



North Valley Bank Overview

- Total assets December 31, 2019: \$230 million
- Total assets June 30, 2021: \$314 million
- 7 banking offices in rural communities in southeastern Ohio
- State chartered FRB member
- 78 employees
- Business Banking and relationship focus
- SBA specialty lending niche





PPP Participation Summary 2020

PPP Round 1 (4/16/2020)	No. of loans	Avg. loan size	Median loan	Avg fee
Current Customer	135	\$ 90,077	\$ 43,200	\$ 3,545
Prospect	77	\$ 85,410	\$ 35,700	\$ 3,750
Transaction	34	\$ 278,660	\$ 92,600	\$ 9,631
Total	246	\$ 115,123	\$ 47,400	\$ 4,465
PPP Round 2 (08/08/2020)	No. of loans	Avg. loan size	Median loan	Avg fee
Current Customer	37	\$ 151,084	\$ 17,500	\$ 2,833
Prospect	109	\$ 41,258	\$ 22,300	\$ 1,944
Transaction	70	\$ 101,662	\$ 33,300	\$ 4,318
Total	216	\$ 79,898	\$ 20,800	\$ 2,868
Total PPP Program (2020)	No. of loans	Avg. loan size	Median loan	Avg fee
Current Customer	172	\$ 103,401	\$ 36,400	\$ 3,389
Prospect	186	\$ 59,577	\$ 25,000	\$ 2,693
Transaction	104	\$ 160,105	\$ 45,200	\$ 6,072
Total	462	\$ 98,639	\$ 34,300	\$ 3,766





PPP Participation Summary 2021

Round 3 (2021)	No. of loans	Avg. loan size	Median loan size	Avg fee	
First Draw	291	\$ 23,282	\$ 10,938	\$ 2,573	
Second Draw	202	\$ 88,658	\$ 34,300	\$ 4,582	
Total	493	\$ 50,069	\$ 18,435	\$ 3,396	
Program Totals	No. of loans	\$ of Loans Funded	Avg. loan size	Median loan size	Avg fee
Round 1 & 2 (2020)	462	\$ 46,180,900	\$ 98,639	\$34,300	\$ 3,766
Round 3 (2021)	493	\$ 24,683,804	\$ 50,069	\$18,435	\$ 3,396
Total	955	\$ 70,864,704	\$ 74,204	\$20,833	\$ 3,575





PPP Initial Considerations

- Initial Constraint Considerations
 - Liquidity
 - Capital
 - Operational Capacity/Limited Automation
- Initial Prioritization
 - Existing Loan and Deposit Customers
 - Ease of underwriting and documentation
 - Key Referrals and In-market Prospects
 - Limited Partner Bank Clients
 - Limited Large PPP loans >\$2million





PPP Initial Considerations (con't)

- Driven by concerns that funding would be used up by Large Banks and FinTech players and much needed funding would not make it to our customers
- Questions around the PPP forgiveness process





Evolving Prioritization and Resource Allocation

- The FRB's PPPLF program and evolution of PPP clarity shifted considerations
- Embracing the PPP program and early success resulted in significant referrals of regional bank customers
- Early success due to established 7(a) lender, quick resource allocation and most importantly local accessibility by clients
- Continued program clarity and changes to address concerns encountered made the program more accommodating and feasible to qualify for forgiveness.





Funding Hesitancy

- Experienced some funding hesitancy due to concern around potential “strings” and subjectivity of criteria
- Concern around election year and politicization
- As the PPP program evolved, comfort levels improved

