

BUILDING ASSETS, BUILDING CREDIT:
A SYMPOSIUM ON IMPROVING FINANCIAL SERVICES IN LOW-INCOME COMMUNITIES
November 18 – 19, 2003

AGENDA

Tuesday, November 18, 2003

10:00 am Registration

10:30 am Welcome

Nicolas P. Retsinas, *Joint Center for Housing Studies*
George McCarthy, *Ford Foundation*
Edward Golding, *Freddie Mac*
Ken Wade, *Neighborhood Reinvestment Corporation*

10:45 am Introduction and Overview

Eric S. Belsky and Allegra Calder, *Joint Center for Housing Studies*

**11:15 am Panel 1: The Financial Service Choices of Low-Income Households
and the Implications for Asset-Building**

Moderator: Frank DeGiovanni, *Ford Foundation*

**1.1: Rich Debtors, Poor Debtors, and Non-Debtors: The Use of
Psychological Measures to Determine Differences**
Karen Gross, *New York Law School*; Richard Wiener, *University of
Nebraska*; Susan Block-Lieb, *Fordham Law School*; and Corinne
Baron-Donovan, *Graduate Center of the City University of New York*

**1.2: Financial Services Demand in Lower-Income Areas: A Three-
City Survey**
Shelly Herman and Darice Wright, *MetroEdge* and Chris Berry,
Kennedy School of Government

**1.3: From Unbanked to Homeowner: Improving the Supply of
Financial Services for Low-Income, Low-Asset Customers**
Ellen Seidman and Jennifer Tescher, *Shorebank Advisory Services*

Discussants: John Caskey, *Swarthmore College*, Vada Hill, *Fannie Mae*, and
Jeff Jaffee, *Citigroup*

12:45 pm

LUNCH

1:30 pm

Panel 2: The Provision of Mortgage Services in Low-Income Communities

Moderator: Edward Golding, *Freddie Mac*

- 2.1: Hitting the Wall: Credit as an Impediment to Homeownership**
Raphael Bostic, *University of Southern California*; Paul Calem, *Federal Reserve Bank*; and Susan Wachter, *Wharton School of the University of Pennsylvania*
- 2.2: Mortgage Choice: An Empirical Analysis Using Data From 2002**
Michael Lacour-Little, *Wells Fargo*
- 2.3: Bringing Subprime Mortgages to Market and the Effects on Lower Income Borrowers**
Ira Goldstein, *The Reinvestment Fund*

Discussants: Gary Acosta, *National Association of Hispanic Real Estate Professionals*, Robert Couch, *Mortgage Bankers Association of America*, and Sharon Hermanson, *American Association of Retired Persons*

3:00 pm

Panel 3: The Social and Community Welfare Implications of the Evolution of Mortgage Services in Low-Income Communities

Moderator: George McCarthy, *Ford Foundation*

- 3.1: Subprime Mortgage Lending and its Welfare Implications**
Karl Case, *Wellesley College*, Eric Belsky, *Joint Center for Housing Studies*, and Michael Collins, *Neighborhood Reinvestment Corporation*
- 3.2: The Changing Industrial Organization of Housing Finance and the Changing Role of Community-Based Organizations**
William C. Apgar, *Joint Center for Housing Studies* and Allen Fishbein, *Consumer Federation of America*
- 3.3: Refinance and the Accumulation of Home Equity Wealth**
Frank Nothaft and Yan Chang, *Freddie Mac*

Discussants: Sandor Samuels, *Countrywide*, Susan Wachter, *The Wharton School of the University of Pennsylvania*, and Barry Zigas, *Fannie Mae*.

4:30 pm

BREAK

4:45 pm

Panel 4: Improving Credit Information and Its Use in Mortgage Underwriting

Moderator: Steven Brobeck, *Consumer Federation of America*

4.1: Credit Information Reporting and the Practical Implications of Inaccurate or Missing Information in Underwriting Decisions

Glenn Canner, Robert Avery and Paul Calem, *Federal Reserve Bank*

4.2: The Role of Credit Scoring in Increasing Homeownership for Underserved Populations

Hollis Fishelson-Holstine, *Fair Isaac*

4.3: Automated Underwriting for Low-Income Communities: Successes and Challenges

Susan Gates, Cynthia Waldron and Peter Zorn, *Freddie Mac*

Discussants: Prue Larocca, *RBS Greenwich Capital*, Frank Raiter, *Standard & Poor's* and Andrea Stowers, *Stowers Consulting*

6:15 pm

Session Adjourns

6:30 pm

Reception:

Kennedy School of Government - Allison Dining Room

Wednesday, November 19, 2003

7:30 am

Continental Breakfast

8:00 am

Panel 5: Savings and Credit Reporting Solutions

Moderator: Bruce Katz, *Brookings Institution*

5.1: Does the Fair Credit Reporting Act Promote Accurate Credit Reporting?

Michael Staten, *Center for Credit Research* and Fred Cate, *Indiana University*

5.2: Institutions and Inclusion in Saving Policy

Michael Sherraden, *Washington University* and Michael Barr, *University of Michigan Law School*

5.3: Progressivity and Government Incentives to Save

Peter Orszag, *Brookings Institution* and Robert Greenstein, *Center on Budget and Policy Priorities*

Discussants: Ray Boshara, *New America Foundation*, James Laffargue, *Union Bank of California*, and Michael Stegman, *University of North Carolina*

9:30 am

Panel 6: Preventing Credit Problems and Loan Losses

Moderator: Ken Wade, *Neighborhood Reinvestment Corporation*

6.1: A Critical Examination of Financial Literacy Education

George McCarthy and Kathryn Gwatkin, *Ford Foundation*

6.2: Loan Loss Mitigation: The Role of Community Agencies

Roberto Quercia and Spencer Cowan, *University of North Carolina*

6.3: Innovative Servicing Technology: Smart Enough to Keep People in Their Houses

Amy Crews Cutts and Richard Green, *Freddie Mac*

Discussants: James Carr, *Fannie Mae Foundation*, Geoffrey Cooper, *MGIC Investment Corporation*, and Heidi-Anne Loughlin, *Maine Family Development Account Program*

11:00 am

BREAK

11:30 am

Panel 7: Getting Law and Regulations Right

Moderator: Governor Edward Gramlich, *Federal Reserve Board of Governors*

7.1: Democratizing Access to Capital

Michael Barr, *University of Michigan Law School*

7.2: Federal Regulation of Credit - The Cause or the Cure for Predatory Lending?

Margot Saunders, *National Consumer Law Center*

7.3: Cost Benefit Analysis of Debtor Protection Rules in Subprime Market Default Situations

Duncan Kennedy, *Harvard Law School*

Discussants: Cathy Lesser Mansfield, *Drake University*, Malcolm Bush, *Woodstock Institute*, and Richard Riese, *Office of Thrift Supervision*

1:00 LUNCH

2:00 pm

Roundtable Discussion: Implications of Findings for Business, Policy, Regulation and Advocacy

Moderator: Nicolas P. Retsinas, *Joint Center for Housing Studies*

Discussants: Diane Casey-Landry, *America's Community Bankers*, James Garner, *President, U.S. Conference of Mayors*, Bill Longbrake, *Washington Mutual*, Moises Loza, *Housing Assistance Council*, and John Taylor, *National Community Reinvestment Coalition*

3:00 pm

Symposium Adjourns