



# CITY-COUNTY REINVESTMENT TASK FORCE



**San Diego Reinvestment Task Force**  
**Thursday, April 21, 2011 at 12:00 PM**  
**202 C Street,**  
**Twelfth Floor Hearing Room**  
**San Diego**

## MINUTES

**Item 1: Call to Order:** Meeting called to order at 12:08 p.m. by Tony Young

**Item 2: Introductions**  
**Members Present:**

Tony Young	Councilmember District 4
Vino Pajanor	Housing Opportunities Collaborative
Jim Schmidt	Public Member
Bob Adelizzi	Public Member
Kathy Patoff	Union Bank
Kristy Gregg	US Bank
Wendell French	Wells Fargo Bank
Joe Horiye	LISC

**Co-Chairs' Staff:** Liezl Mangonon Councilmember Young's Office

**Members Excused:**

Ron Roberts	County Supervisor, District 4
Mirta Schloss	RTF Director
Maggie Ruiz	RTF Program Analyst
Venus Molina	Councilmember Young's Office
Angela Lucero	Bank of America
Lynn Hastings	Public Member

**Members Absent:**

Mitch Thompson	City of Chula Vista
Peter Villegas	JP Morgan Chase
Portland Bates	County Supervisor Robert's Office
Murtaza Baxamusa	CPI

**Participants:**

Manny Aguilar	Money Management
Valery Santacruz	ACCION San Diego
Jacqueline Harris	SDHC
Michael Anthony	San Diego Bank News
Jason Jarvinen	International Rescue Committee
Brittany Russell	Juma Ventures
Laura Ann	CHCDC
Mary Otero	CHCDC
Jan Woolsey	Union Bank

Gregg Cook	Union Bank
Julius Robinson	Union Bank
Erich Foeckler	Home Start, Inc.
Susan Tinsky	SD Housing Federation
Stephen Carter	Realtist
Thomasina Stancil	Realtist
Charlie Lakony	Home Start, Inc.
Linda Tran	Home Start, Inc.
Edgar Felix	SDHC

**Item 3: Public Comments: Michael Anthony / San Diego Banking News.**

Mr. Anthony described how former Chairman Jim Bliesner recommended that a certain client contact the Housing Opportunities Collaborative (HOC) regarding a foreclosure issue. He further described how the client was referred to Community Housing Works by the HOC, and that Community Housing Works failed to deliver on promised services. Mr. Anthony stated that Community Housing Works required the client to retain attorney services at a cost of \$10,000 which also failed to produce positive results. The client was then reported to the local State Attorney General's Office. Mr. Anthony requests to work with Mirta Schloss to examine the situation.

**Item 4: Minutes:**

Motion to approve Minutes of March 17, 2011 by Bob Adelizzi.  
 Second by Kristy Gregg.  
 All in favor, motion passed unanimously.

**Item 5: Presentation by Kathy Patoff Union Bank Vice President, Foundation Officer – San Diego Updates:**

Ms. Patoff stated that Union Bank takes community reinvestment very seriously. She introduced Julius Robinson and Jan Woolsey as high ranking officials of Union Bank who traveled from out of town to participate in the meeting. Mr. Robinson offered that Union Bank's commitment to community started along with the bank's inception. In 1953, the bank started a small charity worth about \$13,000 to support members of the community. Current philanthropic efforts have ranged between 11.5 and 18 million dollars in the past 10 years.

Union Bank has engaged in a 10 year community agreement which is referred to as Community Service Action Plan. This agreement is a systematic way of ensuring that some of the bank's capital and assets are reinvested into the low-moderate income community. Mr Robinson referred to statistics on a presentation to demonstrate how the reinvestments are distributed. Mr. Robinson continued by stating that contributing to the promotion of affordable housing projects and supplier diversity are practices that the bank is very proud of. Union Bank looks for opportunities to not only work with small businesses but connect them to small business programs providing them with capital, and by teaming up with community based organizations also providing critical technical support. As a result creating stronger businesses and greater

commerce, as well as contributing to the diminishment of the unemployment rate and stabilizing communities.

Union Bank's Cash and Save Franchise is a network of branches that are meant to augment the access to consumer friendly financial services. This franchise offers low cost alternatives to individuals who are not banked while also contributing to the financial literacy of these same individuals. Along the same line, Union Bank has opened a student operated bank in Fresno California which extends the opportunity for High school students to attain practice experience in banking. The bank's community outreach has reached some substantial milestones that include 19,000 hours of community service with about 3,400 hours delivered in San Diego. The bank also provides match funding to employees donations for charitable organizations. Executives are also encouraged to be involved in board service delivering their expertise to help refine business practices in the community.

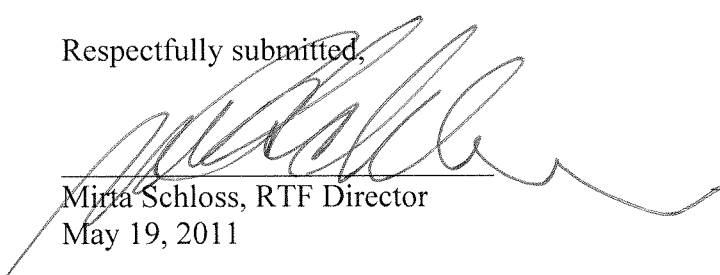
Jan Woolsey details a series of statistics regarding Union Bank's reinvestment shares in San Diego, reduction in small business loans, reduction in consumer lending, credit concerns and standards, Economic Opportunity Mortgages, affordable housing lending, community development lending, community development investments-low income tax credits, charitable giving. She stated that the bank can be proud of the 520.87 million dollars invested in San Diego last year.

Jim Schmidt asked how many branches Union Bank has in Southeastern San Diego. Kathy Patoff responded that there are about 10 branches in the region. Vito Paganor commented that he appreciates the volunteers from Union Bank that participate in financial literacy workshops. Joe Horiye commented that from the LISC perspective, he also appreciates Union Bank as a corporate and strategic partner. He asked for a clarification on deposit amount and CRA Investments. Jan Woosley responded that the figure was 6 billion in deposit amount and that Union Bank is not an expert in CRA Investments just yet. Council President Young asked if there were any plans for opening new branches in San Diego. Jan Woolsey responded that she did not have concrete info on branch strategy but offered that there will be restrictions due to cash flow and expansion in the Bay Area and Pacific Northwest. Council President Young asked Ms. Woolsey if she could address the issue of and concerns over exorbitant banking fees. Mr. Robinson responded by stating that Union Bank has been taking consultant guidance, looking at revising fee structure of some account types and participating in Bank On initiatives. He also commented that JD Powers released a study that ranks banks on their sensitivity to customer needs, fee structure and accessibility in which Union Bank was ranked 3<sup>rd</sup> on the list. Council President Young asked what Union Bank's strategy is in order to reach those who are not bank members and use predatory lending and check cashing services. Mr. Robinson responded that Union Bank has a franchise of branches named Cash and Save with three locations in San Diego. These branches are designed to address the issues of individuals who are not bank members and otherwise would use predatory lending and check cashing services.

expired. Mr Felix responded that he believed the meeting had been cancelled and that he would forward information on a new meeting date to the Board along with the proposal information.

**Item 8: Adjournment:** Meeting was adjourned at 1:16 p.m.

Respectfully submitted,



Mirta Schloss, RTF Director  
May 19, 2011