

St. Louis Equal Housing and Community Reinvestment Alliance

c/o EHOCA, 1027 South Vandeventer Ave., 6th Floor, St. Louis, MO 63110 * www.slehkra.org

Southern Commercial Bank

5515 South Grand Blvd
St. Louis, Missouri 63111

Revised May 2013

- Owned by Southern Bancshares Corp., a one-bank holding company.
- Assets of \$518.9 million.
- Regulated by the Federal Reserve as Intermediate Small Bank.
- Represents 0.55% of St. Louis deposits – 25th largest bank by deposit market share.
- Website includes Bosnian translation.
- Outstanding on last CRA performance evaluation – July 14, 2008.
 - Cited for excellent lending penetration to low- and moderate- income borrowers and areas within their Assessment Area.
 - Satisfactory community development loans and investments.
- Assessment Area includes all of Jefferson County, parts of St. Louis County, and parts of St. Louis City.
- Ten branches:
 - 2 branches located in low-income, 3 in moderate-income, 3 in middle-income, and 2 in upper-income.
 - 4 branches located with minority populations of at least 30%.

Street	City	State	Zip	County	Census Tract	Tract Income Level	% Minority	% Black	% Hispanic
7201 South Broadway	Saint Louis	MO	63111	St. Louis City	1018	Low	40.17	27.4%	7.8%
5515 South Grand Ave.	Saint Louis	MO	63111	St. Louis City	1154	Moderate	33.02	16.2%	9.8%
4914 Gravois	Saint Louis	MO	63116	St. Louis City	1154	Moderate	33.02	16.2%	9.8%
3207 Meramec	Saint Louis	MO	63118	St. Louis City	1157	Low	70.17	53.6%	8.4%
6121 Telegraph Road	Saint Louis	MO	63129	St. Louis	2204.44	Upper	4.49	0.6%	0.9%
6969 South Lindbergh	Saint Louis	MO	63125	St. Louis	2206.02	Middle	6.39	1.3%	2.1%
4435 Meramec Bottom Rd	Saint Louis	MO	63129	St. Louis	2213.32	Upper	6.52	0.4%	1.5%
1030 Main Street	Imperial	MO	63052	Jefferson	7001.14	Middle	4.3	0.6%	1.2%
300 South Truman Blvd	Crystal City	MO	63019	Jefferson	7007	Middle	7.75	3.5%	1.0%
2101 Rock Road	De Soto	MO	63020	Jefferson	7012	Moderate	3.88	1.1%	0.8%

HMDA data

- All HMDA lending is conventional lending, mostly for one-to-four family properties.
- Increased lending to African-American borrowers since 2009, up to nearly 3 percent of originations in 2012 from only 0.4 percent in 2009.
- Lending to low- and moderate- income borrowers represents nearly 14 percent and 20 percent of borrowers, respectively. Level of lending has remained relatively consistent over the last four years.
- Lending to predominately minority census tracts increased in 2011 to 6 percent of loans, although no loans were originated in census tracts with minority population over 80 percent. (census tract lending characteristics is not yet available for 2012)
- Lending to low- and moderate-income census tracts is good, with 4 percent originated to low-income census tracts and 23.26 percent to moderate-income tracts.

Southern Commercial Bank Analysis

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LOAN CHARACTERISTICS

ORIGINATIONS										
<i>loan characteristics</i>	2012		2011		2010		2009		four year total	
loan type	#	%	#	%	#	%	#	%		
Conventional	237	100.00%	170	100.00%	235	100.00%	233	100.00%	875	100.00%
FHA/VA/FHS	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%
property type										
1-4 family	232	97.89%	164	96.47%	215	91.49%	228	97.85%	839	95.89%
multi family	5	2.11%	6	3.53%	19	8.09%	3	1.29%	33	3.77%
loan purpose										
home purchase	71	29.96%	58	34.12%	77	32.77%	59	78.54%	265	30.29%
home improvement	15	6.33%	18	10.59%	21	8.94%	19	20.17%	73	8.34%
refinance	151	63.71%	94	55.29%	137	58.30%	155	1.29%	537	61.37%
occupancy										
owner occupied	168	70.89%	119	70.00%	160	68.09%	183	0.00%	630	72.00%
non owner occupied	68	28.69%	45	26.47%	54	22.98%	47	0.00%	214	24.46%
NA	1	0.42%	6	3.53%	21	8.94%	3	0.00%	31	3.54%

RACE OF BORROWER

APPLICATIONS										
<i>Borrower characteristics</i>	2012		2011		2010		2009		four year total	
race/ethnicity	#	%	#	%	#	%	#	%		
TOTAL	282		215		273		265		1035	
White	235	83.33%	193	89.77%	227	83.15%	236	89.06%	891	86.09%
Black	9	3.19%	2	0.93%	5	1.83%	1	0.38%	17	1.64%
Asian	12	4.26%	7	3.26%	7	2.56%	6	2.26%	32	3.09%
Other	26	9.22%	13	6.05%	34	12.45%	22	8.30%	95	9.18%
Hispanic	2	0.71%	1	0.47%	2	0.73%	4	1.51%	9	0.87%

ORIGINATIONS										
<i>Borrower characteristics</i>	2012		2011		2010		2009		four year total	
race/ethnicity	#	%	#	%	#	%	#	%		
TOTAL	237		170		235		233		875	
White	197	83.12%	151	88.82%	193	82.13%	205	87.98%	746	85.26%
Black	7	2.95%	1	0.59%	2	0.85%	1	0.43%	11	1.26%
Asian	9	3.80%	5	2.94%	6	2.55%	6	2.58%	26	2.97%
Other	24	10.13%	13	7.65%	34	14.47%	21	9.01%	92	10.51%
Hispanic	2	0.84%	0	0.00%	2	0.85%	4	1.72%	8	0.91%

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INCOME LEVEL OF BORROWER

	APPLICATIONS									
<i>Borrower characteristics</i>	2012		2011		2010		2009		four year total	
Income level	#	%	#	%	#	%	#	%		
TOTAL	282		215		273		265		1035	
Low-Income	50	17.73%	42	19.53%	49	17.95%	45	16.98%	186	17.97%
Moderate-Income	59	20.92%	46	21.40%	49	17.95%	61	23.02%	215	20.77%
Middle-Income	51	18.09%	52	24.19%	47	17.22%	43	16.23%	193	18.65%
Upper-Income	77	27.30%	49	22.79%	74	27.11%	82	30.94%	282	27.25%
NA	45	15.96%	26	12.09%	54	19.78%	34	12.83%	159	15.36%

	ORIGINATIONS									
<i>Borrower characteristics</i>	2012		2011		2010		2009		four year total	
Income level	#	%	#	%	#	%	#	%		
TOTAL	237		170		235		233		875	
Low-Income	33	13.92%	30	17.65%	37	15.74%	37	15.88%	137	15.66%
Moderate-Income	48	20.25%	34	20.00%	42	17.87%	53	22.75%	177	20.23%
Middle-Income	45	18.99%	38	22.35%	41	17.45%	39	16.74%	163	18.63%
Upper-Income	67	28.27%	43	25.29%	65	27.66%	73	31.33%	248	28.34%
NA	44	18.57%	25	14.71%	50	21.28%	31	13.30%	150	17.14%

CENSUS TRACT CHARACTERISTICS

	ORIGINATIONS									
<i>Census tract characteristics</i>	2012		2011		2010		2009		four year total	
racial composition	#	%	#	%	#	%	#	%		
< 10% Minority		0.00%	162	75.35%	185	67.77%	201	75.85%	548	52.95%
10-19% Minority		0.00%	14	6.51%	33	12.09%	18	6.79%	65	6.28%
20-49% Minority		0.00%	26	12.09%	44	16.12%	32	12.08%	102	9.86%
50-79% Minority		0.00%	13	6.05%	11	4.03%	12	4.53%	36	3.48%
80-100% Minority		0.00%	0	0.00%	0	0.00%	2	0.75%	2	0.19%
Income characteristic										
Low-Income		0.00%	9	4.19%	9	3.30%	14	5.28%	32	3.09%
Moderate-Income		0.00%	50	23.26%	71	26.01%	54	20.38%	175	16.91%
Middle-Income		0.00%	119	55.35%	134	49.08%	137	51.70%	390	37.68%
Upper-Income		0.00%	37	17.21%	59	21.61%	60	22.64%	156	15.07%
NA		0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%
TOTAL	282		215		273		265		1035	