

Triad Business Bank

CRA PUBLIC FILE

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CRA Performance Evaluation – Attachment

Credit Related Comments

There have been no credit related comments during this year and the prior two calendar years.

Branch Address and Geographies Served

Greensboro Branch Office

1501 Highwoods Boulevard Suite 103
Greensboro NC 27410
336-542-1470

MSA/MD Code – 24660
State Code – 37
County Code – 081
Tract Code – 0161.01

Winston-Salem Branch Office

751 West Fourth St Suite 420
Winston Salem, NC 27101
336-422-0970

MSA/MD Code – 49180
State Code – 37
County Code – 067
Tract Code – 0001.00

High Point Branch Office

2845 Penny Road Suite 120
High Point, NC 27265

MSA/MD Code – 24660
State Code – 37
County Code – 081
Tract Code – 0162.05

Branch Openings/Closings

Greensboro Bank office opened 3/23/2020

Winston Salem Bank Office opened 6/10/2020

High Point Bank Office opened – 9/8/2020

There have been no branch closings.

Lending/Deposit Products

Commercial Lending

- Term Loans
- Construction Loans
- Real Estate Acquisition Loans
- Lines of Credit
- Bridge Loans

Commercial Deposit Products

- Business Checking
- Non-profit and Proprietorship Accounts
- IOLTA Accounts
- Commercial Money Market Accounts
- Certificates of Deposit
- Overnight Sweep Accounts
- Courier Pickup Service
- Merchant Card Services/Card Processing

Treasury Services

- Online Banking and Payment Solutions
- ACH Origination
- Wire Transfer
- Remote Deposit Capture
- Zero Balance Accounts
- Sweep Investment Accounts
- Concentration Accounts
- Fraud Services

Personal Banking

- Interest Checking
- Demand Deposits
- Money Market Accounts
- Certificates of Deposit
- Online Banking/Payment Solutions

Personal Lending

- Personal Loans
- HELOCs

Hours of Operations

Greensboro Branch Office

1501 Highwoods Boulevard Suite 103

Greensboro NC 27410

9am-5pm Monday through Friday or by appointment, Lunch Break 12pm – 1pm

Winston-Salem Branch Office

751 West 4th Street, Suite 420

Winston Salem, NC 27101

9am-5pm Monday through Friday or by appointment, Lunch Break 12pm – 1pm

High Point Branch Office

2845 Penny Road

High Point, NC 27265

9am-5pm Monday through Friday or by appointment, Lunch Break 12pm – 1pm

Transaction Fees

FEE SCHEDULE Demand Deposit Fee Schedule

Triad Business Bank
1501 Highwoods Blvd,
Suite 103
Greensboro, North Carolina 27410

FEES AND CHARGES. The following fees and charges may be assessed against your account:

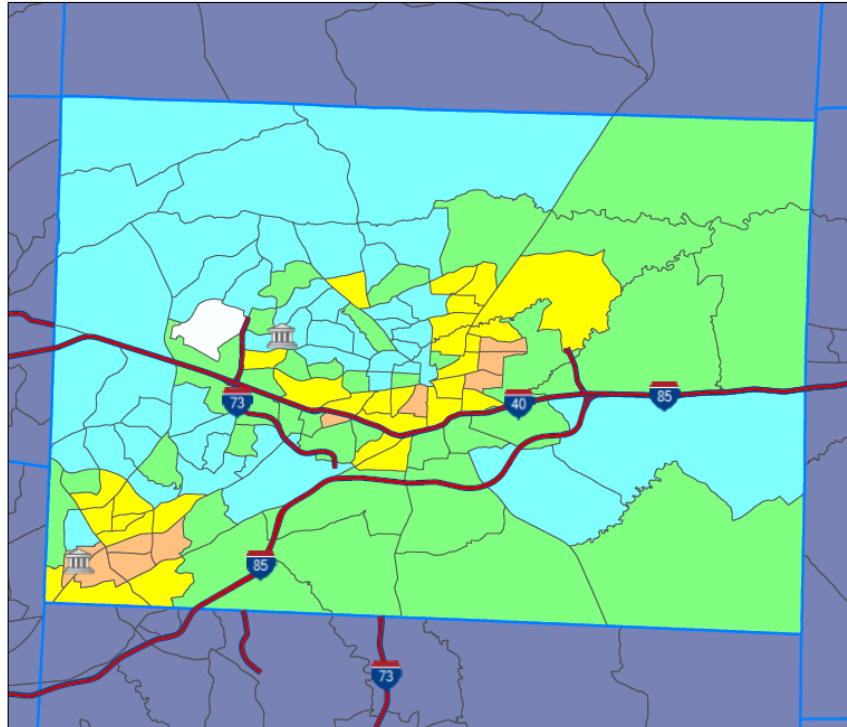
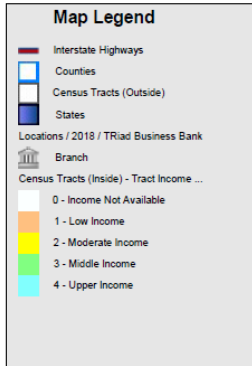
Check printing fees vary by the style of check ordered.

Stop Payment (and Renewals)	\$36.00
Non-Sufficient Funds	\$36.00
Official Check	\$10.00
Branch Initiated Domestic Wire	\$40.00
Branch Initiated International Wire	\$60.00
Monthly Dormant Fee	\$5.00
Savings or Money Market Excessive Withdrawal	\$10.00
Research by Branch or Department (per hour, minimum \$25)	\$25.00
Additional Statement Request	\$10.00
Collection Item	\$25.00
Legal Processing (Levy/Garnishment)	\$100.00
Counter Checks (Sheet of 4)	\$5.00
Chargeback	\$10.00
Debit Card Replacement (first card free)	\$5.00
Incoming Wire	\$12.00
Foreign Currency Fee	\$25.00
Overnight Fee	\$40.00

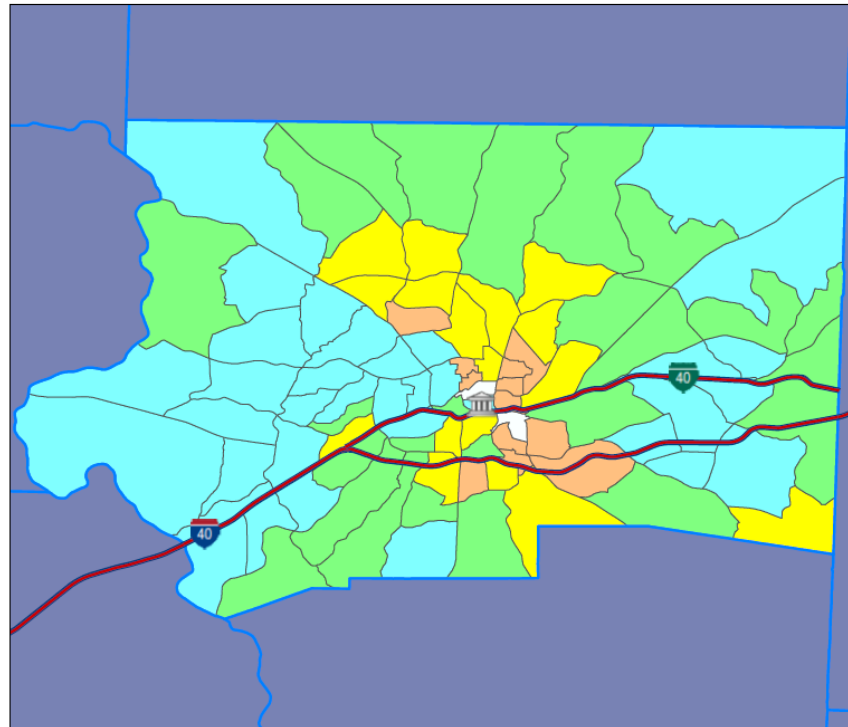
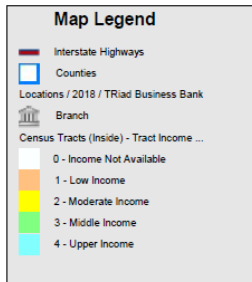
An overdraft fee of \$36.00 will be charged per presentment for covering overdrafts created by check or draft, in-person withdrawal, ATM withdrawal, or other electronic means.

Facility Based Assessment Area Maps

Guilford County



Forsyth County



Identification of Geographies

Forsyth County

State Code	County Code	Tract Code	Tract Income Level	Distressed or Under-served Tract	Tract Median Family Income %	2023 FFIEC Est. MSA /MD nonMSA /MD Median Family Income	2023 Est. Tract Median Family Income	2020 Tract Median Family Income	Tract Population	Tract Minority %	Minority Population	Owner Occupied Units	1- to 4-Family Units
37	67	1	Upper	No	144.97	\$81,300	\$117,861	\$96,500	3239	37.42	1212	239	296
37	67	2	Middle	No	104.17	\$81,300	\$84,690	\$69,342	1303	49.58	646	63	221
37	67	3.01	Low	No	40.43	\$81,300	\$32,870	\$26,914	1888	97.14	1834	189	551
37	67	3.02	Low	No	48.68	\$81,300	\$39,577	\$32,404	1832	94.98	1740	359	900
37	67	4	Low	No	40.98	\$81,300	\$33,317	\$27,284	3232	94.99	3070	505	1249
37	67	5	Low	No	30.9	\$81,300	\$25,122	\$20,568	2344	96.46	2261	156	842
37	67	6	Low	No	43.04	\$81,300	\$34,992	\$28,650	1966	97.46	1916	165	540
37	67	7	Moderate	No	50.07	\$81,300	\$40,707	\$33,329	1577	92.77	1463	114	526
37	67	8.01	Low	No	3.75	\$81,300	\$3,049	\$2,499	2827	97.13	2746	21	309
37	67	8.02	Low	No	38.2	\$81,300	\$31,057	\$25,429	2258	71.48	1614	108	415
37	67	9	Middle	No	99.02	\$81,300	\$80,503	\$65,917	3589	46.78	1679	517	1091
37	67	10	Middle	No	97.36	\$81,300	\$79,154	\$64,808	3946	42.32	1670	824	1601
37	67	11	Upper	No	198.22	\$81,300	\$161,153	\$131,944	2765	34	940	296	870
37	67	12	Upper	No	192.67	\$81,300	\$156,641	\$128,250	2279	14.52	331	634	971
37	67	13	Upper	No	149.6	\$81,300	\$121,625	\$99,583	5265	28.6	1506	359	634
37	67	14	Moderate	No	57.33	\$81,300	\$46,609	\$38,165	3883	83.83	3255	499	1240
37	67	15	Moderate	No	68.42	\$81,300	\$55,625	\$45,549	4361	88.05	3840	619	1491
37	67	16.01	Middle	No	83.26	\$81,300	\$67,690	\$55,427	3607	95.9	3459	1007	1561
37	67	16.02	Moderate	No	59.66	\$81,300	\$48,504	\$39,712	3101	96.26	2985	337	1170
37	67	17	Moderate	No	77.62	\$81,300	\$63,105	\$51,667	5527	85.76	4740	1228	2581
37	67	18	Moderate	No	68.82	\$81,300	\$55,951	\$45,813	4478	91.67	4105	1080	1719
37	67	19.01	Low	No	46.09	\$81,300	\$37,471	\$30,682	1542	79.96	1233	198	653
37	67	19.02	Middle	No	91.84	\$81,300	\$74,666	\$61,136	1871	40.57	759	435	916
37	67	20.01	Low	No	45.22	\$81,300	\$36,764	\$30,104	2536	75.67	1919	507	895
37	67	20.02	Low	No	42.57	\$81,300	\$34,609	\$28,342	3445	71.67	2469	721	1152
37	67	21	Middle	No	106.72	\$81,300	\$86,763	\$71,042	2111	25.86	546	667	1104
37	67	22	Upper	No	122.69	\$81,300	\$99,747	\$81,667	3588	21.15	759	1039	1946
37	67	25.01	Upper	No	320.99	\$81,300	\$260,965	\$213,661	2680	7.46	200	867	1075

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37	67	25.02	Upper	No	248.82	\$81,300	\$202,291	\$165,625	3017	9.12	275	1068	1290
37	67	26.01	Middle	No	119.45	\$81,300	\$97,113	\$79,516	2798	18.83	527	1369	1769
37	67	26.04	Upper	No	154.3	\$81,300	\$125,446	\$102,708	6519	38.66	2520	1576	1913
37	67	26.05	Upper	No	126.25	\$81,300	\$102,641	\$84,038	2569	36.67	942	587	773
37	67	26.06	Upper	No	123.94	\$81,300	\$100,763	\$82,500	4317	31.6	1364	1226	1789
37	67	27.01	Moderate	No	77.32	\$81,300	\$62,861	\$51,467	6329	78.7	4981	1265	1718
37	67	27.02	Moderate	No	70.1	\$81,300	\$56,991	\$46,667	6141	78.49	4820	497	1051
37	67	27.04	Moderate	No	75.38	\$81,300	\$61,284	\$50,179	3424	72.87	2495	166	377
37	67	27.05	Middle	No	91.31	\$81,300	\$74,235	\$60,784	3266	43.6	1424	59	181
37	67	28.01	Middle	No	108.11	\$81,300	\$87,893	\$71,964	4521	18.18	822	1610	2092
37	67	28.04	Middle	No	107.57	\$81,300	\$87,454	\$71,607	3706	54.61	2024	1160	1451
37	67	28.06	Moderate	No	63.81	\$81,300	\$51,878	\$42,478	3285	67.95	2232	371	767
37	67	28.07	Middle	No	93.41	\$81,300	\$75,942	\$62,181	4889	37.51	1834	2002	2465
37	67	28.08	Middle	No	112.03	\$81,300	\$91,080	\$74,576	3934	31.11	1224	1204	1548
37	67	28.09	Upper	No	129.73	\$81,300	\$105,470	\$86,354	3045	34.15	1040	1072	1217
37	67	29.01	Moderate	No	77.48	\$81,300	\$62,991	\$51,575	4901	51.5	2524	1230	1976
37	67	29.03	Middle	No	88.56	\$81,300	\$71,999	\$58,953	3756	47.52	1785	963	1503
37	67	29.04	Middle	No	115.32	\$81,300	\$93,755	\$76,761	2027	15.49	314	785	1055
37	67	30.02	Middle	No	92.37	\$81,300	\$75,097	\$61,490	4235	57.87	2451	1356	1905
37	67	30.03	Middle	No	107.74	\$81,300	\$87,593	\$71,719	3610	35.12	1268	908	1250
37	67	30.04	Upper	No	127.22	\$81,300	\$103,430	\$84,688	3824	26.62	1018	987	1255
37	67	31.03	Upper	No	124.82	\$81,300	\$101,479	\$83,088	5934	17.68	1049	1988	2293
37	67	31.05	Middle	No	107.51	\$81,300	\$87,406	\$71,563	3914	27.93	1093	980	1456
37	67	31.06	Middle	No	105.63	\$81,300	\$85,877	\$70,313	3152	11.42	360	1242	1481
37	67	31.07	Middle	No	116.77	\$81,300	\$94,934	\$77,727	4346	23.79	1034	1141	1521
37	67	31.08	Middle	No	90.87	\$81,300	\$73,877	\$60,491	3569	42.31	1510	1006	1477
37	67	32.01	Upper	No	134.78	\$81,300	\$109,576	\$89,716	4937	24.95	1232	1352	1806

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37	67	32.02	Middle	No	96.04	\$81,300	\$78,081	\$63,933	4244	39.77	1688	963	1360
37	67	33.07	Middle	No	119.03	\$81,300	\$96,771	\$79,236	3798	33.41	1269	878	1073
37	67	33.08	Upper	No	121.99	\$81,300	\$99,178	\$81,203	8301	31.5	2615	2691	3048
37	67	33.09	Middle	No	81.94	\$81,300	\$66,617	\$54,545	5603	70.52	3951	1309	1753
37	67	33.1	Middle	No	99.41	\$81,300	\$80,820	\$66,172	4258	53.66	2285	1320	1767
37	67	33.11	Upper	No	144.71	\$81,300	\$117,649	\$96,326	1970	32.64	643	627	808
37	67	33.12	Middle	No	117.1	\$81,300	\$95,202	\$77,950	4537	27.82	1262	1029	1361
37	67	33.13	Middle	No	107.87	\$81,300	\$87,698	\$71,806	1516	22.89	347	422	632
37	67	33.14	Upper	No	122.19	\$81,300	\$99,340	\$81,335	2935	24.12	708	1097	1206
37	67	33.15	Middle	No	98.9	\$81,300	\$80,406	\$65,833	3729	28.59	1066	772	1209
37	67	34.02	Upper	No	121.12	\$81,300	\$98,471	\$80,625	2396	29.17	699	887	1214
37	67	34.03	Moderate	No	58.26	\$81,300	\$47,365	\$38,783	3375	80.36	2712	407	781
37	67	34.04	Low	No	41.04	\$81,300	\$33,366	\$27,318	3876	84.93	3292	573	1148
37	67	35	Moderate	No	63.4	\$81,300	\$51,544	\$42,206	8076	70.41	5686	1545	2516
37	67	36	Middle	No	94.01	\$81,300	\$76,430	\$62,576	7037	57.45	4043	1579	2455
37	67	37.01	Low	No	40.42	\$81,300	\$32,861	\$26,909	4686	72.94	3418	433	814
37	67	37.02	Middle	No	90.71	\$81,300	\$73,747	\$60,385	5372	57.2	3073	1397	2017
37	67	37.03	Upper	No	135.45	\$81,300	\$110,121	\$90,162	8478	54.26	4600	2183	2777
37	67	38.03	Middle	No	110.58	\$81,300	\$89,902	\$73,611	4942	43.34	2142	1347	1662
37	67	38.04	Moderate	No	75.07	\$81,300	\$61,032	\$49,973	5253	44.03	2313	1466	1962
37	67	38.05	Middle	No	87.97	\$81,300	\$71,520	\$58,561	6598	55.79	3681	1339	1795
37	67	38.06	Middle	No	89.27	\$81,300	\$72,577	\$59,423	3158	39.93	1261	987	1141
37	67	39.03	Moderate	No	67.82	\$81,300	\$55,138	\$45,145	4860	62.3	3028	781	997
37	67	39.04	Middle	No	101.31	\$81,300	\$82,365	\$67,439	6820	38.46	2623	1528	2134
37	67	39.05	Middle	No	98.64	\$81,300	\$80,194	\$65,662	3633	33.88	1231	991	1125
37	67	39.06	Upper	No	209.47	\$81,300	\$170,299	\$139,432	3657	14.36	525	1258	1410
37	67	39.08	Upper	No	247.95	\$81,300	\$201,583	\$165,048	3265	16.29	532	1168	1296
37	67	39.09	Upper	No	164.4	\$81,300	\$133,657	\$109,432	4671	22.2	1037	1412	1701

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37	67	40.05	Upper	No	167.8	\$81,300	\$136,421	\$111,696	4870	13.72	668	1705	1846
37	67	40.07	Upper	No	175.49	\$81,300	\$142,673	\$116,818	8016	17.93	1437	2519	2963
37	67	40.09	Upper	No	148.82	\$81,300	\$120,991	\$99,063	4456	15.51	691	1711	1853
37	67	40.1	Upper	No	221.88	\$81,300	\$180,388	\$147,695	5145	28.47	1465	1096	1554
37	67	40.11	Upper	No	144.49	\$81,300	\$117,470	\$96,182	5908	20.7	1223	1693	2269
37	67	40.12	Middle	No	108.72	\$81,300	\$88,389	\$72,368	6008	26.98	1621	1407	1704
37	67	40.13	Middle	No	114.44	\$81,300	\$93,040	\$76,181	4104	38.89	1596	822	1114
37	67	40.14	Upper	No	137.99	\$81,300	\$112,186	\$91,853	3431	24.72	848	1113	1419
37	67	40.15	Upper	No	161.5	\$81,300	\$131,300	\$107,500	4624	26.38	1220	1471	1615
37	67	41.02	Middle	No	113.42	\$81,300	\$92,210	\$75,500	3128	16.78	525	1209	1491
37	67	41.03	Upper	No	145.53	\$81,300	\$118,316	\$96,875	4244	26.98	1145	1299	1537
37	67	41.04	Upper	No	162.23	\$81,300	\$131,893	\$107,989	4607	26.83	1236	1389	1669

Guilford County

State Code	County Code	Tract Code	Tract Income Level	Distressed or Under-served Tract	Tract Median Family Income %	2023 FFIEC Est. MSA/MD nonMSA/MD Median Family Income	2023 Est. Tract Median Family Income	2020 Tract Median Family Income	Tract Population	Tract Minority %	Minority Population	Owner Occupied Units	1- to 4-Family Units
37	81	101	Moderate	No	62.75	\$81,500	\$51,141	\$41,311	1626	90.9	1478	207	644
37	81	102	Moderate	No	68.85	\$81,500	\$56,113	\$45,329	4659	65.08	3032	520	1006
37	81	103	Moderate	No	65.47	\$81,500	\$53,358	\$43,100	2633	79.26	2087	436	1060
37	81	104.01	Upper	No	165.38	\$81,500	\$134,785	\$108,875	1484	17.18	255	459	706
37	81	104.03	Upper	No	122.52	\$81,500	\$99,854	\$80,658	1634	23.99	392	414	739
37	81	104.04	Upper	No	323.09	\$81,500	\$263,318	\$212,697	2533	5.65	143	890	1074
37	81	105	Upper	No	145.61	\$81,500	\$118,672	\$95,861	2102	17.17	361	705	1069
37	81	106.01	Middle	No	100.28	\$81,500	\$81,728	\$66,016	2857	23.52	672	714	1376
37	81	106.02	Middle	No	108.5	\$81,500	\$88,428	\$71,429	6114	46.79	2861	500	968
37	81	107.01	Upper	No	149.83	\$81,500	\$122,111	\$98,636	2036	30.84	628	401	796
37	81	107.02	Upper	No	123.24	\$81,500	\$100,441	\$81,131	6928	54.14	3751	195	459
37	81	108	Upper	No	131.42	\$81,500	\$107,107	\$86,520	2946	39.21	1155	377	438
37	81	109	Upper	No	123.86	\$81,500	\$100,946	\$81,544	2387	61	1456	254	775
37	81	110	Low	No	40.63	\$81,500	\$33,113	\$26,750	5224	98.26	5133	74	667
37	81	111.01	Moderate	No	58.35	\$81,500	\$47,555	\$38,415	4194	96.95	4066	525	1315
37	81	111.02	Moderate	No	65.17	\$81,500	\$53,114	\$42,907	2753	97.71	2690	614	1270
37	81	112.01	Unknown	No	0	\$81,500	\$0	\$0	3378	84.4	2851	219	439
37	81	112.02	Unknown	No	0	\$81,500	\$0	\$0	2818	96.84	2729	444	1328
37	81	113	Low	No	40.08	\$81,500	\$32,665	\$26,389	2956	94.25	2786	758	1764
37	81	114	Low	No	39.65	\$81,500	\$32,315	\$26,105	5547	92.55	5134	385	1600
37	81	115	Low	No	33.7	\$81,500	\$27,466	\$22,190	3866	69.17	2674	580	1264
37	81	116.01	Moderate	No	60.43	\$81,500	\$49,250	\$39,784	2578	70.64	1821	491	1137
37	81	116.02	Moderate	No	63.84	\$81,500	\$52,030	\$42,031	3140	80.64	2532	359	846
37	81	119.04	Middle	No	81.71	\$81,500	\$66,594	\$53,791	5263	83.09	4373	913	1466
37	81	119.05	Moderate	No	63.72	\$81,500	\$51,932	\$41,952	4781	82.72	3955	1017	1754
37	81	125.03	Upper	No	148.76	\$81,500	\$121,239	\$97,935	4361	26.62	1161	1322	1707

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37	81	125.04	Middle	No	95.26	\$81,500	\$77,637	\$62,716	3645	63.07	2299	436	696
37	81	125.05	Upper	No	196.5	\$81,500	\$160,148	\$129,358	4410	11.41	503	1574	1718
37	81	125.08	Middle	No	97.29	\$81,500	\$79,291	\$64,050	3411	19.2	655	1048	1445
37	81	125.09	Upper	No	161.3	\$81,500	\$131,460	\$106,188	2325	13.38	311	873	966
37	81	125.1	Upper	No	237.26	\$81,500	\$193,367	\$156,196	3262	20.72	676	1350	1389
37	81	125.11	Upper	No	181.25	\$81,500	\$147,719	\$119,321	5059	12.43	629	1831	2011
37	81	126.04	Moderate	No	70.95	\$81,500	\$57,824	\$46,709	4778	84.01	4014	811	1470
37	81	126.07	Middle	No	103.12	\$81,500	\$84,043	\$67,885	2698	57.08	1540	776	929
37	81	126.08	Low	No	35.85	\$81,500	\$29,218	\$23,601	2504	87.26	2185	107	462
37	81	126.1	Middle	No	83.78	\$81,500	\$68,281	\$55,156	3219	83.01	2672	808	1308
37	81	126.11	Low	No	48.64	\$81,500	\$39,642	\$32,023	3855	84.77	3268	497	1056
37	81	126.12	Middle	No	84.43	\$81,500	\$68,810	\$55,585	6304	85.69	5402	1180	1657
37	81	126.17	Moderate	No	71.52	\$81,500	\$58,289	\$47,083	3475	83.19	2891	701	1175
37	81	126.18	Low	No	49.45	\$81,500	\$40,302	\$32,554	3479	80.57	2803	103	1480
37	81	126.19	Middle	No	84.6	\$81,500	\$68,949	\$55,699	3446	60.82	2096	311	587
37	81	126.2	Moderate	No	58.38	\$81,500	\$47,580	\$38,433	3806	81.84	3115	358	892
37	81	126.21	Low	No	37.93	\$81,500	\$30,913	\$24,974	3914	76.7	3002	1022	1424
37	81	127.03	Upper	No	142.51	\$81,500	\$116,146	\$93,819	5505	50.5	2780	964	1500
37	81	127.04	Moderate	No	70.65	\$81,500	\$57,580	\$46,513	3654	82.98	3032	563	1074
37	81	127.05	Moderate	No	56.73	\$81,500	\$46,235	\$37,351	4168	97.02	4044	771	1389
37	81	127.06	Low	No	39.9	\$81,500	\$32,519	\$26,273	3399	94.26	3204	390	1275
37	81	127.07	Low	No	46.94	\$81,500	\$38,256	\$30,906	2677	92.57	2478	193	1020
37	81	128.03	Middle	No	96.12	\$81,500	\$78,338	\$63,281	9306	81.87	7619	2287	3272
37	81	128.04	Low	No	48.81	\$81,500	\$39,780	\$32,138	4299	92.58	3980	828	1665
37	81	128.05	Moderate	No	78.75	\$81,500	\$64,181	\$51,842	2817	88.39	2490	459	672
37	81	136.01	Moderate	No	58.67	\$81,500	\$47,816	\$38,625	4668	30.7	1433	249	493
37	81	136.02	Moderate	No	63.79	\$81,500	\$51,989	\$42,000	4111	66.41	2730	684	1639

State Code	County Code	Tract Code	Tract Income Level	Distressed or Under-served Tract	Tract Median Family Income %	2023 FFIEC Est. MSA/MD nonMSA/MD Median Family Income	2023 Est. Tract Median Family Income	2020 Tract Median Family Income	Tract Population	Tract Minority %	Minority Population	Owner Occupied Units	1- to 4-Family Units
37	81	137	Upper	No	174.49	\$81,500	\$142,209	\$114,875	4123	26.8	1105	1238	1634
37	81	138	Low	No	49.82	\$81,500	\$40,603	\$32,802	3977	87.86	3494	694	2026
37	81	139	Low	No	38.07	\$81,500	\$31,027	\$25,063	4425	91.19	4035	326	1619
37	81	140	Low	No	48.74	\$81,500	\$39,723	\$32,090	3197	64.59	2065	418	1025
37	81	142	Moderate	No	52.96	\$81,500	\$43,162	\$34,866	4043	87.26	3528	473	1633
37	81	143	Low	No	48.53	\$81,500	\$39,552	\$31,948	2943	82.36	2424	157	1094
37	81	144.06	Middle	No	105.73	\$81,500	\$86,170	\$69,605	2511	83.99	2109	854	1096
37	81	144.07	Upper	No	124.46	\$81,500	\$101,435	\$81,938	6129	41.7	2556	1590	2021
37	81	144.08	Moderate	No	76.38	\$81,500	\$62,250	\$50,288	2427	78.37	1902	456	916
37	81	144.09	Middle	No	93.59	\$81,500	\$76,276	\$61,616	3038	43.58	1324	884	1133
37	81	144.1	Moderate	No	72.33	\$81,500	\$58,949	\$47,617	3974	54.86	2180	634	907
37	81	144.11	Moderate	No	67.6	\$81,500	\$55,094	\$44,505	5480	73.38	4021	1009	1568
37	81	144.12	Middle	No	85.83	\$81,500	\$69,951	\$56,506	2823	43.92	1240	744	1023
37	81	145.01	Low	No	49.22	\$81,500	\$40,114	\$32,408	1225	60.82	745	197	532
37	81	145.02	Moderate	No	58.8	\$81,500	\$47,922	\$38,713	4692	73.02	3426	820	1636
37	81	145.03	Moderate	No	75.34	\$81,500	\$61,402	\$49,600	3435	84.75	2911	545	1213
37	81	151	Middle	No	99.03	\$81,500	\$80,709	\$65,197	5594	41.08	2298	1586	2117
37	81	152.01	Middle	No	97.31	\$81,500	\$79,308	\$64,063	5363	32.02	1717	1252	1844
37	81	152.02	Middle	No	115.98	\$81,500	\$94,524	\$76,354	6477	50.69	3283	1262	1518
37	81	153.01	Upper	No	153.16	\$81,500	\$124,825	\$100,833	5506	42.92	2363	1883	2323
37	81	153.02	Middle	No	94.28	\$81,500	\$76,838	\$62,067	4621	66.52	3074	809	1329
37	81	154.01	Upper	No	131.2	\$81,500	\$106,928	\$86,371	5446	47.8	2603	1856	2421
37	81	154.02	Moderate	No	77.4	\$81,500	\$63,081	\$50,956	7760	67.45	5234	1444	2406
37	81	155	Middle	No	84.08	\$81,500	\$68,525	\$55,352	7211	73.39	5292	1465	2347
37	81	156.01	Upper	No	226.99	\$81,500	\$184,997	\$149,432	5439	17.48	951	1481	1667
37	81	156.02	Upper	No	133.48	\$81,500	\$108,786	\$87,875	6245	31.96	1996	1882	2200
37	81	157.03	Upper	No	126.91	\$81,500	\$103,432	\$83,550	6590	38.57	2542	1538	2022

State Code	County Code	Tract Code	Tract Income Level	Distressed or Under-served Tract	Tract Median Family Income %	2023 FFIEC Est. MSA/MD nonMSA/MD Median Family Income	2023 Est. Tract Median Family Income	2020 Tract Median Family Income	Tract Population	Tract Minority %	Minority Population	Owner Occupied Units	1- to 4-Family Units
37	81	157.04	Upper	No	136.6	\$81,500	\$111,329	\$89,926	6347	34.44	2186	1400	1382
37	81	157.05	Middle	No	82.14	\$81,500	\$66,944	\$54,076	2966	40.96	1215	475	753
37	81	157.06	Upper	No	176.58	\$81,500	\$143,913	\$116,250	6193	40.88	2532	2295	2547
37	81	157.07	Upper	No	162.34	\$81,500	\$132,307	\$106,875	6473	31.04	2009	1912	2150
37	81	158	Upper	No	203.17	\$81,500	\$165,584	\$133,750	8668	20.36	1765	2628	3153
37	81	159.01	Upper	No	164.98	\$81,500	\$134,459	\$108,611	6175	15.81	976	1613	1987
37	81	159.02	Upper	No	211.99	\$81,500	\$172,772	\$139,559	4615	21.04	971	1528	1656
37	81	160.03	Upper	No	175.9	\$81,500	\$143,359	\$115,800	4902	26.21	1285	1271	1396
37	81	160.05	Upper	No	157.54	\$81,500	\$128,395	\$103,711	1837	25.42	467	453	519
37	81	160.06	Upper	No	148.67	\$81,500	\$121,166	\$97,874	4211	46.71	1967	644	1119
37	81	160.07	Upper	No	143.6	\$81,500	\$117,034	\$94,537	5059	32.08	1623	1350	1686
37	81	160.08	Upper	No	128.16	\$81,500	\$104,450	\$84,375	7620	34.15	2602	2388	2802
37	81	160.09	Upper	No	156.17	\$81,500	\$127,279	\$102,813	3888	27.65	1075	1376	1503
37	81	160.1	Middle	No	104.29	\$81,500	\$84,996	\$68,661	2698	33.91	915	713	819
37	81	160.11	Middle	No	92.24	\$81,500	\$75,176	\$60,723	5733	62.46	3581	693	979
37	81	161.01	Middle	No	118.31	\$81,500	\$96,423	\$77,891	4684	25.77	1207	1458	1594
37	81	161.02	Moderate	No	63.98	\$81,500	\$52,144	\$42,125	3788	56.15	2127	622	922
37	81	161.03	Middle	No	104.58	\$81,500	\$85,233	\$68,851	5299	58.35	3092	923	1646
37	81	162.01	Upper	No	160.17	\$81,500	\$130,539	\$105,442	6753	23.01	1554	1972	2243
37	81	162.03	Upper	No	154.17	\$81,500	\$125,649	\$101,496	5221	32.35	1689	1498	1738
37	81	162.04	Upper	No	172.75	\$81,500	\$140,791	\$113,726	4557	45.42	2070	1457	1555
37	81	162.05	Upper	No	145.9	\$81,500	\$118,909	\$96,053	4650	51.89	2413	1009	1194
37	81	163.03	Upper	No	148.92	\$81,500	\$121,370	\$98,039	3380	26.45	894	1255	1524
37	81	163.04	Upper	No	164.32	\$81,500	\$133,921	\$108,177	3688	28.42	1048	1454	1580
37	81	163.05	Upper	No	144.3	\$81,500	\$117,605	\$95,000	3484	31.26	1089	999	1093
37	81	163.06	Middle	No	100.63	\$81,500	\$82,013	\$66,250	5452	52.7	2873	1711	1667
37	81	164.05	Moderate	No	58.73	\$81,500	\$47,865	\$38,667	1770	65.93	1167	432	249

State Code	County Code	Tract Code	Tract Income Level	Distressed or Under-served Tract	Tract Median Family Income %	2023 FFIEC Est. MSA/MD nonMSA/MD Median Family Income	2023 Est. Tract Median Family Income	2020 Tract Median Family Income	Tract Population	Tract Minority %	Minority Population	Owner Occupied Units	1- to 4-Family Units
37	81	164.06	Middle	No	119.54	\$81,500	\$97,425	\$78,697	4228	50.99	2156	993	1067
37	81	164.07	Upper	No	153.3	\$81,500	\$124,940	\$100,921	4496	45.57	2049	1224	1549
37	81	164.08	Upper	No	172.54	\$81,500	\$140,620	\$113,589	1972	17.44	344	719	771
37	81	164.09	Upper	No	146.08	\$81,500	\$119,055	\$96,167	2496	25.4	634	885	1025
37	81	164.1	Middle	No	103.19	\$81,500	\$84,100	\$67,937	5450	56.73	3092	1636	1985
37	81	165.02	Middle	No	103.31	\$81,500	\$84,198	\$68,016	6553	37.89	2483	1979	2264
37	81	165.03	Middle	No	117.79	\$81,500	\$95,999	\$77,548	5480	61.31	3360	986	1291
37	81	165.05	Upper	No	131.49	\$81,500	\$107,164	\$86,567	5239	54.29	2844	1220	1452
37	81	165.06	Upper	No	163.02	\$81,500	\$132,861	\$107,321	4845	44.02	2133	1769	1975
37	81	166	Middle	No	99.02	\$81,500	\$80,701	\$65,192	2452	32.26	791	663	927
37	81	167.01	Middle	No	103.17	\$81,500	\$84,084	\$67,920	6046	71.4	4317	1769	2373
37	81	167.02	Middle	No	89.19	\$81,500	\$72,690	\$58,715	3754	21.6	811	1142	1561
37	81	168	Middle	No	109.01	\$81,500	\$88,843	\$71,765	7802	55.67	4343	1877	2657
37	81	169	Middle	No	102.24	\$81,500	\$83,326	\$67,306	4697	14.39	676	1401	1725
37	81	170	Middle	No	104.74	\$81,500	\$85,363	\$68,952	4675	10.87	508	1407	2013
37	81	171.01	Upper	No	159.32	\$81,500	\$129,846	\$104,886	5582	28.14	1571	1799	2081
37	81	171.02	Middle	No	104.85	\$81,500	\$85,453	\$69,028	2366	36.22	857	728	943
37	81	172	Middle	No	117.81	\$81,500	\$96,015	\$77,559	9369	41.12	3853	2789	3438
37	81	9801	Unknown	No	0	\$81,500	\$0	\$0	0	0	0	0	0

Quarterly Loan to Deposit Ratios

1st Quarter 2022

Total Loans 225,247

Total Deposits 332,908

Loan to Deposit Ratio 67.66%

2nd Quarter 2022

Total Loans 238,858

Total Deposits 334,356

Loan to Deposit Ratio 62.14%

3rd Quarter 2022

Total Loans 253,835

Total Deposits 399,091

Loan to Deposit Ratio 63.60%

4th Quarter 2022

Total Loans 273,049

Total Deposits 392,862

Loan to Deposit Ratio 69.50%

1st Quarter 2023

Total Loans 300,970

Total Deposits 428,894

Loan to Deposit Ratio 70.17%

2nd Quarter 2023

Total Loans 316,211

Total Deposits 468,036

Loan to Deposit Ratio 67.56%

3rd Quarter 2023

Total Loans 328,955

Total Deposits 452,047

Loan to Deposit Ratio 72.77%

4th Quarter 2023

Total Loans 334,142

Total Deposits 460,448

Loan to Deposit Ratio 72.57%

PUBLIC DISCLOSURE

March 7, 2022

COMMUNITY REINVESTMENT ACT PERFORMANCE EVALUATION

Triad Business Bank
Certificate Number: 59188

1501 Highwoods Boulevard
Suite 103
Greensboro, NC 27410

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

10 10th Street NE, Suite 800
Atlanta, Georgia 30309-3849

This document is an evaluation of this institution's record of meeting the credit needs of its entire community, including low- and moderate-income neighborhoods, consistent with safe and sound operation of the institution. This evaluation is not, nor should it be construed as, an assessment of the financial condition of this institution. The rating assigned to this institution does not represent an analysis, conclusion, or opinion of the federal financial supervisory agency concerning the safety and soundness of this financial institution.

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INSTITUTION RATING

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

An institution in this group has a satisfactory record of helping to meet the credit needs of its assessment area, including low- and moderate-income neighborhoods, in a manner consistent with its resources and capabilities.

- The loan-to-deposit ratio is reasonable given the institution's size, financial condition, and assessment areas' credit needs.
- The bank made a majority of small business loans inside the assessment areas.
- The geographic distribution of small business loans reflects excellent dispersion throughout the assessment areas.
- The distribution of borrowers reflects reasonable penetration of loans among businesses of different sizes.
- The institution did not receive any CRA-related complaints since the previous evaluation; therefore, this factor did not affect the Lending Test rating.

DESCRIPTION OF INSTITUTION

Triad Business Bank is a \$373.0 million institution that commenced operations on March 16, 2020. The bank does not have a holding company nor affiliates or subsidiaries. This is the bank's first FDIC CRA Performance Evaluation since inception, which will be conducted using Small Institution Examination Procedures.

Triad Business Bank is headquartered and operates its main office in Greensboro, NC and one additional full-service branch in High Point, NC, which are both located in Guilford County and are a part of the Greensboro-High Point, NC Metropolitan Statistical Area (MSA). The bank also operates a full-service branch in Forsyth County, which is a part of the Winston-Salem, NC MSA. The bank has not been involved in any merger or acquisition activity since commencing operations. Refer to the table for additional office information.

Office Locations					
Branch	City/State	County	MSA	Census Tract Income Level	Date Opened
Main Office	Greensboro, NC	Guilford	Greensboro - High Point MSA	Upper	3/16/2020
High Point Branch	High Point, NC	Guilford	Greensboro - High Point MSA	Upper	9/8/2020
Winston Salem Branch	Winston Salem, NC	Forsyth	WinstonSalem MSA	Upper	06/10/2020

The bank is a commercial bank offering traditional deposit and credit-related products primarily to commercial customers in Guilford and Forsyth Counties. The bank's business strategy is to offer products and services primarily to businesses; however, the bank also offers consumer retail products and services throughout the assessment areas. Loan products include commercial and industrial, construction, land development, and commercial real estate. The bank participated in the Small Business Administration's (SBA) Paycheck Protection Program (PPP) in 2020 and 2021. The bank also offers home equity lines of credit and 1-4 family secured loans; however, these are primarily offered to commercial customers. The bank provides a variety of deposit services, including checking, savings, money market deposit, and certificates of deposit accounts. Alternative delivery systems offered include online banking with ATMs, bill-pay, and mobile banking.

As of December 31, 2021, the Consolidated Report of Condition and Income (Call Report) reflects total assets of \$373.0 million, total deposits of \$305.3 million, and total loans of \$179.2 million. As shown in the following table, the bank's significant loan type is commercial loans. Commercial loans, including those secured by non-farm non-residential real estate and commercial and industrial loans, comprise 78.4 percent of the loan portfolio by dollar volume.

Loan Portfolio Distribution as of 12/31/2021		
Loan Category	\$(000s)	%
Construction and Land Development	28,504	15.9
Secured by Farmland	0	0.0
Secured by 1-4 Family Residential Properties	7,312	4.1
Secured by Multifamily (5 or more) Residential Properties	2,541	1.4
Secured by Nonfarm Nonresidential Properties	73,311	40.9
Total Real Estate Loans	111,668	62.3
Commercial and Industrial Loans	67,241	37.5
Agricultural Loans	0	0.0
Consumer Loans	337	0.2
Obligations of States and Political Subdivisions in the U.S.	0	0.0
Other Loans	17	0.0
Less: Unearned Income	0	0.0
Total Loans	179,263	100.0
<i>Source: Reports of Condition and Income</i>		

Examiners did not identify any financial, legal or other impediments that affect the bank's ability to meet the credit needs of the assessment areas.

DESCRIPTION OF ASSESSMENT AREAS

The Community Reinvestment Act requires each financial institution to define one or more assessment areas within which its CRA performance will be evaluated. The FDIC evaluates the bank's CRA performance based on its activity within the defined assessment area(s). Triad Business Bank has delineated two assessment areas within North Carolina. The first assessment area is comprised of all of Guilford County within the Greensboro-High Point MSA. The second assessment area is comprised of all of Forsyth County within the Winston- Salem MSA.

Refer to the Description of Institution's Operations for each individual assessment area for additional information.

SCOPE OF EVALUATION

General Information

This evaluation covers the period from March 16, 2020, when the bank commenced operations to the current evaluation dated March 7, 2022. Examiners used the Interagency Small Bank Examination Procedures to evaluate the bank's CRA performance. The Guilford County assessment area will receive a full-scope review and will receive significant weight in the overall rating due to the level of lending, deposits, and offices within the assessment area. Specifically, the Guilford County assessment area accounts for 82.1 percent of loans by number and 82.5 percent of loans by dollar volume reviewed. The Guildford County assessment area also accounts for 89.2 percent of the

bankwide deposits. Forsyth County assessment area will be reviewed using limited-scope procedures and provides little input to the overall rating given the lower level of lending and deposits.

The following table shows the breakdown of activities in each assessment area. Examiners used the universe of 2021 small business loans for review.

Assessment Area Breakdown of Loans, Deposits, and Branches								
Assessment Area	Loans				Deposits		Branches	
	#	%	\$(000s)	%	\$(000s)	%	#	%
Guilford County	32	82.1	11,281	82.5	186,808	89.2	2	66.7
Forsyth County	7	17.9	2,392	17.5	22,501	10.8	1	33.3
Total	39	100.0	13,673	100.0	209,309	100.0	3	100.0

Source: Bank Records and FDIC Summary of Deposits (06/30/2021)

Activities Reviewed

Based on review of the December 31, 2021, Call Report, discussions with management regarding business strategy, and the loan originations in 2021, examiners determined that the bank's primary loan product is commercial loans. No other loan types, such as home mortgage, small farm, or consumer loans represent a major product line.

This evaluation considered small business loans originated 2021, which is considered representative of the evaluation period. Examiners reviewed the entire universe of small business loans consisting of 62 small business loans totaling \$19.8 million. D&B data for 2021 provided a standard of comparison for Borrower Profile. The following table shows the all loan originations in 2021.

Loans Originated or Purchased (2021)				
Loan Category	#	%	\$(000)	%
Construction and Land Development	22	16.0	30,925	18.2
Secured by Farmland	0	0.0	0	0.0
Secured by 1-4 Family Residential Properties	6	4.3	1,995	1.2
Multi-Family (50r more) Residential Properties	3	2.2	2,065	1.2
Commercial Real Estate Loans	28	20.3	52,871	31.0
Commercial and Industrial Loans	79	57.2	82,505	48.4
Agricultural Loans	0	0.0	0	0.0
Consumer Loans	0	0.0	0	0.0

Loans Originated or Purchased (2021)				
Loan Category	#	%	\$(000)	%
Other Loans	0	0.0	0	0.0
Total Loans	138	100.0	170,361	100.00
Source: Bank Records				

CONCLUSIONS ON PERFORMANCE CRITERIA

LENDING TEST

Triad Business Bank demonstrated reasonable performance under the Lending Test. The excellent Geographic Distribution and reasonable Borrower Profile performance primarily supports this conclusion.

Loan-to-Deposit Ratio

The average net loan-to-deposit ratio of Triad Business Bank is reasonable given the institution's size, financial condition, and assessment areas' credit needs. Triad Business Bank's net loan-to-deposit ratio averaged 87.4 percent over the last eight calendar quarters from March 31, 2020, to December 31, 2021. The net loan-to-deposit ratio ranged from a low of 58.0 percent as of December 31, 2021, to a high of 162.9 percent as of June 30, 2020. The average net loan-to-deposit ratio has steadily declined since the bank's inception in March 2020 due to faster growth of bank deposits.

A similarly-situated bank could not be identified given the de novo status of the institution, assessment areas served, and focus on commercial lending. As a result, the bank was compared to its peer group, which includes de novo banks opened in 2020 having less than \$750.0 million in assets. The peer group average loan-to-deposit ratio of 57.3 percent calculated using available end-of-quarter Uniform Bank Performance Report data from December 31, 2020, through December 31, 2021 (peer group data was only available during this time). During the same period, the bank's average loan-to-deposit ratio was 75.4 percent.

Assessment Area Concentration

Triad Business Bank originated a majority of small business loans by number and dollar amount within the assessment areas as depicted in the following table.

Lending Inside and Outside of the Assessment Areas				
Loan Category	Number of Loans	Total	Dollar Amount of Loans \$(000s)	Total \$(000s)

	Inside		Outside		#	Inside		Outside		
	#	%	#	%		\$	%	\$	%	
Small Business	39	62.9	23	37.1	62	13,673	69.1	6,102	30.9	19,775
Source: Bank Data										

Geographic Distribution

The geographic distribution of small business loans reflects excellent distribution throughout the assessment areas. The overall excellent geographic distribution of small business loans supports this conclusion. The geographic distribution of lending was not consistent throughout the assessment areas; however, the Forsyth County assessment area contributed nominal weight to the overall rating and did not result in a rating change.

Borrower Profile

The distribution of small business loans reflects reasonable penetration to businesses of different sizes throughout the assessment area. The overall reasonable distribution of loans to businesses with gross annual revenues of less than or equal to \$1 million supports this conclusion. The borrower profile distribution of lending was not consistent throughout the assessment areas; however, the Forsyth County assessment area contributed minimal weight to the overall rating.

Response to Complaints

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

DISCRIMINATORY OR OTHER ILLEGAL CREDIT PRACTICES REVIEW

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

GUILFORD COUNTY ASSESSMENT AREA - Full-scope Review

DESCRIPTION OF INSTITUTION'S OPERATIONS IN THE GUILFORD COUNTY ASSESSMENT AREA

The Guilford County assessment area is a part of the Greensboro-High Point, NC MSA, which consists of Guilford, Randolph, and Rockingham Counties. The bank has only delineated Guilford County as the assessment area. The bank operates two full-service offices within this assessment area, which accounts for 66.7 percent of banking locations. Overall, this assessment area accounts for 82.1 percent by number and 82.5 percent by dollar volume of loans reviewed and 89.2 percent of bank-wide deposits.

Economic and Demographic Data

The assessment area contains 119 census tracts with 10 low-income tracts, 30 moderate-income tracts, 35 middle-income tracts, and 43 upper-income tracts. One tract has no income designation.

The following table presents select demographic characteristics of the assessment area.

Demographic Information for the Guilford County Assessment Area						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	119	8.4	25.2	29.4	36.1	0.8
Population by Geography	506,763	7.2	23.2	32.9	36.8	0.0
Housing Units by Geography	222,057	7.1	23.5	33.4	36.0	0.0
Owner-Occupied Units by Geography	118,976	3.1	15.8	33.7	47.4	0.0
Occupied Rental Units by Geography	80,564	12.1	32.3	33.3	22.2	0.0
Vacant Units by Geography	22,517	10.1	32.7	32.1	25.1	0.0
Businesses by Geography	58,931	4.9	20.8	29.5	44.6	0.2
Farms by Geography	1,413	2.7	13.5	36.8	47.0	0.0
Family Distribution by Income Level	126,562	20.5	17.3	17.7	44.5	0.0
Household Distribution by Income Level	199,540	22.4	16.1	17.1	44.5	0.0
2021 Median Family Income		\$65,200	Median Housing Value			\$159,338
			Median Gross Rent			\$786
			Families Below Poverty Level			13.0%

Source: 2015 ACS and 2021 D&B Data
 Due to rounding, totals may not equal 100.0 percent.
 (*) The NA category consists of geographies that have not been assigned an income classification.

The Geographic Distribution criterion compares small business loans to the percentage of businesses in low-, moderate-, middle-, and upper-income census tracts. The largest volume of businesses are disbursed in the upper-income census tracts; however, significant levels are also in the moderate-income and middle-income tracts. The low-income tracts contain significantly fewer businesses potentially impacting the level of lending in those areas.

The analysis of small business loans under the Borrower Profile criterion compares the distribution of small business lending by gross annual business revenues. The D&B 2021 gross annual revenues are listed below.

- 87.2 percent reported \$1 million or less,
- 3.9 percent reported more than \$1 million; and
- 8.9 percent did not report revenues

The services industry represents the largest portion of businesses at 38.0 percent. In addition, 63.2 percent of the area businesses have four or fewer employees, and 91.5 percent of businesses operate from a single location. Some of the largest employers in the assessment area include Ralph Lauren Corporation, Guilford County, High Point Regional UNC Health Care, and the United States Postal Service.

Data obtained from the Bureau of Labor Statistics indicates that the 2021 year-end unemployment rate was 4.8 percent for North Carolina. Unemployment rates within the assessment area had been spiked in 2020 due to the impact of the COVID-19 pandemic. However, the rates declined in 2021. Overall, the assessment area rates are above the state rates and more comparable to the National rates.

Unemployment Rates		
Area	2020	2021
	%	%
Guilford County	8.7	5.4
North Carolina	7.2	4.8
National Average	8.1	5.2
<i>Source: Bureau of Labor Statistics</i>		

Competition

The assessment area has a high level of competition for financial services. According to the FDIC Deposit Market Share data as of June 30, 2021, 21 financial institutions operate 111 full-service locations within Guilford County. Of these institutions, Triad Business Bank ranked 11th with a 1.4 percent deposit market share. The primary competition for deposits includes Truist Bank (26.2 percent); Wells Fargo Bank, N.A. (22.2 percent); Bank of America, N.A. (14.7 percent); and Pinnacle Bank (10.9 percent).

The bank is not required to collect or report its small business data, and it has elected not to report such data. Therefore, the analysis of small business loans under the Lending Test does not include comparisons to aggregate data. However, aggregate data reflects the level of demand for small business loans and is therefore included to provide context. Aggregate data for 2020, the most recent available, shows 130 lenders reported 13,827 loans totaling approximately \$886.7 million, indicating a high level of competition. The four leading small business lenders by number of loans are Truist Financial (13.2 percent); American Express National Bank (12.8 percent); Wells Fargo Bank, N.A. (8.5 percent); and Pinnacle Bank (8.3 percent). Together, these lenders account for approximately 42.8 percent of loans by number. The three most prominent lenders by dollar volume are Truist Financial (19.1 percent); Pinnacle Bank (15.0 percent); and First Citizens Bank and Trust Company (9.7 percent).

Community Contact(s)

As part of the CRA evaluation process, examiners contact third parties active in the assessment area to assist in identifying credit needs. This information helps determine whether financial institutions are responsive to these needs. It also shows what credit opportunities are available.

Examiners conducted a community contact with an organization familiar with the economy and business environment in the assessment area. The community contact stated the economic conditions within the county have improved with most all industries in recovery from the COVID-19 pandemic with the exception of healthcare. Unemployment rates are continuing to decline, and the county's manufacturing industry is growing, which includes the new production of HondaJet. The contact also noted a large portion of the county's demographics include students (with five colleges in Greensboro alone) and professionals. The contact indicated there is a need for small business lending especially to minority small business owners. Lastly, the contact indicated the housing stock and value are good, but there are not enough credit opportunities for low- and moderate-income individuals.

Credit Needs

Considering the community contact, demographics, and economic data, examiners determined that small business and home mortgage loans represent significant credit needs for the assessment area. Examiners determined the need for small business loans based on the information obtained from the community contact, the high number of businesses with four or fewer employees (63.2 percent), and a majority of businesses reporting gross annual revenues of \$1 million or less (87.2 percent) Additionally, affordable housing represents a need as 37.8 percent of the families are low- and moderate -income.

CONCLUSIONS ON PERFORMANCE CRITERIA IN THE GUILFORD COUNTY ASSESSMENT AREA

LENDING TEST

Triad Business Bank demonstrated reasonable performance under the Lending Test. Excellent Geographic Distribution and reasonable Borrower Profile support this conclusion.

Geographic Distribution

The geographic distribution of small business loans reflects excellent dispersion throughout the assessment area. Examiners focused on the percentage by number of loans in low- and

moderate income census tracts and comparisons to demographic data provided by 2021 D&B. Only loans in the assessment area are included in the analysis. Lending to businesses within low-income tracts is more than double the demographic data while lending in moderate-income tracts exceeds demographics.

Geographic Distribution of Small Business Loans Guilford County Assessment Area					
Tract Income Level	% of Businesses	#	%	\$(000s)	%
Low	4.9	4	12.5	959	8.5
Moderate	20.8	8	25.0	3,040	27.0
Middle	29.5	4	12.5	892	7.9
Upper	44.6	16	50.0	6,390	56.6
Not Available	0.2	0	0.0	0	0.0
Totals	100.0	32	100.0	11,281	100.0
<i>Source: 2021 D&B Data and Bank Data</i>					

Borrower Profile

The distribution of small business loans reflects reasonable penetration among businesses of different sizes. The bank's lending to businesses with gross annual revenues of less than or equal to \$1 million is significantly below demographic data. However, examiners noted that the 12 loans with revenues not available were PPP loans for which revenue information was not required to be collected. If PPP loans are excluded, then 55.0 percent of the remaining small business loans were originated to businesses with gross annual revenues of \$1 million or less, which is still below the demographics but considered reasonable.

Distribution of Small Business Loans by Gross Annual Revenue Category Guilford County Assessment Area					
Gross Revenue Level	% of Businesses	#	%	\$(000s)	%
<=\$1,000,000	87.2	11	34.4	4,761	42.2
>\$1,000,000	3.9	9	28.1	4,461	39.5
Revenue Not Available	8.9	12	37.5	2,059	18.3
Total	100.0	32	100.0	11,281	100.0
<i>Source: 2021 D&B Data and Bank Data.</i>					

DESCRIPTION OF INSTITUTION'S OPERATIONS IN THE FORSYTH COUNTY ASSESSMENT AREA

The Forsyth County assessment area is located in the Winston-Salem, NC MSA. The Winston-Salem, NC MSA also includes Davidson, Davie, Stokes, and Yadkin Counties; however, the bank did not include these counties in the assessment area delineation. The assessment area contains one branch, which accounts for 33.3 percent of bank-wide branches, and 17.5 percent by dollar volume and 17.9 percent by number of loans reviewed. The assessment area also accounts for 10.8 percent of bank-wide deposits.

The table below shows demographic information for the assessment area.

Demographic Information for the Forsyth County Assessment Area						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	% of #
Geographies (Census Tracts)	93	14.0	18.3	28.0	37.6	2.2
Population by Geography	361,684	10.9	20.2	27.3	40.5	1.1
Housing Units by Geography	159,748	11.0	20.4	28.6	39.4	0.6
Owner-Occupied Units by Geography	88,917	4.9	14.1	31.2	49.8	0.1
Occupied Rental Units by Geography	54,290	19.9	28.6	25.2	25.0	1.3
Vacant Units by Geography	16,541	15.0	28.0	26.0	30.4	0.7
Businesses by Geography	32,854	6.8	16.1	28.2	48.1	0.9
Farms by Geography	818	3.1	12.8	31.9	51.6	0.6
Family Distribution by Income Level	90,219	22.5	15.6	17.6	44.3	0.0
Household Distribution by Income Level	143,207	23.7	16.3	16.1	43.8	0.0
2021 Median Family Income	\$56,536		Median Housing Value			\$156,196
			Median Gross Rent			\$737
			Families Below Poverty Level			14.0%

Source: 2015 ACS and 2021 D& B Data

Due to rounding, totals may not equal 100.0 percent.

() The NA category consists of geographies that have not been assigned an income classification.*

The unemployment rate for Forsyth County for the 2021 year-end was 4.7 percent, which was in line with the state's unemployment rate and slightly below the National average of 5.2 percent. Top employers in Forsyth County include Atrium Health Wake Forest Baptist; Novant Health; Winston-Salem/Forsyth County Schools; and Truist Bank.

CONCLUSIONS ON PERFORMANCE CRITERIA IN THE FORSYTH COUNTY ASSESSMENT AREA

LENDING TEST

The institution's Lending Test performance in the Forsyth County assessment area is below the lending performance of the institution. However, it does not change the institution's rating.

In 2021, the bank originated seven small business loans totaling \$2.4 million in this assessment area. None of the loans were originated in low- or moderate-income census tracts.

The bank originated two of the seven small business loans to businesses with revenues of \$1 million or less which is significantly below demographics (86.9 percent). Examiners noted that one loan with revenue not available was a PPP loan for which revenue information was not required to be collected. If the PPP loan is excluded, then approximately 33.3 percent of the remaining small business loans were originated to businesses with gross annual revenues of \$1 million or less which is still significantly below demographics.

APPENDICES

SMALL BANK PERFORMANCE CRITERIA

Lending Test

The Lending Test evaluates the bank's record of helping to meet the credit needs of its assessment area(s) by considering the following criteria:

- 1) The bank's loan-to-deposit ratio, adjusted for seasonal variation, and, as appropriate, other lending-related activities, such as loan originations for sale to the secondary markets, community development loans, or qualified investments;
- 2) The percentage of loans, and as appropriate, other lending-related activities located in the bank's assessment area(s);
- 3) The geographic distribution of the bank's loans;
- 4) The institution's record of lending to and, as appropriate, engaging in other lending-related activities for borrowers of different income levels and businesses and farms of different sizes; and
- 5) The bank's record of taking action, if warranted, in response to written complaints about its performance in helping to meet credit needs in its assessment area(s).

GLOSSARY

Aggregate Lending: The number of loans originated and purchased by all reporting lenders in specified income categories as a percentage of the aggregate number of loans originated and purchased by all reporting lenders in the metropolitan area/assessment area.

American Community Survey (ACS): A nationwide United States Census survey that produces demographic, social, housing, and economic estimates in the form of five year estimates based on population thresholds.

Area Median Income: The median family income for the MSA, if a person or geography is located in an MSA; or the statewide nonmetropolitan median family income, if a person or geography is located outside an MSA.

Assessment Area: A geographic area delineated by the institution under the requirements of the Community Reinvestment Act.

Census Tract: A small, relatively permanent statistical subdivision of a county or equivalent entity. The primary purpose of census tracts is to provide a stable set of geographic units for the presentation of statistical data. Census tracts generally have a population size between 1,200 and 8,000 people, with an optimum size of 4,000 people. Census tract boundaries generally follow visible and identifiable features, but they may follow nonvisible legal boundaries in some instances. State and county boundaries always are census tract boundaries.

Combined Statistical Area (CSA): A combination of several adjacent metropolitan statistical areas or micropolitan statistical areas or a mix of the two, which are linked by economic ties.

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

Core Based Statistical Area (CBSA): The county or counties or equivalent entities associated with at least one core (urbanized area or urban cluster) of at least 10,000 population, plus adjacent counties having a high degree of social and economic integration with the core as measured through commuting ties with the counties associated with the core. Metropolitan and Micropolitan Statistical Areas are the two categories of CBSAs.

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

FFIEC-Estimated Income Data: The Federal Financial Institutions Examination Council (FFIEC) issues annual estimates which update median family income from the metropolitan and nonmetropolitan areas. The FFIEC uses American Community Survey data and factors in information from other sources to arrive at an annual estimate that more closely reflects current economic conditions.

Full-Scope Review: A full-scope review is accomplished when examiners complete all applicable interagency examination procedures for an assessment area. Performance under applicable tests is analyzed considering performance context, quantitative factors (e.g, geographic distribution, borrower profile, and total number and dollar amount of investments), and qualitative factors (e.g, innovativeness, complexity, and responsiveness).

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

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

Home Mortgage Loans: Includes closed-end mortgage loans or open-end line of credits as defined in the HMDA regulation that are not an excluded transaction per the HMDA regulation.

Housing Unit: Includes a house, an apartment, a mobile home, a group of rooms, or a single room that is occupied as separate living quarters.

Limited-Scope Review: A limited-scope review is accomplished when examiners do not complete all applicable interagency examination procedures for an assessment area. Performance under applicable tests is often analyzed using only quantitative factors (e.g, geographic distribution, borrower profile, total number and dollar amount of investments, and branch distribution).

Low-Income: Individual income that is less than 50 percent of the area median income, or a median family income that is less than 50 percent in the case of a geography.

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

Median Income: The median income divides the income distribution into two equal parts, one having incomes above the median and other having incomes below the median.

Metropolitan Division (MD): A county or group of counties within a CBSA that contain(s) an urbanized area with a population of at least 2.5 million. A MD is one or more main/secondary counties representing an employment center or centers, plus adjacent counties associated with the main/secondary county or counties through commuting ties.

Metropolitan Statistical Area (MSA): CBSA associated with at least one urbanized area having a population of at least 50,000. The MSA comprises the central county or counties or equivalent entities containing the core, plus adjacent outlying counties having a high degree of social and economic integration with the central county or counties as measured through commuting.

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

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

Multi-family: Refers to a residential structure that contains five or more units.

Nonmetropolitan Area (also known as non-MSA): All areas outside of metropolitan areas. The definition of nonmetropolitan area is not consistent with the definition of rural areas. Urban and rural classifications cut across the other hierarchies. For example, there is generally urban and rural territory within metropolitan and nonmetropolitan areas.

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

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

Rural Area: Territories, populations, and housing units that are not classified as urban.

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

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

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

Urban Area: All territories, populations, and housing units in urbanized areas and in places of 2,500 or more persons outside urbanized areas. More specifically, "urban" consists of territory, persons, and housing units in places of 2,500 or more persons incorporated as cities, villages, boroughs (except in Alaska and New York), and towns (except in the New England states, New York, and Wisconsin).

"Urban" excludes the rural portions of "extended cities"; census designated place of 2,500 or more persons; and other territory, incorporated or unincorporated, including in urbanized areas.