

RESPONSE  
PRESENTED TO

CITY OF SAINT PAUL, MN

December 3, 2014

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## Banking Presence

### 1. Number of customers with account addresses in Saint Paul

93,271 customers have account addresses in Saint Paul.

### 2. Number and address of banking locations in Saint Paul

#### a. Conventional banking branches

##### Seven (7) Traditional Branches

Highland Park	711 Cleveland Ave S	Saint Paul	MN	55116
Grand	1071 Grand Ave	Saint Paul	MN	55105
Midway	2383 University Ave W.	Saint Paul	MN	55114
East St. Paul	1000 Payne Ave	Saint Paul	MN	55130
Battle Creek	1959 Burns Ave	Saint Paul	MN	55119
U.S. Bank St. Paul Center	101 5th St E	Saint Paul	MN	55101
Oakdale	7620 10th St N	Saint Paul	MN	55128

#### b. Retail location branches

##### Five (5) Retail/Other Location Branches

Suburban Avenue Byerly's	1959 Suburban Ave	Saint Paul	MN	55119
Direct Bank-Out of Footprint	60 Livingston Ave	Saint Paul	MN	55101
West Side Flats	60 Livingston Ave	Saint Paul	MN	55107
3M	3M Center Bldg 222-01	Saint Paul	MN	55144
Minneapolis St Paul Airport	4300 Glumack Drive	Saint Paul	MN	55111

#### c. Automated teller machines

##### Fifty-seven (57) City of Saint Paul ATMs

<u>ATMs</u>	<u>Address</u>	<u>City</u>	<u>State</u>	<u>ZIP</u>
1	1 Saint Jude Medical Drive	Saint Paul	MN	55117
1	1000 Payne Avenue	Saint Paul	MN	55130
3	101 East 5th Street	Saint Paul	MN	55101
3	1071 Grand Avenue	Saint Paul	MN	55105
1	120 West Kellogg Boulevard	Saint Paul	MN	55102
1	1200 Energy Park Drive	Saint Paul	MN	55108
1	1345 Marshall Avenue	Saint Paul	MN	55104
1	1400 Arcade Street	Saint Paul	MN	55106
1	1444 Minnehaha Avenue East	Saint Paul	MN	55106
1	1537 Englewood Avenue	Saint Paul	MN	55104
1	1600 Grand Avenue	Saint Paul	MN	55105
1	1608 Rice Street	Saint Paul	MN	55117
1	177 County Road B East	Saint Paul	MN	55117

1	180 East 5th Street	Saint Paul	MN	55101
1	1959 Burns Avenue	Saint Paul	MN	55119
1	1959 Suburban Avenue	Saint Paul	MN	55119
1	200 University Avenue East	Saint Paul	MN	55101
1	200 Wabasha Street South	Saint Paul	MN	55107
2	2115 Summit Avenue	Saint Paul	MN	55105
1	2199 University Avenue	Saint Paul	MN	55114
1	2383 University Avenue West	Saint Paul	MN	55114
1	281 North Snelling Avenue	Saint Paul	MN	55104
1	385 Washington Street	Saint Paul	MN	55102
1	3900 Bethel Drive	Saint Paul	MN	55112
1	3M Center - Bldg 222-01 Room 1K15	Saint Paul	MN	55144
1	3M Center - Building 264	Saint Paul	MN	55144
1	400 Robert Street North	Saint Paul	MN	55101
14	4300 Glumack Drive	Saint Paul	MN	55111
1	4650 Glumack Drive	Saint Paul	MN	55111
1	500 7th Street East	Saint Paul	MN	55101
1	60 Livingston Avenue	Saint Paul	MN	55107
1	600 Snelling Avenue North	Saint Paul	MN	55104
1	629 Rice Street	Saint Paul	MN	55103
2	711 Cleveland Avenue South	Saint Paul	MN	55116
1	721 Arcade Street	Saint Paul	MN	55106
1	743 Century Avenue North	Saint Paul	MN	55119
1	850 Grand Avenue	Saint Paul	MN	55105
1	965 Sibley Memorial Highway	Saint Paul	MN	55118

57

**3. Number and address of banking locations in low/moderate income census tracts within MSA #33460**

**a. Conventional banking branches**

**Seven (7) Traditional Branches**

4300 Glumack Dr	Saint Paul	MN	55111
3M Center Bldg 222-01	Saint Paul	MN	55144
1000 Payne Ave	Saint Paul	MN	55130
60 Livingston Ave	Saint Paul	MN	55107
2383 University Ave W.	Saint Paul	MN	55114
1959 Burns Ave	Saint Paul	MN	55119
101 5th St E	Saint Paul	MN	55101

**b. Retail location branches**

1959 Suburban Ave	Saint Paul	MN	55119
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**c. Automated teller machines**

**ATMs**

14	4300 Glumack Drive	Saint Paul	MN	55111
1	4650 Glumack Drive	Saint Paul	MN	55111
1	200 University Avenue East	Saint Paul	MN	55101
1	1345 Marshall Avenue	Saint Paul	MN	55104
1	281 North Snelling Avenue	Saint Paul	MN	55104
1	629 Rice Street	Saint Paul	MN	55103
1	1608 Rice Street	Saint Paul	MN	55117
1	3M Center - Bldg 222-01 Room 1K15	Saint Paul	MN	55144
1	3M Center - Building 264	Saint Paul	MN	55144
1	721 Arcade Street	Saint Paul	MN	55106
1	1000 Payne Avenue	Saint Paul	MN	55130
1	1200 Energy Park Drive	Saint Paul	MN	55108
1	60 Livingston Avenue	Saint Paul	MN	55107
1	200 Wabasha Street South	Saint Paul	MN	55107
1	1444 Minnehaha Avenue East	Saint Paul	MN	55106
1	2383 University Avenue West	Saint Paul	MN	55114
1	2199 University Avenue	Saint Paul	MN	55114
1	500 7th Street East	Saint Paul	MN	55101
1	1959 Burns Avenue	Saint Paul	MN	55119
1	1959 Suburban Avenue	Saint Paul	MN	55119
1	101 East 5th Street	Saint Paul	MN	55101
1	180 East 5th Street	Saint Paul	MN	55101
1	400 Robert Street North	Saint Paul	MN	55101
2	101 East 5th Street	Saint Paul	MN	55101
1	600 Snelling Avenue North	Saint Paul	MN	55104
1	1537 Englewood Avenue	Saint Paul	MN	55104
1	1 Saint Jude Medical Drive	Saint Paul	MN	55117
1	177 County Road B East	Saint Paul	MN	55117
1	2255 South Avenue East	North Saint Paul	MN	55109
1	120 West Kellogg Boulevard	Saint Paul	MN	55102

**44**

**4. Number of employees working in Saint Paul**

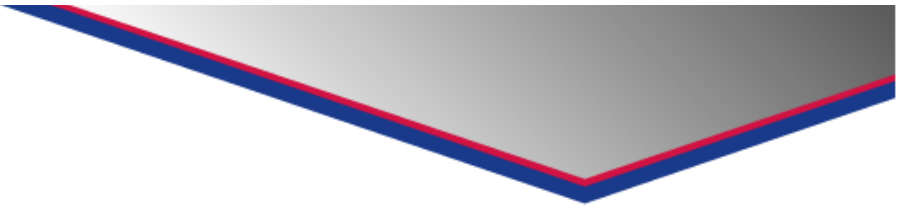
3,052 employees work in Saint Paul.

**5. Number of employees with residential addresses in Saint Paul**

1,170 employees have residential addresses in Saint Paul.

**Consumer Banking**

**6. List the monthly fee that a consumer pays to maintain the type of bank account that is most frequently used by consumers in Minnesota**



Easy Checking is our entry level consumer checking account. It has a monthly maintenance fee of \$6.95 with electronic statements (\$8.95 with paper statements). This fee can be waived with an average account balance of \$1,500 or more or with combined direct deposits of \$1,000 or more.

In addition, customers can access our “Simple Snapshot” summary of account fees on our website. The specific address is <https://www.usbank.com/checking/compare-checking-accounts.html>

From there, a consumer may select any checking account to see the details and then select, “View our Simple Snapshots” in the bottom right corner of the screen. The Simple Snapshots include an easy to read summary of the most common fees related to a consumer checking account and has been approved by the Pew Research Center.

**7. List other fees associated with this bank account**

A comprehensive list of fees is included in our Consumer Pricing Brochure (**Attachment A**).

**8. Identify business products that are designed for the following consumers:**

**a. Unbanked or under-banked**

Today, U.S. Bank offers two products that can be utilized by consumers largely considered to be “unbanked” or “under-banked”. The Easy Checking product is a fully functional consumer checking account. The monthly maintenance fee for this account is \$6.95 per month with electronic statements (\$8.95 per month with paper statements). This fee can be waived with an average account balance of \$1,500 or more or with combined direct deposits of \$1,000 or more. The second product is the Contour pre-paid debit card. The Contour card has a \$4.00 monthly maintenance fee with minimal, additional fees. The Contour card is often a good choice to consumers who prefer to work in cash though it still provides fully functional debit card capability.

**b. Elderly**

Consumers who are 65 or older qualify for our Premium Checking account with no monthly maintenance fee. The Premium Checking account is our best single-service consumer checking account that features benefits such as free standard checks, free non U.S. Bank ATM transactions as well as others. Seniors who qualify for one of our Package accounts can still receive “senior benefits” such as free checks.

**c. Youth**

Youth (as young as 14 with an adult co-signer) and students are eligible for our Student Checking product, which features no monthly maintenance fee (\$2 if paper statements are selected) as well as the first order of checks for free and up to 4 non U.S. Bank ATM transactions per month. Youth and other students who qualify for one of our Package accounts can still receive “Student Benefits” such as their first order of checks free and 4 free non U.S. Bank ATM transactions per month.

**d. Low income**

Please refer to our response to 8a above: Unbanked or under-banked.

**e. No or poor credit**

For short term and/or revolving credit needs, U.S. Bank offers a secured Visa credit card. The card offers a limit as low as \$300 (secured by a consumer savings account with a \$300 deposit) that allows a customer to establish or re-establish credit. If the account is managed responsibly and consistently for 12 months, the customer may be eligible to move to an unsecured card.

U.S. Bank Home Mortgage also participates in programs (subject to availability and qualifications) for new home buyers or buyers with challenged credit.

**9. Describe your success in number and dollar amount for these target groups.**

While this information is not available at the St. Paul market level, U.S. Bank has 1,527,402 Easy Checking accounts, 1,336,545 of accounts for seniors and 689,070 Student Checking accounts.

## Consumer Lending

**10. Small Business Administration ranking**

**Minnesota SBA District Office  
As of 9/30/14**

	District Total	1505
Unit Rank	Minnesota	Unit Volume
1	U.S. Bancorp	192
2	Wells Fargo Bank, National Association	159
3	Bremer Bank, National Association	59
4	21st Century Bank	50
5	Venture Bank	48
6	Associated Bank, National Association	45
7	Falcon National Bank	39
8	Highland Bank	36
9	KleinBank	34
10	Sunrise Banks, National Association	33

	District Total	\$432,491,700
Volume Rank	Minnesota	Dollar Volume
1	Wells Fargo Bank, National Association	\$41,410,700
2	U.S. Bancorp	\$35,409,000
3	Venture Bank	\$32,208,100

4	Bremer Bank, National Association	\$23,750,300
5	BankVista	\$14,737,200
6	Stearns Bank National Association	\$12,181,500
7	Woodlands National Bank	\$11,617,400
8	21st Century Bank	\$11,328,000
9	Live Oak Banking Company	\$10,879,000
10	Anchor Bank, National Association	\$8,966,800

**11. Number and dollar total of commercial loans to businesses with revenues of \$1 million or more in Saint Paul.**

240 loans totaling \$16,368,000. THESE ARE CRA QUALIFIED LOANS ONLY.

**\*\*\* Note to questions 11 & 12 we have loans where the revenue data is not available. The number of loans falling into this category = 513 loans totaling \$9,509,000**

**12. Number and dollar total of commercial loans to business with revenues less than \$1 million in Saint Paul.**

644 loans totaling \$10,960,000. THESE ARE CRA QUALIFIED LOANS ONLY.

**\*\*\* Note to questions 11 & 12 we have loans where the revenue data is not available. The number of loans falling into this category = 513 loans totaling \$9,509,000**

**13. Number and dollar total of commercial loan amounts of \$250,000 or less in Saint Paul.**

1,359 loans totaling \$15,527,000. THESE ARE CRA QUALIFIED LOANS ONLY.

**14. Number and dollar total of commercial loan amounts of \$250,001 - \$1,000,000 in Saint Paul.**

38 loans totaling \$21,310,000.

**15. Number and dollar total of commercial loans to minority-owned, women-owned businesses in Saint Paul**

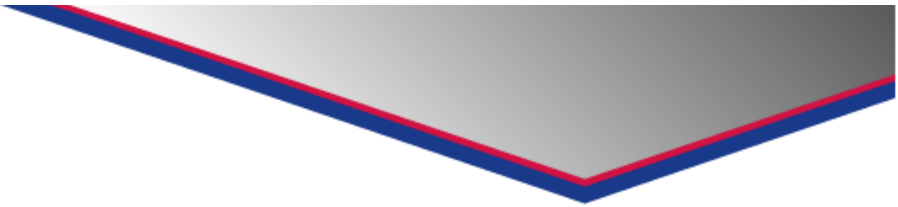
At this time, per Regulation B, we are prohibited from collecting race, ethnicity and gender information on small business loans.

## Home Loan Origination

**16. Provide the past two years data submitted in HMDA Disclosure Reports to FFIEC for Disclosure Tables 1 through 11 available at this website:**

<http://www.ffiec.gov/hmdaadwebreport/DisWelcome.aspx>

**Responses should be aggregated to include the information for the Bank and any subsidiaries or affiliates of the Bank**



A DVD has been enclosed.

## Home Loan Servicing

**17. Please complete the following table (include race, age and gender demographics):**

U.S. Bank does not capture data for race, age and gender. For this reason we cannot provide you these details.

	As of 12/31 two years ago	As of 12/31 previous year
# of Home Loans Serviced in Saint Paul	7,326 home loans	7,522 home loans
Total Outstanding Principal of those Home Loans	\$992.3 million	\$1.03 billion
% of Loans in some stage of Non-Payment or Default	390 delinquent 167 foreclosure	400 delinquent 165 foreclosure

## Home Loan Modification and Response to Foreclosure Crisis

**18. Provide for the City of St. Paul, by census tract, the information required on the mortgage loan disclosure statement pursuant to the Home Mortgage Disclosure Act, 12 U.S. C. Section 2801 et seq. and laws amendatory thereof and supplementary thereto (“HMDA”), for the previous fiscal year.**

Please see **Attachment B**.

**19. Provide details on your institution’s disposition policy for foreclosed vacant and abandoned residential property including options for re-purchase, rehabilitation and re- occupation.**

Disposition policy:

U.S. Bank partners with the National Community Stabilization Trust (NCST) First Look Program to offer communities, nonprofits and land banks a brief exclusive opportunity to purchase bank owned properties in certain neighborhoods in order to enhance owner occupancy.

If properties are not sold in the First Look Program, they are then sold traditionally via Realtors. A portion of US Bank properties are sold in a quick sale method (Auction & Bulk) to control inventory.

Re-purchases:

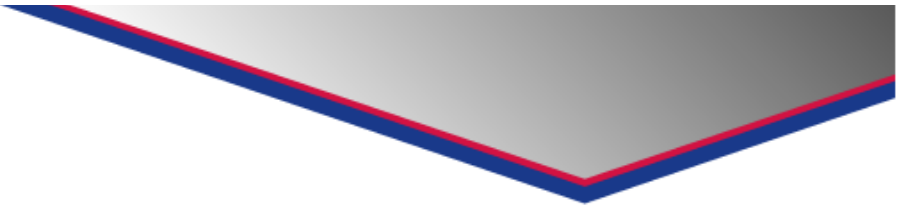
U.S. Bank does not allow re-purchases.

Re-Occupation:

Once a home is deemed vacant, abandoned and secured, U.S. Bank does not allow re-occupation of the REO.

Rehabilitation:





U.S. Bank policy ensures each REO is maintained in a presentable, marketable, safe and secure manner, and that it adheres to any state and local requirements. The REO Department will ensure that maintenance is scheduled to include regular lawn service, annual winterization or de-winterization, emergency securing, debris removal and snow removal, as appropriate. Blighted conditions are addressed immediately and all properties are required to have curb appeal equal to or better than the surrounding homes.

All REO properties are inspected on a weekly basis (every seven (7) calendar days) by the assigned property management company or designee. This is done to ensure maintenance and repair issues are addressed immediately and to check occupancy status.

**20. Provide a narrative on the Bank’s participation in foreclosure prevention and mitigation of negative effects on neighborhoods in Saint Paul, both unilaterally and through community collaboration.**

Community Restoration Fund – U.S. Bank provided three St. Paul non-profits \$250,000, at 0%, for use in St. Paul to purchase, rehab and sell single family homes and revolve the funds. Program has resulted in 22 properties purchased, 14 completed, and 11 sold or refinanced.

MN Home Ownership Center provides statewide counseling support to individuals and organizations that are experiencing difficulties paying their mortgages.

- The Center is located in the East St. Paul U.S. Bank Branch
- U.S. Banker serves as Vice-Chair on the Board of Directors
- The Center recently created the Homeownership Opportunity Alliance, whose goal is to increase home ownership by diverse populations.
- U.S. Bank has two mortgage officers participating
- U.S. Bank provides annual operating support

**21. Provide a narrative on the Bank’s participation in any national, multi-party settlements, consent agreements, and mitigation initiatives in response to the foreclosure crisis since 2008.**

U.S. Bank's involvement in consent agreements, settlements, and mitigation alternatives, if any, are the result of claims and issues directly attributable to U.S. Bank. Moreover, U.S. Bank's contractual, legal, and regulatory obligations often prohibit the disclosure of information regarding consent agreements, settlements, and mitigation alternatives.

**22. Provide the number of real estate-owned properties by census tract of the Bank on December 31 for each of the years 2008-through current year in Saint Paul.**

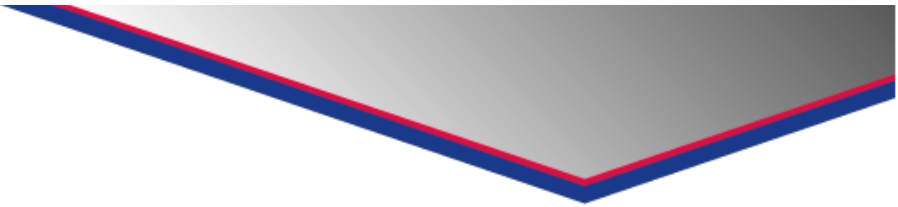
Please see **Attachment C** which includes information for years 2011 through current year. Prior to 2011, U.S. Bank did not capture this data.

**23. Provide information related to loan modifications and foreclosures on residential mortgages in the city of Saint Paul, which shall include data as of the end of the financial institution’s previous fiscal year on the:**

**a. percentage of residential mortgages that are current or missed only one (1) payment;**

91%

**b. percentage that are seriously delinquent (sixty (60)+ days late);**



9%

**c. percentage that are actively engaged to find a workout option;**

3%

**d. number of customers that have completed or started a workout arrangement;**

100 customers

**e. number of customers that have completed a workout arrangement and the number of workout arrangement that resulted in each of the following outcomes:**

**1.modification to lower monthly mortgage payments;**

18

**2.principal reduction to reduce the mortgage amount owed;**

15

**3.modification or reduction on the second mortgage;**

0

**4.mortgage payments reduced or suspended during period of unemployment;**

0

**5.bankruptcy;**

0

**6.short sale;**

0

**7.deed in lieu of foreclosure;**

0

**8.other**

2

**f. number of the financial institution’s real estate-owned (“REO”) properties for**



**sale;**

20 properties.

**g. number of completed foreclosure sales; and**

40 foreclosure sales.


**h. number of the financial institution's REO properties donated or discounted to nonprofits or the city.**

U.S. Bank donated one (1) REO property in Saint Paul in 2013.

## Corporate Philanthropy

### 24. List cash grants to non-profit organizations in Saint Paul

Accessible Space Inc.  
Accountability Minnesota  
Armed Forces Service Center Inc. of Minnesota  
Boys and Girls Clubs of the Twin Cities  
Breakthrough Twin Cities  
Children's Law Center of Minnesota  
College Possible  
Commonbond Communities  
Como Zoo and Conservatory Society  
COMPAS, Inc.  
Comunidades Latinas Unidas En Servicio Inc.  
Dayton's Bluff Neighborhood Housing Services, Inc.  
Gillette Children's Hospital Foundation  
Goodwill/Easter Seals Minnesota  
Hmong American Partnership  
Jeremiah Program  
Listening House of St Paul Inc  
Local Initiatives Support Corporation - Twin Cities  
Management Assistance Programs for Nonprofits Inc.  
Minnesota Children's Museum  
Minnesota Home Ownership Center  
Minnesota Humanities Center  
Minnesota Private College Fund  
Minnesota Public Radio  
Neighborhood Development Center Inc.  
Neighborhood House  
Ordway Center for the Performing Arts  
Penumbra Theatre Company Inc  
Saint Paul Chamber Orchestra Society  
Saint Paul Public School Foundation  
Science Museum of Minnesota  
Second Harvest Heartland



The ARC Greater Twin Cities  
Twin Cities Public Television Inc.  
Women Venture

**25. List cash grants to partners providing financial literacy, retirement and banking products education and training in Saint Paul**

The following list of organizations are ones we fund through foundation grants which provide financial literacy education of some form:

Accountability MN  
Common Bond  
CLUES  
Cookie Cart  
Goodwill  
Hmong American Partnership  
Jeremiah Program  
LEDC  
MAP  
MCCD  
MEDA  
Mn Homeownership Center  
Neighborhood Development Center  
Project for Pride in Living  
Twin Cities Rise  
Women Venture  
Junior Achievement  
Neighborhood House  
Saint Paul Public School Foundation

**26. List volunteer and in-kind giving to non-profit organizations in Saint Paul**

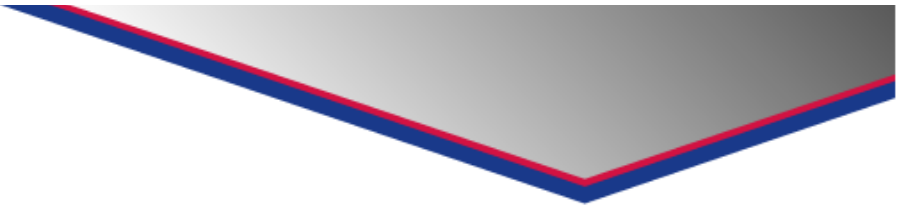
All of us serving you! Nowhere is that commitment more important than in the communities we serve where our employees donate their time and technical talents providing much needed services. Examples of our community service include:

- Taking a leadership role in St. Paul by serving on 3 nonprofit boards and committees in 2013 that focus on affordable housing, economic development, neighborhood revitalization, and financial literacy.
- In 2013 U.S. Bank Volunteers conducted 11 free financial education classes reaching more than 264 individuals and businesses in partnership with nonprofits, educational institutions and community organizations. Seminars covered budgeting, savings, using credit responsibly, first time homebuyers and foreclosure prevention.

## **Community Reinvestment Act Rating**

**27. List date and result of Bank's most recent CRA rating**

December 31, 2008



U.S. Bank National Association is proud to have been awarded an "Outstanding" rating for its commitment to the letter and the spirit of the Community Reinvestment Act (CRA). This is the highest possible rating given by the Office of the Comptroller of the Currency (OCC). The OCC reported that we were "Outstanding" in all CRA categories, giving U.S. Bank National Association an "Outstanding" in lending, investment and service tests.

**28. List date of Bank's next CRA rating**

U.S. Bank is currently undergoing its CRA exam for years 2009 through 2011. We expect to have results from the OCC for this exam in the fourth quarter of 2014.

**29. Provide copies of the two most recent CRA exams**

The most recent copy of our "Community Reinvestment Act Evaluation" can be found on our website [www.usbank.com/community/cra-performance-evaluation.html](http://www.usbank.com/community/cra-performance-evaluation.html)

**30. Provide a Community Reinvestment Plan describing current and proposed initiatives to address the following services, products and areas of activity:**

**a. Affordable check cashing and other transactional services used by consumers with limited banking accounts or experience;**

Our check cashing fee is \$5.00 for customers who do not have an active deposit account with U.S. Bank. We believe this fee is affordable and compares favorably to non-bank check cashing services and/or local retailers also providing this fee. We do require valid identification and the check to be drawn on a U.S. Bank account.

U.S. Bank provides Western Union transactions for customers.

**b. Small consumer loans, including those that serve as an alternative to payday loans;**

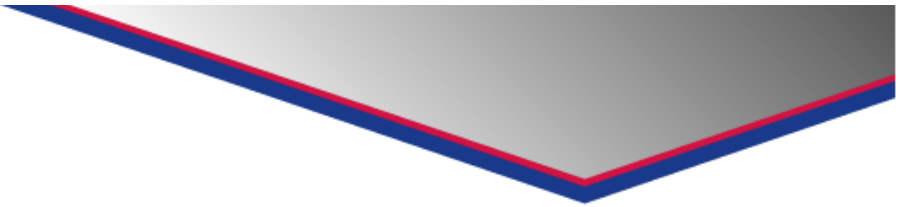
U.S. Bank offers a range of credit products to meet customer needs. Our product suite includes two unsecured credit products that may help customers with small dollar, short-term credit needs. Reserve Line is an unsecured line of credit with credit limits as low as \$300 and an APR of 21.9%. For larger credit needs, we offer an unsecured loan product with credit limits starting at \$3,000 and APRs ranging from 8.99% - 14.99%, depending on loan term, loan amount and risk profiles. Both unsecured products have prudent underwriting guidelines that support safe and sound banking operations and the customer's ability to repay the credit.

**c. Participation in city sponsored neighborhood development programs;**

Community Restoration Fund – Referenced in item 20 above. Restoration funds were used in partnership with the cities' NSP program.

Community Reinvestment Fund - Organization provides capital to communities in challenged areas. U.S. Bank provided an equity equivalent investment in their loan fund.

Twin City Habitat for Humanity – Organization provides home ownership opportunities for low income individuals. U.S. Bank provided an equity equivalent investment and operating support for this organization.



Latino Economic Development Center – Organization that helps Latino entrepreneurs start and grow their businesses. U.S. Bank provided operating support for the micro lending program for Hispanic businesses and is an active supporter of the Latino Economic Development Center’s community engagement programs and provided sponsorship for the annual meeting. The bank also provided an equity equivalent investment to the organization’s loan fund.

Twin Cities LISC – Organization helps to revitalize communities by providing financing to developers for a wide variety of community development projects and U.S. Bank provided an equity equivalent investment for LISC’s revolving loan fund. U.S. Bank employees serve on boards and committees and U.S. Bank provided operating support to LISC.

Metropolitan Entrepreneur Development – Organization that supports minority entrepreneurs. U.S. Bank is a founding member of this organization and has consistently provided operating support to the organization which supports the growth of minority entrepreneurs. In addition to operating support, U.S. Bank is a large event sponsor and U.S. Bank leaders serve on the board of directors. Richard Davis, President and CEO of U.S. Bank, serves on the advisory board.

Neighborhood Development Center – Organization that supports new small businesses owners (many are ethnic minorities) with training and financing. The bank provided equity equivalent investments, loans, grants, sponsorships and an employee serves on the board of directors.

Nonprofit Assistance Fund – Organization that provides assistance and funding to minority nonprofit organizations. U.S. Bank provided an equity equivalent investment which helps fund loans to nonprofits to help them become more successful. U.S. Bank also provides operating support to this organization and U.S. Bank leaders serve on their board and committees.

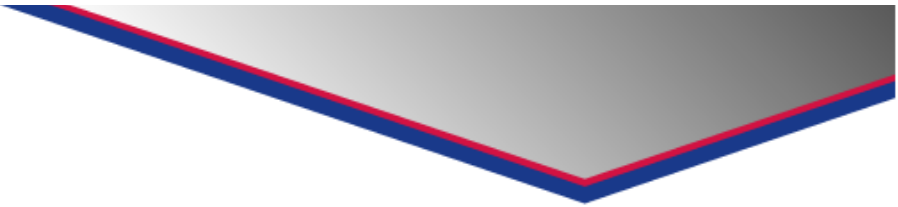
Women Venture – Organization that provides lending opportunities and technical assistance to women owned small businesses. U.S. Bank provided operating support and employees serve on the board of directors and committees.

Metropolitan Consortium of Community Developers (MCCD) – An association of nonprofit community development corporations committed to improving their neighborhoods. U.S. Bank provided loans and equity equivalent investments to support a revolving loan fund for businesses that don’t qualify for traditional bank financing. This fund has allowed MCCD to provide 75 loans totaling more than \$2 million in financing to aspiring entrepreneurs and small business owners that were not able to obtain traditional financing.

- The funds also provided small credit building loans to 157 individuals which helped them achieve their goals of establishing or improving their personal credit.
- Operating support also helped MCCD provide one-on-one small business technical assistance to entrepreneurs and small business owners, helping them overcome barriers, make good business decisions, and either start or grow their business.

Neighborhood House – A social service agency that provides clients with a food shelf, behavioral counseling and individual home ownership counseling. U.S. Bank has provided operating support and an employee serves on the board of directors

Goodwill/Easter Seals – Agency helps participants overcome obstacles to finding employment. One such program prepares participants to work as bank tellers, and U.S. Bank donates space in the Midway Branch for the class. Representatives from the bank participate with training support and recruiters provide interview coaching for clients. Employees serve on the Business Advisory Council as well as the board of directors.



Prepare + Prosper – Formerly AccountAbility MN, this organization is a partner where U.S. Bankers volunteer to help low income individuals and businesses file income tax returns. Operating support is provided to help keep these tax clinics free so low income families can use more of their refund to care for their homes and families.

CommonBond – One of the largest affordable housing providers in the area. U.S. Bank not only provides operating support and predevelopment funding, but bankers also serve on the board of directors and committees.

Aeon – An organization that serves as an affordable housing developer and manager to which U.S. Bank has provided operating support and loans for predevelopment work. U.S. Bank employees serve on the board of directors and committees.

Dayton’s Bluff Neighborhood Housing Services – Agency works to provide stability to East St. Paul neighborhood through the purchase and rehabilitation of foreclosed properties. In addition, they provide home rehab loans to residents who do not qualify for traditional bank financing. They are a recipient of the U.S. Bank Community Restoration Fund as well as operating support. A U.S. Banker serves as vice-chair of the board of directors.

CLUES – Agency provides services to residents of St. Paul such as mental health counseling, job skills training, financial education and home ownership counseling. U.S. Bank provides operating support and has a representative on the board of directors.

St. Paul Leased Housing – Formerly Schmidt Brewery, was converted into 260 affordable apartments with substantial financing (loans and tax credit investments) from U.S. Bank. This unique facility will provide artists with housing and work space in addition to community/retail space to sell their wares. The impact upon the surrounding community is significant.

**d. Efforts to support homeownership education and foreclosure prevention education and counseling;**


U.S. Bank loan officers taught 39 home buyer education classes to consumers during 2013 – 2014. Classes were taught with the following partners:

- First Home Network
- Community Neighborhood Housing Services
- Model Cities
- African Development Center
- Neighborhood Development Alliance

MN Home Ownership Center is referenced in #20 above. The Center provides statewide support to agencies which educate and counsel first time homebuyers and homeowners facing foreclosure.

U.S. Bank offers realtor education for products that require a borrower to be low to moderate income or purchase a home in a low to moderate income census tract.

U.S. Bank offers a portfolio mortgage product called The American Dream Mortgage. This mortgage requires mortgagors to attend a first time homebuyer education class before closing the loan.



**e. Equitable contributions to community based non-profit organization in the city that engage in neighborhood development.**

U.S. Bank has provided investment in the following programs:

Shop 2012 LLC – U.S. Bank provided an equity equivalent investment in this Greater Metropolitan Housing Corporations’ revolving loan pool. The organization purchases homes, rehabilitates them and then sells the homes to low and moderate income borrowers who may not typically qualify for bank mortgages.

Metropolitan Consortium of Community Developers – U.S. Bank provided an equity equivalent investment in a revolving loan fund for small businesses that do not qualify for traditional bank credit. (Referenced in 30c.)

Latino Economic Development Corporation – U. S. Bank provided an equity equivalent investment for a revolving loan fund for Latino owned small businesses that do not qualify for traditional bank financing.

Nonprofits Assistance Fund – U.S. Bank provided an equity equivalent investment in a fund to provide financing for non-profits to help them fulfill their mission.

Project for Pride In Living – U.S. Bank provided an equity equivalent investment in this organization which provides job training, social service assistance and affordable housing. Community Neighborhood Housing Services – U.S. Bank invested in this organization which provides loans to homeowners who do not qualify for traditional financing. U.S. Bank CRA Mortgage Loan Officer serves on loan committee.

Local Initiatives Support Corporation (LISC) – U.S. Bank provided an equity equivalent investment to this organization which provides financial support for a variety of community development projects.

CommonBond Communities – U.S. Bank provided an equity equivalent investment to assist predevelopment funding for the area’s largest affordable rental housing developer.

Aeon – U.S. Bank provided equity equivalent investment and low interest loans to this affordable housing developer to assist with funding for affordable housing developments.