PRESS RELEASE



Massachusetts Bankers Association



www.MortgageReliefFund.com

www.MassBankers.org

www.BOS.FRB.org

FOR IMMEDIATE RELEASE

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Mortgage Relief Initiative Expands and Evolves

BOSTON, JUNE 5, 2008 – The Federal Reserve Bank of Boston and the Massachusetts Bankers Association (MBA) announced today that the Mortgage Relief initiative introduced in December is *growing* – from an initial five banks to more than 50 banks of every size, with branches throughout Massachusetts and much of New England. The expansion comes as community banks affiliated with the MBA join the effort (see attached list of banks).

The Mortgage Relief initiative is also *evolving*. The original plan was to reach out to borrowers with high-rate "subprime" loans who might be eligible for a more secure, predictable, affordable mortgage from a bank. However, falling home prices in many parts of New England have eroded home equity. As a result, some borrowers' homes are now worth less than their loans, and refinancing into a new mortgage can be difficult.

"There is no single, easy answer," says Daniel Forte, president and CEO of the MBA. "Banks did not cause this problem but the Mortgage Relief banks, regardless of their size, want to be part of the solution. They have a stake in the success of the local and regional economy."

Whenever possible, the banks participating in the initiative will help eligible homeowners refinance into conventional loans that will better meet their needs. "Unlike many subprime lenders," Forte adds, "banks are a safe and sound place to discuss your credit needs and financial situation, with expertise and respect."

The Banks' Commitments

Much like the original five institutions – Citizens Bank, Sovereign Bank, TD Banknorth, Webster Bank, and Bank of America – the banks joining the Mortgage Relief initiative have made a number of commitments:

- 1) Outreach to reach out to borrowers in difficult mortgages, in part by contributing to a pool for mortgage relief advertising (in amounts based on the bank's size);
- 2) *Innovation* to expand their utilization of programs that may help borrowers with limited home equity (programs like Federal Housing Authority loan guarantees, and those of state agencies);
- 3) Personnel to designate one or more "go to" staff members who can help borrowers explore their mortgage relief options;
- 4) Lending to adopt a goal for responsible lending under the program (ranging from \$500,000 for small banks with under \$250 million in assets to \$2.5 million for community banks with over \$1 billion in assets).
- 5) Collaboration and Referral to share with fellow participants the products and approaches that prove effective in helping challenged borrowers, and to refer individuals they cannot help to other participating banks or housing-counseling agencies.

The Federal Reserve Bank of Boston applauds the banks' continued efforts. "These are very challenging times for some borrowers," says Eric Rosengren, president and CEO of the Federal Reserve Bank of Boston, "and I am genuinely pleased to see banks of all sizes and types stepping up and trying to make a difference. It is not only the right thing to do for borrowers in distress, but also is in the long-term interest of the local and regional economy."

Challenges Encountered as the Landscape Changed

The five original banks, and the Boston Fed have been working intently on this program since December, notes Lynn Browne, executive vice president at the Federal Reserve Bank of Boston and a member of the program's steering group. "The biggest challenge we have encountered, however, is that declining home prices have left many of the target borrowers 'under water' in terms of home equity, and those loans are just incredibly difficult for lenders to arrange."

When they can't assist with a loan, the Mortgage Relief banks urge borrowers in difficult situations to contact the servicer of their mortgage as soon as possible (in particular, the servicer's loss mitigation department), or a mortgage-counseling service such as the Homeownership Preservation Foundation or regional foreclosure-prevention centers identified by states (see attached list, for Massachusetts).

The Need for Policy and Product Development

The banks will continue to reach out to borrowers who are paying high rates, and those who may be qualified to get a more affordable loan than they have currently. The Mortgage Relief participants also acknowledge the work that the Congress, individual states, and HUD/FHA are doing to provide more tools to meet the challenge of serving borrowers with negative home equity and unaffordable loan payments, and they encourage policymakers to continue in these efforts.

Legislation currently working through Congress, and continued innovation by state agencies and others, may provide many more tools for lenders and borrowers. The Mortgage Relief banks will be well positioned to make progress quickly and effectively should legislation be passed.

Expansion Means More Avenues to Speak with a Bank about Credit Concerns

Why expand the program now? "Banks have always quietly worked with borrowers in distress. However, despite the present challenges, more banks want to stand up and be counted as part of the solution," says Kevin Kiley, the MBA's executive vice president and chief operating officer. "No question, these are challenging times in the region, and for many New Englanders the situation is difficult. But talking to a safe and secure bank about your credit concerns and your home loan – most peoples' largest financial obligation – is always a good idea. Many of the banks, even those not formally in the Mortgage Relief initiative, already participate in a variety of programs at the federal, state, and local level that may work for you."

To learn more, borrowers can speak with any of the banks participating in the Mortgage Relief initiative. The five founding institutions are listed at the web site www.MortgageReliefFund.com along with a link to the list of community banks that participate as part of the Massachusetts Bankers Association. Applicants can get an initial sense of their eligibility for the program by reviewing the criteria on the site. Interested borrowers should contact the bank of their choice.

Attached:

List of banks joining the initiative List of Massachusetts regional foreclosure-prevention centers



Massachusetts Bankers Association



Community Bank Initiative Participating Lenders

Avidia Bank

www.avidiabank.com

42 Main Street Hudson, MA 01749 Contact:

Joseph A Festa, Jr., VP Residential Lending 978-567-3599

Athol Savings Bank

www.atholsb.com

444 Main Street Athol, MA 01331 Contacts:

Debra L. Vescovi, Senior Vice President 978-249-7258

Peter J. Russell, Senior Vice President 978-297-3784

Bank of Fall River

www.bankoffallriver.com

30 Bedford Street Fall River, MA 02720 Contact:

Lidia Rebello, Vice President, Residential Lending 508-678-7655

BankFive

www.bankfive.com

79 North Main Street, P.O. Box 1191 Fall River, MA 02722

Contacts:

Dawn A. Young, Vice President/Team Leader 774-888-6189

Anna R. Freitas, Vice President 774-888-6177

Bay State Savings Bank

www.baystatesavings.com

28 Franklin Street Worcester, MA 01608 Contact:

Paul P. Buonopane, Vice President

508-890-9064

Please Call For More Information:

508-890-9060

Benjamin Franklin Bank

<u>www.benfranklinbank.com</u> Contact:

58 Main Street, P.O. Box 309 Laura Reed, Loan Officer Franklin, MA 02038 800-528-7000 x 8359

Bridgewater Savings Bank

www.bridgewatersavings.com Contacts:

756 Orchard Street Michelle Durette, AVP and Loan Officer

Raynham, MA 02767 508-884-3372

Please Call For More Information: Ron Hill, AVP and Loan Officer

1-800-356-8622 508-884-5727

Bristol County Savings Bank

www.bristolcountysavings.com Contacts:

29 Broadway Nelson Braga, Vice President

Taunton, MA 02780 508-880-0503

Please Call For More Information: David Tipping, Vice President

1-800-643-2272 or 508-828-5329 508-828-5332

Cape Ann Savings Bank

www.capeannsavingsbank.com Contacts:

109 Main Street Holly L. S. Wieckowski, Assistant Treasurer

Gloucester, MA 01930 978-283-0245 x 5701

Robert J. Gillis, Jr., Vice President

978-283-0245 x 5723

Cape Cod Cooperative Bank

www.mycapecodbank.com Contacts:

25 Benjamin Franklin Way Tom Russett, Loan Originator

Hyannis, MA 02601 508-568-1204

Please Call For More Information: Mary Miller, Senior Vice President

1-800-641-1100 508-568-3207

Cape Cod Five Cents Savings Bank

<u>www.capecodfive.com</u> Contacts:

19 West Road, P.O. Box 10 Paul McCracken, Vice President

Orleans, MA 02653 508-247-2118

Please Call For More Information: Darin Weeks, Loan Officer & Affordable Housing

1-888-225-4636 Specialist 508-477-0159

Colonial Co-operative Bank

www.colonial4banking.com Contact:

6 City Hall Avenue Susan M. Monette, Vice President and Chief

Gardner, MA 01440 Loan Officer 978-632-0171

Commonwealth National Bank

www.commonwealthworcester.com Contact:

33 Waldo Street Mark E. La Mountain, Vice President

Worcester, MA 01608 508-793-8314

The Community Bank

www.communitybank.com Contacts:

1265 Belmont Street John Whitaker, Mortgage Originator

Brockton, MA 02301 508-631-2169

Please Call For More Information: Kevin Fitzpatrick, Mortgage Originator

508-587-3210 508-468-4054

The Cooperative Bank

<u>www.thecooperativebank.com</u> Contacts:

40 Belgrade Avenue Marie A. Kunerth, Loan Officer

Roslindale, MA 02131 617-325-2900 x 216

Please Call For More Information: Janice Garcia, Mortgage Underwriter

617-325-2900 617-325-2900 x 247

Danversbank

<u>www.danversbank.com</u> Contacts:

1 Conant Street Stephen J. Britton, 1st VP, Mortgage &

Danvers, MA 01923 Consumer Lending

978-624-1190

Please Call For More Information:

Dedham, MA 02026

978-624-1152 Cheryl Preston, AVP, Mortgage and Consumer

Lending

978-646-0371

Dedham Institution for Savings

www.dedhamsavings.com Contacts:

55 Elm Street Beverly Somerville, Community Loan Officer

781-320-4888

Beth Santella, Loan Officer

781-320-4885

Eastern Bank

www.easternbank.com Contact:

195 Market Street Edward C. Cinella, Vice President

Lynn, MA 01901 781-388-1203

Easthampton Savings Bank

www.bankesb.com Contacts:

36 Main Street, P.O. Box 351 Denise V. Laizer, SVP & Chief Lending Officer

Easthampton, MA 01027 413-527-4111 x 205

Please Call For More Information: Anthony Grimaldi, Vice President, Residential

413-527-4111 Lending

413-527-4111 x 203

Georgetown Savings Bank

www.georgetownsb.com Contacts:

2 E. Main Street Karen Cohn, Vice President

Georgetown, MA 01833 978-352-8600 x 1106

Please Call For More Information: Sandra Corrao, Loan Servicing Manager

978-352-8600 978-352-8600 x 1300

Granite Savings Bank

<u>www.granitesavingsbank.com</u> Contact:

P.O. Box 180 Patricia Paradis, Vice President/Mortgage Officer

Rockport, MA 01966 978-546-0362

Please Call For More Information:

978-546-0360

Mansfield Co-operative Bank

www.mansfieldbankonline.com Contacts:

80 North Main Street, P.O. Box 660 Christopher Milne, SVP/Mortgage Banking

Mansfield, MA 02048 508-851-3665

Please Call For More Information: David Tetreault, Assistant Vice

508-851-3600 President/Lending 508-851-3842

Marlborough Co-operative Bank

www.bankatmcb.com Contact:

175 Main Street, P.O. Box K Donna M. Tiso, Vice President/Senior Loan

Marlborough, MA 01752 Officer

508-485-3000 x 224

Please Call For More Information:

508-485-3000

Mayflower Bank

www.mayflowerbank.com Contacts:

P.O. Box 311 Karen Gallipoli, AVP, Residential Loan Officer

Middleboro, MA 02346 508-947-4343

John Biggio, Vice President, Senior Loan Officer

508-947-4343

Mechanics Cooperative Bank

www.mechanics-coop.com Contacts:

308 Bay Street, P.O. Box 552 Olga Andrade, Loan Officer

Taunton, MA 02780 508-823-7722 x 2167

Please Call For More Information: Diane Aguiar

508-823-7744 508-884-2168

Meetinghouse Bank

<u>www.meetinghousebank.com</u> Contacts:

2250 Dorchester Avenue Reuven Zaslavski, Mortgage Officer

Dorchester, MA 02124 617-298-2250 x 227

Please Call For More Information: Bruce Crosscup, Mortgage Officer

Mercantile Bank & Trust Company

www.mercantileboston.com Contacts:

61 Brookline Avenue Joseph Nicotera, Senior Vice President

Boston, MA 02215 617-867-8807

Fred McGrane, Senior Vice President

617-867-8814

Middlesex Savings Bank

www.middlesexbank.com Contact:

Natick, MA 01760

6 Main Street Patricia Slaney, Mortgage Center Representative

508-599-5535

Millbury National Bank

<u>www.mnbonline.com</u> Contact:

18 Main Street, P.O. Box 318 Donna M. Garr, Vice President

Millbury, MA 01527-0318 508-865-9521

Monson Savings Bank

www.monsonsavings.com Contacts:

146 Main Street Susan Driscoll, Loan Originator

Monson, MA 01057 413-267-1219

Please Call For More Information: Denise D. Hawk, Vice President

413-267-4646 413-267-1217

North Easton Savings Bank

www.northeastonsavingsbank.com

295 Main Street, P.O. Box 299 North Easton, MA 02356-0299 Contacts:

Kami Azevedo, Mortgage Specialist

508-238-3331

Marilyn M. Lewis, VP and Mortgage Operations

Officer 508-238-3331

North Middlesex Savings Bank

www.nmsb.com

P.O. Box 469 Aver. MA 01432 Contact:

Frank J. Gracia, Senior Vice President

978-772-8502 x 1130

Please Call For More Information:

978-772-3306

North Shore Bank

www.northshore-bank.com

248 Andover Street Peabody, MA 01960 Contact:

Joanne Donovan, Vice President

978-538-7002

Northampton Cooperative Bank

www.northamptoncoop.com

67 King Street

Northampton, MA 01060-0150

Contact:

Tracey E. Egloff, Assistant Vice President

413-584-4474 x 107

Pittsfield Cooperative Bank

www.pittsfield-coop.com

70 South Street Pittsfield, MA 01201 Contact:

Raymond Callahan, Vice President

413-447-7304

Rockland Trust Company

www.rocklandtrust.com

8 A/B Station Ave. Middleboro, MA 02346 Contacts:

Michael Nickley, SVP Mortgage Operations

508-946-8427

Please Call For More Information: Steve Borgerson, VP Regional Mortgage

1-800-222-2299 Manager 781-982-6599

Savers Co-operative Bank

www.saversbank.com Contact:

P.O. Box 250 Marjorie Rockwood, Mortgage Specialist

Southbridge, MA 01550 508-765-7345

Please Call For More Information:

508-764-4329

The Savings Bank

www.tsbawake24.com Contacts:

357 Main Street, P.O. Box 30 Kathleen Beaulieu, SVP Retail Lending

Wakefield, MA 01880 781-224-5379

Please Call For More Information: Raichelle Kallery, VP Marketing

1-800-246-2009 x 5379 781-224-5423

Scituate Federal Savings Bank

www.scituatefederal.com Contacts:

506 Plain Street, Suite 202 Steve Amico, Assistant Vice President

Marshfield, MA 02050 617-529-8444

Please Call For More Information: Mike Vernazzaro, Mortgage Officer

781-834-2100 774-454-2709

South Adams Savings Bank

www.sasavings.com Contacts:

P.O. Box 306 Tim Burdick, Vice President

Adams, MA 01220 413-743-0040

Laurie Pelczynski, Loan Officer

413-743-0040

South Shore Co-operative Bank

www.sscbank.com Contact:

195 Washington Street Meg Sarno, AVP/Residential Lending

Weymouth, MA 02188 781-682-0203

South Shore Savings Bank

www.sssb.com Contacts:

1530 Main Street, Brian Desmond, Mortgage Account Executive

South Weymouth, MA 02190 781-682-3134

Brian Madden, Vice President/Senior Lending

Officer

781-682-3279

Southbridge Savings Bank

www.southbridgesavingsbank.com Contacts:

253 Main Street Paul Stonge, Loan Originator

Southbridge, MA 01550 800-939-9103 x 1018

Please Call For More Information: Betty lanniccheri, Loan Originator

800-939-9103 800-939-9103 x 1011

Stoneham Bank

www.stonehambank.com

80 Montvale Avenue

San White

Stoneham, MA 02180 781-481-5802

Michelle Brissenden 781-481-5766

Wainwright Bank & Trust Company

www.wainwrightbank.com
63 Franklin Street
Contact:
Sonia Payne

Boston, MA 02110 617-478-4000 x 384

Washington Savings Bank

<u>www.washingtonsavings.com</u> Contact:

30 Middlesex Street, P.O. Box 1970 Alzira Picardi, Assistant Vice President of

Lowell, MA 01853-1970 Lending

978-569-1544

Please Call For More Information:

978-275-6003 Gerard Frechette, Vice President of Lending

978-569-1505

Webster Five Cents Savings Bank

www.web5.com

136 Thompson Road Webster, MA 01570 Contact:

Beth-Ann Beaudette, Mortgage Loan Officer

800-696-9401 x 3411

Please Call For More Information:

1-800-696-9401 or 508-943-9401

Winchester Co-operative Bank

www.wcbonline.com

19 Church Street Winchester, MA 01890 Contacts:

Mark L. Fisher, Vice President

781-756-3543

Please Call For More Information:

781-729-3620

Joan Morgan, Assistant Vice President

781-756-3510

The Eleven Regional Foreclosure Centers

Western Massachusetts Foreclosure Prevention Education Center

322 Main St. Suite 1 Springfield, MA 01105 413-233-1622

Partners: HAP, Inc. (lead partner), city of Springfield, MA Fair Housing Center, Berkshire Housing Development Corporation, Franklin County Housing and Redevelopment Authority, Valley CDC, ACORN, Berkshire County Regional Housing Authority, Chicopee NDC, Hilltown CDC, Holyoke Housing Authority, Hungry Hill CDC, New North Citizens Council, Solutions CDC, Springfield Partners for Community Action.

Service Area: Hampden, Hampshire, Franklin, and Berkshire Counties

City of New Bedford Office of Housing and Community Development

608 Pleasant St. New Bedford, MA 02740 508-979-1500

Partners: Catholic Social Services of the Diocese of Fall River

Service Area: Bristol County

Housing Assistance Corporation on Cape Cod

460 West Main St. Hyannis, MA 02601 508-771-5400

Partners: Interfaith Council, Lower Cape Cod CDC, Falmouth Service Center,

Island Elderly Housing, Nantucket Housing Office

Service Area: Barnstable, Nantucket, and Dukes Counties

Neighborhood Housing Services of the South Shore

68 Legion Parkway Brockton, MA 02301 508-895-1783

Partners: South Shore Housing

Service Area: South Shore and Brockton area: all of Plymouth County, Norfolk county cities/towns of Quincy, Randolph, Milton, Braintree, Holbrook, Weymouth,

Cohasset

United Way of Massachusetts Bay and the Merrimack Valley

51 Sleeper St. Boston, MA 02210 617-413-7622

Partners: Consumer Credit Counseling Services of Southern New England, Viet Aid, Lynn Housing Authority and Neighborhood Development (LHAND), Community Teamwork, Inc. (CTI), Metropolitan Boston Housing Partnership (MBHP), Quincy Community Action Programs (QCAP)

Service Area: Massachusetts east of Worcester County

South Middlesex Opportunity Council

300 Howard St. Framingham, MA 01702 508-620-2300

Partners: South Middlesex Legal Services, Legal Assistance Corporation of Central MA, Greater Boston Legal Services

Service Area: MetroWest area centered around Framingham and Marlborough: Acton, Ashland, Avon, Bellingham, Boxborough, Canton, Carlisle, Concord, Dedham, Dover, Foxborough, Framingham, Franklin, Grafton, Holliston, Hopedale, Hopkinton, Hudson, Lincoln, Littleton, Marlborough, Maynard, Medfield, Medway, Mendon, Milford, Millis, Millville, Natick, Needham, Norfolk, Northborough, Northbridge, Norwood, Plainville, Sharon, Sherborn, Shrewsbury, Southborough, Stoughton, Stow, Sudbury, Upton, Uxbridge, Walpole, Waltham, Wayland, Wellesley, Westborough, Weston, Westwood, Wrentham

Home Preservation Coalition of the Merrimack Valley

168 Newbury St. Lawrence, MA 01841 978-685-3115

Partners: Lawrence CommunityWorks (lead agency), Arlington Community Trabajando, Community Teamwork Inc., Coalition for a Better Acre, Neighborhood Legal Services, Homeownership Options for MA Elders (HOME) **Service Area:** Merrimack Valley, centered on Lawrence and Lowell: Lawrence, Lowell, Haverhill, Methuen, Chelmsford, North Andover, Billerica, Dracut

Worcester County Regional Foreclosure Education Center

674 Main St. Worcester, MA 01608 508-791-2170 195 Kimball St. Fitchburg, MA 01420 978-342-9561

Partners: NeighborWorks Homeownership Centers of Worcester and North Central Worcester County,

Oak Hill CDC, City of Worcester, United Way of Central MA, Worcester Community Housing Resources, Central Massachusetts Housing Alliance, East Side CDC, Twin Cities CDC, RCAP, Solutions, Montachusett Opportunity Council, Greater Gardner CDC.

Service Area: Worcester County

City of Boston Department of Neighborhood Development

26 Court St. Boston, MA 02108 617-635-HOME (4663)

email: homecenter.dnd@cityofboston.gov

Partners: Acorn Housing, Codman Square CDC, Dorchester Bay EDC, Ecumenical Social Action Committee (ESAC), Mattapan Family Service Center, Metropolitan Boston Housing Partnership (MBHP) Nuestra Communidad Development Corp., Urban Edge Housing Corp.

Service Area: City of Boston

Homeownership Options for MA Elders

150 Grossman Drive, Suite 401 Braintree, MA 02184 781-848-5200

Partners: National Consumer Law Center, MA Association of Older Americans, Greater Boston Legal Services, Volunteer Lawyers Project, South Coastal

Counties Legal Services, Western MA Legal Services Service Area: Elderly homeowners and buyers statewide

North Shore Regional Partnership

143 Border St. East Boston, MA 02128 617-567-5882

Partners: NOAH (lead agency), LHAND (Lynn Housing Authority and Neighborhood Development), NACA, NSCAP (North Shore Community Action Programs, Inc.), Neighborhood Legal Services, Chelsea Restoration Corporation, Salem Harbor CDC

Service Area: North Shore from East Boston upward: East Boston, Charlestown, Central Boston, Lynn, Revere, Malden, Everett, Medford, Peabody, Chelsea, Salem, Woburn, Saugus, Somerville, Gloucester, Beverly, Wakefield, Winthrop, Cambridge, Stoneham, Danvers, Wilmington, Reading, Swampscott, Marblehead, Melrose, North Reading, Arlington, Lynnfield, Winchester, Manchester by the Sea, Nahant, Middleton, Topsfield, Rockport, Wenham, Essex, Hamilton.