

St. Louis Equal Housing and Community Reinvestment Alliance

c/o EHOC · 1027 S. Vandeventer Avenue, 6th floor · St. Louis, MO · 63110 · www.slehcra.org

Lindell Bank and Trust

6900 Clayton Ave.
St. Louis, MO 63139
314-645-7700

- Assets of \$528,047,000
- Regulated by the Federal Reserve
- Owned by First Illinois Bancorp, a two-bank holding company in East St. Louis.
- Assessment Area is St. Louis City, St. Louis County, and St. Charles County.
- Last CRA performance evaluation in June 2009 as an Intermediate Small Bank
 - Lending exam notes excellent lending to LMI geographies and really unfavorable lending to LMI borrowers, but is explained because the bank's strategy is focused on investor and commercial borrowers that are responsible for the loans to LMI geographies that will ultimately benefit LMI individuals.
 - Exam also notes the bank's "brokerage activity in secondary market residential real estate lending."
 - For community development, in 2007 and 2008 the bank made 29 CD loans for \$4,036,766 – most for affordable housing development, and most in the City of St. Louis.
 - Also notes the bank's investment in the St. Louis Equity Fund for \$682,989
- Last year bought five branches from Bank Midwest, boosting total number of branches to ten.

Lindell Bank & Trust	Address	City	State	Zip	County	Income Level	% minority	% black
Clayton	6900 Clayton Avenue	Saint Louis	MO	63139	St. Louis City	Middle	12.35	5.1
Hampton	3921 Hampton Ave.	Saint Louis	MO	63109	St. Louis City	Middle	11.98	5.29
North Grand	2745 North Grand	Saint Louis	MO	63106	St. Louis City	Low	99.09	96.41
Clarkson Road Chesterfield	3060 Clarkson Rd	Chesterfield	MO	63017	St. Louis	Upper	7.68	1.55
Valley	169 Long Road	Chesterfield	MO	63005	St. Louis	Upper	9.68	1.67
Glendale	10018 Manchester Rd.	Glendale	MO	63122	St. Louis	Upper	3.31	0.89
Olive	15500 Olive Blvd.	Chesterfield	MO	63017	St. Louis	Upper	10.9	1.49
St. Charles	3201 N. Highway 94	St. Charles	MO	63301	St. Charles	Middle	5.21	2.36
St. Peters	5500 Mexico Road	St. Peters	MO	63376	St. Charles	Moderate	7.08	2.16
O'Fallon	4521 Hwy K	O'Fallon	MO	63368	St. Charles	Upper	4.95	1.52

HMDA data

- A majority of loan originations did not report income or race characteristics, which indicates that those were made to companies or businesses. The bank's last performance evaluation also notes this.
- Increasing market share to African-American borrowers over the last five years, from 1.72% in 2006 to 5.06% in 2010. But in total lending over the last five years, 3.73% of loans originated to African-American borrowers.
- In the last five years, African-American borrowers also have a higher denial rate at 21.43%, compared to 12.02% denial rate for white borrowers.
- Only one loan was originated to a Hispanic borrower and an Asian borrower in the last five years.
- Very low lending to low-income borrowers. In the last five years, only 3 loan originations to low-income borrowers (representing 0.59% of all lending). Only 4.31% of originations to moderate-income borrowers.

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- Lending to low- and moderate-income census tracts is good: 14.88% to low-income and 51.86% to moderate-income geographies from 2006-2009.
- Lending to predominately minority census tracts is also good. From 2006 to 2009, 31.16% of loans originated to a census tract with 80% or higher minority population.
- But the disparity in lending to borrowers and geographies, plus the large numbers of unreported characteristics, indicates the bank is lending not to the residents of those communities, but instead to outside developers and companies.

Lindell Bank originations by race or ethnicity of borrower

	2006		2007		2008		2009		2010		Totals
Total Number	58		90		189		94		79		
White	28	48.28%	16	17.78%	32	17.11%	22	23.40%	26	32.91%	24.31%
Black	1	1.72%	3	3.33%	5	2.67%	6	6.38%	4	5.06%	3.73%
Asian	0	0%	0	0%	1	0.53%	0	0%	0	0%	0.20%
Other	29	50%	71	78.89%	151	79.89%	66	70.21%	49	62.03%	71.76%
Hispanic	1	1.72%	0	0%	0	0%	0	0%	0	0%	0.20%

Denials and Denial Rates by race and ethnicity of borrower

	2006		2007		2008		2009		2010		Totals
Total Number	9	12.16%	12	10.34%	12	5.50%	4	3.74%	10	9.52%	7.58%
White	7	17.95%	2	8.33%	5	10.20%	3	9.68%	5	12.50%	12.02%
Black	1	50%	1	16.67%	2	25.00%	1	14.29%	1	20.00%	21.43%
Asian	0	0	0	0%	0	0%	0	0%	0	0%	0%
Other	1	3.03%	9	10.47%	5	3.13%	0	0%	4	6.67%	4.66%
Hispanic	0	0%	0	0%	0	0%	0	0%	0	0%	0%

Originations by Income Characteristics of borrower.

	2006		2007		2008		2009		2010		Totals
Total Number	58		90		189		94		79		
Low-Income	1	1.72%	0	0%	0	0%	1	1.06%	1	1.27%	0.59%
Moderate-Income	4	6.90%	3	3.33%	4	2.14%	7	7.45%	4	5.06%	4.31%
Middle-Income	5	8.62%	2	2.22%	9	4.81%	4	4.26%	3	3.80%	4.51%
Upper-Income	19	32.76%	7	7.78%	25	13.37%	14	14.89%	23	29.11%	17.25%
N/A	29	50%	78	86.67%	151	79.89%	68	72.34%	48	60.76%	73.33%

Originations by Racial Characteristics of Census Tract.

	2006		2007		2008		2009		Totals
Total Number	58		90		187		94		
Less than 10% minority	10	17.24%	10	11.24%	0	0%	9	9.57%	13.49%
10 – 19% minority	13	22.41%	10	11.24%	4	2.14%	13	13.83%	12.56%
20 – 49% minority	10	17.24%	26	29.21%	9	4.81%	39	41.49%	29.07%
50 – 79% minority	4	6.90%	12	13.48%	25	13.37%	16	17.02%	13.72%
80% and above minority	21	36.21%	31	34.83%	149	79.68%	17	18.09%	31.16%

Originations by Income Characteristics of Census Tract.

	2006		2007		2008		2009		Totals
Total Number	58		90		189		94		
Low-Income	6	10.34%	9	10.11%	42	22.22%	7	7.45%	14.88%
Moderate-Income	21	36.21%	56	62.92%	96	50.79%	50	53.19%	51.86%
Middle-Income	26	44.83%	19	21.35%	41	21.69%	33	35.11%	27.67%
Upper-Income	5	8.62%	5	5.62%	10	5.29%	4	4.26%	5.58%