



Annual Funds Committee Meeting

Meeting Agenda

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- Welcome & Purpose
- Investment Update
- Depository & Broker/Dealer Approval
- HMDA Report Highlights & Analysis
- Mayor's Address
- 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

3

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

Triad Bank*

* indicates new applicant



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

4



HMDA Report Analysis

5

Loan Volume

Total Loan Volume

- 613 loans issued among the 16 banks
- \$166 million total for loans
- 0.16% decrease in loan volume
- 20.5% increase in dollar amount



1

Mortgage Volume

- 362 loans
- \$114 million
- 1.1% increase in vol.
- 9.5% increase in amt.



2



3



HMDA Report Analysis

Loan Volume

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Home Improvements

- 111 loans
- \$8 million
- 22% decrease in vol.
- 27.7% decrease in amt.

Refinancing

- 140 loans
- \$43 million
- 27.3% increase in vol.
- 98% increase in amt.



HMDA Report Analysis

Loan Originations from Loan Applications*

1



100%

2



98%

3



85%

4



77%

5



72%

*minimum 10 originations not inclusive of outstanding applications at time of submission



HMDA Report Analysis

Loan Originations from Loan Applications*

1



100%

2



83%

3



77%

Under 50 originations

*minimum 10 originations not inclusive of outstanding applications at time of submission



HMDA Report Analysis

Loan Originations from Loan Applications*

1



98%

2



85%

3



63%

Over 50 originations






*minimum 10 originations not inclusive of outstanding applications at time of submission



HMDA Report Analysis

LMI Approval Rates*

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| | | Rate | Differential |
|---|--|-------------|--------------|
| 1 |  Midland States Bank® | 100% | ↑ 35% |
| 2 |  Midwest BankCentre. RISING TOGETHER® | 95% | ↑ 30% |
| 3 |  CHASE | 91% | ↑ 26% |
| 4 |  ENTERPRISE BANK & TRUST | 86% | ↑ 21% |
| 5 |  Busey ® | 86% | ↑ 21% |

*not inclusive of outstanding applications at time of submission



HMDA Report Analysis

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Community Reinvestment Act: Small Business Loan Activity

| St. Louis City Small Business Loan Activity — 2023 (dollar amounts in thousands) | | | | | | | | |
|--|--------------|------------------|--------------|-----------------|-----------------------------|-----------------|-------------|------------------|
| | Total Loans | | Loan Amount | | | | | |
| | Number | Loan Amount | ≤ \$100,000 | | > \$100,000 but ≤ \$250,000 | | > \$250,000 | |
| | | | Number | Loan Amount | Number | Loan Amount | Number | Loan Amount |
| Bank of America | 599 | \$10,999 | 589 | \$5,592 | 2 | \$500 | 8 | \$4,907 |
| BMO Harris Bank | 40 | \$1,235 | 37 | \$691 | 2 | \$289 | 1 | \$255 |
| Busey Bank | 49 | \$19,852 | 12 | \$762 | 12 | \$1,944 | 25 | \$17,146 |
| Commerce Bank | 83 | \$15,808 | 48 | \$1,393 | 13 | \$2,220 | 22 | \$12,195 |
| Enterprise Bank & Trust | 144 | \$36,079 | 71 | \$3,373 | 32 | \$6,072 | 41 | \$26,634 |
| J.P. Morgan Chase Bank | 1,257 | \$13,329 | 1,256 | \$13,129 | 1 | \$200 | 0 | \$0 |
| Midland States Bank | 11 | \$3,793 | 2 | \$75 | 4 | \$863 | 5 | \$2,855 |
| Midwest BankCentre | 121 | \$24,575 | 55 | \$3,348 | 29 | \$5,157 | 37 | \$16,070 |
| PNC Bank | 91 | \$9,920 | 68 | \$1,648 | 12 | \$2,285 | 11 | \$5,987 |
| Regions Bank | 35 | \$2,560 | 29 | \$865 | 3 | \$556 | 3 | \$1,139 |
| Simmons Bank | 39 | \$7,905 | 17 | \$773 | 15 | \$2,719 | 7 | \$4,413 |
| U.S. Bank | 770 | \$11,228 | 761 | \$8,252 | 4 | \$995 | 5 | \$1,981 |
| UMB Financial Corporation | 23 | \$7,972 | 9 | \$346 | 4 | \$785 | 10 | \$6,841 |
| Total | 3,262 | \$165,255 | 2,954 | \$40,247 | 133 | \$24,585 | 175 | \$100,423 |

HMDA Report Analysis

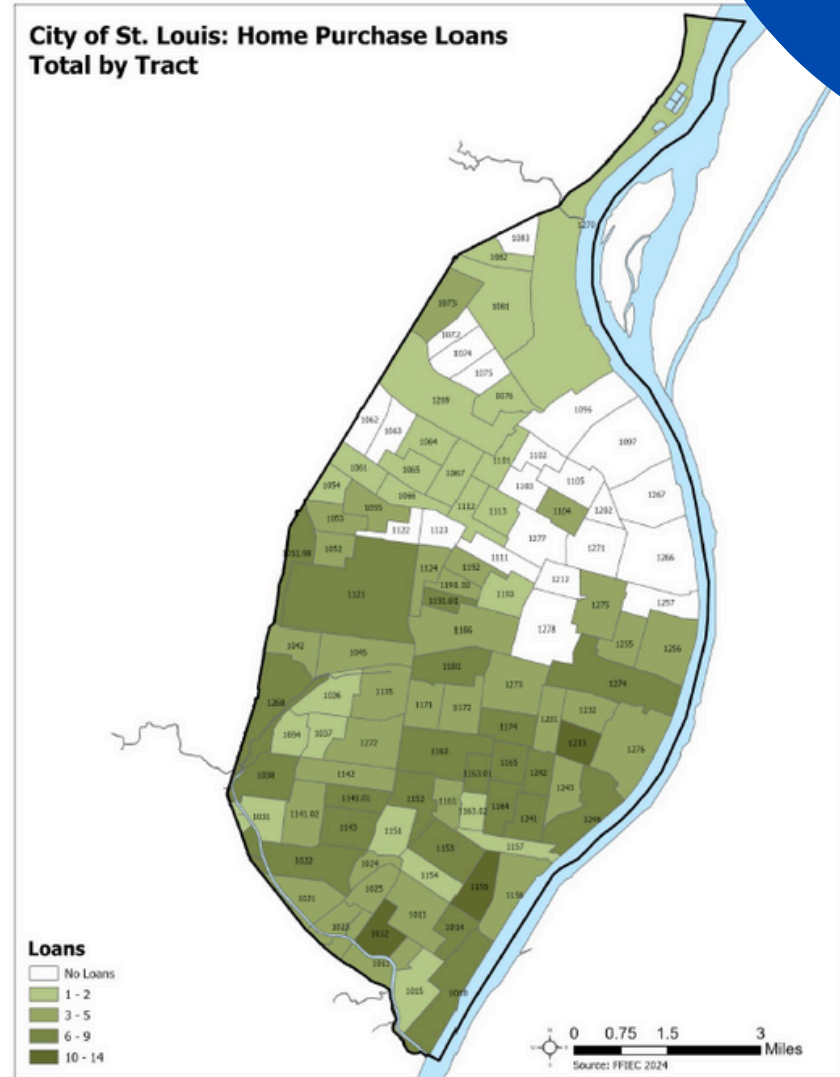
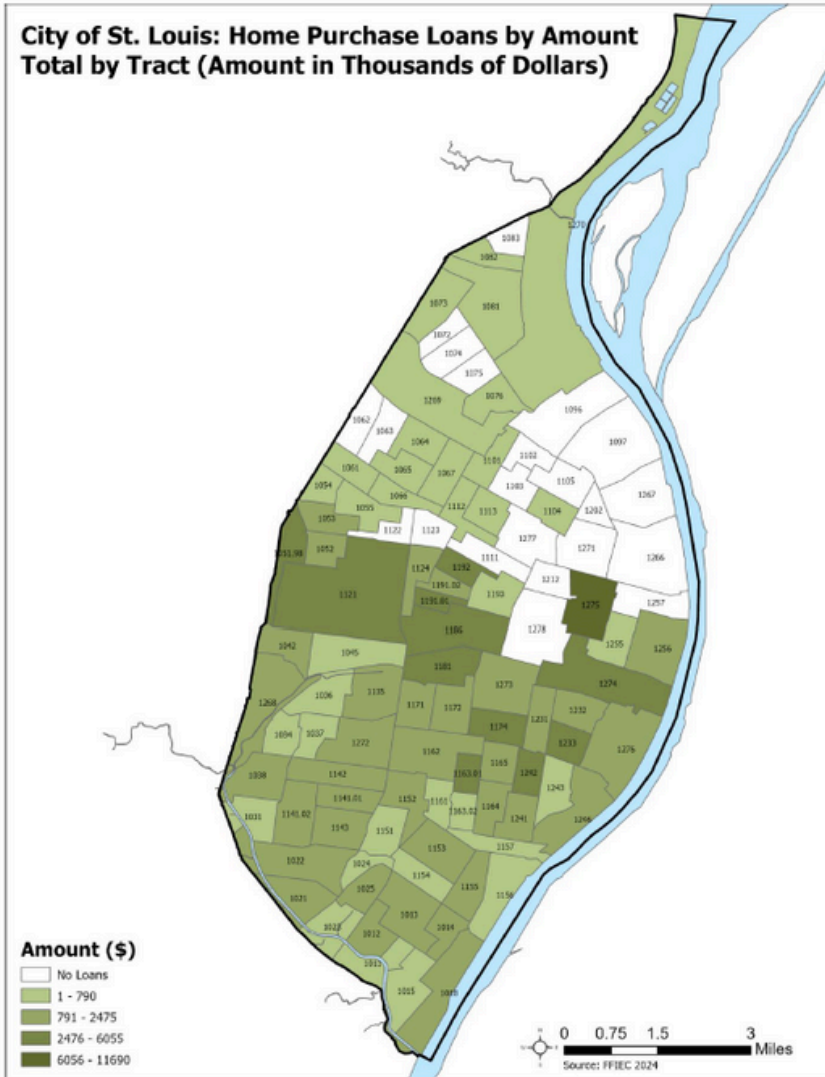
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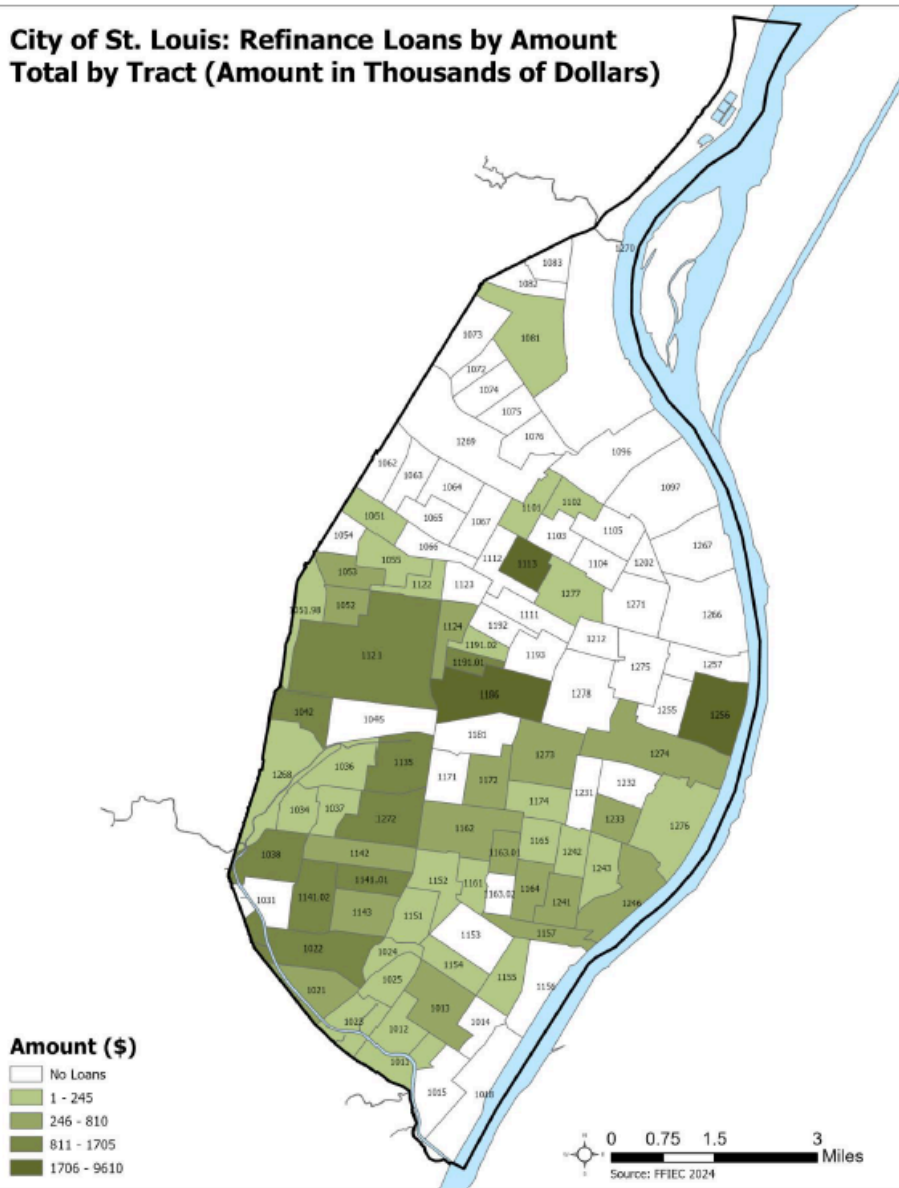
HMDA Report Analysis

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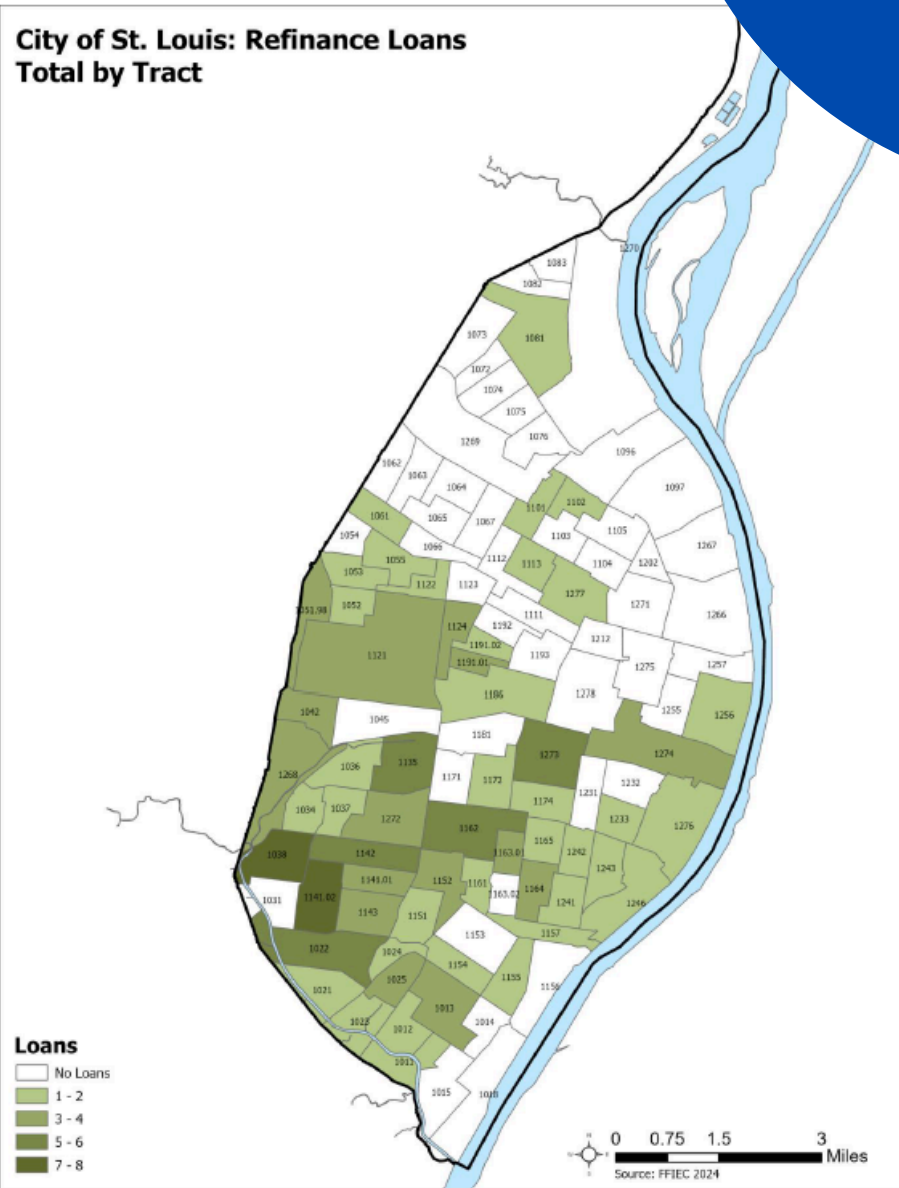


HMDA Report Analysis

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

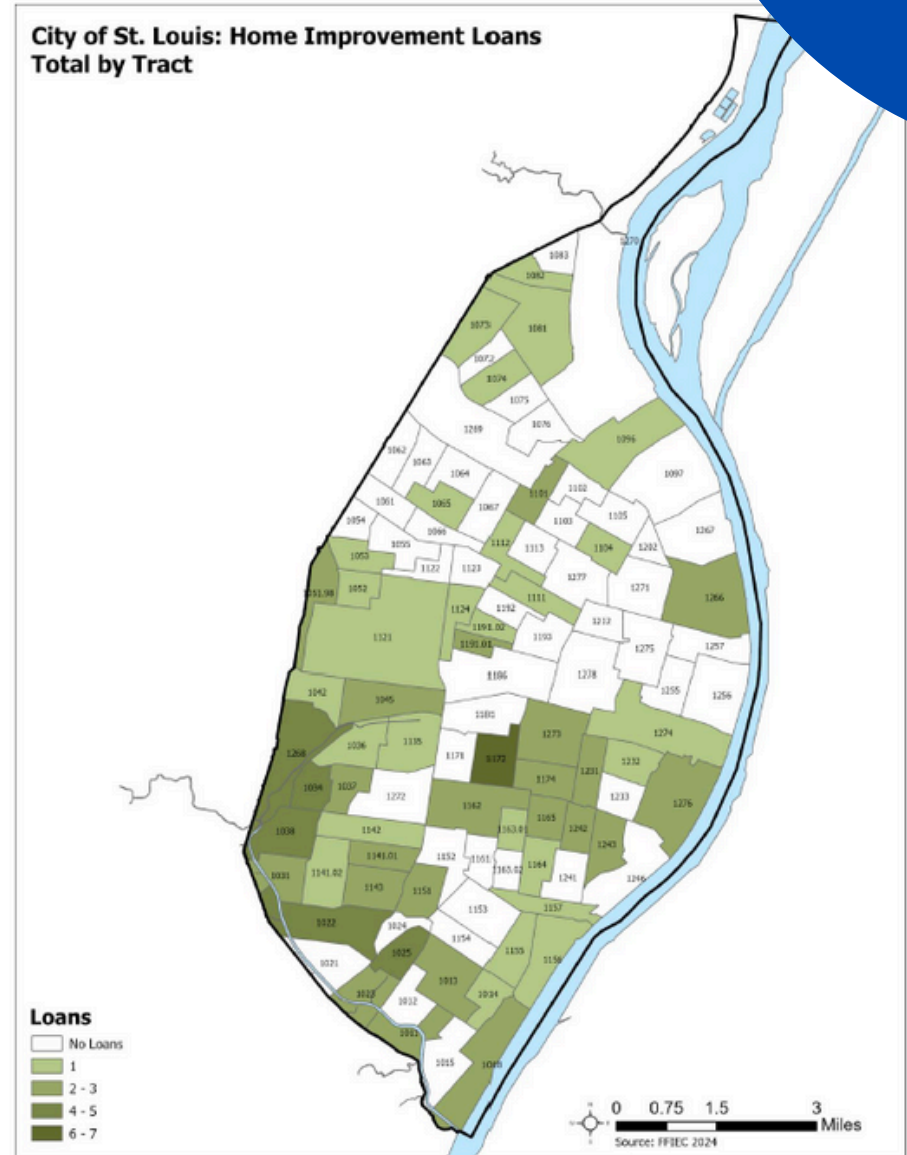
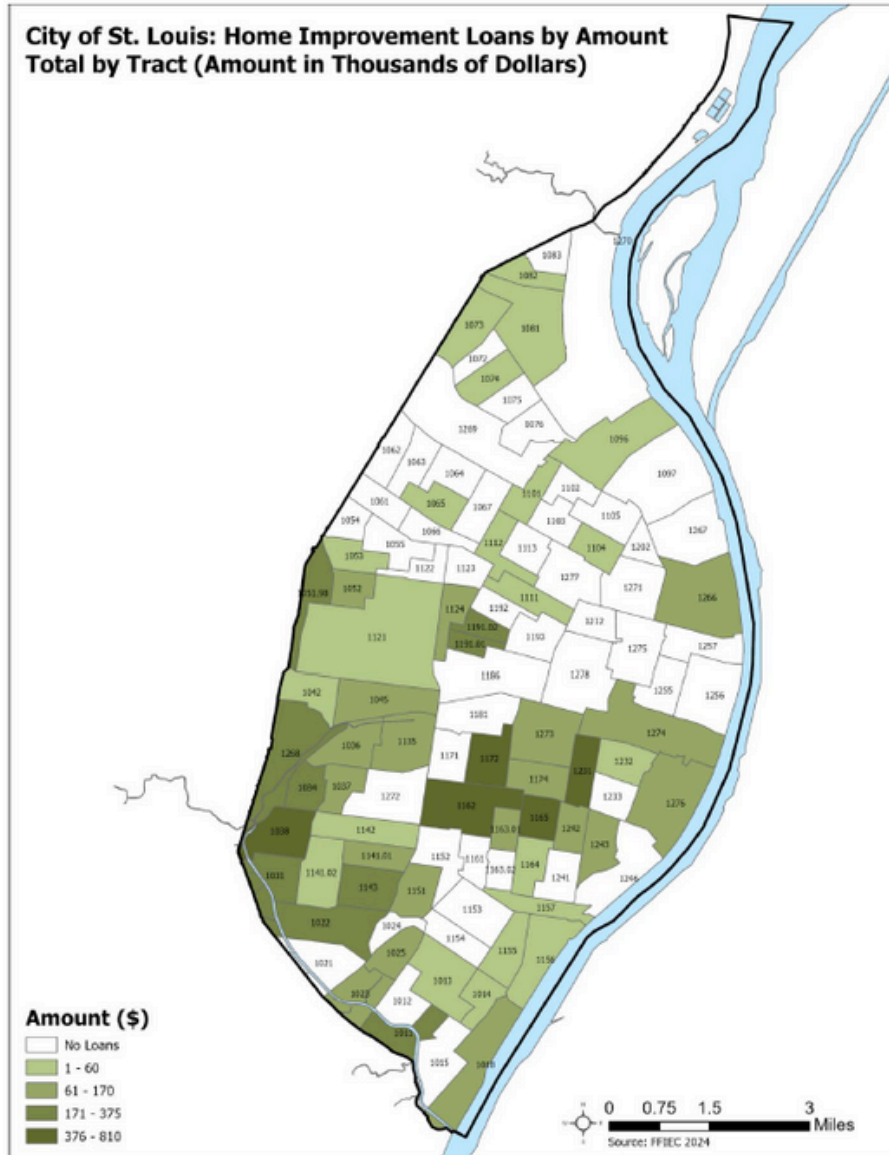


City of St. Louis: Refinance Loans
Total by Tract



HMDA Report Analysis

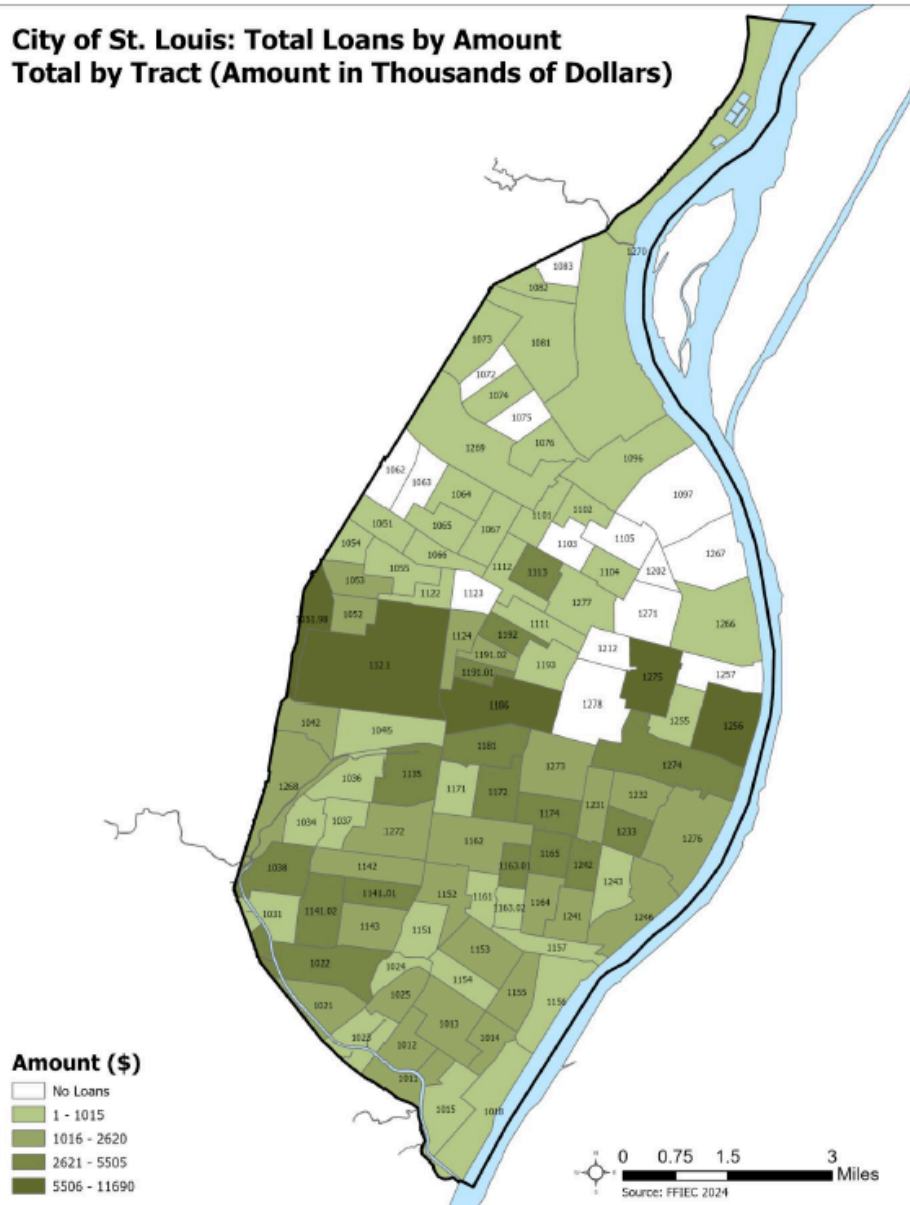
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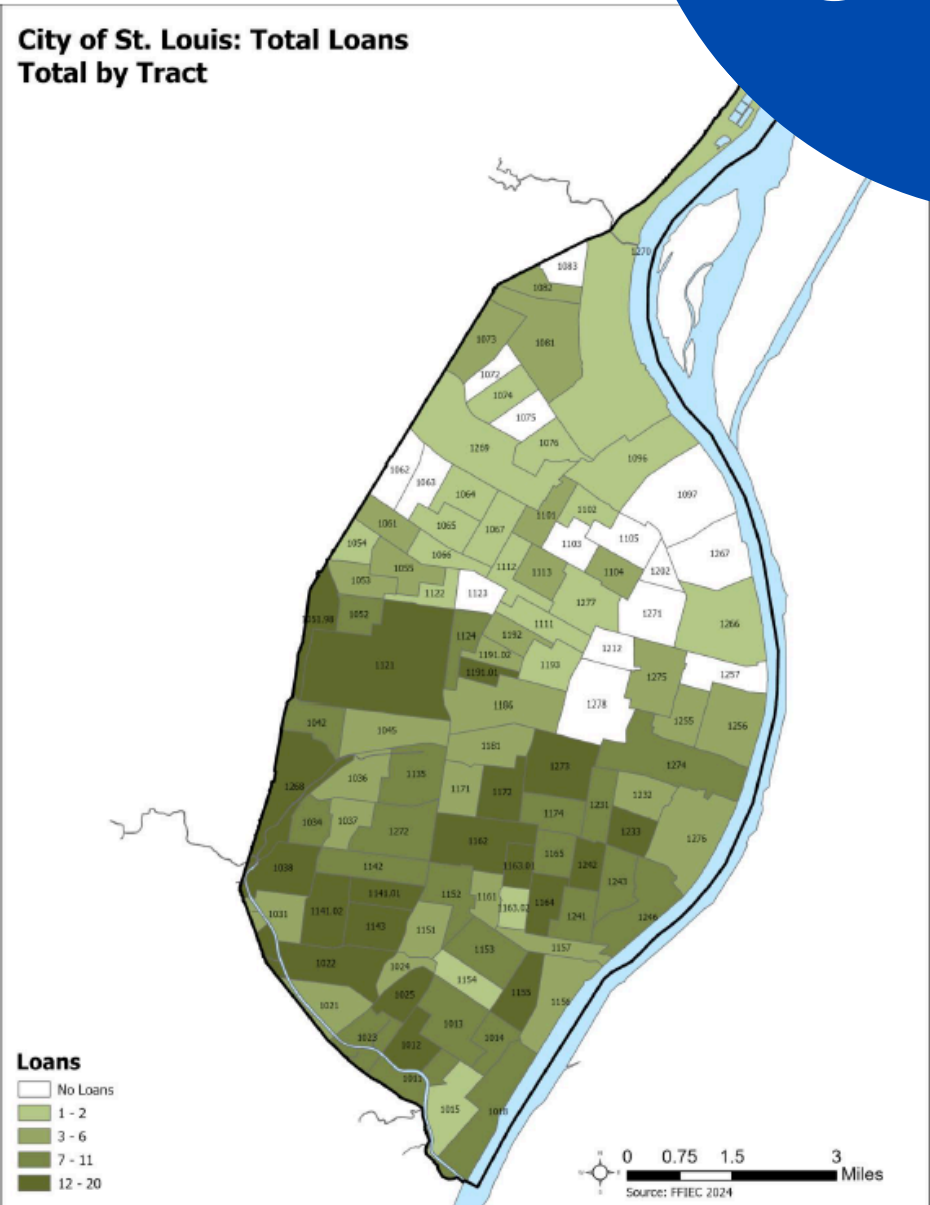
HMDA Report Analysis

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



City of St. Louis: Total Loans Total by Tract



HMDA Report Analysis

LMI Loan Volume

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Originations

- 227 Loans
- 37% of total originations

Origination Rate

- Overall rate is 65% (+4%)
- 59% origination to approval rate for LMI tracts (+2%)

*not inclusive of outstanding applications at time of submission



HMDA Report Analysis

Ownership Per Capita

18

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 Advancement across the city and region.
2. Have a vetted and objective tool to evaluate measurable outcomes of Economic Advancement efforts.
3. Use disaggregated data and analysis to track progress toward critical Economic Advancement 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.



BEE Scorecard

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| Rubric for BEE | A | B | C | D | F |
|--|---|--|--|--|---|
| LD Leadership Diversity | Institution's diversity of executive staff and governing board can measure 45% 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 35% 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 23% 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 15% 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. |
| CFD Client-Facing Diversity | Institution's diversity of client-facing staff can measure 45% or more diversity in race, ethnicity, and gender for a significant amount of time. | Institution's diversity of client-facing staff can measure 35% or more diversity in race, ethnicity, and gender for a significant amount of time. | Institution's diversity of client-facing staff can measure 23% or more diversity in race, ethnicity, and gender for a significant amount of time. | Institution's diversity of client-facing staff can measure 15% 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 client-facing staff shows a complete lack of diversity (less than 10%) with no institutionalized initiatives or intention to improve. |
| EL Equitable Lending | Institutions lending data shows LMI origination and approval rates at least 80% of institution's average with loan volume and at least 30% of total business. | Institutions lending data shows LMI origination and approval rates at least 65% of institution's average with loan volume and at least 20% of total business. | Institutions lending data shows LMI origination and approval rates at least 40% of institution's average with loan volume and at least 10% of total business., and/or trending positively. | Institutions lending data shows LMI origination and approval rates at least 25% of institution's average with loan volume and at least 5% of total business., and/or trending positively. | Institution can point to HMDA data that shows approval rates in historically disadvantaged communities of less than 10% of institution's average and loan volume in the same communities of less than 5% 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. |



Banking Institution Recognition

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Trends in Customization for Equitable Economic
Prosperity

Dynamic Accounts

- Matched savings for new savers
- Fee-free accounts

Responsive Loan Products

- Credit-builder loans
- Targeted small-business loans
- Predatory loan alternatives/buybacks
- Emergency loans

CDFI Investments



Portfolio Weighting

23

Supporting Local Banks that Support St. Louis

| | Non-Local Investments | Local Investments | |
|------|-----------------------|-------------------|-----|
| FY24 | \$695 million | \$805 million | 54% |
| FY25 | \$735 million | \$1.09 billion | 40% |



Banking Institution Recognition

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City Clearing Account 

Payroll Account 

Operational Acct. Systems 

My Milestones 

Tornado Recovery


CREDIT UNION

 **Midwest
BankCentre.**
RISING TOGETHER®

 **PNC**

 **ENTERPRISE
BANK & TRUST®**



Q & A





**Thank
you!**

