



DISTRIBUTION DATE: March 28, 2022

MEMORANDUM

TO: HONORABLE MAYOR &
CITY COUNCIL

FROM: Erin Roseman
Director of Finance

SUBJECT: Mid-Contract Status Updates On
Banking Services

DATE: March 25, 2022

City Administrator
Approval

Mar 28, 2022

INFORMATION

The purpose of this informational memorandum is to update the City Council on the status of banking services with Union Bank, the City's current bank at the 2.5 year mark per Resolution No. 87228 C.M.S. and Resolution No. 87229 C.M.S. As requested by the City Council, staff is also providing comparison of banking services with other cities.

BACKGROUND

The City Council adopted Resolution No. 87229 C.M.S and Resolution No. 87228 on June 5, 2018, authorizing the execution of an agreement with MUFG Union Bank, N.A. (the "Union Bank") to provide banking services for the City of Oakland commencing January 1, 2019.

Union Bank had a dedicated treasury relationship team assigned to support the City of Oakland (the "City"). Union Bank team includes representation from credit, treasury, investments, customer service and corporate social responsibility.

The transition to a new bank is a highly complex and difficult process, both the City and Union Bank spent a material amount of administrative and planning time to ensure a seamless transition. The City of Oakland, Port of Oakland and Oakland Airport require a broad spectrum of Transaction Services at several management levels within the City's governance structure. These services include: Account Analysis, Account Reconciliation, Payee Positive Pay, Check Processing, ACH Origination and Debit Blocking, Cash Vault Services, Electronic Payment Authorization, Check Imaging, Information Reporting, Wire Transfers, Wholesale and Wholetail Lockbox, Electronic Wire Transfer and Zero Balance Accounts.

Additionally, the City moved 8 separate active lockboxes to Union Bank. A substantial amount of time and resources for both the City and Union Bank were dedicated to this process to ensure that there would be no disruption in the flow of tax and business license revenues. In addition, considerable effort was required to ensure that all disbursements from the City's accounts payable system transitioned smoothly with particular care being applied to internal checks and balances. Moreover, the team took active protective measures ensuring that all accounts opened had anti-fraud applications such as Payee Positive Pay and Account Blocks prior to becoming operational.

The transition was a success and the City enjoyed a seamless conversion for all business banking services including receivables, disbursements, electronic payments and information reporting. Union Bank supports the following City of Oakland agencies:

- City of Oakland
- Oakland Redevelopment Successor Agency
- Fox Oakland Theater, Inc.
- Port of Oakland

UNION BANK UPDATE

As discussed in an [Informational Memo](#) to the Council last year, Union Bank will be acquired by U.S. Bank (NYSE: USB), the fifth largest banking institution in the United States. Completion of the transaction is expected around the 2Q 2022 upon regulatory approval. The press release is available for your convenience at unionbank.com [U.S. Bank to Acquire MUFG Union Bank | Union Bank](#).

Until the transaction is finalized, Union Bank and U.S. Bank will continue to operate independently as entirely separate companies. We will keep you apprised of changes in a timely manner and will maximize the opportunity to evaluate the new structure and services provided as a result of the acquisition. After sufficient analysis and if necessary, Staff will take the opportunity to develop and initiate a comprehensive Request for Proposal (RFP), to determine the best criteria for evaluating the City's banking needs taking into account the breadth, integration, and customization of banking services required by the City. It is estimated that a banking RFP will require 12 to 18 months to complete. The extended duration of this banking RFP is directly related to the complexity of the City's financial system and allowing for consideration of the unique community needs of the City of Oakland. If a new bank is selected, an additional 12 months will be needed to complete the implementation, integration, and conversion to a new bank, while overlapping with the existing bank to ensure for a smooth transition and continuity of service.

CREDIT OVERVIEW

Union Bank is committed to strengthening the City's Financial Objectives by providing capital and credit solutions.

In July 2020, Union Bank entered into a Note Purchase Agreement with the City of Oakland for a privately placed bank loan to finance the City's Tax and Revenue Anticipation Notes. Consistent with prior fiscal years, the City prepaid its \$109.24 million FY 2020-2021 California Public Employees Retirement System UAL obligation. This year's financing was particularly challenging given the current volatile market environment, limited availability of credit and lending demands due to the COVID pandemic. Union Bank structured the transaction with three separate term loans that had a 6-month, 8 month and one year maturity. Despite the uncertainty in the market, Union Bank provided highly advantageous rates and the City realized substantial cost savings of approximately \$2.85 million. The transaction illustrates Union Bank's full and on-going commitment to the City as they continue to broaden and strengthen the relationship.

CORPORATE SOCIAL RESPONSIBILITY OVERVIEW

Corporate Social Responsibility for the Americas

For the past five years, MUFG Union Bank's Corporate Social Responsibility for the Americas (CSRA) team has implemented the goals and objectives set in 2016 through their **2016-2020 Community Service Action Plan (CSAP)** <https://assets.unionbank.com/assets/file/about-us/corporate-social-responsibility/mufg-union-bank-community-service-action-plan.pdf>, attached as **Attachment A**, herein. The CSAP had 11 tenets of focus: Economic Development, Small Business Lending, Multi-family Affordable Housing Lending, Single Family Affordable Housing Lending, Branch Technology and Deposit Products, Philanthropy, Environmental Stewardship, Community Advisory Board, Supplier Diversity, Innovation, and Workforce and Board Diversity.

Union Bank is committed to reinvesting in the communities where they conduct business and believe in partnering, investing and building to help communities thrive. For an overview of all of their CSR- related activities, their 2020 CSR Report, **Resiliency and Progress: Corporate Social Responsibility in 2020** which covers their fiscal year April 2020 – March 2021 provides a comprehensive summary. It is currently only available in digital format in accordance with their environmental stewardship goals to minimize use of paper.

<https://www.mufgamericas.com/who-we-are/corporate-social-responsibility/resiliency-and-progress-corporate-social-responsibility-2020>

Since the Union Bank CSAP just finished, they are taking this year to conduct a community needs assessment which will inform their next plan. A Community Needs Survey was distributed at the end of March 2021 to various community-based, advocacy and other nonprofit organizations throughout their footprint. The results of the survey will help them develop and implement their next community investment plan.

CRA Rating

Their regulatory body, the Office of the Comptroller of the Currency (OCC) recently awarded them with an "**Outstanding**" rating based on the federal agency's Community Reinvestment Act (CRA) Performance Evaluation for 2015 – 2018. Union Bank also had an "outstanding" rating for their CRA Performance Evaluation for 2012 – 2014.

Commitment to the City of Oakland

Union Bank has continued to support the City of Oakland through their CSR activities including philanthropy, volunteerism, lending, and investments. Union Bank is working with several partners on the ground to help address some of the city's most pressing needs. Their CSRA group is headquartered in downtown Oakland and their team is tied to various aspects of the East Bay.

I. Oakland Branches

Union Bank has a branch on 19th and Franklin which opened on November 1, 1955 and has continued to serve the community during the pandemic. The branch has taken several steps to ensure the safety of its workforce and clients, including social distancing, the elimination of in-person client meetings, staggering staff and shifts, enhanced cleaning, gloves, hand sanitizer and regular hand-washing breaks for all public-facing colleagues.

All branch staff received supplemental crisis relief pay to assist with unplanned financial burdens associated with COVID-19 in March and April 2020 and were compensated according to their regularly scheduled hours when branch hours were reduced during the initial shelter in place orders. The bank also implemented programs, such as additional time off, to help ensure uninterrupted pay should any Union Bank colleague become ill or must attend to family needs related to COVID-19. An Employee Relief Fund is also available for colleagues who are experiencing unforeseen financial hardship as a result of COVID-19.

Laney College Student-Run Branch

Building on the success of the high school branches, Union Bank approached Laney College three years ago about the potential of opening a student-run branch on their campus. With support from Laney College administration and students and the Peralta Colleges Board of Trustees, Union Bank had intended to open a student-run branch in Fall 2020. However, due to the current pandemic, Union Bank had to push this to April 2022.

Construction on the branch started on May 10, 2021 and was finished on January 22, 2022. The branch opened on February 7th. Union Bank spent over \$900,000 in tenant improvements to the student center to build the branch and hired a Branch Manager, an Assistant Manager and a

Branch Service and Sales Officer. They have hired eight student interns from Laney who completed training and have begun working in the branch.

This student-run branch is part of Union Bank's ongoing program to provide students with real-world financial skills. Union Bank has opened five high school student-run branches in California. Union Bank opened the first one at McLane High School in Fresno in 2011. Since then, Union Bank has added four more – three in Los Angeles County and one in Orange County. Laney College will be their first student-run branch at a community college.

II. Loans & Investments in Oakland

Below outlines the activities for loans and investments in the City of Oakland for the 2019 and 2020:

Home Loans

2019 – 249 home loans totaling \$265 million

**of the 249 home loans, 85 were originated or purchased in low- and moderate-income (LMI) census tracts (34%)*

2020 – 118 home loans totaling \$83 million

**of the 118 home loans, 56 were originated or purchased in LMI census tracts (47%)*

Small Business and Small Business Administration (SBA) Loans

2019 – 52 small business loans* totaling \$8.1 million

**of the 52 small business and SBA loans, 37 were originated in LMI census tracts (71%)*

2020 – 122 small business loans* totaling \$15 million

**of the 122 small business loans, 88 loans were originated in LMI census tracts (72%)*

Paycheck Protection Program (PPP) Loans

2020 – 87 loans* totaling \$41.2 million

**of the 87 PPP loans, 64 were originated in LMI census tracts (73%)*

Community Development Lending & Affordable Housing

Union Bank has been a leader in supporting affordable housing development since 1995. Since its founding, their **Community Development Finance (CDF)** team has provided more than \$6.3 billion in financing for affordable housing, resulting in more than 60,000 units. In a typical year, CDF makes more than \$400 million in loans and investments.

In 2019, the bank funded nine Community Development Loans in the City of Oakland totaling over \$81 million. Of these, Union Bank provided a \$40 million construction loan to rehabilitate two existing buildings located within two blocks of each other. The project known as Empyrean Towers & Harrison Hotel, consists of the acquisition and rehabilitation of two scattered site developments containing a total of 147 affordable units for low- and moderate-income (LMI) individuals and families, formerly homeless and people with special needs. The units target tenants with incomes ranging from no more than 30% to 60% AMI. Harrison Hotel was built in 1914 and Empyrean Towers was built in 1911.

Union Bank also made a \$29 million construction loan for the renovation of 98 apartment units for LMI families. The Madison Park units range from 35% to 50% of area median income (AMI) and are all affordable units supported by a 20-year project-based Section 8 contract. Union Bank successfully closed the deal with a long-standing local community development corporation in a joint effort to create and preserve affordable housing for LMI families in the City of Oakland. The building was constructed in 1908 and received its designation on the National Register of Historic Places in 1982.

While this project closed at the end of 2017, Union Bank is proud to highlight a joint venture with other financial institutions and public entities to finance a highly complex deal with The Unity Council and EBALDC. Union Bank invested \$41 million in the development at the Fruitvale BART Station. Casa Arabella, named after Unity Council founder and former CEO Arabella Martinez, includes 94 affordable apartments for families and formerly homeless veterans as well as offices, amenities, and ground-floor parking spaces. Union Bank sponsored the grand opening event which was supposed to take place in April 2020. Since the event was cancelled due to the pandemic, the Unity Council used their sponsorship to purchase beds for some of the residents.

Union Bank also provided a \$5 million loan to one of the largest community health centers in California serving over 91,000 patients at various locations in Alameda, Contra Costa and Solano Counties. The organization targets their medical services to the diverse and medically underserved populations in Oakland.

CRA Loans & Investments

Union Bank's **CRA Loans and Investments** team is responsible for implementing Union Bank's commitment to CSR through diverse lending and investment opportunities. Part of that strategy is to provide CDFIs with lending capital. In the past two years, Union Bank has provided \$5 million to the following Bay Area based CDFIs – Main Street Launch, Opportunity Fund and Community Vision – to help small businesses. These CDFIs in turn invest in hundreds of local businesses like Oakland's Community Foods Market, Red Door Catering and Brown Sugar Kitchen.

III. Commitment to Homeownership

In 2019, Union Bank launched the **UB Down Payment Assistance Program (DAP)**, an affordable initiative that would provide closing cost and/or down payment assistance for eligible first-time homebuyers.

Union Bank is offering the grant in support of their CRA/LMI/Multicultural lending efforts. Assistance would be in the form of a one-time grant of \$6,000 - \$9,000 (based on property location) to be used toward down payment and/or closing costs. Grant is funded entirely by Union Bank. Grant may be used in conjunction with UB Conforming fixed products (including HomeReady®); Conforming products require a variance with Fannie Mae. Grant to be offered throughout Union Bank's Retail footprint. Proprietary down payment/closing cost assistance is common among peer banks. Offering a proprietary grant allows better speed to market and a less complex alternative vs. larger state administered down payment assistance programs. The subject property is in a designated Low-to Moderate ("LMI") census tract as defined by the Federal Financial Institutions Examination Council ("FFIEC").

As of 10/05/2021, Union Bank has funded 17 UB grants in Oakland MSA, totaling \$150,000.

IV. Business Diversity Lending (BDL)

In an effort to better serve diverse small business owners, Union Bank established in 1993 **Business Diversity Lending Program**; <https://www.unionbank.com/business/lending/diversity-lending>.

The BDL program is specifically designed for the unique needs of veteran-, women- or minority-owned businesses. They can take advantage of the bank's flexible, solutions-oriented business loans and lines of credit. They can choose from secured or unsecured, fixed- or variable-rate financing programs designed for lending flexibility.

To qualify a business must meet the following criteria:

- The owner must qualify as a minority owner
- 51% owned and actively managed by a woman or minority
- Annual sales not exceeding \$20 million
- At least two years in business
- Borrowing needs of less than \$2.5 million

V. Small Business Referral

Union Bank has a **Small Business Referral** program. When a loan is declined, the borrower has an option to be referred to one of Union Bank's Community Development Financial Institution (CDFI) partners. Union Bank informs the borrower that they have a list of CDFIs in their geographic area who may be able to provide them with alternative financing options. In Oakland,

Union Bank's partners include Main Street Launch as well as other Bay Area based CDFIs including Working Solutions, Opportunity Fund and Community Vision.

VI. Supplier Diversity

Their **Supplier Diversity** office is dedicated to ensuring that Union Bank helps businesses owned by minorities, women and veterans grow and increase the number of diverse business enterprises from which they buy products and services. In 2019, their expenditures with diverse suppliers represented 14.3% of the bank's total spending and in 2020, it was 16.1% of the bank's total spending.

In Oakland, Union Bank has had a long-time partnership with the Western Regional Minority Supplier Development Council (WRMSDC). WRMSDC is headquartered in Oakland and supports the growth and welfare of minority communities by championing the use of minority-owned businesses in Northern California, Nevada, and Hawai'i. They advance business opportunities for certified minority business enterprises and connect them to Corporate Members. Every year, the minority businesses they work with create over 760,000 jobs, generate over \$11B in revenue, and contribute over \$687.7M in taxes.

Funded by Union Bank, the WRMSDC has established the Corporate Ready Program to ensure a steady stream of minority business enterprises (MBEs) are prepared to meet corporate demands. These MBEs will receive a Corporate Ready designation and opportunities to showcase their "readiness" to WRMSDC Corporate member decision makers.

VII. Philanthropy

The mission of the MUFG Union Bank Foundation is to make philanthropic investments that expand access to economic opportunity in low- and moderate-income communities. Their strategic priorities include:

- Economic Development (*Catalyze economic growth and prosperity*)
- Affordable Housing (*Improve housing stability and affordability and influence public policy*)
- Stewardship and Sustainability (*Support environmental and social well-being*)

Union Bank contributed a total of \$1,946,000 in grants and event sponsorships in 2019 and 2020 to 60 nonprofit organizations located in the City of Oakland. This amount also includes the additional grants they provided to Oakland based organizations as part of their COVID-19 response.

Thus far in 2021, Union Bank has provided \$122,500 to 11 organizations based in the City of Oakland. A list of all Union Bank's grantees in the City of Oakland is in **Attachment B**, herein.

Highlights

In 2019, as part of their *Advancing Communities Forward* initiative, Union Bank provided two-year general operating support grants totaling \$250,000 to the following small business development organizations: ICA Fund Good Jobs; Centro Community Partners; and Mandela Partners. All three organizations are based in Oakland.

In addition, Union Bank provided a two-year \$200,000 grant to the Women's Social Entrepreneurship Center (WSEC). This funding will help WSEC grow and expand its program serving women facing the greatest barriers to entrepreneurship. Located on the corner of International and Seminary Avenues in East Oakland, WSEC will serve the community and provide a space for formerly incarcerated women and immigrant women seeking self-sufficiency and economic mobility through business ownership. Union Bank worked directly with the City of Oakland Economic Development team on this project as they had also intended to use the location to provide technical assistance to small businesses in East Oakland. When City of Oakland Economic Development team members can meet with clients in person again, they plan on using this location.

Union Bank provided \$25,000 in seed funding to the East Oakland Black Cultural Zone so they can create a Community Development Corporation (CDC). Union Bank also worked directly with the City of Oakland Economic Development team on this effort.

In addition to supporting organizations in East Oakland, Union Bank also funded community-based organizations located in various neighborhoods including The Unity Council and La Clinica in the Fruitvale; ASIAN Inc. (Oakland office) and Filipino Advocates for Justice in Chinatown; and Mandela Partners in West Oakland.

To help address homelessness, in 2019 Union Bank provided a grant to the Oakland Fund for Public Innovation to support Oakland's Cabin Communities, which help unsheltered residents move off city streets into safe communities where they receive services and support finding housing. More importantly, Union Bank provided grants and loans to affordable housing developers like EBALDC to build permanent housing solutions for those who are homeless or at risk of becoming homeless.

In 2020, the MUFG Union Bank Foundation continued supporting their nonprofit partners in Oakland and provided additional funding to many organizations at the frontlines of this pandemic.

COVID-19 Response

In March 2020, as the impact of the pandemic became apparent, Union Bank announced its plan to donate \$3 million throughout their footprint to assist in the COVID-19 relief efforts. Since then, their Foundation has directed funds to local community-based organizations working

closely with small business owners and microenterprises as well as organizations providing immediate emergency relief. In addition, Corporate Social Responsibility Officer, Trina Villanueva was asked by City staff to join the **Oakland COVID-19 Relief Fund Community Advisory Group**.

To assist small businesses in Oakland, Union Bank provided support to:

- Working Solutions for the City of Oakland’s Small Business Emergency Grant program;
- The Unity Council to assist Fruitvale businesses;
- ICA Fund Good Jobs for their Rapid Recovery Liquidity Fund; and
- Prospera for their Latina Entrepreneur Resiliency Fund.

For emergency relief, Union Bank provided grants to the:

- Oakland COVID-19 Relief Fund;
- International Rescue Committee - Center for Economic Opportunity – Oakland; and
- Alameda County Community Food Bank.

Racial Equity/Economic Recovery

In the aftermath of the social unrest that happened nationally, Union Bank announced in June 2020 their **Community Recovery Program (CRP)**, [Community Recovery Program | Union Bank](#), a \$10 million initiative to support nonprofit organizations throughout their footprint that are dedicated to social and economic justice in communities of color. This program focuses on building economic stability, including supporting access to capital, entrepreneurship, job retention, retraining and providing critical social safety net services. Union Bank began accepting applications for the CRP in August 2020 and are currently reviewing requests monthly. Thus far, Union Bank has provided \$394,000 in grants to the following 14 Oakland based nonprofit organizations:

To assist small businesses, Union Bank provided support to:

Black Cultural Zone Community Development Corporation	Akoma Outdoor Market
Centro Community Partners	Technical Assistance for COVID-Impacted Women and Minority-led Small Businesses
ICA Fund Good Jobs	Accelerator program for companies primarily owned by entrepreneurs of color and women
Main Street Launch	African American Entrepreneurship Institute
Pacific Community Ventures (PCV)	Crisis Relief Loans + Grants to Support Small Business Owners of Color
The Unity Council	The Fruitvale Small Business Program

To promote job training and retention, Union Bank provided support to:

Genesys Works	College and Career Support for Underserved BIPOC Students
Mandela Partners	Re-Generate Opportunity (Re-Gen) Program for formerly justice involved individuals in Alameda County
Oakland Digital (BRIDGEGOOD)	Immediate support for job seeking Creatives & Designers of color (User Experience (UX) / User Interface (UI) / Visual Design)
Rising Sun Center for Opportunity	Opportunity Build - launching careers in the union construction trades
The Hidden Genius Project	Intensive Immersion and Catalyst programs that mentor and train Black male high school students in technology creation, entrepreneurship, and leadership skills

To increase access to safety net services, Union Bank provided support to:

Community Development Finance	Intensive financial coaching and lending at lower rates with deferments
Marcus Foster Education Institute	Regional pre-college financial literacy and workforce program within three Bay Area high schools and Laney College
Oakland Promise	Brilliant Baby

VIII. Employee Volunteerism

In 2019, Union Bank employees provided over 1,500 volunteer hours to Oakland-based nonprofits, offering technical assistance, fundraising, financial literacy and other services. In 2020, their employees logged in 327 volunteer hours with Oakland nonprofits. The significant decline was due to COVID-19 restrictions. Among the organizations that benefitted from their employee involvement include:

- Alameda County Community Food Bank
- East Bay Asian Local Development Corporation (EBALDC)
- Family Support Services
- La Clinica de la Raza
- Northern California Supplier Development Council (NCSDC)
- National Coalition for Asian Pacific American Community Development
- Oakland Children’s Fairyland Inc.
- OCCUR
- Reading Partners

- St. Paul's Senior Homes & Services

IX. Federal Home Loan Bank of San Francisco

Union Bank has been a long-standing partner of the Federal Home Loan Bank of San Francisco, participating in many of their community programs that benefit affordable housing, first-time homebuyers, small businesses and economic development.

AHEAD Program

The Access to Housing and Economic Assistance for Development (AHEAD) program is a highly competitive grant program that supports innovative, targeted initiatives that will create new economic opportunity or fill critical social service gaps by expanding proven development models or piloting new interventions.

In September 2020, Union Bank was awarded \$37,500 in grant funding to support the Black Cultural Zone Community Development Corporation (BCZ CDC) whose mission is to innovate, incubate, inform and elevate community driven projects that allow their people and culture to thrive. This organization works on behalf of and with the Black community with a focus on current and legacy East Oakland residents, businesses, entrepreneurs, organizations and artists. This project will establish a Black Cultural Zone Hub to revitalize dilapidated or underutilized storefront spaces designed to bring the Black community together by providing space for artists, wellness centers, retail, dining areas, co-working space for local entrepreneurs, and a one-stop community service center to assist with technical assistance and financial literacy education.

WISH & IDEA First-Time Homebuyer Programs

Union Bank partners with the FHLB to offer the WISH (Workforce Initiative Subsidy for Homeownership) and the Individual Development and Empowerment Account (IDEA) Programs. Both WISH and IDEA programs offer eligible first-time homebuyers 4-to-1 matching grants up to \$22,000 that can be applied to down payment and closing costs for the purchase of a home. The WISH Program helps working families and individuals move from renting to owning and can complement or supplement many local, state, and federal homeownership programs and initiatives. The IDEA Program helps homebuyers who have been saving for the purchase of their first home through an Individual Development Account (IDA) or by participating in their local housing authority's Family Self-Sufficiency homeownership program or in a lease-to-own program administered by a government entity or nonprofit organization.

As of 10/05/21, the Bank has funded two WISH grants in Oakland MSA, totaling \$44,000.00.

Union Bank believes in a comprehensive approach to community reinvestment. Throughout their footprint, Union Bank use all the tools they have available to demonstrate their commitment to local communities and to increase economic opportunities especially for low to moderate income

communities and communities of color. Union Bank indicates they will continue to collaborate with the City of Oakland to ensure their work aligns with community needs.

BANKING SERVICES AMONG OTHER CITIES

Staff has reached out to multiple cities to inquire information on their banking services and contract. The below table summarizes the data received from the City of Sacramento, City of Long Beach, City of Los Angeles, and City of San Leandro.

	City of Oakland	City of Sacramento	City of Long Beach	City of Los Angeles	City of San Leandro
Current Bank	MUFG Union Bank	JP Morgan Chase	MUFG Union Bank	JP Morgan Chase	Wells Fargo
Term of Contract	3yrs + (3) one year extension	5 years + (2) one year extension	3 + (7) one-year Extension	5 years + 5 yrs extension	initial 5 years + extension
How often does bank change?	3 years	Once in the last 25 yrs	Per Contract Term	5-10 years	10-11 years
How many bank(s) are being used?	1 Bank	1 Bank	2 Banks (MUFG & BofA)	1 Bank	1 Bank
Annual Transaction Report (Estimated)	\$1,853,000,000	\$1,737,000,000	\$6,300,000,000	\$55,000,000,000	\$270,000,000
Annual Fee (Estimated)	\$275,000	\$1,100,000	\$840,000	\$20,000,000	\$12,000
Armor Car Provider	Brinks	Garda	Loomis	Brinks	Brinks
Custodial Bank	MUFG Union Bank	JP Morgan Chase	Wells Fargo Bank	BNY Mellon	MUFG Union Bank

As shown in the table above, long-term contracts for banking services are common among cities due to the intense process and resources incurred when changing bank providers. Also, it is customary to retain one bank for depository banking services.

The annual banking fees are primarily the result of banking transactions and will fluctuate with the volume of banking activity in a given year. The actual costs will depend largely on the volume of services provided and can be partially offset with banking credits earned based on the levels of cash balances in a compensating account. Staff looked at uncoupling opportunities available for banking services to find cost savings, however, the City already has separate contract for armored car, merchant services, and purchasing card services with different providers. Due to the complexity of the City’s banking structure, the City retained one bank to provide depository banking services. In addition, carving out certain depository and custodial services can have a fiscal and operational impacts such as increase costs because the City would not receive the lump sum pricing benefit and could lead to operational inefficiencies.

For questions, please contact Erin Roseman, Director of Finance, at (510) 238-2026.

Respectfully submitted,



Erin Roseman
 Director of Finance, Finance Department

Attachments (2):

Attachment A-- 2016-2020 Community Service Action Plan (CSAP)

Attachment B-- A list of all Union Bank’s grantees from 2019 – YTD 2021

Community Commitments

2016-2020



Community Service Action Plan (CSAP)

MUFG Union Bank, N.A.
A member of MUFG, a global financial group



“Year after year, our bank steps up to address the needs of its communities, continually strengthening our reputation as a responsible financial institution. In return, that trust allows us to build the long-term relationships that fuel our growth, and we remain dedicated to doing well by doing right.”

— Steve Cummings
President and Chief Executive Officer
MUFG Union Bank, N.A.



Heart Walk
San Francisco, California

Table of Contents

From The West Coast President and Head of Corporate Social Responsibility	4-5
Our 11 Community Tenets.....	6
Highlights of the <i>Community Service Action Plan</i>	7
Committed to California	8-9
Community Tenet 1: Economic Development.....	10-11
Community Tenet 2: Small Business Lending.....	12-13
Community Tenet 3: Multi-Family Affordable Housing Lending.....	14-15
Community Tenet 4: Single Family Affordable Housing Lending.....	16-17
Community Tenet 5: Branch Technology and Deposit Products	18-19
Community Tenet 6: Philanthropy.....	20-21
Community Tenet 7: Environmental Stewardship	22-23
Community Tenet 8: Community Advisory Board	24-25
Community Tenet 9: Supplier Diversity	26-27
Community Tenet 10: Innovation.....	28-29
Community Tenet 11: Workforce and Board Diversity	30-31
In Memoriam	32-33

From The West Coast President

Great communities and great banks nourish each other, something we have recognized and respected at Union Bank® for over 150 years. We understand that our organization will only be as healthy and successful as the families, businesses and neighborhoods we serve. In the spirit of that tradition, I'm proud to present the MUFG Union Bank, N.A., 2016-2020 *Community Service Action Plan (CSAP)*, the formal roadmap to the reinvestments we will make in our communities over the next five years.

This is our third CSAP over the past 20 years. We approached this process thoughtfully, taking ample time to engage in meaningful dialogue with a wide range of the bank's valued customers. Our new plan outlines specific, measurable goals and commitments for our community-related investments and activities across 11 tenets of focus that were carefully selected to address emerging community needs in the current dynamic environment.

We place the highest value on energetic and proactive community reinvestment, whether through steadfast support of small businesses and affordable housing, superior supplier diversity spending, innovative sustainability initiatives, generous philanthropic grants from the MUFG Union Bank Foundation, or the volunteer efforts of our dedicated workforce. We also believe that a responsible bank has a duty to help address root causes of the entrenched challenges in its underserved communities, and we continue to place the highest priority on innovative programming specifically designed to assist low- to moderate-income individuals.

Most financial institutions talk about giving back, and many do a fine job. But few are willing to commit to a detailed, multiyear plan. By presenting this document and promising to publicly share our progress in achieving its goals, we invite the public partnerships and accountability that will keep us on course. We will continue to depend on constructive collaboration with local community-based organizations, civic leaders, nonprofit groups and other stakeholders as we implement these new commitments. Working together, we will succeed at building the healthy communities that help us all thrive.



Tim Wennes
West Coast President
MUFG Union Bank, N.A.



From the Head of Corporate Social Responsibility



Energetic, creative, and generous reinvestment in our communities is a hallmark of MUFG Union Bank, N.A., and a fundamental part of our mission. I am excited to share our 2016-2020 *Community Service Action Plan* (CSAP) and to continue our legacy of unwavering support for the people and places we serve. Each unit of our business, in all of our markets, will contribute to this effort as we strive to put our values into action through the 11 Community Tenets we highlight in this document.

Our progress toward meeting the commitments of this CSAP will continue to be published annually, and discussed at an annual meeting to be attended by community leaders from throughout the MUFG Union Bank, N.A., footprint. We will review these commitments each year in light of our performance and current economic conditions, and make any adjustments that may be required.

This CSAP differs in some important ways from our previous plans, which were first introduced in 1996. Our commitment period is now five years, rather than ten, to give us greater flexibility to respond to evolving needs and priorities in our communities. In addition, some dynamic commitments previously expressed as a percentage of earnings have been replaced by fixed pledges. We believe this more stable approach will provide our community partners with greater certainty about our investments, which will be less vulnerable to changing economic tides.

Even more meaningful are the elements that will stay the same. We will continue our drive toward systemic and collaborative solutions to address our greatest challenges, particularly in low- to moderate-income (LMI) communities. Our core strategic focus areas will remain education, environmental sustainability, affordable housing, economic development, and health and human services. And we will keep striving to earn the respect of our customers, neighbors, and partners as the most trusted financial institution operating today.

Sincerely,

A handwritten signature in black ink, appearing to read 'Julius Robinson', written in a cursive style.

Julius Robinson
Head of Corporate Social Responsibility for the Americas
MUFG Union Bank, N.A.

Our 11 Community Tenets

1 Economic
Development

2 Small Business
Lending

3 Multi-family Affordable
Housing Lending

4 Single Family Affordable
Housing Lending

5 Branch Technology
and Deposit Products

6 Philanthropy

7 Environmental
Stewardship

8 Community
Advisory Board

9 Supplier
Diversity

10 Innovation

1 Workforce and
Board Diversity



Union Bank Habitat
for Humanity volunteers

Highlights of the *Community Service Action Plan*

2016–2020 GOALS AND COMMITMENTS

\$100 Million

to support economic development in low- to moderate-income (LMI) communities

\$85 Million

in philanthropic grants and investments

\$7 Billion

in Community Reinvestment Act (CRA) reportable small business lending

\$25 Billion

in environmental financing and investment

\$1.75 Billion

in multi-family affordable housing lending

15 Percent

of total bank spending to go to Diverse Business Enterprises (DBEs)

\$3.5 Billion

in CRA-qualified mortgage lending

\$55 Million

toward Community Development Financial Institution (CDFI) loans



500



Committed to California

The predecessor to MUFG Union Bank, N.A., The Bank of California, was founded in San Francisco in 1864, and is one of the state's oldest banks. California and its diverse communities have historically played—and will continue to play—a vital role in our future.

We remain steadfast in our commitment to the delivery of products, services and financial support throughout the state, with an emphasis on those communities most severely impacted by the economic downturn and uneven recovery. The organization will continue equitable distribution of its lending, investment and philanthropic resources aligned with our market presence in the state.

Ensuring a tradition of transparency, we will continue to annually report our performance within the *Community Service Action Plan*, including metrics specific to California. Additionally, MUFG Union Bank, N.A., will regularly solicit feedback from a broad range of constituents, including its Community Advisory Board, and will benchmark performance against its peers as part of a continuous improvement strategy designed to sustain its position as an innovator in community economic development.

Community Tenet 1



Fresno Food Expo
Fresno, California

FRESNO

E&S

W8

UnionBank

FRESNO
FOOD
EXPO

FRESNO
FOOD
EXPO

UnionBank

FRESNO
FOOD
EXPO

FRESNO
FOOD
EXPO

FOOD
EXPO

FRESNO
FOOD
EXPO

FRESNO
FOOD
EXPO

FRESNO
FOOD
EXPO

FRESNO
WB

FRESNO
FOOD
EXPO

FRESNO
FOOD
EXPO

UnionBank

1 Commitment in Action: Economic Development

A vibrant economy is a critical foundation for healthy communities. Promoting economic development and shared prosperity are core priorities for our business. Through our loans and investments, MUFG Union Bank, N.A., will foster growth in low- to moderate-income (LMI) areas and help create jobs for LMI individuals.

DRIVING ECONOMIC DEVELOPMENT IN FRESNO

When a multifaceted financial institution like MUFG Union Bank, N.A., concentrates its efforts on one single location, the impact can be tremendous. Just look at Fresno, California—the site of our first “place-based” initiative summoning resources from throughout our bank to promote economic development.

The three-year Fresno Community Economic Development Initiative has focused on assisting small businesses, expanding services to LMI communities, promoting health and wellness, aiding public school students and more, all in partnership with local government, community groups and nonprofit organizations. We’re proud of our accomplishments in Fresno, and look forward to continuing to make a difference in California’s Central Valley and throughout our many marketplaces.

WE COMMIT TO

- **Increasing CRA investments by \$45 million over the five-year term to \$100 million in total investments in Small Business Investment Companies (SBIC) and like entities.**
- **Expanding the Equity Equivalent Loan (EQ2) Program and community development lending from \$10 million by at least \$30 million with a maximum portfolio of \$55 million by 2020.**
- **Providing \$2.5 billion in loans to non-profits which address the health, human services, economic development, environmental sustainability, affordable housing and education needs of LMI individuals and neighborhoods over the five-year period.**

Community Tenet 2

The Founders of
Grow Marketing,
San Francisco, California



2 Commitment in Action: Small Business Lending

Small businesses are the engines of our economy. MUFG Union Bank, N.A., is committed to supporting small businesses through a major lending effort, totaling \$7 billion over our five-year commitment period. Our focus will continue to be on smaller loans to businesses, and our goal is to sustain a ratio of lending such that 75 percent of CRA-qualified small loans to business are less than \$150,000 in size.

THE SMALL BUSINESS DREAM

Loans to small businesses are a rapidly growing segment of our business. Between 2010 and 2014, our SBA Loan Originations (SBA 7a and SBA 504) totaled \$728 million—and the figure continues to rise.

Grow Marketing, a female-owned marketing and PR firm, was a dream come true for its two founders. With clients like Google and General Electric, business was growing so fast that the firm recently needed to find a larger office.

With the help of MUFG Union Bank, N.A., the co-owners secured an SBA loan with a favorable interest rate and received help from a bank credit officer to finance construction costs for the space. Now, the pair work out of a beautiful new office in San Francisco's historic Jackson Square, and continue to thrive.

WE COMMIT TO

- **The extension of our multi-year Request for Proposals (RFP) grant program to fund \$750,000 per year in Small Business Technical Assistance through the term of the plan.**
- **Establishing three Small Business Technical Resource and Assistance Centers (TRACs) to increase small business loans to spur local economic growth.**
- **Continuing our Business Diversity Lending program that provides working capital to credit-worthy small businesses that are at least 51 percent owned and actively managed by minorities, women and veterans to stimulate the growth of eligible emerging enterprises.**
- **Committing to continue to refer to the CDFI community-eligible small business loans at a rate of 30 percent.**

Community Tenet 3



Rosslyn Hotel
Los Angeles, California

3 Commitment in Action: Multi-Family Affordable Housing Lending

Access to safe, affordable housing for individuals and families is a cornerstone for stable and thriving communities. MUFG Union Bank, N.A., will continue to invest in housing throughout our footprint for those with low incomes or with special needs, including seniors, veterans, and the formerly homeless.

OPENING DOORS IN CALIFORNIA

Surging real estate and rental costs are putting decent housing out of reach for many in California's major cities. But the work of the Community Development Finance (CDF) group is having a positive impact.

In San Francisco, CDF recently provided financing to help rehabilitate the 175-unit Tenderloin Family Housing complex for low-income families who would otherwise struggle in the costly city. And in Los Angeles, CDF helped a nonprofit partner rehabilitate the historic Rosslyn Hotel, a once-celebrated landmark that now offers 264 apartments for low-income residents, including previously homeless veterans. Both locations also offer a variety of supportive services to help residents remain healthy and independent.

WE COMMIT TO

- **Allocating \$1.75 billion to finance acquisitions, construction, rehabilitation, and retention of multi-family affordable housing units including urban transit oriented and rural developments throughout the bank's footprint.**
- **Setting aside \$5 million in new predevelopment financing in the form of EQ2 investments to be funded over the next five years in order to strengthen affordable housing development.**
- **Growing new relationships in the affordable housing community.**

Community Tenet 4



The Economic Opportunity Mortgage helps make home ownership more affordable

4 Commitment in Action: Single-Family Affordable Housing Lending

MUFG Union Bank, N.A., supports responsible home ownership, including for members of LMI communities and residents of LMI areas. The organization has been expanding its mortgage lending products to include Conforming and FHA loan products. We will also continue to support eligible down payment assistance programs, such as the Federal Home Loan Bank's WISH and IDEA down payment assistance programs and work closely with nonprofit partners to increase the number of loans to low- to moderate-income borrowers.

A HELPING HAND FOR HOMEOWNERS

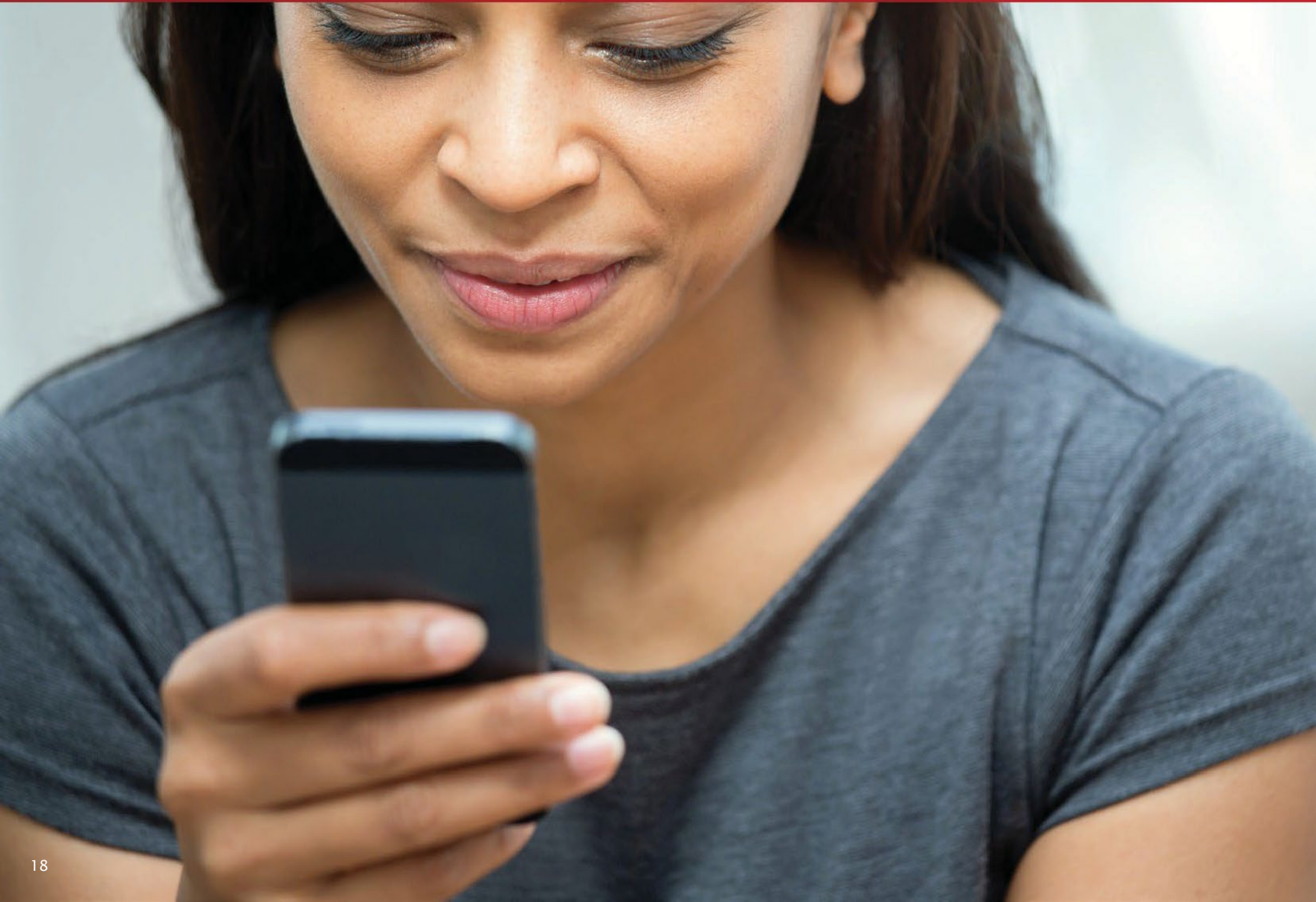
Our Economic Opportunity Mortgage® (EOM) puts responsible homeownership within reach for thousands of individuals and families.

EOM loans feature competitive interest rates and more affordable payments because private mortgage insurance isn't required. Applicants with limited credit history may still qualify for an EOM loan since we can consider their rental and utility payment history during underwriting.

WE COMMIT TO

- **Allocating \$3.5 billion in CRA-related mortgage lending over the five-year term.**
- **Reaching a goal to make at least 25 percent of the number of loans reportable under the Home Mortgage Disclosure Act toward LMI community borrowers**
- **Extending \$500,000 of our multi-year Request for Proposals (RFP) grant making program to fund homeownership counseling for first-time homebuyers.**

Community Tenet 5



5 Commitment in Action: Branch Technology and Deposit Products

Access to banking services can help families and individuals remain financially stable and plan for a secure future. Saving, investing, and growing wealth can all be accomplished more successfully with a bank's support. We are devoting significant resources to the development of customer education around new technologies that will continually make banking easier and more convenient for the wide range of populations we serve.

EXTENDING THE BENEFITS OF BANKING

The Union Bank Access Account is the bank's latest initiative to serve even more individuals and households with the stability and dependability that a bank account can provide.

The low-cost Access Account was the result of our ongoing community conversations about serving LMI individuals. The account has no set-up fee, avoids the risk of overdraft fees, and allows transactions to be made in branch offices as well as by ATM or online. We look forward to broadening our products and services even more widely to ensure that every community can enjoy the benefits of banking in ways that meet their needs.

WE COMMIT TO

- **Maintaining our Union Bank Access Account, an innovative and low-cost product designed for LMI individuals**
- **Promoting savings throughout its marketplace through participation in programs like America Saves, Earned-Income Tax Credit programs, and Volunteer Income Tax Assistance sites**
- **Developing and using technology to deliver effective, efficient, economical and accessible financial services to the LMI community.**

Community Tenet 6



Union Bank Operation HOPE volunteers teach financial literacy to students at the Boys & Girls Clubs of Sonoma Valley.

6 Commitment in Action: Philanthropy

MUFG Union Bank, N.A., is proud of our enthusiastic, sustained, and meaningful contributions to our communities through our direct philanthropic investments and the incredible volunteer spirit of our workforce. By supporting the work of high-impact nonprofit organizations, we can help to effect real and lasting change in the areas where we operate.

SHARING THE FUNDAMENTALS OF FINANCIAL LITERACY

For today's young people, leading a fulfilling and rewarding life will require a solid grasp of banking, saving, and investing. Our employees share their expertise in financial education with thousands of students every year.

In 2014 alone, our employees donated more than 11,000 volunteer hours to teaching financial literacy, building on well-established partnerships with such respected organizations as Junior Achievement, Operation HOPE, and Boys & Girls Clubs. Promoting financial education to young people, as well as adults, will remain a core commitment.

WE COMMIT TO

- **Making a commitment to philanthropy of at least \$15 million annually, including \$1.25 million set aside for technical assistance previously listed within small business and mortgage lending. Increase from 60 to 65 percent the donations to benefit LMI communities**
Directing at least 90 percent of our charitable giving in support of the following five strategic categories: affordable housing, community economic development, education, environment, and human services.
Continuing our support of employee volunteerism by providing up to three days (24 hours) of paid time off for eligible non-exempt staff, and encourage board service by our executives on a pro-bono basis.

Community Tenet 7



7 Commitment in Action: Environmental Stewardship

Operating our business in a sustainable and environmentally responsible manner is a key component of our commitment to environmental stewardship. As the country faces critical climate changes that are having significant negative impacts on the health of local business, individuals and communities, our organization is committed to doing its part in restoring and sustaining our shared environment through lowering its own carbon footprint and supporting programs that promote access to clean water, energy efficient management and innovative transportation solutions for the good of current and future generations.

INVESTING IN CLEANER AIR

A major industrial business in Texas recently took a step toward sustainability, thanks to MUFG Union Bank, N.A.

Our Environmental Services Group provided Texas Disposal Systems (TDS) with financing to switch its large fleet of diesel trucks to natural gas-fueled models. Thanks to this investment, the fleet operated by TDS—one of the nation's largest independently owned waste management companies—has reduced its ozone-forming emissions by nearly 80 percent.

WE COMMIT TO

- **Reducing our greenhouse gas emissions by 14 percent over five years.**
- **Providing \$25 billion in environmental financing and investments over five years, with 25 percent to benefit LMI communities.**

Community Tenet 8



The 2015 Community Advisory Board

**Back (L-R): Hyepin Im, Viola Gonzales, Gabe del Rio, Tunua Thrash-Ntuk, Shashi Hanuman, Rob Weiner, Timothy Russell
Front (L-R): Joe Coto, Maiko Winkler-Chin, Marsha Bailey (Chair), Pamela Isom**



Commitment in Action: Community Advisory Board

The MUFG Union Bank, N.A., Community Advisory Board (CAB) is comprised of diverse leaders from throughout our footprint, and provides invaluable insight into the communities where we operate to make sure we're adequately meeting their needs. In particular, our CAB helps us stay connected to the perspectives and priorities of LMI populations and communities of color.

2015 COMMUNITY ADVISORY BOARD

Membership includes representation from all of the organization's markets, with a balance of ethnic diversity, program expertise, and professional experience.

CAB members act in a non-binding advisory role, providing advice and counsel that keeps our bank closely connected to the unique needs of the communities we serve.

Members guide the organization in its community reinvestment activities in affordable housing, small business and economic development, consumer loans and services, charitable gifts, environmental, and other community enterprises.

WE COMMIT TO

- **Expanding our CAB membership to ensure equitable representation beyond our legacy footprint.**
- **Seeking nominations from community-based organizations, civic leaders, and others.**

Community Tenet 9



The organization has an award-winning Supplier Diversity program that underwrites and coordinates many programs to support diverse businesses

9 Commitment in Action: Supplier Diversity

Embracing, supporting, and celebrating diversity is a central value for MUFG Union Bank, N.A. Indeed, we believe the vibrant diversity of our marketplace and all of the United States is one of our greatest strengths. We proudly maintain a robust Supplier Diversity program, and pursue many other steps to support diverse business enterprises (DBEs), which include businesses owned by ethnic minorities, women, and veterans.

HELPING DIVERSE ENTREPRENEURS SUCCEED

For more than a decade, MUFG Union Bank, N.A., has helped small business owners from varying backgrounds attend the Management Development for Entrepreneurs program at the UCLA Anderson School of Business. This certificate program provides a meaningful opportunity for entrepreneurs to expand their skills in areas such as financial analysis, marketing, and strategy development. Participants also cultivate and enlarge their professional networks.

We will continue to provide scholarships each year for diverse business owners to attend this program in Los Angeles, as well as a similar program at the University of Washington in Seattle.

WE COMMIT TO

- **Directing an overall diverse spend goal of 15.5 percent (beginning at 13 percent increasing 0.5 percent per year). Within California, a diverse spend goal of 17.5 percent (beginning at 15 percent increasing 0.5 percent per year).**
- **Establishing a goal of 15 percent (of total RFP candidates) with annual .05 percent incremental of DBE to be included in the procurement RFP process to reach 17.5 percent.**
- **Continuing our formal technical assistance initiatives with implementation to be phased in over the five-year commitment period beginning with Corporate Real Estate.**
- **Sponsoring entrepreneurial management development programs.**
- **Supporting organizations dedicated to veterans' small business development through an RFP process to provide funds for technical assistance, capital through lending programs, and qualified certifications status.**
- **Committing to hosting "Let's Do Business" vendor events and/or Cyber Crime Seminars within the organization's footprint.**

Community Tenet 10



Union Bank student-run branch at Loara High School in Anaheim, California

1

Commitment in Action: Innovation

MUFG Union Bank, N.A., believes in constant improvement, continually seeking out creative and innovative ways to assist the communities in which we do business. When it comes to strengthening our communities, we aspire to remain on the leading edge in all of our diverse work.

HIGH SCHOOL BANK BRANCHES

When it comes to learning, there's no substitute for hands-on experience. That's why our unique student-run branch program has had such a meaningful impact. MUFG Union Bank, N.A., operates three branches in high schools located in LMI communities in Fresno and Los Angeles that are fully staffed by students, giving them valuable insight into the world of banking as well as leadership and professional development.

Based on the program's early success—including a strong correlation between student participation and subsequent college enrollment—the program is expected to expand in the near future.

WE COMMIT TO

- **Allocating funds to support development and ongoing research to enhance economic impact, wealth building, financial literacy, housing and support to small business in our communities.**
- **Continuing to act as a catalyst for community partnerships between the public/private sectors to address the needs of underserved communities in the markets we serve and nonprofits.**

Community Tenet 11



**Inclusion and diversity are
fundamental to the organization**

11

Commitment in Action: Workforce and Board Diversity

At MUFG Union Bank, N.A., diversity is both a respect and appreciation for all the ways we are both similar and different which include generation, ability, race and gender. We are committed to recruiting, hiring, developing, promoting, and retaining a diverse and multidimensional workforce capable of meeting the ever-changing expectations of the marketplace. Our workforce reflects the multicultural communities we serve.

Our Employee Resource Groups (ERGs) are just one way we demonstrate our commitment to ensuring our colleagues understand that similarities and differences are honored and valued. We currently have seven Employee Resource Groups (ERGs) that empower colleagues to strengthen relationships, advance the vision and values of MUFG Union Bank, N.A., and build momentum across our entire organization.

Our ERGs are aligned with key markets and employee populations with a focus on race, generation, veteran status, gender, and sexual orientation.

Their members voluntarily come together for the benefit of all employees, our customers, our business, and the community. ERGs help to reinforce our values by executing our inclusion and diversity strategy, promoting personal and professional development, facilitating mentoring opportunities, functioning as a bank resource, and providing customer insights. Membership is open to all interested employees.

WE COMMIT TO

- **Publishing annually our workforce diversity composition in keeping with EEOC standards.**
- **Providing the diversity composition of our Board of Directors**
- **Posting both workforce and Board demographics on our MUFG Union Bank, N.A., public website.**

Adelante
Hispanic/Latino
Employee Resource Group

ASPIRE
Asian Pacific Islander
Employee Resource Group

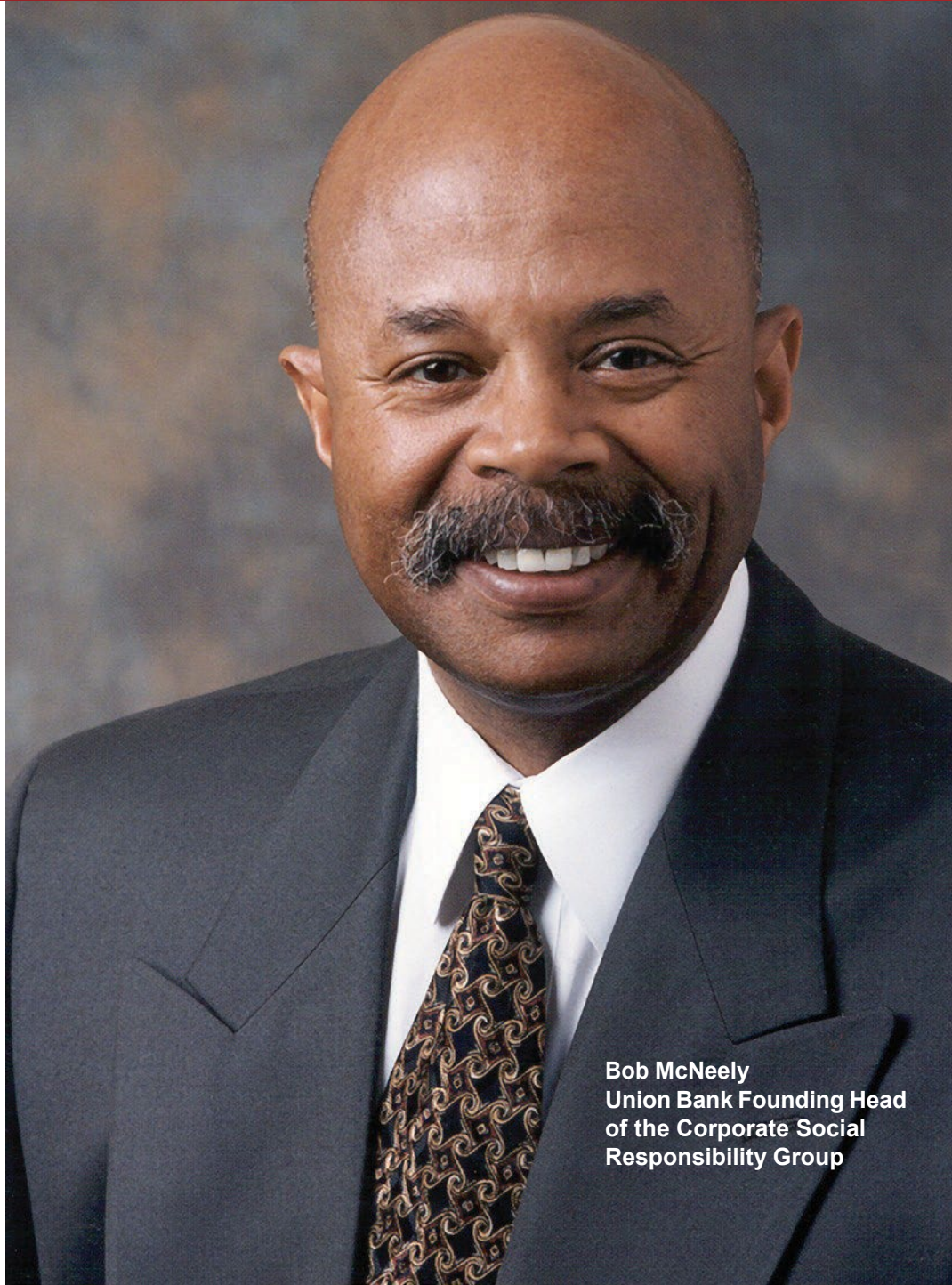
NextGen Leaders
Generational Employee Resource Group

Pride Alliance
LGBTQ+ Employee Resource Group

PULSE
African American/Black
Employee Resource Group

SERVE
Veterans'
Employee Resource Group

WIN
Women's
Employee Resource Group



Bob McNeely
Union Bank Founding Head
of the Corporate Social
Responsibility Group

In Memoriam

ROBERT A. McNEELY
1939-2015

This *Community Service Action Plan* is dedicated to Bob McNeely, the architect behind the first *Community Service Action Plan* of Union Bank and a 41-year employee of Union Bank and its predecessor institutions. A Corporate Social Responsibility pioneer, Bob recognized that community investments are more than a moral obligation—they represent an opportunity for the bank to form impactful relationships with organizations that are working to build stronger, more resilient neighborhoods.

“You have to seed and fertilize communities, through investments, like a garden. It takes a while for them to germinate, and then finally they will yield a crop. If you loan to a business, it will be successful if people are willing to work hard.”

— *Bob McNeely*

Notes

Notes

www.mufgamericas.com/corporate-social-responsibility



©2016 Mitsubishi UFJ Financial Group, Inc. All rights reserved. The MUFG logo and name is a service mark of Mitsubishi UFJ Financial Group, Inc., and is used by MUFG Union Bank, N.A., with permission; Union Bank is a registered trademark and brand name of MUFG Union Bank, N.A., Member FDIC.

8912981 (03/16)



List of MUFG Union Bank Grantees in the City of Oakland

2019, 2020 and YTD 2021

The MUFG Union Bank Foundation makes philanthropic investments that expand access to economic opportunity in low- and moderate-income communities. Our strategic priorities include: **Economic Development; Affordable Housing; and Stewardship & Sustainability.**

Union Bank has contributed a total of **\$2,113,500** in grants and event sponsorships in 2019, 2020 and as of 9/30/21 to **61** nonprofit organizations based in the City of Oakland. This amount includes the additional grants we provided to organizations as part of our COVID-19 response.

The following is our list of grantees located in City of Oakland.

Economic Development

General operating support to organizations that provide various community economic development and affordable housing programs.

1. Clausen House
2. East Bay Asian Local Development Corporation (EBALDC)
3. National Coalition for Asian Pacific American Community Development
4. The Greenlining Institute
5. The Unity Council

Partners in Small Business Development include:

6. BizWorld.org
7. Black Cultural Zone Community Development Corporation
8. Centro Community Partners
9. ICA Fund Good Jobs
10. Main Street Launch
11. Mandela Partners
12. Pacific Community Ventures (PCV)
13. Prospera Community Development (Prospera)
14. United Roots
15. Western Regional Minority Supplier Development Council
16. Women's Social Entrepreneurship Center

Partners in Workforce Development include:

17. GRID Alternatives
18. Oakland Digital Arts and Literacy Center (BRIDGEGOOD)
19. Rising Sun Center for Opportunity
20. Wardrobe for Opportunity

Partners in Financial Empowerment include:

21. International Rescue Committee, Center for Economic Opportunity – Oakland office
22. OCCUR

Partners providing Scholarships include:

23. 100 Black Men Bay Area
24. National Coalition of 100 Black Women Inc. Oakland-Bay Area Chapter
25. The Oral Lee Brown Foundation

Partners in Youth Development include:

26. Chapter 510 INK
27. East Bay Agency for Children
28. East Oakland Youth Development Center (EOYDC)
29. Faith Network of the East Bay dba Children Rising
30. Family Support Services
31. Filipino Advocates for Justice
32. Girls Inc. of Alameda County
33. GirlVentures
34. Martin Luther King Jr Freedom Center
35. Oakland Children's Fairyland Inc.
36. Reading Partners
37. Safe Passages
38. Super Stars Literacy Inc.

Affordable Housing

Partners in Housing Policy and Advocacy include:

39. East Bay Housing Organizations (EBHO)
40. Urban Habitat

Partners in Emergency Shelter include:

41. Oakland Fund for Public Innovation – Cabin Communities
42. St. Mary's Center

Stewardship and Sustainability

Partners providing Basic Needs/Food Security include:

43. Alameda County Community Food Bank
44. Catholic Charities of the East Bay
45. Numi Foundation
46. Oakland COVID-19 Relief Fund

Partner in Land Preservation and Resource Conservation

47. Center for Creative Land Recycling (CCLR)

Other Sponsored Programs

Leadership Development and Capacity Building:

48. East Bay Community Foundation –ASCEND:BLO (Black Led Organizations)

- 49. LeaderSpring
- 50. National Center for Youth Law
- 51. Women's Foundation of California

Arts & Culture:

- 52. Oakland Ballet Company
- 53. Oakland Museum of California

Health:

- 54. Children's Hospital & Research Center at Oakland dba UCSF Benioff Children's Hospital Oakland
- 55. La Clinica de la Raza Inc.
- 56. Teamsters Assistance Program of Northern California

Other Sponsored Events

- 57. California Rural Legal Assistance, Inc. (CRLA)
- 58. CARA Education Fund
- 59. Center for Transformative Action, Mills College
- 60. Community Initiatives
- 61. East Bay Bicycle Coalition dba Bike East Bay

Community Recovery Program

In June 2020, MUFUG Union Bank announced our **Community Recovery Program (CRP)**, [Community Recovery Program | Union Bank](#), a \$10 million initiative to support nonprofit organizations throughout our footprint who are dedicated to social and economic justice in communities of color. This program is separate from the funding we provide through the MUFUG Union Bank Foundation.

We began accepting applications for the CRP in August 2020 and are currently reviewing requests monthly. Thus far, we have provided **\$394,000** in grants to the following **14** Oakland based nonprofit organizations:

To assist small businesses, we provided support to:

1. Pacific Community Ventures (PCV) – Crisis Relief Loans + Grants to Support Small Business Owners of Color
2. ICA Fund Good Jobs – Accelerator program for companies primarily owned by entrepreneurs of color and women
3. Main Street Launch – African American Entrepreneurship Institute
4. Centro Community Partners – Technical Assistance for COVID-Impacted Women and Minority-led Small Businesses
5. Black Cultural Zone Community Development Corporation - Akoma Outdoor Market
6. The Unity Council - The Fruitvale Small Business Program

To promote job training and retention, we provided support to:

7. Mandela Partners – Re-Generate Opportunity (Re-Gen) Program for formerly justice involved individuals in Alameda County
8. The Hidden Genius Project – Intensive Immersion and Catalyst programs that mentor and train Black male high school students in technology creation, entrepreneurship and leadership skills
9. Oakland Digital (BRIDGEGOOD) – Immediate support for job seeking Creatives & Designers of color (User Experience (UX) / User Interface (UI) / Visual Design)
10. Genesys Works - College and Career Support for Underserved BIPOC Students
11. Rising Sun Center for Opportunity -- Opportunity Build - launching careers in the union construction trades

To increase access to safety net services, we provided support to:

12. Community Development Finance – Intensive financial coaching and lending at lower rates with deferments
13. Marcus Foster Education Institute – Regional pre-college financial literacy and workforce program within three Bay Area high schools and Laney College
14. Oakland Promise – Brilliant Baby

