



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



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

- 1,246 loans issued among the 14 banks
- \$268,040,000 totals for loans
- 3.3% decrease in loan volume
- 5.6% increase in dollar amount

 #1

Home Purchases

- 448 loans
- \$117.4 million
- 6.7% decrease in vol.
- 15.4% increase in amt.

 #2
RISING TOGETHER®

 #3



HMDA Report Analysis

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Loan Volume

Home Improvements

- 139 loans
- \$12.3 million
- 19.8% increase in vol.
- 61.9% increase in amt.

Refinancing

- 659 loans
- \$138.2 million
- 4.9% decrease in vol.
- 4.3% decrease in amt.



HMDA Report Analysis

Loan Originations from Loan Applications

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#1	 <p>Midwest BankCentre. RISING TOGETHER®</p>	78.1%
#2	 <p>Busey®</p>	77.9%
#3	 <p>ENTERPRISE BANK & TRUST®</p>	77.4%
#4	 <p>UMB® BANK</p>	69.6%
#5	 <p>Midland States Bank®</p>	67.9%



HMDA Report Analysis

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Community Reinvestment Act: Small Business Loan Activity

Small Business Loan Activity

	City of St. Louis		Loan Amount		Loan Amount		Loan Amount	
	Total Loans		< \$100,000		\$100,000 to \$250,000		> \$250,000	
	Number	Loan Amount	Number	Loan Amount	Number	Loan Amount	Number	Loan Amount
Bank of America	691	\$20,432	658	\$10,500	22	\$3,539	11	\$6,393
BMO Harris	101	\$11,450	67	\$2,066	20	\$3,175	14	\$6,209
Busey Bank	16	\$4,383	5	\$170	2	\$321	9	\$3,892
Commerce Bank	359	\$50,581	246	\$7,704	51	\$8,405	62	\$34,472
Enterprise Bank & Trust	394	\$64,993	213	\$8,703	103	\$17,029	78	\$39,261
J.P. Morgan Chase Bank	418	\$6,431	412	\$4,812	4	\$508	2	\$1,111
Midland States Bank	52	\$7,956	31	\$1,406	12	\$1,640	9	\$4,910
Midwest BankCentre	371	\$54,764	215	\$7,933	90	\$14,776	66	\$32,055
PNC Bank	230	\$17,506	183	\$3,901	29	\$4,919	18	\$8,686
Regions Bank	188	\$18,390	144	\$4,427	26	\$4,070	18	\$9,893
Simmons Bank	110	\$15,564	69	\$2,733	22	\$3,409	19	\$9,422
UMB Bank	109	\$21,691	59	\$2,088	18	\$3,272	32	\$16,331
US Bank	769	\$26,297	716	\$12,204	32	\$5,395	21	\$8,698
TOTAL	3,808	\$320,438	3,018	\$68,647	431	\$70,458	359	\$181,333

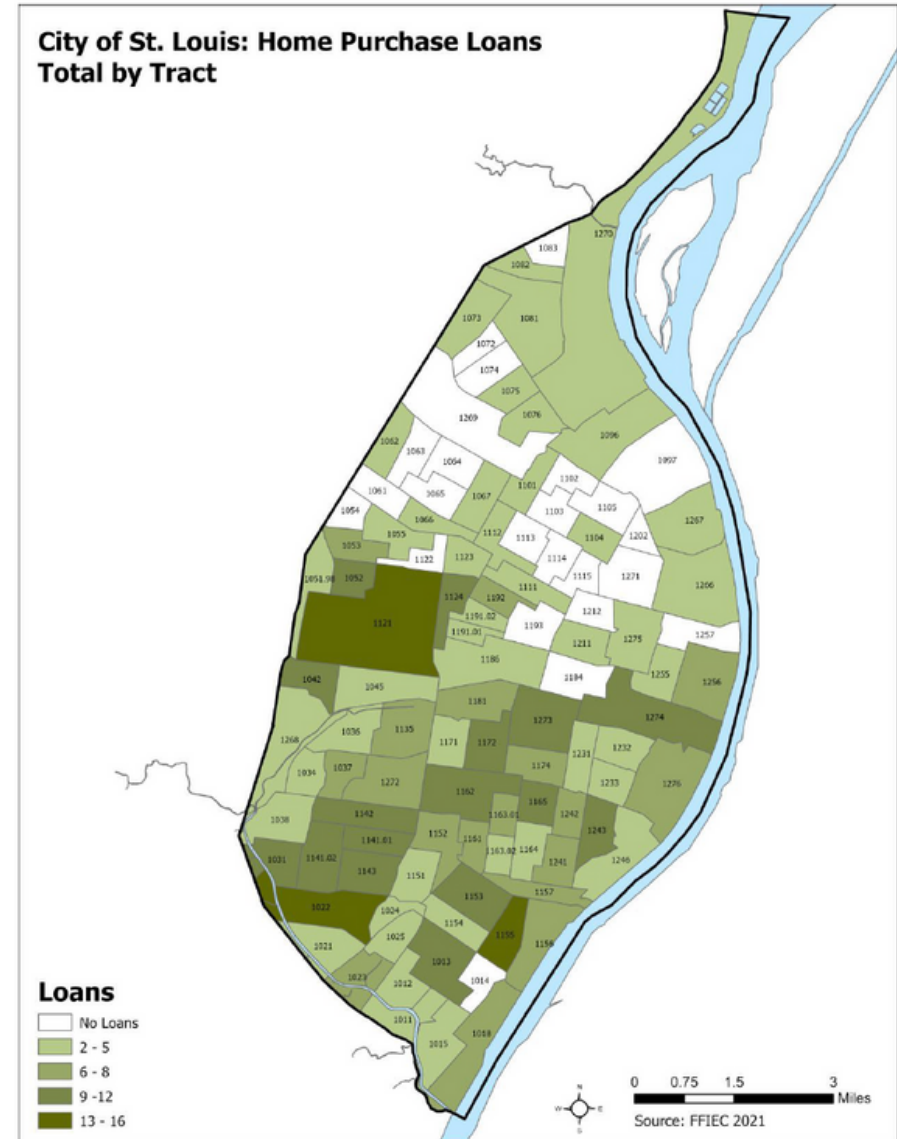
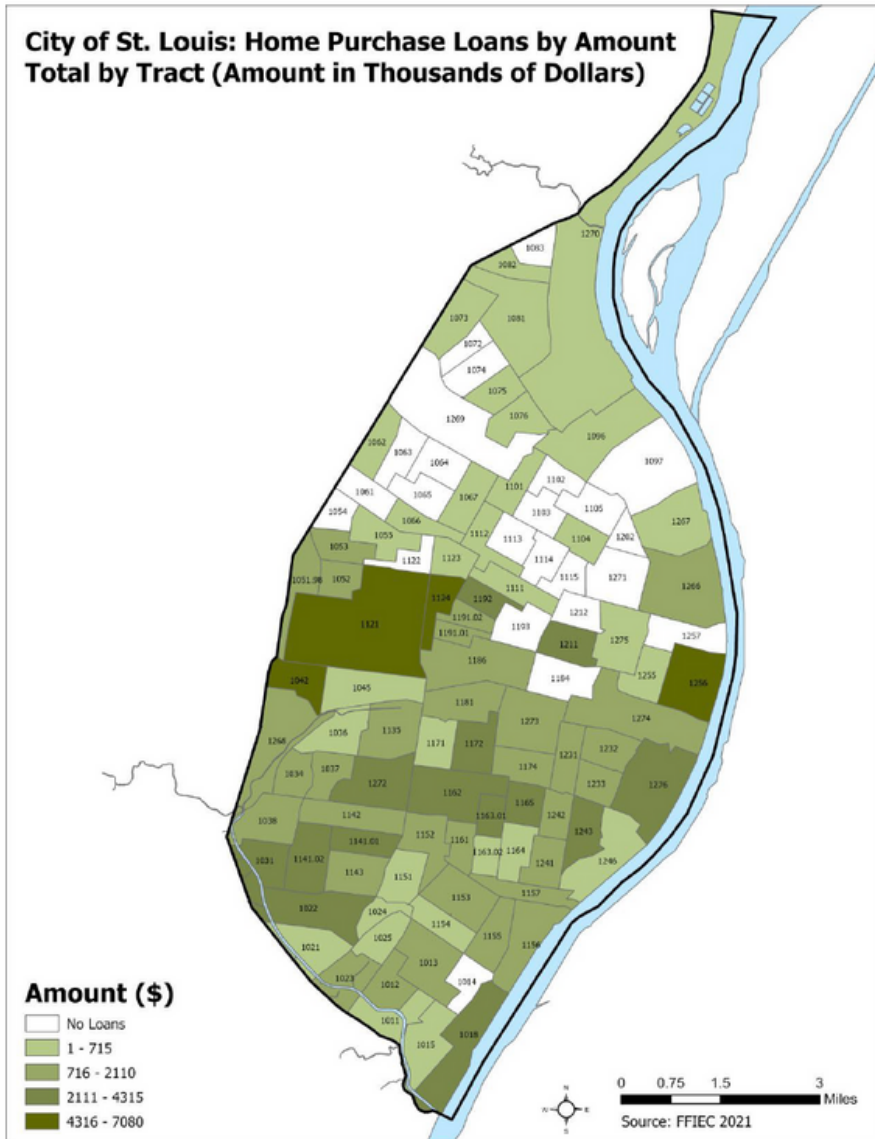
HMDA Report Analysis

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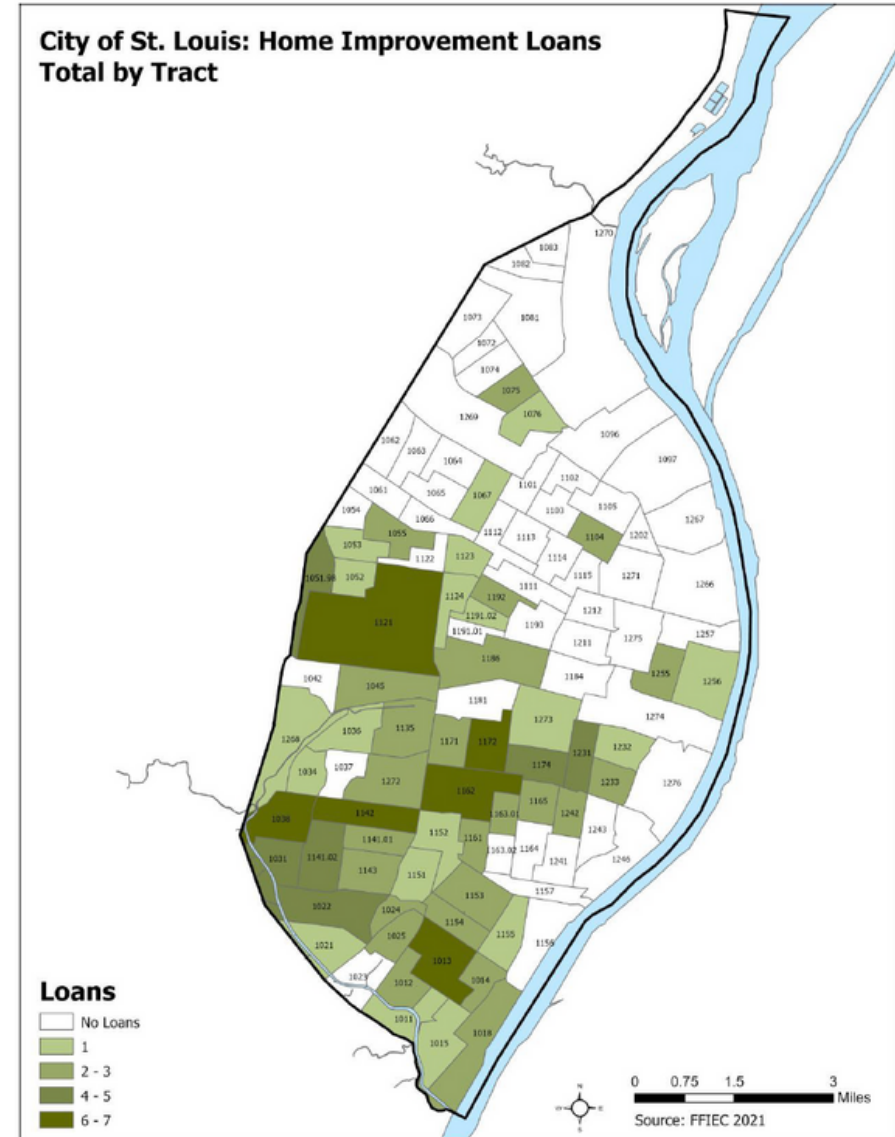
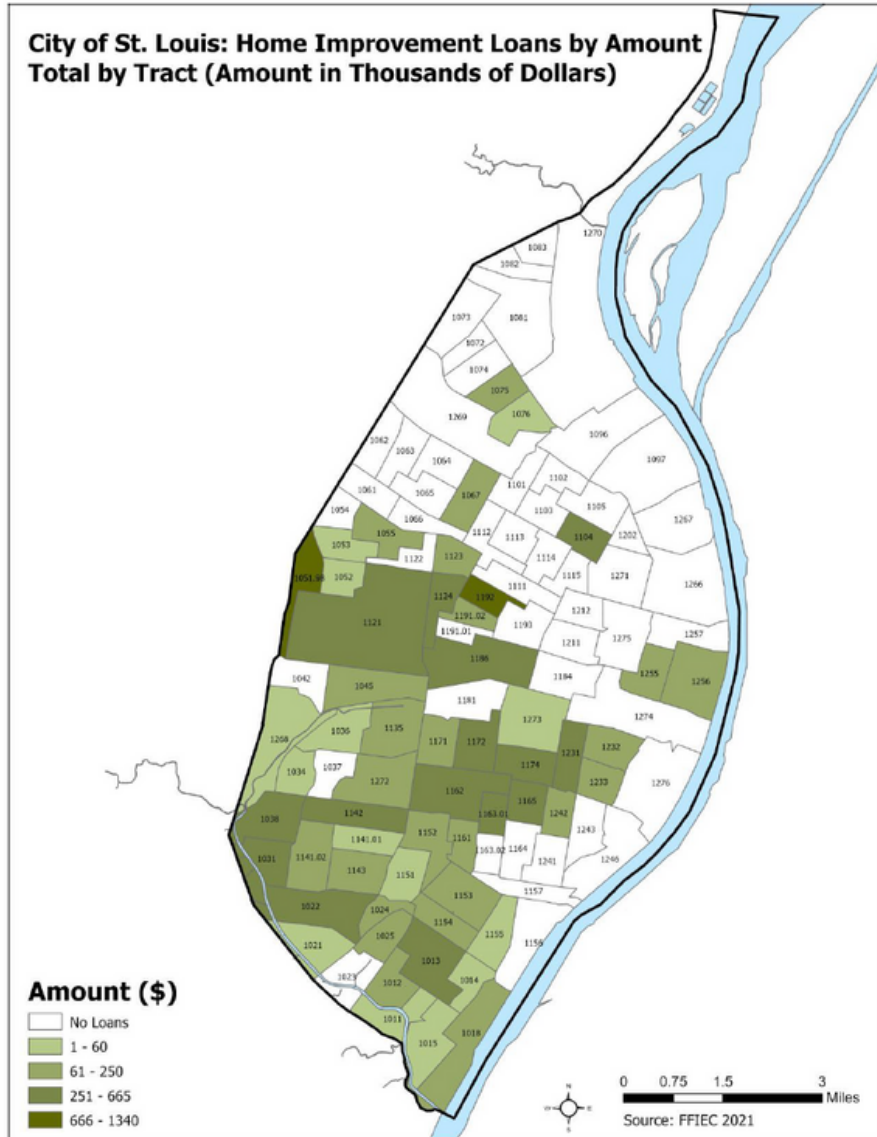
HMDA Report Analysis

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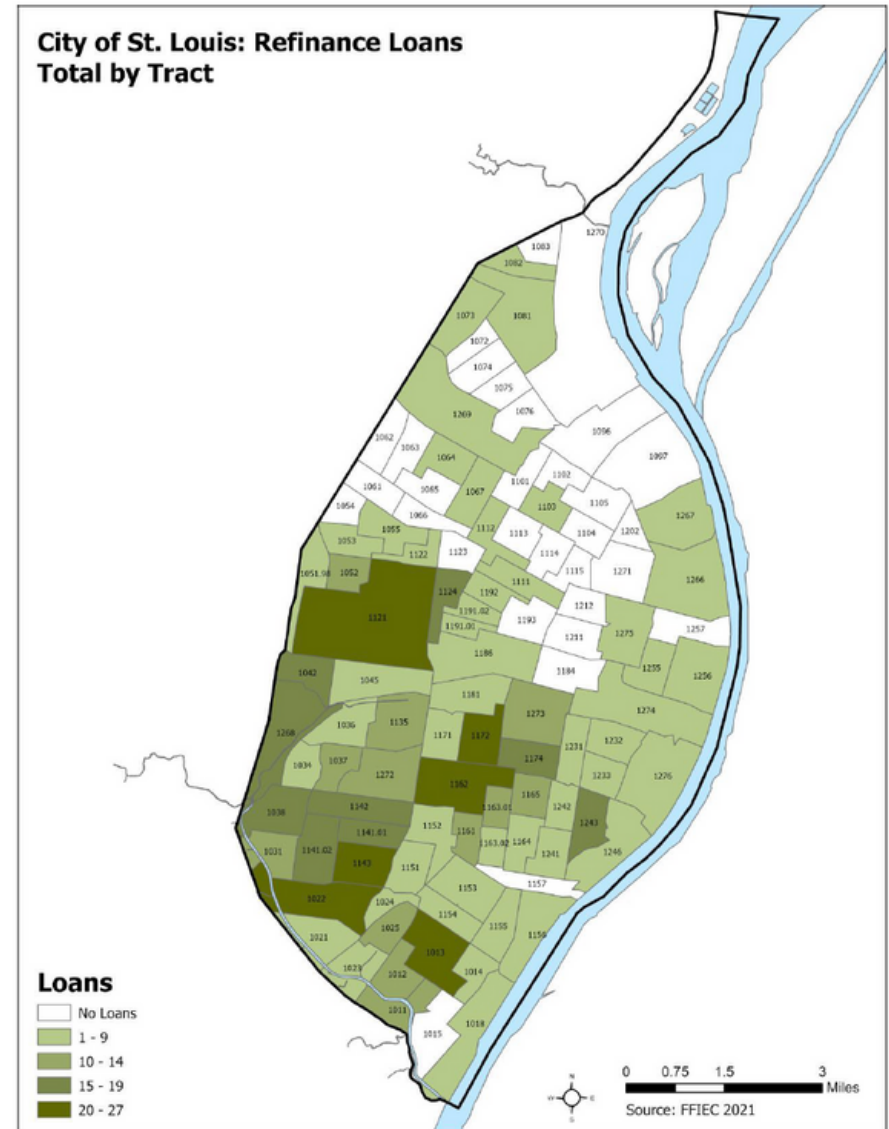
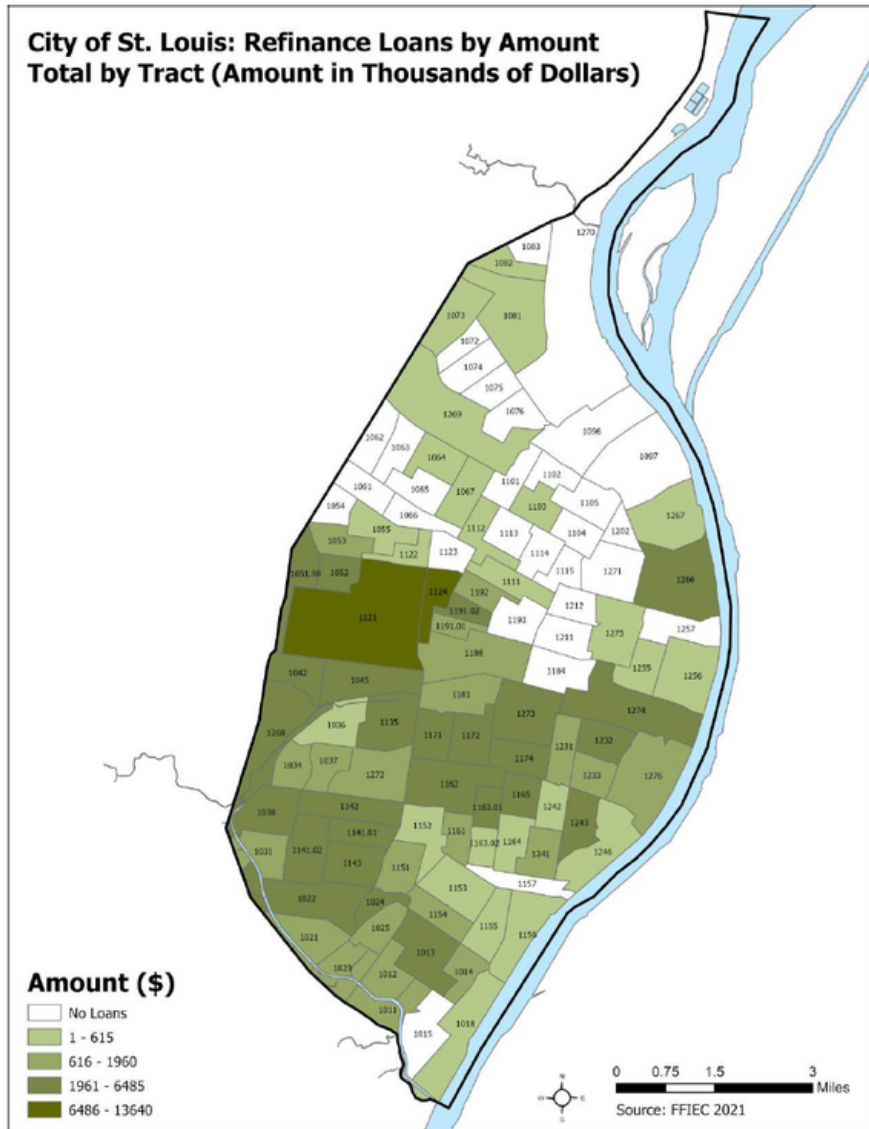
HMDA Report Analysis

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HMDA Report Analysis

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HMDA Report Analysis

Low & Moderate Income Loan Volume

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Applications

- 984 applications
- 35% of total applications
- 30% of total originations

Origination Rate

- Overall rate is 44%
- 39% origination rate for applicants in LMI tracts
- 48% origination rate for middle & upper



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



HMDA Report Analysis

Future Data Needs

Moving forward, additional statistical categories we will be looking for to increase the value and analysis of the report will be:

- **Growth rate of volume** of loan originations by banks in specific areas and segments
- **LMI origination to application rate** by bank

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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 are currently in the presentation stage of the BEE Scorecard. Our goal is to have full rollout read for next year's Funds Committee meeting.
- A window will open for banking institutions to submit data which will be reviewed by a committee of community stakeholders.
- **Not a punishment, but a commitment.**



BEE Scorecard

Rubric

Rubric for BEE	A	B	C	D	F
LD Leadership Diversity	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.
CSD C-Suite Diversity	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.
EL Equitable Lending	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.
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.	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.
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.	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.

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.



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.

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.

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.		



BEE Scorecard: Next Steps

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- Share with community partners, organizations, and banking institutions for feedback (docs & resources).
- Finalize scoring rubric, definitions, and weights in alignment with stakeholder suggestions.
- Establish a committee responsible for reviewing data submitted to complete the scorecard.



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.



WELLS
FARGO



Banking Institution Recognition

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For committing thousands of dollars to supporting post-secondary education for low-to-moderate income students in the St. Louis region.



Q & A



**Thank
you!**

