

FAIR LENDING SCOPE AND CONCLUSIONS MEMORANDUM

General Instructions

Examiners conduct fair lending reviews in accordance with the Federal Financial Institutions Examination Council Fair Lending Examination Procedures and document the review using the Fair Lending Scope and Conclusions memorandum (FLSC). The FLSC is divided into five sections and begins with a series of questions and *Examiner Summary* sections to develop an institution overview and document the assessment of inherent fair lending risks. If more than minimal inherent risk exists, examiners identify specific product(s) to assess applicable discrimination risk factors and whether any factors help mitigate those risks. If residual risk exists and additional analysis is warranted, examiners identify potential focal point(s) and conduct an in-depth analysis. If an in-depth analysis is conducted, examiners document the steps taken to perform the review. Examiners also document the overall conclusions of the fair lending review, including any findings or recommendations, and considerations for the next examination.

SECTION 1: DEVELOP AN INSTITUTION OVERVIEW

BANK AND EXAMINATION INFORMATION	
Bank Name:	
City/State:	
Region/Territory/FO:	
FO Performing Exam:	
Cert Number:	
Exam Number:	
EIC:	
Fair Lending Examiner:	
HMDA Reporter:	
Total Assets as of Current Call Report:	
Start Date of Examination:	
Date of Previous Compliance Examination (Rating):	
Date of Previous CRA Examination and Type (Rating):	
Date of Previous Risk Examination (CAMELS):	
STRUCTURE AND MANAGEMENT	Response
1. Have there been any changes in the following areas since the previous examination:	
a) Control of the bank?	
b) Management or key personnel (policy makers)?	
c) Personnel primarily responsible for compliance?	
d) Business strategy, markets, or delivery channels?	
e) Main office; branch office(s); deposit-taking remote service facilities, including ATMs; loan production office(s); or deposit production office(s)?	
2. Does the bank have any subsidiaries or affiliates that offer credit products or services?	

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3. Has the bank been involved with any merger or acquisition activity since the previous examination or is any such activity planned?	
4. Examiner Summary:	
<ul style="list-style-type: none"> Summarize pertinent details about the bank's structure, management, organizational hierarchy, business strategy, and markets, and highlight any changes since the previous examination. Name any subsidiaries or affiliates that offer credit products or services, and describe those offerings. Describe any recent or planned merger or acquisition activity. Describe any inherent fair lending risks relating to the bank's structure or management. 	
SUPERVISORY HISTORY	Response
5. Has the bank been involved in any investigations by other agencies (e.g., DOJ, HUD, EEOC, or state or local authorities) since the previous examination?	
6. Has the bank received any fair lending-related complaints since the previous examination?	
7. Were any fair lending violations identified at (or since) the previous examination?	
8. Were any fair lending recommendations made at (or since) the previous examination?	
9. Examiner Summary:	
<ul style="list-style-type: none"> Summarize the bank's recent supervisory history, including details about any investigations or litigation related to discrimination, and any fair lending-related complaints. Describe the scope of the previous fair lending review, including any findings or recommendations. Describe what the bank has done to address any findings or recommendations. Describe any inherent fair lending risks relating to the bank's supervisory history. 	
COMPLIANCE MANAGEMENT SYSTEM	Response
10. Does the bank maintain fair lending-related policies and procedures?	
11. Do the Board, management, and employees receive fair lending training?	
12. Does the bank conduct fair lending-related monitoring?	
13. Have there been any internal or external fair lending audits conducted since the previous examination?	
14. Have there been any fair lending risk assessments completed since the previous examination?	
15. Examiner Summary:	
<ul style="list-style-type: none"> Describe the bank's compliance management system (CMS) as it relates to fair lending (e.g., Board and management oversight, policies and procedures, training, monitoring or audits, and consumer complaint response) and highlight any changes since the previous examination. Note: Examiners document in Section 1 a description of the bank's CMS as it relates to fair lending. A description of the effectiveness of the bank's CMS in mitigating fair lending risk is documented in Section 2, as applicable. 	

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LOAN PORTFOLIO	Response
16. Has the bank introduced any new loan products, programs, services, or features (e.g., escrow, private mortgage insurance, add-ons, skip-a-payment), including any offered through a third party, since the previous examination?	
17. Has the bank experienced significant growth in any particular loan product type?	
18. Excluding loan participations, has the bank purchased any loans or loan portfolios since the previous examination?	
19. Are any of the bank's loan products or programs offered, originated, or serviced through, or jointly with, a third party?	
20. Has the bank offered any loss mitigation options to mortgage borrowers (e.g., loan modifications, payment forbearance plans, short sales, or deeds-in-lieu of foreclosure) since the previous examination?	
21. Does the bank operate a Special Purpose Credit Program (as defined by Regulation B)?	
21. Does the bank operate a Special Purpose Credit Program (as defined by Regulation B)?	
22. Does the bank offer any of the following products:	
a) Non-traditional loans (e.g., interest-only, negative amortization, payment option)	
b) Reverse mortgages	
c) Subprime loan programs	
d) Mortgages with prepayment penalties	
23. Examiner Summary:	
<ul style="list-style-type: none"> • Describe the bank's loan product offerings and summarize pertinent details regarding loan portfolio composition or loan growth since the previous examination. • Describe any third-party lending relationships (e.g., indirect lending, broker arrangements, secondary market loans) and explain the role of the third party in the lending process. • Describe any inherent fair lending risks as it relates to the bank's loan servicing or loss mitigation efforts. • Describe any inherent fair lending risks relating to the bank's loan portfolio. 	

CHANGE IN LOAN COMPOSITION SINCE THE PREVIOUS EXAMINATION

Loan Type	\$ of Loans 06/30/20XX	% of Total Loans	\$ of Loans 12/31/20XX	% of Total Loans	Difference (\$ of Loans)	% Difference
Construction						
Consumer						
Commercial						
Farm						
Multi-Family Residential						
1-4 Family Residential						
Other						
Total						

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LOAN ACTIVITY FROM TO

Loan Type	Loan Count (#)	% of Total Count	Loan Amount (\$)	% of Total Amount
Const and Land Dev		%		%
Secured by Farmland		%		%
1-4 Family Residential		%		%
Multi-Family Residential		%		%
Commercial Real Estate		%		%
Total Real Estate Loans		%		%
Commercial and Industrial		%		%
Agricultural		%		%
Consumer		%		%
Other Loans		%		%
Gross Loans		%		%

POPULATION DEMOGRAPHICS

24. *Examiner Summary:*

- Describe the demographic composition of the population residing within the bank's CRA assessment area and market area (e.g., racial and ethnic composition of the population, or other demographic characteristics).

CREDIT AND MARKET OPERATIONS - UNDERWRITING

Response

25. Do underwriting systems or processes vary by product, lending channel, or subsidiary/affiliate?	
26. Is loan decision-making centralized?	
27. Does the bank use an automated system for credit underwriting? If the bank uses an automated underwriting system, are overrides of the system allowed?	
28. Are any third parties directly involved in the bank's underwriting process?	
29. Does the bank use artificial intelligence/machine learning technologies (including that which is provided through a third-party) to make credit underwriting decisions?	
30. Has the underwriting process for any product changed since the previous examination?	
31. Have the underwriting criteria for any product changed since the previous examination?	
32. Is any guidance regarding underwriting criteria absent, vague, or subjective?	
33. Does the bank allow discretion in residential real estate loan underwriting (including secondary market activity)?	
34. Does the bank allow discretion in consumer loan underwriting?	

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35.	If the bank allows discretion, does it track exceptions to underwriting criteria?
36.	Does the bank conduct secondary reviews of loan denials (i.e., someone conducts a second review of a loan application before it is officially denied)?
37.	Does a review of the bank's policies and processes raise any overt concerns with respect to underwriting?
38.	<p>Examiner Summary:</p> <ul style="list-style-type: none"> • Describe the bank's method of underwriting for each product type offered (e.g., residential real estate, consumer, commercial). • Describe any differences in underwriting by lending channel and the role of any third party. • Describe whether discretion or exceptions are permitted, how any underwriting guidance (including that which relates to allowing exceptions) is provided to lending staff, and how discretion or exceptions are documented and tracked. • Describe any inherent fair lending risks relating to the bank's underwriting practices.
CREDIT AND MARKET OPERATIONS - PRICING	
	Response
39.	Do credit pricing systems or processes vary by product, lending channel, subsidiary/affiliate, or market?
40.	Does the bank's pricing (e.g., rates and fees) vary by region, office, or branch?
41.	Are any third parties directly involved in the bank's pricing process?
42.	Does the bank use artificial intelligence/machine learning technologies (including that which is provided through a third-party) to make pricing decisions?
43.	Has the pricing process for any loan product changed since the previous examination?
44.	Has the bank made any changes to the terms or fees on any loan products or services since the previous examination?
45.	Does the bank provide loan officers with a rate sheet, matrix, or written guidance for pricing loans?
46.	Is any guidance regarding pricing criteria absent, vague, or subjective?
47.	Does the bank allow discretion in the setting of loan terms and conditions (including interest rates or fees) for residential real estate lending (including secondary market activity)?
48.	Does the bank allow discretion in the setting of loan terms and conditions (including interest rates or fees) for consumer lending?
49.	If the bank allows discretion, does it track exceptions to pricing criteria?
50.	Does the bank or any person (e.g., consumer, third party) pay mortgage loan originators, directly or indirectly, any compensation beyond salaries?
51.	<p>If the bank originates loans through indirect lending relationships, are dealers allowed to add a mark-up to the bank's buy rate?</p> <p>If the indirect lender/dealer is allowed mark-ups, does the bank retain a share?</p>
52.	Does a review of the bank's policies and processes raise any overt concerns with respect to pricing?

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<p>53. Examiner Summary:</p> <ul style="list-style-type: none"> • Describe the bank's method of pricing for each product type offered (e.g., residential real estate, consumer, commercial). Include details regarding how interest rates and fees are established. • Describe any differences in pricing by lending channel and the role of any third party. • Describe whether discretion or exceptions are permitted, how any pricing guidance (including that which relates to allowing exceptions) is provided to lending staff, and how discretion or exceptions are documented and tracked. • Describe any inherent fair lending risks as it relates to loan officer or broker compensation. • Describe any inherent fair lending risks relating to the bank's pricing practices. 	
CREDIT AND MARKET OPERATIONS - STEERING	Response
<p>54. Can loan officers exercise discretion in referring consumers to alternative loan products offered within the same area of the bank or through multiple channels (e.g., a consumer seeking to apply for a particular loan is referred by the loan officer to apply for another type of loan offered in the same area of the bank or through a different lending channel such as a mortgage division, subsidiary, or affiliate).</p>	
<p>55. Can an application that is denied for a specific product then be referred and underwritten for a different product?</p>	
<p>56. Does the bank document an applicant's choice of loan product/lending channel?</p>	
<p>57. Does a review of the bank's policies and processes raise any overt concerns with respect to steering?</p>	
<p>58. Examiner Summary:</p> <ul style="list-style-type: none"> • Describe the application process and whether loan officers are permitted discretion in referring consumers to alternative products offered within the same area of the bank or through a different lending channel such as a mortgage division, subsidiary, or affiliate. • Describe the process by which denied loan applications may be referred to another product. • Describe any inherent fair lending risks relating to the potential for steering. 	
CREDIT AND MARKET OPERATIONS - MARKETING	Response
<p>59. Does the bank, either directly or through a third party, actively market/advertise through any medium?</p>	
<p>60. Does the bank use social media to market any products or services?</p>	
<p>61. Does the bank have any marketing service arrangements or other agreements with real estate agents?</p>	
<p>62. Do any of the bank's marketing or outreach efforts focus on a specific product, geographic area, or demographic group?</p>	
<p>63. Does the bank review marketing plans and advertisements for fair lending compliance?</p>	
<p>64. Does the bank provide guidance to employees conducting marketing and outreach to ensure that outreach efforts reach all areas of the bank's market area?</p>	

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<p>65. Examiner Summary:</p> <ul style="list-style-type: none"> • Describe the bank's credit marketing efforts and methods used to promote the bank's products and services (e.g., print advertisements, radio, online marketing, marketing service arrangements, and outreach activities). • Describe any targeted efforts, including prescreened marketing, that focus on particular loan products or segments of the bank's market. Indicate whether any targeting categories or filters are used for advertisements on social media. • Describe any inherent risks based on the bank's population demographics. • Describe any inherent fair lending risks relating to the bank's marketing efforts. 	
CREDIT AND MARKET OPERATIONS - REDLINING	Response
66. Does the bank's CRA assessment area or market area contain areas with relatively high concentrations of minority group residents or majority-minority census tracts?	
67. Does the area immediately surrounding the bank's CRA assessment area or market area include areas with relatively high concentrations of minority group residents or majority-minority census tracts?	
68. Have there been any changes in the bank's assessment area since the previous CRA evaluation?	
69. Does the bank's CRA assessment area reflect any irregularities or have conspicuous gaps (e.g., is it smaller than a whole political subdivision by excluding portions of a town, county, or city)?	
70. Is the bank's market area different than the CRA assessment area?	
71. Do services, loan products, or hours of operation vary by branch or office location?	
72. Does the bank have branches or offices in or near areas with relatively high concentrations of minority group residents or majority-minority census tracts?	
73. After mapping the bank's loan dispersion, are there any conspicuous gaps in lending?	
74. Does a review of the bank's policies and processes raise any overt concerns with respect to redlining?	
<p>75. Examiner Summary:</p> <ul style="list-style-type: none"> • Describe the demographic composition of the bank's CRA assessment area and market area. • Describe any changes to the bank's CRA assessment area or market area since the previous examination. • Explain any differences in the bank's CRA assessment area and market area. Include details about any irregularities or conspicuous gaps in either area. • Describe any inherent risks that relate to changes in the bank's business or branching strategy. • Describe any differences in hours, products, or services by branch or office location. • After mapping the bank's loan dispersion, describe any conspicuous gaps in lending. • Describe any inherent fair lending risks relating to the bank's CRA assessment area and market area. 	
SECTION 1 CHECKPOINT	Response
76. Based on the information in the institution overview, does the bank exhibit more than minimal inherent fair lending risk?	

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If yes, proceed to Section 2 "Identification of Discrimination Risk Factors" to document the product(s) that warrant further analysis.
If no, proceed to Section 5 "Fair Lending Conclusions and Recommendations" to document the conclusions of the fair lending review and any findings or recommendations.

SECTION 2: IDENTIFICATION OF DISCRIMINATION RISK FACTORS

PRODUCTS	
77. Products	
<input checked="" type="checkbox"/>	Residential Real Estate
<input checked="" type="checkbox"/>	Consumer Secured
<input checked="" type="checkbox"/>	Consumer Unsecured
<input checked="" type="checkbox"/>	Automobile Secured
<input checked="" type="checkbox"/>	Credit Card
<input checked="" type="checkbox"/>	Commercial Credit
<input checked="" type="checkbox"/>	Agriculture/Farm Credit
<input checked="" type="checkbox"/>	Other
POTENTIAL DISCRIMINATION RISK FACTORS: RESIDENTIAL REAL ESTATE	
78. Compliance Program Discrimination Risk Factors (C1-C7)	
<input checked="" type="checkbox"/>	C1: Overall institution compliance record is weak.
<input checked="" type="checkbox"/>	C2: Prohibited basis monitoring information required by applicable laws and regulations is nonexistent or incomplete.
<input checked="" type="checkbox"/>	C3: Data and/or recordkeeping problems compromised reliability of previous examination reviews.
<input checked="" type="checkbox"/>	C4: Fair lending problems were previously found in one or more institution products or in institution subsidiaries.
<input checked="" type="checkbox"/>	C5: The size, scope, and quality of the compliance management program, including senior management's involvement, designation of a compliance officer, and staffing is materially inferior to programs customarily found in institutions of similar size, market demographics and credit complexity.
<input checked="" type="checkbox"/>	C6: The institution has not updated compliance policies and procedures to reflect changes in law or in agency guidance.
<input checked="" type="checkbox"/>	C7: Fair lending training is nonexistent or weak.
	Support for Risk Factors:
	Mitigating Factors:
79. Overt Discrimination Risk Factors (O1-O5)	
<input checked="" type="checkbox"/>	O1: Including explicit prohibited basis identifiers in the institution's written or oral policies and procedures (underwriting criteria, pricing standards, etc.).

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<input checked="" type="checkbox"/> O2: Collecting information, conducting inquiries or imposing conditions contrary to express requirements of Regulation B.
<input checked="" type="checkbox"/> O3: Including variables in a credit scoring system that constitute a basis or factor prohibited by Regulation B or, for residential loan scoring systems, the FHAct. (If a credit scoring system scores age, refer to Part E of the Considering Automated Underwriting and Credit Scoring section of the Appendix.).
<input checked="" type="checkbox"/> O4: Statements made by the institution's officers, employees or agents which constitute an express or implicit indication that one or more such persons have engaged or do engage in discrimination on a prohibited basis in any aspect of a credit transaction.
<input checked="" type="checkbox"/> O5: Employee or institutional statements that evidence attitudes based on prohibited basis prejudices or stereotypes.
Support for Risk Factors:
Mitigating Factors:
80. Underwriting Discrimination Risk Factors (U1-U9)
<input checked="" type="checkbox"/> U1: Substantial disparities among the approval/denial rates for applicants by monitored prohibited basis characteristic (especially within income categories).
<input checked="" type="checkbox"/> U2: Substantial disparities among the application processing times for applicants by monitored prohibited basis characteristic (especially within denial reason groups).
<input checked="" type="checkbox"/> U3: Substantially higher proportion of withdrawn/incomplete applications from prohibited basis group applicants than from other applicants.
<input checked="" type="checkbox"/> U4: Vague or unduly subjective underwriting criteria.
<input checked="" type="checkbox"/> U5: Lack of clear guidance on making exceptions to underwriting criteria, including credit scoring overrides.
<input checked="" type="checkbox"/> U6: Lack of clear loan file documentation regarding reasons for any exceptions to standard underwriting criteria, including credit scoring overrides.
<input checked="" type="checkbox"/> U7: Relatively high percentages of either exceptions to underwriting criteria or overrides of credit score cutoffs.
<input checked="" type="checkbox"/> U8: Loan officer or broker compensation based on loan volume (especially loans approved per period of time).
<input checked="" type="checkbox"/> U9: Consumer complaints alleging discrimination in loan processing or in approving/denying residential loans.
Support for Risk Factors:
Mitigating Factors:
81. Pricing Discrimination Risk Factors (P1-P7)
<input checked="" type="checkbox"/> P1: Financial incentives for loan officers or brokers to charge higher prices (including interest rate, fees and points). Special attention should be given to situations where financial incentives are accompanied by broad pricing discretion (as in P2), such as through the use of overages or yield spread premiums.

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<input checked="" type="checkbox"/> P2: Presence of broad discretion in loan pricing (including interest rate, fees and points), such as through overages, underages or yield spread premiums. Such discretion may be present even when institutions provide rate sheets and fees schedules, if loan officers or brokers are permitted to deviate from those rates and fees without clear and objective criteria.
<input checked="" type="checkbox"/> P3: Use of risk-based pricing that is not based on objective criteria or applied consistently.
<input checked="" type="checkbox"/> P4: Substantial disparities among prices being quoted or charged to applicants who differ as to their monitored prohibited basis characteristics.
<input checked="" type="checkbox"/> P5: Consumer complaints alleging discrimination in residential loan pricing.
<input checked="" type="checkbox"/> P6: In mortgage pricing, disparities in the incidence or rate spreads of higher-priced lending by prohibited basis characteristics as reported in the HMDA data.
<input checked="" type="checkbox"/> P7: A loan program that contains only borrowers from a prohibited basis group, or has significant differences in the percentages of prohibited basis groups, especially in the absence of a Special Purpose Credit Program under ECOA.
Support for Risk Factors:
Mitigating Factors:
82. Steering Discrimination Risk Factors (S1-S8)
<input checked="" type="checkbox"/> S1: Lack of clear, objective and consistently implemented standards for (i) referring applicants to subsidiaries, affiliates, or lending channels within the institution (ii) classifying applicants as "prime" or "sub-prime" borrowers, or (iii) deciding what kinds of alternative loan products should be offered or recommended to applicants (product placement).
<input checked="" type="checkbox"/> S2: Financial incentives for loan officers or brokers to place applicants in nontraditional products (i.e., negative amortization, "interest only", "payment option" adjustable rate mortgages) or higher cost products.
<input checked="" type="checkbox"/> S3: For an institution that offers different products based on credit risk levels, any significant differences in percentages of prohibited basis groups in each of the alternative loan product categories.
<input checked="" type="checkbox"/> S4: Significant differences in the percentage of prohibited basis applicants in loan products or products with specific features relative to control group applicants. Special attention should be given to products and features that have potentially negative consequences for applicants (i.e., non-traditional mortgages, prepayment penalties, lack of escrow requirements, or credit life insurance).
<input checked="" type="checkbox"/> S5: For an institution that has one or more sub-prime mortgage subsidiaries or affiliates, any significant differences, by loan product, in the percentage of prohibited basis applicants of the institution compared to the percentage of prohibited basis applicants of the subsidiary(ies) or affiliate(s).
<input checked="" type="checkbox"/> S6: For an institution that has one or more lending channels that originate the same loan product, any significant differences in the percentage of prohibited basis applicants in one of the lending channels compared to the percentage of prohibited basis applicants of the other lending channel.
<input checked="" type="checkbox"/> S7: Consumer complaints alleging discrimination in residential loan pricing or product placement.
<input checked="" type="checkbox"/> S8: For an institution with sub-prime mortgage subsidiaries, a concentration of those subsidiaries' branches in minority areas relative to its other branches.

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	Support for Risk Factors:
	Mitigating Factors:
83.	Redlining Discrimination Risk Factors (R1-R12)
<input checked="" type="checkbox"/>	R1: Significant differences, as revealed in HMDA data, in the number of applications received, withdrawn, approved not accepted, and closed for incompleteness or loans originated in those areas in the institution's market that have relatively high concentrations of minority group residents compared with areas with relatively low concentrations of minority residents.
<input checked="" type="checkbox"/>	R2: Significant differences between approval/denial rates for all applicants (minority and non-minority) in areas with relatively high concentrations of minority group residents compared with areas with relatively low concentrations of minority residents
<input checked="" type="checkbox"/>	R3: Significant differences between denial rates based on insufficient collateral for applicants from areas with relatively high concentrations of minority residents and those areas with relatively low concentrations of minority residents.
<input checked="" type="checkbox"/>	R4: Significant differences in the number of originations of higher-priced loans or loans with potentially negative consequences for borrowers, (i.e., non-traditional mortgages, prepayment penalties, lack of escrow requirements) in areas with relatively high concentrations of minority residents compared with areas with relatively low concentrations of minority residents.
<input checked="" type="checkbox"/>	R5: Other patterns of lending identified during the most recent CRA examination that differ by the concentration of minority residents.
<input checked="" type="checkbox"/>	R6: Explicit demarcation of credit product markets that excludes MSAs, political subdivisions, census tracts, or other geographic areas within the institution's lending market or CRA assessment areas and having relatively high concentrations of minority residents.
<input checked="" type="checkbox"/>	R7: Difference in services available or hours of operation at branch offices located in areas with concentrations of minority residents when compared to branch offices located in areas with concentrations of non-minority residents.
<input checked="" type="checkbox"/>	R8: Policies on receipt and processing of applications, pricing, conditions, or appraisals and valuation or on any other aspect of providing residential credit that vary between areas with relatively high concentrations of minority residents and those areas with relatively low concentrations of minority residents.
<input checked="" type="checkbox"/>	R9: The institution's CRA assessment area appears to have been drawn to exclude areas with relatively high concentrations of minority residents.
<input checked="" type="checkbox"/>	R10: Employee statements that reflect an aversion to doing business in areas with relatively high concentrations of minority residents.
<input checked="" type="checkbox"/>	R11: Complaints or other allegations by consumers or community representatives that the institution excludes or restricts access to credit for areas with relatively high concentrations of minority residents. Examiners should review complaints against the institution filed either with their agency or the institution; the CRA public comment file; community contact forms; and the responses to questions about redlining, discrimination, and discouragement of applications, and about meeting the needs of racial or national origin minorities, asked as part of obtaining local perspectives on the performance of financial institutions during prior CRA examinations.
<input checked="" type="checkbox"/>	R12: An institution that has most of its branches in predominantly non-minority neighborhoods at the same time that the institution's sub-prime mortgage subsidiary has branches which are located primarily in predominantly minority neighborhoods.

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Support for Risk Factors:	
Mitigating Factors:	
84. Marketing Discrimination Risk Factors (M1-M7)	
<input checked="" type="checkbox"/> M1: Advertising patterns or practices that a reasonable person would believe indicate prohibited basis customers are less desirable.	
<input checked="" type="checkbox"/> M2: Advertising only in media serving non-minority areas of the market.	
<input checked="" type="checkbox"/> M3: Marketing through brokers or other agents that the institution knows (or has reason to know) would serve only one racial or ethnic group in the market.	
<input checked="" type="checkbox"/> M4: Use of marketing programs or procedures for residential loan products that exclude one or more regions or geographies within the institutions assessment or marketing area that have	
<input checked="" type="checkbox"/> significantly higher percentages of minority group residents than does the remainder of the assessment or marketing area.	
<input checked="" type="checkbox"/> M5: Using mailing or other distribution lists or other marketing techniques for pre-screened or other offerings of residential loan products that explicitly exclude groups of prospective borrowers on a prohibited basis or exclude geographies (e.g., census tracts, ZIP codes, etc.) within the institution’s marketing area that have significantly higher percentages of minority group residents than does the remainder of the marketing area.	
<input checked="" type="checkbox"/> M6: Proportion of prohibited basis applicants is significantly lower than that group's representation in the total population of the market area.	
<input checked="" type="checkbox"/> M7: Consumer complaints alleging discrimination in advertising or marketing loans.	
Support for Risk Factors:	
Mitigating Factors:	
POTENTIAL DISCRIMINATION RISK FACTORS: CONSUMER SECURED	
POTENTIAL DISCRIMINATION RISK FACTORS: CONSUMER UNSECURED	
POTENTIAL DISCRIMINATION RISK FACTORS: AUTOMOBILE SECURED	
POTENTIAL DISCRIMINATION RISK FACTORS: CREDIT CARD	
POTENTIAL DISCRIMINATION RISK FACTORS: COMMERCIAL CREDIT	
POTENTIAL DISCRIMINATION RISK FACTORS: AGRICULTURE/FARM CREDIT	
POTENTIAL DISCRIMINATION RISK FACTORS: OTHER	
SECTION 2 CHECKPOINT	Response
85. Based on the applicable discrimination risks for each product evaluated, does residual risk warrant the selection of one or more potential focal points to consider for an in-depth analysis?	
If yes, proceed to Section 3 "Description of Potential Focal Points" and obtain Field Supervisor or designee approval to proceed with analysis of selected focal point(s).	
If no, proceed to Section 5 "Fair Lending Conclusions and Recommendations" to document the conclusions of the fair lending review and any findings or recommendations.	

SECTION 3: DESCRIPTION OF POTENTIAL FOCAL POINTS

POTENTIAL FOCAL POINTS		
86. Potential Focal Points		
Fair Lending Analysis:		
Loan Product	Market	Decision Center
Prohibited Basis	Control Group	Target Group
Selected As Focal Point?	Control Group Sample Size	Target Group Sample Size
EXAMINER SUMMARY OF FOCAL POINT SELECTION		
87. Examiner Summary: <ul style="list-style-type: none"> Describe the rationale for considering the potential focal point(s). Identify the focal point(s) ultimately selected for an in-depth analysis and provide support for the selection. 		
FIELD SUPERVISOR/DESIGNEE APPROVAL		
88. Field Supervisor/Designee Approval for Selected Focal Point(s):		
Field Supervisor/Designee Name:		
Date of Approval:		

SECTION 4: DESCRIPTION OF FOCAL POINT ANALYSIS

DESCRIPTION OF FOCAL POINT ANALYSIS	Response
89. Did examiners conduct a criteria interview with the bank?	
90. Did the focal point analysis include a comparative file review?	
91. Did the focal point analysis include a statistical analysis?	
92. Examiner Summary: <ul style="list-style-type: none"> Describe the specific steps taken to analyze the approved focal point(s). Provide details regarding target group and control group selections, criteria interview, comparative file review, statistical analysis, and any other relevant information. 	

SECTION 5: FAIR LENDING CONCLUSIONS AND RECOMMENDATIONS

CONCLUSIONS AND RECOMMENDATIONS	Response
93. Was an isolated violation of discrimination cited in the report of examination?	
94. Was a practice or pattern of discrimination violation cited in the report of examination?	
95. Did the examiner provide recommendations to bank management to correct any fair lending violation(s) or to enhance the bank's compliance management system as it relates to fair lending?	
<p>96. Examiner Summary:</p> <ul style="list-style-type: none"> • Summarize the overall conclusions of the fair lending review and describe any findings. • If applicable, provide support for ending the scoping process after evaluating inherent risk or for not selecting a focal point after evaluating applicable discrimination risk factors. • Include any considerations for the next examination. 	
<p>97. Recommendations Provided to the Bank:</p> <ul style="list-style-type: none"> • Provide specific language for any recommendations to be considered for the report of examination. • If any recommendations are not going to be included in the report of examination, but were provided to the bank, describe those recommendations and indicate how they were communicated to the bank. 	
FIELD SUPERVISOR/DESIGNEE APPROVAL:	
<p>98. Field Supervisor/Designee Approval:</p> <ul style="list-style-type: none"> • NOTE: The final, e-signed FLSC Word document is required to be retained in SOURCE with the examination documents. 	
Field Supervisor/Designee Name:	
Date of Approval:	