

BANKAMERICA'S MERGER WITH NATIONSBANK

REMARKS BY  
DAVID A. COULTER  
CHAIRMAN AND CHIEF EXECUTIVE OFFICER  
BANKAMERICA CORPORATION

FEDERAL RESERVE BANK OF SAN FRANCISCO  
JULY 9, 1998

As have millions of individuals who count on Bank of America when the time comes to purchase their home, educate their children, or start their business.

I can assure you that BankAmerica has brought unparalleled commitment to the communities we serve. The new BankAmerica will continue in this manner, but on a much larger scale than ever before – in fact – it will be positioned to create economic opportunity nationwide.

Long ago, Bank of America sought to empower people by opening bank branches in hundreds of communities throughout California. Today, we're bringing a wide array of financial services even closer to home, and making them available to customers 24 hours a day.

And we are not turning our back on the communities that need financial services the most. In South Central Los Angeles, for example, we have more branches than all other banks combined.

We have played a principal role in capitalizing one of Los Angeles' three African American-owned financial institutions, Founders National Bank. Just last month the CEO of that bank, Carlton Jenkins, said this in a letter to the Federal Reserve Bank in Richmond, Virginia:

“BankAmerica has been an extremely significant participant in the growth and maturation of Founders National Bank. This, in spite of the fact that in several of our branch locations, we are clearly a competitive institution to them.”

The BankAmerica Board of Directors has established as a goal that its major operating units receive “Outstanding” ratings for their CRA activities. We are living up to that standard.

BankAmerica Corporation has five bank subsidiaries, and all five currently hold “Outstanding” Community Reinvestment Act ratings. Two of those have been earned under the new CRA regulations.

Our flagship institution, Bank of America National Trust & Savings Association, has received four consecutive “Outstanding” ratings. Our Federal Savings Bank is rated outstanding by the Office of Thrift Supervision. Our Community Development Bank is rated outstanding by the FDIC. Bank of America Texas and our Credit Card Bank in Phoenix are rated outstanding by the Office of the Comptroller of the Currency.

We believe that allocating the resources and performing at a level to achieve these outstanding ratings is important. We believe it is equally important to reward outstanding banks by placing value on their outstanding ratings at times like this.

mortgage loans were made to minorities and low-and-moderate-income borrowers.

- We have just introduced a new zero-downpayment mortgage program for low-and-moderate-income borrowers, which has had stunning results in our demonstration markets. In fact, we accepted nearly \$300 million in applications in just three months.
- In 1992, we introduced Advantage Business Credit, a lending initiative that has taken much of the paperwork out of small business loan applications for \$100,000 or less. In fact, the application for this product is just one page . During the last six years, our ABC program has generated loans of \$4.1 billion.
- And we have trained more than 15,000 of our employees in diversity programs so that they can respect and cherish the differences that make our company and our communities unique. We believe that changing demographics represent new markets and opportunities for us to serve people. Or as my predecessor, Dick Rosenberg, said so often: "service to low-income communities is the right thing to do, and the smart thing to do."
- We're also helping to meet the financial needs of a changing population by delivering ATM service in three languages and staffing many branches with employees who speak Spanish, Japanese, Korean, Chinese and Tagalog.
- And, since 1991, we have helped to strengthen local education, economic development and environmental quality with \$206 million in contributions to non-profit organizations across the western United States.
- We were a leading advocate for the revised CRA regulations, encouraging banks, regulators and politicians to give the regulations a chance. We recently commented positively to the Federal Reserve on Regulation B, which calls for the voluntary collection of race and gender data on small businesses. We have spoken out and taken leadership positions on child care, Proposition 13, urban sprawl, water, Hispanic higher education and other issues important to all of our communities.
- We've established ourselves as good corporate citizens through an environmental program that has resulted in, among other things, debt-for-nature swaps to preserve Latin American rain forests. We were the first major financial institution to sign the CERES Principles, which hold signatories to a strict environmental code of conduct.

Throughout the nation, Bank of America's record is one of commitment --



**BANK OF AMERICA'S  
COMMITMENT TO COMMUNITY REINVESTMENT**

For release:

In 1906, following the earthquake that destroyed much of San Francisco, Bank of America founder A.P. Giannini set up shop on a street corner and began lending money to help local residents rebuild. It was an early example of what is now called community development lending. While his competitors were catering to the wealthy, Giannini pioneered a system of branch banking that helped millions of people, including farmers, immigrants and wage-earners, to buy homes, build businesses and save for the future.

Today, Bank of America continues to demonstrate that community development lending is good business. Indeed, between 1992 and the end of 1996, Bank of America made \$15.9 billion in community reinvestment loans. Last year, the bank announced a 10-year pledge of \$140 billion for small business, affordable housing, lower-income mortgage lending and consumer loans. And recently, for the fourth consecutive time, federal regulators gave Bank of America their highest rating -- an "Outstanding" -- for meeting the credit needs of communities and lower-income borrowers.

The San Francisco-based Greenlining Institute goes even farther. In an October 1997 letter to then-Comptroller of the Currency Eugene Ludwig, the institute's executive director and general counsel wrote that the "so-called 'Outstanding' rating given to almost half of all very large financial institutions is inadequate regarding Bank of America. As we previously discussed, Bank of America is the overall CRA leader. We believe the rating for Bank of America should be "Outstanding Plus."

**SUPPORTING SMALL BUSINESS**

***Making Loans and Lines*** -- Between 1992 and 1997, the bank made \$3 billion in conventional small business loans and lines of credit for less than \$50,000. In 1997, we made \$1.1 billion in loans and lines for \$100,000 or less.

***Cutting Red Tape*** -- The bank offers conventional small business loans through Advantage Business Credit, a program that streamlines the application process and shortens turnaround times for loans and lines of credit as high as \$100,000. The application for this product is just one page and no supporting financial documents are required for most requests of \$50,000 or less.

***Offering Unsecured Credit for Working Capital*** -- Our ABC Express Line features unsecured revolving lines of credit of up to \$10,000 for short-term working capital. The program also provides an optional overdraft protection service for checking account customers. In addition, Bank of America's Business Card offers small business credit lines of \$25,000 or less.

***Helping Firms That Don't Qualify for Conventional Loans*** -- Through its Community Development Bank subsidiary and the community development division of its Federal Savings Bank, Bank of America has booked nearly \$1.5 billion in government-related small business loans and \$2 billion in credit for multi-family affordable housing, including more than \$600 million in the first half of 1998. BofA's Community Development Banking Group...

- Has Preferred Lending Status in all of the SBA districts where we operate;
- Was the first bank to book loans under the SBA's FA\$TRAK program aimed at widening credit access;
- Made more government-guaranteed loans in the SBA's four-state western region than any other lender last year;
- Earned the SBA's recognition for its record of lending to firms owned by women and minorities.
- Received Certified Lender status in all of the U.S. Department of Agriculture districts in which we operate.

## **PROMOTING HOME OWNERSHIP**

***Lending to Lower-Income Borrowers*** -- Between 1992 and 1997, Bank of America booked \$12.8 billion in home loans to lower-income borrowers and those in lower-income census tracts.

***Creating Mortgage Programs That Are Flexible and Affordable*** -- In 1990, Bank of America introduced its Neighborhood Advantage, which combines special underwriting criteria with low downpayment options to make home mortgages more easily available to lower-income borrowers and census tracts. In addition to offering down payments as low as 5 percent, this initiative also considers the employment and credit histories of loan applicants.

***Introducing a Zero-Downpayment Option*** -- This year, we announced the creation of a \$500 million zero-downpayment program for creditworthy borrowers in 23 states and the District of Columbia.

## FINANCING AFFORDABLE HOUSING CONSTRUCTION

***Providing Clean, Safe and Affordable Places to Live*** -- Bank of America Community Development Bank is the nation's largest source of multi-family affordable housing construction finance. During the last five years, the Community Development Bank and the community development division of our Federal Savings Bank have booked more than \$1.7 billion of affordable housing loans.

***Investing in Low-Income Housing Tax Credits*** -- BofA has invested \$667 million in federal tax credits aimed at expanding the availability of low-income housing throughout the United States.

***Introducing Fixed-Rate, Low-Cost Construction Financing*** -- In 1997, we perfected the utilization of affordable housing bonds to incorporate both construction and term financing for affordable housing projects.

## MAKING CONTRIBUTIONS AND INVESTMENTS

***Helping to Build Strong Communities*** -- Bank of America and the BankAmerica Foundation together this year will contribute \$40 million to non-profit agencies across the nation. Since 1991, we have helped to strengthen local education, economic development and environmental quality with \$206 million in contributions to non-profit organizations across the western United States.

***Battling Poverty in the Southwest*** -- Joining the U.S. Department of Agriculture and the Ford Foundation, Bank of America has invested \$500,000 in a community development initiative for small towns along the U.S.-Mexico border.

***Forming Economic Development Alliances*** -- We were the founder of the California Community Reinvestment Committee, which provides permanent financing for multi-family affordable housing and serves as the model in the western United States for other bank consortiums. We have invested in dozens of other similar multi-bank organizations.

***Supporting Minority Capital Formation*** -- To help create jobs and stimulate economic growth in minority communities we have invested more than \$32 million in minority venture capital funds.

***Encouraging Community Leadership*** -- In 1996, we joined the Development Training Institute and the Local Initiatives Support Corporation and to create the BankAmerica Leadership Academy, an intensive training program for non profit management. Our \$2.8 million investment in this initiative includes \$1.1 million for start-up funding and \$1.7 million for community development grants.

***Helping to Shape Sound Policies*** -- We were a leading advocate for the revised CRA regulations, encouraging banks, regulators and politicians to give the new rules a chance. We also supported voluntary disclosure of small business lending data and the permanence of a federal tax-credit program that offers incentives for the development of low-income housing. We have spoken out and taken leadership positions on many issues important to our communities -- issues like education, child care, urban sprawl and water.

***Preserving Environmental Quality*** -- In addition to organizing debt-for-nature swaps aimed at preserving Latin American rain forests, Bank of America was the first major financial institution to pledge adherence to the so-called CERES Principles, which hold signatories to a strict environmental code of conduct.

## **TAILORING INITIATIVES TO MEET LOCAL NEEDS**

***Encouraging Rural Development*** -- In 1997, Bank of America became the first major financial institution to launch a widespread rural initiative, which includes \$500 million for community development lending in rural areas across the United States.

***Promoting Neighborhood Revitalization*** -- Working with several community-based organizations, Bank of America has undertaken a pilot program called BONUS -- Building on Neighborhood Unifying Strategies -- that directs lending and other resources to six communities in three states.

***Helping to Rebuild Inner-City Communities*** -- An example of Bank of America's innovation can be found in Los Angeles, where we set aside \$25 million to help 500 businesses that had been damaged or destroyed in the civil unrest of 1992. These loans required no payments on principal or interest for three years. They provided "patient" capital that enabled inner-city entrepreneurs to get back on their feet.

***Reflecting the Diversity of Our Customers*** -- Bank of America is helping to meet the financial needs of the country's changing population. Many Bank of America branches are staffed by employees who speak Spanish, Japanese, Korean, Chinese and Tagalog. We also deliver ATM service in three languages -- English, Spanish and Chinese. And our community reinvestment initiatives support the growing demand for affordable housing, small business lending and consumer finance.

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# NationsBank

Hugh L. McColl Jr., Chief Executive Officer, NationsBank Corporation  
Testimony on Community Investment Commitment  
Federal Reserve Board Public Hearings  
San Francisco, California  
July 9, 1998

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Thank you, David.

This meeting is about the effects bank mergers have on communities. This is a subject that is close to my heart — as all of you know, my company has been through many mergers over the past 20 years.

In each, our intention has been to employ more people, lend more money, do more business with minority vendors, be more active in the community and generally make a bigger difference than our predecessor institutions.

In fact, in reviewing the effects of these mergers on our communities, we have found — almost universally — that employment, lending, community development efforts and charitable contributions actually increase.

That has been our vision, and it will continue to be so with this merger — in San Francisco, in Charlotte and throughout our coast-to-coast franchise.

Our goal is for the new BankAmerica Corporation to be the best community development bank in this country.

So, I welcome the opportunity to share with you the values, efforts and achievements that make NationsBank a positive force in all the communities where we do business.

As you know, NationsBank has a strong record of community investment. We have achieved and maintained “Outstanding” CRA ratings. We have been a leader in our local markets. And we have consistently sought out local community-based partners to help us achieve our community development goals.

Consider some of our results:

- In 1997 alone, our mortgage lending to minority borrowers topped \$2.7 billion, and our mortgage lending in low-income neighborhoods topped \$2.5 billion.
- NationsBank is the number one bank lender to small businesses in this country. Our total production in 1997 was more than \$11 billion, \$2.3 billion of which was loaned in low-income areas. We also are the number one bank originator of SBA loans in the U.S., and we have preferred lender status in every state in our franchise.
- Our investment capabilities are significant and unique with more than \$520 million in community development equity investments currently on our books.
- The NationsBank Community Development Corp., with the help of many local partners, has developed or re-habbed more than 14,000 units of affordable housing, investing more than \$300 million. Our CDC is the only bank-owned CDC that serves as both a developer of — and investor in — affordable housing.
- The NationsBank Small Business Investment Corp. makes equity investments in small and minority-owned companies. Through it, we've invested more than \$15 million in small businesses across the country.
- Finally, we have invested more than \$50 million in minority-owned financial institutions and community development financial institutions. These organizations extend our reach to low-income borrowers and provide capital to distressed neighborhoods in ways that no traditional bank can.

Now, looking at what we've accomplished is important. But, to understand how we'll continue to be successful in the future, we should look at how we've achieved these results.

Our approach can be boiled down to three basic principles: one, we build strategic alliances with community-based organizations; two, we believe in a national commitment delivered and differentiated locally; and three, we believe strongly in accountability.

Our partners include national organizations as well as hundreds of local community-based organizations in cities, towns and neighborhoods where we do business.

These alliances represent a fundamental way we do business. We seek partnerships for the betterment of neighborhoods. Our purpose in these partnerships is not to compete against community-based organizations but, rather, to work with them to improve neighborhoods.

Our decentralized management philosophy means that we understand one size does not fit all for communities in need. In other words, associates across the country do not get community development instructions from Charlotte, North Carolina. They get the resources they need, and they get a corporate culture that backs them up when they decide what needs to be done.

Our commitment to accountability is self-evident. Since 1992, we have provided detailed reporting at the local, state and national level on all our results.

This process ensures that we continue to meet the evolving needs of our communities. Equally important, it provides further opportunities to gain feedback from community groups, civic leaders and the public.

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Let me be perfectly clear about one thing: our goal has never been simply to meet the requirements of the Community Reinvestment Act. We strive to lead in everything we do, and that includes building strong communities.

Our commitment to our communities extends throughout the company ... to every business line and to every associate throughout the franchise.

Beyond our core business activity, which fuels the economy, supports the tax base and provides employment, there are five areas in which NationsBank and its associates are active in supporting our communities. They are: (1) community leadership and associate volunteerism; (2) individual and corporate philanthropy; (3) commitment to diversity; (4) minority business development; and (5) progressive marketing programs and business policies.

I'll touch on each of these areas briefly.

Community leadership and associate volunteerism are important parts of the NationsBank culture. At the corporate level, we provide leadership to our communities by putting our financial muscle behind important community projects ... by advocating for a stronger CRA and a permanent Low Income Housing Tax Credit ... and by working with local governments and community organizations to achieve shared goals.

We also have a strong culture of associate volunteerism. Associate volunteers receive two hours of paid time off every week to work in the schools... local councils within the bank identify volunteer opportunities for associates ... and our newest program, NationsBank NEIGHBORS, offers cash grants in an associate's name to organizations at which associates volunteer.

The next area I mentioned is philanthropy.

Simply put, NationsBank is the most generous financial institution in the country, and the new BankAmerica will be so by a long shot. Our combined budget this year will exceed \$100 million. No one else even comes close.

One of the most important aspects of our decision-making process is that we put control over charitable dollars in the hands of local executives who know best how to serve their communities. This policy has resulted in not just increased giving, but more effective giving, with dollars going where they are needed most throughout the franchise.

The third area in which we work very hard to strengthen communities is building diversity among our own associates. Our company will stretch from coast to coast and will include the entire sunbelt, the Pacific Northwest, the Midwest and the Mid-Atlantic. While we are unalterably opposed to quotas of any type, we will continue to support affirmative action, and we will have one of the most diverse workforces of any large corporation in the country.

And, it is our intention that our board of directors will be one of the most diverse corporate boards in the country — not at some time in the distant future — but on day one.

One of our most important areas of focus in building strong communities is minority business development.

NationsBank has been a pioneer and a national leader in creating and sustaining a strong minority business development program. NationsBank was the first financial institution to be recognized by the Minority Supplier Development Council as the Corporation of the Year — and the first to receive this recognition two years in a row.

In 1990, NationsBank set a goal of 10 percent for directing discretionary spending to women- and minority-owned businesses. Since then, we have averaged more than 15 percent, amounting to more than \$470 million spent with women- and minority-owned businesses. Once again, our self-imposed goal turned out to be a floor, not a ceiling. And in typical NationsBank fashion, we blew it away.

Finally, we are supporting our communities through progressive marketing programs and business policies.

For example, we have had a formal Hispanic Marketing Program for more than five years in an effort to reach out to this growing segment of our population.

We've installed bi-lingual ATM's, hired bi-lingual tellers and telemarketers and formed partnerships with the National Council of La Raza, the Hispanic Association on Corporate Responsibility and SER-Jobs for Progress Inc.

Through these partnerships, we have begun to develop programs and products that will make banking with us easier and more accessible for all members of the Hispanic community.

What we want to establish with our customers — all our customers, regardless of race, ethnicity or economic means — are strong relationships. That's why we implemented a relationship approach to fees and pricing that minimizes fee increases for as many of our individual deposit account customers as possible.

This Spring NationsBank broke from the pack to offer pricing benefits to a vast number of customers. We eliminated check card fees for all customers, and fees for a broad array of services associated with our two most popular accounts were eliminated or frozen through the year 2000.

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Now, we've heard David Coulter talk about his company's commitment to building strong communities across the Western half of the United States. And you've heard me talk about my company's commitment to doing the same across the NationsBank franchise.

In fulfilling these commitments, both our companies have a strong record of accessibility and proactive partnership with local community groups. In fact, since our merger announcement, we've met with hundreds of community organizations to talk about ways we can best work together to improve our neighborhoods and communities.

Bringing our companies together will only enhance our ability to deliver on all our commitments.

The company we will create will be the leading American bank of the 21st century, and we'll be this country's premiere community development bank as well. This will benefit all our constituents.

- First ... our customers will see a new standard for choice, convenience, value and market presence.
- Second ... our associates will realize more opportunities from working at a larger, stronger company.
- Third ... by investing in our communities ... by providing good jobs and creating new ones ... and by helping to improve the quality of life for customers and associates alike ... we will be the model for corporate citizenship.

We will build on the best initiatives from both banks, retaining the Bank of America Community Development Bank and the NationsBank Community Development Corporation. These vehicles, as well as new initiatives to promote rural development and Indian Country lending and investment, will be used to rebuild neighborhoods, create jobs and provide access to the financial system as never before.

We will keep decision-making in the hands of local bankers and managers, who know best how to serve their communities.

We will continue to lead, locally and nationally — and we will deliver on our commitments, whatever and wherever they may be.

Recently we announced a 10-year, \$350 billion commitment to community development lending and investing. The commitment targets \$180 billion for small business lending, \$115 billion for affordable housing, \$25 billion for economic development and \$30 billion for consumer lending.

Let me underscore, this is a floor and not a ceiling. Furthermore, fulfilling this commitment will not be easy. It will be a stretch. This commitment will push our new company — and each of us individually — to be even more proactive, more innovative and more creative than we have ever been. We view this as a challenge — and, as with all challenges, we are ready and eager to take it on.

Both banks have a demonstrated record of working with community partners. Yet, there are those who oppose this merger because we have not signed “CRA agreements,” and because we have not itemized the commitment by market or product.

I understand the passion these organizations have for their specific communities. As I’ve said, we share common goals. However, their desire to receive the greatest financial support possible for their individual causes should not overshadow the fact that our pledge — the largest of its kind ever — is designed to benefit all our communities.

When we created this commitment, we decided to not itemize the commitment by market or by product. There is a good reason for this.

Because community needs and circumstances are always changing, we believe the best approach is a flexible commitment that establishes goals on a nationwide basis, and relies on capacity and demand within each market to determine how goals are met.

Our outstanding record of achievement, accountability and public reporting of results demonstrates that CRA agreements and itemized commitments are unnecessary for our company.

They are unwarranted. They are burdensome to manage. They divert resources from the areas most in need. They prevent us and our partners from meeting the changing needs of our communities.

In short, they are not in the best interests of underserved neighborhoods.

For our part, NationsBank is — and the new BankAmerica will be — devoted to building strong, growing, vigorous communities everywhere we do business.

Community development has been a part of both our cultures, and it will be an integral part of our new culture.

It's a fundamental part of the way we do business. It's essential to the future health of our company. And, perhaps most important, it's simply the right thing to do.

This is what we have always believed. It's what we believe today. And, I assure you, it's not going to change.

Thank you.

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FOR IMMEDIATE RELEASE

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July 9, 1998 – The chief executive officers of NationsBank and BankAmerica today outlined their combined company's goals for community investment, corporate philanthropy and diversity at a public meeting held as part of their proposed merger. On April 13, NationsBank and BankAmerica signed a definitive agreement to merge.

"Our goal is for the new BankAmerica Corporation to be the best community development bank in this country," said Hugh L. McColl, Jr., chief executive officer of NationsBank.

"I can assure you that BankAmerica has brought unparalleled commitment to the communities we serve," said David A. Coulter, chief executive officer of BankAmerica. "The new BankAmerica will continue in this manner, but on a much larger scale than ever before. In fact, it will be positioned to create economic opportunity nationwide."

In prepared remarks made in San Francisco at a meeting called by the Federal Reserve Board of Governors, McColl also said:

-- The new company's board of directors "will be one of the most diverse corporate board of directors in the country – not at some time in the distant future – but on day one" of the merger. He added that the new BankAmerica "will have the most diverse workforce of any large corporation in the country."

-- The new BankAmerica Corporation will be the most generous financial institution in the United States "by a long shot." The philanthropic budget for the combined companies in 1997 will exceed \$100 million. "No one else even comes close."

"My company has been through many mergers over the past 20 years," McColl said. "In reviewing the effects of these mergers on our communities, we have found – almost universally – that employment, lending, community development efforts and charitable contributions actually increase.

"This has been our vision, and it will continue to be so with this merger – in San Francisco, in Charlotte and throughout our coast-to-coast franchise."

McColl also said that the new combined company will continue to operate the Bank of America Community Development Bank once the merger is completed. In the past five years, this unit has booked nearly \$1.5 billion in government-related small business loans and \$2 billion in credit for multi-family affording housing, the number-one source for these loans in the United States.

BankAmerica has long sought to empower people by opening bank branches in hundreds of communities throughout California,” Coulter said. “We are not turning our back on the communities that need financial services the most. We have more branches in south central Los Angeles than all other banks combined.”

Each company currently holds an “Outstanding” rating from the Office of the Comptroller of the Currency, which is the highest rating given to a bank for its compliance with the Community Reinvestment Act.

Both chief executives provided details of their companies’ community development accomplishments at the meeting. Coulter pointed out the following results at BankAmerica:

- The company has expanded home ownership among low-income and minority borrowers through the Neighborhood Advantage Program, which has generated more than \$15 billion in loans. In 1997, nearly one-fourth of the bank’s mortgage loans were made to minorities and low- and moderate-income borrowers.

- BankAmerica recently introduced a new zero downpayment loan program for low-income borrowers that has generated nearly \$300 million in home mortgage loan applications in just three months in demonstration markets.

- In 1992, the bank introduced Advantage Business Credit, a lending initiative that has taken much of the paperwork out of small business loan applications for \$100,000 or less. During the last six years, the program has generated \$4.1 billion in small business loans.

- Last year, BankAmerica became the first major bank to launch an initiative tailored specifically around the banking needs of rural America – a \$500 million community development lending and philanthropy program called Rural 2000.

McColl pointed out the following results at NationsBank:

- In 1997 alone, the company made more than \$2.7 billion in mortgage loans to minority borrowers and more than \$2.5 billion in mortgage loans in low-income neighborhoods;

- NationsBank is the leading small business lender in the United States. It made more than \$11 billion in 1997, including \$2.3 billion in low-income areas. The company is the number one lender among banks of loans guaranteed by the U.S. Small Business Administration;

-- The NationsBank Community Development Corporation (CDC) has developed or renovated more than 14,000 affordable housing units by investing more than \$300 million. The CDC is the only bank-owned CDC that serves as both a developer and investor to develop affordable housing.

-- The company's commitment to supporting minority-owned financial institutions and community development financial institutions has resulted in investments of more than \$50 million.

NationsBank Corporation, with \$315 billion in total assets, is the third largest U.S. bank with full-service operations in 16 states and the District of Columbia.

BankAmerica, with \$260 billion in total assets, delivers financial services to more than 11 million households and nearly 1 million businesses in the western United States and around the world.

[www.nationsbank.com](http://www.nationsbank.com)

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