



Fair Lending in 2017 - What's on the Horizon?

March 14, 2017 ▪ 9:00am - 4:00pm
The Bankers Center ▪ Baton Rouge, LA

The CFPB announced **THREE** fair lending priorities for 2017 on December 16, 2016. What is on the regulatory agenda and how will it impact your bank in 2017?

1. **Redlining:** The CFPB “will continue to evaluate whether lenders have intentionally avoided lending in minority neighborhoods.”
2. **Mortgage and Student Loan Servicing:** The CFPB “will determine whether some borrowers who are behind on their mortgage or student loan payments may have more difficulty working out a new solution with the servicer because of their race or ethnicity.”
3. **Small Business Lending:** “Congress expressed concern that women-owned and minority-owned businesses may experience discrimination when they apply for credit, and has required the CFPB to take steps to ensure their fair access to credit.”

The October 4, 2016 Interagency Fair Lending Hot topics included the sessions listed below. It looks like “redlining” will be a concern by all bank regulators in 2017.

- **CFPB Mortgage Updates** – Focus on Bancorp South enforcement action for redlining and use of “paired testers”. Also included overview of 2018 HMDA rules that will add MORE data for fair lending analysis.
- **NEW Compliance & Community Affairs Business Unit – OCC – includes “heightened” focus on Fair Lending**
- **Redlining Risk – Federal Reserve**
- **Redlining** – A Bank’s Reasonably Expected Market Area, **FDIC**
- **Redlining** – Enforcement Section, **Department of Justice**

In this session, you will learn about the most current “red flags” and “hot buttons” identified by regulators in conducting Fair Lending exams. You can avoid many of these pitfalls by developing simple internal controls as part of an effective compliance management system.

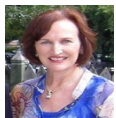
Workshop Topics

- New HMDA rules will go into effect in 2018, now is the time to start updating the HMDA data collection process. What will your HMDA data reveal? How will the proposed additional HMDA data fields impact fair lending?
- **The FDIC has introduced a new acronym into Fair Lending AND CRA compliance – the REMA – “reasonably expected market area”. Learn the “new normal” of the SEVEN FACTORS used to define a REMA and tips to prove compliance. Review of the 10/27/16 FDIC presentation on “Determining the Reasonably Expected Market Area for Redlining Analysis”.** The FDIC is also focused on THIRD PARTY relationships that may impact fair lending.
- What are the **fundamentals** of Fair Lending, including best practices for inquiries, loan interviews, application processing, and documenting denials?
- Compensation issues – recent headlines about the abuses of Wells Fargo and pressure to perform will bring more focus to this area.
- What should you know about the interagency Fair Lending examination procedures used by the CFPB, OCC, FDIC, and Federal Reserve? What were the fair lending *Interagency Hot Topics in October of 2016*?
- How can an effective internal Fair Lending review help detect problems before the examiners arrive? How would your bank be viewed by “paired testers”?
- What should your internal Fair Lending training sessions cover? Who needs the training?

Who Will Benefit

This informative session will benefit front-line lending staff, loan officers, loan processors, compliance officers, auditors, credit administrators, risk managers, fair lending officers, and senior management.

Workshop Instructor



Susan Costonis is a compliance consultant and trainer and began a career in banking in 1987. She specializes in compliance management along with deposit and lending regulatory training.

Susan has successfully managed compliance programs and exams for institutions that ranged from a community bank to large multi-state bank holding companies. She has been a compliance officer for institutions supervised by the OCC, FDIC, and Federal Reserve. Susan has been a Certified Regulatory Compliance Manager since 1998, completed the ABA Graduate Compliance School, and graduated from the University of Akron and the Graduate Banking School of the University of Colorado. She regularly presents to financial institution audiences in several states and “translates” complex regulations into simple concepts by using humor and real life examples.



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Registration Form

(For additional registrations, please make copies.)

Registrant 1

Mr./Mrs./Ms. _____
Bank _____
Email Address _____
Branch Street Address _____
City, State, Zip _____
Phone _____
Fax _____

Registrant 2

Mr./Mrs./Ms. _____
Bank _____
Email Address _____
Branch Street Address _____
City, State, Zip _____
Phone _____
Fax _____

Payment Options

Check (Made payable to the Louisiana Bankers Association)

Visa MasterCard American Express

Card # _____ Expiration Date _____

Credit Card Billing address _____

Name on Card (Please Print) _____

Signature _____ Amount to be Charged on Card \$ _____

I am unable to attend. Please send me _____ copies of the manual for :

\$175 (member fee)

\$375 (non-member fee)
(includes shipping and handling)

This training will be covered under SBET (Small Business Employee Training Program). Please provide an email address on the line below to receive the necessary documentation for reimbursement:

***Please Note: Manuals not eligible for SBET funding.**

***Manuals will be shipped after the seminar.**

Registration Fee
\$250, per LBA member
\$450, per non-member

Location

The Bankers Center
5555 Bankers Avenue
Baton Rouge, LA 70808
225-387-3282

Agenda

8:45 a.m. Registration
9:00 a.m. Program Begins
12:00 p.m. Lunch
4:00 p.m. Program Adjourns

Registration Fee

\$250, per LBA member
\$450, per non-member

Cancellation Policy

Due to commitments we must make to secure a class, we need your help. If you must cancel your registration, please do so at least 3 business days prior to the seminar date to avoid a \$125 cancellation fee. Any registrant who does not cancel will be billed the full registration fee and sent the manual. Substitutions are welcome at no additional charge.

Hotel Information

Residence Inn by Marriott - Towne Center at Cedar Lodge
7061 Commerce Circle, Baton Rouge, LA 70809
For reservations, call **(225) 925-9100** and ask for the "Louisiana Bankers Association special room rate of \$122."

**Submit registration and view rosters in the
Education Section of LBA's Website, www.lba.org.**