NEW YORK STATE BANKING DEPARTMENT

CONSUMER SERVICES DIVISION

One State Street
New York, NY 10004

PUBLIC SUMMARY

COMMUNITY REINVESTMENT ACT PERFORMANCE EVALUATION

Date of Evaluation: September 30, 2004

Institution: Deutsche Bank Trust Company Americas
60 Wall Street, 40th Floor
New York, NY 10005-2858

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.

TABLE OF CONTENTS

	Section
General Information	1
Overview of Institution's Performance	2
Performance Context	3
Institution's Profile	
Assessment Area	
Performance Tests and Assessment Factors	4
Community Development Test	
Discrimination or Other Illegal Practices	
Other Factors	
Glossary	5

GENERAL INFORMATION

This document is an evaluation of the Community Reinvestment Act ("CRA") performance of Deutsche Bank Trust Company Americas ("Deutsche Bank") 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, 2004.

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 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 an institution's 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 both the CRA rating and the written summary ("Evaluation") be made available to the public. 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 explanation of technical terms used in this report, please consult the **GLOSSARY** at the back of this document.

OVERVIEW OF INSTITUTION'S PERFORMANCE

Overall Rating

Deutsche Bank is rated "1," indicating an outstanding record of helping to meet community credit needs.

- Deutsche Bank provides a high level of community development loans, qualified investments and community services.

- The bank's community development loans and qualified investments within its assessment area totaled $191 million, of which $132.6 million, or 69.4%, is new money. The bank's community development portfolio increased $37.1 million, or 24.1%, since the prior Performance Evaluation.

- Deutsche Bank reported community development loans totaling $141.1 million, of which $103.6 million, or 73.4%, was new money.

- The bank had qualified investments and grants totaling approximately $50 million, of which $29 million, or 58.1%, was new money. Grants to various community development organizations totaled approximately $9.2 million, with over 75% of the grants supporting community services and affordable housing.

- Deutsche Bank provided a high level of community development services in its assessment area, such as providing technical assistance, seminars and advisory services that benefit LMI communities. In addition, the bank has been a leader in initiating programs and awards that respond to community development needs.

- The bank demonstrates excellent responsiveness to the credit and community development needs of its assessment area.

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:

Originally chartered in March 1903 as Bankers Trust Company, the subject institution was renamed to Deutsche Bank Trust Company Americas ("DBTCA") in April 2002 following a merger. DBTCA is a wholly-owned subsidiary of Deutsche Bank Trust Corporation ("DBCorp"), a bank holding company based in New York City. In turn, DBCorp is a wholly-owned subsidiary of Taunus Corporation, a U.S. bank holding company owned by Deutsche Bank AG of Frankfurt, Germany.

DBTCA is a wholesale commercial bank that focuses primarily on providing global institutional services. As a wholesale bank, DBTCA is not in the business of originating or purchasing residential mortgage, housing rehabilitation, home improvement, small business or small farm loans to retail customers, except as an accommodation to its existing clients. Accordingly, on August 18, 1997, the Federal Reserve Bank of New York approved DBTCA's request to be designated a wholesale institution for CRA purposes.

Deutsche Bank's philanthropic activities within the United States are administered by the Deutsche Bank Americas Foundation ("Foundation"). The Foundation works with DBTCA's Community Development Group to develop and carry out corporate citizenship commitments through a program of loans, investments and grants. Based in New York City, where the majority of grants are awarded, the Foundation supports nonprofit organizations that concentrate on community development, education and the arts.

DBTCA's Community Development Group works with a variety of nonprofit organizations and uses its loan and investment portfolios to help provide safe and affordable housing, create homeownership opportunities, encourage new business development, and deliver employment and support services for communities within its assessment area.

During the review period, DBTCA relocated its principal office from midtown Manhattan to Wall Street. The bank has not opened or closed any branches since the prior Performance Evaluation.

On its Consolidated Report of Condition ("Call Report") for September 30, 2004, DBTCA reported total assets of almost $33 billion, including $6.7 billion (20.2%) in loans, $7.1 billion (21.6%) in trading assets and $9.2 million (27.9%) in federal funds. Since the prior evaluation date, DBTCA's total assets have decreased by $7.5 billion (18.5%).

According to deposit data collected by the Federal Deposit Insurance Corporation, as of June 30, 2004, 100% of DBTCA's deposits come from within New York County (i.e., Manhattan), where the bank ranked fifth out of 92 FDIC-insured deposit-taking institutions based on a market share of 2.2%.

At its prior Performance Evaluation, conducted by the New York State Banking Department as of September 30, 2002, DBTCA was rated "1," reflecting an outstanding record of helping to meet community credit needs.

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

Assessment Area:

Deutsche Bank's assessment is the City of New York, which includes the following five counties: Bronx, Kings (Brooklyn), New York (Manhattan), Queens and Richmond (Staten Island). These five counties contain a total of 2,217 census tracts, which can be broken down as shown in the following table:

Assessment Area - Distribution by Census Tracts												
	Low		Moderate		Middle		Upper		N/A		Total	
County	#	%	#	%	#	%	#	%	#	%	#	%
Bronx	117	33.0	99	27.9	72	20.3	53	14.9	14	3.9	355	100
Kings	100	12.8	271	34.6	250	31.9	147	18.8	15	1.9	783	100
New York	47	15.9	68	23.0	26	8.8	146	49.3	9	3.0	296	100
Queens	12	1.8	107	15.9	298	44.3	238	35.4	18	2.7	673	100
Richmond	3	2.7	7	6.4	25	22.7	73	66.4	2	1.8	110	100
Total	**279**	**12.6**	**552**	**24.9**	**671**	**30.3**	**657**	**29.6**	**58**	**2.6**	**2,217**	**100**

The assessment area appears reasonable and there is no evidence to suggest that LMI areas have been arbitrarily excluded.

PERFORMANCE TEST AND ASSESSMENT FACTORS

DBTCA's performance was evaluated according to the community development performance criteria for wholesale banking institutions, which include the following: (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 these investments are not routinely provided by private investors; and (3) the banking institution's responsiveness to credit and community development needs.

This Performance Evaluation covers the period from October 1, 2002, to September 30, 2004.

I. Community Development Test

DBTCA participates in community development initiatives primarily by working with intermediaries that serve its assessment area. At the same time, the bank often assumes a leadership role in the creation and development of such projects.

As of September 30, 2004, the bank's community development loans and qualified investments within the assessment area totaled approximately $191 million, of which $132.6 million, or 69.4%, was considered new money. The bank's community development portfolio reflected an increase of $37.1 million, or 24.1%, since the prior Performance Evaluation. During the same period, the bank's total assets decreased by $7.5 billion, or 18.5%, to $33 billion.

DBTCA's portfolio of community development loans and investments inside its assessment area can be summarized as follows:

Community Development Portfolio as of 9/30/04 (Dollars in Thousands)				
Type	**Commitments**		**New Money**	
	$	**%**	**$**	**%**
Affordable Housing	133,466.3	69.9	96,094.2	72.5
Community Service	9,514.7	5.0	4,500.3	3.4
Economic Development	19,210.3	10.1	3,242.6	2.4
Revitalization/Stabilization	27,620.0	14.5	27,570.0	20.8
Multi-purpose	1,167.7	0.6	1,167.7	0.9
Total	**190,979.0**	**100.0**	**132,574.8**	**100.0**

The bank's community development activities demonstrate an excellent responsiveness to the credit and community development needs of its assessment area.

A more detailed description of the bank's community development activity follows.

- **Community Development Lending**

As of September 30, 2004, DBTCA had 86 community development loans totaling $141.1 million, including $103.6 million, or 73.4%, new money. During the evaluation period, the bank's portfolio of community development loans increased approximately 84% compared to the previous evaluation's total of $76.5 million.

DBTCA's community development loans include originations made through community development intermediaries in the assessment area, as well as loan participations that require more complex underwriting and monitoring.

The following are examples of Deutsche Bank's community development lending initiatives:

The Community Preservation Corporation ("CPC") - CPC is a private, not-for-profit mortgage lender that specializes in financing LMI housing within deteriorating neighborhoods in New York and New Jersey. The bank committed $18.6 million to purchase an 80% senior participation in a CPC portfolio of 16 construction loans. This portfolio included rental apartment projects, condominiums and 2- to 3-family homes. All projects in the portfolio are located within LMI census tracts in New York City.

New York Equity Fund ("NYEF") – NYEF's provides investment capital for affordable rental housing developments aimed at LMI households and for other community development projects in inner-city neighborhoods within the greater New York City area. Deutsche Bank committed itself to a $10 million participation in an $80 million tax credit bridge loan for NYEF 2003 and a $9.5 million participation in another $80 million tax credit bridge loan for NYEF 2002.

New Ventures Incentive Program I (New VIP I) – The New VIP I is a seed-money loan program sponsored by the New York City Department of Housing Preservation and Development ("HPD"). This program provides pre-development and acquisition loans for LMI residential projects that will be located in rezoned manufacturing areas. Deutsche Bank committed itself to a $10 million participation in a $40 million line of credit created through this program.

Neighborhood Entrepreneurs Program ("NEP") – NEP was created collaboratively by HPD and the New York City Housing Partnership ("NYCHP") to accelerate the renovation and sale of city-owned properties to for-profit community-based owners. NEP seeks to rehabilitate both vacant and occupied properties in LMI neighborhoods within New York City. Deutsche Bank has committed itself to a $3 million participation in a $15 million non-revolving credit facility created by NEP.

100 Street Tri Ventures LLC ("100 Street") – This limited liability company was formed to develop 232 rental apartment units and commercial space in the East Harlem section of Manhattan. The project is being developed under Housing Development Corporation's ("HDC") New Housing Opportunities Program, which provides a combination of tax-exempt bond financing, an HDC subordinate loan, real estate tax abatements and low-income

housing tax credits in exchange for rent restrictions. The bank has committed itself to an $8 million participation in a $45 million Stand-by Letter of Credit to Fannie Mae for the project's construction and stabilization periods.

Living Cities: National Community Development Initiative ("NCDI") IV – This entity is a partnership of various corporations, foundations and the federal government. NCDI was created to address urban revitalization across the United States by strengthening two leading national community development intermediaries: Local Initiative Support Corporation ("LISC") and the Enterprise Foundation. LISC was incorporated in 1979 by the Ford Foundation to assist community development corporations ("CDCs") in transforming distressed neighborhoods into healthy communities by marshalling private and public sector resources, and extending financial and technical assistance. The Enterprise Foundation was launched as a national economic development entity dedicated to rebuilding LMI neighborhoods by offering financial and technical assistance to CDCs and by providing low-income people with access to decent affordable homes, jobs and childcare. Deutsche Bank has committed itself to a $9.6 million ($7.4 million for LISC and $2.2 million for the Enterprise Foundation) participation in a $27.6 million, 3-year revolving credit that ultimately will convert to a 2-year term loan.

DBTCA's lending activities also showed a high level of responsiveness to community needs. During the evaluation period, various community development organizations received interest-free or below-market-rate loans through programs initiated by the bank.

Working Capital Program ("WCP") – This program assists community development corporations by providing an innovative combination of grants and interest-free loans to support the early-stage development of housing and economic development activities. The bank made a total commitment of $750 thousand to ten different community development organizations ($75 thousand each) during the evaluation period.

Second Story Fund – Deutsche Bank introduced this fund as "quasi-equity" to assist non-profit affordable housing developers, supportive housing developers, and commercial and industrial real estate developers with building on their initial successes by propelling a new generation of activity. The Second Story Fund provides $250 thousand in short-term (5-year), low-cost subordinated debt that can be shown as equity on the balance sheets of recipient organizations. Funds are not tied to specific projects but can be used for a variety of purposes that advance a revitalization agenda, including: property acquisitions, research and development, and other costs associated with initiatives that benefit LMI communities and households. Four community development organizations received $250 thousand each under this program, for a total award of $1 million.

Deutsche Bank Supportive Housing Acquisition and Rehabilitation Effort ("SHARE") – Deutsche Bank established the SHARE program in 1998 as a resource for expediting the production of new housing for homeless individuals with special needs in New York City. In 2004, the bank awarded a total of $2.25 million in grants and interest-free loans to ten different organizations ($225 thousand each).

- **Qualified Investments**

As of September 30, 2004, Deutsche Bank had 19 qualified investments (excluding grants) totaling $40.7 million, of which $19.8 million, or 48.6%, was new money. The bank's qualified investments decreased by $22.6 million, or almost 36%, compared to the prior evaluation's total of $63.3 million.

DBTCA supports affordable housing by purchasing Low Income Housing Tax Credits ("LIHTCs") and making equity investments in Community Development Financial Institutions ("CDFIs"). The bank makes extensive use of innovative and complex investments and exhibits excellent responsiveness to community development needs through its use of the LIHTC program.

LIHTCs are created through a special program of the United States Internal Revenue Service ("IRS") and enable a developer to raise equity for the construction or substantial rehabilitation of a residential rental project for low-income tenants. When a qualified project is awarded tax credits, the developer can sell those credits to investors as a way of generating capital for the project. The housing units created through the LIHTC program are subject to specific rent restrictions that are imposed as a way of ensuring the continued affordability of the units.

Presented below are examples of DBTCA's new qualified investments:

- *New York Equity Fund 2002 LP* – This limited partnership was formed by the National Equity Fund ("NEF") and the Enterprise Social Investment Corporation ("ESIC"). The partnership makes investments primarily in inner-city neighborhoods within the New York metropolitan area. Deutsche Bank has invested $5 million in this $115 million LIHTC fund.

- *New York Equity Fund 2003 LLC* - This entity is a limited liability company managed by the NEF and ESIC. The fund acquires interests in limited partnerships or limited liability companies that will own, operate, construct, or rehabilitate low-income housing projects. The bank has invested $5 million in this $100 million LIHTC fund.

- *Prana 21 LP* - Pranza 21 LP is a limited partnership that acquires existing residential properties within transitional, inner-city neighborhoods in the San Francisco Bay area and New York City. Deutsche Bank's New York State-related investment in this partnership totaled $518.9 thousand.

- USA Institutional Tax Credit Fund – This LIHTC fund is a limited partnership that invests in affordable housing primarily by acquiring partnership interests in entities that own leveraged low-income multifamily residential complexes. The bank invested $7 million in this $90 million fund.

In addition, Deutsche Bank provided 349 grants, totaling almost $9.2 million, to various community development organizations. The activities supported by these grants can be

summarized as follows: $4.1 million (45%) for community services, $2.8 million (31%) for affordable housing, $849 thousand (9.3%) for economic development, $210 thousand (2.3%) for neighborhood revitalization and stabilization, and $1.2 million (12.7%) for multi-purpose programs and activities.

- **Community Development Services**

Deutsche Bank provided a high level of community development services in its assessment area and has been a leader in initiating programs that respond to the community's needs.

Brief examples of Deutsche Bank's extensive community development service efforts are provided below:

Direct Technical Assistance for Community Development Organizations – The Foundation and CDG have acted as advisers and supporters to nonprofit organizations during critical times of leadership transition and management problems. Some of the organizations that were assisted include: Pratt Institute Center for Community & Economic Development, Asian Americans for Equality, Hope Community, Local Initiatives Support Corporation, NYC Investment Corporation and Initiative for a Competitive Brooklyn.

New Partners for Community Revitalization ("NPFCR") – This nonprofit entity advocates for, and is a leader of, brownfield reclamation efforts. Deutsche Bank joined with other lenders and with the New York City Department of Housing, Preservation and Development to structure a program for LMI residential projects located on brownfield sites. The program, which is overseen by NPFCR, provides assistance for the acquisition and remediation costs associated with contaminated land and offers technical assistance for less experienced non-profit developers.

New York City Financial Network Action Consortium ("NYCFNAC") – The primary objective of this consortium is to encourage the 230 thousand households in NYC that are eligible for the Earned Income Tax Credit Program ("EITCP") to file a tax return and claim the credit. These households, by not claiming their eligible tax credits, collectively forgo nearly half a billion dollars in tax refunds each year. In 2004, five Deutsche Bank employees volunteered their time to assist families with preparing their tax returns and filing EITCP claims.

New Horizons: A Training and Career Development Program – This transition-to-work program is the flagship of the New York City Financial Services Partnership for Youth, a collaborative initiative among the public, private, and non-profit sectors to provide employment, education and training programs for low-income individuals. To be specific, the New Horizons program trains under-employed youth for teller or administrative jobs in the financial services industry. Representatives from Deutsche Bank serve on the partnership's advisory board and working committee. In addition, bank employees have volunteered as facilitators for the New Horizons workshop series.

Quality of Life Program – The bank sponsors Working In Support of Education ("WISE"), a nonprofit organization that offers the Quality of Life program. WISE provides support services and innovative programs that focus on financial education, leadership, civic engagement, and preparation for college and the workplace. The organization's Quality of Life Program provides scholarships and grants to students in New York City who have developed innovative proposals for improving the city's quality of life. During the evaluation period, various bank employees contributed to the success of the program by volunteering as mentors and judges.

Banking on our Future ("BOOF") – BOOF is a financial literacy program that was pioneered by Operation HOPE, Inc. and provides youth with basic information and core skills necessary for building their financial futures. Through this program, young people are taught the basics of checking and savings accounts, as well as the importance of credit and investments. A representative from Deutsche Bank heads BOOF's advisory board and several bank employees have served as volunteers in this program.

Banking on Youth ("BOY") – BOY is a new initiative of the New York City Department of Employment, offered in collaboration with the Federal Reserve Bank of New York, the FDIC and various financial institutions. The young people who participate in this program establish direct-deposit accounts and receive "hands-on" financial education. Bank volunteers helped pilot BOY's five-week financial education curriculum and instructed more than 1,400 youth in the FDIC's Money Smart curriculum over the evaluation period.

Deutsche Bank Micro-Credit Development Fund - This fund provides below-market-rate loans to nonprofit micro-credit lending programs that use the loans to leverage conventional debt and achieve the economies of scale necessary to become self-sufficient. The fund's board of directors includes individual donors, representatives from Deutsche Bank, and at least one expert in the field of micro-credit lending. Deutsche Bank's Community Development Group conducts credit analyses of micro-credit institutions seeking to borrow from the fund and administers the fund's portfolio on a *pro-bono* basis.

School Partnerships – Deutsche Bank supported community-based schools in Harlem, the Bronx and Brooklyn by creating partnerships with parents, students, educators and area residents. Bank employees volunteered once per month for educational field trips, tutoring and topic-oriented panels.

Workforce Development – The bank has been involved in a number of initiatives to strengthen the workforce development sector. These initiatives include: providing technical assistance to non-profit contractors, convening a seminar regarding the "under-employed" and job opportunities, and, with the Workforce Funders Group ("WFG"), developing employment training and job placement strategies in the aviation and health care fields. In addition, a vice president of the bank currently serves on an advisory council to the WFG.

II. Discrimination or Other Illegal Practices

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

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

Evidence of prohibited discriminatory or other illegal credit practices.

The most recent regulatory compliance examination for DBCTA was conducted concurrently with this CRA assessment and revealed a satisfactory record of performance regarding DBTCA's adherence to anti-discrimination or 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.

Representatives from Deutsche Bank's Community Development Group and Foundation meet regularly with nonprofit organizations and government officials to review grant and investment performance and to coordinate service delivery. In addition, bank employees attend conferences and workshops, and host events for partner and client organizations to learn about Deutsche Bank's strategies and products.

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.

DBTCA is a wholesale financial institution without retail products or retail branches. The bank's Community Development Group has designed special credit products to meet the needs of LMI communities. In addition, the bank has continued and enhanced its outreach efforts by creating new materials for publication and distribution, discovering new venues for reaching community development organizations, and building on strategic relationships to reach further into the nonprofit world for feedback and guidance.

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 has established a Committee on Public Responsibility and Concern, which is charged with overseeing the bank's commitment to CRA compliance. The

committee, which meets twice per year, is chaired by the CEO of Deutsche Bank and includes two outside directors with extensive experience in community affairs.

The bank's CEO also serves as chairperson of DBTCA's Community Reinvestment Committee ("CRC"). The CRC is composed of senior executive managers and provides regular guidance and oversight to the CRA program. The committee meets twice per year and has been involved with self-assessment and needs ascertainment activities.

The bank's Community Development Group and Foundation are headed by the same person, who reports directly to the bank's CEO. This reporting structure provides direct access for both the CDG and the Foundation to executive management and the board of directors.

Other factors that in the judgement 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.

For most of the evaluation period, Deutsche Bank carried on its books 12 prior-period LIHTC investments with a book value of more than $40 million. These investments were sold shortly before the end of the current evaluation period.

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;
    - ❖ 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 1990 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 nonmetropolitan 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 nonmetropolitan median family income. In all instances, the area median family incomes used to measure individual income levels are updated annually by the U.S. Department of Housing and Urban Development ("HUD").

Wholesale Institution

The term "wholesale institution" means a banking institution that is not in the business of extending home mortgage, small business, 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 are through community development lending, qualified investments and community development services.