



# City of Cambridge

7.

## IN CITY COUNCIL

Councillor Walsh

January 14, 1991

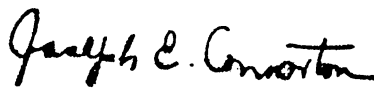
- WHEREAS:** The designation of a banking institution as an active depository for City of Cambridge deposits and/or designation to be the sole banking institution to provide complete banking services to the City for a contractually determined period of time must be rooted in data far more extensive and community-imbedded than present criteria for such designation require; and
- WHEREAS:** That a banking institution be not only located "in" the City of Cambridge but have proven track record of being an active participant in the life "of" the City from a variety of aspects is both reasonable and a socially responsible necessity prior to any such designation. Technical professional expertise and a verified positive corporate presence within the community are and must be accepted as essential elements in the assessment process. It is not enough to require, as was specified in the most recent Request for Proposal - Banking Services - City of Cambridge Finance Department, that "The successful Offeror must be an Equal Opportunity Employer" (copy attached); and
- WHEREAS:** Referencing my Council Order of October 15, 1990, as adopted (Certified Copy of said Order and addenda attached), a most effective vehicle for assuring the expanded assessment is utilization of the content of Community Reinvestment Reports which, effective on July 1, 1990, are to be made available by individual banks to the general public for critique and assessment. As should be noted on the attached copy of same, the CRA Rating System ranges from "Outstanding" and "Satisfactory" to "Needs to Improve" to Substantial Noncompliance" so far as a particular bank's participation in the full life of the community is concerned; now therefore be it
- ORDERED:** That City Manager be and hereby is requested to begin to assemble the necessary mechanism which will incorporate these expanded criteria into the data for assessment for designation and/or renewal of designation of a bank as an active depository for City of Cambridge funds or as a bank empowered to provide complete Banking Services to the City during a contractually determined period of time; and be it further

ORDERED: That such mechanism assure that Bank Offerors, either as active depository or as entity to provide complete banking services, include Certified Copies of the two most recent CRA reports as an essential element in the submitted proposal. As part of the mechanism, Offerors should be advised that any grade less than "Satisfactory" on these reports will preclude their designation for the position being sought; and be it further

ORDERED: That the City Manager assure that, so far as active depositories are concerned, this mechanism be in place by July 1, 1991 and operative on January 1, 1992; so far as the entity to provide complete banking services to the City, the mechanism be in place by September 1, 1991 and operative no later than six months prior to the next published Request for Proposal of same by the Purchasing Agent for the city of Cambridge; and be it further

ORDERED: That the City Manager provide this City Council with a progress update on this matter by February 25, 1991 and subsequent monthly updates of progress up to July 1, 1991.

In City Council January 14, 1991.  
Adopted by the affirmative vote of nine members.  
Attest:- Joseph E. Connarton, City Clerk.

A true copy;   
ATTEST:-

Joseph E. Connarton  
City Clerk

**CAMBRIDGE****CITY COMMISSIONERS**

men that George Per-  
Music and Gift Shop  
old & Precious Metals  
Square.

application will be held  
January 8, 1991, at six  
el J. Lombardi Municipi-  
or, 831 Massachusetts

James Thaddeus McDavitt  
Anthony G. Pasillo  
Thomas V. Scott  
License Commission

**CAMBRIDGE****CITY COMMISSIONERS**

der General Laws, Chapter  
Cambridge Lodge No. 839,  
or, Manager, holder of an all  
club license at 394-396  
d for a change of manager  
to Peter Larocca.

ation will be held on Tues-  
1991, at six o'clock, in the  
dipal Building, 2nd floor, 831  
Cambridge.

James Thaddeus McDavitt  
Anthony G. Pasillo  
Thomas V. Scott  
License Commission

**CAMBRIDGE****CITY COMMISSIONERS**

eral Laws, Chapter 138, as amend-  
towne Grille and Steak House,  
holder of an all alcoholic beverages  
ing, at 1945-1947 Massachusetts  
age of manager from Socrates  
Poulos and Nicholas S. Toupoulos.

2 video games in addition to a juke

to be held on Tuesday evening, Jan-  
the Michael J. Lombardi Municipal  
Bldg's Avenue, Cambridge

James Thaddeus McDavitt  
Anthony G. Pasillo  
Thomas V. Scott  
License Commission

**CAMBRIDGE****CITY COMMISSIONERS**

eral Laws, Chapter 138, as amended,  
Haveli, Chandler M. Kagan, Manager,  
use to sell all alcoholic beverages as  
the Street to The Royal Sharat, Inc.  
per at said address.

ows: dining room, bar and kitchen on  
storage.

Royal Sharat, Inc. are: Mohan Singh,  
aur, Treasurer, Clerk and Director.

to be held on Tuesday evening, Jan-  
Michael J. Lombardi Municipal Build-  
ing, Avenue, Cambridge.

James Thaddeus McDavitt  
Anthony G. Pasillo  
Thomas V. Scott  
License Commission

**CITY OF CAMBRIDGE****DEPARTMENT OF  
TRAFFIC AND PARKING**

By force of the power vested in me by Special Act of the  
Legislature of 1961 (Chapter 455), I hereby amend the  
Traffic Regulations of the City of Cambridge by adding  
the following regulation.

**REGULATION NO. 90-34**

Regulation No. 66-1 Schedule 10 "Parking Time Limited  
On Certain Sides Of Certain Streets" is hereby amend-  
ed by adding the following:

Fulkerson Street, east side, Bent Street to 132N of  
Charles Street, 8A-6P, 2 Hrs., Except Sat & Sun.  
Charles Street, north side, Fulkerson Street to 196E of  
Fulkerson Street, 8A-6P, 2 Hrs., Except Sat & Sun.  
Charles Street, south side, Fulkerson Street to 132E of  
Fulkerson Street, 8A-6P, 2 Hrs., Except Sat & Sun.  
This regulation shall take effect 21 December 1990.

**PROMULGATED DATE**

November 26, 1990

(M) 12/4, 11, 18

George Teso  
Traffic Director

**COMMONWEALTH OF MASSACHUSETTS**

**PUBLIC HEARING.** At 9:30 AM on  
Wednesday, December 19, 1990, the  
Executive Council will hold a hearing on  
the nomination of Robert L. Moscow,  
Esq. of Newton Centre, as Clerk-Mag-  
istrate, Cambridge District Court. Per-  
sons wishing to testify in favor or opposi-  
tion should notify in writing the Executive  
Secretary to the Council, Room 184,  
State House, Boston, MA 02133.

(M) 12/18

**CITY OF CAMBRIDGE****BOARD OF LICENSE COMMISSIONERS**

Notice is hereby given under General Laws, Chapter 138, as amend-  
ed, that Paradise Café, Inc., Luke McSorley, Manager, holder of an  
all alcoholic beverages as a restaurant license at 160 Massachusetts  
Avenue has applied for a change of premises description.  
The premises are described as follows: main entrance at 115 Albany  
Street. First floor: 2 bars, storage and kitchen area; basement: bar,  
office, entertainment area for dancing, disc jockey booth.

The applicant has also applied to correct its entertainment license:  
currently license for 4 videos should read 3 videos and 1 pool table.  
The hearing on this application will be held on Tuesday evening, Jan-  
uary 8, 1991, at six o'clock, in the Michael J. Lombardi Municipal  
Building, 2nd floor, 831 Massachusetts Avenue, Cambridge.

(M) 12/18

James Thaddeus McDavitt  
Anthony G. Pasillo  
Thomas V. Scott  
License Commission

To maintain our current American  
lifestyles, we generate an estimated  
2,400 pounds of industrial and home  
hazardous waste per person, per  
year.

Over a billion  
trees are  
used to make  
disposable  
diapers  
every year.



James Thaddeus McDavitt  
Anthony G. Pasillo  
Thomas V. Scott  
License Commission

(M) 12/18

**CITY OF CAMBRIDGE****BOARD OF ZONING APPEAL**

The Board of Zoning Appeal meeting for the 13th of December, 1990 has been postponed to the 20th of  
December, 1990. It will be held in Room 200, City Hall, at 7:00PM.

**7:00PM CASE NO. 8191**

32 LEE STREET  
RACHAEL DORR

Special Permit To alter existing structure and change from 3 family dwelling to 2 family dwelling. Art. 8 000, Sec. 8 22 (c) (Nonconforming Structure).

Residence C-1 Zone

**7:15PM CASE NO. 8192**

355 FRESH POND PARKWAY  
JAMES GAKUS & JAMES ALEX

Special Permit To conduct a fast food service establishment. Art. 4 000, Sec. 4 35 (c) (Fast Food Establishment).

Business A Zone

**7:30PM CASE NO. 8193**

13 VALENTINE STREET  
SHOU PING CHANG

Special Permit To excavate basement to be used as storage space. The height of basement is less than 7'3" ceiling height. Art. 8 000, Sec. 8 22 (c) (Nonconforming Structure).

Residence C Zone

**7:45PM CASE NO. 8194**

14-18 LYMPTON STREET  
HARVARD GRIMSON TRUST II - GEORGE ABRAUS

Variance. To reduce the required amount of parking for the new addition to the building. Art. 6 000, Sec. 6 12 (b) (Applicability), Sec. 6 221 (Accessory Parking), Sec. 6 30 (Parking Requirements), Sec. 6 36AD (General Office Use), Sec. 6 36SK (Printing Shop).

Business B Zone

**8:00PM CASE NO. 8195**

12 MOUNT AUBURN STREET  
GEORGE ROTHMAN, TR. OF STU-LIN REALTY

Variance. To legalize baywindows and alterations to the nonconforming building. Art. 5 000, Sec. 5 31 (Table of Dimensional Requirements).

Residence C-3 Zone

**8:15PM CASE NO. 8196**

16 HARRINGTON ROAD  
DEBRA & DANIEL CALVERT DOWD

Variance. To add second story to existing one story. Art. 5 000, Sec. 5 31 (Table of Dimensional Requirements).

Residence B Zone

**8:30PM CASE NO. 8197**

25 MOUNT AUBURN STREET  
LINDA B. LEVINE

Variance. To delete existing open space and create four parking spaces to park within the required setbacks. Special Permit To use driveway on a common driveway. Art. 5 000, Sec. 5 31 (Table of Dimensional Requirements), Art. 6 000, Sec. 6 442 (B) (Parking Requirements), Sec. 6 436 (Shared Parking).

Residence C-3 Zone

**8:45PM CASE NO. 8198**

65 HENRY STREET  
PEPITA SOTO & JAMES W. HEADLEY

Appeal. From the finding of the Rent Controlled Board and endorsed by the Commissioner of Inspectional Services. Art. 10 000, Sec. 10 30 (Appeal).

Residence C Zone

(M) 12/18

**CITY OF CAMBRIDGE**

**REQUEST FOR PROPOSAL  
BANKING SERVICES  
CITY OF CAMBRIDGE FINANCE DEPARTMENT  
CAMBRIDGE, MASSACHUSETTS 02139**

Sealed proposals will be received at the Office of the Purchasing Agent, Room 303, City Hall, 795 Massachusetts Avenue, until 11:00am, Thursday, January 3, 1991 for the furnishing of the following to the Finance Department.

The City of Cambridge is soliciting proposals for banking services from qualified, full-service banking institutions with demonstrable experience in the municipal area. The City will pay for these services on a direct fee basis. The successful Offeror will be required to provide complete banking services to the City commencing March 1, 1991.

Copies of the Request for Proposal may be obtained from the Office of the Purchasing Agent on and after December 13, 1990, between the hours of 8:30am and 5:00pm.

The successful Offeror must be an Equal Opportunity Employer.

The City of Cambridge reserves the right to reject any or all proposals, waive any informalities in the proposal process, or accept the proposal deemed to be in the best interest of the City.

Five sealed envelopes, four containing the non-price technical proposal marked "Proposal Banking Services (Non-Price)," and one containing the price proposal marked "Price Proposal - Banking Services," must be received by Barbara Duffy, Purchasing Agent, City of Cambridge, Room 303, City Hall, 795 Massachusetts Avenue, Cambridge, MA 02139 no later than 11:00am, on January 3, 1991.

(M) 12/18

Barbara L. Duffy  
Purchasing Agent



# City of Cambridge

9.

IN CITY COUNCIL

October 15, 1990

COUNCILLOR WALSH

WHEREAS: The sharing of information with various sectors of the community by for-profit and non-profit institutions within the community is a community's lifeblood and, in few places is this truth more telling than in the pivotal position which financial institutions occupy in our community; and

WHEREAS: In 1978 the federal Community Reinvestment Act (CRA) was passed which requires every regulated financial institution to help meet the credit needs of the communities in which they are chartered, including the credit needs of low and moderate income residents and, to assure and advance compliance with the CRA, a CRA Rating System was initiated which specifies Performance Categories and Assessment Factors which must be considered in evaluating compliance with CRA on a bank by bank and community by community basis. (A copy of CRA Rating System Assessment Report is attached; and

WHEREAS: In 1989 a change was made in CRA whereby effective on July 1, 1990, Community Reinvestment Reports are to be made available by individual banks to the general public for examination and critique. Since this new policy has been operative for but a short time, it may be momentarily premature to expect exhaustive data to emerge at once, but the attached copies of the factors to be evaluated indicate that, among other things, there is tremendous potential and opportunity for local banks to be catalysts for affordable housing, both owned and rented, within this community whose credit needs they are urged to help; now therefore be it

RESOLVED: That it is the sense of this City Council that the Community Reinvestment Act, its evaluation process of individual banks and newly effective right of access by the public to the result of these evaluations are a powerful source of knowledge-sharing in Cambridge with the potential for mutually beneficial effects for both the Cambridge community and the financial institutions. To share this knowledge, not as adversaries but as advocates for complete community development, suggests that we begin an ongoing, long term dialogue with the principals of the banks in Cambridge so that we may assist them in meeting the high standards sought in the CRA Report so far as participation in the total life in all of Cambridge neighborhoods is concerned; and be it further

RESOLVED:

It is the request of this City Council that, as a first step, Her Honor, the Mayor, host a "Community in Conversation" get-together as soon as possible to which will be invited the Chief Executive Officer of each financial institution in Cambridge, members of this City Council, members of the School Committee, the City Manager, Deputy City Manager, Assistant City Managers and representatives of the media, for the purpose of hearing from the banks' leaders what the result of the most recent CRA evaluation of their particular bank indicates. Further, that henceforth, on a semi-annual basis, this "Community in Conversation" get-together be hosted by the Mayor of Cambridge so as to foster both the continued sharing of valuable knowledge which the CRA Reports provide and using that knowledge to increase the value of the quality of life throughout Cambridge.

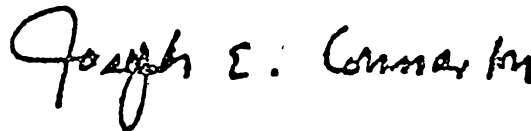
In City Council October 15, 1990.

Adopted by the affirmative vote of eight members.

Attest:- Joseph E. Connarton, City Clerk.

A true copy;

ATTEST:-



Joseph E. Connarton  
City Clerk

Performance Categories  
and Assessment Factors

|                                                                                                                                                                                        | Outstanding ✓                                                                                            | Satisfactory... ✓                                                                                               | Needs To Improve... ✓                                                                                 | Substantial Noncompliance ✓                                                                     |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------|
| <b>I. Ascertainment of Community Credit Needs</b>                                                                                                                                      |                                                                                                          |                                                                                                                 |                                                                                                       |                                                                                                 |
| (A) Activities to ascertain credit needs and efforts to communicate with community                                                                                                     |                                                                                                          |                                                                                                                 |                                                                                                       |                                                                                                 |
| • contact with individuals and groups                                                                                                                                                  | Ongoing, meaningful                                                                                      | Regular contact                                                                                                 | Limited contact                                                                                       | Few if any                                                                                      |
| • contact with government officials and community leaders                                                                                                                              | Ongoing                                                                                                  | Regular contact                                                                                                 | Limited contact                                                                                       | Few if any                                                                                      |
| • participation in public programs                                                                                                                                                     | Active                                                                                                   | Some effort                                                                                                     | Marginal effort                                                                                       | Nominal or none                                                                                 |
| • relationships with private nonprofit developers and financial intermediaries resulting in public-private partnerships                                                                | Established and productive                                                                               | Regular contacts                                                                                                | Lack of productive contact                                                                            | Few if any                                                                                      |
| • collection and analysis of local demographic data regarding lending activities                                                                                                       | Regularly collected and analyzed                                                                         | Periodically reviewed                                                                                           | Occasionally considered or analyzed                                                                   | Unaware or ignorant of                                                                          |
| • responsiveness of board of directors and senior management in addressing community credit needs through product development and lending                                              | Proactive attitude and highly responsive                                                                 | Satisfactory                                                                                                    | Limited                                                                                               | Rare or never                                                                                   |
| • senior management review of lending services                                                                                                                                         | Systematic and regular                                                                                   | Informal                                                                                                        | Infrequent                                                                                            | Rare or none                                                                                    |
| • credit products structured or varied to meet identified needs; may include government-insured and publicly sponsored programs                                                        | Well-suited products, including those that make use of government-insured or publicly sponsored programs | Reasonably suited products, including those that make use of government-insured and publicly sponsored programs | May not meet needs; insignificant participation in government-insured and publicly sponsored programs | Rare or none; nominal or no participation in government-insured and publicly sponsored programs |
| • board of directors and senior management efforts to explore and offer conventional products with special features and more flexible lending criteria within safe and sound practices | Demonstrated willingness                                                                                 | May explore and offer                                                                                           | Limited effort                                                                                        | Little or no effort                                                                             |
| (C) Board of directors participation in formulating policies and reviewing institution's CRA performance                                                                               |                                                                                                          |                                                                                                                 |                                                                                                       |                                                                                                 |
| • Extent of participation and review                                                                                                                                                   | Integral part of CRA process and activities                                                              | Generally involved                                                                                              | Limited involvement                                                                                   | Rare or no involvement                                                                          |
| • CRA program with goals, objectives, and methodology for self-assessment                                                                                                              | Formal, written program                                                                                  | Articulated and generally understood, but possibly not explicitly reflected in formal program                   | Inadequate program                                                                                    | No program                                                                                      |
| • policy oversight of CRA activities                                                                                                                                                   | Active oversight                                                                                         | Oversight exercised                                                                                             | Some oversight                                                                                        | Little or no oversight                                                                          |
| • review of CRA activities and performance                                                                                                                                             | Regular review                                                                                           | Occasional review                                                                                               | Infrequent review                                                                                     | Rare or no review                                                                               |
| • analysis of disposition of loan applications to check fairness and nondiscrimination compliance                                                                                      | Annual or more frequent analysis                                                                         | At least annual analysis                                                                                        | Only limited analysis                                                                                 | Rare or no analysis                                                                             |
| • activities designed to develop, improve, and enhance local community                                                                                                                 | Personally involved                                                                                      | Some involvement                                                                                                | Limited involvement                                                                                   | Rare or no involvement                                                                          |
| • prudent but innovative underwriting criteria to address community credit needs                                                                                                       | Consistent support                                                                                       | Consideration given                                                                                             | May be reluctant to consider                                                                          | Reluctant to consider                                                                           |
| • CRA training of personnel                                                                                                                                                            | Active support                                                                                           | Adequate support                                                                                                | Limited support                                                                                       | Little if any support                                                                           |
| • Expanded CRA Statement adoption                                                                                                                                                      | Yes; includes self-assessment and documentation of performance                                           | Yes, but might not be fully descriptive of institution's performance                                            | No                                                                                                    | No                                                                                              |
| • CRA technical regulatory requirements being met                                                                                                                                      | Effective efforts to ensure compliance                                                                   | Generally ensures                                                                                               | Lax                                                                                                   | Rarely or never                                                                                 |
| <b>II. Marketing and Types of Credit Extended</b>                                                                                                                                      |                                                                                                          |                                                                                                                 |                                                                                                       |                                                                                                 |
| (B) Extent of marketing and special credit-related programs                                                                                                                            |                                                                                                          |                                                                                                                 |                                                                                                       |                                                                                                 |
| • marketing and advertising programs                                                                                                                                                   | Sound programs, approved, reviewed, and monitored by senior management and board                         | Adequate, but exist outside formal oversight of senior management and board                                     | Limited oversight by senior management and board                                                      | If exist, are inadequate                                                                        |
| • programs inform all segments of the community of products and services offered                                                                                                       | Yes                                                                                                      | Designed to inform                                                                                              | May require revision or expansion                                                                     | No                                                                                              |
| • advertisements of credit services throughout community                                                                                                                               | Designed to stimulate awareness                                                                          | Ads carried in widely circulated local media                                                                    | Ads designed only to promote general financial services provider image                                | No                                                                                              |
| • use of special advertisement media aimed at particular segments of community                                                                                                         | Yes                                                                                                      | Additional targeted advertising may be needed                                                                   | No                                                                                                    | No                                                                                              |

Performance Categories  
and Assessment Factors

|                                                                                                                                        | Outstanding                                                                      | ✓ | Satisfactory                                                                    | ✓ | Needs To Improve                                                                                                                          | ✓ | Substantial Noncompliance                                                                                              | ✓ |
|----------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------|---|---------------------------------------------------------------------------------|---|-------------------------------------------------------------------------------------------------------------------------------------------|---|------------------------------------------------------------------------------------------------------------------------|---|
| • maintenance of advertising and marketing records                                                                                     | Complete, readily available                                                      |   | Adequate                                                                        |   | Limited                                                                                                                                   |   | Inefficient                                                                                                            |   |
| • review of advertising and marketing programs to ensure compliance with applicable laws and regulations                               | Internally reviewed                                                              |   | Occasionally reviewed; may have established but limited policies and procedures |   | Infrequently reviewed                                                                                                                     |   | Rarely or never reviewed                                                                                               |   |
| • personnel involvement to assist individuals and groups applying for credit                                                           | Routinely provide assistance                                                     |   | Generally provide assistance                                                    |   | Limited effort                                                                                                                            |   | Little if any effort                                                                                                   |   |
| (1) Origination or purchase of loans within community                                                                                  |                                                                                  |   |                                                                                 |   |                                                                                                                                           |   |                                                                                                                        |   |
| * • meeting identified community credit needs through origination and purchase of loans                                                | Affirmatively addresses a substantial portion of identified needs                |   | Addresses significant portion of needs                                          |   | Marginal                                                                                                                                  |   | Minimal                                                                                                                |   |
| • lending levels in response to community credit needs                                                                                 | Exceptional responsiveness to most pressing needs                                |   | General responsiveness                                                          |   | Marginal responsiveness                                                                                                                   |   | Little if any responsiveness                                                                                           |   |
| • number of loans within delineated community                                                                                          | Substantial majority                                                             |   | Significant volume                                                              |   | Significant volume may be outside delineated community                                                                                    |   | Substantial majority outside delineated community                                                                      |   |
| • loan volume relative to institution's resources and community's needs                                                                | Exceeds expectations                                                             |   | Adequate                                                                        |   | Low                                                                                                                                       |   | Excessively low                                                                                                        |   |
| • CRA Statement lists credit products available from the institution                                                                   | Correctly listed                                                                 |   | Majority correctly listed                                                       |   | Not accurately listed                                                                                                                     |   | Statement is materially inaccurate                                                                                     |   |
| (2) Participation in governmentally insured, guaranteed, or subsidized loan programs                                                   |                                                                                  |   |                                                                                 |   |                                                                                                                                           |   |                                                                                                                        |   |
| * • approach to meeting identified community credit needs                                                                              | Assumes leadership role                                                          |   | Generally takes some steps                                                      |   | Sometimes becomes involved                                                                                                                |   | Rarely or never involved                                                                                               |   |
| • level of participation                                                                                                               | Affirmatively participates                                                       |   | Frequently participates                                                         |   | Infrequently participates                                                                                                                 |   | Rarely or never participates                                                                                           |   |
| II. Geographic distribution and record of opening and closing offices                                                                  |                                                                                  |   |                                                                                 |   |                                                                                                                                           |   |                                                                                                                        |   |
| (*) Reasonableness of delineated community                                                                                             | Meets CRA purpose and does not exclude low- and moderate-income areas            |   | Meets CRA purpose and does not exclude low- and moderate-income areas           |   | Delineation unreasonable and may exclude low- and moderate-income areas; delineation guidelines need revision                             |   | Delineation unreasonable and excludes low- and moderate-income areas; delineation guidelines need substantial revision |   |
| • not included as one of the 12 assessment factors, but considered under this category                                                 |                                                                                  |   |                                                                                 |   |                                                                                                                                           |   |                                                                                                                        |   |
| (3) Geographic distribution of credit extensions, applications, and denials                                                            |                                                                                  |   |                                                                                 |   |                                                                                                                                           |   |                                                                                                                        |   |
| * • geographic distribution within delineated community                                                                                | Documented analysis reflects reasonable penetration of all segments of community |   | Reasonable penetration of all segments of community                             |   | Unusual, disproportionate pattern within delineated community compared with outside community, or regarding distribution within community |   | Unreasonable lending pattern inside and outside delineated community                                                   |   |
| • procedures formulated to identify geographic distribution                                                                            | Yes                                                                              |   | N/A                                                                             |   | N/A                                                                                                                                       |   | N/A                                                                                                                    |   |
| • geographic data documented and used by board and senior management to establish policies, products and services, and marketing plans | Yes                                                                              |   | May be documented and used                                                      |   | N/A                                                                                                                                       |   | N/A                                                                                                                    |   |
| • awareness of board and senior management of geographic distribution                                                                  | N/A                                                                              |   | N/A                                                                             |   | Unaware                                                                                                                                   |   | Disregards                                                                                                             |   |
| • review by board and senior management of lending policies and practices and effect on geographic distribution                        | N/A                                                                              |   | N/A                                                                             |   | Inadequate or no review                                                                                                                   |   | N/A                                                                                                                    |   |
| • corrective action on previously identified unreasonable lending patterns                                                             | N/A                                                                              |   | N/A                                                                             |   | Inadequate or no action                                                                                                                   |   | Limited or no action                                                                                                   |   |
| * • loan policies and procedures impact on local community                                                                             | N/A                                                                              |   | N/A                                                                             |   | N/A                                                                                                                                       |   | Contain restrictions that adversely affect loan availability                                                           |   |
| (C) Record of opening and closing offices and providing services                                                                       |                                                                                  |   |                                                                                 |   |                                                                                                                                           |   |                                                                                                                        |   |
| • accessibility of offices to all segments of community                                                                                | Readily accessible                                                               |   | Reasonably accessible                                                           |   | Difficult to access                                                                                                                       |   | Limited access                                                                                                         |   |

Performance Categories  
and Assessment Factors

|                                                                                                                                                                        | Outstanding ✓                                                                        | Satisfactory ✓                                                                      | Needs To Improve ✓                                                                       | Substantial Noncompliance ✓                                                                                                                                       |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| • accommodation through business hours and services                                                                                                                    | Tailored to convenience and needs; ongoing review                                    | Reviewed periodically to assure accommodation                                       | May be inconvenient and infrequently reviewed                                            | Inconsistent and rarely if ever reviewed                                                                                                                          |
| • assessment of potential adverse impact of office closings                                                                                                            | Detailed assessment prior to closing, including consultation with community members  | Adequate, including contacts with community members                                 | Inadequate; needs revision or expansion                                                  | Rare or none                                                                                                                                                      |
| • record of opening and closing offices as it affects local community, particularly low- and moderate-income areas                                                     | No adverse impact                                                                    | Level of service available in low- and moderate-income areas not adversely affected | Adverse impact; may be unintentional                                                     | Continuing pattern of adverse impact                                                                                                                              |
| IV. Discrimination and Other Illegal Credit Practices                                                                                                                  |                                                                                      |                                                                                     |                                                                                          |                                                                                                                                                                   |
| (D) Practices to discourage applications for types of credit set forth in CRA Statement                                                                                |                                                                                      |                                                                                     |                                                                                          |                                                                                                                                                                   |
| • solicitation of credit applications from all segments of community                                                                                                   | Affirmatively solicits; strong focus on low- and moderate-income areas               | Generally solicits from all segments of community                                   | Possibility of isolated, illegal discouraging or prescreening                            | Rarely if ever considers credit applications from all segments of community; volume of applications from low- or moderate-income areas low or nonexistent         |
| • board of directors and senior management development of policies, procedures, and training programs to prevent illegal discouragement and prescreening of applicants | Effectively assures absence of illegal discouragement and prescreening of applicants | Adequate; minor revision or expansion may be required                               | Inadequate; requires significant revision or expansion                                   | Nonexistent or needs substantial revision                                                                                                                         |
| • adequacy of review and reporting mechanisms to assure nondiscriminatory policies, procedures, and training programs                                                  | Regularly assessed                                                                   | Periodically assessed                                                               | Improvement needed                                                                       | Inadequate and requires substantial revision; or no mechanisms exist                                                                                              |
| (F) Evidence of prohibited discriminatory or other illegal credit practices                                                                                            |                                                                                      |                                                                                     |                                                                                          |                                                                                                                                                                   |
| • compliance with antidiscrimination laws and regulations                                                                                                              | In substantial compliance                                                            | In compliance with substantive provisions                                           | Not in compliance with substantive provisions                                            | In substantial noncompliance                                                                                                                                      |
| • violations and corrective action                                                                                                                                     | N/A                                                                                  | Nonsubstantive; promptly corrected                                                  | Substantive violations on isolated basis; violations may be repeated from previous exams | Demonstrates pattern or practice of prohibited discrimination or committed large number of substantive violations; violations may be repeated from previous exams |
| V. Community Development                                                                                                                                               |                                                                                      |                                                                                     |                                                                                          |                                                                                                                                                                   |
| (H) Participation, including investments, in local development and redevelopment projects and programs                                                                 |                                                                                      |                                                                                     |                                                                                          |                                                                                                                                                                   |
| • awareness of programs                                                                                                                                                | Inordinately aware                                                                   | Generally aware                                                                     | Limited awareness                                                                        | Unaware of or ignores programs                                                                                                                                    |
| • level or frequency of participation in programs                                                                                                                      | High level of participation, often in leadership role                                | Periodic participation                                                              | Rarely seeks out or participates                                                         | Little or no effort made to participate                                                                                                                           |
| (K) Ability to meet community credit needs consistent with institution's characteristics                                                                               |                                                                                      |                                                                                     |                                                                                          |                                                                                                                                                                   |
| • role in development projects to foster economic revitalization and growth                                                                                            | Leadership role                                                                      | Generally supports projects                                                         | Limited role                                                                             | Small if any role                                                                                                                                                 |
| • level of contact with government and private sector representatives to identify community development needs and opportunities                                        | Has established good working relationships                                           | Informed others of interest and involved in aspects of planning or implementation   | Rare                                                                                     | Little or none                                                                                                                                                    |
| (L) Participation in other activities not covered under other performance categories that bear on extent to which institution meets community credit needs             | Engages in other meaningful activities                                               | Demonstrates willingness to explore                                                 | Demonstrates willingness to consider only when approached                                | Exhibits little or no interest                                                                                                                                    |



# City of Cambridge

## IN CITY COUNCIL

Councillor Walsh

January 14, 1991

- WHEREAS: The designation of a banking institution as an active depository for City of Cambridge deposits and/or designation to be the sole banking institution to provide complete banking services to the City for a contractually determined period of time must be rooted in data far more extensive and community-imbedded than present criteria for such designation require. And,
- WHEREAS: That a banking institution be not only located "in" the City of Cambridge but have a proven track record of being an active participant in the life "of" the City from a variety of aspects is both reasonable and a socially responsible necessity prior to any such designation. Technical professional expertise and a verified positive corporate presence within the community are and must be accepted as essential elements in the assessment process. It is not enough to require, as was specified in the most recent Request for Proposal - Banking Services - City of Cambridge Finance Department, that " The successful Offeror must be an Equal Opportunity Employer " (Copy attached). And,
- WHEREAS: Referencing my Council Order of October 15, 1990, as adopted (Certified Copy of said Order and addenda attached), a most effective vehicle for assuring the expanded assessment is utilization of the content of Community Reinvestment Reports which, effective on July 1, 1990, are to be made available by individual banks to the general public for critique and assessment. As should be noted on the attached copy of same, the CRA Rating System ranges from "Outstanding" and "Satisfactory" to "Needs to improve" to "Substantial noncompliance" so far as a particular bank's participation in the full life of the community is concerned. Now therefore be it
- RESOLVED: That it is the sense of this Council that the City Manager begin to assemble the necessary mechanism which will incorporate these expanded criteria into the data for assessment for designation and/or renewal of designation



# City of Cambridge

Page 2 of 2 pages  
Councillor Walsh

IN CITY COUNCIL

of a bank as an active depository for City of Cambridge funds or as a bank empowered to provide complete Banking Services to the City during a contractually determined period of time. Further, that such mechanism assure that Bank Offerors, either as active depository or as entity to provide complete banking services, include Certified Copies of the two most recent CRA reports as an essential element in the submitted proposal. As part of the mechanism, Offerors should be advised that any grade less than "Satisfactory" on these reports will preclude their designation for the position being sought. And, be it further

ORDERED: That the City Manager assure that , so far as active depositories are concerned, this mechanism be in place by July 1, 1991 and operative on January 1, 1992; so far as the entity to provide complete banking services to the City, the mechanism be in place by September 1, 1991 and operative no later than six months prior to the next published Request for Proposal of same by the Purchasing Agent for the City of Cambridge. And be it further

ORDERED: That the City Manager provide this Council with a progress update on this matter by February 25, 1991 and subsequent monthly updates of progress up to July 1, 1991.

(ADDENDA)



# City of Cambridge

7.

IN CITY COUNCIL

Councillor Walsh

January 14, 1991

- WHEREAS:** The designation of a banking institution as an active depository for City of Cambridge deposits and/or designation to be the sole banking institution to provide complete banking services to the City for a contractually determined period of time must be rooted in data far more extensive and community-imbedded than present criteria for such designation require; and
- WHEREAS:** That a banking institution be not only located "in" the City of Cambridge but have proven track record of being an active participant in the life "of" the City from a variety of aspects is both reasonable and a socially responsible necessity prior to any such designation. Technical professional expertise and a verified positive corporate presence within the community are and must be accepted as essential elements in the assessment process. It is not enough to require, as was specified in the most recent Request for Proposal - Banking Services - City of Cambridge Finance Department, that "The successful Offeror must be an Equal Opportunity Employer" (copy attached); and
- WHEREAS:** Referencing my Council Order of October 15, 1990, as adopted (Certified Copy of said Order and addenda attached), a most effective vehicle for assuring the expanded assessment is utilization of the content of Community Reinvestment Reports which, effective on July 1, 1990, are to be made available by individual banks to the general public for critique and assessment. As should be noted on the attached copy of same, the CRA Rating System ranges from "Outstanding" and "Satisfactory" to "Needs to Improve" to Substantial Noncompliance" so far as a particular bank's participation in the full life of the community is concerned; now therefore be it
- ORDERED:** That City Manager be and hereby is requested to begin to assemble the necessary mechanism which will incorporate these expanded criteria into the data for assessment for designation and/or renewal of designation of a bank as an active depository for City of Cambridge funds or as a bank empowered to provide complete Banking Services to the City during a contractually determined period of time; and be it further

ORDERED: That such mechanism assure that Bank Offerors, either as active depository or as entity to provide complete banking services, include Certified Copies of the two most recent CRA reports as an essential element in the submitted proposal. As part of the mechanism, Offerors should be advised that any grade less than "Satisfactory" on these reports will preclude their designation for the position being sought; and be it further

ORDERED: That the City Manager assure that, so far as active depositories are concerned, this mechanism be in place by July 1, 1991 and operative on January 1, 1992; so fare as the entity to provide complete banking services to the City, the mechanism be in place by September 1, 1991 and operative no later than six months prior to the next published Request for Proposal of same by the Purchasing Agent for the city of Cambridge; and be it further

ORDERED: That the City Manager provide this City Council with a progress update on this matter by February 25, 1991 and subsequent monthly updates of progress up to July 1, 1991.

JAN. 14 1991

City Council

Adopted by the affirmative vote

of 9 members

*Joseph E. Conerton*

City Clerk

**CAMBRIDGE****LICENSE COMMISSIONERS**

Given that George Per-  
Music and Gift Shop  
Gold & Precious Metals  
Square.

application will be held  
January 8, 1991, at six  
Michael J. Lombardi Municipi-  
door, 831 Massachusetts

James Thaddeus McDavit  
Anthony G. Pasillo  
Thomas V. Scott  
License Commission

**CAMBRIDGE****LICENSE COMMISSIONERS**

Under General Laws, Chapter  
Cambridge Lodge No. 839,  
Major, Manager, holder of an all  
a club license at 394-396  
ed for a change of manager  
Major to Peter Larocca.

Application will be held on Tues-  
day, 1991, at six o'clock, in the  
Municipal Building, 2nd floor, 831  
Cambridge.

James Thaddeus McDavit  
Anthony G. Pasillo  
Thomas V. Scott  
License Commission

**CAMBRIDGE****LICENSE COMMISSIONERS**

General Laws, Chapter 138, as amend-  
ed, that Paradise Cafe, Inc., Luke McSorley, Manager, holder of an  
all alcoholic beverages as a restaurant license at 180 Massachusetts  
Avenue has applied for a change of premises description.  
The premises are described as follows: main entrance at 115 Albany  
Street. First floor: 2 bars, storage and kitchen area; basement: bar,  
office, entertainment area for dancing, disc jockey booth.  
The applicant has also applied to correct its entertainment license:  
currently license for 4 videos should read 3 videos and 1 pool table.  
The hearing on this application will be held on Tuesday evening, Janu-  
ary 8, 1991, at six o'clock, in the Michael J. Lombardi Municipal  
Building, 2nd floor, 831 Massachusetts Avenue, Cambridge.

After 2 video games in addition to a juke

will be held on Tuesday evening, Jan-  
uary 8, 1991, at six o'clock, in the  
Michael J. Lombardi Municipal  
Building, 2nd floor, 831 Massachu-  
setts Avenue, Cambridge.

James Thaddeus McDavit  
Anthony G. Pasillo  
Thomas V. Scott  
License Commission

**CAMBRIDGE****LICENSE COMMISSIONERS**

General Laws, Chapter 138, as amended,  
that Haveli, Chander M. Kapasi, Manager,  
has applied to sell all alcoholic beverages as  
a restaurant license at 201 Alewife Brook Parkway.  
The premises are described as follows: one dining room, two food  
preparation areas, office and storage all on first floor.  
The officers and directors of Cheddar's Pizzeria, Inc. are: Charles  
N. Pithis, President, Treasurer, Clerk and Director.  
The hearing on this application will be held on Tuesday evening,  
January 8, 1991, at six o'clock, in the Michael J. Lombardi Municipi-  
pal Building, 2nd floor, 831 Massachusetts Avenue, Cambridge.

follows: dining room, bar and kitchen on  
storage.

Cheddar's Pizzeria, Inc. are: Mohan Singh,  
Kaur, Treasurer, Clerk and Director.  
will be held on Tuesday evening, Jan-  
uary 8, 1991, at six o'clock, in the Michael J. Lombardi Municipi-  
pal Building, 2nd floor, 831 Massachu-  
setts Avenue, Cambridge.

James Thaddeus McDavit  
Anthony G. Pasillo  
Thomas V. Scott  
License Commission

**CITY OF CAMBRIDGE****DEPARTMENT OF  
TRAFFIC AND PARKING**

By force of the power vested in me by Special Act of the  
Legislature of 1961 (Chapter 455), I hereby amend the  
Traffic Regulations of the City of Cambridge by adding  
the following regulation.

**REGULATION NO. 90-34**

Regulation No. 66-1 Schedule 10 "Parking Time Limited  
On Certain Sides Of Certain Streets" is hereby amend-  
ed by adding the following:

Fulkerson Street, east side, Bent Street to 132N of  
Charles Street, 8A-6P, 2 Hrs., Except Sat. & Sun.

Charles Street, north side, Fulkerson Street to 196E of  
Fulkerson Street, 8A-6P, 2 Hrs., Except Sat. & Sun.

Charles Street, south side, Fulkerson Street to 132E of  
Fulkerson Street, 8A-6P, 2 Hrs., Except Sat. & Sun.

This regulation shall take effect 21 December 1990.

**PROMULGATED DATE**

November 26, 1990

(T) 12/4, 11, 18

George Teso  
Traffic Director

**COMMONWEALTH OF MASSACHUSETTS**

**PUBLIC HEARING.** At 9:30 AM on  
Wednesday, December 19, 1990, the  
Executive Council will hold a hearing on  
the nomination of Robert L. Moscow,  
Esq. of Newton Centre, as Clerk-Mag-  
istrate, Cambridge District Court. Per-  
sons wishing to testify in favor or opposi-  
tion should notify in writing the Executive  
Secretary to the Council, Room 184,  
State House, Boston, MA 02133.

(T) 12/18

**CITY OF CAMBRIDGE****BOARD OF LICENSE COMMISSIONERS**

Notice is hereby given under General Laws, Chapter 138, as amend-  
ed, that Paradise Cafe, Inc., Luke McSorley, Manager, holder of an  
all alcoholic beverages as a restaurant license at 180 Massachusetts  
Avenue has applied for a change of premises description.  
The premises are described as follows: main entrance at 115 Albany  
Street. First floor: 2 bars, storage and kitchen area; basement: bar,  
office, entertainment area for dancing, disc jockey booth.  
The applicant has also applied to correct its entertainment license:  
currently license for 4 videos should read 3 videos and 1 pool table.  
The hearing on this application will be held on Tuesday evening, Janu-  
ary 8, 1991, at six o'clock, in the Michael J. Lombardi Municipal  
Building, 2nd floor, 831 Massachusetts Avenue, Cambridge.

(T) 12/18

James Thaddeus McDavit  
Anthony G. Pasillo  
Thomas V. Scott  
License Commission

To maintain our current American  
lifestyles, we generate an estimated  
2,400 pounds of industrial and home  
hazardous waste per person, per  
year.

Over a billion  
trees are  
used to make  
disposable  
diapers  
every year.



James Thaddeus McDavit  
Anthony G. Pasillo  
Thomas V. Scott  
License Commission

(T) 12/18

**CITY OF CAMBRIDGE****BOARD OF ZONING APPEAL**

The Board of Zoning Appeal meeting for the 13th of December, 1990 has been postponed to the 20th of  
December, 1990. It will be held in Room 200, City Hall, at 7:00PM.

**7:00PM CASE NO. 6191**

32 LEE STREET

RACHAEL DORR

Special Permit To alter existing structure and change from 3 family dwelling to 2 family dwelling. Art. 8.000, Sec. 8.22 (c) (Nonconforming Structure).

Residence C-1 Zone

**7:15PM CASE NO. 6192**

355 FRESH POND PARKWAY

JAMES GAKLIS & JAMES ALEX

Special Permit To conduct a fast food service establishment. Art. 4.000, Sec. 4.35 (f) (Fast Food Establishment).

Business A Zone

**7:30PM CASE NO. 6193**

13 VALENTINE STREET

SHIOU PING CHANG

Special Permit To excavate basement to be used as storage space. The height of basement less than 7'3" ceiling height. Art. 8.000, Sec. 8.22 (c) (Nonconforming Structure).

Residence C Zone

**7:45PM CASE NO. 6194**

14-18 PLYMPTON STREET

HARVARD CRIMSON TRUST II - GEORGE ABRAUS

Variance: To reduce the required amount of parking for the new addition to the building. Art. 6.000, Sec. 6.12 (b) (Applicability). Sec. 6.221 (Accessory Parking). Sec. 6.30 (Parking Requirements). Sec. 6.364D (General Office Use). Sec. 6.365K (Printing Shop).

Business B Zone

**8:00PM CASE NO. 6195**

12 MOUNT AUBURN STREET

GEORGE ROTHMAN, TR. OF STU-LIN REALTY

Variance: To legalize baywindows and alterations to the nonconforming building. Art. 5.000, Sec. 5.31 (Table of Dimensional Requirements).

Residence C-3 Zone

**8:15PM CASE NO. 6196**

16 HARRINGTON ROAD

DEBRA & DANIEL CALVERT DOWD

Variance: To add second story to existing one story. Art. 5.000, Sec. 5.31 (Table of Dimensional Requirements).

Residence B Zone

**8:30PM CASE NO. 6197**

26 MOUNT AUBURN STREET

LINDA & LEVINE

Variance: To delete existing open space and create four parking spaces to park within the required setbacks. Special Permit To use driveway on a common driveway. Art. 5.000, Sec. 5.31 (Table of Dimensional Requirements). Art. 6.000, Sec. 6.442 (B) (Parking Requirements). Sec. 6.436 (Shared Parking).

Residence C-3 Zone

**8:45PM CASE NO. 6198**

86 HENRY STREET

PEPITA SOTO & JAMES W. HEADLEY

Appeal: From the finding of the Rent Controlled Board and endorsed by the Commissioner of Inspectional Services. Art. 10.000, Sec. 10.30 (Appeal).

Residence C Zone

(T) 12/8

**CITY OF CAMBRIDGE****REQUEST FOR PROPOSAL  
BANKING SERVICES****CITY OF CAMBRIDGE FINANCE DEPARTMENT  
CAMBRIDGE, MASSACHUSETTS 02139**

Sealed proposals will be received at the Office of the Purchasing Agent,  
Room 303, City Hall, 795 Massachusetts Avenue, until 11:00am, Thursday,  
January 3, 1991 for the furnishing of the following to the Finance  
Department.

The City of Cambridge is soliciting proposals for banking  
services from qualified, full-service banking institutions with  
demonstrable experience in the municipal area. The City will  
pay for these services on a direct fee basis. The successful  
Offeror will be required to provide complete banking services  
to the City commencing March 1, 1991.

Copies of the Request for Proposal may be obtained from the Office of the  
Purchasing Agent on and after December 13, 1990, between the hours of  
8:30am and 5:00pm.

The successful Offeror must be an Equal Opportunity Employer.

The City of Cambridge reserves the right to reject any or all proposals, waive  
any informalities in the proposal process, or accept the proposal deemed to  
be in the best interest of the City.

Five sealed envelopes, four containing the non-price technical proposal  
marked "Proposal Banking Services (Non-Price)," and one containing the  
price proposal marked "Price Proposal - Banking Services," must be  
received by Barbara Duffy, Purchasing Agent, City of Cambridge, Room 303,  
City Hall, 795 Massachusetts Avenue, Cambridge, MA 02139 no later than  
11:00am, on January 3, 1991.

Barbara L. Duffy  
Purchasing Agent

(T) 12/8

**CITY OF CAMBRIDGE****BOARD OF LICENSE COMMISSIONERS**

Notice is hereby given under General Laws, Chapter 138, as  
amended, that Cheddar's Pizzeria, Inc., Charles N. Pithis, Man-  
ager, has applied for an all alcoholic beverages as a restaurant  
license at 201 Alewife Brook Parkway.

The premises are described as follows: one dining room, two food  
preparation areas, office and storage all on first floor.

The officers and directors of Cheddar's Pizzeria, Inc. are: Charles  
N. Pithis, President, Treasurer, Clerk and Director.

The hearing on this application will be held on Tuesday evening,  
January 8, 1991, at six o'clock, in the Michael J. Lombardi Municipi-  
pal Building, 2nd floor, 831 Massachusetts Avenue, Cambridge.

James Thaddeus McDavit  
Anthony G. Pasillo  
Thomas V. Scott  
License Commission

(T) 12/18



# City of Cambridge

9.

IN CITY COUNCIL

October 15, 1990

COUNCILLOR WALSH

- WHEREAS: The sharing of information with various sectors of the community by for-profit and non-profit institutions within the community is a community's lifeblood and, in few places is this truth more telling than in the pivotal position which financial institutions occupy in our community; and
- WHEREAS: In 1978 the federal Community Reinvestment Act (CRA) was passed which requires every regulated financial institution to help meet the credit needs of the communities in which they are chartered, including the credit needs of low and moderate income residents and, to assure and advance compliance with the CRA, a CRA Rating System was initiated which specifies Performance Categories and Assessment Factors which must be considered in evaluating compliance with CRA on a bank by bank and community by community basis. (A copy of CRA Rating System Assessment Report is attached; and
- WHEREAS: In 1989 a change was made in CRA whereby effective on July 1, 1990, Community Reinvestment Reports are to be made available by individual banks to the general public for examination and critique. Since this new policy has been operative for but a short time, it may be momentarily premature to expect exhaustive data to emerge at once, but the attached copies of the factors to be evaluated indicate that, among other things, there is tremendous potential and opportunity for local banks to be catalysts for affordable housing, both owned and rented, within this community whose credit needs they are urged to help; now therefore be it
- RESOLVED: That it is the sense of this City Council that the Community Reinvestment Act, its evaluation process of individual banks and newly effective right of access by the public to the result of these evaluations are a powerful source of knowledge-sharing in Cambridge with the potential for mutually beneficial effects for both the Cambridge community and the financial institutions. To share this knowledge, not as adversaries but as advocates for complete community development, suggests that we begin an ongoing, long term dialogue with the principals of the banks in Cambridge so that we may assist them in meeting the high standards sought in the CRA Report so far as participation in the total life in all of Cambridge neighborhoods is concerned; and be it further

RESOLVED:

It is the request of this City Council that, as a first step, Her Honor, the Mayor, host a "Community in Conversation" get-together as soon as possible to which will be invited the Chief Executive Officer of each financial institution in Cambridge, members of this City Council, members of the School Committee, the City Manager, Deputy City Manager, Assistant City Managers and representatives of the media, for the purpose of hearing from the banks' leaders what the result of the most recent CRA evaluation of their particular bank indicates. Further, that henceforth, on a semi-annual basis, this "Community in Conversation" get-together be hosted by the Mayor of Cambridge so as to foster both the continued sharing of valuable knowledge which the CRA Reports provide and using that knowledge to increase the value of the quality of life throughout Cambridge.

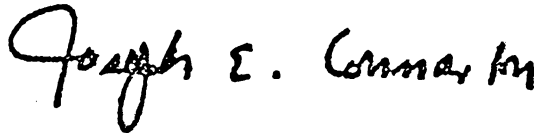
In City Council October 15, 1990.

Adopted by the affirmative vote of eight members.

Attest:- Joseph E. Connarton, City Clerk.

A true copy;

ATTEST:-



Joseph E. Connarton  
City Clerk

# CRA Rating System

| Performance Categories and Assessment Factors                                                                                                                                          | Outstanding                                                                                              | ✓ | Satisfactory                                                                                                    | ✓ | Needs To Improve                                                                                      | ✓ | Substantial Noncompliance                                                                       | ✓ |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------|---|-----------------------------------------------------------------------------------------------------------------|---|-------------------------------------------------------------------------------------------------------|---|-------------------------------------------------------------------------------------------------|---|
| I. Ascertainment of Community Credit Needs                                                                                                                                             |                                                                                                          |   |                                                                                                                 |   |                                                                                                       |   |                                                                                                 |   |
| (A) Activities to ascertain credit needs and efforts to communicate with community                                                                                                     |                                                                                                          |   |                                                                                                                 |   |                                                                                                       |   |                                                                                                 |   |
| • contact with individuals and groups                                                                                                                                                  | Ongoing, meaningful                                                                                      |   | Regular contact                                                                                                 |   | Limited contact                                                                                       |   | Few if any                                                                                      |   |
| • contact with government officials and community leaders                                                                                                                              | Ongoing                                                                                                  |   | Regular contact                                                                                                 |   | Limited contact                                                                                       |   | Few if any                                                                                      |   |
| * participation in public programs                                                                                                                                                     | Active                                                                                                   |   | Some effort                                                                                                     |   | Marginal effort                                                                                       |   | Nominal or none                                                                                 |   |
| * relationships with private nonprofit developers and financial intermediaries resulting in public-private partnerships                                                                | Established and productive                                                                               |   | Regular contacts                                                                                                |   | Lack of productive contact                                                                            |   | Few if any                                                                                      |   |
| • collection and analysis of local demographic data regarding lending activities                                                                                                       | Regularly collected and analyzed                                                                         |   | Periodically reviewed                                                                                           |   | Occasionally considered or analyzed                                                                   |   | Unaware or ignorant of                                                                          |   |
| • responsiveness of board of directors and senior management in addressing community credit needs through product development and lending                                              | Proactive attitude and highly responsive                                                                 |   | Satisfactory                                                                                                    |   | Limited                                                                                               |   | Rare or never                                                                                   |   |
| • senior management review of lending services                                                                                                                                         | Systematic and regular                                                                                   |   | Informal                                                                                                        |   | Infrequent                                                                                            |   | Rare or none                                                                                    |   |
| * credit products structured or varied to meet identified needs; may include government-insured and publicly sponsored programs                                                        | Well-suited products, including those that make use of government-insured or publicly sponsored programs |   | Reasonably suited products, including those that make use of government-insured and publicly sponsored programs |   | May not meet needs; insignificant participation in government-insured and publicly sponsored programs |   | Rare or none; nominal or no participation in government-insured and publicly sponsored programs |   |
| • board of directors and senior management efforts to explore and offer conventional products with special features and more flexible lending criteria within safe and sound practices | Demonstrated willingness                                                                                 |   | May explore and offer                                                                                           |   | Limited effort                                                                                        |   | Little or no effort                                                                             |   |
| (C) Board of directors participation in formulating policies and reviewing institution's CRA performance                                                                               |                                                                                                          |   |                                                                                                                 |   |                                                                                                       |   |                                                                                                 |   |
| • Extent of participation and review                                                                                                                                                   | Integral part of CRA process and activities                                                              |   | Generally involved                                                                                              |   | Limited involvement                                                                                   |   | Rare or no involvement                                                                          |   |
| • CRA program with goals, objectives, and methodology for self-assessment                                                                                                              | Formal, written program                                                                                  |   | Articulated and generally understood, but possibly not explicitly reflected in formal program                   |   | Inadequate program                                                                                    |   | No program                                                                                      |   |
| • policy oversight of CRA activities                                                                                                                                                   | Active oversight                                                                                         |   | Oversight exercised                                                                                             |   | Some oversight                                                                                        |   | Little or no oversight                                                                          |   |
| • review of CRA activities and performance                                                                                                                                             | Regular review                                                                                           |   | Occasional review                                                                                               |   | Infrequent review                                                                                     |   | Rare or no review                                                                               |   |
| • analysis of disposition of loan applications to check fairness and nondiscrimination compliance                                                                                      | Annual or more frequent analysis                                                                         |   | At least annual analysis                                                                                        |   | Only limited analysis                                                                                 |   | Rare or no analysis                                                                             |   |
| • activities designed to develop, improve, and enhance local community                                                                                                                 | Personally involved                                                                                      |   | Some involvement                                                                                                |   | Limited involvement                                                                                   |   | Rare or no involvement                                                                          |   |
| • prudent but innovative underwriting criteria to address community credit needs                                                                                                       | Consistent support                                                                                       |   | Consideration given                                                                                             |   | May be reluctant to consider                                                                          |   | Reluctant to consider                                                                           |   |
| • CRA training of personnel                                                                                                                                                            | Active support                                                                                           |   | Adequate support                                                                                                |   | Limited support                                                                                       |   | Little if any support                                                                           |   |
| • Expanded CRA Statement adoption                                                                                                                                                      | Yes; includes self-assessment and documentation of performance                                           |   | Yes, but might not be fully descriptive of institution's performance                                            |   | No                                                                                                    |   | No                                                                                              |   |
| • CRA technical regulatory requirements being met                                                                                                                                      | Effective efforts to ensure compliance                                                                   |   | Generally ensures                                                                                               |   | Lax                                                                                                   |   | Rarely or never                                                                                 |   |
| II. Marketing and Types of Credit Extended                                                                                                                                             |                                                                                                          |   |                                                                                                                 |   |                                                                                                       |   |                                                                                                 |   |
| (B) Extent of marketing and special credit-related programs                                                                                                                            |                                                                                                          |   |                                                                                                                 |   |                                                                                                       |   |                                                                                                 |   |
| • marketing and advertising programs                                                                                                                                                   | Sound programs, approved, reviewed, and monitored by senior management and board                         |   | Adequate, but exist outside formal oversight of senior management and board                                     |   | Limited oversight by senior management and board                                                      |   | If exist, are inadequate                                                                        |   |
| • programs inform all segments of the community of products and services offered                                                                                                       | Yes                                                                                                      |   | Designed to inform                                                                                              |   | May require revision or expansion                                                                     |   | No                                                                                              |   |
| • advertisements of credit services throughout community                                                                                                                               | Designed to stimulate awareness                                                                          |   | Ads carried in widely circulated local media                                                                    |   | Ads designed only to promote general financial services provider image                                |   | No                                                                                              |   |
| • use of special advertisement media aimed at particular segments of community                                                                                                         | Yes                                                                                                      |   | Additional targeted advertising may be needed                                                                   |   | No                                                                                                    |   | No                                                                                              |   |

Performance Categories  
and Assessment Factors

|                                                                                                                                        | Outstanding                                                                      | ✓ | Satisfactory                                                                    | ✓ | Needs To Improve                                                                                                                              | ✓ | Substantial Noncompliance                                                                                              | ✓ |
|----------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------|---|---------------------------------------------------------------------------------|---|-----------------------------------------------------------------------------------------------------------------------------------------------|---|------------------------------------------------------------------------------------------------------------------------|---|
| • maintenance of advertising and marketing records                                                                                     | Complete, readily available                                                      |   | Adequate                                                                        |   | Limited                                                                                                                                       |   | Insufficient                                                                                                           |   |
| • review of advertising and marketing programs to ensure compliance with applicable laws and regulations                               | Internally reviewed                                                              |   | Occasionally reviewed; may have established but limited policies and procedures |   | Infrequently reviewed                                                                                                                         |   | Rarely or never reviewed                                                                                               |   |
| • personnel involvement to assist individuals and groups applying for credit                                                           | Routinely provide assistance                                                     |   | Generally provide assistance                                                    |   | Limited effort                                                                                                                                |   | Little if any effort                                                                                                   |   |
| (I) Origination or purchase of loans within community                                                                                  |                                                                                  |   |                                                                                 |   |                                                                                                                                               |   |                                                                                                                        |   |
| * meeting identified community credit needs through origination and purchase of loans                                                  | Affirmatively addresses a substantial portion of identified needs                |   | Addresses significant portion of needs                                          |   | Marginal                                                                                                                                      |   | Minimal                                                                                                                |   |
| • lending levels in response to community credit needs                                                                                 | Exceptional responsiveness to most pressing needs                                |   | General responsiveness                                                          |   | Marginal responsiveness                                                                                                                       |   | Little if any responsiveness                                                                                           |   |
| • number of loans within delineated community                                                                                          | Substantial majority                                                             |   | Significant volume                                                              |   | Significant volume may be outside delineated community                                                                                        |   | Substantial majority outside delineated community                                                                      |   |
| • loan volume relative to institution's resources and community's needs                                                                | Exceeds expectations                                                             |   | Adequate                                                                        |   | Low                                                                                                                                           |   | Excessively low                                                                                                        |   |
| • CRA Statement lists credit products available from the institution                                                                   | Correctly listed                                                                 |   | Majority correctly listed                                                       |   | Not accurately listed                                                                                                                         |   | Statement is materially inaccurate                                                                                     |   |
| * (J) Participation in governmentally insured, guaranteed, or subsidized loan programs                                                 |                                                                                  |   |                                                                                 |   |                                                                                                                                               |   |                                                                                                                        |   |
| • approach to meeting identified community credit needs                                                                                | Assumes leadership role                                                          |   | Generally takes some steps                                                      |   | Sometimes becomes involved                                                                                                                    |   | Rarely or never involved                                                                                               |   |
| * • level of participation                                                                                                             | Affirmatively participates                                                       |   | Frequently participates                                                         |   | Infrequently participates                                                                                                                     |   | Rarely or never participates                                                                                           |   |
| II. Geographic distribution and record of opening and closing offices                                                                  |                                                                                  |   |                                                                                 |   |                                                                                                                                               |   |                                                                                                                        |   |
| (*) Reasonableness of delineated community                                                                                             | Meets CRA purpose and does not exclude low- and moderate-income areas            |   | Meets CRA purpose and does not exclude low- and moderate-income areas           |   | Delineation unreasonable and may exclude low- and moderate-income areas; delineation guidelines need revision                                 |   | Delineation unreasonable and excludes low- and moderate-income areas; delineation guidelines need substantial revision |   |
| *not included as one of the 12 assessment factors, but considered under this category                                                  |                                                                                  |   |                                                                                 |   |                                                                                                                                               |   |                                                                                                                        |   |
| (E) Geographic distribution of credit extensions, applications, and denials                                                            |                                                                                  |   |                                                                                 |   |                                                                                                                                               |   |                                                                                                                        |   |
| • geographic distribution within delineated community                                                                                  | Documented analysis reflects reasonable penetration of all segments of community |   | Reasonable penetration of all segments of community                             |   | Unjustified, disproportionate pattern within delineated community compared with outside community, or regarding distribution within community |   | Unreasonable lending pattern inside and outside delineated community                                                   |   |
| • procedures formulated to identify geographic distribution                                                                            | Yes                                                                              |   | N/A                                                                             |   | N/A                                                                                                                                           |   | N/A                                                                                                                    |   |
| • geographic data documented and used by board and senior management to establish policies, products and services, and marketing plans | Yes                                                                              |   | May be documented and used                                                      |   | N/A                                                                                                                                           |   | N/A                                                                                                                    |   |
| • awareness of board and senior management of geographic distribution                                                                  | N/A                                                                              |   | N/A                                                                             |   | Unaware                                                                                                                                       |   | Disregards                                                                                                             |   |
| • review by board and senior management of lending policies and practices and effect on geographic distribution                        | N/A                                                                              |   | N/A                                                                             |   | Inadequate or no review                                                                                                                       |   | N/A                                                                                                                    |   |
| • corrective action on previously identified unreasonable lending patterns                                                             | N/A                                                                              |   | N/A                                                                             |   | Inadequate or no action                                                                                                                       |   | Limited or no action                                                                                                   |   |
| * • loan policies and procedures impact on local community                                                                             | N/A                                                                              |   | N/A                                                                             |   | N/A                                                                                                                                           |   | Contain restrictions that adversely affect loan availability                                                           |   |
| (G) Record of opening and closing offices and providing services                                                                       |                                                                                  |   |                                                                                 |   |                                                                                                                                               |   |                                                                                                                        |   |
| • accessibility of offices to all segments of community                                                                                | Readily accessible                                                               |   | Reasonably accessible                                                           |   | Difficult to access                                                                                                                           |   | Limited access                                                                                                         |   |

| Performance Categories and Assessment Factors                                                                                                                          |                                                                                      | Outstanding | ✓ | Satisfactory                                                                        | ✓ | Needs To Improve                                                                         | ✓ | Substantial Noncompliance                                                                                                                                         | ✓ |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------|-------------|---|-------------------------------------------------------------------------------------|---|------------------------------------------------------------------------------------------|---|-------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| • accommodation through business hours and services                                                                                                                    | Tailored to convenience and needs; ongoing review                                    |             |   | Reviewed periodically to assure accommodation                                       |   | May be inconvenient and infrequently reviewed                                            |   | Inconsistent and rarely if ever reviewed                                                                                                                          |   |
| • assessment of potential adverse impact of office closings                                                                                                            | Detailed assessment prior to closing, including consultation with community members  |             |   | Adequate, including contacts with community members                                 |   | Inadequate; needs revision or expansion                                                  |   | Rare or none                                                                                                                                                      |   |
| • record of opening and closing offices as it affects local community, particularly low- and moderate-income areas                                                     | No adverse impact                                                                    |             |   | Level of service available in low- and moderate-income areas not adversely affected |   | Adverse impact; may be unintentional                                                     |   | Continuing pattern of adverse impact                                                                                                                              |   |
| IV. Discrimination and Other Illegal Credit Practices                                                                                                                  |                                                                                      |             |   |                                                                                     |   |                                                                                          |   |                                                                                                                                                                   |   |
| (D) Practices to discourage applications for types of credit set forth in CRA Statement                                                                                |                                                                                      |             |   |                                                                                     |   |                                                                                          |   |                                                                                                                                                                   |   |
| • solicitation of credit applications from all segments of community                                                                                                   | Affirmatively solicits; strong focus on low- and moderate-income areas               |             |   | Generally solicits from all segments of community                                   |   | Possibility of isolated, illegal discouraging or prescreening                            |   | Rarely if ever considers credit applications from all segments of community; volume of applications from low- or moderate-income areas low or nonexistent         |   |
| • board of directors and senior management development of policies, procedures, and training programs to prevent illegal discouragement and prescreening of applicants | Effectively assures absence of illegal discouragement and prescreening of applicants |             |   | Adequate; minor revision or expansion may be required                               |   | Inadequate; requires significant revision or expansion                                   |   | Nonexistent or needs substantial revision                                                                                                                         |   |
| • adequacy of review and reporting mechanisms to assure nondiscriminatory policies, procedures, and training programs                                                  | Regularly assessed                                                                   |             |   | Periodically assessed                                                               |   | Improvement needed                                                                       |   | Inadequate and requires substantial revision; or no mechanisms exist                                                                                              |   |
| (F) Evidence of prohibited discriminatory or other illegal credit practices                                                                                            |                                                                                      |             |   |                                                                                     |   |                                                                                          |   |                                                                                                                                                                   |   |
| • compliance with antidiscrimination laws and regulations                                                                                                              | In substantial compliance                                                            |             |   | In compliance with substantive provisions                                           |   | Not in compliance with substantive provisions                                            |   | In substantial noncompliance                                                                                                                                      |   |
| • violations and corrective action                                                                                                                                     | N/A                                                                                  |             |   | Nonsubstantive; promptly corrected                                                  |   | Substantive violations on isolated basis; violations may be repeated from previous exams |   | Demonstrates pattern or practice of prohibited discrimination or committed large number of substantive violations; violations may be repeated from previous exams |   |
| V. Community Development                                                                                                                                               |                                                                                      |             |   |                                                                                     |   |                                                                                          |   |                                                                                                                                                                   |   |
| (H) Participation, including investments, in local development and redevelopment projects and programs                                                                 |                                                                                      |             |   |                                                                                     |   |                                                                                          |   |                                                                                                                                                                   |   |
| • awareness of programs                                                                                                                                                | Thoroughly aware                                                                     |             |   | Generally aware                                                                     |   | Limited awareness                                                                        |   | Unaware of or ignores programs                                                                                                                                    |   |
| • level or frequency of participation in programs                                                                                                                      | High level of participation, often in leadership role                                |             |   | Periodic participation                                                              |   | Rarely seeks out or participates                                                         |   | Little or no effort made to participate                                                                                                                           |   |
| (K) Ability to meet community credit needs consistent with institution's characteristics                                                                               |                                                                                      |             |   |                                                                                     |   |                                                                                          |   |                                                                                                                                                                   |   |
| • role in development projects to foster economic revitalization and growth                                                                                            | Leadership role                                                                      |             |   | Generally supports projects                                                         |   | Limited role                                                                             |   | Small if any role                                                                                                                                                 |   |
| • level of contact with government and private sector representatives to identify community development needs and opportunities                                        | Has established good working relationships                                           |             |   | Informed others of interest and involved in aspects of planning or implementation   |   | Rare                                                                                     |   | Little or none                                                                                                                                                    |   |
| (L) Participation in other activities not covered under other performance categories that bear on extent to which institution meets community credit needs             |                                                                                      |             |   |                                                                                     |   |                                                                                          |   |                                                                                                                                                                   |   |
|                                                                                                                                                                        | Engages in other meaningful activities                                               |             |   | Demonstrates willingness to explore                                                 |   | Demonstrates willingness to consider only when approached                                |   | Exhibits little or no interest                                                                                                                                    |   |

Order # 7 F-36

Councillor Walsh re: complete banking  
services to the city.

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In City Council,

January 14, 1991

*Order adopted*