

**REPORT****DATE ISSUED:** January 27, 2009**REPORT NO:** HCR 09-021**ATTENTION:** Chair and Members of the Housing Commission  
For the Agenda of February 20, 2009**SUBJECT:** 2007 Lenders Performance and Reinvestment Activities of the  
Reinvestment Task Force**REQUESTED ACTION:**

Accept report of annual lenders performance and reinvestment activities of the Reinvestment Task Force and forward to City Council and Housing Authority.

**STAFF RECOMMENDATION:**

Accept and forward to City Council and Housing Authority.

**BACKGROUND:**

The Reinvestment Task Force (RTF) was formed in 1977 by joint resolution (#219283) of the City Council and the County Board of Supervisors. Its activities are guided by Council policy 900-09. It is made up of lenders, community organizations and members at large, and is co-chaired by a City Council member (Councilman Young) and a member of the Board of Supervisors (Supervisor Roberts). A membership list is included as Attachment 1. Funding for the RTF comes from the City and County; in addition, the RTF secures periodic funding from grants to accomplish research work.

The RTF meets monthly and is staffed by a Director and a Research Assistant. The Housing Commission acts as fiscal agent, while the County Housing Department provides office space, information technology and supplies.

As a quasi-public committee jointly authorized by the City and County, the RTF's activities and operating guidelines are prescribed by contract. In addition, the RTF is obligated to comply with relevant policies of the City and County related to contracting and financial expenditures. It approves an annual budget.

**Key Accomplishments for Contract Period**

- 1) Completed comprehensive research and analysis of the foreclosure environment in the City and County including a set of recommendations that were approved by the City Council and members of the Board of Supervisors.
- 2) Provided comment and recommended programs during mergers of Merrill Lynch/Bank of America/Countrywide; Wells Fargo/Wachovia Bank; JP Morgan/Chase and their merger with Washington Mutual.
- 3) Provided San Diego specific policy recommendations to the Congressional Banking Committee regarding foreclosure programs (land bank and counseling funds), FDIC Chairwoman Behr and other regulatory agencies (Office of the Comptroller of the Currency, Office of Thrift Supervisor, Federal Reserve Bank).

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- 4) Held nine meetings with the lenders which have agreements with RTF regarding San Diego-specific Community Reinvestment Act lending in the region including numerous non-profit organizations involved in affordable housing and economic development (Attachment 2).
- 5) Worked with City of Oceanside, numerous community organizations and Marines and Navy Command to establish ordinance related to proliferation of payday lenders. Initiated discussions with City of San Diego council members and city attorney regarding possible City ordinance.
- 6) Served on grant making committees with United Way and the San Diego Foundation to establish uniform performance standards for non-profits involved in financial education in the San Diego region.
- 7) Served on Board of Housing Opportunities Collaborative to design strategy and practices for foreclosure counseling agencies in the region. Accessed significant funding through California Reinvestment Coalition for agency.
- 8) Raised funds and managed SmartMoney foreclosure counseling event with over 500 attendees as well as four smaller workshops partnering banks with community non-profits.
- 9) Co-organized "Developing a Regional Plan for Neighborhood Stabilization" event focused on foreclosure assistance strategies.

**PREVIOUS COUNCIL and/or COMMITTEE ACTION:**

City Council Resolution 219283 and City policy 900-09, County policy A123.

Respectfully submitted,



James Bliesner

Director, City/County Reinvestment Task Force

Approved by,



Carrol M. Vaughan

Executive Vice President &  
Chief Operating Officer

Attachments:

1. Membership list
2. 2007 Program Summary

Copies available for review during business hours at the Housing Commission offices at 1122 Broadway, San Diego, CA 92101, Main Lobby and at the Office of the City Clerk, 202 C Street, San Diego, CA 92101.

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**2007 Reinvestment Volume in San  
Diego County: A Summary**

*San Diego Reinvestment Task Force*

*3989 Ruffin Rd.*

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## *Background on the Reinvestment Task Force*

- San Diego City-County Reinvestment Task Force (RTF) was established in 1977 as a joint City and County quasi-public entity
- Monitor banking practices in the region
- Develop strategies for reinvestment in partnership with public, community and private lending institutions
- Add community development equity investment
- Broaden investor base beyond banks

# *Monitor Lending Practices*

Develop specific agreements with major lenders in the County of San Diego

- Home mortgages in low-mod census tracts
- Affordable housing development
- Small business lending
- Community development lending
- Consumer loans for low-income borrowers
- Corporate giving for housing and economic development
- Investments

## *Agreements with Banks*

As of 2007 specific agreements with 10 institutions:

- Bank of America
- Washington Mutual
- Wells Fargo
- Union Bank
- CA Bank & Trust
- US Bank
- San Diego National
- Citibank
- Comerica
- Borrego Springs

Note: Borrego Springs' data is not included due to small size relative to the other 9 banks.



# Market Share

Institution	No. of Office 2007	No. of Offices 2008	%Market Share 2007	%Market Share 2008	* Deposits 2008 (\$000)
Bank of America	74	75	16.6%	16.60%	7,970,515
Wells Fargo Bank	93	99	15.84%	15.84%	8,195,299
Washington Mutual Bank	74	77	15.31%	15.80%	7,551,345
Union Bank of California	60	61	9.30%	9.02%	4,312,769
California Bank & Trust	27	27	5.18%	5.14%	2,454,777
San Diego National Bank	21	24	4.49%	4.3%	2,056,701
Citibank West	27	25	2.67%	2.59%	1,239,980
US Bank	44	46	2.95%	2.78%	1,329,272
Comerica Bank	3	3	1.65%	1.33%	637,274

\*source: FDIC Market Share Report for San Diego County: June 30, 2008

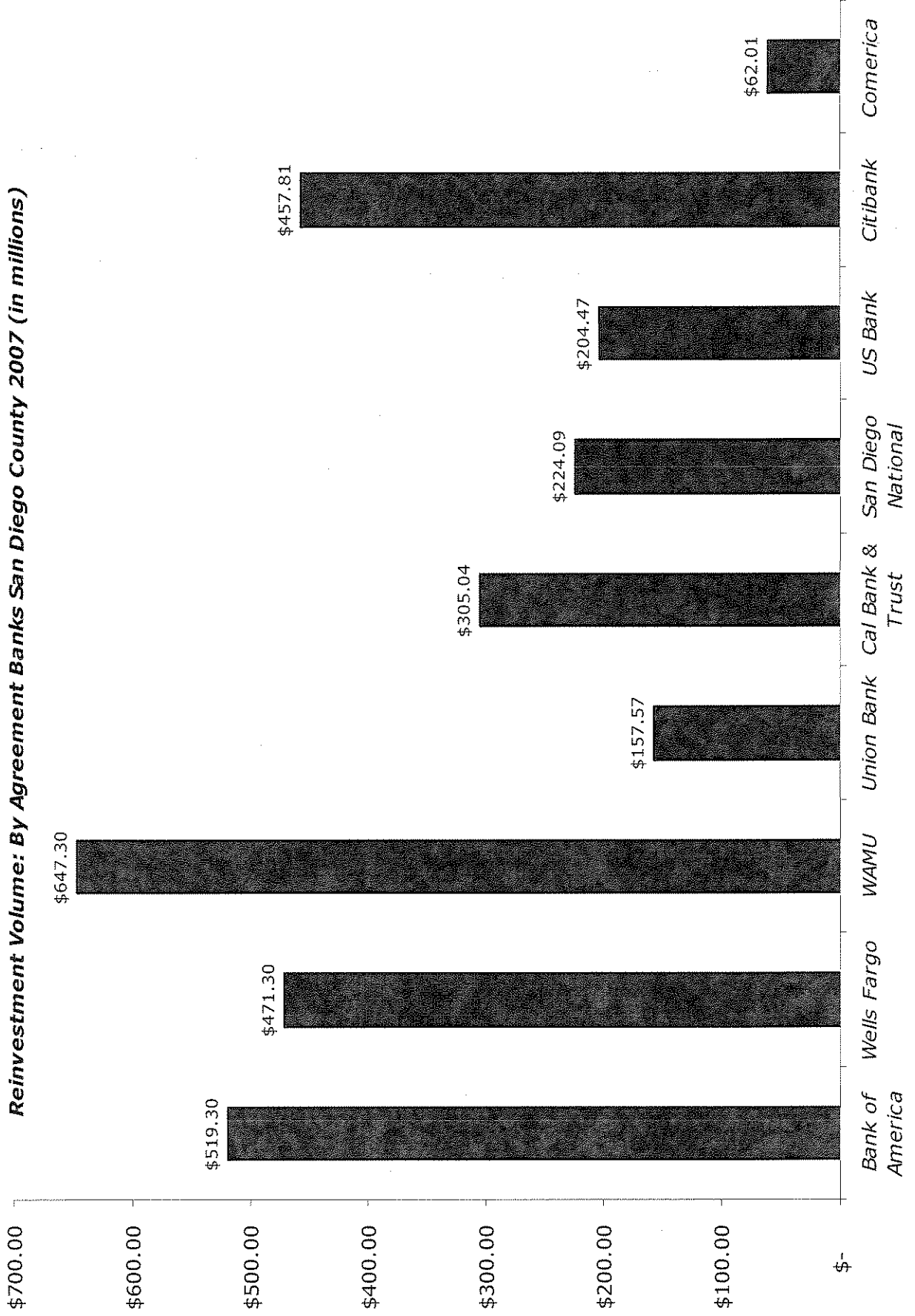
# 2007 CRA Activity in San Diego

Lending Institution	CRA Amount (millions)	2007 Percent of Deposits*	Percent of Deposits Difference 2006-2007
Bank of America	\$519.30	6.51%	.97%
Wells Fargo Bank	\$471.30	5.75%	-.32%
Washington Mutual	\$647.30	8.57%	-1.02%
Union Bank Of California	\$157.57	3.37%	.27%
California Bank and Trust	\$305.04	12.72%	5.3%
San Diego National Bank	\$224.09	10.89%	-11.69%
US Bank	\$204.47	15.38%	5.7%
Citibank	\$457.81	36.92%	-5.37%
Comerica	\$62.01	9.73%	-1.42%
<b>Total/ Average:</b>	<b>\$3,048.18</b>	<b>8.53%</b>	<b>-.16%</b>

➤ The CRA Amount decreased by \$18.72 million over 2006.

➤ \*\*2006 % of deposits were re-calculated to include the new policy of not reporting consumer loans

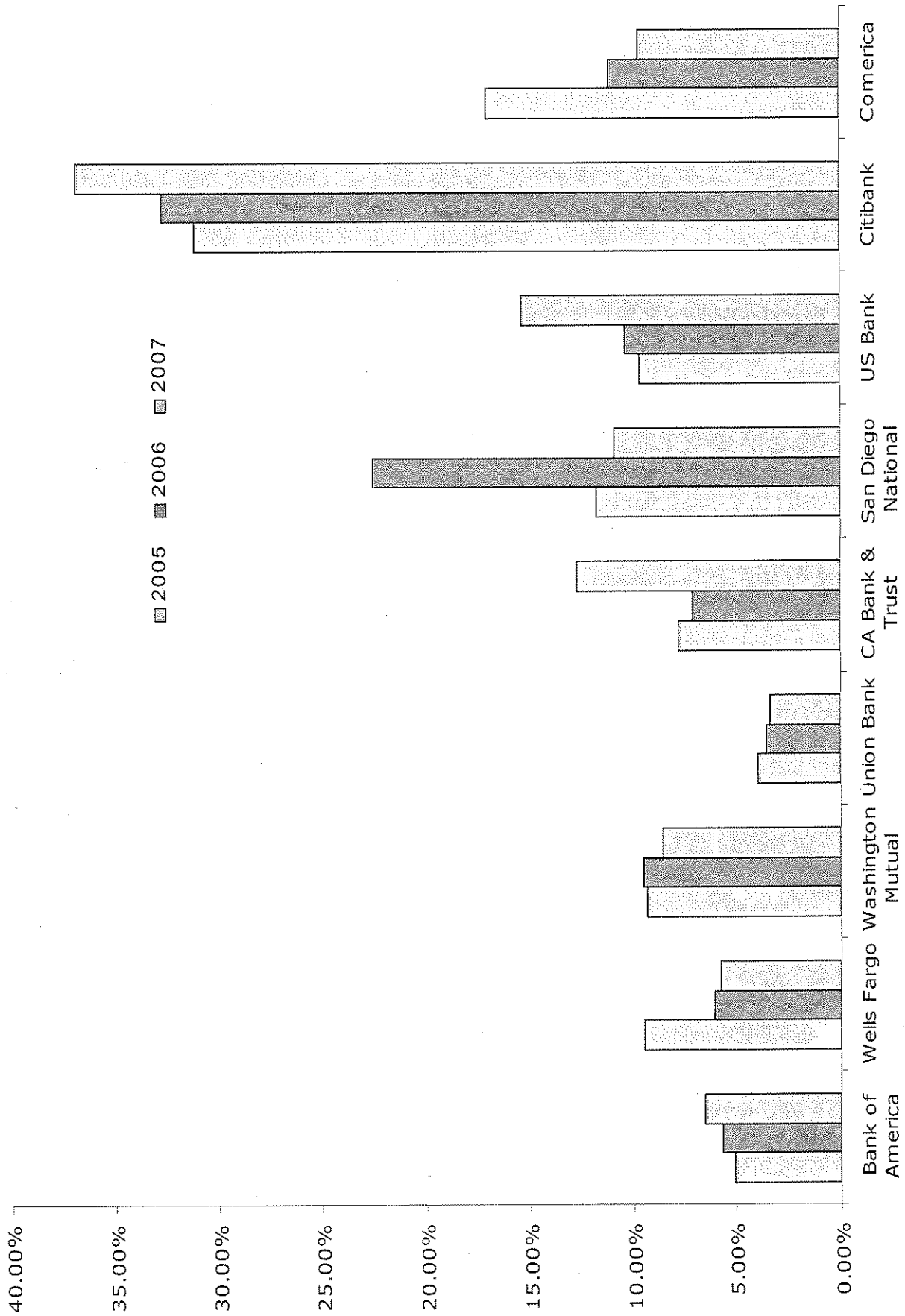
# 2007 CRA Volume By Individual Banks



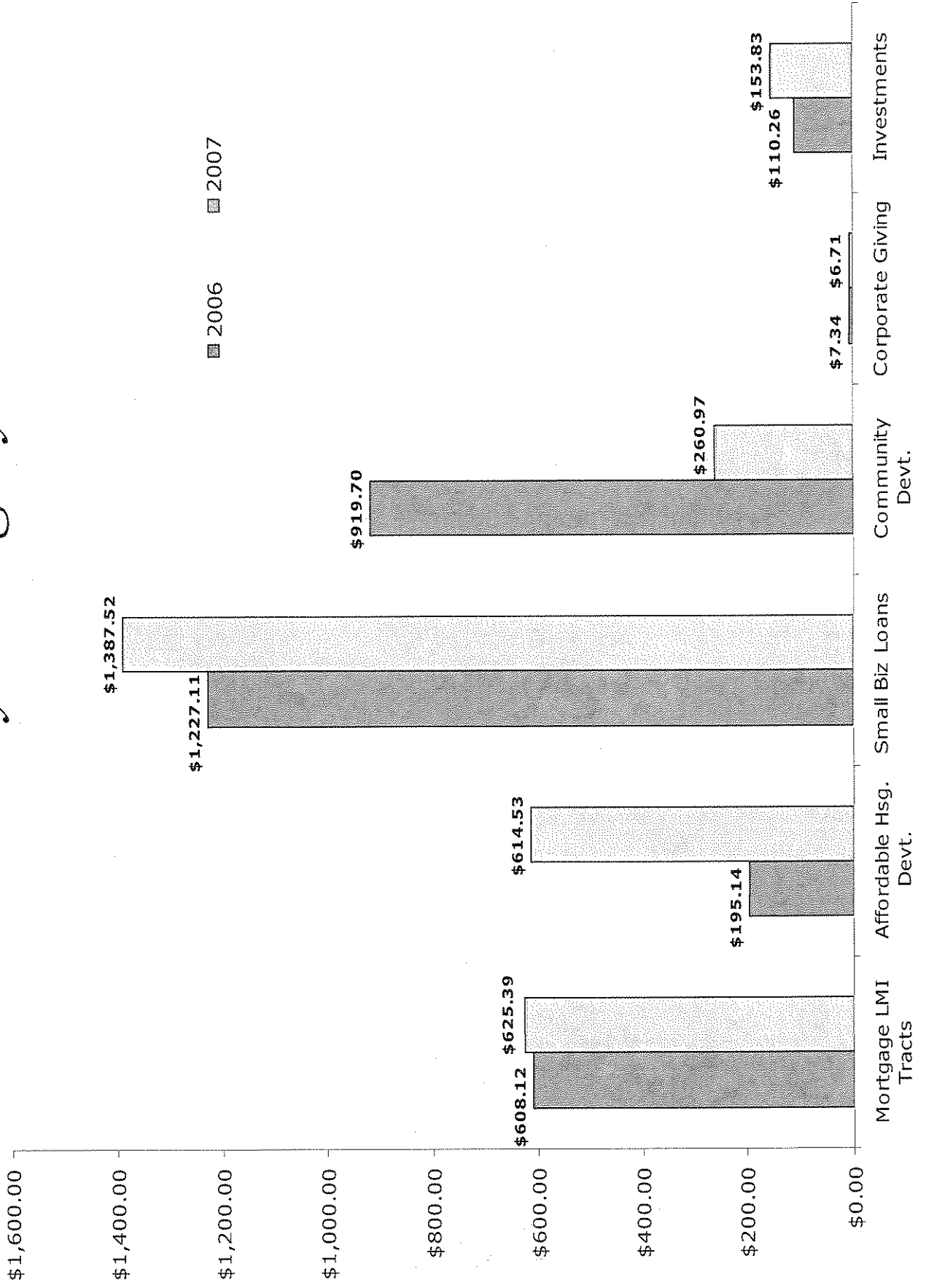
## *Difference in CRA Volume 2006-2007*

Lending Institution	\$ CRA Volume Difference 2006-2007 (millions)	\$CRA Volume Percent Difference 2006-2007
<i>Bank of America</i>	\$72.74	16.29%
<i>Wells Fargo Bank</i>	\$4.22	2.75%
<i>Washington Mutual</i>	-\$43.50	-6.94%
<i>Union Bank of California</i>	\$1.23	.79%
<i>CA Bank &amp; Trust</i>	\$129.08	73.35%
<i>San Diego National Bank</i>	-\$259.29	-53.64%
<i>US Bank</i>	\$58.23	40.02%
<i>Citibank West</i>	\$41.09	9.86%
<i>Comerica</i>	-\$25.65	-29.26%

# *Agreement Banks' CRA Volume in San Diego as % of Deposit (2005-2007)*



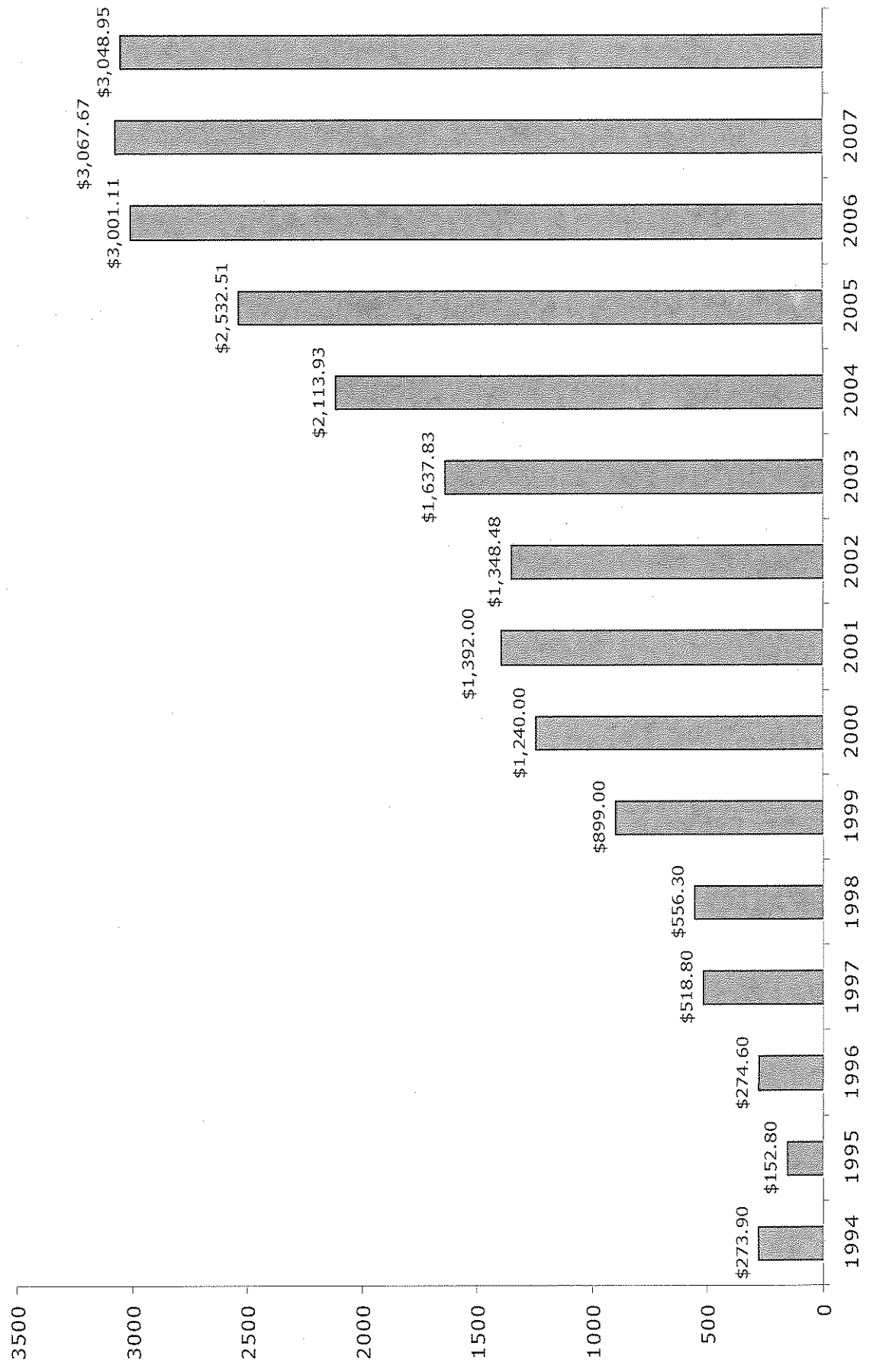
# Reinvestment By Category: 2006-2007



# Reinvestment Difference By Category: 2005-2007

Category	\$ Difference (millions) 2005-2006	% Difference 2005-2006
Mortgage LMI Tracts	\$17.27	-2.83%
Affordable Housing	\$419.39	214.92%
Small Biz Loans	\$160.41	13.07%
Community Development	\$(-658.73)	-71.62%
Consumer Loans	<i>No longer reported</i>	
Corporate Giving	\$(-.63)	-8.58%
Investments	\$43.57	39.51%

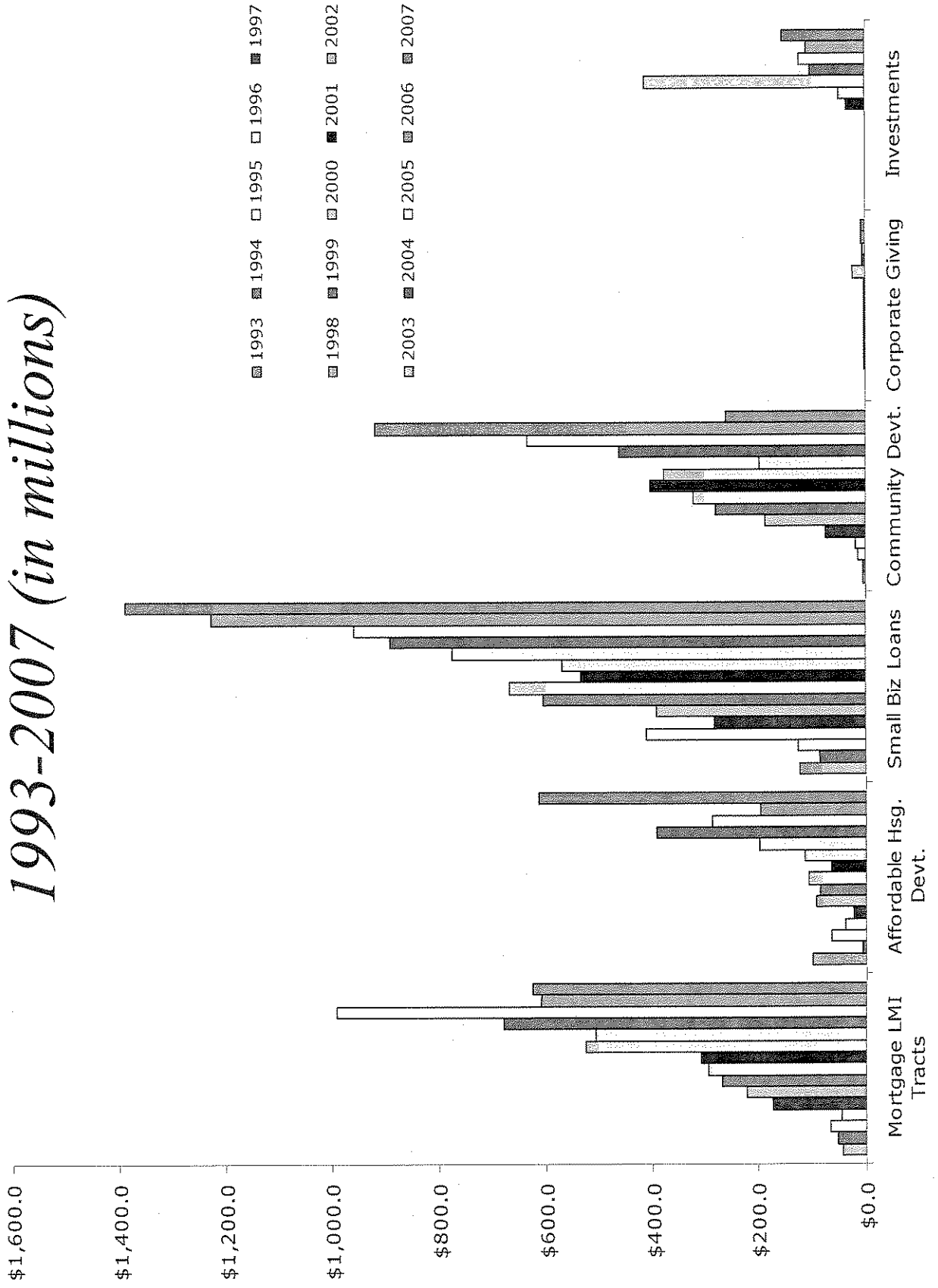
# Total Reinvestment Volume 1993-2007



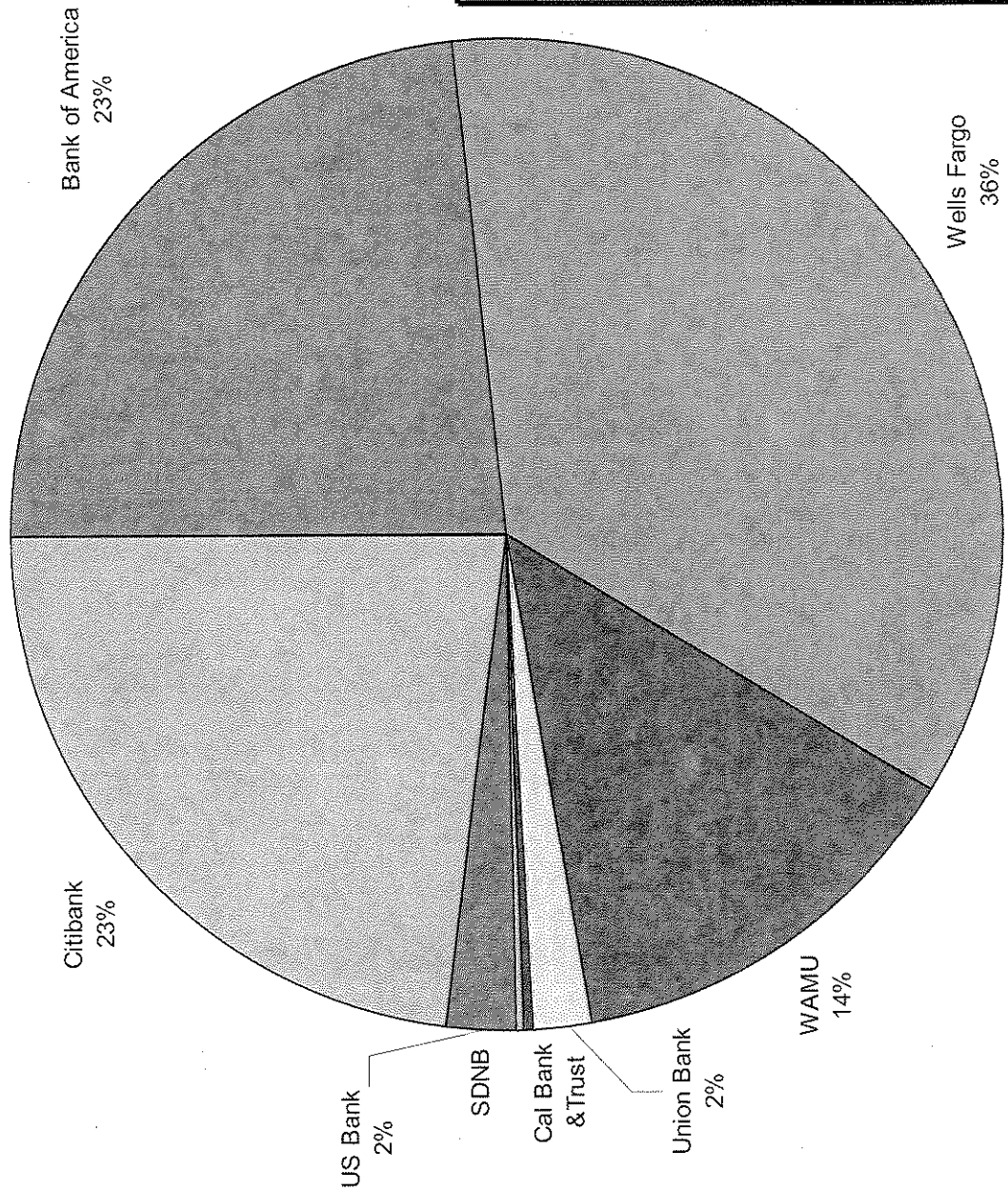


# Reinvestment History by Category

## 1993-2007 (in millions)

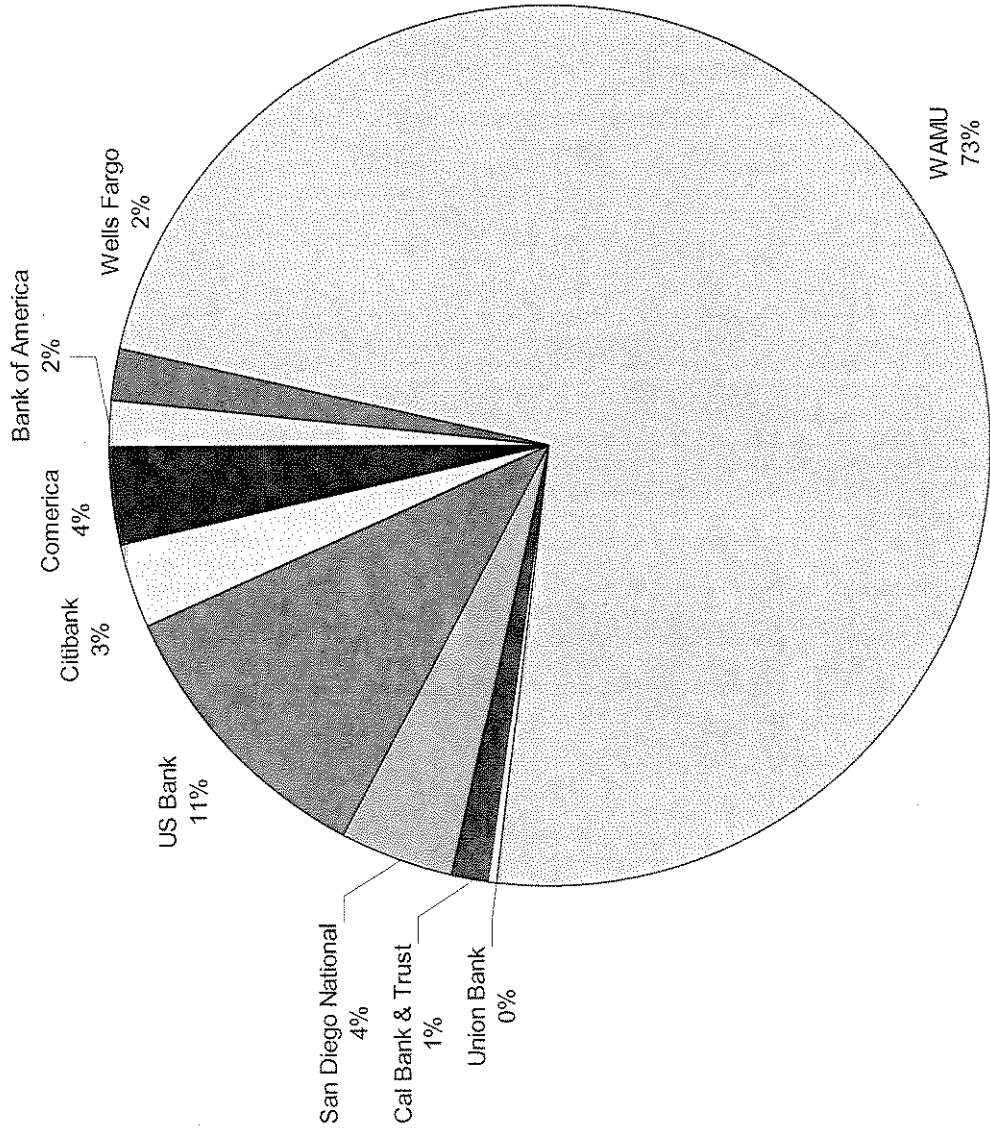


# 2007 Mortgage LMI Tracts Volume By Agreement Banks



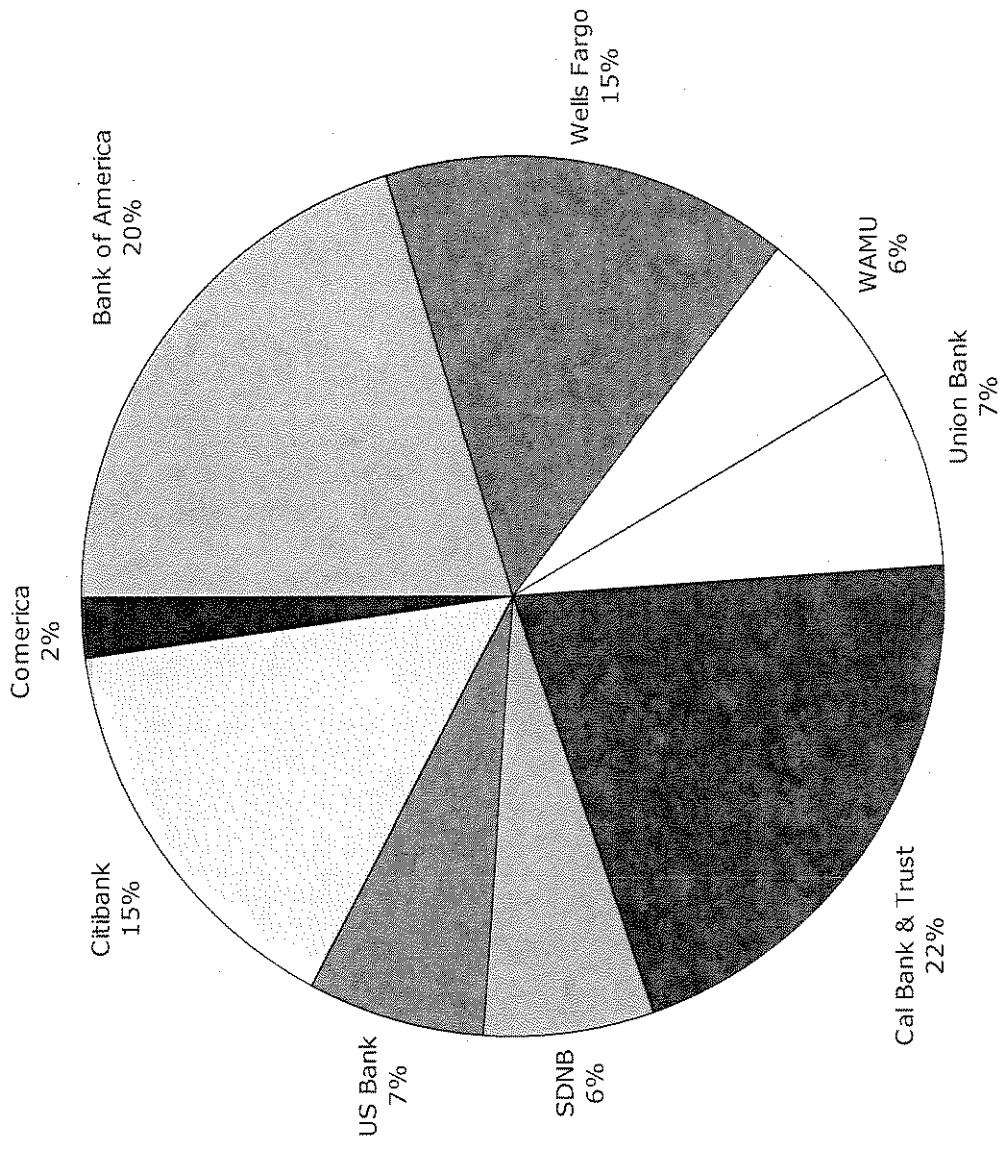
Lending Institution	Volume (in millions)
Bank of America	\$146.12
Wells Fargo	\$220.64
Washington Mutual	\$85.40
Union Bank	\$11.87
CA Bank & Trust	\$2.02
San Diego National Bank	\$2.06
US Bank	\$13.28
Citibank	\$144.00
Comerica	\$-

# 2007 Affordable Housing Volume By Agreement Banks



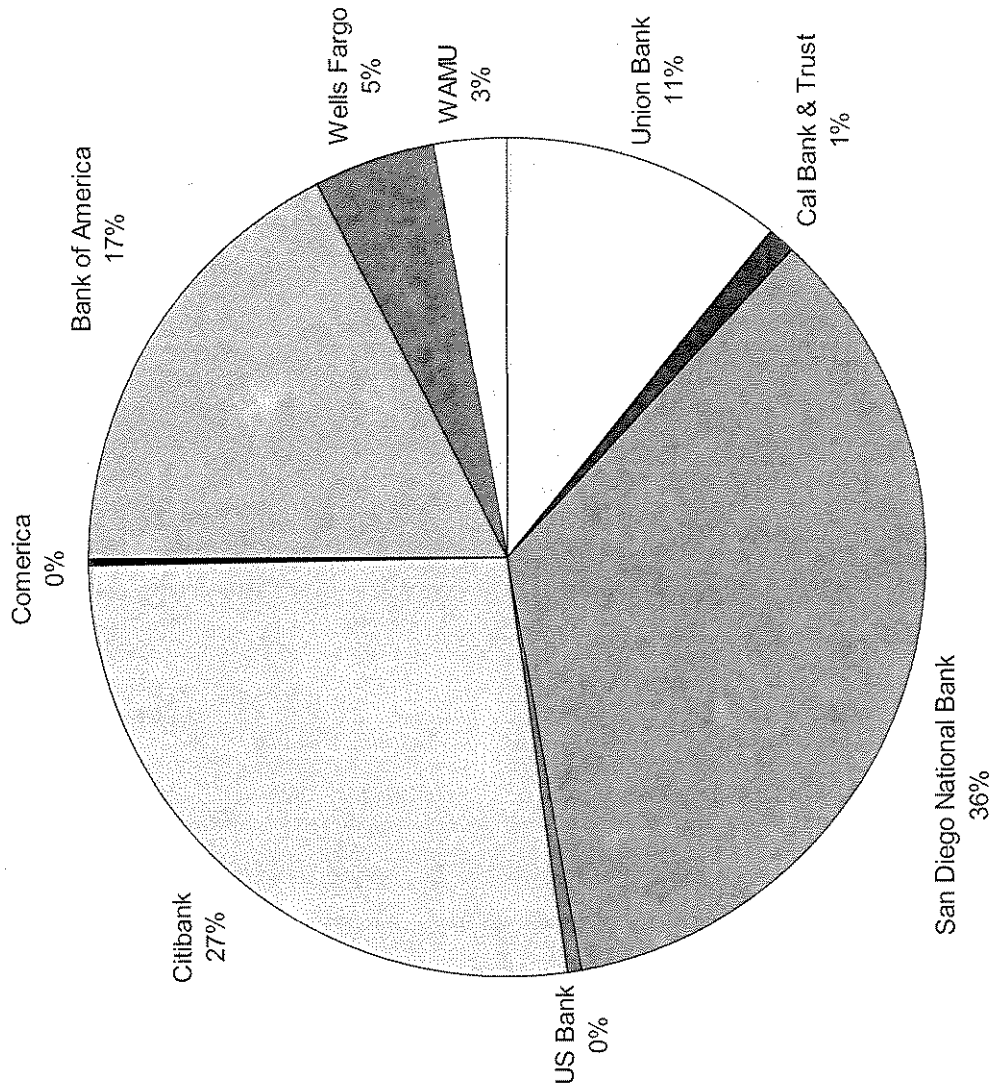
Lending Institution	Volume (in millions)
Bank of America	\$10.10
Wells Fargo	\$12.34
Washington Mutual	\$450.10
Union Bank	\$1.95
CA Bank & Trust	\$7.83
San Diego National Bank	\$27.02
US Bank	\$64.55
Citibank	\$17.90
Comerica	\$22.74

# 2007 Small Business Loans By Agreement Banks



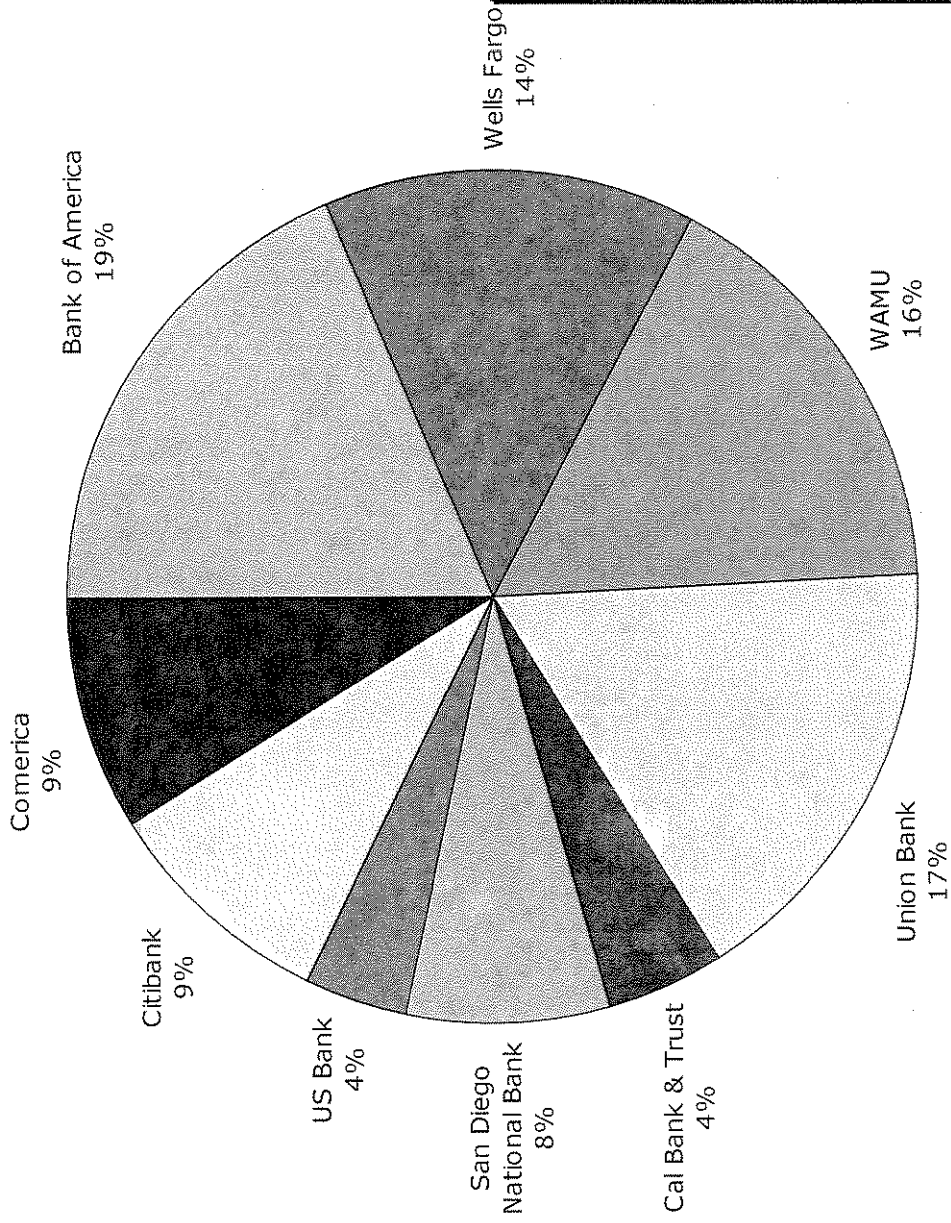
Lending Institution	Volume (in millions)
Bank of America	\$280.40
Wells Fargo	\$213.11
Washington Mutual	\$86.40
Union Bank	\$99.13
CA Bank & Trust	\$289.45
San Diego National Bank	\$89.36
US Bank	\$91.41
Citibank	\$206.70
Comerica	\$31.56

# 2007 Community Development Volume By Agreement Banks



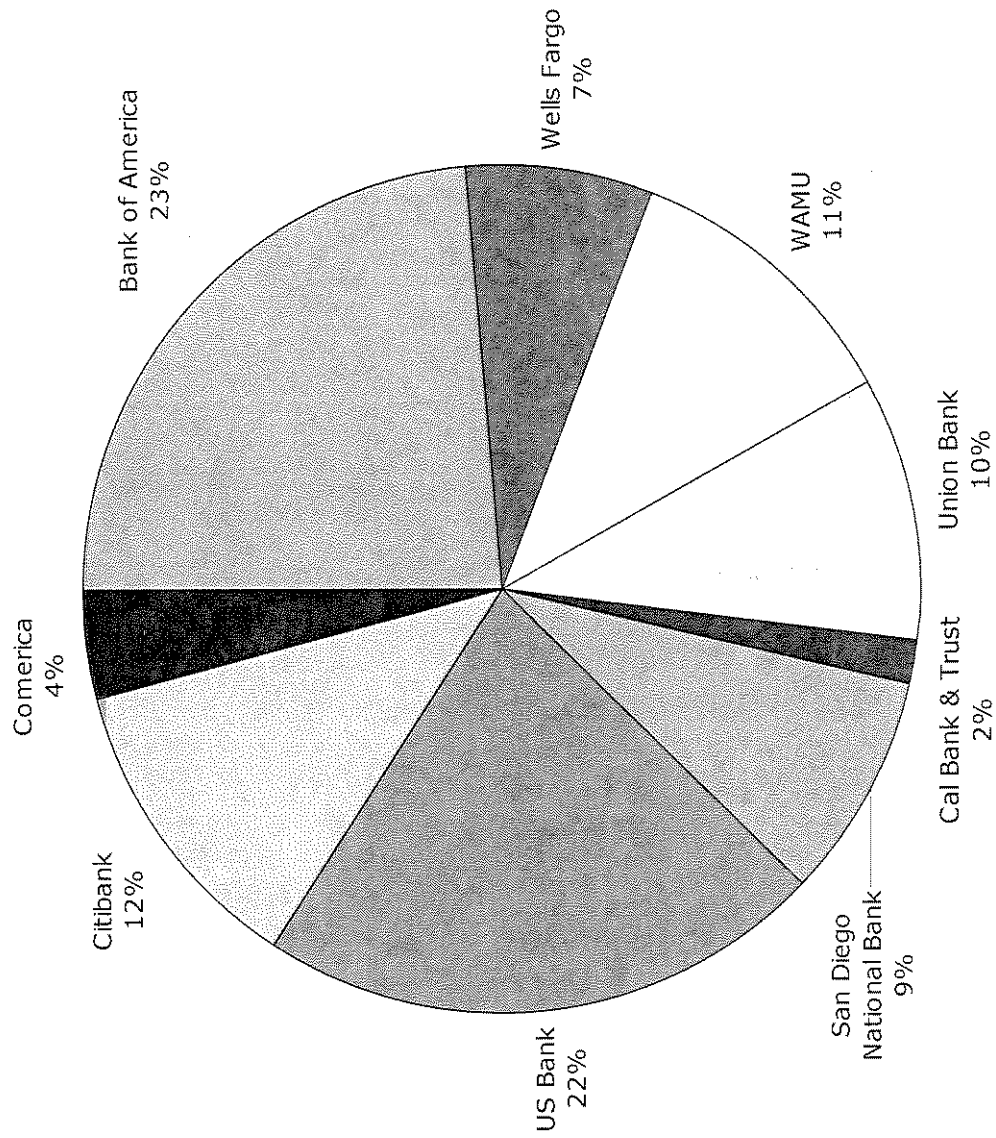
Lending Institution	Volume (in millions)
Bank of America	\$45.53
Wells Fargo	\$12.90
Washington Mutual	\$7.30
Union Bank	\$28.20
CA Bank & Trust	\$2.85
San Diego National Bank	\$91.93
US Bank	\$1.10
Citibank	\$70.80
Comerica	\$0.56

# 2007 Corporate Giving Volume By Agreement Banks



Lending Institution	Volume (in millions)
Bank of America	\$1.24
Wells Fargo	\$ .96
Washington Mutual	\$1.10
Union Bank	\$1.41
CA Bank & Trust	\$0.30
San Diego National Bank	\$.51
US Bank	\$0.26
Citibank	\$0.61
Comerica	\$.059

# 2007 Investment Volume By Agreement Banks



Lending Institution	Volume (in millions)
Bank of America	\$36.13
Wells Fargo	\$11.36
Washington Mutual	\$17.00
Union Bank	\$15.28
CA Bank & Trust	\$2.60
San Diego National Bank	\$13.21
US Bank	\$33.88
Citibank	\$17.80
Comerica	\$6.57