

# Investing in Our Communities

An Overview of Our Community Development Goal



## A Legacy of Higher Standards in America's Communities

**Bank of America's decades of investing** in communities have proven that success depends on two things: setting ambitious, results-driven goals and implementing strategies that respond to local needs.

As the bank has grown, so has its commitment to revitalizing America's communities. Our community development efforts now extend from Maine to California, covering 29 states and the District of Columbia, enabling us to accelerate our work to transform and revitalize America's inner cities and rural communities.

Our new investment and lending goal—\$750 billion over the next 10 years—is our most ambitious yet, and one of the largest community development goals ever established by an American financial institution. The program will be implemented through local channels—extending from inner-city neighborhoods to remote rural areas—providing the flexibility and responsiveness needed to meet our communities' ever-changing needs, effectively and efficiently.

Embraced by all of the major businesses within Bank of America, the \$750 billion goal focuses on four key areas:

- Affordable housing and home ownership;
- Small business and farm ownership;
- Consumer loans; and
- Economic development.

To achieve this goal, we will continue developing innovative programs, products and services. For example, we will provide new lending and investment opportunities for rural and Native American areas and will continue supporting entire neighborhoods by expanding home mortgage and other credit opportunities for underserved individuals and families.

Forging productive alliances with the local and national organizations that serve as the cornerstones of our community efforts is key to meeting our goals. By listening to these organizations and learning from their expertise, we strive to make the maximum positive impact in our communities.

Higher standards at Bank of America include accountability for achieving our goals. Our actions will be guided by an external National Advisory Council and we will report annually on our progress on national, state and local levels.





### Consumer loans

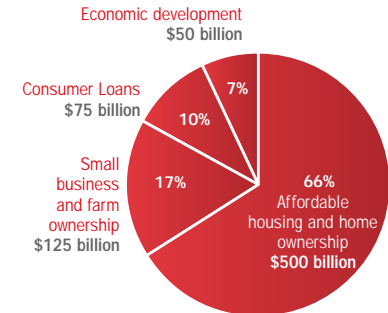
\$75 billion

Reliable access to consumer credit is vital to strong communities and to the economic well-being of those who live there. Bank of America provides a full range of consumer financial services for low- and moderate-income individuals and families, including home-related loans and lines of credit, student loans, auto loans, and personal loans and lines of credit. Credit card borrowings are not included in the goal.

### Economic development

\$50 billion

Creating meaningful, long-term local partnerships is key to revitalizing neighborhoods in rural and urban low-income areas and elsewhere. Bank of America partners with nonprofits, including community development financial institutions (CDFIs), community development corporations (CDCs), financial intermediaries and tax-exempt entities to promote neighborhood revitalization through loans, grants, and direct investments.



## \$750 Billion: Higher Standards in Community Development

Bank of America has identified four strategic channels through which to invest in our communities— from inner-city neighborhoods to remote rural areas.

### Affordable housing and home ownership

\$500 billion

Safe, comfortable housing is a critical need in communities everywhere and Bank of America is making it a reality for low- and moderate-income (LMI) and minority individuals and families across the country. From providing mortgages that enable families in LMI areas to become homeowners, to financing affordable multi-family housing—including for students and military personnel—Bank of America is helping to provide people with places they're proud to call home.

### Small business and small farm ownership

\$125 billion

Small businesses are the economic engines of our local communities and Bank of America loans and investments are helping small businesses contribute to economic revitalization across the nation. Conventional loans and lines of credit are available up to \$1 million, up to \$5 million to businesses in low- and moderate-income areas, with larger amounts available for government-guaranteed loans. The bank also invests in small business investment companies (SBICs) and minority-business venture capital funds, as well as directly in minority-owned businesses.

## Extending Higher Standards Across America

### Rural and Indian Country Initiative

Bank of America is a community development leader in rural and Native American areas across the United States. There, as elsewhere in the country, the bank's lending and investments stimulate affordable housing, job creation, and economic development. Bank of America is targeting \$25 billion of the \$750 billion goal for current and future lending and investment programs in these regions.

### Strategic Alliances

Bank of America continues to partner with a broad range of community-based organizations at national, state and local levels. Examples of our national partnerships include ACORN Housing Corporation, Enterprise Foundation, National Trust for Historic Preservation, Neighborhood Reinvestment Corporation, NAACP, Local Initiatives Support Corporation (LISC), National Council of La Raza, National Urban League, and Neighborhood Assistance Corporation of America (NACA).

### America—Block-by-Block®

Launched in 2001, America—Block-by-Block® harnesses Bank of America's internal resources, national alliances, and partnerships with local governments and community organizations to target neighborhood revitalization efforts in selected cities across America. The goals for these neighborhoods include increased homeownership, small business development, reduced vacancies, increased property values, commercial reinvestment and an increase in the number of working families.

### Innovative Products and Services

Bank of America offers a wide range of affordable lending programs for low- and moderate-income borrowers. Neighborhood Advantage® products such as Zero Down™ and Credit Flex™ are designed for borrowers who have limited savings or who lack a solid credit history. Neighborhood Champions™ provides flexible mortgage financing for schoolteachers, police officers, fire fighters and healthcare workers—those least likely to qualify for and own a home in the communities they serve.