

# ST. LOUIS CDFI COALITION

## 2020 Data



The St. Louis CDFI Coalition is a partnership among nine Community Development Financial Institutions (CDFIs) that offer an array of capital, development, and consulting services and share a common mission to empower a comprehensively healthy St. Louis community through support for nonprofits, small businesses, and communities facing disinvestment. Learn More: <https://www.communitybuildersstl.org/cdfi-coalition>

## COALITION MEMBERS

- Alliance Credit Union
- AllTru Credit Union
- Gateway CDFI
- IFF
- International Institute
- Justine PETERSEN
- Rise CDFI
- Urban Strategies, Inc.
- St. Louis Community Credit Union

# WHAT IS A CDFI?

CDFIs, which are designated by the U.S. Department of the Treasury, provide financial services to underserved areas where commercial banks and lenders leave gaps. Some specialize in midsize to large loans to community-serving agencies; others provide small, individual loans and other credit and financial services.

## ANNUAL TRANSACTIONS

Annually the St. Louis CDFI Coalition members provide loan-level data on their CDFI eligible loans closed in the St. Louis MSA<sup>1</sup>. This aggregated data speaks to our collective investment across the St. Louis region.

### Lending Transaction by Year (#)

CDFI	2017	2018	2019	2020	Total
AllTru Credit Union	4,363	3,071	3,123	2,798	13,355
Gateway	11	9	14	9	43
IFF	15	20	23	42	100
International Institute	39	51	28	14	132
Justine PETERSEN	1,282	1,178	1,116	1,214	4,790
Rise				3	3
St. Louis Community Credit Union	6,970	8,282	7,685	6,935	29,872
<b>Total</b>	<b>12,680</b>	<b>12,611</b>	<b>11,989</b>	<b>11,015</b>	<b>50,468</b>

Rise began CDFI activities in 2020. 2019 and 2020 data from Alliance Credit Union is not yet available. In 2017 and 2018, Alliance originated 1,212 and 961 lending transaction respectively.

### Lending Transactions by Year (\$)

CDFI	2017	2018	2019	2020	Total
AllTru Credit Union	\$73,240,008	\$53,136,207	\$54,058,215	\$54,137,076	\$234,571,506
Gateway	\$4,023,192	\$1,538,946	\$3,338,220	\$890,560	\$9,790,918
IFF	\$11,530,632	\$17,614,933	\$19,372,796	\$33,302,912	\$81,821,273
International Institute CDC	\$238,000	\$212,000	\$84,750	\$65,750	\$600,500
Justine PETERSEN	\$9,700,832	\$18,130,989	\$12,813,092	\$26,172,774	\$66,817,687
Rise				\$240,000	\$240,000
St. Louis Community Credit Union	\$38,234,213	\$48,177,011	\$45,847,498	\$45,820,513	\$178,079,235
<b>Total</b>	<b>\$136,966,877</b>	<b>\$138,810,086</b>	<b>\$135,514,571</b>	<b>\$160,629,585</b>	<b>\$571,921,119</b>

Rise began CDFI activities in 2020. 2019 and 2020 data from Alliance Credit Union is not yet available. In 2017 and 2018, Alliance originated \$27,066,896 and \$26,369,726 in lending transaction respectively.

The CDFIs of the St. Louis CDFI coalition provide over \$160M a year in safe and affordable capital to CDFI-eligible households.

This includes lending in CDFI Fund designated investment areas and other targeted regions as well as low to moderate income individuals, African Americans, Native Americans, Hispanic/Latinx, and those within the disability community.

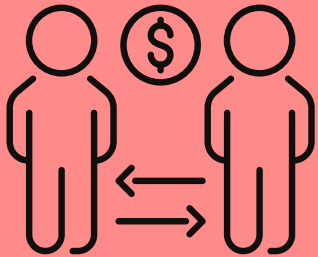
Loans increase services to at-risk communities by providing affordable housing, food access, and other critical services.



<sup>1</sup> The St. Louis MSA includes the City of St. Louis; the Illinois counties of Bond, Calhoun, Clinton, Jersey, Macoupin, Madison, Monroe, and St. Clair (known collectively as the Metro East); and the Missouri counties of Franklin, Jefferson, Lincoln, St. Charles, St. Louis (separate from and not inclusive of the city of St. Louis), and Warren.

CDFIs are mission-driven financial institutions that work to meet community needs. The CDFIs of the St. Louis CDFI coalition have originated loans in 2020 for:

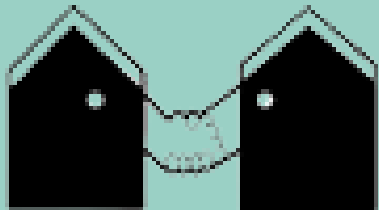
**CONSUMER**  
**\$52,045,562**



**SMALL BUSINESS & MICROENTERPRISE**  
**\$20,205,171**



**COMMUNITY SERVICES**  
**\$10,462,530**



**HOUSING**  
**\$3,365,560**



# COVID-19 LENDING RESPONSE

Local CDFIs have risen to the challenge of serving the St. Louis community through the COVID-19 pandemic. Several Coalition members have originated loans through the SBA Paycheck Protection Program (PPP). Additionally, Coalition members have originated other COVID-response loans and deferred, renewed or restructured existing loans due to COVID.

## PPP Lending, 2020

CDFI	# of PPP Loans issued	Total \$ of PPP loans issued
Alltru Credit Union	18	714,000
IFF	9	398,000
Justine PETERSEN	437	15,831,233
<b>Total</b>	<b>464</b>	<b>16,943,233</b>

## COVID-related Non-PPP Loans, 2020

CDFI	# of consumer COVID response loans issued	Total \$ of consumer COVID response loans issued	# of existing loans deferred, renewed or restructured due to COVID	% of total loans deferred, renewed or restructured due to COVID
Alltru Credit Union	11	18,865	1,582	13%
Gateway	0	0	19	95%
IFF	15	2,073,098	13	14%
International Institute CDC			43	
Justine PETERSEN	30	73,031	425	20%
Rise	0	0	3	27%
St. Louis Community Credit Union	197	120,687	445	
<b>Total</b>	<b>253</b>	<b>2,285,681</b>	<b>2,530</b>	<b>33.84%</b>

# INSTITUTIONAL DATA

CDFI Coalition members also provide data that speaks to our full institutional reach and activities. This data includes all annual activity, and is not restricted to St. Louis MSA or CDFI-eligibility tests.

## Total Assets as of 12/31/2020

The total year end dollar amount of assets.

CDFI	Total Assets
Alltru Credit Union	\$293,779,955
Gateway	\$3,084,926
IFF	\$ 515,675,088
Justine PETERSEN	\$63,948,808
Rise	\$6,336,243
St. Louis Community Credit Union	\$356,086,401
<b>Total</b>	<b>\$1,238,911,421</b>

Data not reported by International Institute and Alliance Credit Union

## Total Clients Assisted in 2020

The total number of people served through loans, investments, counseling or financial education, depository products, etc.

CDFI	# of Clients
Alltru Credit Union	54,645
Gateway	20
IFF	77
Justine PETERSEN	3,687
Rise	2
St. Louis Community Credit Union	61,232
International Institute	121
<b>Total</b>	<b>119,784</b>

Data not reported by International Institute and Alliance Credit Union



## MISSION STATEMENT

Alliance Credit Union is committed to promoting the financial well-being of all members, regardless of income or assets. We exist for our members, and pledge to provide

## CDFI ACTIVITIES

Alliance Credit Union seeks to provide the widest range of financial products and services offered by any member-owned cooperative. While our branches are spread throughout the St. Louis Metropolitan area, our involvement in the CDFI program helps keep us connected to members in the underserved neighborhoods where we began.

## CDFI ELIGIBLE

Low-income immigrants

 <https://alliancecu.com/>

## MISSION STATEMENT

Alltru Credit Union is a local not for profit financial cooperative that is impacting the community by providing accessible financial tools in a place where people are not just a credit score.

## CDFI ACTIVITIES

AllTru Credit Union, a \$250M Community Development Financial Institution (CDFI) St. Louis credit union, has forged many important and innovative relationships with community and government partners in the St. Louis market, targeting clients who live or work in low income geographic areas.

## CDFI ELIGIBLE

The borrower lives in a census tract that is designated as low income, as a CDFI investment area or the borrower is living below the median household income for their census tract.

 <https://alltrucu.org/>



## MISSION STATEMENT

To provide consulting services, financial products and training to entities serving low-income neighborhoods and their residents in the St. Louis and Kansas City metro areas; filling the need for innovative financing and development services.

## CDFI ACTIVITIES

Gateway's primary purpose is to promote community, social and economic development by the provision of loan products, development and technical services, and organizational development guidance to entities engaged in the provision of affordable housing and community development.

## CDFI ELIGIBLE

Gateway deems a loan CDFI eligible if the property or properties are considered to be affordable housing and/or the organization is unable to attract financing from a bank to launch its development project.

 [www.gatewaycdfi.com](http://www.gatewaycdfi.com)

## MISSION STATEMENT

IFF's mission is to strengthen nonprofits and the communities they serve by providing leadership, capital, and real estate solutions.

## CDFI ACTIVITIES

IFF is a mission-driven lender, developer, and consultant that helps communities thrive. Across the Midwest, we work at the nexus of facilities and finance to help nonprofits and other service providers to create safe, inspiring spaces that enable them to achieve their missions and support their communities.

We help clients from every sector, including human service agencies, schools, child care providers, community health centers, housing developers, and grocery stores. We are committed to long-term partnerships with these community-based organizations because we believe they help ensure every person, regardless of their income or zip code, has the opportunity to reach their full potential and to live in a vibrant, equitable community.

## CDFI ELIGIBLE

IFF deems an investment or loan CDFI eligible if the organization is mission-driven and invests in low-income census tracts, serves families from low incomes backgrounds, or supports individuals with special needs.

 [www.iff.org](http://www.iff.org)



## MISSION STATEMENT

To build a more connected and productive society to benefit immigrants, their families, and the wider community.

## CDFI ACTIVITIES

IICDC provides loans and business development services to low-to-moderate income immigrants who do not qualify for mainstream business credit. We help clients become successful borrowers and savers, evaluating and providing them with an appropriate level of credit counseling, financial literacy and training to compliment the choice of financial product. Our clients face two major barriers, they lack: 1) The business acumen to perform at their highest potential; 2) Access to capital.

## CDFI ELIGIBLE

Low-income immigrants

 <https://www.iistl.org/economic-development/>

## MISSION STATEMENT

Justine PETERSEN's mission is to connect institutional resources with the needs of low- to moderate-income families and individuals so they may build long-term assets and create enduring change

## CDFI ACTIVITIES

While Justine PETERSEN's primary current operations as a CDFI center on lending, there are a number of secondary areas in which Justine PETERSEN works including housing and credit counseling. These activities are all tied together by the theme of asset building as Justine PETERSEN assists families in building assets through education, consumer loan products, small business lending, and housing.

## CDFI ELIGIBLE

Justine PETERSEN uses a mix of geographic and demographic information in order to determine CDFI eligibility. This includes different racial groups, ethnicities, income levels, geographies, and those living with disabilities.

 [www.justinepetersen.org](http://www.justinepetersen.org)



USI | URBAN STRATEGIES, INC.  
*Families at the Center of Results*

## MISSION STATEMENT

Rise Partners with Communities to build stronger, more equitable St. Louis area neighborhoods.

## CDFI ACTIVITIES

Rise CDFI features two funds providing loan products that are paired with business support and technical assistance to borrowers. These two funds are the Minority Contractor Loan Fund and the Neighborhood Developer Loan Fund. These products address the need to build wealth at the individual and small business level in the communities we serve.

## CDFI ELIGIBLE

Nearly all Rise CDFI Financial Products and Development Services will be provided exclusively for the benefit of low-income persons and/or census tracts in the organization's service area.

 <https://risestl.org/>

## MISSION STATEMENT

All children and families will be STABLE and THRIVING.

## CDFI ACTIVITIES

USI CDFI provides equitable and accessible capital and technical assistance to Women and Minority Owned Business Enterprises (W/MBE). Our products are designed to dismantle persistent barriers to social mobility and wealth inequity and create a pipeline to affordable credit and capital.

## CDFI ELIGIBLE

USI deems a loan CDFI eligible if the borrower identifies as a Black, Brown, or Indigenous entrepreneur or local owned business located in a CDFI investment area.

 <https://urbanstrategiesinc.org/>





## MISSION STATEMENT

Through caring service and education, we provide the residents of the St. Louis region with safe, affordable and accessible financial services and products.

## CDFI ACTIVITIES

SLCCU provides adaptive solutions to meet people where they are in their financial journey and equips them with both tools and knowledge to achieve their goals. A wide range of financial products and services are available to members; some of which include: second-chance checking accounts, payday loan alternatives, money market accounts, new and used auto loans, micro and SBA business loans, mortgage loans and home equity lines of credit, and more.

## CDFI ELIGIBLE

CDFI loans are identified as those deployed to and in CDFI eligible target markets.

 <https://www.stlouiscommunity.com/>