyers, particularly those that are low- or moderate-income. The lender, in addition to originating its own loans, purchases and services all loans originated under the NIFA program by other lenders. Therefore, our analysis of home purchase lending only evaluated originated loans and excluded purchased loans. WFNE's market share of loans originated in low-income and moderate-income tracts at 2.1% and 6.9%, respectively, are below its overall market share of 8.8%. While WFNE is the second ranked originator of home purchase loans in the MSA, it ranks twelfth in lending in low-income CTs and third in moderate-income CTs.

### ***Home Improvement Loans***

WFNE's distribution of home improvement loans by income level of geography is good. The portion of home improvement loans made in low-income tracts matches the portion of owner-occupied housing units that are within those tracts. The respective market share of loans made in low-income tracts, however, is well below the bank's overall market share. In moderate-income tracts, the bank's loan distribution was near demographics as was its respective market share of loans made in moderate-income compared to its overall market share.

### ***Home Refinance Loans***

WFNE's distribution of home refinance loans by income level of geography is adequate. The portion of refinance loans made in low-income tracts is below the portion of owner-occupied housing units that are within those tracts. The market share of loans made in low-income tracts is moderately below the bank's overall market share. In moderate-income tracts, the bank's portion of home refinance loans is also below demographics, however its respective market share exceeds the bank's overall market share.

## **Small Loans to Businesses**

*Refer to Table 5 in Appendix C for the facts and data used to evaluate the geographic distribution of the bank's origination/purchase of small loans to businesses.*

WFNE's distribution of small loans to businesses, by income level of geography is good. The portion of small loans to businesses made in low-income tracts is moderately below the portion of businesses that are in those geographies. Likewise, the bank's market share of such loans is moderately below the bank's overall market share. In moderate-income tracts, the portion of small loans to businesses is also moderately below the portion of businesses that are in those geographies. The market share of such loans exceeds the bank's overall market share.

## **Small Loans to Farms**

*Refer to Table 6 in Appendix C for the facts and data used to evaluate the geographic distribution of the bank's origination/purchase of small loans to farms.*

In the Omaha MSA, only 51 of the 1,119 farms are located in low- and moderate-income geographies. Accordingly, no conclusions were rendered as the data was insignificant to draw any meaningful conclusions.

## **Lending Gap Analysis**

The analysis of WFNE's home mortgage loans, and small loans to businesses and farms did not reveal any conspicuous gaps in the geographic distribution of loans in the Omaha MSA.

## **Inside/Outside Ratio**

A substantial majority of the bank's loans are originated/purchased within its AA. During the evaluation period, 91% of the bank's home mortgage loans were originated within its AAs. In addition, 76% and 92% of the bank's small loans to businesses and farms, respectively, were originated within its AAs.

## **Distribution of Loans by Income Level of the Borrower**

WFNE's overall borrower distribution of lending is adequate. The bank's distribution of home mortgage loans is adequate and small loans to businesses is excellent in the Omaha MSA. We based our conclusions primarily upon the bank's lending distribution compared to area demographics. The demographic comparison was then supplemented by a market share analysis.

## **Home Mortgage Loans**

*Refer to Tables 7, 8 and 9 in Appendix C for the facts and data used to evaluate the*

*borrower distribution of the bank's home mortgage loan originations and purchases.*

The overall distribution of WFNE's home mortgage loans by the income level of the borrower is adequate.

#### *Home Purchase Loans*

WFNE's distribution of home purchase loans by the income level of the borrower is adequate. In the Omaha MSA, the bank's portion of home purchase loans made to low-income borrowers is well below the portion of families defined as such. The portion of home purchase loans WFNE made to moderate-income borrowers matches the portion of moderate-income families.

As previously mentioned, in evaluating the bank's market share of home purchase loans it should be noted that purchased loans are dominated by one lender. This lender has an exclusive agreement with the Nebraska Investment Finance Authority (NIFA). The NIFA sponsors a bond program that supports first-time homebuyers, particularly those that are low- or moderate-income. The lender, in addition to originating its own loans, purchases and services all loans originated under the NIFA program by other lenders. Therefore, our analysis of home purchase lending only evaluated originated loans and excluded purchased loans. WFNE's market share of loans originated to low- and moderate-income borrowers at 6.7% and 7.2%, respectively, are moderately below its overall market share of 8.8%. WFNE is the second ranked originator of home purchase loans in the MSA, it ranks third in lending to low-income borrowers and fourth in lending to moderate-income borrowers.

#### *Home Improvement Loans*

WFNE's distribution of home improvement loans by the income level of the borrower is adequate. In the Omaha MSA, the portion of home improvement loans made to low-income borrowers is half the portion of families defined as such and the respective market share of loans to low-income families is below the bank's overall market share. The portion of home improvement loans made to moderate-income borrowers is moderately close to the portion of moderate-income families. Likewise, the market share of such loans is moderately close to the bank's overall market share.

#### *Home Refinance Loans*

WFNE's distribution of home refinance loans by the income level of the borrower is adequate. The bank's portion of refinance loans made to low-income borrowers is over a third the portion of families defined as such. The market share of refinance loans made to low-income families nearly matches the bank's overall market share. The portion of refinance loans made to moderate-income borrowers is three-quarter the portion of moderate-income families. And, the market share of such loans nearly matches the bank's overall market share.

## **Small Loans to Businesses**

*Refer to Table 10 in Appendix C for the facts and data used to evaluate the borrower distribution of the bank's origination/purchase of small loans to businesses.*

WFNE's distribution of small loans to smaller businesses is excellent in the Omaha MSA. The bank's portion of small loans to small businesses (businesses with annual revenues of \$1 million or less) exceeds the demographic portion of those businesses. In addition, the market share of small loans made to small businesses exceeds the bank's overall market share for small loans to all businesses.

## **Small Loans to Farms**

*Refer to Table 11 in the Appendix C for the facts and data used to evaluate the borrower distribution of the bank's origination/purchase of small loans to businesses.*

In the Omaha MSA, the bank had nominal lending activity (54 loans) with small loans to farms over the evaluation period. Accordingly, no conclusions were rendered as the data was insufficient to draw any meaningful analysis.

## **Community Development Lending**

*Refer to Table 1 in Appendix C for the facts and data used to evaluate the bank's level of CD lending.*

WFNE's CD lending had a positive impact on the bank's Lending Test conclusions. The quantity and quality of WFNE's CD lending in the Omaha MSA enhance the overall performance of WFNE under the lending test. CD loans total \$19.4 million (15 loans originated) and represent a significant portion of the bank's Tier I Capital level. The activity also represents a significant response to the credit needs within the bank's AA, primarily through financing needed projects to foster revitalization initiatives. Some of the loans have complex and innovative features, as described below.

The following are examples of CD loans that address the needs of LMI neighborhoods or individuals:

WFNE financed the construction of a new plant for a local business, which helped revitalize and stabilize the area. The business, located in a moderate-income census tract, employs over five hundred employees and provided over fifty new jobs for unskilled and semi-skilled workers. Without the bank's financing, the company would not have been able to continue operating as its old facility did not meet tightening USDA quality guidelines. The bank provided \$12 million in financing during the evaluation period.

WFNE also provided \$4 million for equipment financing to a borrower located in a redevelopment area. The business is located in a moderate-income census tract identified by the city as blighted. This is a portion of the financing that will allow the borrower to expand operations and create an additional 20 jobs for area residents. The bank worked with the city, which has committed to tax increment financing. The project will also eliminate a potential environmental hazard as the property was previously used as a dumpsite. A related entity of the bank helped underwrite the Industrial Development Revenue Bond for this project.

WFNE participates in a consortium of nine local lenders and several not-for-profit developers whose express purpose is to provide funding for the purchase of single-family homes by LMI families located in LMI areas. The goal of the organization is to provide funding for 100 homes per year. Funds are provided for down-payment assistance as well as for a subsidy to the developer. The organization does a significant amount of pre- and post-closing counseling. The bank became involved with the organization in January 2000, and has purchased \$16,000. in a loan pool. In addition, the bank has made contributions and a bank employee serves on the board of directors and the loan review committee for the organization.

### **Product Innovation and Flexibility**

Product innovation and flexibility had a neutral impact on the Lending Test conclusions. The bank, and/or its affiliates, offer and/or participate in several flexible mortgage-related lending programs. As examples, nine loans totaling \$383 thousand under the Freddie 97 program were provided. This program is designed for borrowers with income restrictions who have minimal cash reserves. Also, six loans were originated totaling \$756 thousand under the 3% Solution Program which assists borrowers with nominal down payment resources. WFNE offers several other programs including the Community Home Ownership Program, which target LMI borrowers with home ownership possibilities. Flexible criteria here include higher loan to collateral value ratios. The bank provided 13 loans through this program for \$620 thousand.

## **Conclusion for Areas Receiving Limited-Scope Reviews**

Based on limited-scope reviews, the bank's performance under the Lending Test in each of the limited-scope AAs is stronger than the bank's overall "Low Satisfactory" performance under the Lending Test. The stronger performance is centered in the geographic and borrower distribution of home purchase loans. This stronger performance did not raise the level of the bank's overall performance under the Lending Test. *Refer to Tables 1 through 11 in Appendix C for the facts and data that support these conclusions.*

## INVESTMENT TEST

### Conclusions for Areas Receiving Full-Scope Reviews

The bank's performance under the Investment Test is rated "High Satisfactory." Based on full-scope reviews, the bank's performance in the Omaha MSA is good.

*Refer to Table 12 in Appendix C for the facts and data used to evaluate the bank's level of qualified investments.*

WFNE made 178 qualified investments totaling \$5.8 million in the Omaha MSA. To assist in gauging the relative volume of investments, we calculated their relationship to Tier 1 capital, allocated by AA. This represents a substantial 5.9% of the bank's prorated Tier 1 Capital being made in qualified investments over the four-year evaluation period. The majority of this volume consists of the MSA's allocated portion of LMI-mortgage-backed securities and multifamily mortgage-backed securities. These securities were purchased by WFNE's affiliate Wells Fargo Bank Minnesota. The portion of securities that were supported by LMI-mortgages in Nebraska was allocated to WFNE for CRA consideration. The allocated portion was not considered in any other affiliate's CRA performance. Also included are a variety of local grants and contributions within this MSA. These have supported primarily community services for LMI persons, along with some small business development.

Although all of these investments are responsive to identified needs in the bank's MSA, none is notable for its innovation or creativity.

### Conclusions for Area Receiving Limited-Scope Reviews

Based upon limited-scope reviews, the bank's performance in the Grand Island-Hastings AA, Lincoln MSA, and Norfolk AA is not inconsistent with the bank's "High Satisfactory" performance under the Investment Test.

*Refer to Table 12 in Appendix C for the facts and data used to evaluate the bank's level of qualified investments.*

## SERVICE TEST

### Conclusion for Areas Receiving Full-Scope Reviews

The bank's performance under the Service Test is rated "Low Satisfactory." Based on the full-scope review, the bank's performance in the Omaha MSA is adequate.

#### Retail Banking Services

*Refer to Table 13 in Appendix C for the facts and data used to evaluate the distribution of the bank's branch delivery system and the branch openings and closings.*

WFNE's delivery systems have adequate accessibility to geographies and individuals of different income levels throughout the Omaha MSA. The distribution of WFNE offices in both low- and moderate-income geographies is less than the corresponding demographics. However, when including one branch that borders (across the street) a low-income geography, the distribution in low-income geographies slightly exceeds the demographics living there.

Branch openings and closures have not adversely affected the accessibility of delivery systems in the Omaha MSA.

WFNE offers a wide range of alternate delivery systems, including telephone banking and ATMs. Since the bank could not provide specific information on how low- and moderate-income individuals and geographies are impacted by the services, significant weight was not placed on the alternative delivery system when drawing conclusions for each full-scope area under the Service Test. The bank has 48 ATMs, of which three are in low-income geographies and five are in moderate-income geographies. The portion of ATMs in low-income geographies exceeds the portion of population living in those geographies. The portion of ATMs in moderate-income geographies is significantly lower than the portion of population living in those geographies.

WFNE's hours and services offered throughout the full-scope AA are good. Office hours and services in the Omaha MSA, are comparable among all locations regardless of the income level of the geography. Banking hours and services provided Monday through Friday are supplemented by Saturday hours at twelve of the seventeen branches, including one of two moderate-income branches. Also, a majority of the branches offer extended drive-up hours.

WFNE offers a no-minimum-balance-checking account that allows customers, including those who are low- and moderate-income, to maintain accounts without fees. Through working with the Omaha Partnership Banking Program, WFNE has provided financial

education to about 300 low-and moderate-income individuals per year during the evaluation period.

### **Community Development Services**

Based on the high volume of CD services, WFNE's performance in providing CD services to the Omaha MSA is good. In the Omaha MSA, WFNE has targeted its CD service efforts to small business, economic development and affordable housing initiatives in response to identified needs within the AA. WFNE is involved in six small business organizations, two economic development organizations, four affordable housing organizations, and nineteen local organizations that provide services to various low-and moderate-income members of the community. The bank's involvement is primarily centered in participating on boards, serving on the loan committees for two small business organizations, providing technical assistance, and assisting in fund raising for the many community service organizations the bank is involved with.

### **Conclusions for Areas Receiving Limited-Scope Reviews**

Based on limited scope reviews, the bank's performance under the Service Test in the Lincoln MSA, Grand Island-Hastings AA, and Norfolk AA is not inconsistent with the bank's overall "Low Satisfactory" performance under the Service Test. Refer to Table 13, Appendix C, for the facts and data that support these conclusions.

## 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 metropolitan and non-metropolitan areas 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").

<b>Time Period Reviewed</b>	Lending Test: January 1, 1997 to December 31, 1999 Investment Test: May 3, 1996 to June 12, 2000 Service Test: May 3, 1996 to June 12, 2000	
<b>Financial Institution</b>		<b>Products Reviewed</b>
Wells Fargo Bank Nebraska, N. A. Omaha, Nebraska		Home mortgage loans, small loans to businesses and farms, CD loans.
<b>Affiliate(s)</b>	<b>Affiliate Relationship</b>	<b>Products Reviewed</b>
Wells Fargo Home Mortgage Corporation	Holding company subsidiary	Home purchase and refinance loans
Norwest Home Improvement, Inc.	Holding company subsidiary	Home improvement loans
Wells Fargo Funding, Inc.	Holding company subsidiary	Home purchase and refinance loans
<b>List of Assessment Areas and Type of Examination</b>		
<b>Assessment Area</b>	<b>Type of Exam</b>	<b>Other Information</b>
Omaha MSA #5920 Grand Island-Hastings AA Lincoln MSA #4360 Norfolk AA	Full-Scope Limited-Scope Limited-Scope Limited-Scope	

# Appendix B: Market Profiles for Full-Scope Areas

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### Market Profiles for Areas Receiving Full-Scope Reviews

Omaha MSA AA .....B-2

## Appendix B: Market Profiles for Full Scope Areas

### Omaha MSA

Demographic Information for Full-Scope Area: Omaha MSA						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts/BNAs)	140	10.71	25.00	41.43	22.14	0.71
Population by Geography	556,952	5.51	19.09	46.01	29.39	0.00
Owner-Occupied Housing by Geography	132,885	3.14	15.27	50.44	31.15	0.00
Businesses by Geography	21,160	4.52	12.88	45.94	36.67	0.00
Farms by Geography	1,119	0.36	4.20	75.16	20.29	0.00
Family Distribution by Income Level	145,490	16.87	18.13	25.74	39.26	0.00
Distribution of Low- and Moderate-Income Families throughout AA Geographies	50,921	10.14	30.14	46.00	13.72	0.00
Median Family Income HUD Adjusted Median Family Income for 1998 Households Below the Poverty Level	= \$36011 = \$53,600 = 9.93%	Median Housing Value Unemployment Rate (1999)				= \$58,523 = 2.3%

(\*) The NA category consists of geographies that have not been assigned an income classification.  
Source: 1990 U.S. Census and 1999 HUD updated MFI.

The Omaha MSA comprises the most significant portion of WFNE deposits, at 70%. The bank holds a second deposit market rank position in the AA, with a 14% deposit market share. First National Bank of Omaha holds the primary market rank position, with a market share of 35%. There are numerous mortgage companies competing in the market. WFNE holds the number two market rank position behind Commercial Federal Mortgage for all HMDA reported mortgage loan originations. WFNE and Commercial Federal Mortgage have market shares of 10.4% and 10.7%, respectively. Their next competitor First Commerce Mortgage Company holds a 6.2% market share. There are many small business and small farm lenders. WFNE holds a fifth market rank position for both of these products. The two leading small business and small farm lenders are First National Bank of Omaha and Pinnacle Bank. WFNE's branches in this AA account for 57% of the bank's branches.

The bank's AA covers the Nebraska portion of the Omaha MSA. Located on the Nebraska-Iowa border, the Omaha metro area consists of Cass, Douglas, Sarpy, and Washington counties in Nebraska. The MSA also includes Pottawattamie County in Iowa, which is not part of this AA. The metro area has just over 700,000 residents, or 42% of the state's population. Omaha is the financial center of the state. It is also home to the nation's largest railroad company, Union Pacific. Other major employers include area hospitals, food processors, agricultural manufacturing, the University of Nebraska, and the military. Unemployment is extremely low at 2.3% for 1999 versus the nationwide average of 4.1%. Housing prices have increased significantly to an average of \$162 thousand for new homes (Source: Metro Economics) and \$109 thousand for existing homes

(Source: Haver Regional Economic Focus).

As part of our evaluation, we considered information derived from various community organizations supporting housing, small business, and economic development initiatives. This information indicates that the primary credit needs in the bank's AAs are loans for affordable housing followed by loans for small business purposes.

## Appendix C: Tables of Performance Data

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### Content of Standardized 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: purchased loans are treated as originations/purchases; market rank is based on the number of loans originated and purchased by the bank as compared to all other lenders in the MSA/AA; and market share is the number of loans originated and purchased by the bank as a percentage of the aggregate number of reportable loans originated and purchased by all lenders in the MSA/AA. The following is a listing and brief description of the tables:

- Table 1. Lending Volume** - Presents the number and dollar amount of reportable loans originated and purchased by the bank over the evaluation period by MSA/AA.
- Table 2. Geographic Distribution of Home Purchase Loans** - 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 market rank and market share information based on the most recent aggregate market data available.
- Table 3. Geographic Distribution of Home Improvement Loans** - See Table 2.
- Table 4. Geographic Distribution of Refinance Loans** - See Table 2.
- Table 5. Geographic Distribution of Small Loans to Businesses** - The percentage distribution of the number of small loans (less than or equal to \$1 million) to businesses 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) throughout those geographies. The table also presents market rank and market share information based on the most recent aggregate market data available.
- Table 6. Geographic Distribution of Small Loans to Farms** - 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 market rank and market share information based on the most recent aggregate market data available.
- Table 7. Borrower Distribution of Home Purchase Loans** - 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 MSA/AA. The table also presents market rank and market share information based on the most recent aggregate market data available.
- Table 8. Borrower Distribution of Home Improvement Loans** - See Table 7.

- Table 9. Borrower Distribution of Refinance Loans** - See Table 7.
- Table 10. Borrower Distribution of Small Loans to Businesses** - Compares the percentage distribution of the number of small loans (less than or equal to \$1 million) originated and purchased by the bank to businesses with revenues of \$1 million or less to the percentage distribution of businesses with revenues of \$1 million or less. The table also compares the banks percentage distribution with the percentage of loans originated and purchased by all other small business reporters in the bank's AA to businesses with revenues of \$1 million or less and is based on the most recent aggregate market data available. In addition, the table presents the percentage distribution of the number of loans originated and purchased by the bank by loan size, regardless of the revenue size of the business. Market share information is presented based on the most recent aggregate market data available.
- Table 11. Borrower Distribution of Small Loans to Farms** - Compares the percentage distribution of the number of small loans (less than or equal to \$500 thousand) originated and purchased by the bank to farms with revenues of \$1 million or less to the percentage distribution of farms with revenues of \$1 million or less. The table also compares the banks percentage distribution with the percentage of loans originated and purchased by all other small farm reporters in the bank's AA to farms with revenues of \$1 million or less and is based on the most recent aggregate market data available. In addition, the table presents the percentage distribution of the number of loans originated and purchased by the bank by loan size, regardless of the revenue size of the farm. Market share information is presented based on the most recent aggregate market data available.
- Table 12. Qualified Investments** - Presents the number and dollar amount of qualified investments made by the bank in each MSA/AA. The table separately presents investments made during prior evaluation periods that are still outstanding and investments made during the current evaluation period. Prior period investments are reflected at their book value as of the end of the evaluation period. Current period investments are reflected at their original investment amount even if that amount is greater than the current book value of the investment. The table also presents the number and dollar amount of unfunded qualified investment commitments. In order to be included, an unfunded commitment must have been reported on schedule RC-L of the Call Reports as an off-balance sheet item.
- Table 13. Distribution of Branch Delivery System and Branch Openings/Closings** - Compares the percentage distribution of the number of the bank's branches in low-, moderate-, middle- and upper-income geographies to the percentage of the population within each geography in each MSA/AA. The table also presents data on branch openings and closings in each MSA/AA.

**Table 1. Lending Volume**

LENDING VOLUME		Evaluation Period: 01/01/1997 TO 12/31/1999										
MSA/Assessment Area	% of Rating Area Deposits in AA*	Home Mortgage		Small Business		Small Farm		Community Development		Total Reported Loans		% of Rating Area Loans in AA (% of #)
		#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	
<b>Full Scope</b>												
Omaha MSA	70	11,472	854,902	2,034	242,305	54	4,892	15	19,383	13,575	1,121,482	65
<b>Limited Scope</b>												
Grand Island Non-MSA	15	1,257	58,313	732	66,370	472	26,820	7	1,741	2,468	153,244	12
Lincoln MSA	10	2,763	196,215	545	63,049	11	1,703	13	4,299	3,332	265,266	16
Norfolk Non-MSA	5	1,274	78,201	196	15,537	145	6,381	1	1,130	1,616	101,249	7

\* Deposit Data as of June 30, 1999.

**Table 2. Geographic Distribution of Home Purchase Loans**

Geographic Distribution: HOME PURCHASE										Evaluation Period: 01/01/1997 TO 12/31/1999						
MSA/Assessment Area	Low Income Geographies		Moderate Income Geographies		Middle Income Geographies		Upper Income Geographies		Overall Market Rank*	Market Share by Geography*					Total Home Purchase Loans	
	% Owner Occ Units	% Bank Loans	% Owner Occ Units	% Bank Loans	% Owner Occ Units	% Bank Loans	% Owner Occ Units	% Bank Loans		Overall	Low	Mod	Mid	Upper	#	% of Total**
<b>Full Scope</b>																
Omaha MSA	3	1	15	8	50	40	31	52	2	7.5	1.4	5.2	6.5	9.7	3,504	66
<b>Limited Scope</b>																
Grand Island Non-MSA	0	0	1	1	61	55	37	44	2	16.5	0.0	18.2	22.7	26.0	315	6
Lincoln MSA	1	0	15	11	61	54	23	34	8	4.9	0.0	3.7	4.5	6.7	803	15
Norfolk Non-MSA	0	0	0	0	81	71	19	29	1	45.4	0.0	0.0	47.5	42.2	666	13

\* Based on 1998 Aggregate HMDA Data only. Market rank is for all income categories combined.

\*\* Home purchase loans within an MSA/AA as a % of all home purchase loans in the rating area.

**Table 3. Geographic Distribution of Home Improvement Loans**

Geographic Distribution: HOME IMPROVEMENT										Evaluation Period: 01/01/1997 TO 12/31/1999						
MSA/Assessment Area	Low Income Geographies		Moderate Income Geographies		Middle Income Geographies		Upper Income Geographies		Overall Market Rank*	Market Share by Geography					Total Home Improvement Loans	
	% Owner Occ Units	% Bank Loans	% Owner Occ Units	% Bank Loans	% Owner Occ Units	% Bank Loans	% Owner Occ Units	% Bank Loans		Overall	Low	Mod	Mid	Upper	#	% of Total**
<b>Full Scope</b>																
Omaha MSA	3	3	15	13	50	49	31	35	2	12.0	6.8	11.5	13.1	11.7	1,380	70
<b>Limited Scope</b>																
Grand Island Non-MSA	0	0	1	2	61	59	37	39	1	50.7	0.0	0.0	51.8	61.7	215	11
Lincoln MSA	1	0	15	12	61	54	23	33	6	8.3	0.0	3.3	8.2	14.7	268	14
Norfolk Non-MSA	0	0	0	0	81	72	19	28	1	39.0	0.0	0.0	38.9	69.2	96	5

\* Based on 1998 Aggregate HMDA Data only. Market rank is for all income categories combined.

\*\* Home improvement loans within an MSA/AA as a % of all home improvement loans in the rating area.

**Table 4. Geographic Distribution of Home Mortgage Refinance Loans**

Geographic Distribution: HOME MORTGAGE REFINANCE										Evaluation Period: 01/01/1997 TO 12/31/1999						
MSA/Assessment Area	Low Income Geographies		Moderate Income Geographies		Middle Income Geographies		Upper Income Geographies		Overall Market Rank*	Market Share by Geography					Total Home Mortgage Refinance Loans	
	% Owner Occ Units	% Bank Loans	% Owner Occ Units	% Bank Loans	% Owner Occ Units	% Bank Loans	% Owner Occ Units	% Bank Loans		Overall	Low	Mod	Mid	Upper	#	% of Total**
<b>Full Scope</b>																
Omaha MSA	3	1	15	9	50	46	31	44	1	13.1	5.4	14.4	13.8	12.9	6,571	69
<b>Limited Scope</b>																
Grand Island Non-MSA	0	0	1	1	61	56	37	43	1	22.2	0.0	11.1	25.2	24.9	721	8
Lincoln MSA	1	0	15	10	61	58	23	31	4	7.4	1.1	7.1	7.9	7.0	1,681	18
Norfolk Non-MSA	0	0	0	0	81	62	19	38	1	35.1	0.0	0.0	35.9	37.3	509	5

\* Based on 1998 Aggregate HMDA Data only. Market rank is for all income categories combined.

\*\* Refinance loans within an MSA/AA as a % of all refinance loans in the rating area.

**Table 5. Geographic Distribution of Small Loans to Businesses**

Geographic Distribution: SMALL BUSINESS										Evaluation Period: 01/01/1997 TO 12/31/1999						
MSA/Assessment Area	Low Income Geographies		Moderate Income Geographies		Middle Income Geographies		Upper Income Geographies		Overall Market Rank*	Market Share by Geography*					Total Small Business Loans	
	% of Businesses	% Bank Loans	% of Businesses	% Bank Loans	% of Businesses	% Bank Loans	% of Businesses	% Bank Loans		Overall	Low	Mod	Mid	Upper	#	% of Total**
<b>Full Scope</b>																
Omaha MSA	5	3	13	11	46	37	37	48	5	9.8	8.1	11.2	10.0	9.8	2,034	58
<b>Limited Scope</b>																
Grand Island Non-MSA	0	0	3	7	64	59	33	34	1	19.5	0.0	36.0	18.8	19.5	732	21
Lincoln MSA	5	2	19	19	59	54	17	23	6	5.2	3.8	5.7	4.8	6.5	545	16
Norfolk Non-MSA	0	0	0	0	91	78	9	22	5	9.8	0.0	0.0	9.5	14.5	196	6

\* Based on 1998 Aggregate Small Business Data only. Market rank is for all income categories combined.

\*\* Small Business loans within an MSA/AA as a % of all Small Business loans in the rating area.

**Table 6. Geographic Distribution of Small Loans to Farms**

Geographic Distribution: SMALL FARM																
Evaluation Period: 01/01/1997 TO 12/31/1999																
MSA/Assessment Area	Low Income Geographies		Moderate Income Geographies		Middle Income Geographies		Upper Income Geographies		Overall Market Rank*	Market Share by Geography*					Total Loans Small Farm Loans	
	% of Farms	% Bank Loans	% of Farms	% Bank Loans	% of Farms	% Bank Loans	% of Farms	% Bank Loans		Overall	Low	Mod	Mid	Upper	#	% of Total**
<b>Full Scope</b>																
Omaha MSA	0	0	4	2	75	69	20	30	5	6.9	0.0	0.0	5.0	17.0	54	8
<b>Limited Scope</b>																
Grand Island Non-MSA	0	0	0	1	84	75	16	24	2	33.9	0.0	50.0	30.8	47.8	472	69
Lincoln MSA	0	0	6	9	75	55	18	36	17	0.4	0.0	0.0	0.5	0.0	11	2
Norfolk Non-MSA	0	0	0	0	89	72	11	28	3	16.9	0.0	0.0	14.0	24.3	145	21

\* Based on 1998 Aggregate Small Farm Data only. Market rank is for all income categories combined.

\*\* Small Farm loans within an MSA/AA as a % of all Small Farm loans in the rating area.

**Table 7. Borrower Distribution of Home Purchase Loans**

Borrower Distribution: HMDA HOME PURCHASE										Evaluation Period: 01/01/1997 TO 12/31/1999						
MSA/Assessment Area	Low Income Borrowers		Moderate Income Borrowers		Middle Income Borrowers		Upper Income Borrowers		Overall Market Rank*	Market Share by Borrower Income*					Total Home Purchase Loans	
	% of Families	% Bank Loans**	% of Families	% Bank Loans**	% of Families	% Bank Loans**	% of Families	% Bank Loans**		Overall	Low	Mod	Mid	Upper	#	% of Total
<b>Full Scope</b>																
Omaha MSA	17	6	18	18	26	28	39	47	2	7.5	5.8	6.7	7.3	12.6	3,504	66
<b>Limited Scope</b>																
Grand Island Non-MSA	13	6	17	20	25	27	44	43	2	16.5	12.5	16.8	14.2	18.3	315	6
Lincoln MSA	17	6	18	21	28	32	37	40	8	4.9	4.1	4.3	5.9	8.7	803	15
Norfolk Non-MSA	14	8	18	26	25	30	43	35	1	45.4	42.9	46.8	46.1	47.1	666	13

\* Based on 1998 Aggregate HMDA Data only. Market rank is for all income categories combined.

\*\* As a percentage of loans with borrower income information available.

**Table 8. Borrower Distribution of Home Improvement Loans**

Borrower Distribution: HOME IMPROVEMENT										Evaluation Period: 01/01/1997 TO 12/31/1999						
MSA/Assessment Area	Low Income Borrowers		Moderate Income Borrowers		Middle Income Borrowers		Upper Income Borrowers		Overall Market Rank*	Market Share By Borrower Income*					Total Home Improvement Loans	
	% of Families	% Bank Loans**	% of Families	% Bank Loans**	% of Families	% Bank Loans**	% of Families	% Bank Loans**		Overall	Low	Mod	Mid	Upper	#	% of Total
<b>Full Scope</b>																
Omaha MSA	17	8	18	16	26	28	39	44	2	12.0	7.2	10.0	12.8	13.0	1,380	70
<b>Limited Scope</b>																
Grand Island Non-MSA	13	3	17	14	25	28	44	46	1	50.7	27.3	48.2	35.6	64.7	215	11
Lincoln MSA	17	6	18	16	28	29	37	46	6	8.3	4.4	4.2	8.1	14.2	268	14
Norfolk Non-MSA	14	1	18	9	25	33	43	54	1	39.0	0.0	33.3	37.5	47.1	96	5

\* Based on 1998 Aggregate HMDA Data only. Market rank is for all income categories combined.

\*\* As a percentage of loans with borrower income information available.

**Table 9. Borrower Distribution of Home Mortgage Refinance Loans**

Borrower Distribution: HOME MORTGAGE REFINANCE										Evaluation Period: 01/01/1997 TO 12/31/1999						
MSA/Assessment Area	Low Income Families		Moderate Income Families		Middle Income Families		Upper Income Families		Overall Market Rank*	Market Share by Borrower Income*					Total Loans	
	% of Families	% Bank Loans**	% of Families	% Bank Loans**	% of Families	% Bank Loans**	% of Families	% Bank Loans**		Overall	Low	Mod	Mid	Upper	#	% of Total
<b>Full Scope</b>																
Omaha MSA	17	6	18	13	26	25	39	47	1	13.1	12.5	12.6	13.7	16.4	6,571	69
<b>Limited Scope</b>																
Grand Island Non-MSA	13	3	17	9	25	24	44	53	1	22.2	32.4	19.5	24.0	27.6	721	8
Lincoln MSA	17	4	18	16	28	28	37	44	4	7.4	6.6	8.3	8.3	8.3	1,681	18
Norfolk Non-MSA	14	2	18	8	25	17	43	55	1	35.1	17.4	30.0	26.4	31.2	509	5

\* Based on 1998 Aggregate HMDA Data only. Market rank is for all income categories combined.

\*\* As a percentage of loans with borrower income information available.

**Table 10. Borrower Distribution of Small Loans to Businesses**

Borrower Distribution: SMALL BUSINESS			Evaluation Period: 01/01/1997 TO 12/31/1999							
MSA/Assessment Area	Businesses With Revenues of \$1 million or less			% Distribution of Loans by Original Amount Regardless of Business Size			Market Share*		Total Small Business Loans	
	% Business**	% Bank Loans***	% Market Loans*	\$100,000 or less	>\$100,000 to \$250,000	>\$250,000 to \$500,000	All	Rev \$ 1 Million or Less	#	% of Total
<b>Full Scope</b>										
Omaha MSA	68	68	43	74	13	13	9.8	12.7	2,034	58
<b>Limited Scope</b>										
Grand Island Non-MSA	72	73	51	80	12	8	19.5	20.9	732	21
Lincoln MSA	70	64	54	74	14	12	5.2	5.4	545	16
Norfolk Non-MSA	72	65	39	79	13	8	9.8	12.1	196	6

\* The market consists of all other Small Business reporters in Wells Fargo Bank Nebraska's assessment area and is based on 1998 Aggregate Small Business Data only.

\*\* Businesses with revenues of \$1 million or less as a percentage of all businesses.

\*\*\* Loans to businesses with revenues of \$1 million or less as a percentage of all loans reported as small loans to businesses. No revenue information was available for 6% of small loans to businesses reported by Wells Fargo Bank Nebraska.

**Table 11. Borrower Distribution of Small Loans to Farms**

Borrower Distribution: SMALL FARM										
Evaluation Period: 01/01/1997 TO 12/31/1999										
MSA/Assessment Area	Farms With Revenues of \$1 million or less			% Distribution Loans by Original Amount Regardless of Farm Size			Market Share*		Total Small Farm Loans	
	% Farms**	% Bank Loans***	% Market Loans*	\$100,000 or less	>\$100,000 to \$250,000	>\$250,000 to \$500,000	All	Rev \$ 1 Million or Less	#	% of Total
<b>Full Scope</b>										
Omaha MSA	96	89	78	74	13	13	6.9	7.3	54	8
<b>Limited Scope</b>										
Grand Island Non-MSA	94	99	48	86	12	2	33.9	40.7	472	69
Lincoln MSA	95	90	88	55	18	27	0.4	0.5	11	2
Norfolk Non-MSA	97	99	79	89	10	1	16.9	17.0	145	21

\* The market consists of all other Small Farm reporters in Wells Fargo Bank Nebraska's assessment area and is based on 1998 Aggregate Small Farm Data only.

\*\* As a Percentage of Farms with known revenues.

\*\*\* Loans to businesses with revenues of \$1 million or less as a percentage of all loans reported as small loans to small farms. No revenue information was available for 1% of loans to small farms reported by Wells Fargo Bank Nebraska.

**Table 12. Qualified Investments**

QUALIFIED INVESTMENTS									
Evaluation Period: 05/03/1996 TO 06/12/2000									
MSA/Assessment Area	Prior Period Investments*		Current Period Investments		Total Investment			Unfunded Commitments**	
	#	\$(000's)	#	\$(000's)	#	\$(000's)	% of Total	#	\$(000's)
<b>Full Scope</b>									
Omaha MSA	0	0	178	5,854	178	5,854	59.09	0	0
<b>Limited Scope</b>									
Grand Island Non-MSA	0	0	55	1,416	55	1,416	14.30	0	0
Lincoln MSA	0	0	57	2,223	57	2,223	22.44	0	0
Norfolk Non-MSA	0	0	37	413	37	413	4.17	0	0

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

\*\* "Unfunded Commitments" means legally binding commitments reported on Report of Condition Schedule L-"Off-Balance Sheet Items".

**Table 13. Distribution of Branch Delivery System**

DISTRIBUTION OF BRANCH DELIVERY SYSTEM																	Evaluation Period: 05/03/1996 TO 06/12/2000			
MSA/Assessment Area	Deposits	Branches						Branch Openings/Closings						Population						
	% of Total Bank Deposits	# of Bank Branches	% of Total Bank Branches	Location of Branches by Income of Geographies (%)				# of Branch Closings	# of Branch Openings	Net gain(+) / loss(-) of branches due to openings/closings				% of the Population with Each Geography*						
				Low (%)	Mod (%)	Mid (%)	Upper (%)			Low	Mod	Mid	Upper	Low	Mod	Mid	Upper			
<b>Full Scope</b>																				
Omaha MSA	70.1	17	56.7	0.0	11.8	41.2	47.1	4	6	0	0	+1	+1	5.5	19.1	46.0	29.4			
<b>Limited Scope</b>																				
Lincoln MSA	10.0	6	20.0	0.0	16.7	66.7	16.7	0	0	0	0	0	0	4.8	22.2	55.3	17.8			
Grand Island - Hastings MSA	15.1	5	16.7	0.0	0.0	40.0	60.0	0	0	0	0	0	0	0.0	3.2	62.8	34.1			
Norfolk	4.8	2	6.7	0.0	0.0	100.0	0.0	0	0	0	0	0	0	0.0	0.0	80.5	19.5			

\* The percentage of the population in the MSA/AA that resides in these geographies.