

Andrew D. Kelman

Banc of America Securities LLC

Andy Kelman has more than 20 years of experience in the affordable housing finance field with unique perspectives and innovative solutions developed in the securities, banking, public and nonprofit sectors. As a principal at Banc of America Securities LLC, Andy manages the CRA trading desk offering socially responsible fixed income investments, including MBS, CMOs and whole loans.

Andy previously directed all CRA-related relationships for Friedman Billings Ramsey as well as assisting institutions in addressing their fixed income and portfolio needs. At Freddie Mac's Securities Sales and Trading Group (SS&TG), Mr. Kelman managed efforts to assist financial institutions in increasing their mortgage profitability and achieving their CRA, Fair Lending and investment objectives. Prior to joining Freddie Mac in 1999, Mr. Kelman developed strategic alliances with financial institutions for GMAC Mortgage Corporation. As the National Business Development Executive, he developed innovative community reinvestment products and mortgage-based relationships.

Mr. Kelman also served as *Director of the Community Reinvestment Monitoring Unit for the New York State Banking Department*, managing 18 examiners engaged in Community Reinvestment and fair lending compliance evaluations. Mr. Kelman produced a series of conferences including "Community Development Investment Opportunities Conference." Previously, Mr. Kelman was Vice President/CRA Officer at CrossLand Federal Savings Bank. Andrew reported to the President with presentations to the Board of Directors.

A sought after speaker, Mr. Kelman has been a panelist at numerous conferences sponsored by regulatory agencies and trade associations.