News & Views

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Inside this Issue:

Treasury Announces $13.1 Million in Bank Enterprise Awards

The Treasury Department is granting $13.1 million in Bank Enterprise Awards (BEA) to 38 banks and thrifts that have increased their support for community development. The BEA program is intended to encourage financial institutions to make investments in community development financial institutions (CDFIs) and increase loans and services within distressed communities.

The Bank Enterprise Awards Program is leveraging projects totaling $126 million. The projects represent nearly $66 million in private sector equity investments and $60 million in total direct lending and services provided by these banks and thrifts within the distressed neighborhoods they serve.

Institutions receiving awards are located in 18 states and the District of Columbia. The BEA Program is designed to foster partnerships between financial institutions and CDFIs. These partnerships help to ensure that residents of economically distressed neighborhoods have access to financial capital.

"Bank Enterprise Awards create a unique opportunity to forge partnerships between conventional lenders and community development financial institutions," Secretary Rubin said. "These partnerships will increase the flow of credit to create jobs and growth in low-income communities."

Of the 38 awards, two-thirds went to organizations that increased their assistance to CDFIs. For example, five banks joined forces to make more than $1 million in equity investments in a start-up community development bank in Louisville, Kentucky. This investment capital will enable the new institution to begin operations. One New York-based bank provided more than $10 million in new loans, operating grants, and other assistance to 21 community development organizations serving New York City and the nation. Finally, a group

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FEDERAL RESERVE BANK
OF CHICAGO

Bank Enterprise Awards

The Bank Enterprise Award (BEA) program was established by Congress to help revitalize distressed urban and rural communities by helping to create new jobs, promote small businesses, and build affordable housing. The BEA is administered by the Treasury Department's Community Development Financial Institutions (CDFI) Fund. The CDFI Fund administers programs designed to facilitate the flow of lending and investment capital into distressed communities and to individuals who have been unable to take full advantage of the financial services industry.

The BEA Program is authorized to provide assistance to financial institutions to promote investments in community development financial institutions and to facilitate the availability of lending and other financial services in economically distressed communities.

The Bank Enterprise Program recognizes the important role that traditional financial institutions have played, and should continue to play, in serving the credit needs of distressed communities. The BEA Program will build partnerships between specialized and traditional lenders and encourage such lenders to expand their loans and other services to distressed communities.

To help bankers complete their applications for the Bank Enterprise Awards program, the Federal Reserve Bank of Chicago hosted a bankers workshop during the last application cycle. ■

For information about the Bank Enterprise Awards program, the next applications cycle, or the Community Development Financial Institutions Fund contact Bill Luecht at 202/622-8662.

Bank Enterprise Awards in Seventh District States

Bank of America Illinois (Chicago, IL)	$514,815
Cole Taylor Bank (Wheeling, IL)	$115,500
First National Bank of Chicago	$322,230
Harris Trust & Savings (Bloomingdale, IL)	$88,090
The Northern Trust Company (Chicago, IL)	$93,713
Regency Savings Bank (Naperville, IL)	$77,250
North Shore Bank, FSB (Brookfield, WI)	$6,036
St. Francis Bank, FSB (Milwaukee, WI)	$11,498

Treasury Announces *continued from page 1*

of affiliated banks made a combined $15 million investment to provide start-up capital for an innovative non-profit initiative that will invest in CDFIs that are insured depository institutions in an 11-state area.

The BEA Program spurred new lending by financial institutions in distressed communities. For example, a New Jersey bank made nearly $3.3 million in loans to community-based organizations, churches, local business owners, and residents of distressed neighborhoods in several urban areas. The bank financed projects included a building at a job training center, construction of 48 units of low-income rental housing, and acquisition and renovation by first-time home buyers of vacant and abandoned homes, which were previously foreclosed by the city.

The BEA Program is administered by the CDFI Fund, which was created as part of an initiative to support the creation of a national network of financial institutions dedicated to community development. The Fund, which is part of the Treasury Department, represents a new approach to community development that leverages significant private resources, promotes self-sustaining community-based financial institutions, and encourages community lending by conventional financial institutions. ■

Communications

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Editor: Harry Pestine

Economic Development News & Views welcomes story ideas, suggestions, and letters from subscribers, lenders, community organizations, and economic development professionals. If you wish to subscribe or to submit comments, call 312/322-8232 or write to:
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Federal Reserve Bank of Chicago
Consumer & Community Affairs Division
230 S. LaSalle Street
Chicago, Illinois 60604-1413.

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Lenders, Catalysts, Investors…

Financial institutions can play a variety of roles in the community development process, such as acting as an investor or catalyst as well as a lender. For example, under certain circumstances, institutions can purchase, rehabilitate and sell properties, or provide important front-end equity or special debt investments rather than waiting for others to initiate projects.

As a lender
Most often, financial institutions fill capital gaps and help make community development projects financially feasible. Providing additional equity or special purpose credit for a project is especially important when an institution is focusing on capital-poor areas or working with nonprofit community-based development corporations which typically have little working capital to leverage additional financing.

As a catalyst
An institution's commitment to invest in community and economic development projects, also casts the financial institution in the role of a catalyst for the revitalization of the surrounding economically distressed area. The institution can also play a leadership role in other community development activities. Often such actions will increase community confidence and help attract the interest of other private investors.

As an investor
Financial institutions can play a direct role in public-private partnerships aimed at community revitalization and job creation by investing in community development financial institutions, community development corporations (CDCs) or other ventures. These investments can help leverage other public and private funds, strengthen the capacity of community-based organizations to undertake key projects, and provide the capital to support other, more traditional forms of bank financing.

Benefits to the Financial Institution
Community development investments may provide a number of benefits to bank holding companies and their subsidiaries. These benefits may be direct or indirect and vary depending on the bank or bank holding company and the communities it serves. Benefits include:

New Market Opportunities. The focused use of equity investments in community development areas may lead to new banking opportunities; it can help generate additional deposits and increased demand for bank loans or other services in what were previously perceived as weak markets. Construction or rehabilitation of low- and moderate-income housing, for example, can help create local demand for shopping and other business services. Similarly, economic development projects that provide jobs for unemployed or underemployed persons can stimulate business activity and could lead to new or expanded banking relationships.

Investment Return. When properly conceived and structured, community development equity investments may yield direct capital gains or after-tax profits for the financial institution investor. Although the profitability of community development investments will vary with the type of project, the capacity to earn a return on the investment could make participation as an equity investor in community projects more attractive.

Public Image and Competitive Advantages. In a financial services marketplace that is highly competitive, community development investments can provide a way for an institution to distinguish itself from its bank and nonbank competitors. Equity investments can contribute to the economic well-being of community and local markets. Such investment activity also may help cement relationships with decision-makers in government and business and with consumers who view community support as an important factor when they select a financial institution. In both new and existing markets, active participation in community development helps an institution project a positive public image which can translate into new business opportunities.

Enhancing CRA Performance. The strategic use of CDCs and community development investments can help strengthen the Community Reinvestment Act (CRA) performance of financial institutions. For example, a bank or bank holding company CDC may help community projects qualify for loans by providing additional equity. Also, CDCs may help make bank loans feasible by filling financing gaps with subordinate financing. In addition, a CDC may provide technical assistance to help banks identify appropriate projects and package safe and sound community development loans. It should be emphasized, however, that these investment activities alone are no substitute for a bank's comprehensive, ongoing CRA program.

In conclusion, equity investment can be a useful option for banks and bank holding companies seeking to meet community needs. Generally, financial institution CDCs or community development equity investments have focused on low- and moderate-income housing or small and minority business development that creates employment opportunities for lower-income persons.

The Federal Reserve Board views CDCs and related investment activities as important, flexible tools for banks and bank holding companies. Nevertheless, these specialized activities generally should be used to stimulate and supplement, rather than replace, the ongoing community development lending programs of financial institutions. ■

If you have any questions regarding the community development process, contact the Consumer and Community Affairs Division of the Federal Reserve Bank of Chicago at 312/322-8232.

Finance

$1.35 million in community development funds awarded

The Treasury Department has selected Neighborhoods, Inc. of Battle Creek, Michigan to receive a $1.35 million grant from the Community Development Financial Institutions (CDFI) Fund.

"Local community development financial institutions will help their neighbors create small businesses, restore housing and rebuild hope in communities across the country,"
—President Clinton

The selection of Neighborhoods, Inc. completes the first round of funding of community development organizations by the CDFI Fund. Neighborhoods, Inc. is one of thirty-two CDFIs to receive a total of $37.2 million in financial and technical assistance. These funds will be leveraged with private funds and are expected to result, over time, in at least $350 million of lending and investing in distressed urban and rural communities in 46 states and the District of Columbia.

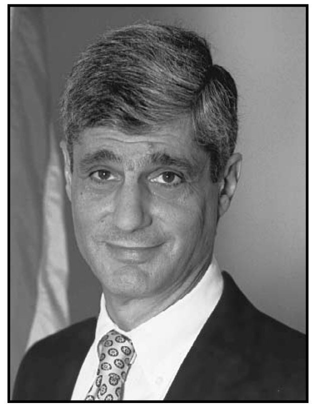
In 1992, President Clinton called for the creation of a nationwide network of community development banks to help our communities help themselves. "Local community development financial institutions will help their neighbors create small businesses, restore housing and rebuild hope in communities across the country," President Clinton stated last year when the first round of CDFI funding was announced. "The CDFI fund is a prime example of a public-private partnership striving to bring work and wealth back to America's distressed communities."

Treasury Secretary Robert Rubin added that "The CDFI Fund will facilitate the flow of capital to our nation's distressed communities, helping to create jobs and revitalize neighborhoods in areas that have been left behind."

The CDFI Fund was developed to support the private sector's creation of a national network of financial institutions dedicated to community development. The Fund, which is part of the Treasury Department, represents a new approach to community development that will leverage significant private sector and local resources, promote self-sustaining CDFIs, and stimulate new community lending and investment activity by conventional financial institutions.

What are CDFIs?

CDFIs are specialized private institutions that fill niches in the market that traditional financial institutions are not well positioned to serve. They provide a wide range of financial products and services to underserved communities and include such diverse institutions as community



Treasury Secretary Robert Rubin

development banks, credit unions, loan funds, venture capital funds and micro enterprise funds.

Over the last two decades, a diverse range of CDFIs have emerged to provide new opportunities for neglected communities. More than 300 CDFIs are providing credit, investments, and comprehensive development services in urban, reservation-based, and rural settings.

CDFIs are financial intermediaries that: (1) have community development as their primary mission and (2) develop a range of programs and methods to carry out that mission. They find ways to make loans that would be considered unbankable by conventional banks, and they link financing to other developmental activities. CDFIs measure success not only by their own economic gains but also by the contributions they make to rebuilding businesses, housing, voluntary organizations, and services central to revitalizing our nation's poor and working class communities.

While CDFIs share a common mission, they have a variety of structures and development lending goals. Some are chartered as banks, some as credit unions. Others are non-regulated, non-profit institutions that gather private capital from a range of social investors for community development lending or investing.

Some CDFIs target their efforts in a particular community, such as an inner-city neighborhood or a low-income rural area. Others lend to a particular group (minorities, women, low-income families, social service providers) or offer specific types of credit products across several geographic communities.

The CDFI industry has developed over the past 25 years. The leadership comes from social investors, community activists, non-profit developers, and small business persons who understand that lack of access to credit is a principal barrier to social and economic development. This industry comprises diverse institutions that serve a spectrum of credit needs in urban, rural, and reservation-based communities. ■

For additional information about CDFIs or the Community Development Financial Institutions Fund contact Bill Luecht at 202/622-8662.

Community Development Investment Directory

The Federal Reserve Board has published its annual updated directory of community development investments by banking organizations.

This year's directory has been expanded to include a separate section featuring community development investments by state member banks. Previous editions included only bank holding company investments.

The directory consists of descriptive profiles of more than 150 community development corporations and investments made by bank holding companies and state member banks.

These profiles include the amount of initial capital invested by an institution, a description of the community development projects or activities undertaken or planned, and contacts who can provide additional information.

In issuing the directory, the Board emphasized that bank holding companies or state member banks considering community development investments should consult with the Community Affairs staffs at their district Federal Reserve Bank. ■

Further information and copies of the directory may be obtained by contacting the Federal Reserve Bank of Chicago, Consumer and Community Affairs Division, 230 So. LaSalle, Chicago, Illinois 60604, 312/322-8232.

CRA Questions & Answers

Almost everything you've wanted to know about CRA

Are all community development activities weighted equally by CRA examiners? Are loans secured by commercial real estate considered small business loans for CRA purposes? How is the "reasonableness" of a loan-to-deposit ratio evaluated? How can a small bank achieve an "outstanding" CRA performance rating?

These and many other questions about the Community Reinvestment Act (CRA) are answered in *Interagency Questions and Answers Regarding Community Reinvestment*, a new publication from the Federal Financial Institutions Examination Council (FFIEC). The publication draws together important CRA information from many sources into a practical reference for financial institutions, examiners, community groups, and the public.

If you have any questions regarding the Community Reinvestment Act, or the *Interagency Questions and Answers*, contact the Consumer and Community Affairs Division of the Federal Reserve Bank of Chicago at 312/322-8232.

The *Interagency Questions and Answers* are available on the Chicago Fed's home page at http://www.frbchi.org. For a printed copy, send your request to the Public Information Center, Federal Reserve Bank of Chicago, P.O. Box 834, Chicago, IL 60690-0834; by fax to 312/322-5515; or phone 312/322-5111. ■

Chicago Fed Facts

The Federal Reserve Bank of Chicago is one of 12 regional Reserve Banks that, together with the Board of Governors in Washington, D.C., serve as the nation's central bank, the Federal Reserve System.

The role of the Federal Reserve System is to foster a strong economy and a stable financial system.

The Chicago Reserve Bank:
- participates in formulating national monetary policy,
- supervises and regulates banks and bank holding companies, and
- provides financial services to banks and the U.S. government.

Employees: 2,300
Assets: $47.4 billion (as of 12/31/95)
Depository Institutions in Seventh District: 3,908
Banks and bank holding companies supervised: 1,340
Financial services volumes (1995):
Checks processed — $1.2 trillion
Automated Clearinghouse transfers — $2.5 trillion
Wire transfers — $31.5 trillion
Currency received and counted — $32.7 billion
Unfit currency destroyed — $7.7 billion

SBA Launches Major Technology Program for Small Business

Partnership between SBA and computer giants support a new technology resource and education program at Business Information Centers nationwide, including Chicago.

The U.S. Small Business Administration has announced the launch of “Start, Run, Grow”—a major technology program for small businesses developed in conjunction with Microsoft Corporation and Compaq Computer Corporation.

The program will provide advanced computer software, hardware, technical support and education resources through 38 Business Information Centers (BICs) nationwide and up to 16 new centers scheduled to open in 1997. The SBA’s BIC in the Seventh Federal Reserve District is located at the Agency’s Chicago district office. The program, valued by Microsoft and Compaq at $2 million, represents one of the largest private sector contributions ever to the SBA.

“For several years, our Chicago BIC has been a valuable tool to both entrepreneurs starting a business and for those already in business,” said John L. Smith, the SBA’s Chicago District Director.

“*Start, Run, Grow* is yet another weapon in the BIC arsenal to assist those in business and those contemplating a startup business,” continues Smith. “It will allow the BIC to provide one single source of business and computer technology information at no cost to the user.”

Start, Run, Grow will help train small businesses in evaluating solutions prior to purchase, in conducting financial analysis and business planning, all with the help of trained BIC staff and volunteers.

“This joint effort is a tremendous example of the advantages that America’s small business owners can achieve through public-private partnerships,” said SBA Administrator Philip Lader. “The Administration has supported combining our resources so we can provide an invaluable source of information, education and training to the hundreds of thousands of entrepreneurs who are providing most of the new jobs in our country and who are increasingly the source of innovation and creativity in the global marketplace.”

John Smith

The SBA was created by Congress in 1953 to help America’s entrepreneurs form successful small enterprises. The SBA’s BIC program originated in Seattle in 1991 with the assistance and support of Microsoft and other industry leaders.

SBA offices located in every state, including the District of Columbia, the Virgin Islands and Puerto Rico, offer financing, training and advocacy for small firms.

In addition, the SBA works with thousands of lending, educational and training institutions nationwide. By the end of fiscal 1997, the SBA expects to have more than 54 BICs serving thousands of small business entrepreneurs annually throughout the U.S. ■

To access SBA’s public information services, please call 1-800-827-5722 or visit SBA’s Home Page at http://www.sba.gov.

Did You Know the SBA...

- Has a portfolio guaranteeing over $27 billion in loans to 185,000 small businesses that otherwise would not have had such access to capital
- Guaranteed over 60,000 loans totaling $9.9 billion to America’s small businesses in fiscal year 1995
- Extended management and technical assistance to nearly one million small businesses through its 950 Small Business Development Centers and its 13,000 Service Corps of Retired Executives volunteers during fiscal year 1995
- Provided more than 45,000 loans totaling $1.2 billion to disaster victims for residential, personal property, and business losses in fiscal year 1995
- Has 7,000 private sector lenders as partners providing their capital to small business
- Has increased the amount of private capital in its venture capital program more in the past two years than in the previous 15 years combined
- Provides loan guarantees and technical assistance to small business exporters through U.S. Export Assistance Centers in 15 cities
- Can respond to written small business questions through the U.S. Business Advisor on the Internet http://www.business.gov

Did You Know That America’s 22 Million Small Businesses

- Employ more than 50 percent of the private workforce.
- Generate more than half of the nation’s Gross Domestic Product.
- Are the principal source of new jobs

Source: U.S. Small Business Administration.

Governor Announces $5 Million to Help Spur Economic Development in 19 Communities

The State of Illinois announced $5 million in grants to help 19 local governments spur economic development in distressed areas in 1997.

"We're pleased to fund this important revitalization program for the second straight year," Governor Jim Edgar said. "Local governments can use this money to improve public safety, environmental protection and other community improvements. By bringing together government, businesses and citizens, these communities can focus on solutions to local problems and work together to build stronger, safer communities."

The announcement of the grants represents the second installment on the state's pledge to promote local revitalization in high poverty areas. Last year, Illinois committed $50 million over 10 years to help communities identify and solve social and economic problems.

Regional development officials say the program has worked. "The Governor's support has allowed South Suburban Chicago communities to move forward with their initiatives on a municipal and regional level," said Gwen Clemens, Cook County director of planning and development.

"The funding ultimately will give our residents better access to community services and more employment opportunities," said Ken Pettijohn, executive director for the Wabash Area Development Agency. "Area businesses are now showing interest in becoming potential revenue sources for future programs that will expand the community's human service capabilities," Pettijohn said.

Other uses of grants by communities include the funding of ambulance services for rural Cairo, which will provide volunteer ambulance staff with medical supplies and vehicle maintenance.

The City of Quincy has used its grant to make low-interest loans available for commercial development and construction.

The state's effort complements the federal Empowerment Zones/Enterprise Communities (EZ/EC) program, which in 1994 awarded $1 billion in federal aid and $2.5 billion in tax breaks to communities selected by the Department of Housing and Urban Development, and the Department of Agriculture.

In 1994, the cities of Chicago, Springfield and East St. Louis were picked as Illinois winners of the nationwide EZ/EC contest. Chicago will receive $100 million in federal dollars, while East St. Louis and Springfield each will receive $2.95 million over 10 years.

The state's 10-year funding of $50 million will be shared among all Illinois communities that participated in the national competition. The 16 communities that were not selected as winners by the federal government will share a portion of the $50 million of state money.

The 1997 community grant amounts are the same as the 1996 awards. ■

Women in Business

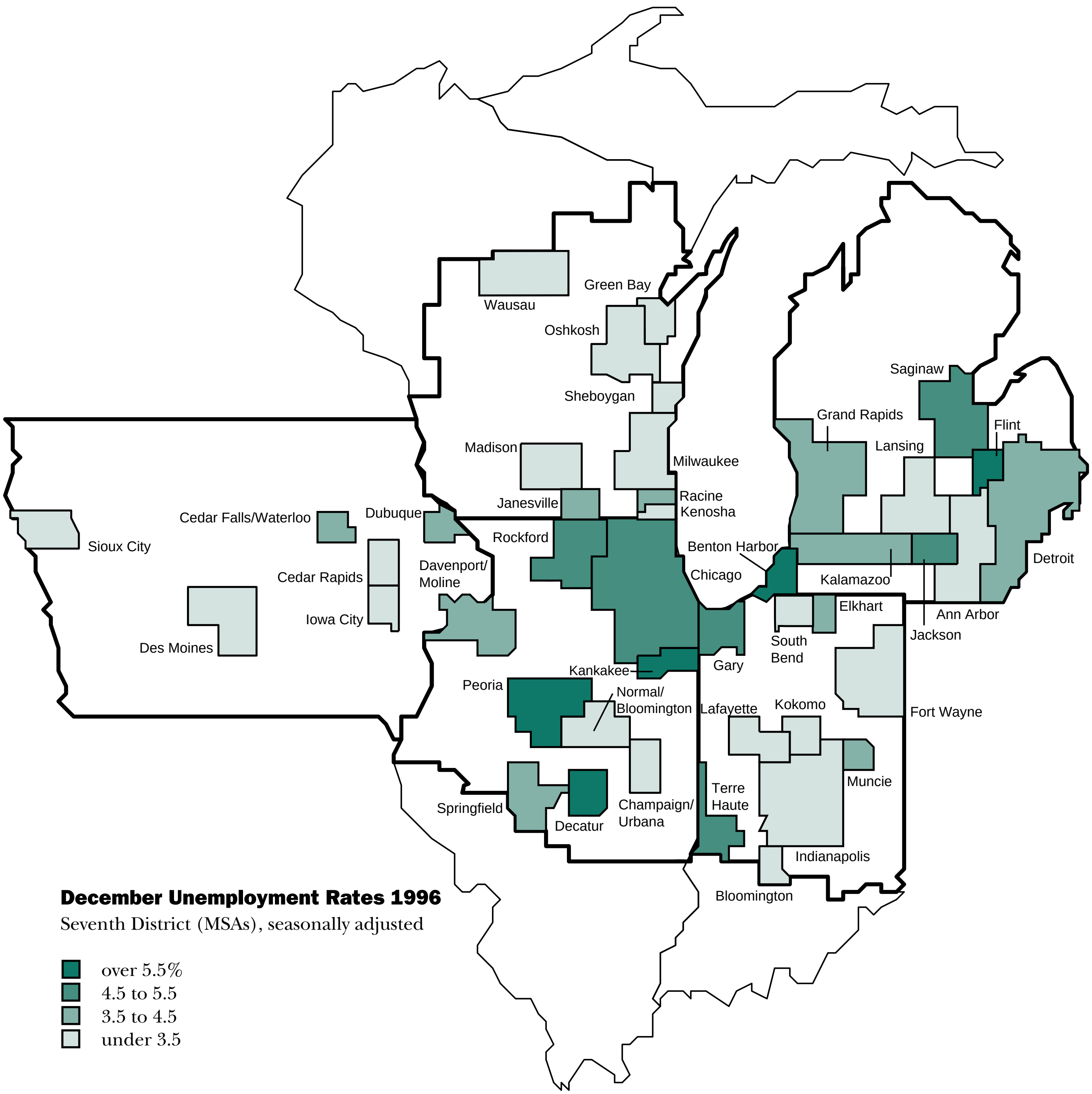
Women's prequalification pilot goes coast to coast

The Small Business Administration (SBA) has announced that it is taking the successful Women's Prequalification Pilot Loan Program nationwide. Since the program began in 1994, women in 16 locations who might not have otherwise obtained financing have received nearly $59 million in loans.

Under the program, a women business owner would go to SBA first, receive her letter of prequalification, and bring it to her bank with her loan package credit criteria. Loans of up to $250,000 are available. The program focuses primarily on the character of the individual and the potential of the business rather than assets in hand. For information, call 1-800-8-ASK-SBA. ■

Seventh District Labor Markets

Unemployment conditions for December 1996



NOTE: All rates are subject to revision.

From Our Research Department

Labor market conditions in the Seventh District

The Federal Reserve Bank of Chicago serves the Seventh Federal Reserve District, which includes the entire state of Iowa along with large portions of Illinois, Indiana, Michigan, and Wisconsin. At the present time, there are 43 Metropolitan Statistical Areas (MSAs) in the Seventh District. The geographic boundaries of MSAs are defined by the U.S. Office of Management and Budget (OMB) as economic areas encompassing communities that are tightly linked by a flow of commuters, migrants, goods and services, and payments.

Unemployment rates are useful indicators of the labor market conditions in local areas. The unemployment rate is defined as the percentage of adults in the work force who are not currently employed but are actively seeking employment. Importantly, the work force, and hence the unemployment rate, does not include workers who are not actively looking for work. This means that workers who have given up looking for work are not counted as unemployed.

Unemployment rates for Seventh District MSAs are derived from data provided by the United States Department of Labor (USDL). Using definitions and guidelines established by the USDL to ensure consistency across state lines, state agencies calculate MSA unemployment rates on the basis of a monthly payroll survey and unemployment insurance records. The rates used here have been adjusted to account for normal seasonal variations.

Currently, labor market conditions are very good in most although not all areas of the Seventh District. The Seventh District makes up a large part of Middle America, which is experiencing a vigorous economic turnaround in comparison to the early 1980s. In contrast to that period, a more favorable position of the dollar on foreign exchange markets has enhanced the region's exports of agricultural products, consumer goods, machinery, and equipment. The machinery and equipment sectors, along with the regionally important automotive sector, also have gathered momentum due to the generally buoyant national economy. In addition, defense cutbacks and base closings have bypassed most of the region, or the effects are not so severe in comparison to California, New England, and other coastal areas. Similarly, other regions continue to work down the backlog of over-built real estate from the middle 1980s—a market boom in which many parts of the Seventh District did not participate as heavily. As a result of the District's economic vitality, many local areas are reporting difficulties in hiring skilled workers as well as unskilled or entry-level workers.

Labor Market Highlights

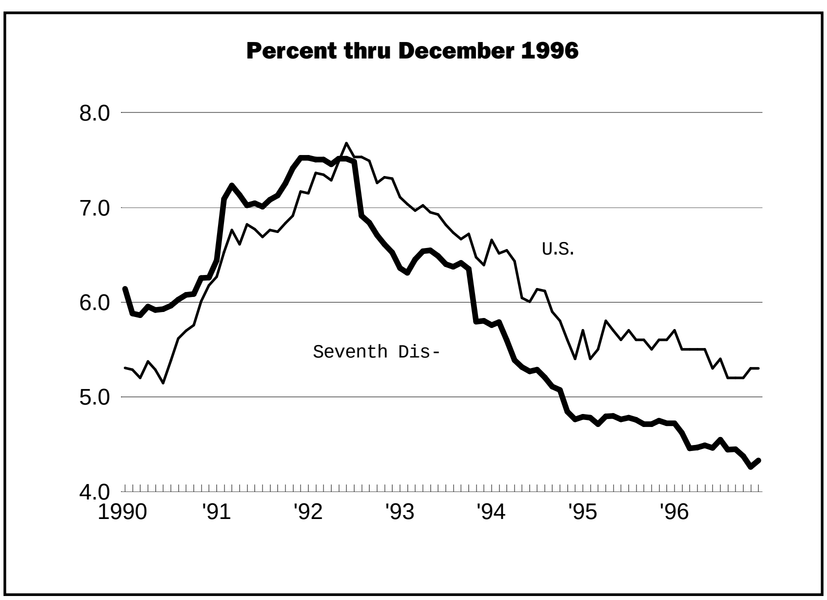
The Seventh District's labor markets tightened further as 1996 drew to a close, amid signs that wage pressures were mounting. The District's seasonally adjusted unemployment rate fell to 4.3 percent in November and December, a full percentage point below the National average of 5.3 percent and well below the District's December 1995 rate of 4.7 percent.

District highlights:

Perhaps the most significant development toward the end of the year was the increased reports of wage pressures throughout the District in December and early January. However, wage increases were reported to be very modest and broad-based with no immediate impact on prices.

- In Chicago, temporary help agencies reported that employers, after stonewalling for several months, began to "loosen up the purse strings" to attract qualified help. Accounting professionals were reported to be in particularly short supply heading into the tax season, with some agencies reporting that orders were coming in two months earlier than in previous years.
- A labor market analyst in Michigan stated that "employers (were) upping their offers across the board" and demand remained very high for technical professionals. A seasonal slowdown in construction activity has helped ease shortages of skilled construction workers in Michigan as well as other areas in the District.

Midwest Unemployment Rate



Looking Back for the Future

The Federal Reserve Bank of Chicago holds the first in a series of district wide symposiums to mark the culmination and publication of the long-term study, *Assessing the Midwest Economy: Looking Back for the Future*, on:

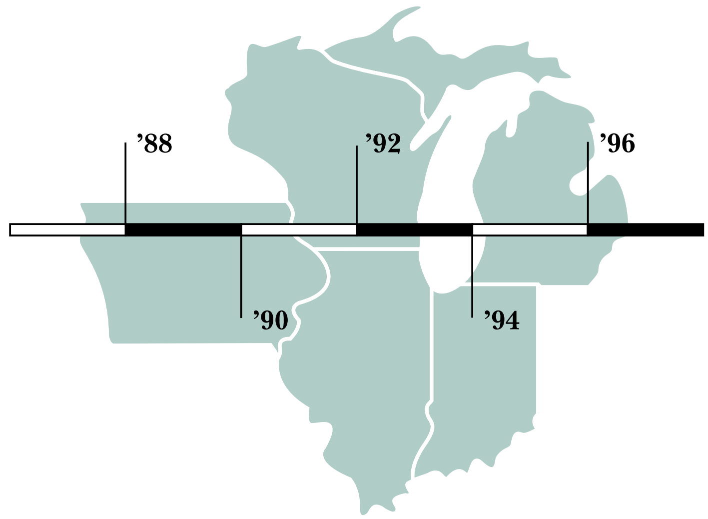
Thursday, April 17, 1997
Ambassador West Hotel
1300 North State Parkway
Chicago, Illinois

The symposium begins at 8:30 a.m., with registration and continental breakfast followed by an overview of the project, by Michael H. Moskow, president of the Chicago Reserve Bank, and William Testa, assistant vice president and coordinator of the project.

The opening session will be followed by panel discussions focusing on work force development and state and local tax policies.

The symposium concludes with a luncheon featuring Illinois Governor Jim Edgar, who is invited to present the keynote address. The Federal Reserve Bank of Chicago plans to hold similar symposiums in Indiana, Iowa, Michigan, and Wisconsin. ■

To receive an invitation, or for more information about the study, please phone Gina Scowins at 312/322-2389, or Fax inquiries to 312/322-5515.



Research *continued*

- In Iowa, where the unemployment rate stood at 3.5 percent in December, employer requests for a state sponsored occupational wage survey were coming in particularly strong across the state. Some labor market analysts believed this to be a sign that employers were preparing to increase their wage offers and needed to know the prevailing rates.

- The unemployment rate in Indiana fell steadily toward the end of the year. December's rate of 3.4 percent was the lowest of District states. Indiana's total employment growth has rebounded from an early summer slump. However, since August manufacturing employment fell slowly but steadily, continuing a downward trend that began in March 1995.

- Retail employment remained strong in Wisconsin, especially in the Green Bay area, where demand for Packer merchandise extended most retailer's holiday season. One major sporting goods retailer said that the week following Green Bay's Super Bowl victory was "like another Christmas" and others reported fewer layoffs of seasonal help and longer hours for their year-round staff. In contrast, demand for the Chicago Bears, Detroit Lions and Indianapolis Colts merchandise was flat across the District. ■

Richard E. Kaglic
Associate Economist

Coming Attractions

The next issue of *Economic Development News & Views* will have articles on the following topics:

Brownfield Redevelopment
What are Brownfields?
EPA and State Initiatives.
Lender Liability Rules Clarified.

Community Reinvestment Act
Equity Equivalents-A New Investment Tool.
Questions and Answers on the New CRA.

Economic Development
Dreams Become Reality.
Greater Pilsen Area Development.
Rural Development.
Women in Business Receive Honors.
Microlending Programs.
Export Assistance Programs.

And More…
The Federal Reserve Bank of Chicago welcomes story ideas and letters from subscribers, lenders, community organizations, and economic development professionals. If you have success stories that you would like to share with us, contact Harry Pestine, editor, *Economic Development News & Views*, Federal Reserve Bank of Chicago, 230 S. LaSalle Street, Chicago, Illinois, 60604-1413, or telephone 312/322-5877.

1997 Calendar

March 5-6
Springfield, Illinois
"Rural Community Economic Development: Making Partnerships Work." Sponsored by Illinois Institute for Rural Affairs and the Federal Reserve Bank of Chicago. Contact: Norman Walzer at 800/526-9943.

March 6
Springfield, Illinois
"SBA Training Workshop for Bankers." Sponsored by the SBA. Contact: Bob Paoni at 217/492-4419 or Valerie Ross at 217/492-4765.

March 6
Chicago, Illinois
"Bank Enterprise Award & CDFI Applications Seminar." Cosponsors: Federal Reserve Bank of Chicago and NAAHL. Contacts: 312/322-8232 or 202/861-5770.

March 12-15
Washington, DC
"Beyond CRA: Being Relevant in New Lending Environment." Sponsored by the National Community Reinvestment Coalition. Contact: 202/628-8866.

March 12
Chicago, Illinois
"SBA LowDoc Training Workshop for Bankers." Cosponsored by the SBA and Illinois Small Business Development Network. Contact: Carson Gallagher at 312/814-6111.

March 14
Elk Grove Village, Illinois
"Export Finance Seminar for Small Businesses and Lenders." Cosponsored by Greater O'Hare Trade Administration, Ex-Im Bank, and SBA. Contact: Sue Zaborowski at 630/350-2944.

April 3
Springfield, Illinois
"SBA Training Workshop for Bankers." Sponsored by the SBA. Contact: Bob Paoni at 217/492-4419 or Valerie Ross at 217/492-4765.

April 9
Chicago, Illinois
"SBA LowDoc Training Workshop for Bankers." Cosponsored by the SBA and Illinois Small Business Development Network. Contact: Carson Gallagher at 312/814-6111.

May 1
Springfield, Illinois
"SBA Training Workshop for Bankers." Sponsored by the SBA. Contact: Bob Paoni at 217/492-4419 or Valerie Ross 217/492-4765.

May 12-13
Baltimore, Maryland
"Business Retention and Expansion: Strategies..." Sponsored by the National Council for Urban Economic Development. Contact: Kimberly Tilock at 202/223-4735.

May 14
Chicago, Illinois
"SBA LowDoc Training Workshop for Bankers." Cosponsored by the SBA and Illinois Small Business Development Network. Contact: Carson Gallagher at 312/814-6111.

June 5
Springfield, Illinois
"SBA Training Workshop for Bankers." Sponsored by the SBA. Contact: Bob Paoni at 217/492-4419 or Valerie Ross 217/492-4765.

June 11
Chicago, Illinois
"SBA LowDoc Training Workshop for Bankers." Cosponsored by the SBA and Illinois Small Business Development Network. Contact: Carson Gallagher at 312/814-6111.

June 22-25
Toronto, Ontario
"The Retail Industry and Economic Development." Sponsored by the National Council for Urban Economic Development. Contact: 202/223-4375.

July 9
Chicago, Illinois
"SBA LowDoc Training Workshop for Bankers." Cosponsored by the SBA and Illinois Small Business Development Network. Contact: Carson Gallagher at 312/814-6111.

July 21-25
Chicago, Illinois
Neighborhood Reinvestment Training Institute. Sponsored by Neighborhood Reinvestment Corporation. Contact: 800/438-5547.

http://www.frbchi.org

Federal Reserve Bank of Chicago is on the World Wide Web

Visit our Web site at http://www.frbchi.org for:
- consumer and community information
- foreign exchange rates
- selected interest rates
- banking data
- employment and unemployment statistics
- regional economic data
- Chicago Fed publications, including the annual report and Economic Development News & Views
- speeches by Federal Reserve officials

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