



Annual Funds Committee Meeting

Meeting Agenda

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- Welcome & Purpose
- Investment Update
- Depository & Broker/Dealer Approval
- Investment Policy Approval
- 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

Loan Volume

5

Total Loan Volume

- 612 loans issued among the 16 banks
- \$137,930,000 totals for loans
- 32.9% decrease in loan volume
- 42.5% decrease in dollar amount



1



2



3

Mortgage Volume

- 358 loans
- \$105 million
- 32.9% decrease in vol.
- 42.5% decrease in amt.



HMDA Report Analysis

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Loan Volume

Home Improvements

- 144 loans
- \$11 million
- 10.6% decrease in vol.
- 19.5% decrease in amt.

Refinancing

- 110 loans
- \$21.8 million
- 61.9% decrease in vol.
- 68.1% decrease in amt.



HMDA Report Analysis

Loan Originations from Loan Applications*

1



100%

2



94%

3



93%

4



87%

5



84%

*minimum 10 originations








HMDA Report Analysis

LMI Approval Rates*

8

Rate Differential

1	 ENTERPRISE BANK & TRUST	100%	↑ 21%
2	Midland  States Bank	100%	↑ 7%
3	CHASE 	86%	1%
4	 Commerce Bank [®] Member FDIC	65%	6%
5	 Midwest BankCentre. RISING TOGETHER [®]	63%	21%

*minimum 4 originations



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	644	\$8,853	640	\$6,603	2	\$500	2	\$1,750
BMO Harris Bank	29	\$1,206	26	\$516	2	\$358	1	\$332
Busey Bank	68	\$20,166	31	\$1,506	9	\$1,441	28	\$17,219
Commerce Bank	103	\$19,042	61	\$1,809	16	\$2,861	26	\$14,372
Enterprise Bank & Trust	174	\$47,362	75	\$3,444	38	\$6,653	61	\$37,265
J.P. Morgan Chase Bank	1,065	\$12,506	1,065	\$12,506	0	\$0	0	\$0
Midland States Bank	5	\$1,138	1	\$88	3	\$550	1	\$500
Midwest BankCentre	153	\$30,426	77	\$4,074	36	\$6,471	40	\$19,881
PNC Bank	96	\$7,913	76	\$1,805	11	\$1,913	9	\$4,195
Regions Bank	19	\$4,167	11	\$283	4	\$746	4	\$3,138
Simmons Bank	33	\$6,220	16	\$758	10	\$1,633	7	\$3,829
U.S. Bank	1,003	\$16,919	979	\$9,746	12	\$2,161	12	\$5,012
UMB Financial Corporation	24	\$9,734	7	\$71	3	\$602	14	\$9,061
Total	3,416	\$185,652	3,065	\$43,209	146	\$25,889	205	\$116,554

HMDA Report Analysis

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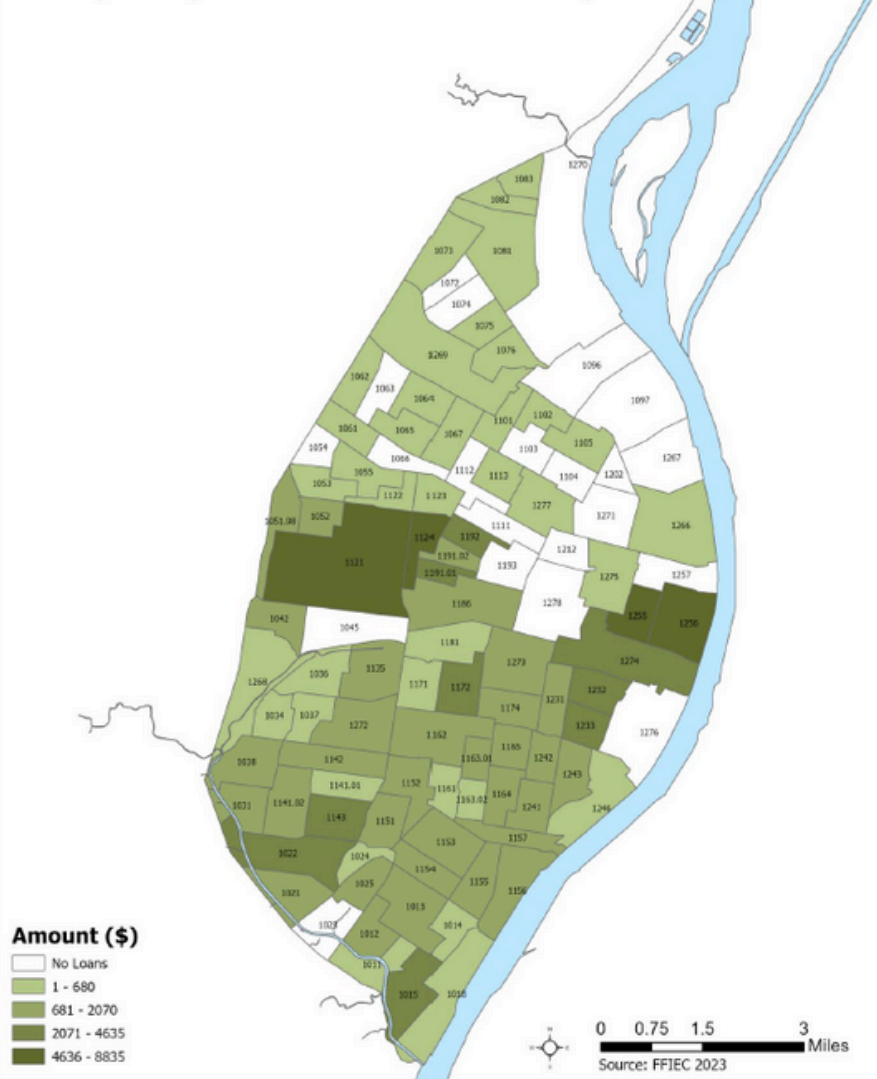
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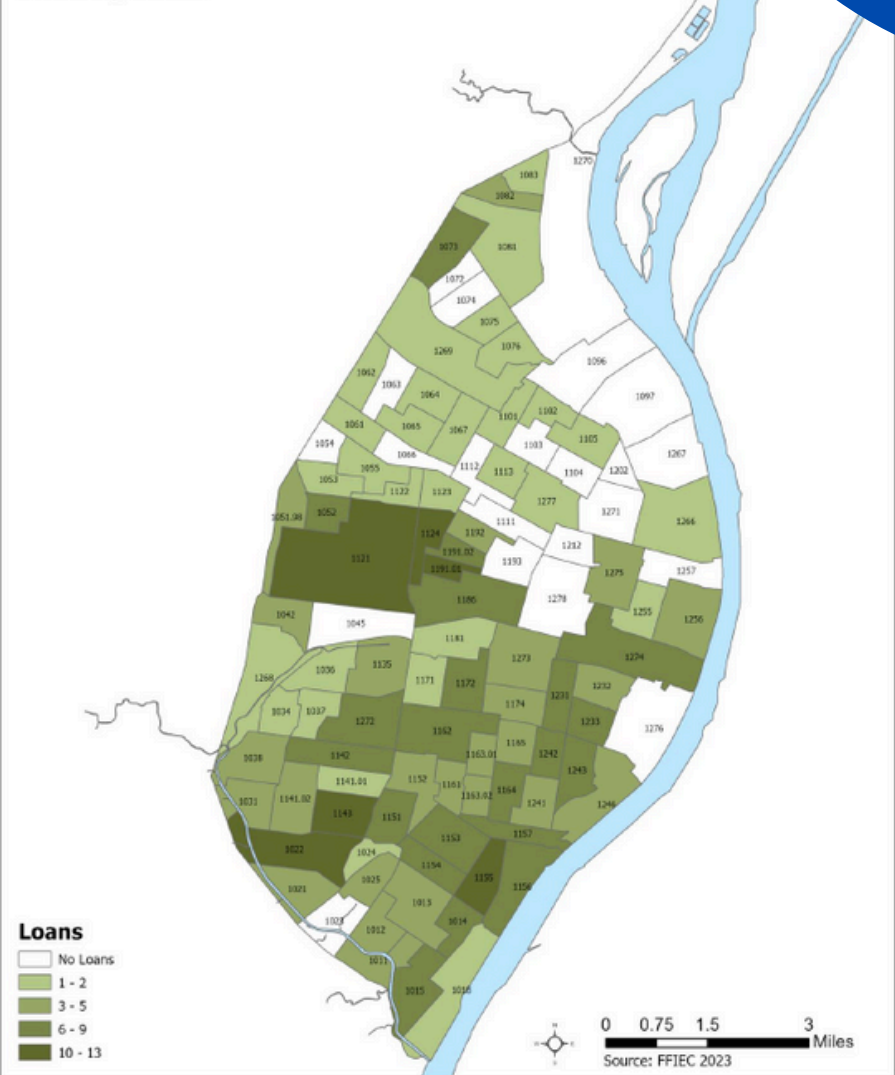
HMDA Report Analysis

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



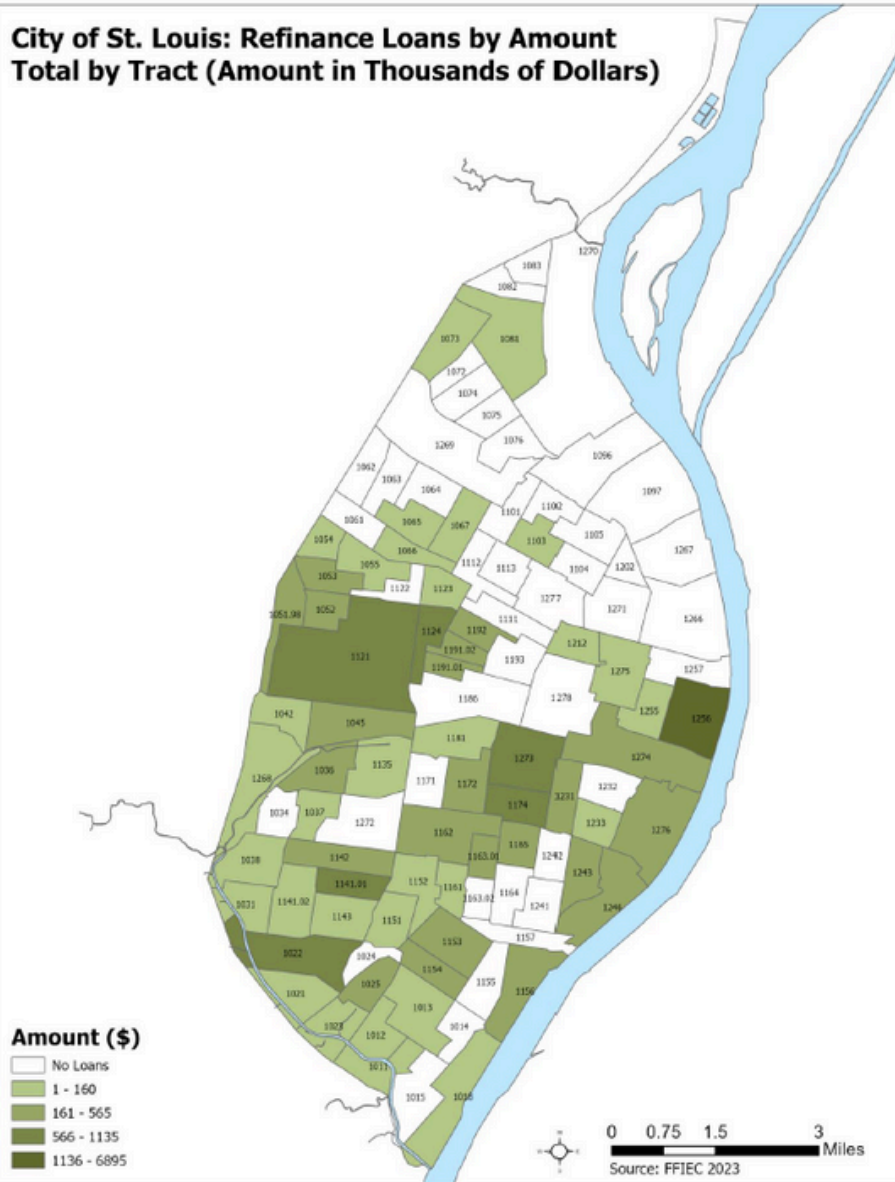
City of St. Louis: Home Purchase Loans Total by Tract



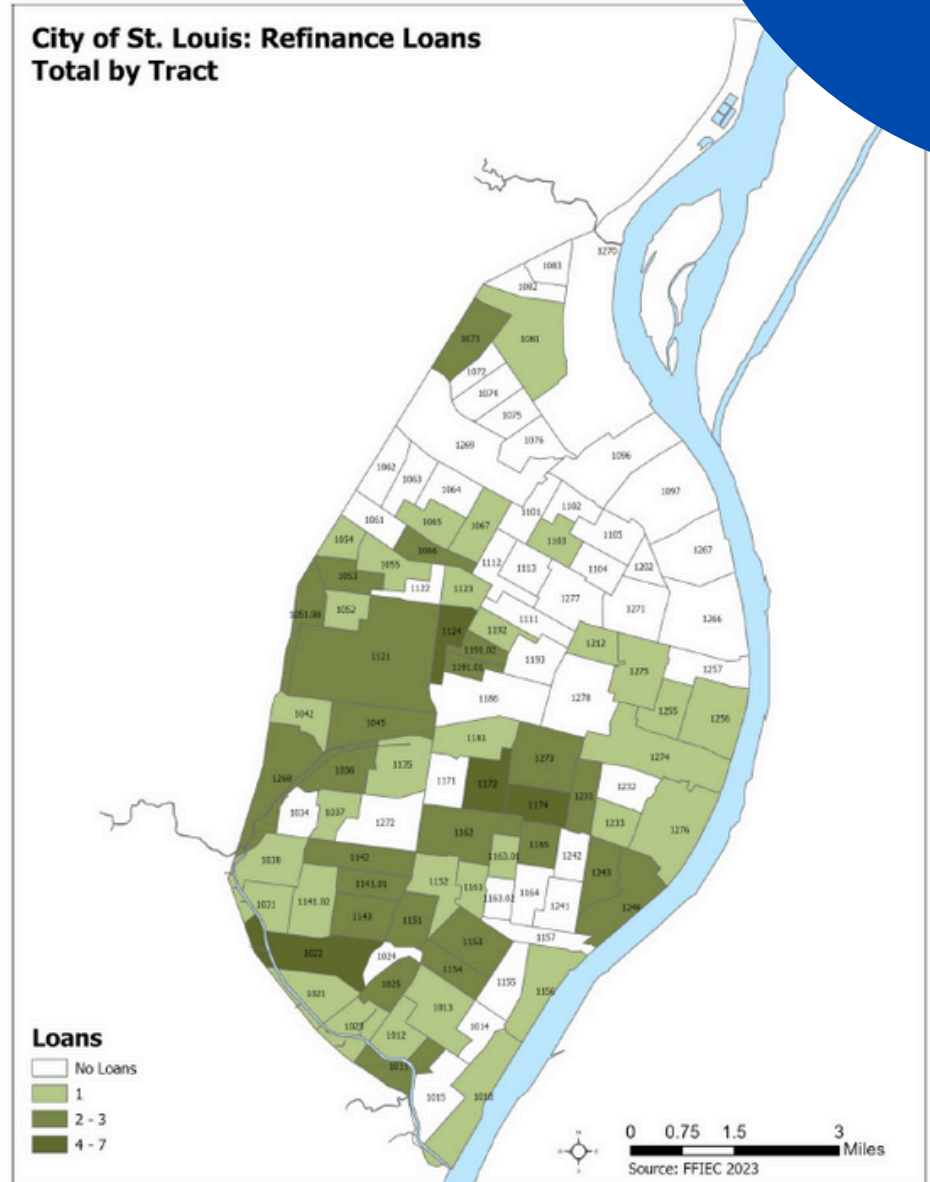
HMDA Report Analysis

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



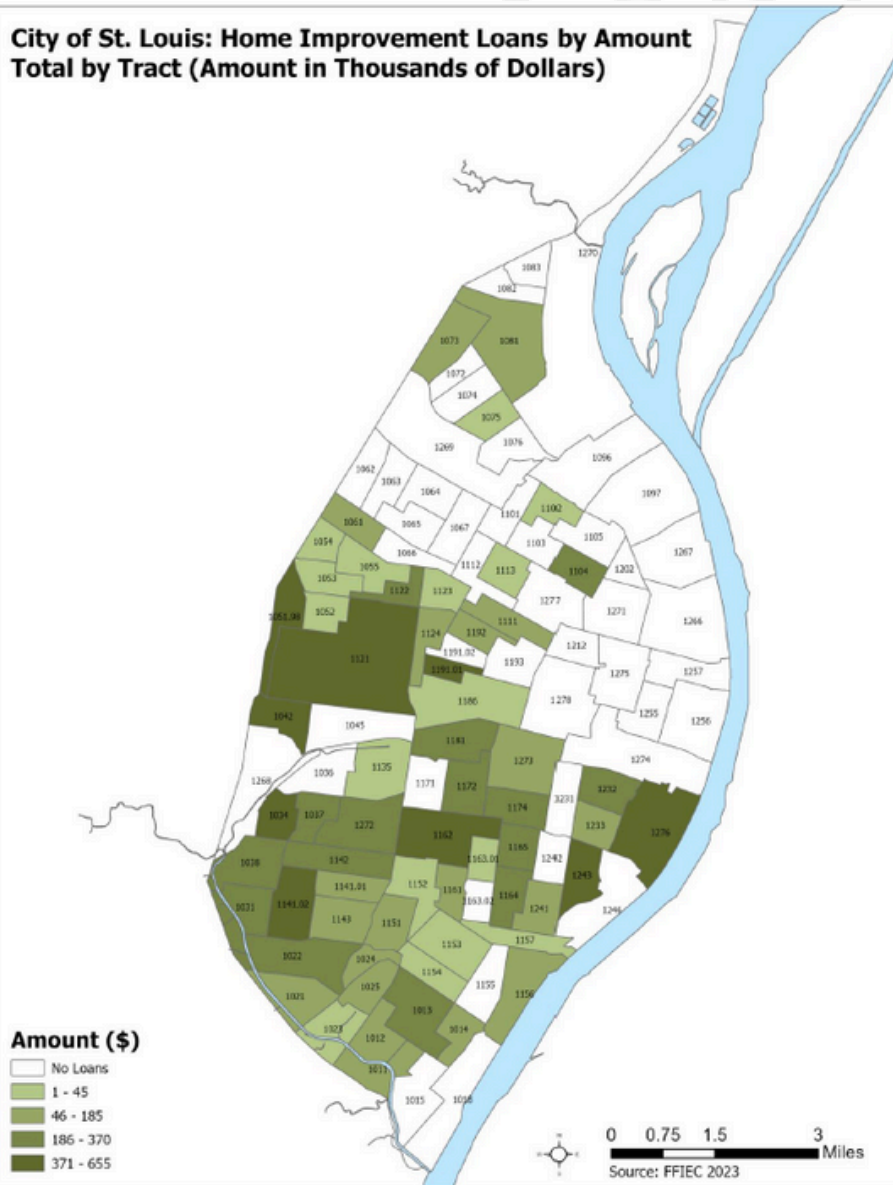
**City of St. Louis: Refinance Loans
Total by Tract**



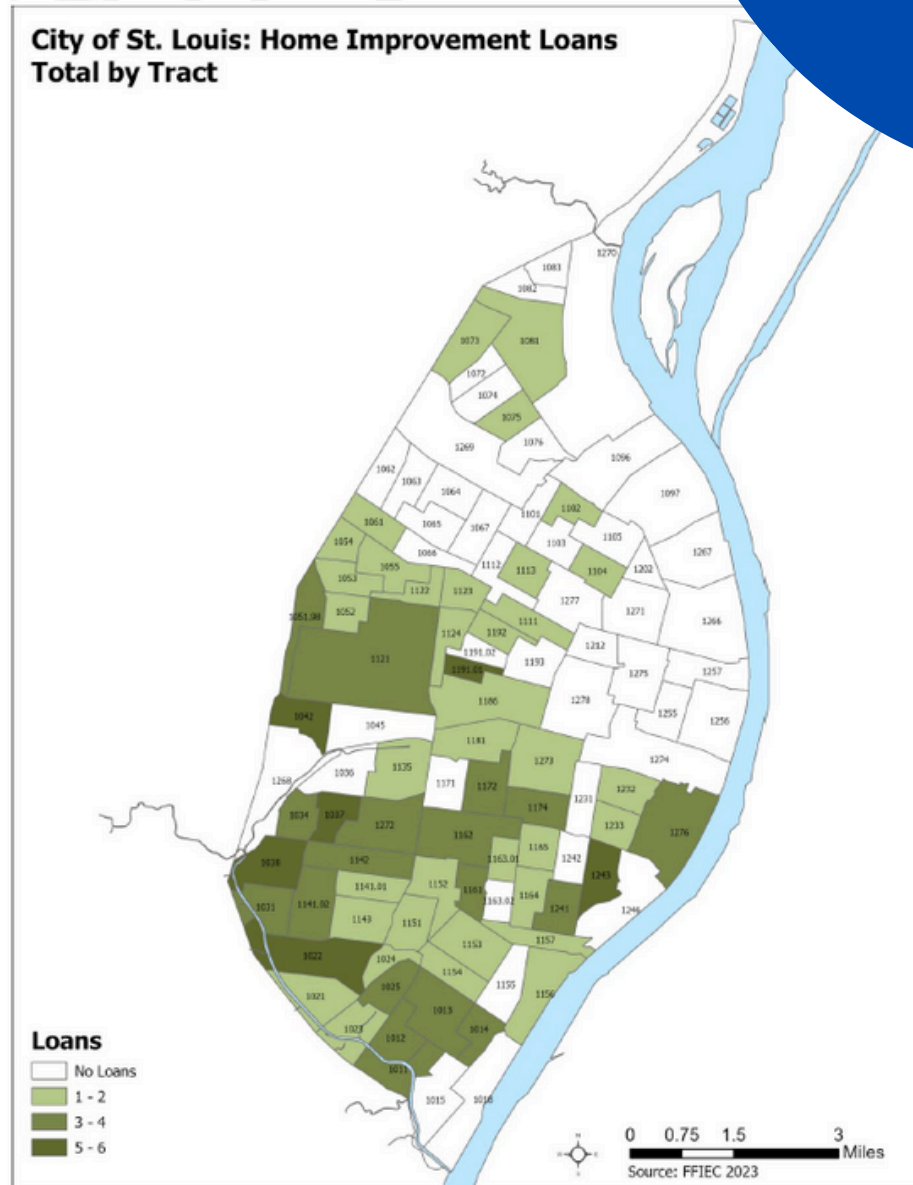
HMDA Report Analysis

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

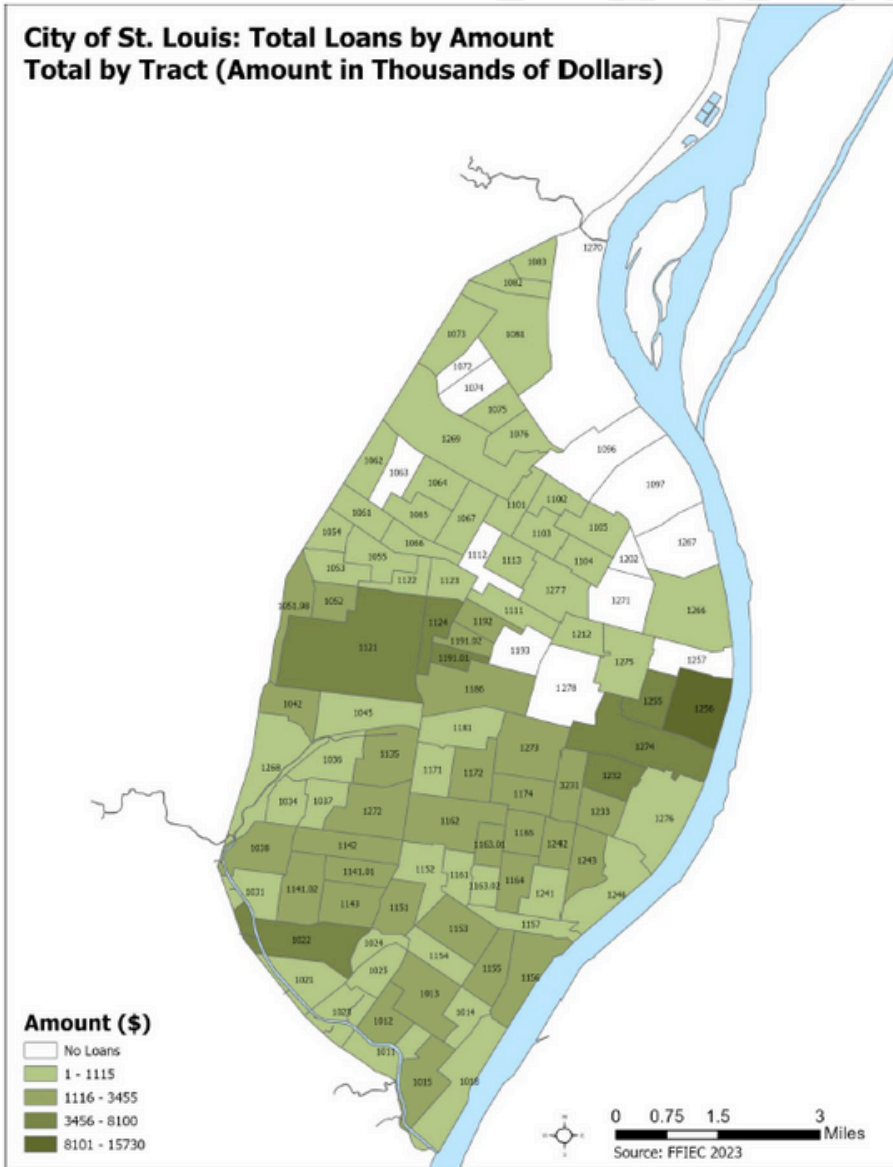


City of St. Louis: Home Improvement Loans Total by Tract

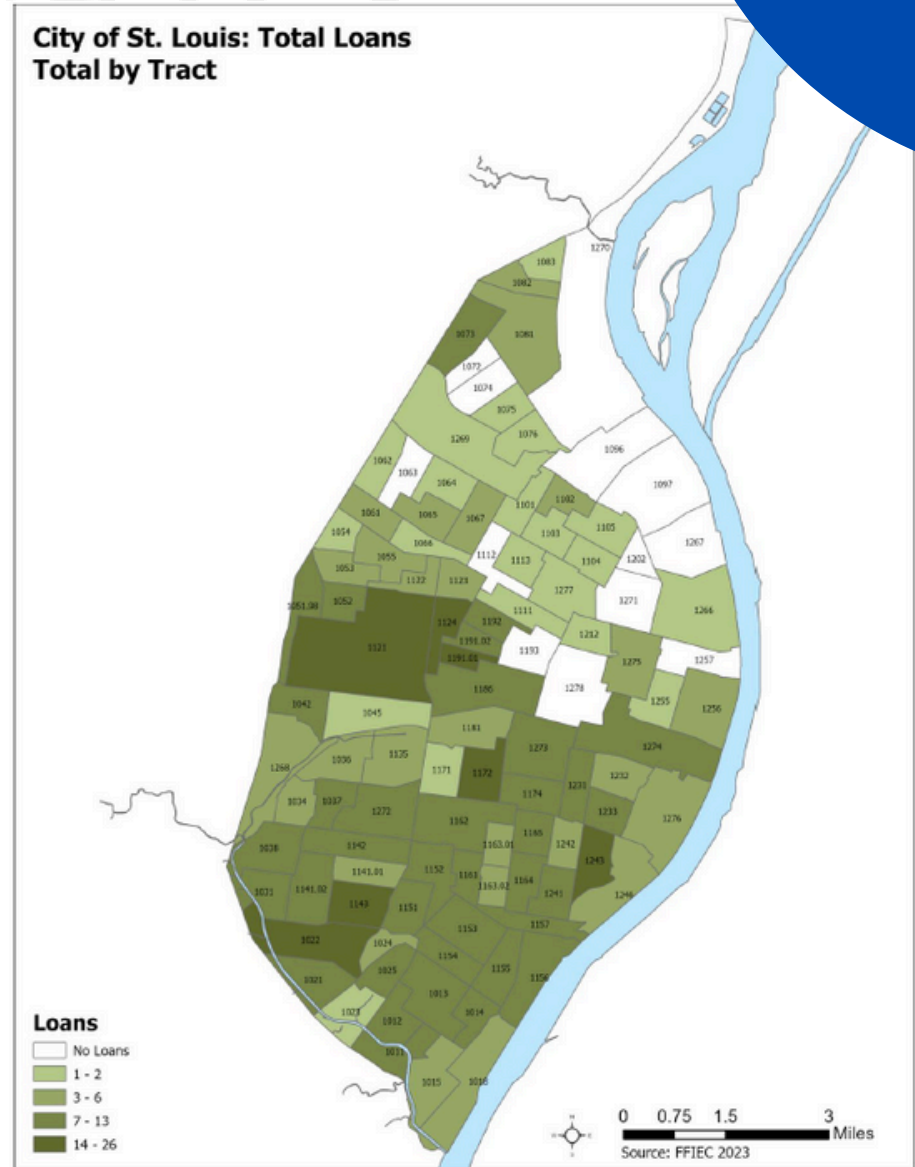


HMDA Report Analysis

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

15

Originations

- 75 Loans
- 12% of total originations

Origination Rate

- Overall rate is 61% (-6%)
- 57% origination rate for low-income tracts (+5%)



HMDA Report Analysis

Ownership Per Capita

16

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 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% 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 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% of 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.



BEE Scorecard

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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

Rubric

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BEE Scorecard

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Regions Bank

2024

A-	Point Total	Prior Year Rating	Leading Category	Trailing Category
	90	84	CFE	LD
Category	Rating	Description of Findings		
LD Leadership Diversity	C	About 30% gender diversity in executive leadership and racial diversity at about 15%.		
CFD Client-Facing Diversity	A	Regions has strong client-facing diversity with gender diversity around 62%. More than 20% of staff are racially diverse and 10% in managerial roles.		
EL Equitable Lending	B	Regions has a healthy level of lending in the City of St. Louis. LMI lending represents about 17% of total business and are being approved at a 56% rate.		
CPP Customized Products & Programs	B	Regions has a bevy of local and national programs for economic empowerment. Regions has a financial education center, offers a secured credit card, closing cost assistance, and specific programs for MBEs/WBEs.		
CFE Community- Focused Empowerment	A	Regions ranks #1 here and continues to strengthen partnerships with the Urban League Small Business Center and greater St. Louis community. Regions is very visible on the local front with 60+ local partnerships.		



Scorecard Aggregates

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	Grade	LD	CFD	EL	CPP	CFE
<i>AVERAGES</i>	<i>B</i>	<i>C</i>	<i>B</i>	<i>B</i>	<i>B</i>	<i>B</i>
	TOTALS					
A	6	1	4	2	4	5
B	8	3	7	8	9	9
C	1	9	4	3	1	1
D	0	2	0	2	1	0
F	0	0	0	0	0	0



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

24

Supporting Local Banks that Support St. Louis

	Non-Local Investments	Local Investments	
FY23	\$712 million	\$633 million	47%
FY24	\$695 million	\$805 million	54%



Banking Institution Recognition

25

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



Gratitude & Recognition

25

Christian Alberg, Planning & Design Agency

Christina Bennet, Treasurer's Office

Benjamin Junidi, Treasurer's Office

Dusty Cushman, Treasurer's Office

Angela Henderson, Treasurer's Office

Chrissy Fitzpatrick, Office of Financial Empowerment



Q & A



**Thank
you!**

