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OAKLAND

2012 MAY 10 12:11

# AGENDA REPORT

TO: DEANNA J. SANTANA  
CITY ADMINISTRATOR

FROM: Fred Blackwell

SUBJECT: 2011 Linked Banking Survey

DATE: April 26, 2012

City Administrator  
Approval

Date

5/07/12

COUNCIL DISTRICT: City-Wide

## RECOMMENDATION

Staff recommends that the City Council accept this report and adopt the following legislation:

**A Resolution Certifying Banks That Have Met Their 2011 Fair Share Goals Pursuant To The City's Linked Banking Services Ordinance**

## EXECUTIVE SUMMARY

The City's Linked Banking Services Ordinance requires that all City banking services shall be provided only by Eligible Depositories that meet the guidelines as set forth and authorized in the Ordinance. The City Administrator may waive the provisions of the Ordinance if there is no depository available that meets the requirements of the Ordinance, or if the City will incur more than \$100,000 per year in costs as a consequence of the Ordinance.

A Linked Banking Survey was sent to the 29 banks listed on the Federal Deposit Insurance Corporation website for the year ending June 30, 2011. Ten banks responded to the linked banking survey; eight of those met their "Fair Share Goal," which is the proportional amount of loans made in the community relative to their annual deposits received from the community. These banks will be eligible to apply to conduct banking services for the City.

## OUTCOME

Adopting the Resolution will certify the banks that have met their Fair Share Goals under the Linked Banking Services Ordinance and can be considered to have "Eligible Depository" status under the Ordinance. Only banks meeting the Fair Share Goals and considered Eligible Depositories may be eligible to provide City banking services.

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The Bank of Alameda, Bank of America, Bank of the West, Citibank, East West Bank, JP Morgan Chase Bank NA, US Bank and Wells Fargo Bank met their 2011 Fair Share Goals.

The Bank of the Orient submitted information, but did not meet their 2011 "Fair Share" community lending goals. Information from Comerica Bank could not be quantified as it could only submit data for the Oakland-Fremont-Hayward (East Bay) Metropolitan Statistical Area (MSA), and not for the City of Oakland separately.

The Bank of East Asia USA NA, Bay Commercial Bank, California Bank and Trust, Cathay Bank, Center Bank, Community Bank of the Bay, East-West Bank, First Federal Savings & Loan Association, Gateway Bank FSB, HSBC Bank USA, Mechanics, Metropolitan Bank, Nara Bank, One Pacific Coast Bank FSB, Scott Valley Bank, Summit Bank, Torrey Pines Bank, U.S. Bank National Association, Union Bank of California, and United Labor Bank FSB did not submit information in response to City requests; thus the eligibility of those institutions could not be determined under the Ordinance.

## BACKGROUND/LEGISLATIVE HISTORY

The City of Oakland's Linked Banking Services Ordinance was established in 1993 to increase credit availability for community development, small businesses and acquiring residential properties.

The City Council adopted Ordinance No. 12066 C.M.S. on July 14, 1998, amending the Linked Banking Services Program. The Linked Banking Services Ordinance established a process for assessing each bank's performance in providing community credit and for determining bank eligibility to act as a banking service provider for the City. The City establishes an estimate of citywide community credit demand. Individual banks' fair share community lending goals ("Fair Share Goals") are calculated by multiplying this total community credit demand figure by the percent of Oakland deposits held by each bank. Banks must submit the required information and meet their Fair Share Goals in order to be considered for "Eligible Depository" status under the Ordinance. Only banks meeting the Fair Share Goals and considered Eligible Depositories may be eligible to provide City banking services.

The Ordinance calls for the Community Reinvestment Commission to adopt the annual credit need; that Commission was abolished. City staff contracted with David Paul Rosen & Associates to conduct studies to determine the annual credit need.

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**ANALYSIS**

The annual credit need was determined from studies conducted by David Paul Rosen & Associates. Those reports are available for review.

Data provided by the Federal Deposit Insurance Corporation lists 29 lenders with an adjusted aggregate deposh total of \$7,851,387,000 in Oakland as of June 30, 2011. Although all 29 lenders in Oakland were contacted, only ten provided the information requested to the City, and eight of the ten met their fair share goal. This represents an increase from the last full survey of 2009, when eight banks submitted information and seven of those met their fair share goal. There have been several mergers and acquisitions during this time. A spreadsheet that shows each lender's Oakland deposits and their fair share goals; a chart that provides information on the number of bank loans approved, applications approved-not accepted, denied and withdrawn, and a summary of the ten lender responses are provided (see *Attachment A*).

The table below shows all the banks in Oakland, grouped by those that met their 2011 credit goal, those that did not meet their goals, and those that did not submit evaluative information necessary to determine eligibility under the Ordinance.

2011

MET "FAIR SHARE" GOALS	DID NOT SUBMIT INFORMATION
<ul style="list-style-type: none"> <li>• Bank of Alameda</li> <li>• Bank of America</li> <li>• Bank of the West</li> <li>• Citibank</li> <li>• East West Bank</li> <li>• JP Morgan Chase Bank NA</li> <li>• US Bank</li> <li>• Wells Fargo Bank</li> </ul> <p><b>DID NOT MEET FAIR SHARE GOALS</b></p> <ul style="list-style-type: none"> <li>• Bank of the Orient</li> <li>• Comerica (could not quantify; data was for Oakland-Fremont-Hayward (East Bay) MSA)</li> </ul>	<ul style="list-style-type: none"> <li>• Bank of East Asia USA NA</li> <li>• Bay Commercial Bank</li> <li>• California Bank &amp; Trust</li> <li>• Cathay Bank</li> <li>• Center Bank</li> <li>• City National Bank</li> <li>• Community Bank of the Bay</li> <li>• First Federal Savings &amp; Loan Association</li> <li>• Gateway Bank FSB</li> <li>• HSBC Bank USA</li> <li>• Mechanics Bank</li> <li>• Metropolitan Bank</li> <li>• Nara Bank</li> <li>• One Pacific Coast Bank FSB</li> <li>• Scott Valley Bank</li> <li>• Summit Bank</li> <li>• Torrey Pines Bank</li> <li>• Union Bank of California</li> <li>• United Labor Bank FSB</li> </ul>

Foreclosure activity. The banks were also asked to submit information on loan modifications. A summary of loan modifications reported is listed below, and the charts are included in the attachment.

<u>Bank</u>	<u>Total Completed Loan Modifications</u>
Bank of Alameda	-0-
Bank of America	478
Bank of the Orient	Did not submit information
Bank of the West	-0-
Citi	Not publicly available
Comerica	Did not submit information
East West Bank	-0-
JPMorgan Chase	448
US Bank	Did not submit information
Wells Fargo	Did not submit information

The City will continue to emphasize issues surrounding community reinvestment, including changes in the nature of the capital markets; banks are doing less lending, while non-traditional lenders such as insurance companies and Wall Street firms are sources for both residential and commercial capital.

### PUBLIC OUTREACH/INTEREST

There has been a lot of interest in this survey because of changes in the banking industry and the foreclosure crisis. The deadline for responding was extended several times to accommodate a many banks as possible and allow more banks to respond.

Staff met with a vice president from a small local bank regarding their challenges in completing the survey and how to streamline the requirements. As a result several forms were eliminated from the survey; that bank did not respond to the survey. Additionally, staff had conversations with representatives from a local credit union regarding obtaining deposit information, and the time for reporting was extended to accommodate their response. The credit union determined that they would not be able to respond to this survey due to changes that were being made within their system.

### COORDINATION

During the past year, staff participated in meetings that included representatives from Community organizations regarding banking issues.

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### COST SUMMARY/IMPLICATIONS

No costs will be incurred as a result of this report.

### PAST PERFORMANCE, EVALUATION AND FOLLOW-UP

The number of banks responding to the survey has historically been low. Seven banks responded to the last survey; six met their goal. Additional outreach was done for this survey, and time for reporting was extended. Ten banks responded; eight banks met the goal, one did not, and one could not be quantified as they could only provide data for the Oakland-Fremont-Hayward (East Bay) MSA.

Bank of America, Bank of the West, JPMorgan Chase & Company and Wells Fargo also responded to the last survey and met their Fair Share Goals.

### SUSTAINABLE OPPORTUNITIES

**Economic:** The Linked Services Program encourages lenders to invest in Oakland to meet their Fair Share Goal if they wish to be considered Eligible Depositories to provide banking services for the City of Oakland. Their investment expands housing opportunities for families, seniors and disabled people in Oakland and opportunities for non-profit organizations.

**Environmental:** There are no environmental opportunities or issues associated with these actions.

**Social Equity:** The Linked Banking Services Program activities improves the landscape and climate of Oakland's neighborhoods by replacing underused and sometimes blighted buildings and lots with new homes and residents, provides social services for residents, and enables low-income families to become homeowners.

### CEQA

Exempt. This report is not a project under CEQA.

For questions regarding this report, please contact Jackie Campbell, Community Development Program Coordinator at 238-7293.

Respectfully submitted,



Fred Blackwell, Assistant City Administrator

Reviewed by: *MB*  
Michele Byrd, Deputy Director  
Department of Housing & Community Development

Prepared by:  
Jackie Campbell  
Department of Housing and Community Development

Attachment A: Bank Information

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## **Attachment A**

Summary of Bank Deposits  
Chart of loan applications approved, denied and withdrawn  
Individual bank loan activity

**LIST OF OAKLAND LENDERS, TOTAL DEPOSITS (AS OF 6/30/11)  
AND LENDERS' COMMUNITY LENDING CREDIT GOALS**

LENDER NAME	Total Deposits (\$000)	Percent of Oakland Deposits	Bank's Credit Goal
Bank of Alameda	\$ 26,599	0.34%	\$ 2,416,185
Bank of America	\$ 1,791,656	22.82%	\$ 162,749,468
Bank of East Asia USA NA	\$ 14,270	0.18%	\$ 1,296,250
Bank of the Orient	\$ 50,543	0.64%	\$ 4,591,197
Bank of the West	\$ 288,439	3.67%	\$ 26,201,064
Bay Commercial Bank	\$ 27,626	0.35%	\$ 2,509,475
Califonia Bank & Trust	\$ 128,288	1.63%	\$ 11,653,355
Cathay Bank	\$ 65,535	0.83%	\$ 5,953,033
Center Bank	\$ 63,202	0.80%	\$ 5,741,109
Citibank National Assn	\$ 481,932	6.14%	\$ 43,777,476
City National Bank	\$ 43,604	0.56%	\$ 3,960,876
Comerica Bank	\$ 6,091	0.08%	\$ 553,291
Community Bank of the Bay	\$ 105,973	1.35%	\$ 9,626,317
East-West Bank	\$ 624,019	7.95%	\$ 56,684,297
First FS&LA	\$ 26,188	0.33%	\$ 2,378,851
Gateway Bank FSB	\$ 152,765	1.95%	\$ 13,876,784
HSBC Bank USA	\$ 344,535	4.39%	\$ 31,296,682
JP Morgan Chase Bank NA	\$ 609,377	7.76%	\$ 55,354,255
Mechanics Bank	\$ 164,624	2.10%	\$ 14,954,025
Metropolitan Bank	\$ 81,220	1.03%	\$ 7,377,818
Nara Bank	\$ 49,781	0.63%	\$ 4,521,979
One Pacific Coast Bank FSB	\$ 90,561	1.15%	\$ 8,226,331
Scott Valley Bank	\$ 29,861	0.38%	\$ 2,712,497
Summit Bank	\$ 91,385	1.16%	\$ 8,301,181
Torrey Pines Bank	\$ 186,974	2.38%	\$ 16,984,242
U. S. Bank National Assn.	\$ 170,579	2.17%	\$ 15,494,962
Union Bank of California	\$ 455,466	5.80%	\$ 41,373,372
United Labor Bank FSB	\$ 81,581	1.04%	\$ 7,410,610
Wells Fargo Bank NA	\$ 1,598,713	20.36%	\$ 145,223,017
<b>TOTAL</b>	<b>\$ 7,851,387</b>	<b>100.00%</b>	<b>\$ 713,200,000</b>



# Summary of Deposits

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Offices and Deposits of all  
FDIC-Insured Institutions

## Institution and Branch Selection

Selected Criteria

State: California  
 County: Alameda  
 City: Oakland  
 City Type: USPS  
 Data as of: June 30, 2011  
 Sorted by: State, County, Institution Name  
 Run Report

State County	Institution Name Office Address	Cert	City, State City (USPS)	Charter Zip	Service Type Codes	Office Number	Unique Number	Deposits (\$000) for June 30, 2011
<b>CALIFORNIA</b>								
Alameda County								
	<b>BANK OF ALAMEDA</b>	34577	Alameda, CA	NM				
	155 Grand Avenue Suite 100		Oakland	94612	11 5		426809	26,599
	<b>Totals for Certificate Number 34577</b>		<b>1 Office(s)</b>					<b>26,599</b>
	<b>BANK OF AMERICA NA</b>	3510	Charlotte, NC	N				
	3251 East 14th Street		Oakland	94601	11 568		198023	55,661
	3000 East 9th Street		Oakland	94601	12 3282		199171	15,020
	2154 Macarthur Boulevard		Oakland	94602	11 565		198020	80,820
	6900 Bancroft Avenue		Oakland	94605	11 578		198032	29,112
	388 Ninth Street		Oakland	94607	11 566		198021	303,062
	496 Lake Park Avenue		Oakland	94610	11 569		198024	105,183
	1959 Mountain Boulevard		Oakland	94611	11 562		198017	281,612
	345 Highland Avenue		Oakland	94611	11 2135		197031	124,766
	5148 Broadway Avenue		Oakland	94611	11 585		198038	123,233
	300 Lakeside Drive		Oakland	94612	11 573		198027	316,849
N	2044 Franklin Street		Oakland	94612	30 2461		199080	0
	6201 College Avenue		Oakland	94618	11 564		198019	211,031
	4054 Macarthur Boulevard		Oakland	94619	11 571		198025	83,515
	303 Hegenberger Road		Oakland	94621	11 582		198036	61,792
	<b>Totals for Certificate Number 3510</b>		<b>14 Office(s)</b>					<b>1,791,656</b>
	<b>BANK OF EAST ASIA, USA, NA</b>	24387	New York, NY	N				
	401 Ninth Street		Oakland	94607	11 12		493062	14,270
	<b>Totals for Certificate Number 24387</b>		<b>1 Office(s)</b>					<b>14,270</b>
	<b>BANK OF THE ORIENT</b>	20387	San Francisco, CA	SM				
	360 Twelfth Street		Oakland	94607	11 4		250881	50,543
	<b>Totals for Certificate Number 20387</b>		<b>1 Office(s)</b>					<b>50,543</b>
	<b>BANK OF THE WEST</b>	3514	San Francisco, CA	NM				
	3062 East 9th Street		Oakland	94601	11 403		425123	9,568
	4900 Telegraph		Oakland	94609	11 318		245035	33,884
	3400 Lakeshore Avenue		Oakland	94610	11 72		189344	53,749
	3305 Broadway		Oakland	94611	11 71		189343	31,215
	2023 Mountain Boulevard		Oakland	94611	11 317		245034	62,071
	2127 Broadway		Oakland	94612	11 277		251301	97,952
	<b>Totals for Certificate Number 3514</b>		<b>6 Office(s)</b>					<b>288,439</b>
	<b>BAY COMMERCIAL BANK</b>	57716	Walnut Creek, CA	NM				
E	155 Grand Avenue		Oakland	94612	11 1		430037	27,626
	<b>Totals for Certificate Number 57716</b>		<b>1 Office(s)</b>					<b>27,626</b>
	<b>CALIFORNIA BANK&amp;TRUST</b>	20852	San Diego, CA	NM				
N	300 Lakeside Drive		Oakland	94612	21 131		359782	0
	400 20th Street		Oakland	94612	11 49		240971	128,288
	<b>Totals for Certificate Number 20852</b>		<b>2 Office(s)</b>					<b>128,288</b>
	<b>CATHAY BANK</b>	18503	Los Angeles, CA	NM				
	710 Webster Street		Oakland	94607	11 9		245516	65,535
	<b>Totals for Certificate Number 18503</b>		<b>1 Office(s)</b>					<b>65,535</b>

<b>CENTER BANK</b>		<b>26610</b>	<b>Los Angeles, CA</b>	<b>NM</b>				
	401 Eight Street At Franklin		Oakland	94607	11	24	256777	39,085
	360 Fourteenth Street		Oakland	94612	11	23	16675	24,117
	<b>Totals for Certificate Number 26610</b>		<b>2 Office(s)</b>					<b>63,202</b>
<b>CITIBANK NATIONAL ASSN</b>		<b>7213</b>	<b>Las Vegas, NV</b>	<b>N</b>				
	3301 East 12th Street		Oakland	94601	11	1294	273540	15,128
	3530 Fruitvale Avenue		Oakland	94602	11	1430	265924	35,910
	801-A Franklin St		Oakland	94607	11	1158	286214	91,691
	3304 Grand Ave		Oakland	94610	11	1229	276906	32,271
	333 Highland Ave		Oakland	94611	11	1282	273439	60,322
	4101 Piedmont Avenue		Oakland	94611	11	1442	265947	96,144
	1325 Broadway		Oakland	94612	11	1169	276221	60,033
	4017 Macarthur Blvd		Oakland	94619	11	1181	276242	43,677
	4100 Redwood Road		Oakland	94619	11	1452	265984	46,756
	<b>Totals for Certificate Number 7213</b>		<b>9 Office(s)</b>					<b>481,932</b>
<b>CITY NATIONAL BANK</b>		<b>1728</b>	<b>Beverly Hills, CA</b>	<b>N</b>				
	2101 Webster Street		Oakland	94612	11	101	258211	43,604
	<b>Totals for Certificate Number 17281</b>		<b>1 Office(s)</b>					<b>43,604</b>
<b>COMERICA BANK</b>		<b>983</b>	<b>Dallas, TX</b>	<b>SM</b>				
	1200 Broadway		Oakland	94612	11	708	490134	6,091
	<b>Totals for Certificate Number 983</b>		<b>1 Office(s)</b>					<b>6,091</b>
<b>COMMUNITY BANK OF THE BAY</b>		<b>34210</b>	<b>Oakland, CA</b>	<b>NM</b>				
<b>M</b>	1750 Broadway		Oakland	94612	11	0	56968	105,973
	<b>Totals for Certificate Number 34210</b>		<b>1 Office(s)</b>					<b>105,973</b>
<b>EAST WEST BANK</b>		<b>31628</b>	<b>Pasadena, CA</b>	<b>SM</b>				
	367 8th Street		Oakland	94607	11	200	285649	268,795
	900 Webster Street		Oakland	94607	11	222	238709	355,224
	<b>Totals for Certificate Number 31628</b>		<b>2 Office(s)</b>					<b>624,019</b>
<b>FIRST FS&amp;LA OF SAN RAFAEL</b>		<b>31406</b>	<b>San Rafael, CA</b>	<b>SA</b>				
	6058 College Avenue		Oakland	94618	11	1	284670	26,188
	<b>Totals for Certificate Number 31406</b>		<b>1 Office(s)</b>					<b>26,188</b>
<b>GATEWAY BANK FSB</b>		<b>33103</b>	<b>Sah Francisco, CA</b>	<b>SA</b>				
	360 Eighth Street		Oakland	94607	11	3	286608	152,751
	2201 Broadway Street, Suite #404		Oakland	94612	11	4	506044	14
	<b>Totals for Certificate Number 33103</b>		<b>2 Office(s)</b>					<b>152,765</b>
<b>HSBC BANK USA NATIONAL ASSN</b>		<b>57890</b>	<b>Mc Lean, VA</b>	<b>N</b>				
	388 9th Street; Suite 121		Oakland	94607	11	443	364579	344,535
	<b>Totals for Certificate Number 57890</b>		<b>1 Office(s)</b>					<b>344,535</b>
<b>JPMORGAN CHASE BANK NA</b>		<b>528</b>	<b>Columbus, OH</b>	<b>N</b>				
	3310 E 14th Street		Oakland	94601	11	4442	288627	50,012
	3438 Fruitvale Avenue		Oakland	94602	11	4506	275778	58,462
	10800 International Blvd., Unit D		Oakland	94603	11	4448	288635	24,078
	270 East 18th Street		Oakland	94606	11	4828	268787	56,220
	3241 Lakeshore Ave.		Oakland	94610	11	4431	288611	83,741
	5050 Broadway Avenue		Oakland	94611	11	4528	275817	148,268
	2051 Mountain Blvd		Oakland	94611	11	4578	275906	124,555
	350 - 20th Street		Oakland	94612	11	4507	275779	64,041
	<b>Totals for Certificate Number 628</b>		<b>8 Office(s)</b>					<b>609,377</b>
<b>MECHANICS BANK</b>		<b>1768</b>	<b>Richmond, CA</b>	<b>NM</b>				
	1999 Harrison Street, Suite 100		Oakland	94612	11	33	419034	164,624
	<b>Totals for Certificate Number 1768</b>		<b>1 Office(s)</b>					<b>164,624</b>
<b>METROPOLITAN BANK</b>		<b>25869</b>	<b>Oakland, CA</b>	<b>NM</b>				
<b>M</b>	250 East 18th Street		Oakland	94606	11	0	32110	38,963
	381 8th Street		Oakland	94607	11	5	258315	42,257
	<b>Totals for Certificate Number 25869</b>		<b>2 Office(s)</b>					<b>81,220</b>
<b>NARA BANK</b>		<b>27530</b>	<b>Los Angeles, CA</b>	<b>SM</b>				
<b>E</b>	1940 Webster St		Oakland	94612	11	12	358763	49,781
	<b>Totals for Certificate Number 27530</b>		<b>1 Office(s)</b>					<b>49,781</b>

<b>ONE PACIFICCOAST BANK FSB</b>	58490	Oakland, CA	SA					
M 1438 Webster Street, Suite 100		Oakland		94612	11	0	453951	90,561
Totals for Certificate Number 58490		1 Office(s)						90,561
<b>SCOTT VALLEY BANK</b>	10781	Yreka, CA	NM					
1111 Broadway Suite 1510		Oakland		94607	11	11	422516	29,861
Totals for Certificate Number 10781		1 Office(s)						29,861
<b>SUMMIT BANK</b>	23364	Oakland, CA	NM					
M,E 2969 Broadway		Oakland		94611	11	0	16672	91,385
Totals for Certificate Number 23864		1 Office(s)						91,385
<b>TORREY PINES BANK</b>	57577	San Diego, CA	NM					
1337 Grand Avenue		Oakland		94610	11	11	493019	79,256
1951 Webster Street		Oakland		94612	11	10	450800	107,718
Totals for Certificate Number 57577		2 Office(s)						186,974
<b>U S BANK NATIONAL ASSN</b>	6548	Cincinnati, OH	N					
1998 Mountain Boulevard		Oakland		94611	11	3719	278195	155,219
344 - 20th Street		Oakland		94612	11	2945	431698	15,360
Totals for Certificate Number 6548		2 Office(s)						170,579
<b>UNION BANK NATIONAL ASSN</b>	22826	San Francisco, CA	N					
1970 Franklin Street		Oakland		94612	11	10	197402	455,466
Totals for Certificate Number 22826		1 Office(s)						455,466
<b>UNITED LABOR BANK FSB</b>	33114	Oakland, CA	SA					
M 100 Hegenberger Road, Suite 110		Oakland		94621	11	0	46348	81,581
Totals for Certificate Number 33114		1 Office(s)						81,581
<b>WELLS FARGO BANK NA</b>	3511	Sioux Falls, SD	N					
3450 Fruitvale Avenue		Oakland		94602	11	555	188634	119,042
901 Franklin St		Oakland		94607	11	5978	441652	39,023
3348 Lakeshore Avenue		Oakland		94610	11	9635	284181	106,375
2220 Mountain Boulevard		Oakland		94611	11	1030	199743	303,789
151 40th Street		Oakland		94611	11	556	188636	284,705
344 Highland Avenue		Oakland		94611	11	566	188650	179,042
5130 Broadway		Oakland		94611	12	1193	199766	50,098
1221 Broadway		Oakland		94612	11	1618	188149	140,686
2040 Franklin Street		Oakland		94612	11	1619	188150	218,398
1 Kaiser Plaza, Suite 850		Oakland		94612	11	5970	440460	137,510
433 Hegenberger Road		Oakland		94621	11	3245	200677	20,045
Totals for Certificate Number 3511		11 Office(s)						1,598,713

County Totals: Alameda, California			
Type of Institution	# of Institutions	# of Offices	Deposits June 30, 2011
Commercial Banks	25	74	7,500,292
Savings Institutions	4	5	351,095
US Branches of Foreign Banks	0	0	0
<b>Total</b>	<b>29</b>	<b>79</b>	<b>7,851,387</b>

State Totals: California			
Type of Institution	# of Institutions	# of Offices	Deposits June 30, 2011
Commercial Banks	25	74	7,500,292
Savings Institutions	4	5	351,095
US Branches of Foreign Banks	0	0	0
<b>Total</b>	<b>29</b>	<b>79</b>	<b>7,851,387</b>

\* The county/state totals represent the totals based on the selected criteria and should not be mistaken for the total of all institutions and branches within the selected state and/or county unless the 'All States' or 'All Counties' option was selected.

Bank Loans - 2008

BANK OF ALAMEDA						BANK OF AMERICA					
	Home Improvement	Home Refinance	Residential Lending	Commercial Property	Home Equity		Home Improvement	Home Refinance	Residential Lending	Commercial Property	Home Equity
No. of Loans	0	0	1	6	15	No. of Loans	10	376	219	2	31
Applications Approved						Applications Approved					
Not Accepted	0	0	0	0	0	Not Accepted	0	2	3	0	6
Applications Denied	0	0	0	0	2	Applications Denied	8	220	121	0	95
Applications Withdrawn	1	0	0	0	1	Applications Withdrawn	6	102	73	0	12
BANK OF THE ORIENT						CITIBANK					
	Home Improvement	Home Refinance	Residential Lending	Commercial Property	Home Equity		Home Improvement	Home Refinance	Residential Lending	Commercial Property	Home Equity
No. of Loans						No. of Loans	12	367	69	1	0
Applications Approved						Applications Approved					
Not Accepted						Not Accepted	0	6	2	0	1
Applications Denied						Applications Denied	2	91	8	0	6
Applications Withdrawn						Applications Withdrawn	3	72	11	0	0

Bank Loans - 2008

BANK OF THE WEST						JPMorgan Chase Bank, NA					
	Home Improvement	Home Refinance	Residential Lending	Commercial Property	Home Equity		Home Improvement	Home Refinance	Residential Lending	Commercial Property	Home Equity
No. of Loans	7	26	27	3	19	No. of Loans	7	907	59	5	0
Applications Approved						Applications Approved					
Not Accepted	1	0	5	0	9	Not Accepted	0	10	0	N/A	0
Applications Denied	4	9	2	2	5	Applications Denied	4	399	44	N/A	1,764
Applications Withdrawn	0	2	1	0	0	Applications Withdrawn	0	16	1	N/A	450
	Home Improvement	Home Refinance	Residential Lending	Commercial Property	Home Equity		Home Improvement	Home Refinance	Residential Lending	Commercial Property	Home Equity
No. of Loans						No. of Loans					
Applications Approved						Applications Approved					
Not Accepted						Not Accepted					
Applications Denied						Applications Denied					
Applications Withdrawn						Applications Withdrawn					

Bank Loans - 2008

COMERICA						EAST WEST BANK					
	Home Improvement	Home Refinance	Residential Lending	Commercial Property	Home Equity		Home Improvement	Home Refinance	Residential Lending	Commercial Property	Home Equity
<b>*Oakland-Fremont-Hayward (East Bay) MSA *</b>											
No. of Loans						No. of Loans	22	28	93	7	0
Applications Approved						Applications Approved					
Not Accepted						Not Accepted	0	1	1	0	0
Applications Denied						Applications Denied	5	71	54	0	0
Applications Withdrawn						Applications Withdrawn	0	1	2	0	0
US BANK						WELLS FARGO					
	Home Improvement	Home Refinance	Residential Lending	Commercial Property	Home Equity		Home Improvement	Home Refinance	Residential Lending	Commercial Property	Home Equity
No. of Loans	1	59	33	0	26	No. of Loans	72	1776	694	57	689
Applications Approved						Applications Approved					
Not Accepted	0	5	3	0	0	Not Accepted	N/A	N/A	N/A	N/A	N/A
Applications Denied	6	27	6	0	0	Applications Denied	N/A	N/A	N/A	N/A	N/A
Applications Withdrawn	0	3	0	0	0	Applications Withdrawn	N/A	N/A	N/A	N/A	N/A

Bank of Alameda

Credit Goal is: \$2,416,185

Community credit provided in 2010 was: \$ 15,984,346

Information required For the 12-month period ending 10/31/2011

	No. of Loans	Loan Amounts
Commercial Credit Lines	20	\$ 4,011,952
Commercial Loans		
Commercial Property Loans	6	\$ 7,434,101
Development Loans		
Home Equity Loan and Credit Lines	15	\$ 2,314,000
Home Refinance Loans		
Residential Loans	1	\$ 283,481
SBA Loans	21	\$ 218,898
Special Lending Initiatives	1	\$ 1,721,914
<b>Loan Modification Activity</b>		
<b>Total</b>	<b>63</b>	<b>\$ 15,984,346</b>

### LOAN MODIFICATION ACTIVITY IN OAKLAND

Summary of loans modified provided in Oakland and originated during the twelve-month period ending: 10/31/2011 (date)

	NO. OF TRIAL MODIFICATIONS	ACTIVE TRIALS	PERMANENT MODIFICATIONS STARTED	COMPLETED PERMANENT MODIFICATIONS	COMMENTS
One to four units	0	-			
Five units+	0				
	0				
<b>TOTAL</b>					

Corporate Name BANK OF ALAMEDA

Name/Title of Person Completing Form TED DEL MUNDO, VICE PRESIDENT

Date 12/02/2011

\_\_\_\_\_



Bank of America

Credit Goal is: \$162,749,468

Community credit provided in 2010 was:

\$

180,117,994

Information required

For the 12-month period ending 12/31/10

	No. of Loans	Loan Amounts
Commercial Credit Lines	317	\$ 17,818,070
Commercial Loans		
Commercial Property Loans	2	\$ 2,523,000
Development Loans		
Home Equity Loan and Credit Lines	31	\$ 2,750,324
Home Refinance Loans	376	\$ 99,213,191
Residential Loans	219	\$ 48,891,768
SBA Loans	239	\$ 6,837,000
Special Lending Initiative	N/A	\$ -
Home Improvement	10	\$ 2,084,641
<b>Loan Modification Activity</b>	*	
<b>Total</b>	<b>1184</b>	<b>\$ 180,117,994</b>

Date: 2/22/2012

Author: Jason Gilbert-Bank of America

**Description:**

*Summary of loans modified provided in Oakland, CA and originated during the twelve-month period ending: 12/31/2010. Loan counts will be stratified by: 2 iterations of property unit totals; Started and Completed Modifications and Trials.*

	TRIAL MODIFICATIONS STARTED	TRIAL MODIFICATIONS COMPLETED	PROPRIETARY MODIFICATIONS STARTED	PROPRIETARY MODIFICATIONS COMPLETED	TOTAL STARTED	TOTAL COMPLETLD
1-4 units	415	182	841	296	1256	478
5+ Units	0	0	0	0	0	0
TOTAL	415	182	841	296	1256	478

**Additional Information:**

The information below is optional; particular interested in the first question (\*)

1. Number of home loan modifications where principle owed has been reduced.\*
  - a. *There were 45 loans in the city of Oakland, CA that received a principal reduction modification in 2010.*
2. Allows unemployed borrowers to qualify for loan modifications based on unemployment insurance and forbearance for at least six months.
  - a. TBD
3. Allows tenants to continue to rent property until it is sold.
  - a. TBD

**Definitions:**

Proprietary – Refers to a modification that was done internally by BAC, using in-house underwriting.

Trial – All trial modifications in 2010 were non-proprietary modifications, mainly HAMP.

**Notes:**

-There were only 2 loans out of the 46,887 Oakland, CA population that had a Property Type = '5+ Units'. These loans did not ultimately Start or Complete a Modification or Trial in 2010.

-All loans are iSeries only

**Data Sources Used:**

WRDNA31278.Jedi.dbo.Loanstatic

WRDNA32176.HRD\_DWH.dbo.v\_Fact\_WorkoutByMonth\_v3

WRDNA31276.HRD\_DWH.dbo.MHA\_Event\_Summary\_v3

Bank of the Orient

Credit Goal is: \$4,591,197

Community credit provided in 2010 was: \$ 458,000

Information required

For the 12-month period ending 6/30/11

	No. of Loans	Loan Amounts
Commercial Credit Lines	1	\$ 458,000
Commercial Loans		
Commercial Property Loans		
Development Loans		
Home Equity Loan and Credit Lines		
Home Refinance Loans		
Residential Loans		
SBA Loans		
Loan Modifications		
<b>Total</b>	<b>1</b>	<b>\$ 458,000</b>

Bank of the West

Credit Goal is: 26,201,064

Community credit provided in 2010 was: \$ 31,113,977

Information required For the 12-month period ending 12/31/2011

	No. of Loans	Loan Amounts
Commercial Credit Lines	28	\$ 5,725,000
Commercial Loans	31	\$ 1,627,797
Commercial Property Loans	3	\$ 1,020,000
Development Loans	7	\$ 826,500
Home Equity Loan and Credit Lines	19	\$ 2,634,000
Home Refinance Loans	26	\$ 4,859,400
Residential Loans	27	\$ 4,661,280
SBA Loans	3	\$ 1,020,000
Special Lending Initiatives	3	\$ 8,740,000
<b>Loan Modification Activity</b>	0	
<b>Total</b>	<b>144</b>	<b>\$ 31,113,977</b>

Commercial Property Loans

**LOAN MODIFICATION ACTIVITY IN OAKLAND**

Summary of loans modified provided in **Oakland** and originated during the twelve-month period ending:  
12/31/2011 (date)

	<b>NO. OF TRIAL MODIFICATIONS</b>	<b>ACTIVE TRIALS</b>	<b>PERMANENT MODIFICATIONS STARTED</b>	<b>COMPLETED PERMANENT MODIFICATIONS</b>	<b>COMMENTS</b>
One to four units	0	0	0	0	
Five units+	0	0	0	0	
<b>TOTAL</b>	0	0	0	0	

Corporate Name Bank of the West

Name and Title of Person Completing Form Lori Wetch, Vice President

Date March 5, 2012

JPMorgan Chase Bank, NA

Credit Goal is: 55,354,255

Community credit provided in 2011 was: \$ 785,288,557

Information required	For the 12-month period ending	31-Dec-11
	No. of Loans	Loan Amounts
Commercial Credit Lines	233	\$ 56,793,118
Commercial Loans		
Commercial Property Loans	183	\$ 340,402,439
Development Loans	5	\$ 11,230,000
Special Lending Initiatives		\$ 225,000
Home Refinance Loans	907	\$ 313,410,000
Residential Loans	59	\$ 41,654,000
SBA Loans	11150	\$ 12,003,000
Home Improvement	7	\$ 9,571,000
<b>Loan Modification Activity</b>	448	
<b>Total</b>	12537	\$ 785,288,557

## LOAN MODIFICATION ACTIVITY IN OAKLAND

Summary of loans modified provided in Oakland and originated during the twelve-month period ending: December 31, 2011

	<b>NO. OF TRIAL MODIFICATIONS</b>	<b>ACTIVE TRIALS</b>	<b>COMPLETED PERMANENT MODIFICATIONS</b>	<b>COMMENTS</b>
One to four units	303	102	429	
Multi-Family	13	5	19	These are only multi-family loans that are in our residential servicing portfolio.
<b>TOTAL</b>	316	107	448	

Corporate Name: JPMorgan Chase

Name/Title of Person Completing Form: Doug Craycraft

Date: 3/14/2012

No. of Trial Modifications: # of trial modifications that Chase received a 1<sup>st</sup> payment in 2011.

Active Trials: # of active trial modifications as of 12/31/11.

Completed Permanent Modifications: # of completed modifications, some of which did not require a trial prior to permanent modification.

Citi

Credit Goal is: \$43,777,476

Community credit provided in 2010 was: \$ 132,837,000

Information required

For the 12-month period ending 12/31/10

	No. of Loans	Loan Amounts
Commercial Credit Lines	382	\$ 3,045,000
Commercial Loans		
Commercial Property Loans	1	\$ 11,000,000
Development Loans		
Home Equity Loan and Credit Lines	0	
Home Refinance Loans	367	\$ 97,364,000
Residential Loans	69	\$ 16,772,000
SBA Loans	13	\$ 806,000
Home Improvement	12	\$ 2,825,000
Special Lending Initiatives	1	\$ 1,025,000
<b>Loan Modification Activity</b>		
<b>Total</b>	<b>832</b>	<b>\$ 132,837,000</b>



## Comerica

Credit Goal is: \$553,291

Community credit provided in 2010 was: \$ 41,179,000  
\* Oakland-Fremont-Hayward (East Bay) MSA

Information required

For the 12-month period ending 12/31/10

	No. of Loans	Loan Amounts
Commercial Credit Lines	77	\$ 31,007,000
Commercial Loans		
Commercial Property Loans	1	\$ 4,700,000
Development Loans		
Gender and Race of Key Personnel*		
Home Equity Loan and Credit Lines	14	\$ 3,058,000
Home Improvement Loans	1	\$ 995,000
Home Refinance Loans	1	\$ 515,000
Loans/Grants to Nonprofits		
MBE/WBE Commercial Loans*		
Residential Loans	4	\$ 904,000
SBA Loans		
Special Lending Initiatives		
<b>Total</b>	<b>98</b>	<b>\$ 41,179,000</b>

East West Bank

Credit Goal is: \$56,684,297

Community credit provided in 2010 was: \$ 50,606,428

Information required

For the 12-month period ending 6/30/2011

	No. of Loans	Loan Amounts
Commercial Credit Lines	52	\$ 6,761,011
Commercial Loans		
Commercial Property Loans	7	\$ 7,637,615
Development Loans		
Home Equity Loan and Credit Lines		
Home Refinance Loans	28	\$ 8,161,000
Residential Loans	93	\$ 23,887,000
SBA Loans	6	\$ 1,107,802
Home Improvement	22	\$ 2,852,000
Special Lending Initiatives	1	\$ 200,000
<b>Loan Modification Activity</b>		
<b>Total</b>	<b>186</b>	<b>\$ 50,606,428</b>

**LOAN MODIFICATION ACTIVITY IN OAKLAND**

Summary of loans modified provided in Oakland and originated during the twelve-month period ending: 6/30/2011 (date)

	NO. OF TRIAL MODIFICATIONS	ACTIVE TRIALS	PERMANENT MODIFICATIONS STARTED	COMPLETED PERMANENT MODIFICATIONS	COMMENTS
One to four units	0	0	0	1	
Five units+	0	0	0	4	
<b>TOTAL</b>	0	0	0	5	

Corporate Name East West Bank      DANYA JANG  
 EAST WEST BANK  
 Name/Title of Person Completing Form PREMIER CLIENT SERVICES  
 900 WEBSTER STREET  
 Date 12/12/11      OAKLAND, CA 94607

US Bank

Credit Goal is: \$15,494,962

Community credit provided in 2010 was:

\$

33,269,500

Information required

For the 12-month period ending 12/31/10

	No. of Loans	Loan Amounts
Commercial Credit Lines		
Commercial Loans		
Commercial Property Loans		
Development Loans		
Home Equity Loan and Credit Lines	26	\$ 2,288,000
Home Refinance Loans	59	\$ 17,145,000
Residential Loans	33	\$ 9,162,000
SBA Loans	159	\$ 4,430,000
Special Lending Initiatives/NP		\$ 144,500
Home Improvement	1	\$ 100,000
<b>Loan Modification Activity</b>		
<b>Total</b>	<b>278</b>	<b>\$ 33,269,500</b>

Wells Fargo

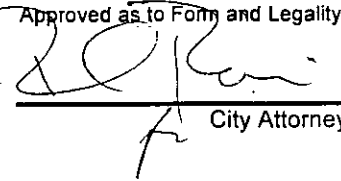
Credit Goal is: \$145,223,017

Community credit provided in 2010 was: \$ 1,833,100,000

Information required

For the 12-month period ending 12/31/10

	No. of Loans	Loan Amounts
Commercial Credit Lines		\$ 575,000,000
Commercial Loans		
Commercial Property Loans	57	\$ 266,000,000
Development Loans		
Home Equity Loan and Credit Lines		
Home Refinance Loans	1775	\$ 674,200,000
Residential Loans	694	\$ 217,900,000
SBA Loans	2829	\$ 100,000,000
Special Lending Initiatives		
Home Improvement	72	\$ 17,200,000
<b>Loan Modification Activity</b>		
<b>Total</b>	<b>5355</b>	<b>\$ 1,833,100,000</b>

FILED  
OFFICE OF THE CITY CLERK  
OAKLAND**OAKLAND CITY COUNCIL**  
City Attorney

2012 MAY 10 12:12

RESOLUTION No. \_\_\_\_\_ C.M.S.

Introduced by Councilmember \_\_\_\_\_

**A RESOLUTION CERTIFYING BANKS THAT HAVE MET THEIR 2011 FAIR SHARE GOALS PURSUANT TO THE CITY'S LINKED BANKING SERVICES ORDINANCE**

**WHEREAS**, the City Council adopted an amended Linked Banking Services Ordinance No. 12066 C.M.S. on July 14, 1998; and

**WHEREAS**, the Ordinance established a process for determining which banks have met their "Fair Share Goals" for Oakland community lending; and

**WHEREAS**, an assessment of the 2011 performance of Oakland banks in meeting their Fair Share Goals for community lending pursuant to the Linked Banking Services Ordinance was conducted, and eight banks were found to have met their Fair Share Goals for 2011; now therefore be it

**RESOLVED:** That the following banks are certified by the City Council as having met their 2011 Fair Share Goals:

- Bank of Alameda
- Bank of America
- Bank of the West
- Citibank
- East West Bank
- JP Morgan Chase Bank NA
- US Bank
- Wells Fargo Bank;

and be it

**FURTHER RESOLVED:** That the following banks are not certified by the City Council as having met their Fair Share Goals for 2011:

- Bank of East Asia USA NA
- Bay Commercial Bank
- Bank of the Orient
- California Bank and Tmst
- Cathay Bank
- Center Bank
- Comerica Bank
- Community Bank of the Bay
- East-West Bank
- First Federal Savings & Loan Association

- Gateway Bank FSB
- HSBC Bank USA
- Mechanics
- Metropolitan Bank
- Nara Bank
- One Pacific Coast Bank FSB
- Scott Valley Bank
- Summit Bank
- Torrey Pines Bank
- U.S. Bank National Association
- Union Bank of California
- United Labor Bank FSB;

and be it

**FURTHER RESOLVED:** That the City Administrator shall file the lists of banks that have met their 2011 Fair Share Goals and those that have not with the City Clerk and with the appropriate federal and state regulatory agencies.

IN COUNCIL, OAKLAND, CALIFORNIA, \_\_\_\_\_, 2012

PASSED BY THE FOLLOWING VOTE:

AYES - BROOKS, BRUNNER, DE LA FUENTE, KAPLAN, KERNIGHAN, NADEL, SCHAAF, AND  
PRESIDENT REID

NOES -

ABSENT -

ABSTENTION -

ATTEST:

\_\_\_\_\_  
LATONDA SIMMONS  
City Clerk and Clerk of the Council  
of the City of Oakland, California