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Board of Directors

October 10, 2001

John Mooney
Chairman

Docket No. 2001-49
Regulations Comments, Chief Counsel's Office
Office of Thrift Supervision
1700 Greater Rochester Housing Partnership Street, NW
Washington, DC 20552

Jean A. Lowe
President

Kevin Byrnes

RE: Community Reinvestment Act, Advanced Notice of Proposed Rulemaking

Hon. John Doyle

To Whom It May Concern:

Elston Hernandez

The Greater Rochester Housing Partnership believes that the Community Reinvestment Act (CRA) and the 1995 changes in the CRA regulations have been instrumental in increasing access to loans and investments for the Rochester, NY community and around the country. However, to preserve the progress in community reinvestment, to improve lending for certain underserved communities, and to adjust to the rapidly changing financial marketplace, the federal banking agencies must update CRA.

Hon. William A. Johnson, Jr.

Ervin Lassiter

George G. Mackey

The Greater Rochester Housing Partnership is a member of the Greater Rochester Community Reinvestment Coalition (GRCRC), a coalition of over 30 organizations that has been working to improve lending in underserved communities since 1994. While the GRCRC has seen significant improvements in certain areas of lending in the Rochester, NY MSA since the 1995 CRA regulatory changes, there are other areas in which only small gains have been made. Mortgage lending to low- and moderate-income households has improved in the Rochester area. Home purchase lending in the city of Rochester, particularly conventional mortgage lending, has also improved since the mid-1990s. However, lending in minority and low-moderate income neighborhoods and total lending in the city of Rochester have not significantly improved.

Richard Mueller

John Oberlies

Thomas Richards

J. Michael Smith

Ellen Stubbs

If CRA exams hope to keep pace with the changes in lending activity, the Partnership and GRCRC strongly believe that CRA exams must rigorously and carefully evaluate subprime lending. According to data analyses by the GRCRC, the Rochester community has seen a huge increase in subprime lending between 1996 and 2000. Estimates by Freddie Mac and Fannie Mae indicate that between 30 and 50 percent of those with subprime loans could have obtained a prime loan.

Linda Teague

Gerald E. Van Strydonck

Lenders should be encouraged to make as many prime loans as possible since prime loans are more affordable for low- and moderate-income borrowers and since there is significant evidence that too many creditworthy borrowers are receiving over-priced subprime loans. CRA exams should provide an incentive to increase prime lending by stipulating that lenders that make both prime and subprime loans will not pass their CRA exams unless they pass the prime part of their exams. We applaud a recent change to the "Interagency

Question and Answer" document stating that lenders will be penalized for making loans that violate federal anti-predatory statutes. This Question and Answer must become part of the CRA regulation.

The CRA regulations must be changed so that minorities are explicitly considered on the lending test just like low- and moderate-income borrowers. Considerable research has revealed the domination of subprime lenders in refinance and home equity lending in minority communities. This lopsided market confronts minorities with few alternatives to high-cost refinance lending. If minorities were an explicit part of the lending test, CRA exams would stimulate more prime lending in communities of color.

Segments of the banking industry will seek to weaken the CRA regulations and examinations. They will ask for the elimination of the investment test on large bank exams. The Partnership opposes the elimination of the investment test since there are many pressing needs for investments in low- and moderate-income communities. As a result of the investment test, the Rochester community has benefited from banks' local community development and investment activities. For example, participation construction loans for apartment buildings for low and moderate income families as well as investments in low income tax credits and increased flexibility in mortgage lending.

Some banks will also urge that more banks be allowed to qualify for the streamlined small bank exam and for the streamlined wholesale and limited purpose exam. The present CRA exams are reasonable and are not burdensome for banks. Allowing more banks to qualify for streamlined exams will simply weaken CRA enforcement.

We urge the regulatory agencies to adopt these additional policies:

- Purchases of loans must not count as much as loan originations since making loans is the more difficult task.
- The emphasis on quantitative criteria must remain in CRA exams. If the bank's "qualitative" or "innovative" programs produce a significant number of loans, investments, and services, the bank will perform well on the quantitative criteria. Banks must not receive an inordinate amount of credit for an "innovative" program that does not produce much in terms of volume.
- The Federal Reserve must enact its proposed HMDA reform to include information on interest rates and fees so that subprime lending can be assessed on CRA exams. The CRA small business data must include information on the race, gender, and specific revenue size of the borrower and the specific census tract location of the business.
- The service test must be enhanced by data disclosure regarding the number of checking and savings accounts by income level of borrower and census tract.
- The CRA statute clearly states that lenders have an affirmative obligation to serve communities in a safe and sound manner. CRA exams must be conducted concurrently with fair lending and safety and soundness exams to ensure that lending is conducted in

a non-discriminatory and non-abusive manner that is safe for the institution as well as the borrower.

- The CRA regulations now allow banks to choose whether the lending, investing, or service activities of their affiliates will be considered on CRA exams. Banks can elect not to include affiliates on CRA exams if they make predatory loans or if they make loans primarily to affluent customers. The Partnership strongly urges the regulatory agencies to mandate that all lending and banking activities of non-depository affiliates must be included on CRA exams. This change would most accurately assess the CRA performance of banks that are spreading their lending activity to all parts of their company, including mortgage brokers, insurance agents, and other non-traditional loan officers.
- The CRA procedures for delineating assessment areas also need to be changed if CRA is to adequately capture the activities of banks in the rapidly evolving financial marketplace. Presently, CRA exams scrutinize reinvestment performance in geographical areas where banks have branches and deposit-taking ATMs. Banks are increasingly using brokers and other non-branch platforms to make loans. As a result, CRA exams of large, non-traditional banks scrutinize a tiny fraction of bank lending. This directly contradicts the CRA statute's purpose of ensuring that credit needs in all the communities in which a bank is chartered are met. CRA regulations must specify that a bank's CRA exam will include communities in which a **significant proportion** of a bank's loans are made.
- These suggestions for updating the CRA regulation will produce CRA exams that are rigorous, performance-based, more consistent, and that are able to better capture the lending, investment, and service activity of rapidly changing banks.

This review of the CRA regulations is so vital that we urge the regulatory agencies to hold hearings around the country when they propose specific changes to the CRA regulations. It is vital that the *federal banking agencies hear the diverse voices of America's communities* as they consider a regulation that ensures that community credit needs are being met.

Thank you for your consideration.



Jean A. Lowe
President