COMMERCIAL BANKS PROVIDING CITY BANKING BUSINESS OR SEEKING CITY BANKING BUSINESS MUST COMPLETE AND FILE THIS FORM NO LATER THAN JULY 1ST OF EACH YEAR TO THE CITY TREASURER TO COMPLY WITH SECTION 20.95.1 TO CHAPTER 5.1 OF THE LOS ANGELES ADMINISTRATIVE CODE.

BANK CONTACT INFORMATION:

Banner Bank, NA
Name of Commercial Bank
701 B Street, Ste 101, San Diego, CA 92101
Street Address City State Zip Code

Waheed Karim
Contact Person Name and Title

619-518-2610
Telephone Number Email Address

BANK CORPORATE PROFILE

Banner Corporation operates as the bank holding company for Banner Bank and Islanders Bank, which provides commercial banking and financial products and services to individuals, businesses, and public sector entities primarily in the United States. It offers deposit products, including interest-bearing and non-interest-bearing checking accounts, money market deposit accounts, regular savings accounts, and certificates of deposit, as well as treasury management services and retirement savings plans. The company also provides commercial real estate loans, including owner-occupied, investment properties, and multifamily residential real estate; construction, land, and land development loans; residential mortgage loans; commercial business loans; agricultural loans; and consumer loans, such as home equity lines of credit, automobile,
and boat and recreational vehicle loans, as well as loans secured by deposit accounts. In addition, it engages in the mortgage banking operations through the origination and sale of one- to four-family and multi-family residential loans. As of December 31, 2017, the company operated 178 branch offices, including 175 Banner Bank branches and 3 Islanders Bank branches located in Washington, Oregon, California, and Idaho. It also operates 13 Banner Bank loan production offices located in Washington, Oregon, California, Idaho, and Utah. Banner Corporation was founded in 1890 and is based in Walla Walla, Washington.

1. Service / product currently being provided to the City of Los Angeles?
   No – However, Banner Bank recently hired Bob Pederson to run as the SVP of Public Financing in California. His plan for 2019 is to reach out to the City of Los Angeles Sewer and Water District, City of Los Angeles Police Department for equipment financing and the School District for Public Bond Financing and Equipment Financing.


4. Total number of corporate employees? 2,078
   Number of employees in California 1000
   Number of employees in the City of Los Angeles 10
   Number of employees that live in City of Los Angeles 2

5. Number of branches in the State of California 32
   Number of branches in the City of Los Angeles 1

6. Please provide the following 2017 financial data for your financial institution:
   Total Deposits 8.1BN
   Total Assets 9.8BN
   Total Equity 1.3BN

7. Please provide your most recent financial ratings for:
   Banner Corporation’s ISS Governance QualityScore as of November 01, 2018 is 9. The pillar scores are Audit: 1; Board: 7; Shareholder Rights: 10; Compensation: 3.
   Corporate governance scores courtesy of Institutional Shareholder Services (ISS). Scores indicate decile rank relative to index or region. A decile score of 1 indicates lower governance risk, while a 10 indicates higher governance risk.

   Long Term Issuer Rating: Will provide soon – not available at this time
1. Please identify the following 2017 financial data specific to the City of Los Angeles:

   MBE Loans _Yes________
   WBE Loans _Yes_______
   SBA Loans ___Yes________
   Educational grants / endowments _____Yes________________

2. Please provide in a separate attachment, Exhibit I, a list and brief description of your firm’s 2017 community investments and/or partnerships with the City and/or local non-profit organizations relating to financial literacy, education programs and job growth.

   At Banner Bank, we send direct mail campaigns to LMI and Multicultural segments and communities. Participate in outreach activities in key markets to deepen relationships within LMI communities, i.e. Cinco De Mayo, Black History Month, Lunar New Year; Local Employers (Brown Bag Seminars)/Non-Profits, Develop call strategy for area heating, weatherization contractors and Partner in Low Income Housing Tax Credit projects (CalHFA) – See Attached CRA Outreach at Banner Bank and Community Lending Product and Services

COMMUNITY REINVESTMENT ACT (CRA) PROFILE

3. What is the size of your institution as defined by the Community Reinvestment Act (CRA)?

   Large        Intermediate        Small
4. Please provide the following CRA ratings for your financial institution:

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<thead>
<tr>
<th>Overall CRA Rating – State</th>
<th>State</th>
<th>California</th>
<th>Low Satisfactory</th>
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<td>Issue Rating Date</td>
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<td>11/27/2017</td>
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<th>Performance Test Level</th>
<th>Lending</th>
<th>Investment</th>
<th>Service</th>
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<tr>
<td>Satisfactory</td>
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<td>Needs to Improve</td>
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<td>Substantial Noncompliance</td>
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<thead>
<tr>
<th>Overall CRA Rating – National</th>
<th>National Satisfactory</th>
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5. Please provide the number and value of loans by census tracts for the following types of loans in an Excel format as Exhibit II.

   a. Small Business Loans (gross revenue of $1 million or less) - $297MM
   b. Home Mortgages - $848MM
   c. Home Equity Loans - $500MM
   d. Community Development Loans $300MM
   e. Community Development Investments $6MM

**Investments.** At December 31, 2017, our consolidated investment securities portfolio totaled $1.20 billion and consisted principally of U.S. Government and agency obligations, mortgage-backed and mortgage-related securities, municipal bonds, corporate debt obligations, and asset backed securities.

**Mortgage-Backed Obligations:** At December 31, 2017, our mortgage-backed and mortgage-related securities had a carrying value of $805.0 million ($811.4 million at amortized cost, with a net fair value adjustment of $6.4 million).
6. Does your institution participate in the Los Angeles Mortgage Modification Program (LAMMP)? Yes ______ No ___X_____

If yes, please provide the number of mortgages and the value of the mortgages by census tract that have received assistance in an Excel format as Exhibit III.

If no, please briefly explain: _____ __________________________

Not Available – Still searching __________________________________________

7. Does your financial institution participate in any of the following CalHFA’s Keep Your Home California Programs: Yes

Yes_X__ No ___ Unemployment Mortgage Assistance Program (UMA)

Yes _X_ No ___ Mortgage Reinstatement Assistance Program (MRAP)

Yes _X (recast only)_ No ___ Principal Reduction Program (PRP)

Yes _X_ No___ Transit Assistance Program (TAP)

If yes, please provide the number and value of these mortgages by census tract that have received assistance for each program in an Excel format as Exhibit IV.

If no, please briefly explain: _____ __________________________

Banner Bank had one borrower apply and qualify for the Reinstatement Program (MRAP) – 17056914/Durnell. The reinstatement funds were received in July 2018 in the amount of $14,939.63. This property is located at 25925 Fir Ave., Moreno Valley, CA 92553. The last estimated AVM value was 316,683 as of 6/4/18. This loan paid in full 8/29/18. We don’t have any information on the census tract.

_______________________________________________________________

_______________________________________________________________

8. Does your financial institution participate in any of the following Making Home Affordable Programs? Yes ___ No _X__ Home Affordable Modification Program (HAMP)

Yes ___ No _X__ Principal Reduction Alternative SM (PRA)

Yes __ No _ X__ Second Lien Modification Program (2MP)
Yes ___ No _X__ FHA Home Affordable Modification Program (FHA-HAMP)  
Yes ___ No _X_ USDA’s Special Loan Servicing  
Yes ___ No _X__ Veteran’s Affairs Home Affordable Modification (VA_HAMP)  
Yes ___ No _X__ Home Affordable Foreclosure Alternatives Program (HAFA)  
Yes ___ No _X__ Second Lien Modification Program for Federal Housing Administrative Loans (FHA-2LP)  
Yes _X__ No ____ Home Affordable Refinance Program (HARP)  
Yes ___ No _X__ FHA Refinance for Borrowers with Negative Equity (FHA Short Refinance)  
Yes ___ No _X__ Home Affordable Unemployment Program (UP)  
Yes ___ No _X__ Other – Internal Home Modification Program  

If yes, please provide the number and value of the mortgages by census tract that have received assistance for each program in an Excel format as Exhibit V.  
If no, please briefly explain:  
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CERTIFICATION UNDER PENALTY OF PERJURY (*)

I certify under penalty of perjury that I have read and understand the questions contained in this form and I, further, certify that I have provided full and complete answers to each questions, and that all information provided in all attached exhibits are true and accurate to the best of my knowledge and belief.

Waheed Karim, Vice President - Affordable Housing  

Print Name, Title  
Signature  
Date  

(*) Signature must be that of a Government Banking Division Manager, Commercial Executive Manager or Community Affairs Executive