



NEW YORK STATE BANKING DEPARTMENT
Consumer Services Division
One State Street Plaza
New York, NY 10004

PUBLIC SUMMARY

**COMMUNITY REINVESTMENT ACT
PERFORMANCE EVALUATION**

Evaluation Date: September 30, 2008

Institution: Deutsche Bank Trust Company Americas
60 Wall Street
New York, NY 10045

Note: This evaluation is not an assessment of the financial condition of this institution. The rating assigned does not represent an analysis, conclusion or opinion of the New York State Banking Department concerning the safety and soundness of this financial institution.

GENERAL INFORMATION

This document is an evaluation of the Community Reinvestment Act (“CRA”) performance of Deutsche Bank Trust Company Americas (“DBTCA”) prepared by the New York State Banking Department. The evaluation represents the Banking Department’s current assessment and rating of the institution’s CRA performance based on an evaluation conducted as of September 30, 2008.

Section 28-b of the New York State Banking Law, as amended, requires that when evaluating certain applications, the Superintendent of Banks shall assess a banking institution’s record of helping to meet the credit needs of its entire community, including low- and moderate-income (“LMI”) areas, consistent with safe and sound operations.

Part 76 of the General Regulations of the Banking Board implements Section 28-b and further requires that the Banking Department assess the CRA performance records of regulated financial institutions. Part 76 establishes the framework and criteria by which the Department will evaluate the performance. Section 76.5 further provides that the Banking Department will prepare a written report summarizing the results of such assessment and will assign to each institution a numerical CRA rating based on a 1 to 4 scoring system. The numerical scores represent an assessment of CRA performance as follows:

- (1) Outstanding record of meeting community credit needs;
- (2) Satisfactory record of meeting community credit needs;
- (3) Needs to improve record of meeting community credit needs; and
- (4) Substantial noncompliance in meeting community credit needs.

Section 76.5 further requires that the CRA rating and the written summary be made available to the public (“Evaluation”). Evaluations are primarily based on a review of performance tests and standards described in Section 76.7 and detailed in Sections 76.8 – 76.13. The tests and standards incorporate the 12 assessment factors contained in Section 28-b of the New York State Banking Law.

For an explanation of technical terms used in this report, please consult the **GLOSSARY** at the back of this document.

OVERVIEW OF INSTITUTION'S PERFORMANCE

DBTCA is rated "1," indicating an outstanding record of helping to meet community credit needs. This rating is based on the following factors:

- DBTCA has an excellent level of community development activity and often takes a leadership role in many programs that promote affordable housing, community services, economic development, and revitalization and stabilization of LMI geographies.
- During the evaluation period, DBTCA's community development portfolio totaled \$228 million, of which \$154 million was new money. The bank's community development loan portfolio remains consistent with the prior evaluation.
- DBTCA's community development loans are made through community development intermediaries, and include loan syndications requiring complex underwriting and monitoring.
- DBTCA's qualified investments, including grants, totaled \$ 86.6 million, of which \$32.5 million was new money. The bank's qualified investments remain consistent with the prior evaluation.
- DBTCA provided a high level of community development services in its assessment area. The bank has taken a leadership position and collaborates with community organizations (nonprofit) in providing technical assistance on financial matters, advisory services, and initiating programs and awards that respond to community development needs.

This evaluation was conducted based on a review of the 12 assessment factors set forth in Section 28-b of the New York State Banking Law and Part 76 of the General Regulations of the Banking Board.

PERFORMANCE CONTEXT

Institution's Profile:

DBTCA was originally chartered as Bankers Trust Company ("BT") in 1903. The current name was adopted following BT's acquisition by Deutsche Bank AG ("DBAG") in April 2002. DBTCA is a wholly owned subsidiary of Deutsche Bank Trust Corporation ("DBTC"), a New York bank holding company.

DBTCA is a wholesale commercial bank primarily engaged in leverage finance, loan trading and correspondent banking. The Federal Reserve Bank of New York approved DBTCA as a wholesale institution for CRA purposes on August 18, 1997. As a wholesale bank, DBTCA is not in the business of originating or purchasing small loans to retail customers except as an accommodation to its existing clients.

DBTCA's CRA activities are primarily carried out by a single business unit based in New York City, comprised of its Community Development Finance Group ("CDFG") and the Deutsche Bank Americas Foundation ("Foundation"). CDFG uses a portfolio of loans and investments to promote economic opportunities, affordable housing, and community services in distressed neighborhoods, mostly in New York City. CDFG also develops financing strategies and coordinates overall financing for collaborative projects, such as the modernization of buildings and schools. The Foundation administers the bank's philanthropic activities in the U.S. with a focus on community development, education and the arts. The Foundation's activities are financed by DBAG.

The Call Report as of September 30, 2008, reflects that DBTCA has total assets of \$43.9 billion, of which \$13.7 billion were net loans and lease finance receivables. Total domestic deposits were \$10.1 billion.

The following is a summary of the bank's lending portfolio, based on Schedule RC-C of the bank's September 30, 2006, September 30, 2007 and September 30, 2008 Call Reports:

TOTAL GROSS LOANS OUTSTANDING						
LOAN TYPE	9/30/2006		9/30/2007		9/30/2008	
	\$000	%	\$000	%	\$000	%
1-4 Residential Mortgage Loans	138,000	1.9	197,000	1.6	2,120,000	15.4
Commercial & Industrial Loans	2,765,000	37.3	5,297,000	42.0	3,096,000	22.6
Commercial Mortgage Loans	295,000	4.0	248,000	2.0	536,000	3.9
Multifamily Mortgages	9,000	0.1	1,000	0.0	1,000	0.0
Consumer Loans	278,000	3.8	574,000	4.6	1,070,000	7.8
Loans secured by farmland	0	0.0	0	0.0	0	0.0
Construction Loans	25,000	0.3	0	0.0	115,000	0.8
Other Loans	3,900,000	52.6	6,286,000	49.9	6,786,000	49.4
Total Gross Loans	7,410,000	100.0	12,603,000	100.0	13,724,000	100.0

As illustrated in the table above, lending to businesses is a primary focus, with commercial mortgage loans and commercial and industrial loans combined comprising 26.5% of the loan portfolio as of September 30, 2008.

The bank received a rating of “1,” reflecting an outstanding record of helping to meet community credit needs at its prior Performance Evaluation conducted by the New York State Banking Department as of September 30, 2006.

There are no known financial or legal impediments that adversely impacted the bank’s ability to meet the credit needs of its community.

Assessment Area:

DBTCA’s assessment area consists of the five boroughs of New York City. It has not changed since the previous evaluation. There are 2,217 census tracts in the assessment area, of which 326 are low-income, 613 are moderate-income, 663 are middle-income, and 557 are upper-income tracts.

The following table summarizes the distribution of census tracts across the bank’s assessment area by county and by tract income level.

Distribution of Assessment Area Census Tracts by Income Level							
County	Low	Moderate	Middle	Upper	N/A	Total	%LMI
	#	#	#	#	#	#	%
Bronx	132	98	65	46	14	355	64.8
Kings	119	297	235	117	15	783	53.1
New York	60	59	24	144	9	296	40.2
Queens	12	148	310	185	18	673	23.8
Richmond	3	11	29	65	2	110	12.7
Total	326	613	663	557	58	2,217	42.4

The assessment area appears reasonable based upon the location of the bank’s offices and its lending patterns. There is no evidence that LMI areas have been arbitrarily excluded.

Details of Assessment Area:

Assessment Area Economic and Demographic Data:

- Population, Families and Households: According to the 2000 U.S. Census, the assessment area had a population of 8.0 million residents. Kings County is the most populous with 2.5 million residents, followed by Queens County with 2.2 million. The total population is comprised of 3.0 million households of which 19.7% (595 thousand) are below the poverty level and 7.5% (228 thousand) are receiving public assistance. Approximately 1.9 million families reside in the assessment area, with Kings County having the highest number (588.9 thousand families).

- **Housing:** The assessment area has always been known as a city of renters. According to the 2000 U.S. Census, of the 3.2 million housing units in the assessment area, 2.2 million units (68.8%) are rental units. In contrast to most American cities and metropolitan areas, a majority of the assessment area's housing stock consists of multifamily dwellings (61.1%) and rental units (68.8%). In New York, Bronx and Kings Counties, 77.2%, 79.9% and 72.1%, respectively, of the housing stock is rental units; in Queens County, it is 56.6% and in Richmond County, 36.6%. Although average home prices have declined during the past year, affordability still remained an issue. According to the 2000 Census, the median family income was just over \$48 thousand.
- **Family Income:** According to the 2000 U.S. Census, the assessment area's median family income was \$48.1 thousand. Bronx County has the lowest median family income with \$33.1 thousand, while New York County has the highest with \$71.6 thousand. Approximately 31% of the 1.9 million families living in the assessment area are low-income and 16.7% are moderate-income. Bronx County is the poorest of the five counties, with 60.5% of its families considered LMI.
- **Business:** DBTCA's home county of New York is home to a number of large domestic and foreign banks, investment banks, brokerage houses and insurance companies. The finance, insurance and real estate sectors, however, represent just 9.7% of the 567.9 thousand businesses operating in the assessment area. The service industry accounts for 38% of the businesses in the assessment area. Small businesses dominate the assessment area, with 77.2% of the total businesses employing less than 50 persons.
- **Unemployment:** According to the New York State Department of Labor, the average unemployment rate for New York State was 5.0% in 2005, 4.6% in 2006, and 4.5% 2007. In general, unemployment rates decreased for all five counties in the assessment area from 2005 to 2007. However, unemployment rates remained higher for the Bronx and Kings County compared to the state average from 2005 to 2007.

The following table summarizes the 2005 to 2007 average unemployment rates (not seasonally adjusted) for the five counties in the bank's assessment area and the entire state:

Assessment Area and New York State Annual Unemployment Rates			
	2005	2006	2007
Bronx	7.5	6.7	6.9
Kings	6.2	5.4	5.5
New York	5.0	4.3	4.4
Queens	5.2	4.5	4.5
Richmond	5.2	4.5	4.6
New York State	5.0	4.6	4.5

Source: New York State Department of Labor

PERFORMANCE TEST AND ASSESSMENT FACTORS

The Banking Department evaluates the CRA performance of wholesale banks pursuant to the “community development test” as provided for in Part 76.11 of the General Regulations of the Banking Board. Performance criteria may include (1) the number and amount of community development loans, qualified investments or community development services; (2) the use of innovative or complex qualified investments, community development loans or community development services and the extent to which the investments are not routinely provided by private investors, and (3) the banking institution’s responsiveness to credit and community development needs.

This evaluation covers the two year period from October 1, 2006 to September 30, 2008. In accordance with Part 76.2(f)(4)(ii) of the General Regulations, examiners also reviewed loans and investments to support recovery efforts in nationally-designated disaster areas.

I. Community Development Test

DBTCA demonstrates an excellent level of responsiveness to the community development needs within its assessment area. The bank participates in community development initiatives primarily by working with intermediaries and often takes leadership roles in the creation and development of community development projects.

During the evaluation period ending September 30, 2008, community development loans and investments total \$228.5 million. The following chart reflects community development loans and investments during the evaluation period:

Community Development Loans and Qualified Investments October 1, 2006 to September 30, 2008						
Category	Old Money		New Money		Total	
	\$000	%	\$000	%	\$000	%
Affordable Housing	69,265	92.4	146,818	95.6	216,083	94.6%
Community Service	1,448	1.9	3,501	2.3	4,949	2.2%
Economic Developmen	4,210	5.6	3,235	2.1	7,445	3.3%
Total	74,923	100.0	153,554	100.0	228,477	100.0%

The chart above reflects \$75 million of prior evaluation commitments and \$154 million in new money. On a percentage basis, new money represents 67.2% of total activity and old money represents 32.8%. The largest category is affordable housing comprising more than 90% of DBTCA’s activity.

- Community Development Lending

During the evaluation period, DBTCA had community development loans totaling \$142 million, of which \$121 million represents new money. DBTCA’s portfolio of community development loans decreased slightly compared to the previous evaluation’s \$150.4 million. DB’s community development loans include originations made through community

development intermediaries in the assessment area, as well as loan syndications which include complex underwriting and monitoring.

The following are examples of the bank's community development lending activity:

- DBTCA committed \$42 million to the *Community Preservation Corporation*, ("CPC"), which specializes in the financing of LMI housing. One credit facility financed 244 units, another provided working capital and funded construction loans, and the third was used to purchase collateral trust notes. CPC pools permanent loans, securitizes them, and then sells them in the open market. These facilities were used for financing units in the bank's assessment area.
- DBTCA originated a \$15 million line to a CRA-mission oriented REIT, which buys CRA qualified assets including equity investments and affordable housing mortgages in the secondary market.
- DBTCA extended a \$15 million participation in a \$95 million construction loan on a 248 condo unit in Harlem. This project was developed under the New York City Department of Housing Preservation and Development Cornerstone II program. This project has 33,000 square feet of retail space and 47% of its space is for affordable housing units.
- DBTCA committed roughly \$17 million to the *New York City Acquisition Fund* which provides financing for the acquisition and predevelopment of land for affordable housing within its assessment area.

Qualified Investments

DBTCA has an excellent level of qualified community development investments. As of the evaluation date, qualified community development investments, including grants, totaled \$86.6 million. Of the total investments, 37% was new money.

Qualified investments consisted of \$1.4 million for community services, \$4 million for economic development and \$69 million for affordable housing.

Below are some examples of the community development investments made by the bank:

- A \$4 million investment in the New York Equity Fund 2008 LLC. The projects in which this fund invests have a local nonprofit organization or a for-profit developer with a community development objective, or their affiliate, as a general partner. The tax credits are paid in over time as equity, providing a direct subsidy to the project and allowing it to remain affordable for low- and moderate-income residents in NYC.
- A \$3 million investment in Prana Associates, a real estate fund, managed by a for-profit organization that invests in transitional, inner-city neighborhoods in New York, San Francisco and LA. Its primary purpose is to earn a market rate of return by investing in

and improving properties located in LMI areas through curbside and common area improvements, increasing security at the property and improving tenant services in order to stabilize buildings.

- A \$3 million equity investment in Community Development Trust Inc. (“CDT”), a community development intermediary set up as a private REIT to expand the amount of capital flowing to underserved communities, thereby increasing and preserving affordable housing stock and furthering community development. CDT purchases term mortgage loans on affordable housing projects and makes equity investments in affordable multifamily properties.
- A \$2.7 million equity equivalent investment in EQ2: Community Reinvestment Fund, Inc., a nonprofit community development intermediary promoting job creation, economic revitalization and affordable housing development in LMI communities. The organization provides capital to community development organizations for financing affordable housing, community services, small businesses and other economic development activities. It provides community lenders with new capital primarily by purchasing their loans and selling them to special purpose affiliated entities that issue notes collateralized by the loans.

Community Development Services

The bank provides a high level of community development services, including innovative and signature programs, throughout the assessment area. In partnership with not-for-profit organizations, the bank actively sponsors and participates in a large number of activities that benefit community members, particularly LMI individuals. Bank executives provide leadership in the community development field by providing financial advice and technical assistance to New York City government agencies on several community development and energy efficiency projects.

Below are some of the bank’s innovative community development services:

- DBTCA helped launch the Center for New York City Neighborhoods (“CNYCN”), a public-private collaboration that is coordinating New York City’s response to the foreclosure crisis. Troubled homeowners who dial 311 can be referred to service providers that meet their foreclosure prevention needs. The center will also develop strategies to acquire foreclosed properties from lenders and servicers, rehabilitate them, and sell them again as affordable homes for qualified occupants. A CRA officer provided countless hours of technical assistance to CNYCN’s board and the New York City Department of Housing Preservation and Development to assist the organization’s start-up.
- In 2007, the Living Cities organization formed the Living Cities Subprime Working Group. This group is a think tank of high-level staff from leading community development funders and intermediaries focused on formulating policy solutions for mitigating the negative impact of concentrated foreclosures. This working group evaluated grant proposals resulting in \$4.25 million for foreclosure mitigation pilot efforts

in nine cities, including New York.

- The bank responded to a request of the New York City Mayor's Office of Long-Term Planning and Sustainability ("OLPS") for expertise in financing and structuring the conversion of Black Car limousine fleets to environmentally friendly, fuel-efficient vehicles. The bank teamed with Merrill Lynch, the Partnership for New York City ("PNYC"), Toyota Financial Services and the nonprofit ACCION to devise a range of solutions to meet the financing needs of LMI limousine drivers towards the purchase of new hybrid vehicles. In addition to developing a \$12 million, 7-year letter of credit, the bank staff developed financial models that generated interest among other financial institutions and attended bi-weekly conference calls with the PNYC and other participants.

More than a dozen bank officers and employees provided financial and technical expertise to community development organizations operating in the assessment area. A brief description of their involvement with these organizations follows:

- The CEO of DBTCA is on the Board of Directors of Local Initiatives Support Corporation, a national, non-profit lending and grant making institution that helps independent, community-based organizations improve the physical and economic conditions of their neighborhoods.
- A managing director is the board chair of ASA foundation, an organization whose goal is to ensure microfinance reaches the greatest number of poor at the lowest possible cost.
- Another managing director is a board member of the Myrtle Ave Revitalization Project. Its mission is to restore the main commercial streets of Fort Greene & Clinton Hill and convert them into an economically viable and profitable corridor, providing entrepreneurial and employment opportunities for residents of the community.
- A vice president is both board member and development committee member of CAMBA Housing Ventures, a non-profit affordable housing development company.
- Another managing director is a board member of DOROT, Inc., a social service agency that assists New York City's aged. A grant was made in support of the Managing Director's involvement with the Homeless Prevention program.

The bank also offered the following innovative services:

- Promoted a green economy by working with the NYC's Mayor's office for carbon reduction by retrofitting existing buildings for energy efficiency. New York City is promoting energy audits, carbon foot printing, and energy reduction upgrades for multifamily housing with 100 or more units and large commercial buildings. DBTCA provided financing and structuring expertise in these meetings.

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- DB hosted “SJF Cleantech Conferences,” which are held to provide green companies with venture capital. This venture capital will then help green companies hire low-income workers.

DBTCA staff participated on various panels and working groups to integrate sustainability and green building principles into community development projects.

- Hosted a chief financial officer seminar for leading CDFI’s on financial risk management topics pertaining to current marketplace disruption. DBTCA also sponsored the first NY CDFI Statewide Conference in Albany, NY.
- DBTCA has a “Place-Based Revitalization” award program which promotes the arts in building communities in the process of revitalization.

II. Discrimination and other Illegal Practices

Any practices intended to discourage applications for types of credit set forth in the banking institution’s CRA Public File.

Examiners noted no practices intended to discourage applications for the types of credit offered by the institution.

Evidence of prohibited discriminatory or other illegal credit practices.

The regulatory compliance examination conducted concurrently with this evaluation indicates satisfactory adherence to anti-discrimination and other applicable laws and regulations. No evidence of prohibited discriminatory or other illegal credit practices was noted.

III. Other Factors

Activities conducted by the banking institution to ascertain the credit needs of its community, including the extent of the banking institution’s efforts to communicate with members of its community regarding the credit services being provided by the banking institution.

The Community Development Finance Group (“CDFG”) and Deutsche Bank Americas Foundation (“DBAF”) staff are diligent in ascertainment efforts, maintaining strong relationships with the community development sector and financial intermediaries through a wide variety of practices and relationships, such as site visits, requests for proposals, information sessions, presentations at conferences, positions on boards of directors and advisory boards, including informal meetings and various communications methods. This commitment is supported by senior management of the bank who are themselves engaged in various leadership positions with nonprofit partners and well-informed on key community development issues.

In order to reach the widest audience possible, most of the entities that the bank deals with are umbrella organizations, like Living Cities, Community Development Trust and Community Preservation Corporation. Umbrella organizations are comprised of several smaller nonprofit community organizations.

During the evaluation period, the bank held and/or participated in over 50 community related events. These events provide a forum not only to hear from the residents of the community about credit needs, but also to make them aware of the bank's products, services and philanthropic activities.

The extent of the banking institution's marketing and special credit-related programs to make members of the community aware of the credit services offered by the banking institution.

In order to promote the awareness of its credit services, members of the CDFG and DBAF staff meet regularly with representatives of non-profit organizations, elected officials and government representatives in order to review the performance of the bank's grants and investments, and to coordinate the delivery of services. The bank also hosts events at its facilities for partner and client organizations, in addition to participating in community-sponsored conferences and workshops. Two bank publications play a significant role in the bank's marketing efforts:

- The Community Focus newsletter is printed twice per year and distributed to 2,400 organizations. The newsletter promotes DBTCA as a resource, and describes the variety of programs and projects the bank is involved with.
- The Corporate Social Responsibility Report, published annually and distributed to nearly 750 organizations, communicates the community development efforts of CDFG and CBAF. Inside this report, the bank prominently announces its solicitations for requests for grants directly from organizations focused on community development, education and arts.

Selected advertisements are also placed in journals and community development industry event journals.

The extent of participation by the banking institution's board of directors in formulating the banking institution's policies and reviewing its performance with respect to the purposes of the Community Reinvestment Act.

The board of directors is proactive in the bank's CRA program. The board of directors established a Committee on Public Responsibility and Concern ("CPRC") to oversee the bank's commitment to CRA compliance and to ensure that CRA remains an important element in defining the bank's priorities within the U.S. The CRPC is composed of all outside directors and meets twice a year. Additionally, the bank has a Community Reinvestment Committee ("CRC") that provides regular guidance and oversight to the CRA program. The CRC, chaired by the CEO and comprised of senior executive officers of the

bank, meets twice a year to assess the bank's CRA performance and its credit needs ascertainment efforts. A summary report of the bank's loan, investment and grant activities is provided to and reviewed by the CRC members in its semi-annual meeting.

Gary Hattem, who heads both the CDFG and DBAF, reports directly to the Bank's CEO of the Americas, giving CDFG and DBAF direct access to the bank's executive management and, in turn, direct access to the board of directors. In the semi-annual meetings of CRC and CRPC, Mr. Hattem apprises the members of bank's CRA activities.

Additionally, CDFG develops a two-year strategic plan that is reviewed and updated semi-annually as part of the bank's self-assessment procedures. High-level highlights of the plan are discussed with the members of the CRC.

Other factors that in the judgment of the Superintendent and Banking Board bear upon the extent to which a banking institution is helping to meet the credit needs of its entire community.

None noted.

GLOSSARY

Community Development

The term “community development” is defined to mean:

1. Affordable housing (including multifamily housing) for low- or moderate-income (“LMI”) individuals;
2. Community services targeted to LMI individuals;
3. Activities that promote economic development by financing business or farms that meet the size eligibility standards of the United States Small Business Administration (“SBA”) Development Company or Small Business Investment Company programs, or have gross annual incomes of \$1 million or less;
4. Activities that revitalize or stabilize LMI geographies; and
5. Activities that seek to prevent defaults and/or foreclosures in loans included in (1) and (3), above.

A “community development loan” is defined as a loan that has as its *primary purpose* community development. This includes but is not limited to loans to:

- Borrowers for affordable housing rehabilitation and construction, including construction and permanent financing for multifamily rental property serving low or moderate income (“LMI”) persons;
- Nonprofit organizations serving primarily LMI or other community development needs;
- Borrowers to construct or rehabilitate community facilities that are located in LMI areas or that primarily serve LMI individuals;
- Financial intermediaries including community development financial institutions, community development corporations, minority- and women-owned financial institutions, community loan funds or pools, micro-finance institutions, and low-income or community development credit unions that primarily lend or facilitate lending to promote community development;
- Local, state and tribal governments for community development activities; and
- Borrowers to finance environmental clean up or redevelopment of an industrial site as part of an effort to revitalize the LMI community in which the property is located.

A “qualified investment” is defined as a lawful investment, deposit, membership share or grant that has as its *primary purpose* community development. This includes but is not limited to investments, deposits, membership shares or grants in or to:

- Financial intermediaries (including community development financial institutions, community development corporations, minority- and women-owned financial institutions, community loan funds, micro-finance institutions and low-income or

community development credit unions) that primarily lend or facilitate lending in LMI areas or to LMI individuals in order to promote community development;

- Organizations engaged in affordable housing rehabilitation and construction;
- Organizations, including, for example, small business investment corporations that promote economic development by financing small businesses;
- Facilities that promote community development in LMI areas or LMI individuals, such as youth programs, homeless centers, soup kitchens, health care facilities, battered women's centers, and alcohol and drug recovery centers;
- Projects eligible for low-income housing tax credits;
- State and municipal obligations, such as revenue bonds that specifically support affordable housing or other community development needs;
- Organizations serving LMI housing or other community development needs, such as counseling for credit, home ownership, home maintenance, and other financial services education; and
- Organizations supporting activities essential to the capacity of LMI individuals or geographies to utilize credit to sustain economic development, such as day care operations and job training programs that facilitate access to permanent jobs.

A "community development service" is defined as a service that has as its *primary purpose* community development, is related to the provision of financial services, and has not been considered in the evaluation of the banking institution's retail banking services. This includes but is not limited to:

- Providing technical assistance on financial matters to nonprofit, tribal or government organizations serving LMI housing or economic revitalization and development needs;
- Providing technical assistance on financial matters to small businesses or community development organizations;
- Lending employees to provide financial services for organizations facilitating affordable housing construction and rehabilitation or development of affordable housing;
- Providing credit counseling, home buyers and home maintenance counseling, financial planning or other financial services education to promote community development and affordable housing;
- Establishing school savings programs for LMI individuals;
- Providing seminars for LMI persons on banking and bank account record-keeping;
- Making ATM "Training Machines" available for extended periods at LMI community sites or at community facilities that serve LMI individuals; and
- Technical assistance activities to community development organizations such as:
 - ❖ Serving on a loan review committee;
 - ❖ Developing loan application and underwriting standards;
 - ❖ Developing loan processing systems;
 - ❖ Developing secondary market vehicles or programs;
 - ❖ Assisting in marketing financial services, including the development of advertising and promotions, publications, workshops and conferences;
 - ❖ Furnishing financial services training for staff and management;

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- ❖ Contributing accounting/bookkeeping services; and
 - ❖ Assisting in fund raising, including soliciting or arranging investments.

Low or Moderate Income (“LMI”) Geographies

Those census tracts or block numbering areas (“BNAs”), where according to the 2000 US Census, the median family income is less than 80% of the area median family income. In the case of tracted areas that are part of a Metropolitan Statistical Area (“MSA”) or Primary Metropolitan Statistical Area (“PMSA”), this would relate to the median family income for the MSA or PMSA in which the tracts are located. In the case of BNAs and tracted areas that are not part of a MSA or PMSA, the area median family income would be the statewide non-metropolitan median family income.

LMI Individuals/Persons

Those individuals, whose income is less than 80% of the area median family income. In the case where the individual resides in a MSA or PMSA, this would relate to the median family income for that MSA or PMSA. Otherwise, the area median family income would be the statewide non-metropolitan median family income. In all instances, the area median family incomes used to measure individual income levels are updated annually by HUD.

Whole Institution

The term “whole institution” means a banking institution that is not in the business of extending home mortgage, small businesses, small farm or consumer loans to retail customers, and for which a designation as a wholesale banking institution by the appropriate Federal regulatory authority is in effect. When evaluating a wholesale institution’s CRA performance the Banking Department looks primarily at its record of helping to meet the credit needs of its assessment area through community development lending, qualified investments and community development services.