

# St. Louis Equal Housing and Community Reinvestment Alliance

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## Enterprise Bank & Trust

150 North Meramec  
Clayton, MO 63105

- The bank has \$ 2.3 billion in assets, and is owned by Enterprise Financial Services Corp, headquartered in Clayton, MO.
- Regulated by the FDIC, as a large bank.
- 9<sup>th</sup> largest deposit bank in St. Louis market, with 2% of market share.
- Publicly-traded bank.
- Received \$35 million in TARP funds in December 2008.
- Mostly a commercial bank – focus is on Small Business Lending.
- Branches in St. Louis, Kansas City, and 1 in Arizona (bought failed bank in December 2009).
  - 4 branches in St. Louis area:

Locations by Income and Minority Population of Census Tract								
Street	City	State	Zip	County	Census Tract	Income Level	% Minority	% Black
150 North Meramec	Clayton	MO	63105	St. Louis	2165	Upper	8.05	1.54
3890 South Lindbergh Blvd.	St. Louis	MO	63127	St. Louis	2208.03	Upper	3.78	0.18
1001 First Capitol Drive	St. Charles	MO	63301	St. Charles	3105	Moderate	11.84	4.34
300 St. Peters Centre Blvd.	St. Peters	MO	63376	St. Charles	3114.01	Moderate	7.08	2.16

- Last CRA evaluation on March 5, 2007, and received an overall Satisfactory rating.
- Assessment Area is St. Louis County and St. Charles County.
  - 230 Census Tracts total, with 3 low-income, 31 moderate-income, 96 middle-income, 99 upper-income, and unclassified.
  - Race and ethnicity demographics of AA (according to 2000 Census): 80.73% white, 15.45% black, 1.92% Asian, 1.44% Hispanic, and 1.90% other races.

### HMDA data

- Extremely low number of loan applications from minorities.
- Low percentage of loans to low- and moderate- income borrowers, less than aggregate market.
  - 2008 data has lowest numbers of originations to LMI borrowers.
- Improvement in number of loans to minority Census Tracts over the past three years.
- Low percentage of loans to low-income census tracts, less than aggregate percentage.
- Improving number of loans to moderate-income Census tracts over the last three years, but still below aggregate numbers.

### 5 year originations by race of borrower

	2006		2007		2008		2009	
Total Number	314		269		265		314	
White	234	74.52%	204	75.84%	153	57.74%	214	68.15%
Black	4	1.27%	3	1.12%	0	0%	0	0%
Asian	3	0.96%	3	1.12%	0	0%	1	0.32%
Other	73	23.35%	59	21.93%	112	42.26%	99	31.53%
Hispanic	0	0%	0	0%	0	0%	0	0%

**5 year originations by Income Characteristics of borrower.**

	2006		2007		2008		2009	
Total Number	314		269		265		314	
Low-Income	7	2.23%	6	2.23%	5	1.89%	4	1.27%
Moderate-Income	21	6.69%	33	12.27%	18	6.79%	12	3.82%
Middle-Income	31	9.87%	27	10.04%	27	10.19%	26	8.28%
Upper-Income	157	50%	134	49.81%	90	33.96%	155	49.36%
N/A	98	31.21%	69	25.65%	125	47.17%	117	37.26%

2006-2008 data compared with St. Louis aggregate data from 2006-2008

**Race and Ethnicity**Table 1: **Applications** by Race and Ethnicity of Borrowers

	Total	White	Black	Hispanic	Asian	Other
Number	1045	732	10	1	9	294
Percentage		70.05%	0.96%	0.10%	0.86%	28.13%
St. Louis Aggregate		66.86%	15.38%	1.07%	1.25%	16.5%

Table 2: **Originations** by Race and Ethnicity of Borrowers

	Total	White	Black	Hispanic	Asian	Other
Number	848	591	7	0	6	244
Percentage		69.69%	0.83%	0%	0.71%	28.77%
St. Louis Aggregate		75.31%	10.26%	0.98%	1.35%	13.09%

Table 3: **Money Lent** by Race and Ethnicity of Borrower

	Total	White	Black	Hispanic	Asian	Other
Number (in \$000s)	\$189,286	\$139,204	\$1,160	\$0	\$1,423	\$47,499
Percentage		73.54%	0.61%	0%	0.75%	25.09%
St. Louis Aggregate		75.06%	7.58%	0.86%	1.76%	15.6%

**Income**

Low-Income: less than 50% of MSA/MD median

Moderate-Income: 50-79% of MSA/MD median

Middle-Income: 80-119% of MSA/MD median

Upper-Income: 120% or more of MSA/MD median

Not Available: income characteristics not available

Table 4: **Originations** by Income of Borrowers

	Total	Low-Income	Moderate-Income	Middle-Income	Upper-Income	Not Available
Number	848	18	72	85	381	292
Percentage		2.12%	8.49%	10.02%	44.93%	34.43%
St. Louis Aggregate		9.93%	22.30%	25.40%	36.06%	6.31%

Table 5: **Money Lent** by Income of Borrowers

	Total	Low-Income	Moderate-Income	Middle-Income	Upper-Income	Not Available
Number (in \$000s)	\$189,286	\$1,742	\$7,606	\$14,505	\$107,956	\$57,477
Percentage		0.92%	4.02%	7.66%	57.03%	30.37%
St. Louis Aggregate		5.21%	15.64%	21.79%	48.06%	9.29%

***Racial/Ethnic Composition of Census Tract in which property is located***

Table 6: **Originations** by Racial Composition of Area

	<10% minority	10-19% minority	20-49% minority	50-79% minority	>80% minority	Other
Enterprise	56.49%	17.33%	14.86%	5.07%	4.72%	1.53%
St. Louis Aggregate	59.47%	13.03%	12.57%	5.57%	5.12%	4.24%

***Income Characteristics of Census Tract in which property is located***

Table 7: **Originations** by Income Characteristics of Area

	Low-Income	Moderate-Income	Middle-Income	Upper-Income	Other
Enterprise	1.53%	13.09%	41.27%	42.57%	1.53%
St. Louis Aggregate	2.51%	16.09%	50.27%	26.84%	4.29%

**Small Business lending**

2008 CRA disclosure

- Adequate percentage of loans to businesses located in low- income and moderate- income census tracts. Above average for low-income census tracts, and below average for moderate income census tracts.
- Most of loans to low- and moderate- income census tracts are within St. Louis City, which is excluded from Assessment Area.
- Community Development lending increased from 2006 to 2008.

In 2008, Enterprise originated a total 1,217 small business loans.

849 of those small business loan originations were within the St. Louis MO-IL metropolitan, or 69.76% of originations. This represents 1.08% of the small business lending market in the St. Louis MSA in 2008.

2008 Small Business Loan Originations in MSA by Income Characteristic of Census Tract where located:

	Total	Low-Income	Moderate-Income	Middle-Income	Upper-Income	Not Available
Number	849	29	90	372	346	12
Percentage		3.42%	10.6%	43.82%	40.75%	1.41%
St. Louis Aggregate	78,527	2.94%	13.57%	46.14%	34.89%	2.46%

## 3 year Small Business Loan Originations to St. Louis City, St. Louis County and St. Charles County:

	Total # of Loans Originated	Loans to Business in Low/Mod Income Tracts	% of Total
Enterprise 2006	840	122	14.52%
Enterprise 2007	778	123	15.81%
Enterprise 2008	781	113	14.47%
Total	2399	358	14.92%

St. Louis City is not included in the Bank's Assessment Area, despite a significant of loans originated there and the majority (59.2%) of the loans to low- and moderate-income census tracts.

**Community Development Lending**

According to CRA disclosure report

Year	Number of CD Loans	Amount of CD Loans
2006	37	\$42,076,000
2007	48	\$87,800,000
2008	59	\$163,984,000