



# **Annual Funds Committee Meeting**

# Meeting Agenda

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- Welcome & Purpose
- HMDA Report Highlights & Analysis
- BEE Scorecard
- Banking Institution Recognition
- Q&A



# Welcome & Purpose

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The purpose of the annual Funds Committee meeting is for the Mayor, Comptroller, and City Treasurer to meet and review the annual findings of the Home Mortgage Disclosure Act (HMDA) Report and approve the St. Louis City depositories for the fiscal year.

Through data analysis and Q&A, this committee works to ensure depository applicants are committed to the growth and development of St. Louis City and its business.



# HMDA Report Highlights

## Applicants for Consideration

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AllTru Credit Union

Bank of America

BMO Harris

Busey Bank

Commerce Bank

Enterprise Bank & Trust

J.P. Morgan Chase

Royal Banks of Missouri\*

Midland States Bank

Midwest BankCentre

PNC Bank

Regions Bank

Simmons Bank

UMB Bank

U.S. Bank

Paramount Bank



# HMDA Report Analysis

## Key Areas

- Loan Volume by loan types
- Loan volume maps
- Loan volume by **LMI tracts**
- Ratio of loan originations to loan applications

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# HMDA Report Analysis

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## Loan Volume

### Total Loan Volume

- 912 loans issued among the 15 banks
- \$239,930,000 totals for loans
- 26.8% decrease in loan volume
- 10.5% decrease in dollar amount

 #1

 #2  
RISING TOGETHER®

 #3

### Home Purchases

- 462 loans
- \$157.7 million
- 3.1% increase in vol.
- 34.3% increase in amt.



# HMDA Report Analysis

## Loan Volume

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### Home Improvements

- 161 loans
- \$13.7 million
- 15.8% increase in vol.
- 11.4% increase in amt.

### Refinancing






- 289 loans
- \$68.4 million
- 56.1% decrease in vol.
- 50.5% decrease in amt.



# HMDA Report Analysis

Loan Originations from Loan Applications

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#1	 <p>Midwest BankCentre. RISING TOGETHER®</p>	85.7%
#2	 <p>PARAMOUNT BANK</p>	82.1%
#3	 <p>Busey®</p>	74.7%
#4	 <p>UMB BANK</p>	68.6%
#5	 <p>ENTERPRISE BANK &amp; TRUST®</p>	66.7%





# HMDA Report Analysis

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## Community Reinvestment Act: Small Business Loan Activity

	City of St. Louis		Loan Amount		Loan Amount		Loan Amount	
	Total Loans		≤ \$100,000		> \$100,000 but ≤ \$250,000		> \$250,000	
	Number	Loan Amount	Number	Loan Amount	Number	Loan Amount	Number	Loan Amount
Bank of America	669	\$13,241	658	\$8,443	5	\$911	6	\$3,887
BMO Harris Bank	65	\$6,290	45	\$1,278	14	\$2,342	6	\$2,670
Busey Bank	191	\$33,851	113	\$3,765	28	\$4,807	50	\$25,279
Commerce Bank	234	\$33,951	164	\$5,202	29	\$5,029	41	\$23,720
Enterprise Bank & Trust	323	\$61,771	172	\$7,218	74	\$12,797	77	\$41,756
J.P. Morgan Chase Bank	748	\$9,426	745	\$8,070	2	\$356	1	\$1,000
Midland States Bank	24	\$3,631	13	\$482	6	\$910	5	\$2,239
Midwest BankCentre	285	\$39,288	171	\$6,690	66	\$10,890	48	\$21,708
PNC Bank	156	\$16,550	117	\$2,867	17	\$2,966	22	\$10,717
Regions Bank	141	\$16,305	101	\$2,344	20	\$2,606	20	\$11,355
Simmons Bank	89	\$12,267	59	\$2,191	14	\$2,125	16	\$7,951
U.S. Bank	1,027	\$24,688	985	\$12,307	25	\$4,213	17	\$8,168
UMB Financial Corporation	126	\$17,936	91	\$2,273	10	\$1,670	25	\$13,993
<b>Total</b>	<b>4,078</b>	<b>\$289,195</b>	<b>3,434</b>	<b>\$63,130</b>	<b>310</b>	<b>\$51,622</b>	<b>334</b>	<b>\$174,443</b>

# HMDA Report Analysis

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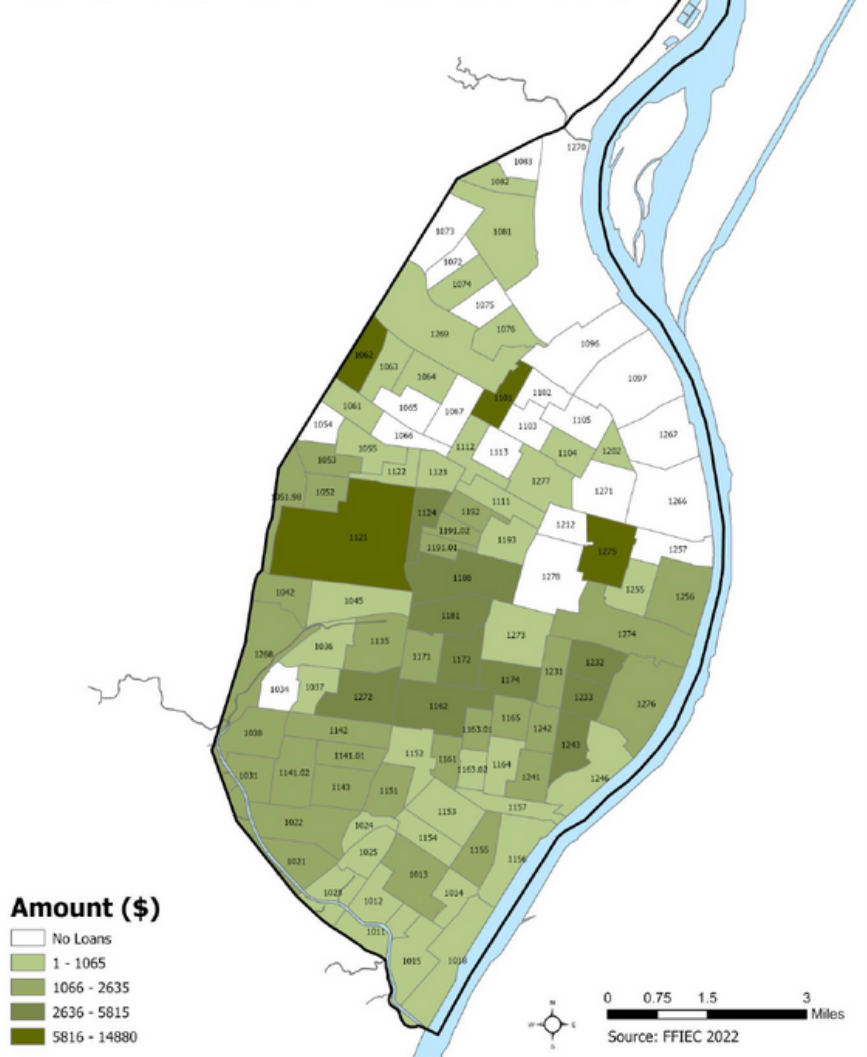
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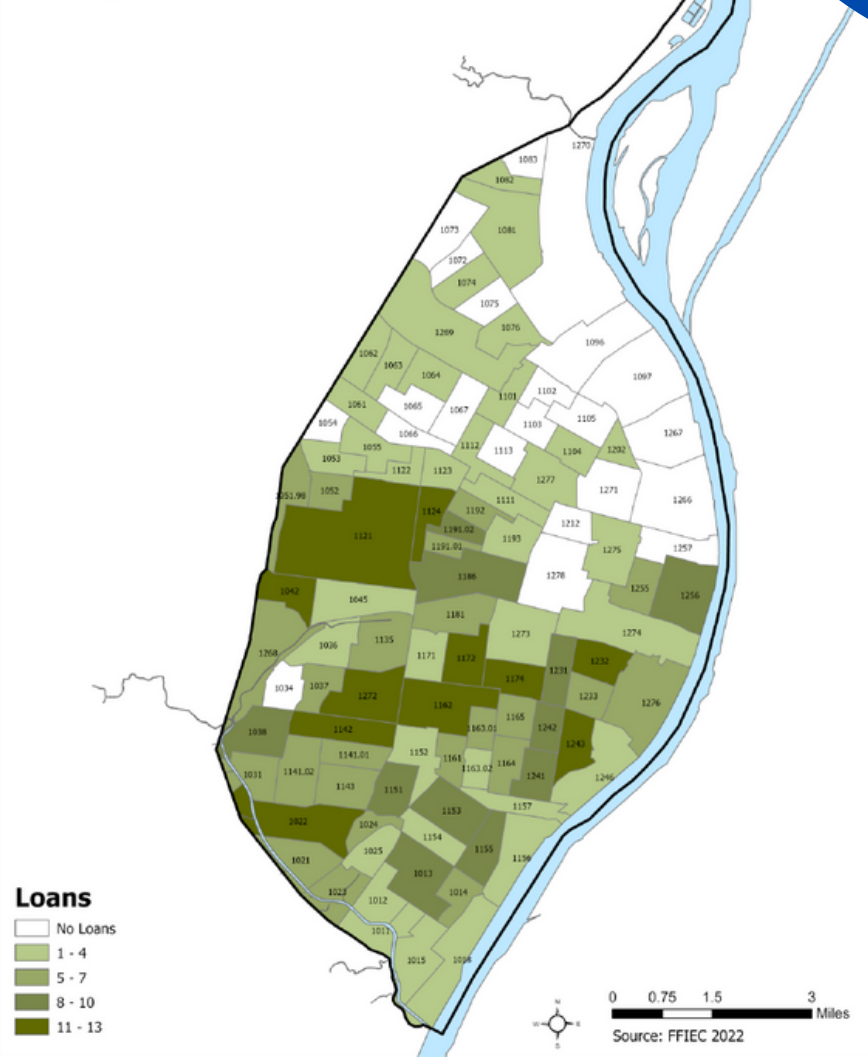
# HMDA Report Analysis

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**City of St. Louis: Home Purchase Loans by Amount Total by Tract (Amount in Thousands of Dollars)**

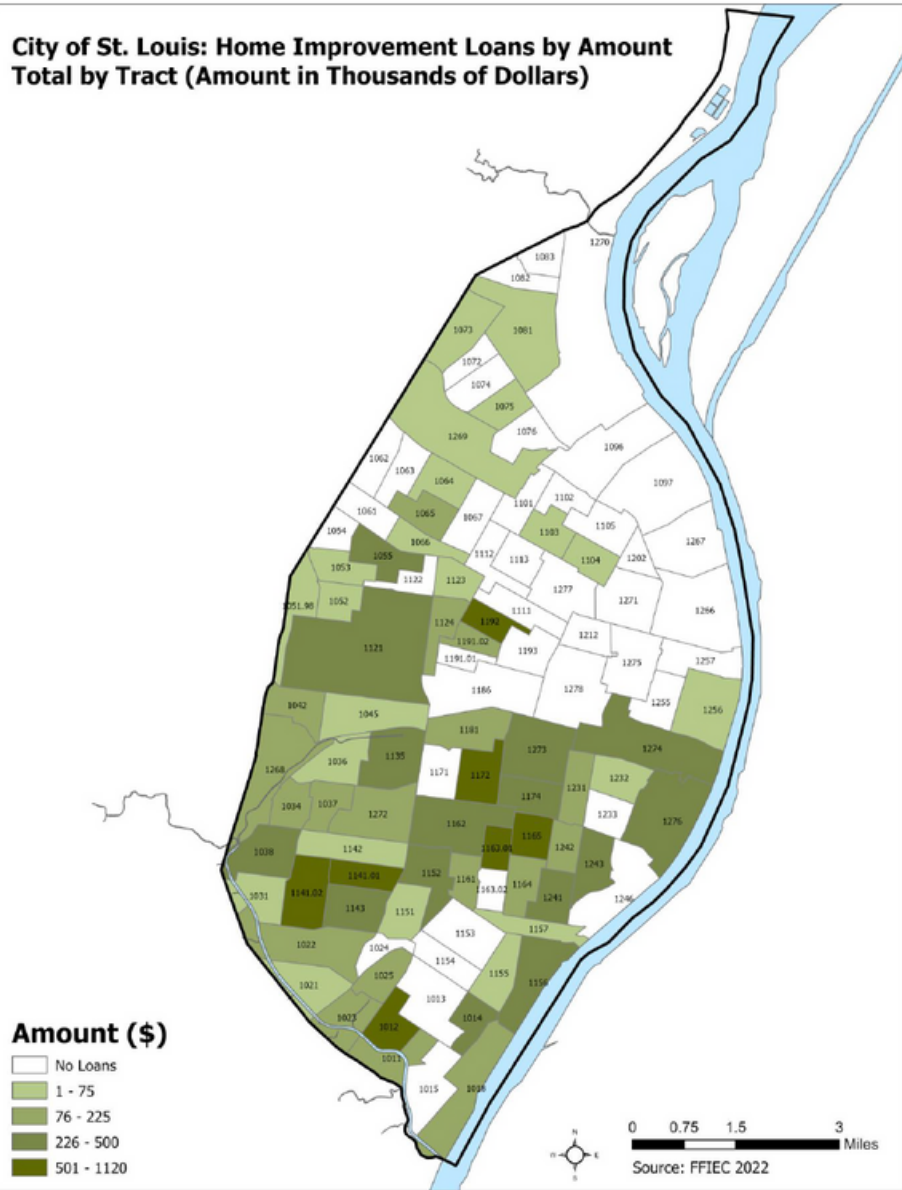


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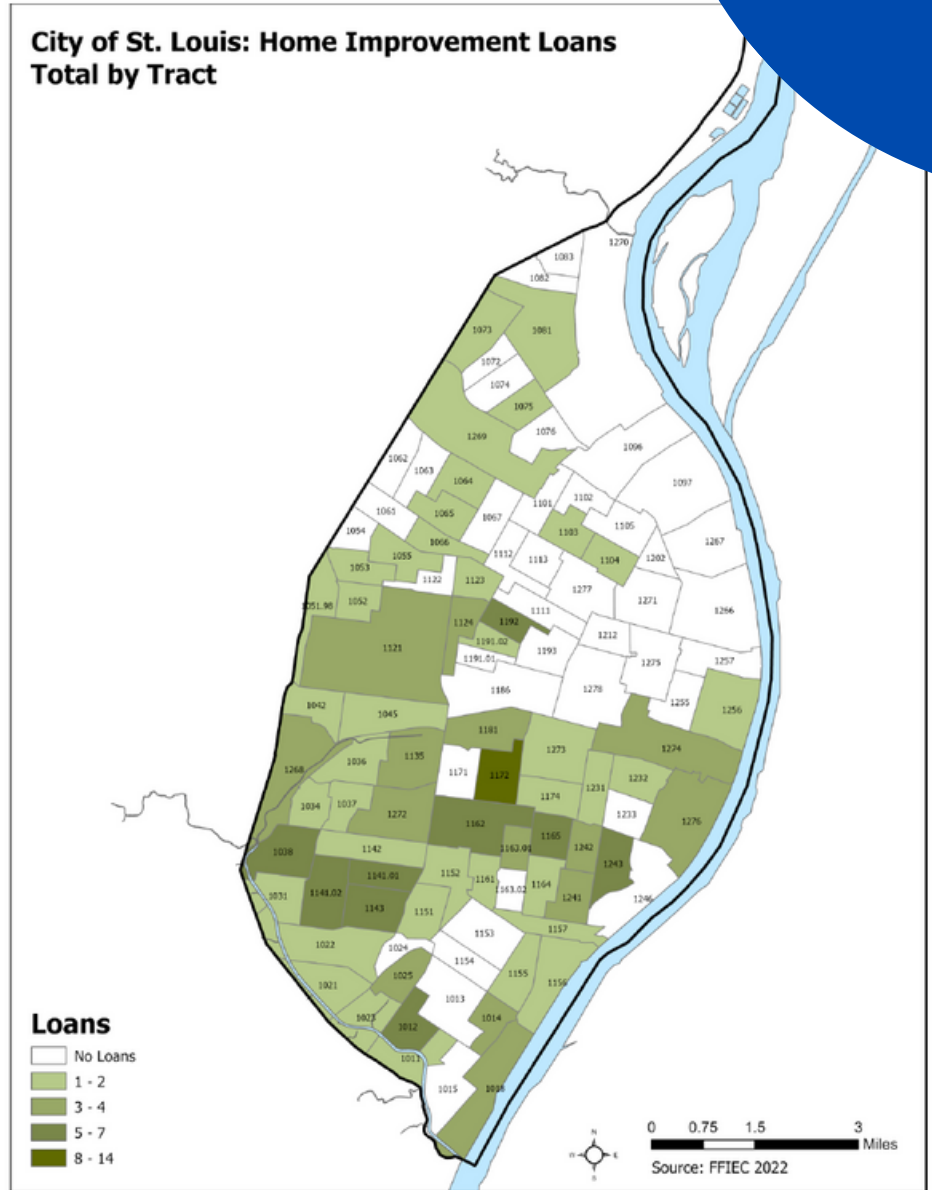


# HMDA Report Analysis

**City of St. Louis: Home Improvement Loans by Amount Total by Tract (Amount in Thousands of Dollars)**



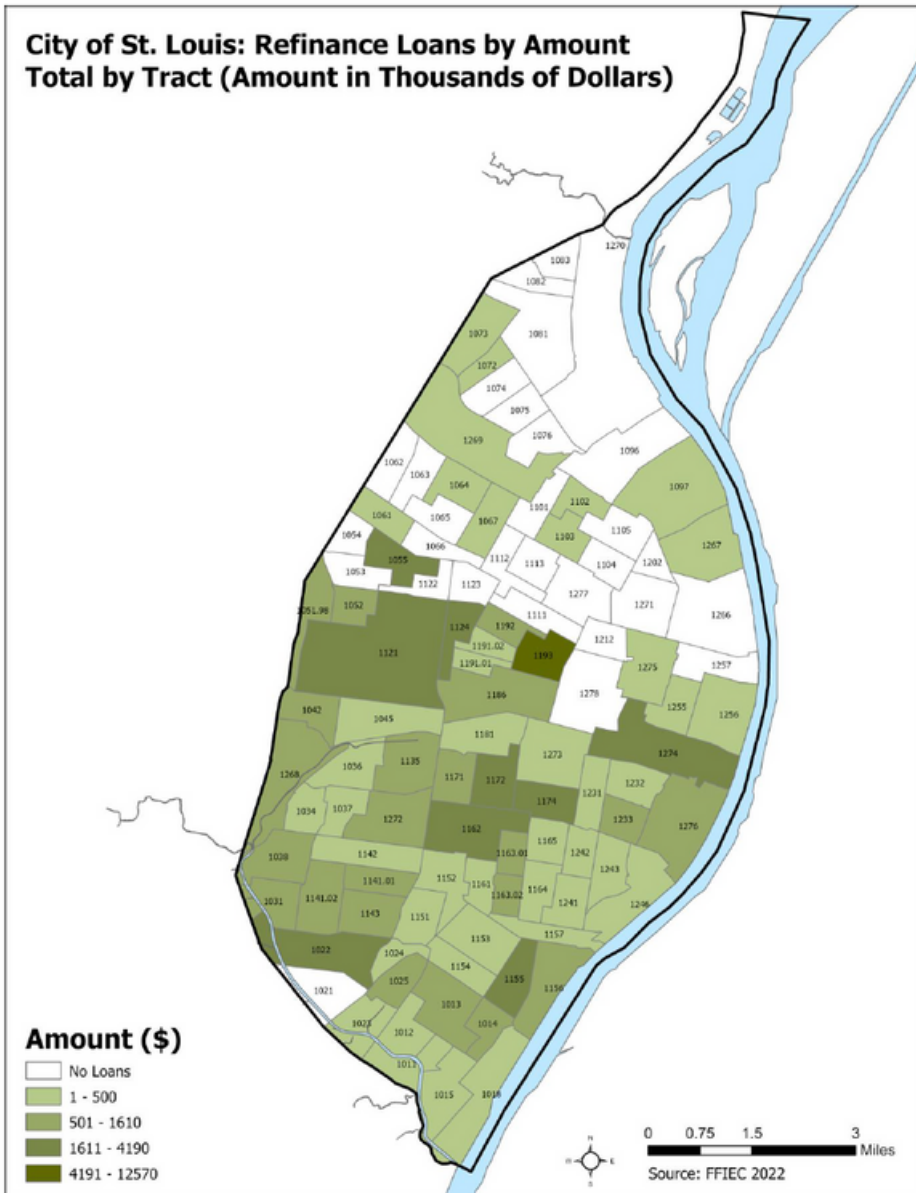
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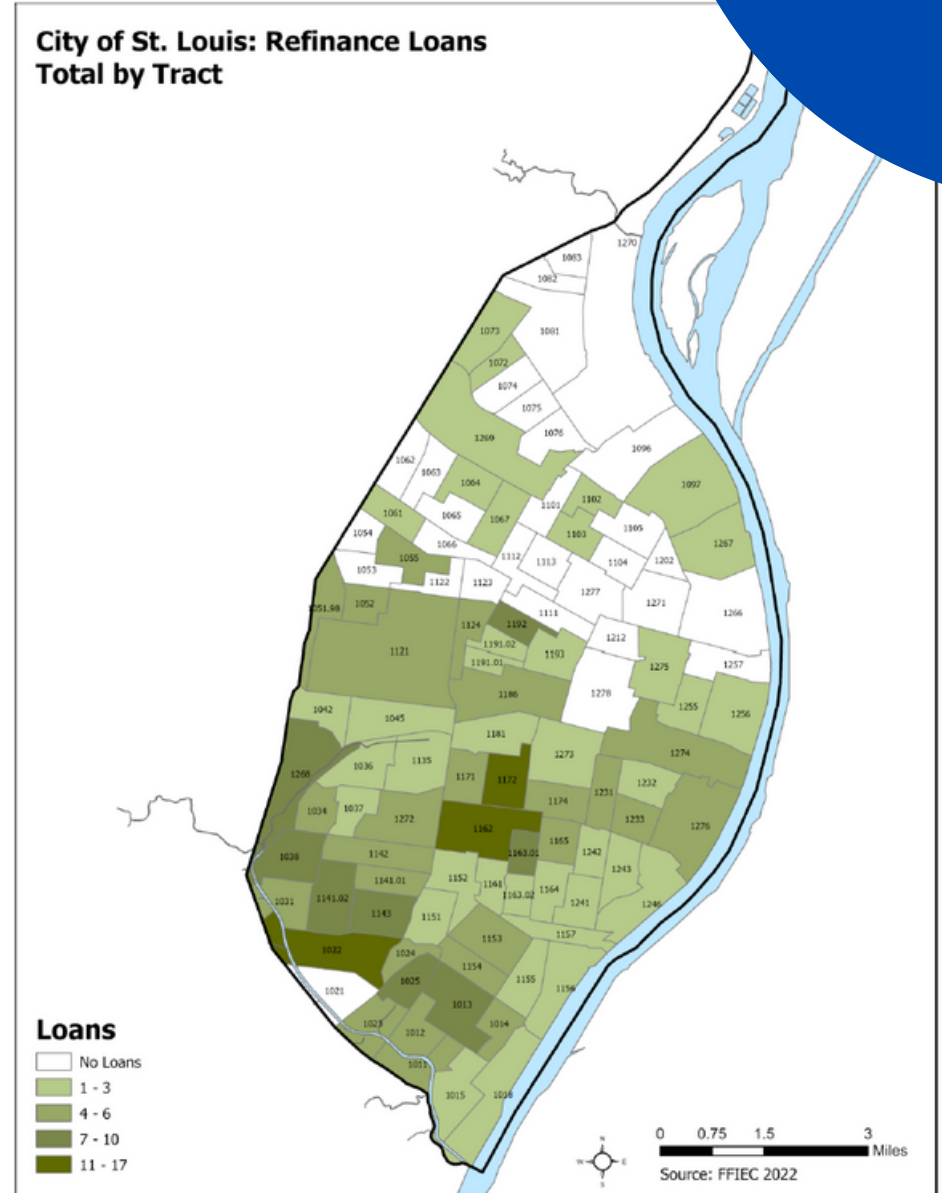
# HMDA Report Analysis

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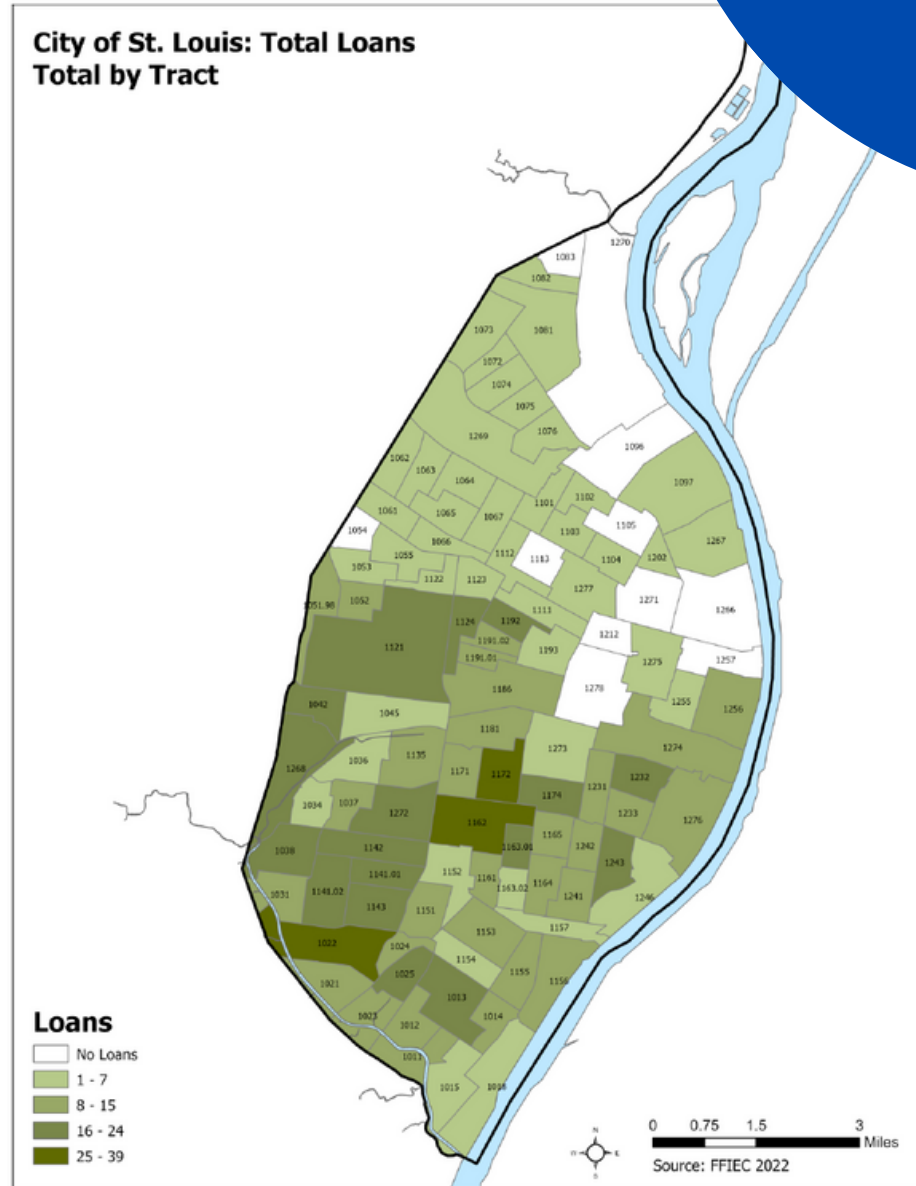
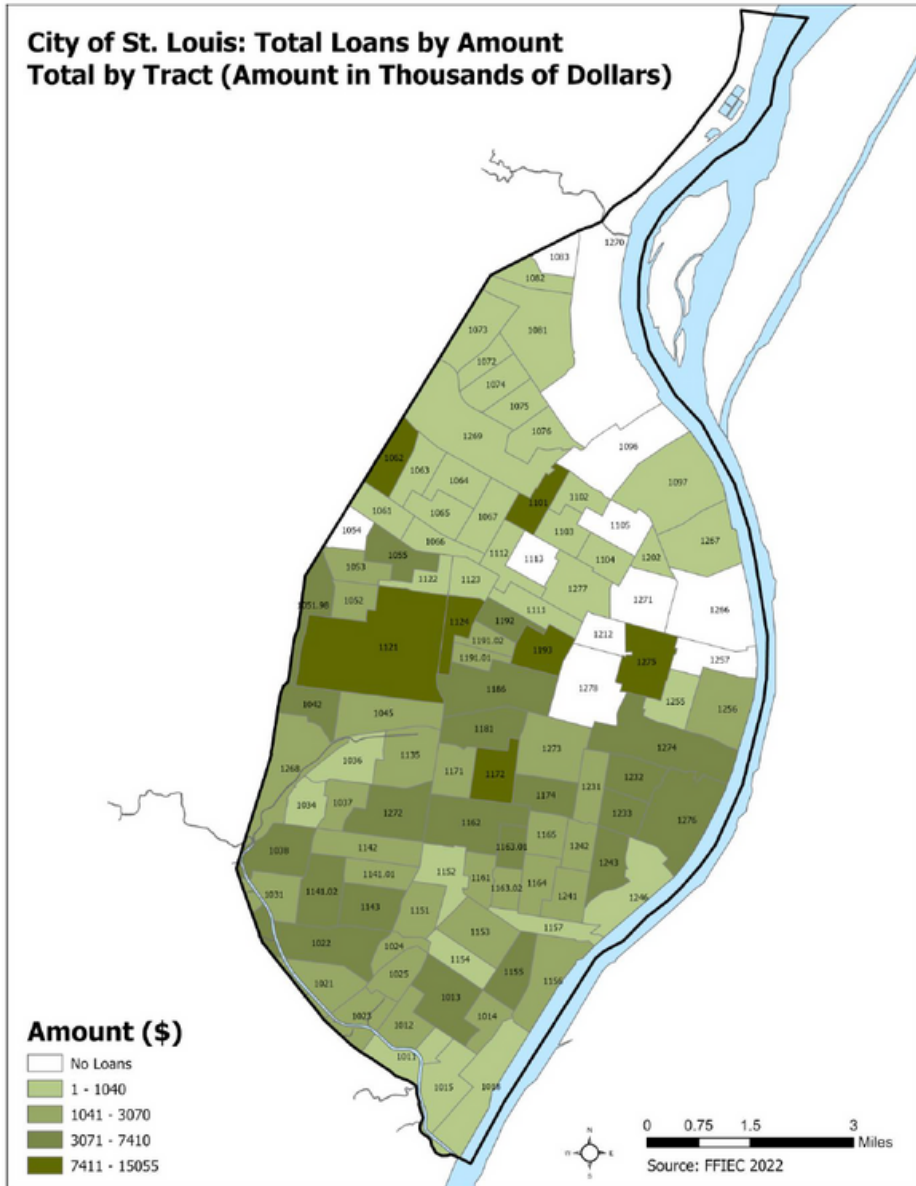
**City of St. Louis: Refinance Loans by Amount Total by Tract (Amount in Thousands of Dollars)**



**City of St. Louis: Refinance Loans Total by Tract**



# HMDA Report Analysis



# HMDA Report Analysis

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## Low Income Loan Volume

### Originations

- 75 Loans
- 8% of total originations

### Origination Rate

- Overall rate is 67%
- 52% origination rate for low-income tracts



# HMDA Report Analysis

## Ownership Per Capita

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### LMI Census Tracts

- 28,449 owner-occupied units
- 180,942 residents
- 15% rate

### Middle & High Census Tracts

- 32,106 owner-occupied units
- 124,865 residents
- 25% rate





# BEE Scorecard: Purpose

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1. Comprehensively and coordinatively commit to Economic Justice and Economic Justice initiatives.
2. Have a vetted and objective tool to evaluate measurable outcomes of Economic Justice efforts.
3. Use disaggregated data and analysis to track progress toward critical Economic Justice initiatives over time.



# BEE Scorecard: Execution

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- We have all the quantitative data for the scorecards and are compiling the qualitative supporting data for each scorecard.
- Thanks to all the banking institutions that went above and beyond to provide data. Thanks to the Treasury Dept.
- **Not a punishment, but a commitment.**



# BEE Scorecard

## Rubric

Rubric for BEE	A	B	C	D	F
<b>LD</b> <b>Leadership Diversity</b>	Institution's diversity of executive staff and governing board can measure 50% or more diversity in race, ethnicity, and gender for a significant amount of time.	Institution's diversity of executive staff and governing board can measure 25% of more diversity in race, ethnicity, and gender for a significant amount of time.	Institution's diversity of executive staff and governing board can measure 10% or more diversity in race, ethnicity, and gender for a significant amount of time, or 25% of more diversity for a less significant amount of time.	Institution's diversity of executive staff and governing board can measure 10% or less diversity in race, ethnicity, and gender for a significant amount of time but has begun to institutionalize initiatives and efforts to improve.	Institution's diversity of executive staff and governing board shows a complete lack of diversity (less than 10%) with no institutionalized initiatives or intention to improve.
<b>CSD</b> <b>C-Suite Diversity</b>	Institution's diversity of c-suite and client-facing staff can measure 50% or more diversity in race, ethnicity, and gender for a significant amount of time.	Institution's diversity of c-suite and client-facing staff can measure 25% of more diversity in race, ethnicity, and gender for a significant amount of time.	Institution's diversity of c-suite and client-facing staff can measure 10% or more diversity in race, ethnicity, and gender for a significant amount of time, or 25% of more diversity for a less significant amount of time.	Institution's diversity of c-suite and client-facing staff can measure 10% or less diversity in race, ethnicity, and gender for a significant amount of time but has begun to institutionalize initiatives and efforts to improve.	Institution's diversity of c-suite and client-facing staff shows a complete lack of diversity (less than 10%) with no institutionalized initiatives or intention to improve.
<b>EL</b> <b>Equitable Lending</b>	Institution can point to HMDA data that shows approval rates in historically disadvantaged communities of at least 80% of institution's average and loan volume in the same communities of at least 35% of total business.	Institution can point to HMDA data that shows approval rates in historically disadvantaged communities of at least 65% of institution's average and loan volume in the same communities of at least 25% of total business.	Institution can point to HMDA data that shows approval rates in historically disadvantaged communities of at least 50% of institution's average and loan volume in the same communities of at least 15% of total business, and/or trending positively.	Institution can point to HMDA data that shows approval rates in historically disadvantaged communities of at least 30% of institution's average and loan volume in the same communities of at least 10% of total business.	Institution can point to HMDA data that shows approval rates in historically disadvantaged communities of less than 30% of institution's average and loan volume in the same communities of less than 10% of total business.
<b>CPP</b> <b>Customized Products &amp; Programs</b>	Institution has evidence of success in implementing tailored products and employed economic programs that have results in increasing financial mobility in historically underresourced communities.	Institution has created tailored products and cultivated economic programs that support financial mobility in historically underresourced communities.	Institution has begun to plan around creating tailored products and economic programs that support financial mobility in historically underresourced communities.	Institution has implemented and continues to implement programs with little transformational results in historically underresourced communities.	Institution is committed to traditional financial vehicles and products.
<b>CFE</b> <b>Community-Focused Empowerment</b>	Institution has evidence of success for sustainable, institutionalized practices and significant, long-term financial investments in community programs within and outside of the institution.	Institution has evidence of sustainable, institutionalized practices and significant, long-term financial investments in community programs within and outside of the institution.	Institution has evidence of plans for sustainable, institutionalized practices and significant, long-term financial investments in community programs within and outside of the institution.	Institution has some evidence of either organization-wide practices or financial investments in community programs within or outside of the institution.	Institution has not incorporated institutionalized practices and significant, long-term financial investments in community programs historically and long-term plans do not reflect an intent to.



# BEE Scorecard

## Rubric

### CPP Customized Products & Programs

Institution has evidence of success in implementing tailored products and employed economic programs that have results in increasing financial mobility in historically underresourced communities.

Institution has created tailored products and cultivated economic programs that support financial mobility in historically underresourced communities.

Institution has begun to plan around creating tailored products and economic programs that support financial mobility in historically underresourced communities.

### CFE Community- Focused Empowerment

Institution has evidence of success for sustainable, institutionalized practices and significant, long-term financial investments in community programs within and outside of the institution.

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# BEE Scorecard

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Rubric

**Rubric  
for BEE**

**D**

**F**

**LD**  
**Leadership  
Diversity**

Institution's diversity of executive staff and governing board can measure 10% or less diversity in race, ethnicity, and gender for a significant amount of time but has begun to institutionalize initiatives and efforts to improve.

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**CSD**  
**C-Suite  
Diversity**

Institution's diversity of c-suite and client-facing staff can measure 10% or less diversity in race, ethnicity, and gender for a significant amount of time but has begun to institutionalize initiatives and efforts to improve.

Institution's diversity of c-suite and client-facing staff shows a complete lack of diversity (less than 10%) with no institutionalized initiatives or intention to improve.



# BEE Scorecard

Exemplar

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Gotham National Bank

2022

B	Point Total	Prior Year Rating	Leading Category	Trailing Category
	83.25	D	EL	CSD
Category	Rating	Description of Findings		
LD Leadership Diversity	B	Strong diversity of the governing board and the executive leadership team, however there is more gender diversity than racial diversity.		
CSD C-Suite Diversity	D	Diversity among c-suite staff and client-facing staff is low. Institution indicated a lack of prioritization over the last three years for more diverse staff.		
EL Equitable Lending	B	Institutions lending volume in areas of St. Louis that have seen historic disinvestment is a healthy representative proportion of it's total business.		
CPP Customized Products & Programs	C	Institution is still in the early stages of building and piloting sustainable products and offering those products to the St. Louis community.		
CFE Community- Focused Empowerment	C	Institution is emerging in is sustainable investments with community partners offering financial empowerment.		



# Banking Institution Recognition

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# Banking Institution Recognition

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*For committing thousands of dollars to youth financial literacy in support of the College Kids College Savings Program.*





# Q & A



**Thank  
you!**

