

2004 COMMUNITY REINVESTMENT CONFERENCE

Preparing for Your CRA Examination

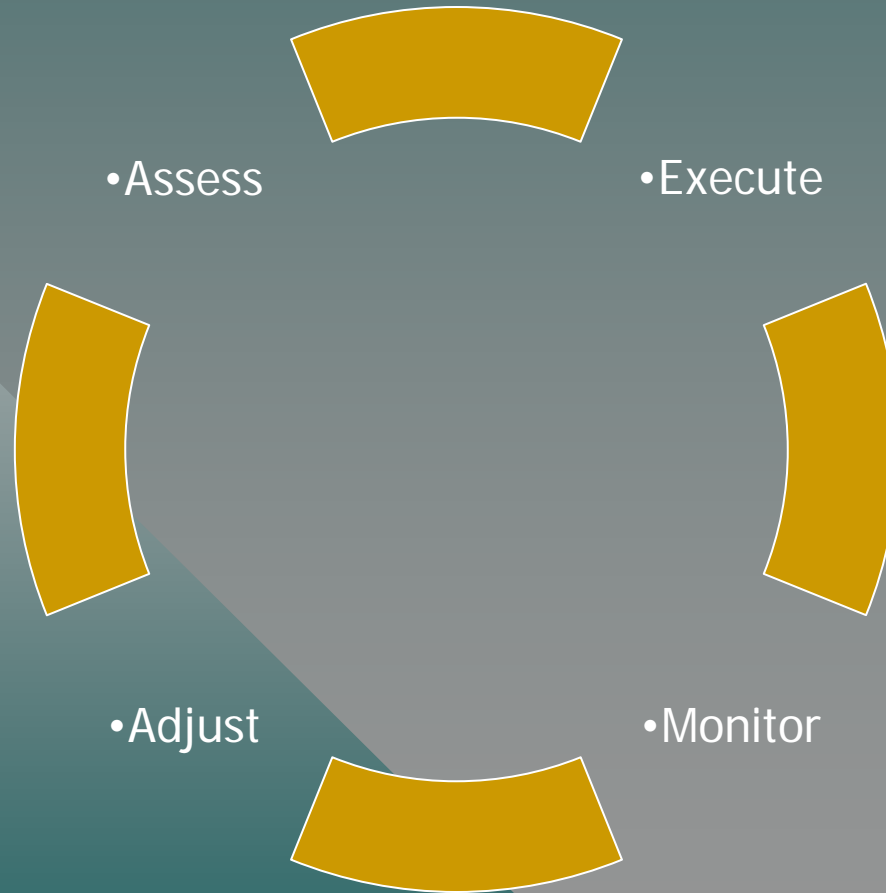
Assessment

1. Obtain and review business plan[s]
2. Develop assessment area performance context
3. Communicate results to stakeholders

Execution

1. Identify internal delivery channels
2. Develop internal benchmarks
3. Communicate your strategy to stakeholders

Monitor and Adjust



...the widening gyre... W.B. Yeats



CRA Examination Preparation

Common Problems & Solutions

Objectives

- **CRA Examination Process**
- **Provide An Overview of the Request Letter**
- **Discuss Assessment Area Challenges and Needs, Data Presentation, and Community Development Activities**
- **Available Resources**

CRA Examination Process

- Strategy Phase - Contacts & Responsibilities
- Data Integrity Phase
- Examination Planning Phase
- Analysis and Evaluation Phase
- Writing the Evaluation Phase

CRA Examination Process

- **Strategy Phase - Contacts & Responsibilities**
 - Periodic Updates with Management
 - Examination Cycle Timeline
- **Examination Planning Phase**
 - Full Scope vs. Limited Scope Assessment Areas
 - Examination Request Letter

Strategy Phase - Contacts & Responsibilities

- Who is the bank's primary CRA Contact?
- Periodic Updates with Contact.
- Discuss Policy & Regulatory Changes;
- Understand bank's data integrity process;
- Develop plan to review new community development activities.

Examination Planning Phase

- Full Scope versus Limited Scope AA's
- Send CRA Exam Request Letter
- Organize data collected to date
- Conduct Community Contacts
- Understand Performance Context

Request Letter Priorities

- CRA Contacts, Titles, and Responsibilities
- Performance Context Issues that impact on bank's performance
- Lending Data and Analysis
- Investment Data and Analysis
- Service Data and Analysis
- Community Development Activities

Resources

- PC Based HMDA/Small Business Analyses
- Consider Outside Resources
 - Community Affairs Offices of your Regulator
 - State & Municipal Redevelopment Offices
- Partnering With Community Groups

Open Discussion

- Questions
- Comments
- Ideas