

# **PUBLIC DISCLOSURE**

**May 3, 2004**

## **COMMUNITY REINVESTMENT ACT PERFORMANCE EVALUATION**

**Commercial State Bank  
Certificate Number: 1217**

**301 West Sinton Street  
P. O. Box 430  
Sinton, Texas 78387-0430**

**Federal Deposit Insurance Corporation**

**Division of Supervision and Consumer Protection  
1910 Pacific Avenue, 19th Floor  
Dallas, Texas 75201**

**NOTE:** 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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## 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 Community Reinvestment Act (CRA) performance of **Commercial State Bank, Sinton, Texas**, prepared by the **Federal Deposit Insurance Corporation**, the institution's supervisory agency, as of **May 3, 2004**. The agency rates the CRA performance of an institution consistent with the provisions set forth in Appendix A to 12 CFR Part 345.*

## INSTITUTION RATING

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

The bank received a Satisfactory rating at its previous June 30, 1999 CRA evaluation.

For this \$61 million bank headquartered in Sinton, Texas, examiners applied the five CRA performance factors applicable to small banks. The five performance factors considered for the evaluation were loan-to-deposit activity, assessment area lending, geographic distribution, borrowers of different incomes, businesses and farms of different sizes, and response to CRA-related complaints. Examiners reviewed samples of small business, agricultural, and consumer loans to determine the bank's record. Due to the lack of qualified investments and services, investments and services were not reviewed.

Also, there were no CRA-related complaints since the last examination; therefore, this factor played no part in the assignment of the rating. Each of the remaining factors supports the assigned rating. Individual conclusions for the factors reviewed are summarized below.

- The bank's average loan-to-deposit ratio the past 19 quarters of 29 percent demonstrates a reasonable performance.
- A majority of sampled loan originations are within the bank's assessment area reflecting a satisfactory performance.
- The bank has achieved a satisfactory geographic dispersion of loans within its assessment area given the designated assessment area, asset size of the bank, and location of the bank's office.
- Considering the loan products sampled and area demographics, the bank demonstrates a satisfactory performance regarding dispersed loans to businesses of various sizes, small farms, and borrowers of different income levels.

## DESCRIPTION OF INSTITUTION

Southwest First Community, Inc., Beeville, Texas is the top-tier holding company that owns 100 percent of Southwest First Community Delaware Financial Corporation, Dover, Delaware, which owns 100 percent of Commercial State Bank and its affiliated bank, State Bank & Trust Company in Beeville, Texas.

Commercial State Bank is a single location commercial bank located in Sinton, Texas approximately 30 miles northeast of Corpus Christi, Texas.

No legal or financial impediments exist which would prohibit the bank from meeting the credit needs of the community.

Commercial State Bank's December 31, 2003, Consolidated Report of Condition and Income reports total assets of \$61,242,000 and total loans of \$10,282,000. Table 1 contains information about Commercial State Bank's loan portfolio mix as of December 31, 2003.

<b>Table 1 – Loan Distribution as of December 31, 2003</b>		
<b>Loan Type</b>	<b>Amount \$(000)</b>	<b>Percent of Total Loans (%)</b>
Construction and Land Development	0	0
Secured by Farmland	850	8
1-4 Family Residential	1,165	11
Multi-family (5 or more) Residential	1,762	17
Commercial	1,952	19
<i>Total Real Estate Loans</i>	<i>5,729</i>	<i>55</i>
Agriculture	1,187	12
Commercial and Industrial	1,448	14
Consumer	1,868	18
Other	50	1
Less: Unearned Income	0	0
<b>Total Loans</b>	<b>10,282</b>	<b>100</b>

*Source: December 31, 2003 Consolidated Report of Condition and Income*

The institution offers an array of deposit services, including demand deposits, NOW, MMDA, savings, and time accounts. The bank has one automated teller machine (ATM). The ATM does not accept deposits. Various credit products are available, including consumer installment, agriculture, mortgage real estate, and various types of commercial loans. Commercial State Bank has adequate resources to meet the loan and deposit needs of its customers.

Commercial State Bank offers convenient lobby operations and drive-through services as outlined below.

Location	Lobby Hours	Motor Bank Hours	ATM
Main Office	9:00 a.m.-3:00 p.m. Mon. - Thurs. 9:00 a.m.-5:00 p.m. Friday Lobby is closed on Saturday	8:00 a.m.-6:00 p.m. Mon. - Friday 9:00 a.m.-12:00 p.m. Saturday	1

## DESCRIPTION OF ASSESSMENT AREA

### *Scope and Demographic Data*

Commercial State Bank’s defined assessment area is all of San Patricio County, which is part of the Corpus Christi Metropolitan Statistical Area (MSA). The total assessment area meets CRA requirements and does not arbitrarily exclude low- and moderate-income areas.

Statistics based upon the 2000 U. S. Census reflect the assessment area has a population of 67,138. The assessment area population is reported as 21 percent moderate-income, 57 percent middle-income, and 22 percent upper-income according to the 2000 U. S. Census. The assessment area consists of 14 tracts of which, 3 are moderate-income, 8 are middle-income, and 3 are upper-income geographies. Commercial State Bank’s only office is located in census tract 110, which is a moderate-income geography.

Table 2 illustrates general demographic information of the bank’s assessment area according to the 2000 U. S. Census.

<b>Table 2 – Census Tract Data by Income Level</b>						
<b>Income Level</b>	<b>Number of Census Tracts</b>	<b>Percent of Census Tracts (%)</b>	<b>Population</b>	<b>Percent of Population (%)</b>	<b>Households</b>	<b>Percent of Households (%)</b>
Low	0	0	0	0	0	0
Moderate	3	21	17,641	26	5,469	25
Middle	8	57	40,210	60	13,491	61
Upper	3	22	9,287	14	3,077	14
<b>Total</b>	<b>14</b>	<b>100</b>	<b>67,138</b>	<b>100</b>	<b>22,037</b>	<b>100</b>

*Source: 2000 U.S. Census*

### **Assessment Area**

The economy of the assessment area mainly relies on farming, ranching, some energy related service industries, and increased retail, especially in the southern part of the assessment area in Portland, which is closer to Corpus Christi. The overall economy in the southern part of the assessment area is stable with emphasis on retail and dining establishments. However, the cities of Sinton, Odem, Mathis, and Taft are more rural in nature and are geared toward farming and ranching with limited retail activity. The economy of the rural areas of the county are, slow with signs of stagnant retail growth.

The 2000 U. S. Census median family income (MFI) for San Patricio County, which is part of the Corpus Christi MSA, is \$40,856. The Department of Housing and Urban Development estimated the 2003 San Patricio median family income to be \$45,700.

According to the Bureau of Labor Statistics for the fourth quarter of 2003, the unemployment rate for San Patricio County is 6 percent, which is the same for the State of Texas unemployment rate for the same period at 6 percent.

### *Community Contact*

Interviews with community leaders provided additional information regarding community credit needs, the condition of the local economy, and changes in area demographics. One local business community contact that was within the bank's assessment area was performed during the evaluation.

The community contact indicated that the economy was slow to stagnant and local businesses were very competitive for local consumers' business. Since the area is predominately surrounded by large farms, the community reaps the benefits of the farmers if the crops are good. In addition, the community contact stated in order to expand and grow your own business, one must be prepared to expand and go where the population is to increase your business. More economic growth is moving toward the cities that are closer to Corpus Christi and the areas on the bay. This community contact also indicated that current banking relationships were favorable with local bankers being receptive to consumer and local businesses' credit needs.

## CONCLUSIONS WITH RESPECT TO PERFORMANCE CRITERIA

Commercial State Bank headquartered in Sinton, Texas has defined its assessment area as the whole county of San Patricio, which is also part of the Corpus Christi MSA.

### *Sampling Information*

As depicted in Table 3 below, Commercial State Bank’s largest lending activity by dollar volume is predominantly commercial (small business) and agricultural (small farm) lending. By number, consumer loans comprise the largest volume. As a result, small business, small farm along with consumer loans were used to evaluate the bank’s lending performance under the Community Reinvestment Act. Residential loans were not evaluated due to the absence of any significant lending by number or dollar volume. Loan samples originated from March 29, 2003, through March 29, 2004 were used for this evaluation, as the lending activity is consistent throughout this period.

<b>Table 3 – Loan Originations between March 29, 2003 and March 29, 2004</b>				
<b>Loan Type</b>	<b>Number</b>	<b>Percent (%)</b>	<b>Dollar \$(000)</b>	<b>Percent (%)</b>
Commercial	29	20	7,785	54
Consumer	82	56	860	6
Residential Real Estate	6	4	603	4
Agricultural	29	20	5,269	36
Gross Loans	146	100	14,517	100

*Source: Bank records.*

Random samples of 24 small business loans totaling \$3,028,090, in addition to 23 small farm loans totaling \$3,819,196, and 31 consumer loans totaling \$286,178 were reviewed. The samples were based on a 90 percent confidence interval and 15 percent precision level.

### ***LOAN-TO-DEPOSIT RATIO***

The bank’s lending activity, as measured by its loan-to-deposit ratio, is reasonable. Since loans are primarily funded through the bank’s deposits, examiners reviewed the bank’s loan-to-deposit ratio as an indicator of the institution’s level of lending activity. Using data from the Consolidated Report of Condition and Income for the past 19 quarters, the bank’s average loan-to-deposit ratio is 29 percent. Listed alphabetically, and utilizing the same data and time frame, Table 4 shows the subject bank and a comparative analysis of other area financial institutions.

<b>Bank Name</b>	<b>Total Assets \$(000)</b>	<b>Total Net Loans \$(000)</b>	<b>Total Deposits \$(000)</b>	<b>Average Loan- to-Deposit Ratio (%)</b>
<i>Commercial State Bank Sinton</i>	61,242	9,713	56,248	29
Citizens State Bank Ganado	41,547	7,620	38,839	25
Community State Bank Boling	62,269	20,683	55,757	42
First State Bank Hemphill	55,110	9,459	48,707	27
First State Bank of Odem Odem	56,649	15,096	52,236	31
First National Bank of Refugio Refugio	61,879	13,036	49,527	27

*Source: Reports of Condition and Income*

In comparison, the above noted banks are similar in loan size and total loan mix. The exclusion of public funds did not significantly impact the analysis of this report. After considering and reviewing the bank's asset size, financial competition, location, and lending opportunities, the bank's average loan-to-deposit ratio for the past 19 quarters, as compared to the above, is reasonable.

### ***LENDING IN THE ASSESSMENT AREA***

The bank's proportion of lending activity within the assessment area is satisfactory as a majority of the loans sampled by number and dollar volume were originated within the assessment area.

An assessment area is a geographical area in which the bank intends to concentrate the majority of its lending. Criteria for a bank's lending performance is based on the number and dollar volume of loans originated within the assessment area. Table 5 illustrates the bank's lending in the assessment area.

<b>Loan Category</b>	<b>Number of Loans</b>					<b>Dollar Volume of Loans</b>				
	<b>Inside</b>		<b>Outside</b>		<b>Total</b>	<b>Inside</b>		<b>Outside</b>		<b>Total \$(000)</b>
	<b>#</b>	<b>%</b>	<b>#</b>	<b>%</b>		<b>\$(000)</b>	<b>%</b>	<b>\$(000)</b>	<b>%</b>	
Small Business	13	54	11	46	24	605	20	2,423	80	3,028
Small Farm	17	74	6	26	23	2,941	77	878	23	3,819
Consumer	28	90	3	10	31	234	82	52	18	286
<b>Total</b>	<b>58</b>	<b>74</b>	<b>20</b>	<b>26</b>	<b>78</b>	<b>3,780</b>	<b>53</b>	<b>3,353</b>	<b>47</b>	<b>7,133</b>

*Source: Bank Records. Loan originations March 29, 2003 through March 29, 2004.*

As shown in Table 5, Commercial State Bank makes a majority of sampled small business, small

farm, and consumer loans inside its assessment area. However, due to five large sized loans totaling more than \$2,000,000, the majority of small business loans by dollar volume are outside of the assessment area. Overall, as noted, 74 percent of the total number and 53 percent of the total dollar volume of the combined loan samples are inside the assessment area. The level of lending within the assessment area demonstrates that its performance is satisfactory when considering the assessment area in relation to the bank’s asset size and office location.

***GEOGRAPHIC DISTRIBUTION OF LOANS***

The general geographic make-up of the bank’s assessment area is mostly middle- and upper-income geographies, which represents 79 percent of the area. The remaining 21 percent of the assessment area consists of 3 moderate-income geographies. Since there is no low-income geography, no consideration or analysis is provided regarding the geographic distribution of loans. Overall, the bank has achieved a satisfactory geographic dispersion of loans to the moderate-income geographies.

**Small Business Loans**

Utilizing information in Table 6, a geographic analysis of 13 small business loans was conducted in comparison to the geodemographic data, revealing a satisfactory distribution.

<b>Table 6 – Distribution of Small Business Loans by Income Category of the Census Tract</b>					
<b>Census Tract Income Level</b>	<b>Dun &amp; Bradstreet Data (% of #)</b>	<b>Number of Loans</b>		<b>Dollar Amount of Loans</b>	
		<b>#</b>	<b>%</b>	<b>\$(000)</b>	<b>%</b>
Low	0	0	0	0	0
Moderate	27	6	46	331	55
Middle	57	7	54	274	45
Upper	16	0	0	0	0
<b>Total</b>	<b>100</b>	<b>13</b>	<b>100</b>	<b>605</b>	<b>100</b>

*Source: Bank Records.*

As noted in Table 6, the bank shows a satisfactory level of lending to moderate-income tracts by number and dollar amount. Therefore, the bank’s record of lending to small businesses of various sizes reflects a satisfactory geographic dispersion throughout the bank’s general assessment area.

### Small Farm Loans

Table 7 shows a geographic analysis of 17 small farm loans as compared to geodemographic data. The analysis reveals a poor geographic distribution of small farm loans.

<b>Table 7 – Distribution of Small Farm Loans by Income Level of Census Tract</b>					
<b>Census Tract Income Level</b>	<b>Dun &amp; Bradstreet Data (% of #)</b>	<b>Number of Loans</b>		<b>Dollar Amount of Loans</b>	
		<b>#</b>	<b>%</b>	<b>\$(000)</b>	<b>%</b>
Low	0	0	0	0	0
Moderate	24	2	12	206	7
Middle	70	15	88	2,735	93
Upper	6	0	0	0	0
<b>Total</b>	<b>100</b>	<b>17</b>	<b>100</b>	<b>2,941</b>	<b>100</b>

Source: Bank Records.

As noted in Table 7, comparing the bank's data to the geodemographic data, the bank has a poor record of lending in moderate-income geographies by number and dollar. Therefore, the distribution of lending to small farms throughout the assessment area is poor.

### Consumer Loans

An analysis of the geographic distribution of 28 consumer loans was also conducted using the sampling procedures previously described. The geographic distribution of consumer loans is excellent as compared to the assessment area households by census tract income level.

<b>Table 8 – Geographic Distribution of Consumer Loans</b>						
<b>Income Level of Census Tracts</b>	<b>Households *</b>		<b>Number of Loans</b>		<b>Dollar Amount of Loans</b>	
	<b>#</b>	<b>%</b>	<b>#</b>	<b>%</b>	<b>\$(000)</b>	<b>%</b>
Low	0	0	0	0	0	0
Moderate	5,469	25	15	54	93	40
Middle	13,491	61	12	43	121	52
Upper	3,077	14	1	3	20	8
<b>Total</b>	<b>22,037</b>	<b>100</b>	<b>28</b>	<b>100</b>	<b>234</b>	<b>100</b>

Source: Bank records March 29, 2003 through March 29, 2004. \*2000 U. S. Census.

As Table 8 illustrates, consumer loans by number and dollar, the bank reflects an excellent penetration to moderate-income geographies.

Overall, the geographic dispersion of small business, small farm, and consumer lending activity, is satisfactory.

***LENDING TO BORROWERS OF DIFFERENT INCOMES AND BUSINESSES AND FARMS OF DIFFERENT SIZES***

The bank’s record of lending to businesses and farms of different sizes and borrowers of different incomes demonstrates a satisfactory level of performance based on small business, agricultural, and consumer lending distribution to various-sized businesses and low- and moderate-income borrowers.

**Small Business Loans**

Again, utilizing the sampling procedures as previously described an analysis of the distribution of 24 small business loans by gross annual revenues and loan size was performed. The bank’s record of lending to businesses of different incomes and loan size is strong.

Table 9 stratifies the gross annual revenues by number and dollar of the 13 loans reviewed as compared to aggregate data.

<b>Table 9 – Distribution of Small Business Loans by Gross Annual Revenues</b>					
<b>Gross Annual Revenues \$(000)</b>	<b>Dun &amp; Bradstreet Data (% of #)</b>	<b>Number of Loans</b>		<b>Dollar Volume of loans</b>	
		<b>#</b>	<b>%</b>	<b>\$(000)</b>	<b>%</b>
≤ 1,000	64	10	77	484	80
> 1,000	4	3	23	121	20
NA	32	0	NA	0	NA
<b>Total</b>	<b>100</b>	<b>13</b>	<b>100</b>	<b>605</b>	<b>100</b>

*Source: Bank records from March 29, 2003 through March 29, 2004*

Quantifying a bank’s performance for lending to businesses of different sizes is somewhat difficult due to the lack of comparative data. However, information provided by Dun & Bradstreet (D&B) is commonly used for quantifying a bank’s performance for lending to businesses of different sizes. The most recent business data from D&B indicated that 64 percent of the non-farm businesses in the assessment area that reported to D&B generated revenues of \$1 million or less annually. However, 32 percent of the businesses did not report income. Given the unknown nature of that sector and considering that 77 percent by number and 80 percent by dollar volume, the bank’s lending to businesses’ with gross annual revenues of \$1 million or less, indicates a strong record of the bank’s commitment to serve small businesses.

Therefore, Commercial State Bank’s record of lending to businesses of different revenues is strong in relation to D&B business demographic data.

Table 10 presents a comparison of the number and dollar volume of small business loans extended within the bank’s assessment area and was compared to the 2002 CRA data.

Since data relative to loan size is an indirect measure of small business lending performance, small business loans were also analyzed by loan size. However, loan size is given less weight with regard to gross annual revenues.

The bank's origination of small business loans under \$100,000, both in number and by dollar volume, is strong when compared with aggregate data as shown in Table 10.

Table 10 – Distribution of Small Business Loans by Loan Size						
Loan Size \$(000)	Aggregate Lending Data (% of # 2002)	Number of Loans		Aggregate Lending Data (% of \$) 2002	Dollar of Loan	
		#	%		\$(000)	%
≤ 100	96	12	92	43	355	59
> 100 ≤ 250	2	1	8	18	250	41
> 250 ≤ 1,000	2	0	0	39	0	0
<b>Total</b>	<b>100</b>	<b>13</b>	<b>100</b>	<b>100</b>	<b>605</b>	<b>100</b>

Source: 2002 CRA Aggregate Data. Bank records from March 29, 2003 through March 29, 2004.

Overall, with respect to small business lending, the bank has demonstrated a strong performance in relation to aggregate data.

### Small Farm Loans

The bank's record of lending to farms of different revenues is satisfactory. Table 11, present's information on the number and dollar volume of agricultural loans extended within the bank's assessment area.

Table 11 – Distribution of Sampled Farm Loans Among Farms of Different Sizes					
Gross Annual Revenues	Number of Loans	Dollar Volume of Loans \$ (000)	% by Number of Loans	% by Dollar Volume of Loans	% of Farms by Value of Sales*
\$25,000 - \$49,999	1	1	6	0	13
\$50,000 - \$99,999	4	318	24	11	14
\$100,000 - \$249,999	4	365	24	12	30
\$250,000 - \$499,999	2	580	11	20	27
\$500,000 and more	6	1,677	35	57	16
<b>Totals</b>	<b>17</b>	<b>2,941</b>	<b>100</b>	<b>100</b>	<b>100</b>

\*1997 U. S. Agriculture Census and percent of farms with sales of at least \$25,000.

Table 11 shows that Commercial State Bank is lending to farms of all sizes and that its lending practices are generally consistent with the assessment area demographics. More than half the loans originated were to small farms with revenues of less than \$250,000, and the percentages were within a reasonable range of the area demographics. However, the bank has a higher

percentage of loans to small farms with revenues greater than \$500,000 as compared to the assessment area farms. Notwithstanding the aforementioned record, the bank's lending patterns evidence a satisfactory level of performance in meeting the credit needs of farms of all sizes within the assessment area.

Overall, the bank's record of lending to small farms of different revenues is satisfactory.

### Consumer Loans

An analysis of the distribution of consumer loans by borrower's income was also conducted using the sampling procedures previously described. The bank demonstrates a satisfactory performance record of consumer lending to low- and moderate-income borrowers.

Income classification and household statistics for the assessment area were derived from the 2000 U.S. Census data. The Department of Housing and Urban Development (HUD) estimated 2003 median family incomes (MFI) were used in this analysis. Table 12 provides information on how each income level is defined. This information is then used for comparison to the income of borrowers originating loans in 2003.

<b>Table 12 - Income Range for the Metropolitan Assessment Area</b>		
<b>Income Level</b>	<b>Percent of MFI</b>	<b>Income Range 2003</b>
Low	Less than 50%	Less than \$22,850
Moderate	50% to < 80%	\$22,850 to < \$36,560
Middle	80% to < 120%	\$36,560 to < \$54,840
Upper	120% or more	\$54,840 or more

Table 13 presents a comparison of the number and dollar volume of consumer loans extended within the bank's assessment area, which was compared to the percent of households with incomes within these ranges as shown in Table 12.

<b>Table 13 – Distribution of Consumer Loans by Borrower Income</b>					
<b>Borrower Income Level</b>	<b>Percent of Assessment Area Households</b>	<b>Total Number of Loans</b>		<b>Total Dollar of Loans</b>	
	<b>Percent (%)</b>	<b>Number</b>	<b>Percent (%)</b>	<b>Dollar \$(000)</b>	<b>Percent (%)</b>
Low	25	6	21	21	9
Moderate	16	6	21	37	16
Middle	19	5	18	29	12
Upper	40	11	40	147	63
<b>Total</b>	<b>100</b>	<b>28</b>	<b>100</b>	<b>234</b>	<b>100</b>

Source: 2000 U.S. Census. Bank Records.

Table 13 demonstrates the bank's performance record of loans as adequate by number and poor by dollar to low-income borrowers. Comparing moderate-income borrowers, the performance by number and by dollar is satisfactory as compared to the percent of area households.

Overall, the distribution of consumer loans by borrower's income is satisfactory.

Therefore, lending to businesses of different sizes, small farms, and borrowers of different incomes, lending is satisfactory.

### **RESPONSE TO CRA-RELATED COMPLAINTS**

There have been no CRA-related complaints received since the previous performance evaluation.

### **COMPLIANCE WITH FAIR LENDING REGULATIONS**

No substantive violations of fair lending regulations were identified during the examination.

## ***GLOSSARY***

***Census Tract*** - a small locally demarcated area, usually in a metropolitan neighborhood, defined by the decennial census to consist generally of stable boundaries and an average population of 4,000.

***Dun & Bradstreet*** - a leading provider of business information for credit, marketing and purchasing decisions in the U.S. and worldwide.

***HMDA*** - Home Mortgage Disclosure Act (see HMDA-LAR)

***Low-income*** -

- for a census tract - this refers to income levels less than 50% of the MFI for the MSA in which the tract is located.
- for a block numbering area - this income range is less than 50% of the MFI for all non MSA areas in the state in which the block numbering area is located.
- for individuals - this refers to income levels less than 50% of the most recent year's estimation of the MFI by the Department of Housing and Urban Development.

***MFI*** - median family income as determined by either the Census Bureau or adjusted by HUD.

***Middle-income*** - determined using the same methodology as for low-income. The percentage used for middle-income designation is 80% - 119%.

***Moderate-income*** - determined using the same methodology as for low-income. The percentage used for moderate-income designation is 50%-79%.

***MSA*** - metropolitan statistical area as determined by the Census Bureau. Usually consists of contiguous census tracts and block numbering areas comprising one or more counties including a large population nucleus and nearby communities that have a high degree of interaction and which usually have a combined population of greater than 50,000.

***Upper-income*** - determined using the same methodology as for low-income. The percentage used for upper-income designation is greater than or equal to 120%.