

Expanding the Impact: Increasing Capacity and Influence

2017 Interagency Minority Depository Institution and CDFI Bank Conference

**Los Angeles Branch of the Federal Reserve Bank of San Francisco
950 S. Grand Ave, Los Angeles, California 90015**

Conference Agenda

Wednesday, April 5, 2017

7:00 a.m. – 5:00 p.m. Registration

7:30 a.m. – 8:45 a.m. Breakfast

9:00 a.m. – 10:15 a.m. Opening Session

Join Comptroller of the Currency, Thomas J. Curry, FDIC Chairman, Martin J. Gruenberg, and Federal Reserve Governor, Jerome H. Powell, for a critical conversation about each agency's role in preserving and promoting minority depository institutions (MDIs). After brief opening remarks from each principal, all leaders will engage in an interactive dialogue, followed by a question and answer period with bank CEOs. They will reflect on the key economic challenges facing communities, resources available to MDIs, actions taken by the agencies to preserve and promote MDIs, and their thoughts for moving forward.

Panelists

Thomas J. Curry, Comptroller of the Currency

Martin J. Gruenberg, Chairman, Federal Deposit Insurance Corporation

Jerome H. Powell, Governor, Federal Reserve Board

Moderator: Donna Gambrell, Former Director, CDFI Fund and Director, Southern Bancorp

10:15 a.m. – 10:30 a.m. BREAK

10:30 a.m. – 11:45 a.m. General Session 1: CEO Perspectives on Customers, Business Models, and Expectations for the Future

MDIs have made significant gains since the financial crisis, while the financial services field continues to evolve. In this session, we will hear from several MDI and CDFI bank CEOs about their experiences over the past ten years, the strategies and assets they have used to guide their

institutions and their perspectives on the opportunities and challenges facing their institutions going forward.

Panelists

Wayne Bradshaw, President and Chief Executive Officer, Broadway Federal Bank, Los Angeles, California

Asif Dakri, Vice Chairman and Chief Executive Officer, Wallis State Bank, Houston, Texas

Joanne Kim, President and Chief Executive Officer, CBB Bank, Los Angeles, California

Rebeca Romero Rainey, Chairman and Chief Executive Officer, Centinel Bank of Taos, Taos, New Mexico

Moderator: Robert W. Mooney, Retired National Director, Minority and Community Development Banking, FDIC

11:45 a.m. – 12:45 p.m.

LUNCH

12:45 p.m. – 2:00 p.m.

General Session 2: Supervision Update

As the industry continues to evolve, changing risk exposure and regulatory pressures continue to stay top-of-mind for all MDI Bankers. At this session you will hear from top agency officials about current issues and evolving trends in today's community bank environment. This session will address key risks and issues that bankers should be aware of, as well as topics that the agencies will be focused on over the next few years.

Panelists

Toney M. Bland, Senior Deputy Comptroller for Midsize and Community Bank Supervision, Office of the Comptroller of the Currency

Doreen R. Eberley, Director, Division of Risk Management Supervision Federal Deposit Insurance Corporation

Suzanne Killian, Senior Associate Director, Division of Consumer and Community Affairs, Federal Reserve Board of Governors

Moderator: Arthur W. Lindo, Senior Associate Director, Federal Reserve Board of Governors

2:00 p.m. – 2:15 p.m.

BREAK

2:15 p.m. – 3:30 p.m.

Concurrent Workshops – 1

Choose one of the following three workshops:

CRA Strategies: Reaching Underserved Populations

This session will explore ways that MDIs and CDFI banks can partner with nonprofits to reach individuals and businesses that have typically been difficult to serve. Representatives from three nonprofits will discuss their work in helping the underserved access mainstream financial services, obtain affordable housing, preserve cultural institutions, and start and grow small businesses. The discussion will focus on how mutually beneficial relationships can be structured with banks. While the three nonprofits are based in Los Angeles, one of them is part of an international organization, one is associated with a national network and the other is a CDFI statewide lender. The types of partnerships discussed in the workshop can be formed with organizations serving communities across the nation.

Panelists

Jonathan Fein Proano, Financial Capability Specialist, International Rescue Committee

Daniel Fernandez, Director of Microlending, Opportunity Fund

Dean Matsubayashi, Executive Director, Little Tokyo Service Center Community Development Corporation

Moderator: Beth Castro, Western District Community Affairs Officer, Office of the Comptroller of the Currency

Enhancing Capacity through Collaboration

Minority depository institutions and CDFI banks play an important role across the country supporting the financial needs of businesses, communities and families. They face challenges in providing the competitive products and services their customers expect, and compete with other traditional and non-traditional financial service providers that are expanding their activities.

Collaboration can help unlock opportunities for community banks to manage expenses and meet regulatory requirements that may require specialized expertise. This session explores the benefits of collaboration, describes how minority and CDFI banks can structure collaborative arrangements, and provides examples of how institutions work together to support minority consumers.

Panelists

Natalie Abatemarco, Managing Director, Citi, New York, New York

*Guillermo Diaz-Rousselot, President and Chief Executive Officer,
Continental National Bank, Miami, Florida*

*Jesse Jackson, Senior Vice President, Financial institutions, Texas Capital
Bank, Dallas, Texas*

*Doyle Mitchell, President and Chief Executive Officer, Industrial Bank,
Washington, DC*

Joe Quiroga, President, Texas National Bank, Mercedes, Texas

*Moderator: Andrew Moss, Manager, Minority Affairs, Office of
Comptroller of the Currency*

Proposed Changes in Small Business Lending Reporting

Section 1071 of the Dodd Frank Act gave the Consumer Financial Protection Bureau (CFPB) the responsibility to expand small business lending data collection requirements. Financial institutions will be required to collect and maintain certain data in connection with credit applications made by women- or minority-owned businesses and small businesses. Grady Hedgespeth, formerly of the SBA's Office of Economic Opportunity and now Assistant Director for the CFPB's new Office of Small Business Lending Markets, will discuss the CFPB's efforts to make the small business lending market fairer and more transparent.

*Moderator: Grady Hedgespeth, Assistant Director of the Office of Small
Business Lending Markets, Consumer Financial Protection Bureau*

3:30 p.m. – 3:45 p.m.

BREAK

3:45 p.m. – 5:00 p.m.

Concurrent Workshops – 2

Choose one of the following three workshops:

Expanding Impact, Measuring Impact

Depository Institutions face a unique set of challenges when it comes to collecting data to tell their impact story. This workshop will discuss what data can and cannot be collected by banks and provide examples of MDIs and CDFI banks that are successfully prioritizing impact measurement and data collection.

Panelists

*Brian Argrett, President and Chief Executive Officer, City First Bank,
Washington, DC*

Jeannine Jacokes, Chief Executive and Senior Policy Advisor, Community Development Bankers Association, Washington, DC
Dominik Mjartan, Chief Executive Officer, Southern Bancorp, Arkadelphia, Arkansas

Moderator: Naomi Cytron, Senior Research Associate, Federal Reserve Bank of San Francisco

International Trade Finance

International trade is a substantive component of the US economy. Exports accounted for 27 percent of overall economic growth between 2008 and 2014, and in 2014 exports officially passed the \$2 trillion mark for the first time. The U.S. Chamber of Commerce has reported that 80 percent of the world's purchasing power, 92 percent of the world's economic growth, and 95 percent of the world's consumers lie outside of the U.S. borders.

In this roundtable session, participants will discuss international trade finance with their peers. Representatives of the SBA, Ex-Im Bank, and the regulatory agencies will also be present to support the discussion. This interactive session will explore how banks are involved in international trade finance, the capacities they need to carry out the work, the critical issues they face, the partnerships and supports that help them in their efforts, and their expectations for the future.

Moderators: Jeff Deiss, International Trade Finance Manager, Western U.S., Small Business Administration

Pellson Lau, Regional Manager, Export Solutions Group, Southern California and Arizona, Small Business Administration

Expanding Minority Community Development Participation in New Markets Tax Credits

The New Markets Tax Credit program reinvigorates economically distressed communities by attracting private investment capital, generating \$8 of private investment for every \$1 of federal funding. Individual and corporate investors receive a tax credit against their federal income tax in exchange for making equity investments in Community Development Entities to finance businesses in underserved low-income communities. The credit totals 39 percent of the original investment amount and is claimed over a period of seven years. This workshop explores how minority and community development financial institutions can participate in the program as a Community Development Entity or a leveraged lender, and features two MDIs and CDFI banks that will share how they have successfully participated in the program.

Panelists

Lori Elam, Executive Vice President and CFO, Metro Bank, Louisville, Kentucky

Joseph Haskins Jr., Chairman, President and CEO, The Harbor Bank of Maryland, Baltimore, Maryland

Saurabh Narain, President, Chief Executive and Director, National Community Investment Fund, Chicago, Illinois

Moderator: Annie Donovan, Director, Community Development Financial Institutions Fund

5:30 p.m. – 7:00 p.m.

Reception

Location: Federal Reserve Gallery

Thursday, April 6, 2016

7:00 a.m. – 12:00 p.m.

Registration

7:30 a.m. – 8:30 a.m.

Breakfast with your Regulator

Locations:

FDIC: The Grand

FRB: Federal Reserve Gallery

OCC: San Diego/Phoenix/Las Vegas Rooms

8:30 a.m. – 9:45 a.m.

General Session 3: New Research on MDIs

There has been relatively little MDI-specific research produced in recent years. In an attempt to counter this, the Federal Reserve has commissioned two new pieces of MDI research for this conference, as well as produced new in-house papers. This session will include an overview of the new research, as presented by the authors, as well as time for Q&A/discussion with the audience. The papers to be presented are:

- "Minority Depository Institutions at the Dawn of the 21st Century," (Wei Li, Arizona State University),
- "Another Capital Infusion Program: The Case of the Community Development Capital Initiative" (Breck Robinson, University of Delaware), and
- "Mission-Oriented Bank Closings and Small Business Credit Availability in Low-Income and Minority Neighborhoods" (Maude Toussaint-Comeau and Robin Newberger, Federal Reserve Bank of Chicago).

Panelists

Wei Li, Professor, Arizona State University

Breck Robinson, Associate Professor, School of Public Policy & Administration, University of Delaware

Maude Toussaint-Comeau, Senior Business Economist and Robin Newberger, Senior Business Economist, Federal Reserve Bank of Chicago

Moderator: Anna Alvarez-Boyd, Senior Associate Director, Division of Consumer and Community Affairs, Federal Reserve Board of Governors

9:45 a.m. – 10:00 a.m.

BREAK

10:00 a.m. – 11:15 a.m.

General Session 4: Banking and Innovation

Technological advances, together with evolving consumer preferences, are reshaping the financial services industry at an accelerated pace. New technology firms have entered the financial service space and are delivering banking services directly to consumers. Although banks have a long history of adapting to new technology and introducing innovative products and services, it is beneficial that banks understand the impact of the evolving landscape on their business strategies and leverage their unique advantages so they can continue to meet the needs of their customers, businesses, and communities.

This plenary session provides MDIs and CDFI banks with an understanding of the evolving financial services landscape and explores examples of successful responses by community and midsize banks.

Panelists

Beth Knickerbocker, Acting Chief Innovation Officer, Office of the Comptroller of the Currency

David Reiling, Chief Executive Officer, Sunrise Banks, Saint Paul, Minnesota

11:15 a.m. – 12:30 p.m.

General Session 5: Strategic Planning for Succession Management

Minority depository institutions and CDFI banks, like many community banks, face challenges with regard to succession management and human capital development. The banks represented on this panel have used a variety of strategies to identify potential future leaders for their institutions and to enable these individuals to gain the experience they will need to carry out these roles. The panel will discuss their challenges and successes in attracting, developing and retaining the next generation of bank leaders and managers.

Panelists

Jeff Bowman, President and Chief Executive Officer, Bay Bank, Green Bay, Wisconsin

Alden McDonald, President and Chief Executive Officer, Liberty Bank & Trust, New Orleans, Louisiana

Preston Pinkett, Chairman and Chief Executive Officer, City National Bank, Newark, New Jersey

Irwin Wong, Chief Operating Officer, Cathay Bank, Los Angeles, California

Moderator: Serena L. Owens, Acting National Director, Minority and Community Development Banking, Federal Deposit Insurance Corporation

12:30 p.m.

Adjournment and Grab-and-Go Lunch

1:00 p.m. – 3:00 p.m.

Optional: CDFI Fund Workshop

MDIs can benefit from certification as a Community Development Financial Institution (CDFI). This will be an opportunity to hear from CDFI Fund staff and learn more about those benefits as well as the process for becoming a certified CDFI. Participants will also hear from other MDIs who are already certified CDFIs about their perspective and experiences.

Moderators:

Mia Sowell, Associate Program Manager, Bank Enterprise Award Program, CDFI Fund

Christopher Stever, Associate Program Manager, Certification, Compliance, Monitoring and Evaluation (CCME), CDFI Fund

Tanya Vartivarian, Associate Program Manager, CDFI/NACA Programs, CDFI Fund