VALLEY REPUBLIC BANK
Local. Responsive. Reliable.

CRA Community Development Goals- Grants/ Donations and Services

Valley Republic Bank (VRB) predominantly delivers commercial-focused financial products, services, and solutions to business owners, their families, and to consumers within the markets we serve. Our Board of Directors and teams of experienced executives, loan officers, credit officers, operational officers, and a network of branches help to facilitate our mission on a daily basis. VRB focuses its efforts on generating core deposit relationships and originating high quality commercial, commercial mortgage, and residential mortgage loans. Our strategic objectives include generating sustainable growth in revenues and earnings by increasing new client acquisitions, expanding existing client relationships, improving asset quality, and increasing operating efficiency. To achieve these goals, we focus on specific target markets, which include small and middle market commercial businesses and consumers, expanding our delivery and distribution channels, creating a high productivity performance culture, controlling our operating costs, and proactively managing enterprise risk. Our goal is to create a full service commercial bank that achieves top-tier performance on return on equity, return on assets, and earnings per share.

VRB strives to reach all demographics within the community. We continue to direct our resources and services to benefit LMI households and geographies.

Community Development Investments- Grants and Donations

Total Community Development Grants and Donations for 2019: $92,961

- Community Development CRA Grants and Donations for 2019: $31,025.

Community Development CRA Grants and Donations Goal for 2020:

- $50,000 in CRA Qualified Donations (61% increase over previous year, 2019)

Community Development Grants and Donations Process- VRB officers often observe the needs of the community first-hand and proactively initiate a grant or donation request to meet those needs. Donation or sponsorship requests are also received via email. VRB is now equipped to process donation and sponsorship requests via its website as well. Once a request is received, the procedure for donation and sponsorship review and approval begins. This procedure includes:

1. All sponsorship and donation requests are sent to Sarah Watkins, Business Development Officer (BDO).
2. BDO creates a folder for the requestor/ Charitable Organization to house all information regarding the request and/or event.
3. BDO reaches out to point of contact for the charitable organization and requests additional information:
    a. "Donation Page" to be filled out or requestor fills out web donation request form.

4. Marilyn Maldonado, Business Development Associate (BDA), fills out the VRB CRA Donation Request Form and follows up on any requests for additional documents. BDA determines the census tract and ensures that each folder contains the required information including:
    - Name of organization
    - Organization Purpose/ Mission
    - Location of target market being served (Kern County)
    - Which of 4 CD Categories applies
    - Supporting documentation from the requesting organization proving their mission to primarily support low-to-moderate income individuals: pamphlets, invitation, brochure, letter, web info, etc.
    - Supporting documentation for tracking low-to-moderate income individuals.
    - Proof of cancelled check
5. If additional information is needed, the BDA will obtain documentation; if necessary, BDA will conduct Internet research.
6. Once a folder is deemed "complete", the folder is presented to Lynn Grochowski, CRA Officer, for approval. CRA Officer gets final approval from CEO Geraud Smith, who then signs the CRA Donation Request Form.
7. After the CRA Officer approves the request, it is submitted to the Marketing committee for approval.
8. After the Marketing Committee approves the request, the CRA Officer sends a payment request and supporting documentation to the Finance department for payment.
9. Once the CRA Office receives a copy of the cancelled check, a copy of the check is added to the organization's donation folder. The donation folder is then given to the BDA.
10. BDA scans the donation request packet, in its entirety, to the CRA folder on VRB's shared drive.
11. BDO keeps a log and tracking table of YTD CD Qualified Investments:

Community Development Grants and Donations										
Activity Year	Affordable Housing		Community Services		Economic Development		Revitalize or Stabilize		Totals	
	#	$	#	$	#	$	#	$	#	$
2020-Grants and Donations										
2021-Grants and Donations										
2022-Grants and Donations										
TOTALS										

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Community Development Services

Total CRA Service for 2019:

7 VRB employees and directors provided 26 instances of financial expertise or technical assistance to 9 different CD-related organizations in the AA during 2019. VRB did not have any CRA documented service hours for the evaluation period.

Community Development Services Goals for 2020:

- 50 CRA Service Instances (CRA Service Hours to benchmark accordingly)

Community Development Services Process: VRB has established documentation to track the number of CD service hours. VRB will also create metrics in regards to leadership and CD services in the annual employee performance metrics. As of March, 2020 VRB has 47 Officers. Our goal is for every Officer to create one instance of CRA CD Service in 2020. The Officer will also document the CRA CD Service Hours for said instance.

- BDO will distribute the CD Services tracking form to all employees.
- BDO will follow up with VRB employees on a monthly basis to obtain documentation.
- BDO will keep a log and tracking table of YTD CD Services:

Community Development Services										
Activity Year	Affordable Housing		Community Services		Economic Development		Revitalize or Stabilize		Totals	
	#	Hours	#	Hours	#	Hours	#	Hours	#	Hours
2020-Services										
2021-Services										
2022-Services										
TOTALS										