



**Regions Served:** Arkansas and Mississippi Delta

**Lending Focus:** Single Family and Commercial Real Estate

**Status:** CDFI

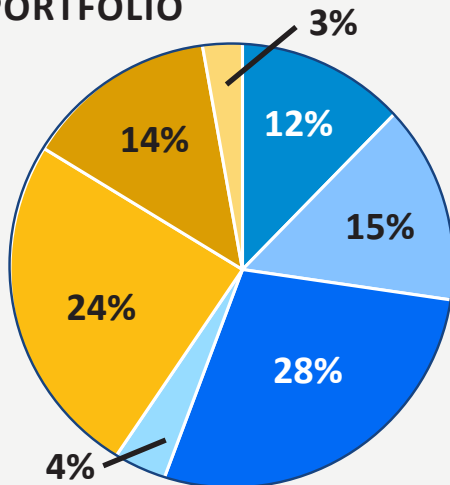
**Website:** banksouthern.com



**U.N. Sustainable Development Goals \***

Founded in 1986 by prominent political, business, and philanthropic leaders with an initial investment of \$10 million, Southern Bancorp, Inc. has grown into a \$2.6 billion asset organization. Alongside its development partners, Southern Bancorp Bank and Southern Bancorp Community Partners serves over 65,000 customers across 56 locations in the Mid-South. Southern Bancorp offers a unique array of financial products and services designed to support individuals at every stage of their financial journey, from teaching kids to save, to helping entrepreneurs and families achieve the American Dream. Southern Bancorp is a certified Community Development Financial Institution, a certified B-Corp, and a proud member of the Global Alliance for Banking on Values.

## TOTAL OUTSTANDING PORTFOLIO



	<i>In 000's</i>
Construction & Land Development	\$ 190,626
Farm	\$ 232,359
Single Family	\$ 439,873
Multifamily	\$ 58,327
Commercial Real Estate	\$ 375,585
Commercial & Industrial	\$ 208,468
Consumer Loans	\$ 43,601
Other	\$ 5,992
<b>TOTAL:</b>	<b>\$ 1,554,831</b>

**Southern Bancorp's mission is to create economic opportunity in underserved communities by providing responsible, responsive, and innovative financial products and services that balance profits with purpose.**

## LENDING PROFILE: MERKIA GASTON | OLIVE BRANCH, MS

Merkia Gaston, a 50-year-old single mom of three, spent her entire adult life renting and felt that homeownership was out of reach. After discouraging experiences with other banks, she connected with Southern Bancorp's mortgage division and found the partner she needed. Despite having some savings, Merkia lacked enough for a downpayment and closing costs. Southern Bancorp's mission-focused approach helped her qualify for a downpayment assistance program and a flexible first-time mortgage.

Now, for the first time in her life, Merkia is a proud homeowner. Inspired by their mother's achievement, her children now believe they can achieve their dreams too. By developing strategic partnerships with organizations like the CDFI Fund, Global Alliance for Banking on Values (GABV), and Community Development Bankers Association (CDBA), Southern Bancorp extends its influence far beyond its physical market borders.



Source: Call Report Data at 12/31/2023

\*Adopted by the UN in 2015, the Sustainable Development Goals (SDGs) are 17 integrated targets aimed at ending poverty, protecting the planet, and ensuring peace and prosperity for all by 2030.

## 2023 SNAPSHOT LOAN ORIGINATIONS



**7891**  
TOTAL LOANS



**1,756**  
BUSINESS  
LOANS



**3418**  
CONSUMER  
UNSECURED LOANS



**14**  
MORTGAGE  
1-4 LOANS



**113**  
LAND  
LOANS



**799**  
MORTGAGE  
MULTI LOANS



**330**  
MORTGAGE NON  
RESIDENTIAL LOANS

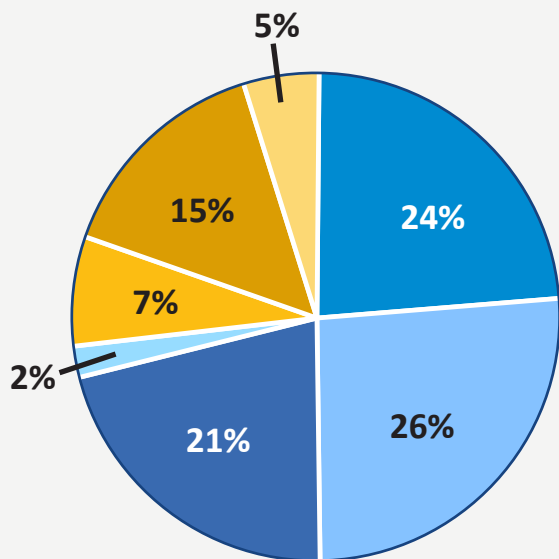


**542**  
AFFORDABLE HOUSING  
UNITS FUNDED



**2717**  
CONSUMER  
SECURED LOANS

## TOTAL PERCENTAGE OF LOAN ORIGINATIONS



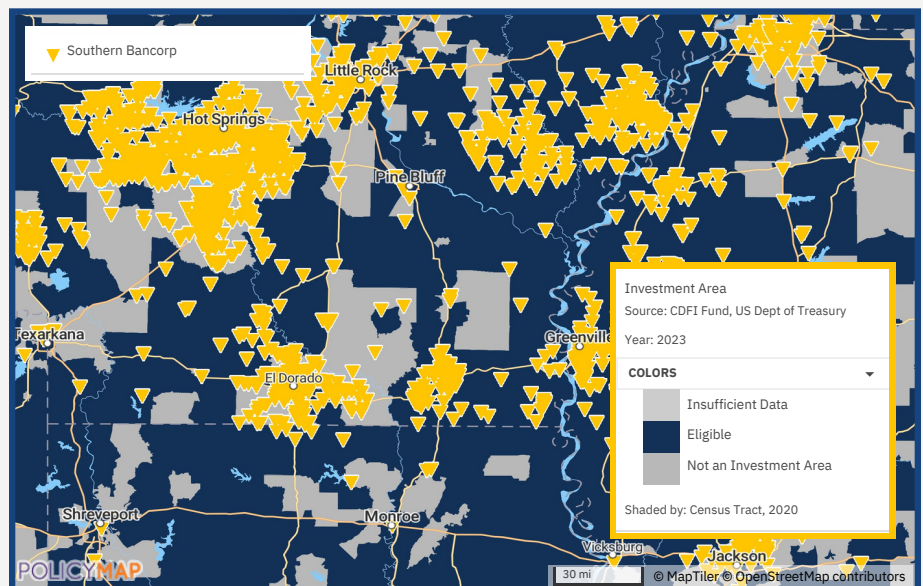
### Lending Profile: Noe's Lawn Care & Dumpster Rental | Arkadelphia, AR

Noe Moreno, originally from Guerrero, Mexico, has lived in Arkadelphia, AR, for 25 years. In 2017, with just a few dollars and a \$10 push mower from a yard sale, he started his own landscaping business. Initially, he kept his day job while running the business on the side, dreaming of making it his full-time occupation. With the help of Southern Bancorp's commercial lending team, Noe transformed his dream into reality. Accessible, flexible capital and a supportive bank enabled him to expand his business significantly. Today, his landscaping and dumpster rental service not only supports him full-time but also provides multiple jobs for his local community.

	In '000's
Construction & Land Development	\$ 136,134,897
Farm	\$ 150,685,951
Single Family	\$ 123,092,590
Multifamily	\$ 11,910,005
Commercial Real Estate	\$ 41,679,019
Commercial & Industrial	\$ 85,473,744
Consumer Loans	\$ 28,666,220
Other	\$ 1,132,824
<b>TOTAL:</b>	<b>\$ 578,775,250</b>

Source:  
2023 Southern Bancorp Loan Originations

## 2023 LOAN ORIGINATIONS



# IMPACT METRICS FY2023

1

AFFORDABLE HOUSING


1,034

Number of people supported in attaining affordable housing

2

JOBS

9,222

Number of jobs created or retained across their markets

3

SAVINGS

95,531

Number of individuals to save through products, financial development services, programs, and advocacy efforts

4

VOLUNTEERING

14,529

Number of volunteered hours our employees contributed

## FREE TAX PREP:

4,403

Volunteers prepared tax returns for free

•

\$5.6 Million

•

Refunds our clients received

•

•

•

•

\$1.7 Million

•

And of those refunds, Earned Income Tax Credits

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