



Banks: The Cornerstone of the Community

By: Andrew Wheeler, Brandon Miller, Declan Leavy, Kelli Demkowski,
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Internship Program

- Networked with banking interns across Virginia
- Learned from Industry Professionals
- Attended seminars by guest speakers
- Explored the banking industry via online courses
- Presenting our research findings in a capstone presentation





- **TowneBank Foundation**
 - Highlight 3 Non-Profits
- **Community Reinvestment Act**
- **Proposed Outreach Opportunities**
 - Greensboro Housing Coalition
 - Feedmore
- **Potential Programs**
- **“The Helping Towne Fund”**
- **Why Bank with Towne**



TowneBank: Cornerstone of OUR Communities



- \$12.67 Million Donations
- 8,000 Volunteer Hours
- Ranked #5 by the Generous Virginians Project
- 6 "Outstanding" CRA ratings





TowneBank Foundation

TowneBank Foundation



Offer Volunteer Opportunities

- United Way
- Boys & Girls Club
- Habitat for Humanity

Highlights of

- 2022 Golf Tournament raised \$195,000
- 2019 Fall Extravaganza raised \$500,000



"Going to Towne"



The United Way Annual Giving Campaign:

- In 2023, Towne has raised **\$605,000**
- 100% Employee donations
- Towne has partnered with United Way for over 20 years

United Way Day of Caring:

- Volunteers from local organizations and companies gather to make a difference
 - Complete projects
 - Change the lives of students





The Mission:

- Passionate about enabling all young individuals to reach their full potential
 - Productive
 - Caring
 - Responsible



BOYS & GIRLS CLUBS
OF THE VIRGINIA PENINSULA

The Mission:

- Building strength, stability, and self reliance through shelter

TowneBank allows for a wider range audience

- Both TowneBank and Habitat for Humanity make a lasting impact
 - Crosstowne Community Development Program





Important Organizations



The Community Reinvestment Act

Community Reinvestment Act



- Banks serve as a vital instrument in the community by investing in local businesses, homes, and other personal property.





- With over \$160 million in donations since its inception, TowneBank continues to receive an Outstanding rating from CRA regulators and have recently received their 6th outstanding rating
- A part of the 3% of community banks that received Outstanding rating

BANK'S CRA RATING: This institution is rated **Outstanding**.

PERFORMANCE LEVELS	PERFORMANCE TESTS		
	Lending Test*	Investment Test	Service Test
Outstanding	X		X
High Satisfactory		X	
Low Satisfactory			
Needs to Improve			
Substantial Noncompliance			
<i>* The Lending Test is weighted more heavily than the Investment and Service Tests when arriving at an overall rating.</i>			



Federal Deposit Insurance
Corporation

Outstanding CRA Rating
Compliance with Community
Reinvestment Act (CRA),
highest rating possible, six
consecutive Outstanding
Ratings since 2007



- Increased focus on bank compliance

"If we're in the middle of our application process, and all of a sudden, a material deficiency is found in CRA ... at either institution, there's a pretty good precedent that the Fed Board won't allow for either organization to go through with the process," Bob Warnock, director of the senior leadership team at Curinos, said in an interview. "They're happy to kind of let it sit there in purgatory, it seems like."

- Oakwood Bancshares Inc. and Maple Financial Holdings Inc.,
 - Jan. 2022: Announced Merger of Equals
 - Aug. 2022: Withdrew Deal
 - Oct. 2022: Received “needs to improve” ratings by regulators

The Importance of CRA



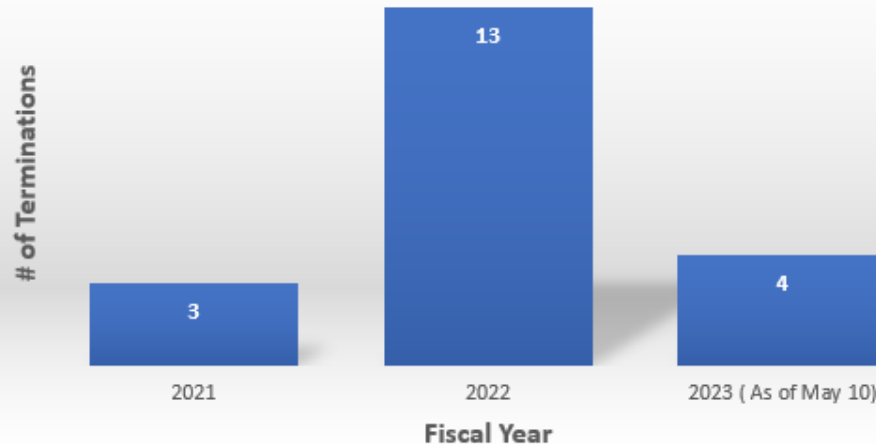
Recent US bank deal terminations

Listed by deal value at announcement date

Buyer	Target	Termination date	At announcement		
			Deal value (\$M)	Buyer's total assets (\$M)	Target's total assets (\$M)
MVB Financial Corp.	Integrated Financial Holdings Inc.	05/09/23	98.6	2,984.4	435.5
Toronto-Dominion Bank	First Horizon Corp.	05/04/23	13,668.0	1,397,305.3	89,092.0
Jeffrey Desich	Rockhold Bank	02/21/23	NA	NA	49.3
Undisclosed buyer	Washington Business Bank	02/16/23	22.1	NA	106.2
BM Technologies Inc.	First Sound Bank	12/23/22	23.0	NA	154.1
OceanFirst Financial Corp.	Partners Bancorp	11/09/22	188.6	11,829.7	1,637.8
Nmb Financial Corp	Noah Bank	10/19/22	29.4	566.8	316.9
Maple Financial Holdings Inc.	Oakwood Bancshares Inc.	08/22/22	NA	984.0	698.0
GreenState CU	Premier Bank	08/18/22	NA	7,474.8	383.3
Patriot National Bancorp Inc.	American Challenger Development Corp.	07/18/22	119.0	952.3	NA
Georgia Banking Co. Inc.	Peoples Banktrust Inc.	07/05/22	58.0	1,008.0	439.1
VyStar CU	Heritage Southeast Bancorp. Inc.	06/15/22	194.4	10,749.5	1,571.2
Omni Bank Group Inc.	Community State Bank	05/23/22	NA	NA	30.6
First Internet Bancorp	First Century Bancorp.	05/01/22	80.0	4,252.3	407.6
Justine Hurry	Bank of Orrick	03/15/22	NA	NA	32.7
Amalgamated Financial Corp.	Amalgamated Investments Co.	02/25/22	98.1	6,556.3	950.1
Blue Ridge Bankshares Inc.	FVCBankcorp Inc.	01/20/22	306.9	2,764.7	1,975.3
Kenneth Torsoe	Sunnyside Bancorp Inc.	09/20/21	16.6	NA	95.3
DLP Real Estate Capital Inc.	Sunnyside Bancorp Inc.	06/16/21	12.3	NA	97.5
RGP Group LLC	Firstate Bancorp Inc.	03/31/21	5.0	NA	25.3
Group average			994.7	120,619.0	5,184.1

Data compiled May 10, 2023.

US Bank Deal Terminations



- CRA credit is allocated to banks that are involved in large amounts of:
 - Lending
 - Investing
 - Service
- Volunteer Work Guidelines
 - Must use our knowledge as bankers



Challenges with CRA



- General community service does not auto qualify as CRA credit
- Reporting volunteer hours for CRA credit can be difficult

Towne Volunteer Service

Complete all fields to the best of your ability; if you do not know the information, leave the field blank if it is not required. If you have any questions please contact Carter Collins at Carter.Collins@townebank.net or 757-686-7013.

Organization

*Organization

Volunteer

*First

*Last Name

*Last Name

*Job Title

*Employee Type

*Department

*Location

Details

*Service Date *Duration HOURS

*Service Role

*Description

*Did you perform this service as a representative of Towne?

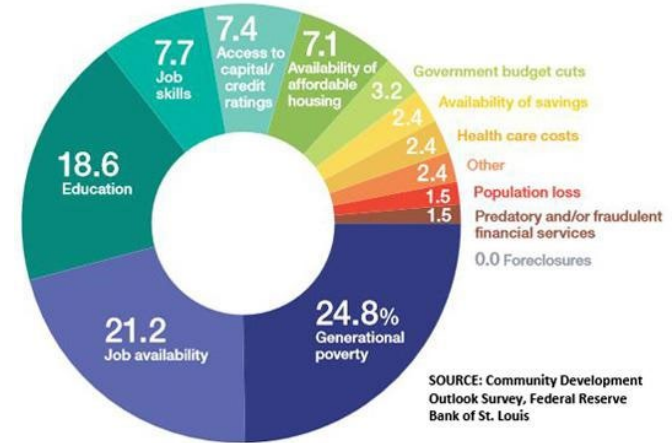
Attachment



Towne's Outreach

- Committed to invest over \$147 million in 2022
- Provided over 1,400 families with affordable housing opportunities

Greatest Challenges for the Next Generation
in LMI Communities



SOURCE: Community Development Outlook Survey, Federal Reserve Bank of St. Louis

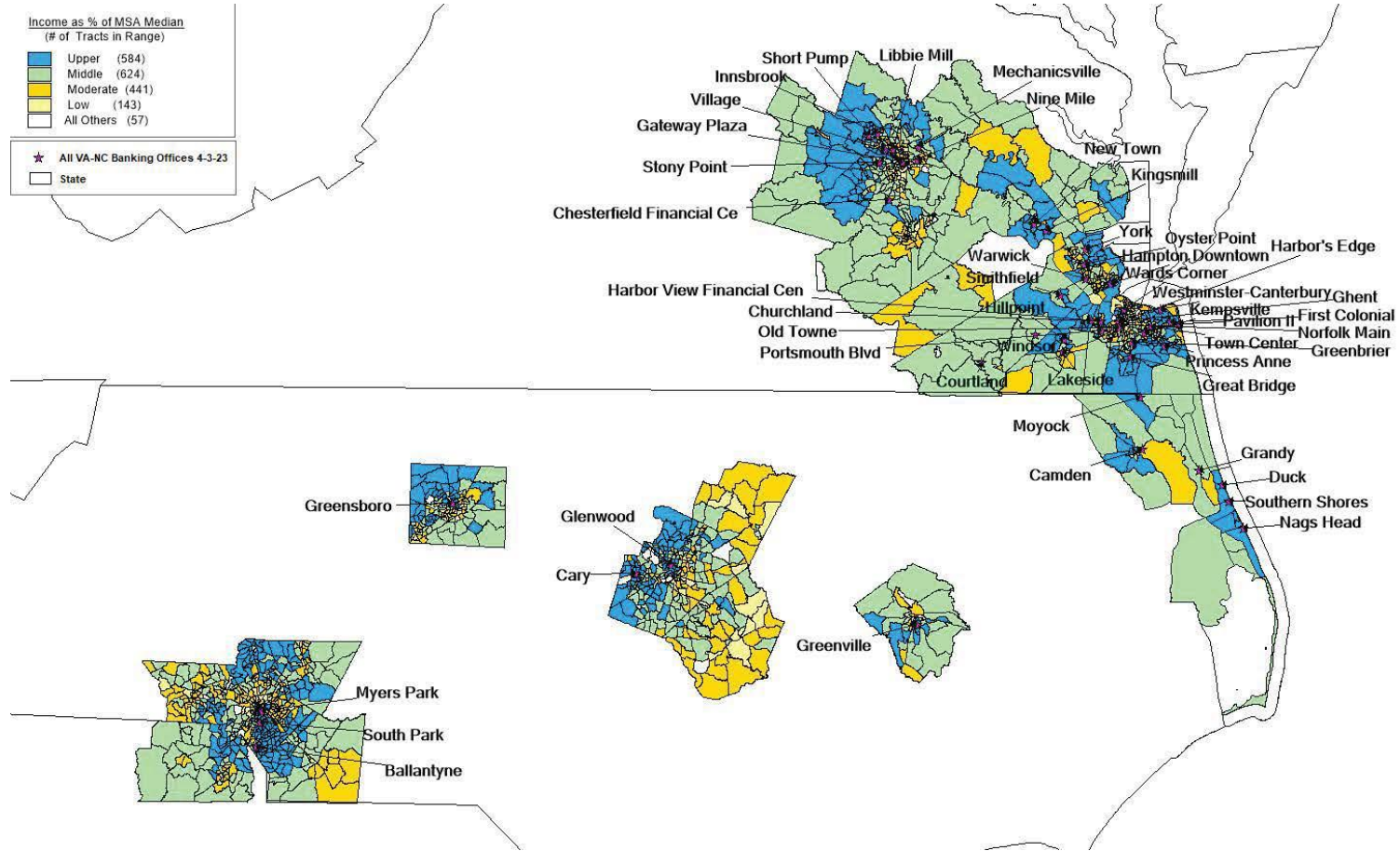
FEDERAL RESERVE BANK of ST. LOUIS

Report by: The Federal Reserve Bank of St. Louis

Affordable Apartments TowneBank is an Investor Partner for



CRA Assessment Map





Outreach Opportunities



- A non-profit and HUD certified organization
- Provides LMI families/individuals with healthy and affordable homes
- Offers free mortgage and budgeting programs by appointment

Examples of unhealthy living conditions

- Mold
- Sewage backups
- Air quality
- Leaks

Recent Top Encounters

- Broken air condition systems
- Pest control
- **Landlords increasing rent**

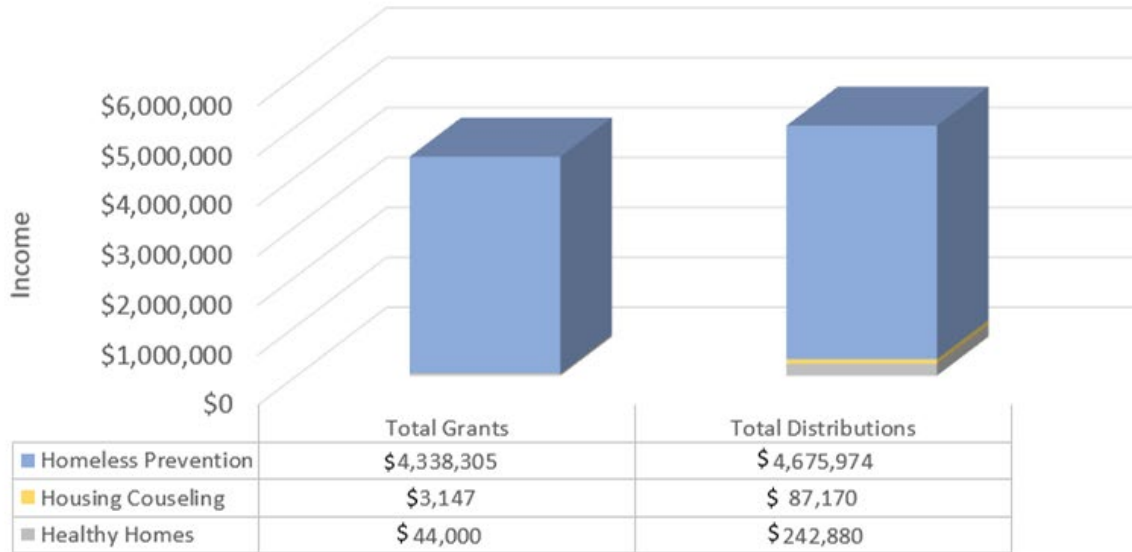




Greensboro Housing Coalition Programs



Greensboro Housing Coalition's Finances Allocated
July 1, 2021 – June 30, 2022



Top 3 Programs

■ Healthy Homes ■ Housing Counseling ■ Homeless Prevention



Volunteer Opportunities

- Partner with existing programs to take the names and phone numbers of the individuals in emergency situations
- Partner with existing programs to give out TowneBank tote bags filled with cleaning supplies

2022 Partnerships



BlueCross BlueShield
of North Carolina | Foundation



- Feedmore is a non-profit organization located in the greater Richmond area that combats food insecurity across central Virginia
 - 29 Counties
 - 5 Cities

New Program:

- Holiday Gift Program
- Topic L-8: In-kind donation to a food pantry that provides services to unemployed, LMI families.





Pat Collins volunteering for Feedmore in 2015. TowneBank and Feedmore personalized bags.



George W Bush holding a can of Bush's Baked Beans on November 19, 2007 with volunteer Linda Barnes and CEO Fay Lohr (printed photo)



Staff and volunteers hard at work



thank God that these resources are here to help us with food."



7 millionth meal delivered to 102-year-old recipient on May 19, 2015



"But it's just a blessing from Feed More. And like I said, you provide the blessing to me, I spread my blessing on to someone else. You pay forward. So that's what I believe in doing." -Alice J. Parker



Meals on Wheels delivery to Ms. Audrey Comer



Potential Programs



- Involved since 2011
- **3%** of all Virginians
- Program & Account
- Coaches & Teachers





FINANCE CAREER & LEADERSHIP ACADEMY

- Targets High School Seniors
- Free to participate
- Introduces All Careers in Finance

“ This experience focusing on financial readiness strategies, tax calculations, and other vital financial concepts, has truly been transformative, profoundly impacting my approach to financial planning for the future...Overall, with this newfound proficiency, I feel confident in my ability to navigate the financial landscape and make sound financial decisions that will positively shape my future. ”

— Aryan Joshi
Battlefield High School



Spreading Volunteerism

- Quarterly Reminder
- Weekly Wrap-Up
- Social Media
- Spreadsheet

Helpful Links



Follow Us on Social Media



Report Volunteer Hours





"The Helping Towne Fund"

"The Helping Towne Fund"



Target to New Members & Employees

- "Helping Towne" Charity Fund
- Money donated to the community being served that quarter
- Quick, easy, interactive

Scan the QR Code

- Takes you to the app store
- Download TowneBank Mobile Banking
- Send \$5 minimum using Zelle



How to Raise Money

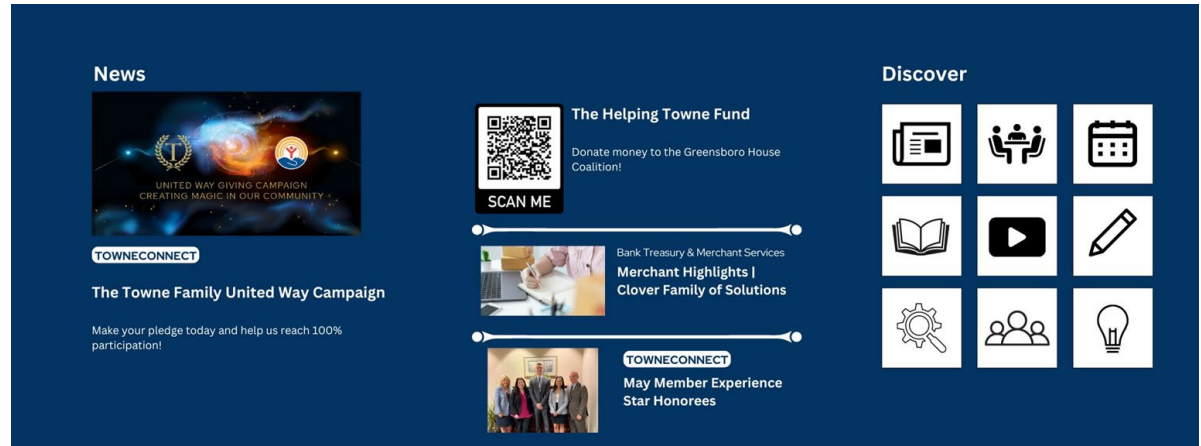


Raising Money in Harbourview

- Towne Treat days
- Food Truck Fridays

Raising Money at Every Location

- Towne Today
- Weekly Wrap-Up emails
- Banner on Towne Connect





Why Bank with Towne



Internship Takeaways

Thank you!!!

- Allie Wittkamp
- Amanda Elliott
- Anne Connor
- Cameron Agricola
- Carole Cohen
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- Katherine Rowe
- Ken Wren
- Meredith Elliott
- Monica McDearmon
- Nancy Dye
- Robyn Leavy
- Simeon Harris
- Tammy Gibson
- Will Niblo



Questions?

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