C. COMMUNITY REINVESTMENT GOALS

Financial institution's annual Community Reinvestment Goals should include information on the number of small business loans, home mortgages, home improvement loans, and community development investments to be made within low and moderate-income neighborhoods within the City of Philadelphia. Do not submit* metropolitan statistical *area (MSA) data that includes areas outside of the City of Philadelphia.

1. **Provide an overview of the financial institution's annual Community Reinvestment Goals and confirm most recent CRA rating.**

2. **Provide the number of small business loans, home mortgages, home improvement loans, and community development investments to be made within low and moderate-income neighborhoods within the City of Philadelphia as reported to HMDA in 2025.**

Type	2024 Results	2025 Results	2026 Goals
Small Business Loans	10	7	12
Home Mortgages	NA	NA	5
Home Improvement Loans	NA	NA	N/A
Community Development Investments			
Other (Please define if include)			

If applicable, please provide context for a decline in actual results from 2024 to 2025 and/or a decline from 2025 results to 2026 goals.

The decline in loan originations both planned and actual from 2024 to 2025 is primarily related to delayed development projects in the Bank's target areas for which progress is projected to be made in 2026.

An overview of the Bank's CRA Goals and rating will follow this submission.

3. **Provide the total number (count) and dollar amounts of residential mortgages, home improvement loans, small business loans and community development investments made in the City of Philadelphia as reported to HMDA in 2024.**

Calendar Year 2025

Number of Loans by Income

Type	Low	Mod	Mid	Upper	Total
Residential Mortgage	0	0	0	0	0
Home Improvement	0	0	0	0	0
Small Business Loans	2	1	2	1	6
Community Development	0	0	0	0	0
Other (please define if include)- Tract Unknown					1
Total:	2	1	2	1	7

Value of Loans ($) by Income

Type	Low	Mod	Mid	Upper	Total
Residential Mortgage					
Home Improvement					
Small Business Loans	$850,000	$750,000	$150,000	$50,000	1,800,000
Community Development					
Other (please define if include)					$25000
Total:	$850,000	$750,000	$150,000	$50,000	$1,825,000

4. **Provide information on other types of community development investments made in neighborhoods within the City of Philadelphia (for example: Grants, Education, Public or related Commercial Development).**

The Bank provides technical assistance and business counseling services that include a variety of services, such as business planning, accounting, finance, and strategy assistance to keep businesses viable.

5. **Briefly describe any lending outreach programs geared toward minorities, low-income individuals, women, or immigrants. This description should include the targeted community, the type of product (i.e. commercial, home lending, unsecured consumer) and any program outcomes.**

The Bank provides support completing financing applications. Many small businesses are unable to secure clients or financing because they lack the education, skills, or resources to perform certain management tasks. The Bank supports business owners and their staff with these business functions.

6. **Disparities in Lending: Attach a long-term strategic plan to address disparities in the Bank's or Financial Institution's lending and investment activities. Please include reference to any products or services offered to address such disparities that may be indicated in the City's most recent annual lending study.**

   Label this document "Appendix II – Long-Term Strategic Plan." If disparities are not indicated in the study, then a strategic plan on programs, lending, and branching patterns should be submitted. Label this document "Appendix II – Long-Term Strategic Plan".

   All depositories are required to respond per Chapter 19-200 as referenced:

   "*Each depository shall also provide the City with a long-term strategic plan to address disparities in its lending and investment activities. The strategic plan shall address how the depository will match or exceed peer lending performance in targeting capital access and credit needs disclosed in disparity studies commissioned by the City.*"

UNITED BANK
OF PHILADELPHIA

APPENDIX II

Long-term Strategic Plan

UNITED BANK
OF PHILADELPHIA

Strategic Growth: From Business Banking to Community Building

United Bank of Philadelphia ("the Bank") was born in 1992, during one of the most challenging economic periods in our City's history. As community banks retreated from underserved neighborhoods, we emerged not just to fill a gap, but to reimagine what banking could look like for communities too often left behind.

Today, we find ourselves in a similar economic climate, yet we are more focused, and more determined than ever. Re-engineering for resilience, regulated by the Federal Deposit Insurance Corporation (FDIC), and empowered by technology, the Bank's goal is to evolve into a dynamic business bank that understands that economic equity is built both at the boardroom table and at the corner café.

Our Evolution

We began by serving larger businesses and institutional clients. Over time, we intentionally pivoted to meet the growing needs of small businesses and everyday consumers, those who have been the backbone of our bank since the very beginning. We've launched lending strategies, tailored loan products, and expanded technical assistance offerings. In 2024 alone, we provided hands-on technical assistance to **51 small businesses**, directly aiding in the retention of over **264 jobs**. This is a measurable testament to the ripple effect of targeted investment.

Now, we are entering our next phase of strategic growth: one rooted in community reinvestment.

Reinvestment on the Horizon

As we look ahead, United Bank of Philadelphia is laying the groundwork for a bold and intentional community reinvestment strategy. While this work is still in its early stages, our plans are focused, actionable, and rooted in long-term impact. Our renewed focus zeroes in on **Southwest Philadelphia**, a community rich in culture, history, and untapped potential. Alongside Southwest, we continue to invest in **West Philadelphia** and **North Central Philadelphia**, neighborhoods that have long faced disinvestment and underrepresentation in traditional banking models.

These are not just geographic markers. They are communities with families, dreams, and businesses that deserve access to the full spectrum of financial opportunity.

Our intention is clear. We are working to expand access to capital, connect entrepreneurs with real resources, and support neighborhood-level growth through job creation, education, and financial literacy. This is not just banking. This is rebuilding the economic infrastructure from the inside out.

Beyond the Numbers

We believe that impact is about more than metrics. While we prioritize the numbers such as jobs retained, businesses funded, and deposits secured, our mission stretches far beyond the spreadsheet.

Our overarching goal is to collaborate with local developers, community organizations, and mission-aligned institutions. United Bank of Philadelphia represents a shared commitment to forward-thinking, equitable growth. The Bank will serve as the connector between community needs, institutional resources, and measurable outcomes. Together, we aim to turn strategic vision into tangible impact while remaining accountable to the metrics that move our mission forward. Through these partnerships, we strive to leverage our expertise and insight to better advise, empower, and serve Philadelphia's underserved neighborhoods with intention and lasting impact.

Our **community reinvestment strategy** includes:

- **Education**: Investing in the future through the development of new schools that reduce overcrowding, offer specialized learning environments, and provide youth with access to green spaces and career-focused programming where we partner in extending career experience via internships.
- **Financial Literacy**: Equipping residents, families, and small business owners with the tools to build generational wealth through financial counseling, credit education, and hands-on advisement.
- **Resource Hubs**: Establishing centralized spaces that offer access to workshops, one-on-one mentorship, business guidance, and essential services tailored to underserved communities.
- **Small Business Expansion**: Providing entrepreneurs with direct access to capital, technical assistance, and strategic growth support to help scale operations and increase their community impact.
- **Job Retention & Creation**: Supporting long-term employment opportunities through investment in local enterprises, development projects, and skills-based initiatives.

We're not just funding businesses, we're fortifying ecosystems. Because when one business thrives, it creates jobs, inspires the next generation, and lifts entire communities.

Looking Ahead

As Philadelphia rises, United Bank of Philadelphia rises with it—reaffirming our role as a connector, a lender, and a partner in progress. Our commitments are not performative. They are strategic, intentional, and deeply rooted in our founding mission.

The growth of one small business often fuels another, one hand washing the other. When a new food hall opens, it creates opportunities for the local produce supplier, the event space operator, the security company, and the freelance graphic designer. This interconnected economic movement is the foundation of sustainable community development.

We invite our partners and peers to join us in this next chapter of bold, community-centered banking. Together, we can ensure that reinvestment leads not just to growth, but to shared prosperity across every zip code in this city.