

**STATEMENT OF**

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**on**

**REGULATORY BURDEN RELIEF EFFORTS**

**before the**

**SUBCOMMITTEE ON FINANCIAL INSTITUTIONS  
AND CONSUMER CREDIT**

**of the**

**COMMITTEE ON FINANCIAL SERVICES  
U.S. HOUSE OF REPRESENTATIVES**

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Mr. Chairman, Ranking Member Sanders, and Members of the Subcommittee, I very much appreciate the opportunity to testify and update you on efforts to reduce unnecessary regulatory burden on federally-insured depository institutions. I am here today as the leader of the inter-agency regulatory review process mandated by the Economic Growth and Regulatory Paperwork Reduction Act (EGRPRA). In this capacity, and as a former community banker with over 23 years experience, I commend the distinguished Members of this Subcommittee for your steadfast commitment to pursue meaningful regulatory relief legislation, while maintaining the safety and soundness of the banking industry and protecting important consumer rights. As I have said before, our nation's banks, particularly America's smaller community banks, are counting on us to succeed in our efforts to reduce regulatory burden.

My testimony this morning will discuss the importance of balancing the relative costs and benefits of regulations, the proliferation of regulation in recent years and the high costs on the industry, as well as the cumulative effect of regulations on our nation's bank and thrift institutions, particularly smaller community banks. I will also outline our efforts to review regulations and address, on an inter-agency basis, some of the existing regulatory burden, as mandated by EGRPRA. I will then describe some actions the Federal Deposit Insurance Corporation (FDIC) has taken internally to reduce burdens imposed by our own regulations and operating procedures. Finally, I will suggest certain specific legislative actions that can be taken to stem the ever-increasing tide of regulation on the banking industry.

## **THE IMPORTANCE OF BALANCING THE COSTS AND BENEFITS OF REGULATION**

Our bank regulatory system has served us quite well, over many years, often helping to restrain imprudent risk-taking, protect important consumer rights and fulfill other vital public policy objectives. Statutes and regulations help preserve confidence in the banking industry and in the financial markets by ensuring that institutions operate in a safe and sound manner, promoting transparency in financial reporting, and encouraging fair business practices. However, as more and more laws are passed, and new regulations are adopted to implement these laws, I think it is incumbent upon public policy makers to ensure that the intended benefits of our regulations justify the considerable costs. I think we need to periodically take stock of the cumulative effect of all regulatory requirements on the industry. No one would advocate a system where people spend more time trying to figure out how to comply with all the laws than engaging in their primary economic activity. As Federal Reserve Board Chairman Alan Greenspan said in a speech a few months ago, “to be effective regulators we must also attempt to balance the burdens imposed on banks with the regulations’ success in obtaining the intended benefits and to discover permissible and more efficient ways of doing so.” I could not agree more. It is all about balance and I am afraid that the scales have now tipped too heavily to one side and need to be rebalanced.

## **THE PROLIFERATION AND HIGH COST OF REGULATION ON THE INDUSTRY**

In my testimony before this Subcommittee last year, I reported that, since enactment of the Financial Institutions Reform, Recovery and Enforcement Act (FIRREA) in 1989, the Federal bank and thrift regulatory agencies have promulgated a

total of 801 final rules. Since I testified in May of last year, the agencies have adopted an additional 50 final rules, which means that there have been a total of 851 final rules adopted since FIRREA, an average of about 50 new or amended rules promulgated every year. This does not even include the rules adopted by the Securities and Exchange Commission (SEC), Financial Accounting Standards Board (FASB), Public Company Accounting Oversight Board (PCAOB), American Institute of Certified Public Accountants (AICPA) and a whole host of state regulatory authorities nor regulations that apply to companies in general (such as tax and environmental rules).

It is quite a challenge for bankers to maintain the capacity to respond to the steady stream of new regulations while continuing to comply with existing regulations. Some of the new regulations and reporting requirements facing the industry include those required by the FACT Act, USA PATRIOT Act, Sarbanes-Oxley Act, and Check 21 Act. These laws reflect important public policy choices concerning, for example, the quality of the credit reporting system, identity theft, national security and changes in technology. However, it is incumbent upon the regulators who write implementing regulations, as well as the Congress, to be mindful of the need to avoid unnecessarily increasing regulatory burden on the industry as we implement new reporting requirements mandated by legislation.

There were good and sufficient reasons for these laws and, in fact, some were actually sought by the industry. However, the cumulative effect of all of the rule changes is a lot for banks to digest, particularly smaller community banks with very limited staff. Rule changes can be costly since implementation often requires computers to be reprogrammed, staff retrained, manuals updated and new forms produced. Even if some

of the rules do not apply to a particular institution, someone has to at least read the rules and make that determination. The 4,053 insured institutions with less than \$100 million in assets last year have, on average, fewer than 20 employees and the 1,000 smallest community banks and thrifts in the country average fewer than 10 employees. It is hard to imagine how those institutions can continue to serve their customers' needs and also meet the myriad of new regulatory requirements.

The cost of all of our regulatory requirements is hard to measure because it tends to become indivisible, if not invisible, from a bank's other activities. While there are no definitive studies, a survey of the evidence by a Federal Reserve Board economist in 1998 found that total regulatory costs account for 12 to 13 percent of banks' non-interest expense, or about \$38 billion in 2004 ("The Cost of Bank Regulation: A Review of the Evidence," Gregory Elliehausen, Federal Reserve Bulletin, April 1998). At smaller banks, almost every employee has significant compliance responsibilities, from the tellers to the CEO. In testimony at the regulatory burden hearing before this Subcommittee last month, the American Bankers Association estimated that bank CEOs, in the aggregate, spend over 5.5 million hours per year on compliance -- an astonishing number.

However salutary or necessary any new law may be, it still carries a cost. Compliance with Section 404 of the Sarbanes-Oxley Act of 2002 is a case in point. The North Carolina Bankers Association conducted a survey of its members to determine compliance costs. Non-accelerated banks (generally, banks other than those whose stock public investors own at least \$75 million) have not yet been required to file Section 404-compliant annual reports with the SEC. These banks, with less than \$250 million in assets, estimated costs at over eight percent of profits. Even larger, accelerated banks

(which have already filed Section 404-compliant annual reports) reported high costs.

These banks, with between \$500 million and \$1 billion in assets, estimated costs at over three percent of profits. Similarly, an article published by the Federal Reserve Bank of Philadelphia recently indicated that:

Some bankers have stated that as much as five percent of earnings are being allocated toward section 404 compliance. Others have noted that the costs of documenting internal control reviews, which had been documented in the past but which now must be documented consistent with the standards necessary under section 404, has tripled.

(“SVP Commentary on . . . Sarbanes-Oxley: Two Years Later,” Michael Collins, *Federal Reserve Bank of Philadelphia SRC Insights*, Fourth Quarter 2004.)

The Ellichehausen research indicates that, in general, start up costs for new or changing regulations may be very expensive and insensitive to the size of the changes. In other words, the process of learning about and adopting regulatory changes is expensive for banks, whatever the magnitude of the change. Frequent small, incremental changes may be much more expensive than large, one time changes.

Although regulatory burden has a disproportionate impact on community banks (as discussed below), we are committed to addressing the problem of regulatory burden for every insured financial institution. Banks, large and small, labor under the cumulative impact of regulations that divert resources and capital away from economic development, extension of credit and job creation. Most of the proposals we are examining would provide significant relief to all financial institutions.

## **THE IMPACT OF REGULATORY BURDEN ON COMMUNITY BANKS**

In general, regulations cost smaller businesses more per employee, when compared with larger businesses. New regulations have a greater impact on community banks, especially smaller community banks (under \$100 million in assets), than on larger institutions due to their inability to spread start up and implementation costs over a large number of transactions. Economies of scale associated with regulatory compliance have been confirmed in implementation cost studies of the Truth in Savings Act and the Electronic Funds Transfer Act, where the incremental cost of regulation declines as the number of transactions or accounts rise.

The magnified impact of regulatory burden on small banks is a significant concern to me. As a former community banker, I know the importance of community banks in our economy. Community banks play a vital role in the economic well-being of countless individuals, neighborhoods, businesses and organizations throughout our country, serving as the lifeblood of their communities. These banks are found in all communities—urban, suburban, rural and small towns. Whether a minority-owned urban neighborhood institution or an agricultural bank, community banks have several things in common. They are a major source of local credit. Data from the June 2004 Call Reports indicates that over 90 percent of commercial loans at small community banks were made to small businesses. In addition, the data indicates that community banks with less than \$1 billion in assets, which hold only 14 percent of industry assets, account for 45 percent of all loans to small businesses and farms.

Community banks are the bankers for municipalities and school districts. They generally know personally many small business owners and establish lending

relationships with these individuals and their businesses. These small businesses, in turn, provide the majority of new jobs in our economy. Small businesses with fewer than 500 employees account for approximately three-quarters of all new jobs created every year in this country. The loss of community institutions can result in losses in civic leadership, charitable contributions, and local investment in school and other municipal debt. I have a real concern that the volume and complexity of existing banking regulations, coupled with new laws and regulations, are increasingly posing a threat to the survival of our community banks.

Over the last 20 years, there has been substantial consolidation in the banking industry. This can be seen most dramatically in the numbers of small community banks. At the end of 1984, there were 11,705 small community banks with assets of less than \$100 million in today's dollars. At year end 2004, the number of small community banks dropped by 65 percent to just 4,094 (see Chart 1). For institutions with assets of \$1 billion or less in 2004 dollars, there has been a decline of 8,761 institutions, or 51 percent over the twenty year period. This chart underscores the point that the rate of contraction in the number of community banks increases with decreasing asset size. The smaller the institutions, the greater the rate of contraction -- even when we adjust size for inflation.

The decline in the number of community banks has three main components: mergers, growth out of the community bank category, and failures. These factors were only partially offset by the creation of more than 2,500 new banks during 1985-2005. In the above calculations, bank asset size is adjusted for inflation. Thus, a bank with \$100 million in assets today is compared with one having about \$63 million in assets in 1985. A number of other market forces, such as interstate banking and changes to state

branching laws impacted the consolidation of the banking industry. The bank and thrift crisis of the 1980s and the resulting large number of failures and mergers among small institutions serving neighboring communities also contributed to the decline in the smallest financial institutions. It is probable that together those factors were the greatest factors in reducing small bank numbers.

However, I believe that in the recent past, regulatory burden played an increasingly significant role in shaping the industry and the number and viability of community banks and I think it will continue in the foreseeable future. While many new banks have been chartered in the past two decades, I fear that, left unchecked, regulatory burden may eventually pose a barrier to the creation of new banks. Keeping barriers to the entry of new banks low is critical to ensuring that small business and consumer wants and needs are met, especially as bank mergers continue to reduce choices in some local markets.

More dramatic than the decline in numbers of institutions has been the decline in market share of community banks. As Chart 2 indicates, the asset share of small community banks decreased from nine percent to two percent in the past 20 years, while the share of institutions with less than \$1 billion in assets fell from 33 percent to 14 percent. This chart understates the real loss of market share for these institutions, since it does not reflect the growing importance of asset management activities that generate revenues but do not create assets on institutions' balance sheets. Chart 3, which presents community banks' share of industry earnings, shows a greater loss of share, from 12 percent to two percent for small community banks, and from 44 percent to 13 percent for institutions with less than \$1 billion in assets.

It may seem a paradox to discuss profitability concerns at a time when the banking industry is reporting record earnings. Last year the industry as a whole earned a record \$122.9 billion, surpassing the previous annual record of \$120.5 billion set in 2003. When you look behind the numbers, however, you see a considerable disparity in the earnings picture between the largest and smallest banks in the country. The 117 largest banks in the country (those with assets over \$10 billion), which represent 1.3 percent of the total number of insured institutions, earned \$89.3 billion or about 73 percent of total industry earnings. This is in contrast to the 4,093 banks with assets under \$100 million, which represent 46 percent of the total number of insured institutions and earned about \$2.1 billion or only 1.7 percent of total industry earnings (see Chart 3). Moreover, when the data are examined further, you find that banks with assets over \$1 billion had an average return on assets (ROA) of 1.31 percent, while those with assets under \$1 billion had an average ROA of 1.16 percent (see Chart 4).

The ROA comparisons understate the actual disparity in performance between community banks and their larger counterparts. The 15 basis-point difference in nominal ROA last year increases to a 43 basis-point gap when the data are adjusted for the accounting effects of large-bank mergers and different tax treatment of Subchapter S corporations. One of the main causes of the growing difference is the greater ability of large institutions to spread their overhead costs across a larger and more diverse base of revenues. Chart 5 illustrates the growing efficiency gap separating large and small institutions. It shows the extent to which non-interest expenses absorb operating revenues. Throughout the early-1990s, both large and small institutions were able to control expense growth and increase revenues so that their efficiency ratios improved

(declined) in tandem. During the past six years, however, larger institutions have been able to continue to improve their efficiency, whereas community banks have not. The regressive burden of regulation, which increased considerably during this period, contributed to this divergence in performance. Last year, more than one out of every ten small community banks was unprofitable. That was more than four times the proportion of larger institutions that were unprofitable. These numbers make it clear that community banks, while healthy in terms of their supervisory ratings, are operating at a lower level of profitability than the largest banks in the country. At least part of this disparity in earnings stems from the disproportionate impact that regulations and other fixed non-interest costs have on community banks.

Community bankers are increasingly worried that their institutions—and all that they mean to their communities—may not be able to operate at an acceptable level of profitability for their investors for too many more years under what they describe as a "never-ending avalanche" of regulations. In some cases, the cost of complying with regulatory burden is pushing some smaller banks out of the market. As reported in the *American Banker* (May 25, 2004), regulatory burden was an important factor in the decision by two community banks to sell their institutions. While we have only anecdotal evidence on this point, conversations concerning merger or sale of institutions are likely occurring today in many community bank boardrooms all over the United States.

It is not just the total volume of regulatory requirements that pose problems for banks, but also the relative distribution of regulatory burden across various industries that could hit community banks hard in the future. For example, community bankers are

increasingly subject to more intense competition from credit unions that, in many cases, have evolved from small niche players to full-service retail depository institutions. In the past ten years, the number of credit unions with assets exceeding \$1 billion increased almost five-fold, from 20 institutions in 1994 to 99 institutions today -- and the credit union industry continues to grow nationwide. With ever-expanding fields of membership and banking products, credit unions are now competing head-to-head with banks and thrifts in many communities, yet the conditions under which this competition exists enable credit unions to operate with a number of advantages over banks and thrifts. These advantages include exemption from taxation, not being subject to the Community Reinvestment Act, and operation under a regulatory framework that has supported and encouraged the growth of the credit union movement, including broadening the "field of membership." These advantages make for an uneven playing field, a condition that Congress should reexamine and seek to resolve.

#### **INTER-AGENCY EFFORT TO REDUCE REGULATORY BURDEN**

In 1996, Congress passed the Economic Growth and Regulatory Paperwork Reduction Act (EGRPRA). EGRPRA requires the Federal Financial Institutions Examination Council (FFIEC) and each of its member agencies to review their regulations at least once every ten years, in an effort to eliminate any regulatory requirements that are outdated, unnecessary or unduly burdensome. For the past two years, I have been leading the inter-agency effort and am pleased to report that we are making progress.

Under the EGRPRA statute, the agencies are required to categorize their regulations by type (such as "safety and soundness" or "consumer protection" rules) and

then publish each category for public comment. The inter-agency task force divided the agencies' regulations (131 rules in all) into 12 categories and agreed to publish one or more categories for public comment every six months, with 90-day comment periods, for the remainder of the review period (which ends in September, 2006). Spreading out comments over three years will provide sufficient time for the industry, consumer groups, the public and other interested parties to provide meaningful comments on our regulations, and for the agencies to carefully consider all recommendations.

The agencies have already jointly published four separate requests for comment in the Federal Register. The first notice, published on June 16, 2003, sought comment on our overall regulatory review plan as well as the initial three categories of regulations: Applications and Reporting; Powers and Activities; and International Operations. The second inter-agency notice, published on January 20, 2004, sought public comment on the lending-related consumer protection regulations, which include Truth-in-Lending (Regulation Z), Equal Credit Opportunity Act (ECOA), Home Mortgage Disclosure Act (HMDA), Fair Housing, Consumer Leasing, Flood Insurance and Unfair and Deceptive Acts and Practices. The third notice, published on July 20, 2004, sought public comment on remaining consumer protection regulations (which relate primarily to deposit accounts/relationships). The fourth notice, published on February 3, 2005, sought public comment on our anti-money laundering, safety and soundness and securities regulations.

These four requests for comments have covered a total of 99 separate regulations. In response to these requests, the agencies received a total of 846 comment letters from bankers, consumer and community groups, trade associations and other interested parties. Each of the recommendations is being carefully reviewed and analyzed by the agency

staffs. Based on these reviews, the appropriate agency or agencies may bring forward, and request public comment on, proposals to change specific regulations.

Banker, consumer and public insight into these issues is critical to the success of our effort. The regulatory agencies have tried to make it as easy as possible for all interested parties to be informed about the EGRPRA project and to let us know what are the most critical regulatory burden issues. The EGRPRA website, which can be found at [www.egrpra.gov](http://www.egrpra.gov), provides an overview of the EGRPRA review process, a description of the agencies' action plan, information about our banker and consumer outreach sessions and a summary of the top regulatory burden issues cited by bankers and consumer groups. There also are direct links to the actual text of each regulation and comments can be sent to the EGRPRA website. Comments submitted through the website are automatically transmitted to all of the financial institution regulatory agencies. Comments are then posted on the EGRPRA website for everyone to review. The website has proven to be a popular source for information about the project, with thousands of hits being reported every month.

While written comments are important to the agencies' efforts to reduce regulatory burden, it is also important to have face-to-face meetings with bankers and consumer group representatives so they have an opportunity to directly communicate their views on the issues. Over the past two years, the agencies sponsored a total of nine banker outreach meetings in different cities around the country to heighten industry awareness of the EGRPRA project. The meetings provided an opportunity for the agencies to listen to bankers' regulatory burden concerns, explore comments and suggestions, and identify possible solutions. So far, we have held banker outreach

meetings in Orlando, St. Louis, Denver, San Francisco, New York, Nashville, Seattle, Chicago and Phoenix. Two more meetings are scheduled: June 22 in New Orleans and September 24 in Boston. To date, more than 450 bankers (mostly CEOs) and representatives from the national and state trade associations participated in these meetings with representatives from FDIC, FRB, OCC, OTS, CSBS and the state regulatory agencies. The banker outreach meetings have been extremely useful and productive in identifying regulatory burden concerns. Summaries of the issues raised during the meetings are posted on the EGRPRA website.

We also held three outreach meetings for consumer and community groups. The first meeting was on February 20, 2004, in Arlington, Virginia, the second on June 24, 2004 in San Francisco and the third on September 23, 2004 in Chicago. Representatives from a number of consumer and community groups participated in the meetings along with representatives from the FDIC, FRB, OCC, OTS, NCUA and CSBS. The meetings provided a useful perspective on the effectiveness of many existing regulations. We are tentatively planning to hold one additional meeting with consumer and community groups later this year in Boston, Massachusetts, and we are more than willing to hold additional meetings if there is sufficient interest among consumer and community groups.

#### **RESPONSE BY THE REGULATORY AGENCIES**

The tremendous regulatory burden that exists was not created overnight and unfortunately, from my perspective, cannot be eradicated overnight. It is a slow and arduous process but I believe that we are making some headway. One of the real benefits of focusing on the need to reduce regulatory burden is that we have generally heightened

awareness of the issue. For example, I am told that regulatory burden on the industry is now routinely discussed when agency staff members formulate new rules. This was not always the case.

In fact, the banking and thrift regulatory agencies are working together closely and harmoniously on a number of projects to affirmatively address unnecessary burdens. In addition to eliminating outdated and unnecessary regulations, the agencies have identified more efficient ways of achieving important public policy goals of existing statutes. I think it is fair to say that although we have much work ahead of us, there has been significant progress to date. Here are some notable examples:

#### ***Community Reinvestment Act Regulations***

On February 22, 2005, the FDIC, along with the OCC, issued a proposal to amend the Community Reinvestment Act (CRA) regulations. The Federal Reserve Board issued a very similar proposal shortly thereafter. The agencies' proposal would raise the "small bank" threshold in the CRA regulations to \$1 billion in assets, without regard to holding company assets. This would represent a significant increase in the small bank threshold from the current level of \$250 million which was established in 1995. Under the proposal, just over 1,566 additional banks (those with assets between \$250 and \$1 billion) would be subject to small bank reporting and streamlined examination standards.

This proposal does not exempt any institutions from complying with CRA—all banks, regardless of size, will be required to be thoroughly evaluated within the business context in which they operate. The proposal includes a "community development test" for banks between \$250 million and \$1 billion in assets that would be separately rated in CRA examinations. This community development test would provide eligible banks with

greater flexibility to meet CRA requirements than the large bank test under which they are currently evaluated. Another effect of the proposal would be the elimination of certain collection and reporting requirements that currently apply to banks between \$250 million and \$1 billion in assets.

These changes to the regulation, if adopted as proposed, would result in significant regulatory burden reduction for a number of institutions. I recognize that there are many competing interests and that community groups, in particular, as well as many Members of Congress, generally oppose any increase at all in the threshold level -- and I remain receptive to all points of view. The comment period for this proposal closed on May 10, 2005 and the FDIC received approximately 3,800 comment letters. It is my hope that, after carefully considering all comments, the agencies will agree on a final rule before the end of this year.

### ***Privacy Notices***

On December 30, 2003, the Federal bank, thrift and credit union regulatory agencies, in conjunction with the Federal Trade Commission, Securities and Exchange Commission, and the Commodity Futures Trading Commission, issued an Advanced Notice of Proposed Rulemaking (ANPR), seeking public comment on ways to improve the privacy notices required by the Gramm-Leach-Bliley Act. Although there are many issues raised in the ANPR, the heart of the document solicited comment on how the privacy notices could be improved to be more readable and useful to consumers, while reducing the burden on banks and other service providers required to distribute the notices. In response to the comments received, the agencies are conducting consumer research and testing that will be used to develop privacy notices that meet these goals.

As they do so, it is important for the agencies to continue to be mindful that changes to privacy notices and the requirements for their distribution may themselves create new costs for the banking industry.

### ***Consumer Disclosures***

In recent speeches, Acting Comptroller Julie Williams called for a comprehensive review of existing consumer disclosures to make them more useful and understandable for consumers as well as less burdensome for banks. I applaud her efforts to highlight this issue and agree that we should take a careful look at the large number and actual content of all consumer disclosures required by law. Consumers may in fact be experiencing “information overload.” Beginning with the Truth in Lending Act 35 years ago and culminating with the recently enacted Privacy and FACT Acts, there are now dozens of consumer laws and regulations, any number of which might apply, depending on the transaction. Chart 6 graphically depicts some of the laws and regulations that a bank must be concerned with under different mortgage lending scenarios.

The Chart raises several questions: (1) Are the numbers of disclosures too many for banks and consumers to deal with effectively?; (2) Do consumers find the disclosures too complicated, conflicting and duplicative? and (3) Are these disclosures failing to achieve their designated purpose in helping consumers become informed customers of financial services? I think we need to look at the whole panoply of disclosures and find ways to eliminate the existing overlap, duplication and confusion. We may have reached a point where we have “non-disclosure by over-disclosure.” I look forward to working with my fellow regulators to improve the current situation with respect to consumer disclosures.

### ***BSA and USA PATRIOT Act Guidance***

There is no question that financial institutions and the regulators must be extremely vigilant in their efforts to implement the Bank Secrecy Act in order to thwart terrorist financing efforts and money-laundering. Last year, bankers filed over 13 million Currency Transaction Reports (CTRs) and over 300,000 Suspicious Activity Reports (SARs) with the Financial Crimes Enforcement Network (FinCEN). Although FinCEN is providing more information to bankers than previously, bankers still believe they are filing millions of CTRs and SARs that are not utilized for any law enforcement purpose. Consequently, bankers believe that a costly burden is being carried by the industry which is providing little benefit to anyone. In an effort to address this concern and enhance the effectiveness of these programs, the financial institution regulatory agencies are working together with FinCEN and various law enforcement agencies, through task forces of the Bank Secrecy Act Advisory Group, to find ways to streamline reporting requirements for CTRs and SARs and make the reports that are filed more useful for law enforcement and to communicate with bankers more effectively.

In the next few weeks, the bank and thrift regulatory agencies are expected to issue detailed BSA examination guidelines that will address many of the questions bankers have about BSA compliance. To further assist banks, the agencies and FinCEN issued interpretive guidance designed to clarify the requirements for appropriately assessing and minimizing risks posed when providing banking services to Money Services Businesses. Bankers understand the vital importance of knowing their customers and thus generally do not object to taking additional steps necessary to verify the identity of their customers. However, bankers wanted guidance from the regulators

on how to establish appropriate customer identification requirements under the USA PATRIOT Act. In response, the bank and thrift regulatory agencies, the Treasury Department and FinCEN issued interpretive guidance to all financial institutions to assist them in developing a Customer Identification Program (CIP). The interagency guidance answered the most frequently asked questions about the requirements of the CIP rule. Finally, with respect to the requirements of the Office of Foreign Assets Control (OFAC), the agencies are working to develop examination procedures and guidance for OFAC compliance.

I am convinced that we can find ways to make this system more effective for law enforcement, while at the same time make it more cost efficient and less burdensome for bankers. I have met on several occasions with FinCEN's Director, William Fox, and pledged to work with him to make reporting under the Bank Secrecy Act more effective and efficient while still meeting the important crime-fighting objectives of anti-terrorism and anti-money-laundering laws. We should never stop looking for ways to fulfill our important responsibilities more efficiently.

#### **FDIC EFFORTS TO RELIEVE REGULATORY BURDEN**

In addition to the above-noted inter-agency efforts to reduce regulatory burden, the FDIC, under the leadership of Chairman Powell, has undertaken a number of initiatives to improve the efficiency of our operations and reduce regulatory burden, without compromising safety and soundness or undermining important consumer protections. Over the last several years, we have streamlined our examination processes and procedures with an eye toward better allocating FDIC resources to areas that could

ultimately pose greater risks to the insurance funds – such as problem banks, large financial institutions, high-risk lending, internal controls and fraud. Some of our initiatives to reduce regulatory burden include the following:

- 1) As part of our MERIT examination program, we raised the threshold for well-rated, well-capitalized banks to qualify for streamlined safety and soundness examinations from \$250 million to \$1 billion so that the FDIC’s resources are better focused on managing risk to the insurance funds;
- 2) Implemented more risk-focused compliance, trust and IT specialty examinations, placing greater emphasis on an institution’s administration of its compliance and fiduciary responsibilities and less on transaction testing;
- 3) Initiated electronic filing of branch applications through FDIC Connect and began exploring alternatives for further streamlining the deposit insurance application process in connection with new charters and mergers;
- 4) Simplified the deposit insurance coverage rules for living trust accounts so that the rules are easier to understand and administer;
- 5) Simplified the assessment process by providing institutions with electronic invoices and eliminating most of the paperwork associated with paying assessments;
- 6) Amended our international banking regulations to expand the availability of general consent authority for foreign branching and investments in certain circumstances and replaced the fixed asset pledge with a risk-based pledge requirement;
- 7) Reviewed existing Financial Institution Letters (FILs) to eliminate outdated or unnecessary directives and completely changed the basic format of the FILs to make them easier to read.
- 8) Provided greater resources to bank directors, including the establishment of a “Director’s Corner” on the FDIC website, as a one-stop site for Directors to obtain useful and practical information to in fulfilling their responsibilities, and the sponsorship of many “Director’s Colleges” around the country;
- 9) Made it easier for banks to assist low and moderate income individuals, and obtain CRA credit for doing so, by developing *Money Smart*, a financial literacy curriculum and providing the *Money Smart Program* free-of-charge to all insured institutions;

- 10) Implemented an interagency charter and federal deposit insurance application that eliminates duplicative information requests by consolidating into one uniform document, the different reporting requirements of the three regulatory agencies (FDIC, OCC and OTS);
- 11) Revised our internal delegations of authority to push more decision making out to the field level to expedite decision making and provide institutions with their final Reports of Examination on an expedited basis; and
- 12) Provided bankers with a customized version of the FDIC Electronic Deposit Insurance Estimator (EDIE), a CD-Rom and downloadable version of the web-based EDIE, which allows bankers easier access to information to help determine the extent to which a customer's funds are insured by the FDIC.

The FDIC is aware that regulatory burden does not emanate only from statutes and regulations, but often comes from internal processes and procedures. Therefore, we continually strive to improve the way we conduct our affairs, always looking for more efficient and effective ways to meet our responsibilities.

#### **LEGISLATION TO REDUCE REGULATORY BURDEN**

Mr. Chairman, I wish to commend you, Congressman Hensarling, Congressman Moore and the other distinguished Members of your Subcommittee for your efforts to develop legislation to remove unnecessary regulatory burden from the banking industry. Since most of our regulations are, in fact, mandated by statute, I believe it is critical that the agencies work hard not only on the regulatory front, but also on the legislative front, to alert Congress to unnecessary regulatory burden. In fact, the EGRPRA statute requires us to identify and address unnecessary regulatory burdens that must be addressed by legislative action.

EGRPRA requires input from the industry and other interested parties. As reported above, we have made tremendous efforts to get input through the public notice

and comment process as well as through outreach meetings held around the country. As a result, we have received many promising ideas for true regulatory burden reduction.

Almost a year ago, after testifying before this Subcommittee, I also testified, along with eighteen other witnesses, before the Senate Banking, Housing, and Urban Affairs Committee. At the end of the hearing, Senator Crapo asked me, as the leader of the interagency EGRPRA task force, to review the testimony presented at the hearing and extract the various regulatory burden reduction proposals. The result was a matrix with a total of 136 burden reduction proposals.

Thereafter, I convened a meeting of banking industry representatives from the American Bankers Association, America's Community Bankers, the Independent Community Bankers of America, and the Financial Services Roundtable, who together reviewed the matrix of 136 proposals in an effort to determine which of these proposals they could all support as industry consensus items. This process yielded a list of 78 banking industry consensus items.

The FDIC reviewed the 78 banking industry consensus proposals for safety and soundness, consumer protection and other public policy concerns and determined that we could affirmatively support 58 of the 78 industry consensus proposals. There are other proposals that, after review, the FDIC determined that we have "no objection" to or that we take "no position" on since the proposal did not affect either the FDIC or the institutions we regulate. There are only five of the banking industry consensus proposals that the FDIC opposes.

The next step in our consensus building process was to share our positions with the other Federal banking agencies in an effort to reach interagency consensus. After

much work, negotiation, and compromise, the FRB, OCC, OTS and the FDIC agreed to support twelve of the banking industry consensus proposals. This “bankers’ dozen” includes the following proposals for regulatory burden relief:

1. Authorize Payment of Interest on Reserves
2. Provide Federal Reserve Flexibility to Set Reserve Requirement
3. Repeal Certain Reporting Requirements Relating to Insider Lending
4. Streamline Depository Institution Merger Application Requirements
5. Shorten the Post-Approval Waiting Period on Bank Mergers and Acquisitions  
Where There are No Adverse Effects on Competition
6. Improve Information Sharing With Foreign Supervisors
7. Provide an Inflation Adjustment for the Small Depository Institution Exception  
under the Depository Institution Management Interlocks Act
8. Exempt Merger Transactions Between An Insured Depository Institution One or  
More of Its Affiliates from Competitive Factors Review and Post-Approval  
Waiting Periods
9. Amend the Flood Disaster Protection Act of 1973
10. Enhance Examination Flexibility
11. Streamline Call Reports
12. Authorize Member Banks to Use Pass-Through Reserve Accounts

These are not the only legislative proposals to reduce regulatory burden that are supported by one or more of the regulatory agencies. In fact, many of the other banking industry consensus items have support from multiple Federal banking agencies. The

EGRPRA process has produced a wealth of proposals. The synergism that has resulted from the EGRPRA process and my meetings with lawmakers makes me believe that there is real momentum behind the effort to reduce regulatory burden on the industry.

I was gratified to see the House of Representatives address some of the burden issues and pass H.R. 1375, the Financial Services Regulatory Relief Act last year. H.R. 1375 contains a number of significant regulatory relief provisions that could reduce regulatory burden. The bill also includes several provisions requested by the regulators, including the FDIC, to help us do our jobs better. The EGRPRA process has produced some additional proposals supported by both the industry and the regulators. The above-noted “bankers dozen” are just some of the ideas I am pursuing on an inter-agency basis to reduce unnecessary burden on the banking industry without diluting important consumer protections -- and I hope to pursue many others over the course of the EGRPRA regulatory review process. I look forward to working with the Committee on developing a comprehensive legislative package that provides real regulatory relief for the industry. I am certain that this hearing will provide valuable input for the comprehensive package.

## **CONCLUSION**

Mr. Chairman, as I stated at the outset, the EGRPRA process addresses the problem of regulatory burden for every FDIC-insured financial institution. Banks, large and small, labor under the cumulative weight of our regulations. However, I believe that if we do not do something to stem the tide of ever increasing regulation, a vital part of the banking system will disappear from many of the communities that need it the most. That

is why I think it is incumbent upon all of us – Congress, regulators, industry and consumer groups – to work together to eliminate any outdated, unnecessary or unduly burdensome regulations. I remain personally committed to accomplishing that objective, no matter how difficult it may be to achieve.

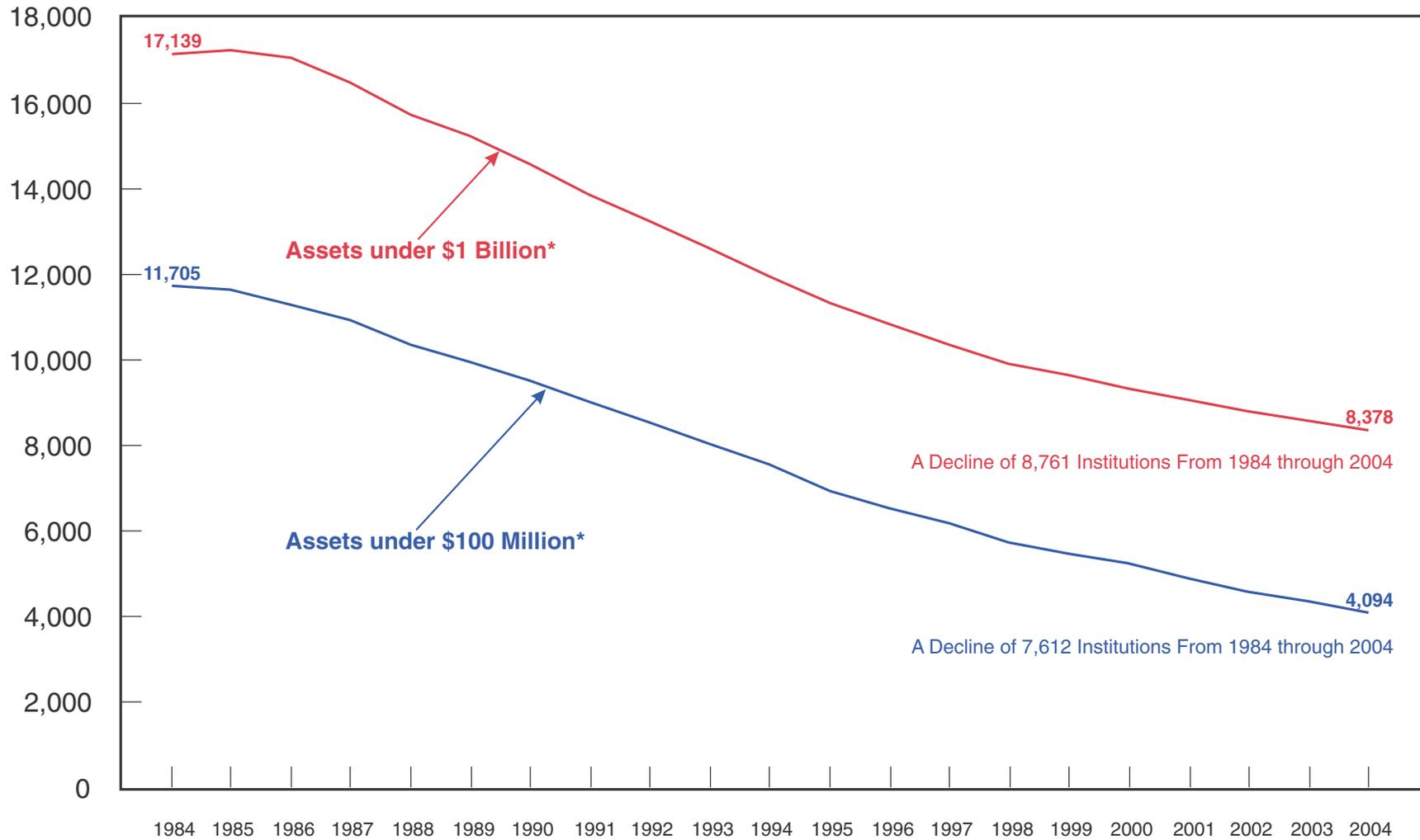
I believe that now is the time to take action to address the accumulated regulations that face the banking industry every day. There seems to be a real consensus building to address this issue. I remain confident that, if we all work together, we can find ways to regulate that are both more effective and less burdensome, without jeopardizing the safety and soundness of the industry or weakening important consumer protections.

Thank you for providing me with this opportunity to testify.

Chart 1

## THE NUMBER OF COMMUNITY BANKS HAS BEEN DECLINING FDIC-Insured Commercial Banks & Savings Institutions

Number at Year-End

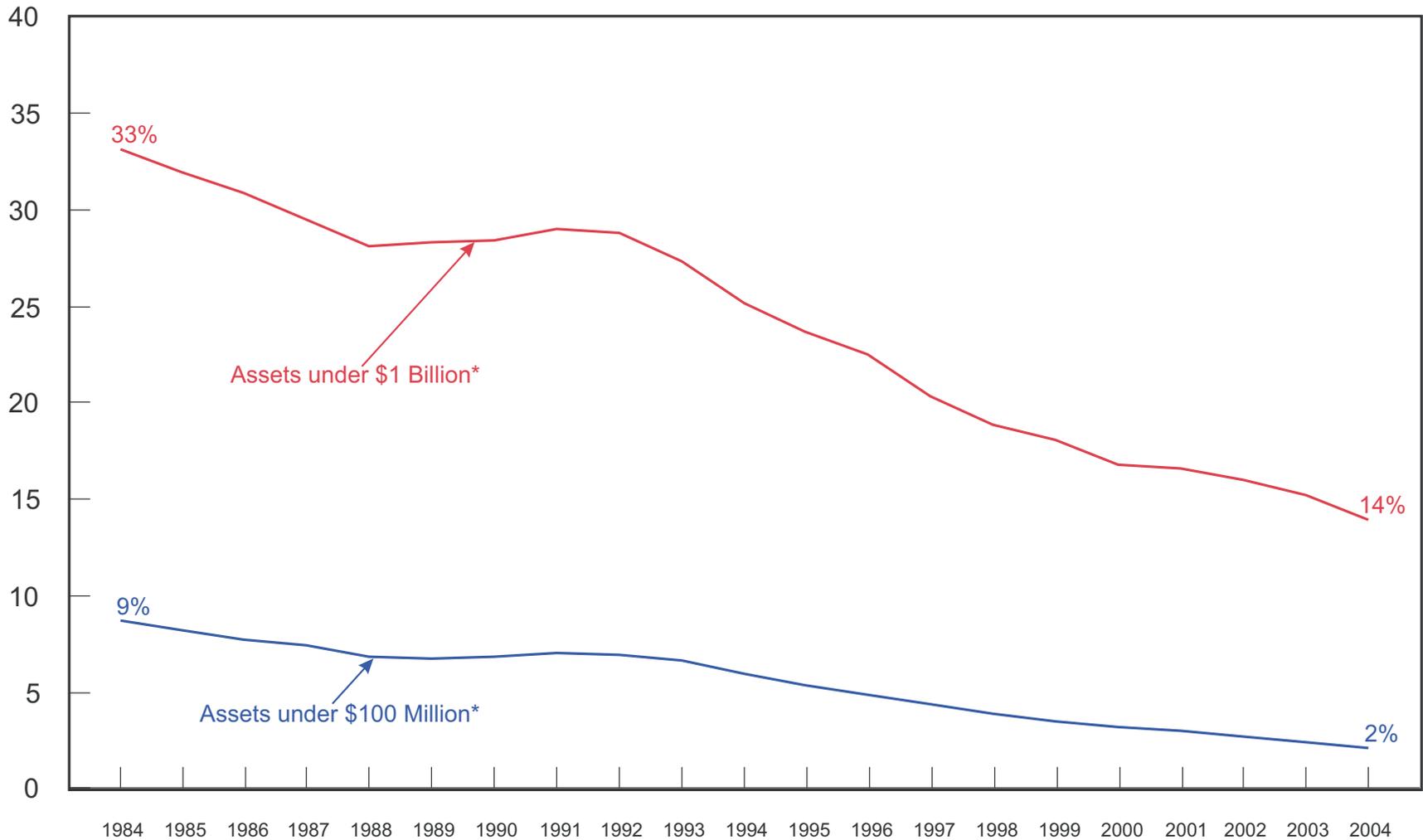


\* Based on 2004 Dollars; \$100 Million in 2004 = \$62.9 Million in 1984, \$1 Billion = \$629 Million in 1984



## COMMUNITY BANKS' SHARE OF INDUSTRY ASSETS CONTINUES TO FALL FDIC-Insured Commercial Banks & Savings Institutions

Percent of Industry Assets



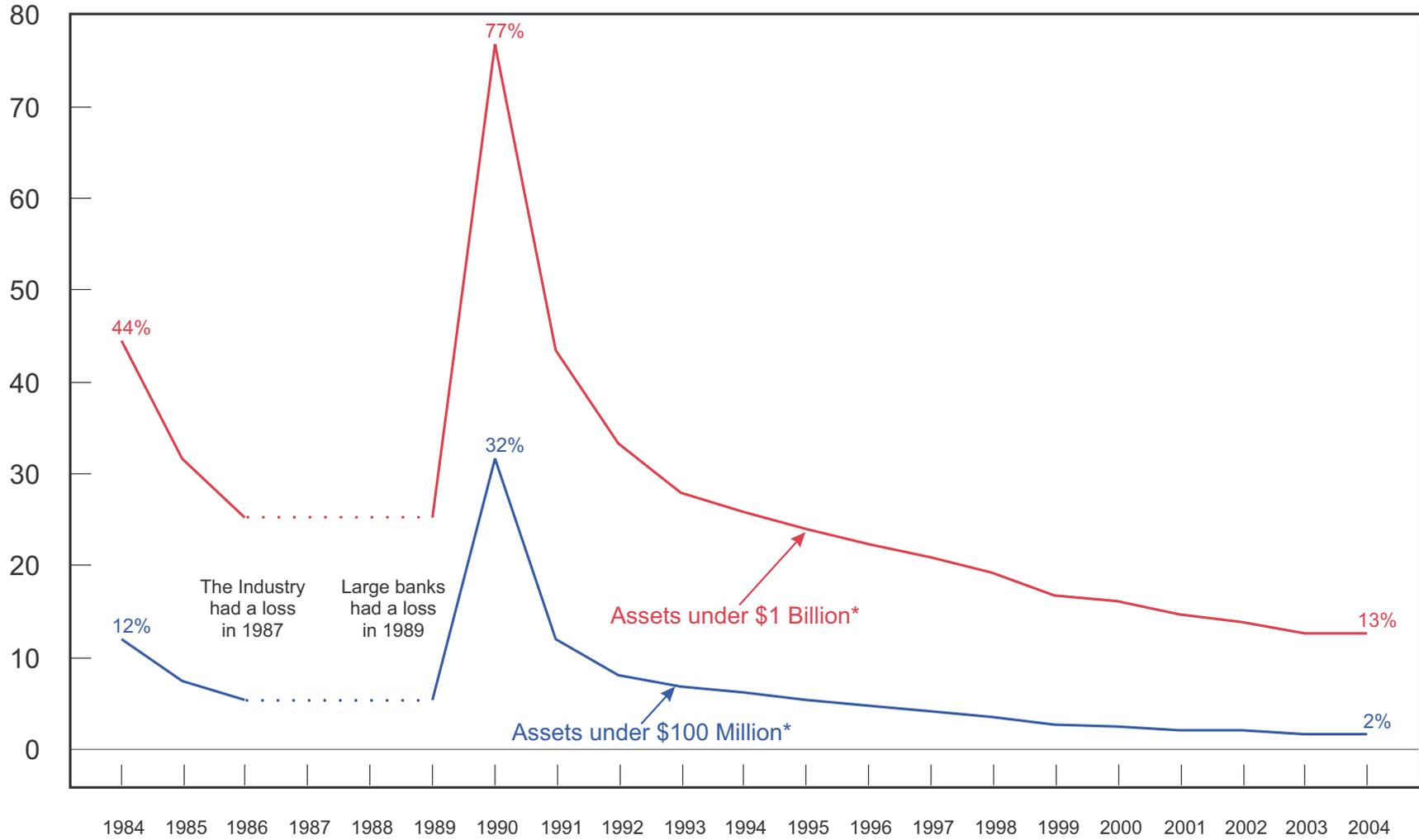
\* Based on 2004 Dollars; \$100 Million in 2004 = \$62.9 Million in 1984, \$1 Billion 2004 = \$629 Million in 1984



## COMMUNITY BANKS' SHARE OF INDUSTRY EARNINGS IS DECLINING

### Net Income of Institutions with Assets <\$1 Billion as a Percent of Total Industry Net Income

Percent



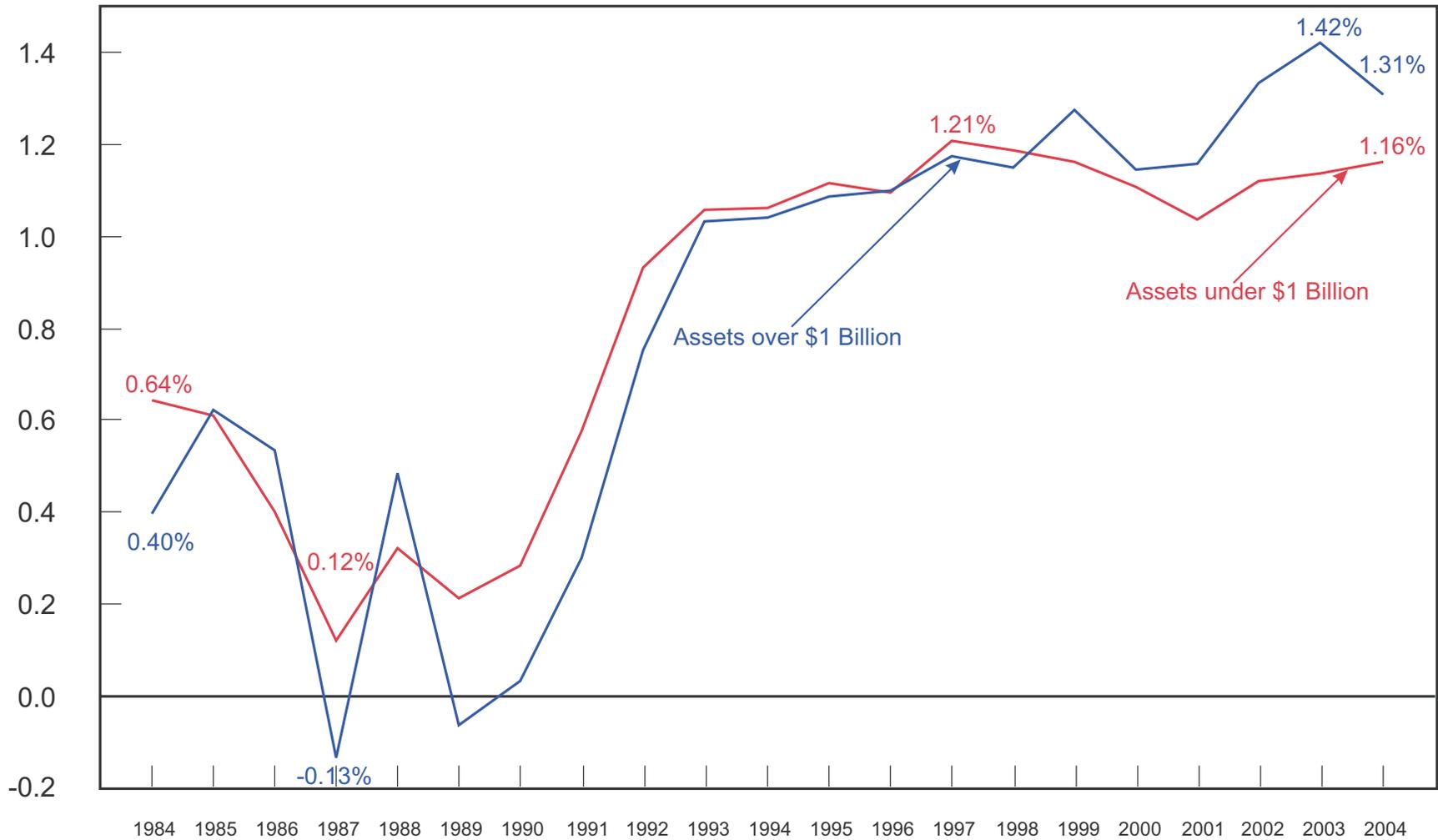
\* Based on 2004 Dollars; \$100 Million in 2004 = \$62.9 Million in 1984, \$1 Billion in 2004 = \$629 Million in 1984



## LARGE INSTITUTIONS HAVE BECOME MORE PROFITABLE THAN COMMUNITY BANKS

### All FDIC-Insured Commercial Banks and Savings Institutions, 1984 - 2004

Return on Assets (%)



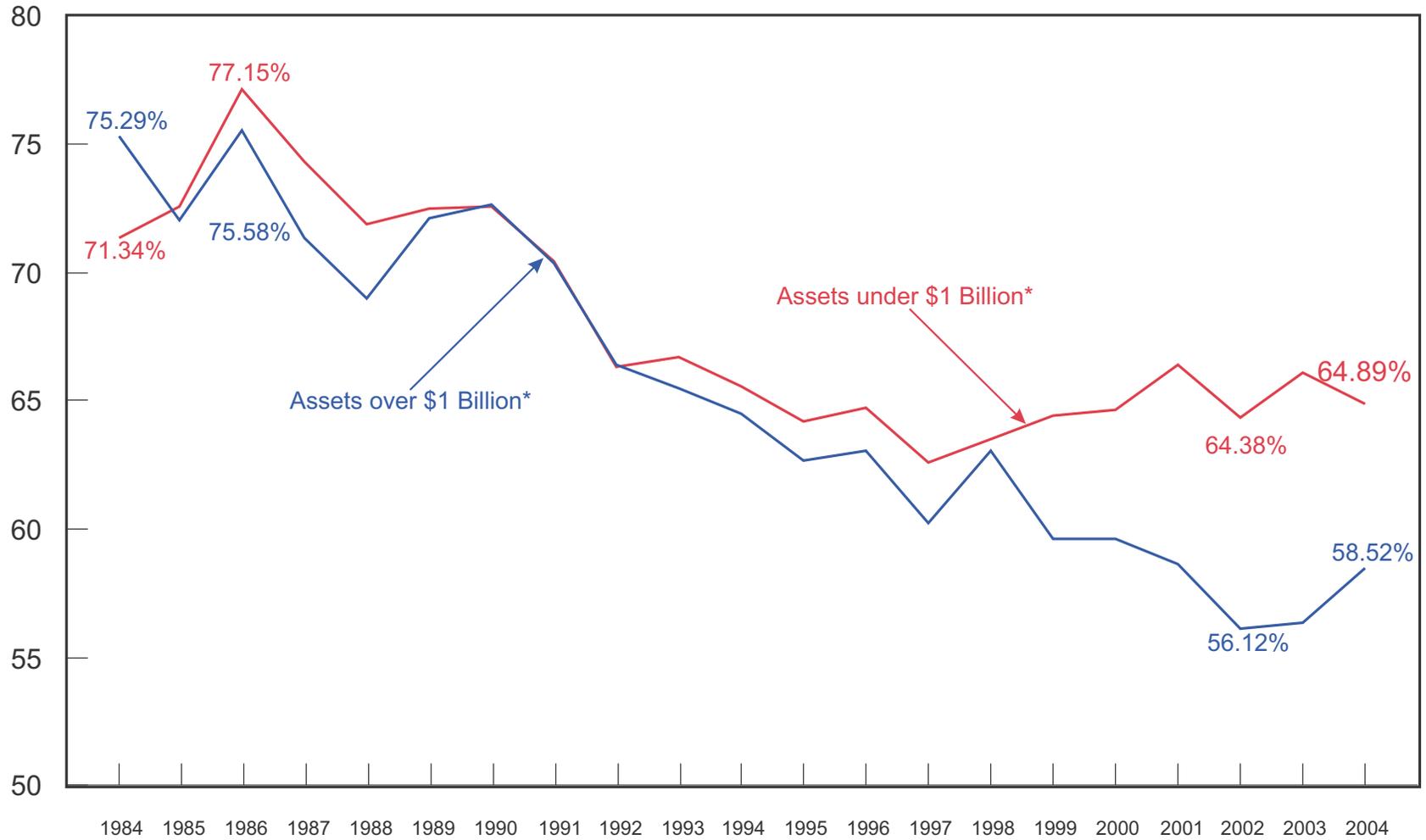
Asset size is based on 2004 Dollars; \$1 Billion in 2004 = \$629 Million in 1984.



## OVERHEAD COSTS ABSORB A GROWING SHARE OF COMMUNITY BANKS' REVENUES

### Noninterest Expense as a Percent of Net Operating Revenue\*

Percent



\*Net operating revenue = net interest income + total noninterest income.  
 Asset size is based on 2004 Dollars. \$1 Billion in 2004 = \$629 Million in 1984.



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 Acquisition and Operation of Savings Associations by Bank Holding Companies  
 Acquisition of Control of Savings Associations; Applications, Approval Standards and Procedural Requirements  
 Activities and Investments of Insured State Banks  
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 Advertisement of FDIC Membership  
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 Community Bank-Focused Regulation Review  
 Lending Limits Pilot Program  
 Community Development Corporation and Project Investments and Other Public Welfare Investments  
 Community Reinvestment Act

# 851 Final Rules

**Subject Matter Topics Covered by 851 Final Rules<sup>1</sup>**  
**Issued by the Board of Governors of the Federal Reserve System, Federal Deposit Insurance Corporation, Office of the Comptroller of the Currency, Office of Thrift Supervision, and Federal Home Loan Bank Board from the Passage of FIRREA on August 9, 1989 to April 30, 2005**

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 Consumer Protection for Depository Institution  
 Sales of Insurance  
 Contracting Outreach Program  
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<sup>1</sup> Westlaw Computer Search Conducted on May 3, 2004 and May 2, 2005

