



# 2009 LINKED DEPOSIT BANKING REPORT TO THE MAYOR

Addendum: Small Business Loans



**CITY OF BOSTON**





Prepared March 2011 by BankIQ

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## Small Business Loans Overview



## Small Business Loans Overview

The following charts display the distribution of small business loans in the year 2009 in twelve banks included in the [City of Boston 2009 Linked Deposit Banking Report to the Mayor](#). The small business loan activity of these banks in the year 2009 is also compared to the 2009 aggregate small business loan activity. The data, divided into categories based on Census Tract Income Level, is compared both by the number of loans provided in the year 2009 and the dollar amount of the loans. A discussion of the data section follows each chart.

Banks included in this analysis of small business loans include:

- Bank of America
- Boston Private Bank
- Cathay Bank
- Century Bank and Trust
- East Boston Savings Bank
- Eastern Bank
- JP Morgan Chase Bank
- Mellon Bank
- RBS Citizens
- Sovereign Bank
- TD Bank
- Webster Bank

No CRA Data was available for small business loans among the following banks included in the [City of Boston 2009 Linked Deposit Banking Report to the Mayor](#):

- First Trade Union Bank
- Hyde Park Cooperative Bank
- Hyde Park Savings Bank
- Mt. Washington Bank
- OneUnited Bank
- Wainwright Bank





## Bank of America



## Bank of America

<b>Distribution of Small Business Loans by Income Category of the Census Tract</b>								
Census Tract Income Level	Loan Amount at Origination <= \$100,000		Loan Amount at Origination > \$100,000 but <= \$250,000		Loan Amount at Origination > \$250,000		Loans to Businesses with Gross Annual Revenues <= \$1 million	
	#	\$ (000s)	#	\$ (000s)	#	\$ (000s)	#	\$ (000s)
<b>Low</b>	11	809	10	1949	23	15050	0	0
<b>Moderate</b>	13	626	5	1083	13	7689	5	2192
<b>Middle</b>	23	938	9	1705	9	5750	4	88
<b>Upper</b>	19.00	1251	10	1949	25	15341	4	719
<b>Total</b>	66	3624	34	6686	70	43830	13	2999

Source: U.S. Census, CRA Data for 2009

Table 16: CY2009 Small Business Loan Originations for Suffolk County, MA.

<b>Distribution of the Number of Small Business Loans</b>					
Census Tract Income Level	2009 Aggregate Lending Data (% of #)		2009 Bank Data (% of #)		Bank Compared to Aggregate %
	#	%	#	%	
<b>Low</b>	2184	18.52%	44	24.04%	2.0%
<b>Moderate</b>	3572	30.29%	36	19.67%	1.0%
<b>Middle</b>	3117	26.43%	45	24.59%	1.4%
<b>Upper</b>	2921	24.77%	58	31.69%	2.0%
<b>Total</b>	11794	100.00%	183	100.00%	1.6%

Source: U.S. Census, CRA Data (2009) and CRA Aggregate Data for 2009

Table 17: Number of CY2009 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.

<b>Distribution of the Dollar Amount of Small Business Loans</b>					
Census Tract Income Level	2009 Aggregate Lending Data (% of \$)		2009 Bank Data (% of \$)		Bank Compared to Aggregate %
	\$ (000s)	%	\$ (000s)	%	
<b>Low</b>	135141	27.97%	17808	31.17%	13.2%
<b>Moderate</b>	112594	23.31%	11590	20.28%	10.3%
<b>Middle</b>	95520	19.77%	8481	14.84%	8.9%
<b>Upper</b>	139861	28.95%	19260	33.71%	13.8%
<b>Total</b>	483116	100.00%	57139	100.00%	11.8%

Source: U.S. Census, CRA Data (2009) and CRA Aggregate Data for 2009

Table 18: Total Dollar Amount of CY2009 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



## **Small Business Loan Discussion**

### **Suffolk County Small Business Loans**

#### **Aggregate**

The aggregate small business loan activity, by dollar amount across Suffolk County, shows a reasonably favorable percentage for low and moderate-income census tracts. 28.0% of all small business loan dollars in Suffolk County were originated in low-income census tracts, and 23.3% of small business loan dollars were originated in moderate-income census tracts. In 2009, middle-income tracts received 19.8% of loan dollars, while upper-income tracts received 29.0% of loan dollars. This marks a dramatic change from 2008 lending patterns: in 2008, the vast majority (76.7%) of small business loan dollars were originated in upper-income and moderate-income census tracts. Year over year, the small business loan dollars originated in low-income census tracts increased 10.3%, while small business loan dollars originated in moderate-income census tracts increased more than four-fold from 5.5% to 23.3%.

#### **Bank of America Small Business Loans**

In Suffolk County, Bank of America originated its small business loans fairly evenly across census tracts. The bank originated 43.7% of its small business loans in low- and moderate-income census tracts (24.0% and 19.7%, respectively). It originated 24.6% of small business loans by number in middle-income census tracts, and the highest number (31.7%) in upper-income census tracts.

The dollar distribution of loans followed similar patterns, though with a higher concentration of loan dollars in both low-income and upper-income census tracts. Upper-income census tracts received 33.7% of small business loan dollars, while low-income tracts received 31.2% of loan dollars. Middle-income census tracts received the fewest loan dollars (14.8%).

This distribution of loans and loan dollars closely follows the overall distribution of loans and loan dollars in 2008.

#### **Bank of America Compared to Suffolk County Aggregate**

Bank of America accounts for 1.6% of small business loans in Suffolk County by number, and 11.8% by dollar volume.



## Boston Private Bank



## Boston Private Bank

<b>Distribution of Small Business Loans by Income Category of the Census Tract</b>								
Census Tract Income Level	Loan Amount at Origination <= \$100,000		Loan Amount at Origination > \$100,000 but <= \$250,000		Loan Amount at Origination > \$250,000		Loans to Businesses with Gross Annual Revenues <= \$1 million	
	#	\$ (000s)	#	\$ (000s)	#	\$ (000s)	#	\$ (000s)
<b>Low</b>	13	803	9	1781	12	7400	9	1639
<b>Moderate</b>	1	100	3	520	5	3153	5	1673
<b>Middle</b>	4	278	5	1109	5	3700	4	609
<b>Upper</b>	25	1609	21	3782	23	11816	21	4132
<b>Total</b>	43	2790	38	7192	45	26069	39	8053

Source: U.S. Census, CRA Data for 2009

Table 1: CY2009 Small Business Loan Originations for Suffolk County, MA.

<b>Distribution of the Number of Small Business Loans</b>					
Census Tract Income Level	2009 Aggregate Lending Data (% of #)		2009 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
<b>Low</b>	2184	18.52%	43	26.06%	2.0%
<b>Moderate</b>	3572	30.29%	14	8.48%	0.4%
<b>Middle</b>	3117	26.43%	18	10.91%	0.6%
<b>Upper</b>	2921	24.77%	90	54.55%	3.1%
<b>Total</b>	11794	100.00%	165	100.00%	1.4%

Source: U.S. Census, CRA Data (2009) and CRA Aggregate Data for 2009

Table 2: Number of CY2009 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.

<b>Distribution of the Dollar Amount of Small Business Loans</b>					
Census Tract Income Level	2009 Aggregate Lending Data (% of \$)		2009 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
<b>Low</b>	135141	27.97%	11623	26.35%	8.6%
<b>Moderate</b>	112594	23.31%	5446	12.35%	4.8%
<b>Middle</b>	95520	19.77%	5696	12.91%	6.0%
<b>Upper</b>	139861	28.95%	21339	48.38%	15.3%
<b>Total</b>	483116	100.00%	44104	100.00%	9.1%

Source: U.S. Census, CRA Data (2009) and CRA Aggregate Data for 2009

Table 3: Total Dollar Amount of CY2009 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



## **Small Business Loan Discussion**

### **Suffolk County Small Business Loans**

#### **Aggregate**

The aggregate small business loan activity, by dollar amount across Suffolk County, shows a reasonably favorable percentage for low and moderate-income census tracts. 28.0% of all small business loan dollars in Suffolk County were originated in low-income census tracts, and 23.3% of small business loan dollars were originated in moderate-income census tracts. In 2009, middle-income tracts received 19.8% of loan dollars, while upper-income tracts received 29.0% of loan dollars. This marks a dramatic change from 2008 lending patterns: in 2008, the vast majority (76.7%) of small business loan dollars were originated in upper-income and moderate-income census tracts. Year over year, the small business loan dollars originated in low-income census tracts increased 10.3%, while small business loan dollars originated in moderate-income census tracts increased more than four-fold from 5.5% to 23.3%.

#### **Boston Private Bank Small Business Loans**

In Suffolk County, Boston Private Bank originated its largest number of small business loans in the upper-income census tracts (90 or 54.6%). The low-income tract received a smaller number of loans (43 or 26.1%). Moderate- and middle-income census tracts received the lowest number (32 or 19.4%) of loans.

The dollar amount of small business loans followed a similar distribution pattern across income levels: upper (43.4%), lower (26.4%), moderate (12.9%) and middle (12.4%).

This distribution across census tracts is comparable to the bank's 2007 and 2008 lending patterns.

#### **Boston Private Bank Compared to Suffolk County Aggregate**

Boston Private Bank accounts for 1.4% of small business loans in Suffolk County. However, Boston Private Bank accounts for 9.1% of the small business loan dollars.



## Cathay Bank



## Cathay Bank

<b>Distribution of Small Business Loans by Income Category of the Census Tract</b>								
Census Tract Income Level	Loan Amount at Origination <= \$100,000		Loan Amount at Origination > \$100,000 but <= \$250,000		Loan Amount at Origination > \$250,000		Loans to Businesses with Gross Annual Revenues <= \$1 million	
	#	\$ (000s)	#	\$ (000s)	#	\$ (000s)	#	\$ (000s)
<b>Low</b>	2	70	1	110	1	700	1	20
<b>Moderate</b>	0	0	0	0	1	400	0	0
<b>Middle</b>	0	0	0	0	0	0	0	0
<b>Upper</b>	0	0	0	0	0	0	0	0
<b>Total</b>	2	70	1	110	2	1100	1	20

Source: U.S. Census, CRA Data for 2009

Table 1: CY2009 Small Business Loan Originations for Suffolk County, MA.

<b>Distribution of the Number of Small Business Loans</b>					
Census Tract Income Level	2009 Aggregate Lending Data (% of #)		2009 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
<b>Low</b>	2184	18.52%	5	83.33%	0.2%
<b>Moderate</b>	3572	30.29%	1	16.67%	0.0%
<b>Middle</b>	3117	26.43%	0	0.00%	0.0%
<b>Upper</b>	2921	24.77%	0	0.00%	0.0%
<b>Total</b>	11794	100.00%	6	100.00%	0.1%

Source: U.S. Census, CRA Data (2009) and CRA Aggregate Data for 2009

Table 2: Number of CY2009 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.

<b>Distribution of the Dollar Amount of Small Business Loans</b>					
Census Tract Income Level	2009 Aggregate Lending Data (% of \$)		2009 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
<b>Low</b>	135141	27.97%	900	69.23%	0.7%
<b>Moderate</b>	112594	23.31%	400	30.77%	0.4%
<b>Middle</b>	95520	19.77%	0	0.00%	0.0%
<b>Upper</b>	139861	28.95%	0	0.00%	0.0%
<b>Total</b>	483116	100.00%	1300	100.00%	0.3%

Source: U.S. Census, CRA Data (2009) and CRA Aggregate Data for 2009

Table 3: Total Dollar Amount of CY2009 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.





## **Small Business Loan Discussion**

### **Suffolk County Small Business Loans**

#### **Aggregate**

The aggregate small business loan activity, by dollar amount across Suffolk County, shows a reasonably favorable percentage for low and moderate-income census tracts. 28.0% of all small business loan dollars in Suffolk County were originated in low-income census tracts, and 23.3% of small business loan dollars were originated in moderate-income census tracts. In 2009, middle-income tracts received 19.8% of loan dollars, while upper-income tracts received 29.0% of loan dollars. This marks a dramatic change from 2008 lending patterns: in 2008, the vast majority (76.7%) of small business loan dollars were originated in upper-income and moderate-income census tracts. Year over year, the small business loan dollars originated in low-income census tracts increased 10.3%, while small business loan dollars originated in moderate-income census tracts increased more than four-fold from 5.5% to 23.3%.

#### **Cathay Bank Small Business Loans**

In Suffolk County, Cathay Bank originated all but one of its small business loans (5 or 83.3%) in low-income census tracts. The bank's remaining small-business loan was made in a moderate-income census tract. The banks made no loans in middle- or upper-income tracts.

Lower-income census tracts received 69.2% of the bank's small business loan dollars, while moderate-income census tracts received 30.8% of loan dollars.

Both the distribution of loans across census tracts and the low level of small business lending are consistent with the bank's 2008 and 2007 small business lending levels.

#### **Cathay Bank Compared to Suffolk County Aggregate**

Cathay Bank accounts for a very small percentage of the number of small business loans in Suffolk County (0.1%) and of small business loan dollars (0.3%). This is consistent with the bank's 2008 lending levels.



## Century Bank & Trust



## Century Bank and Trust

<b>Distribution of Small Business Loans by Income Category of the Census Tract</b>								
Census Tract Income Level	Loan Amount at Origination <= \$100,000		Loan Amount at Origination > \$100,000 but <= \$250,000		Loan Amount at Origination > \$250,000		Loans to Businesses with Gross Annual Revenues <= \$1 million	
	#	\$ (000s)	#	\$ (000s)	#	\$ (000s)	#	\$ (000s)
<b>Low</b>	3	154	1	150	1	970	2	54
<b>Moderate</b>	8	308	4	797	1	300	7	519
<b>Middle</b>	8	248	3	551	1	610	11	1400
<b>Upper</b>	4	166	4	832	1	282	4	466
<b>Total</b>	23	876	12	2330	4	2162	24	2439

Source: U.S. Census, CRA Data for 2009

Table 4: CY2009 Small Business Loan Originations for Suffolk County, MA.

<b>Distribution of the Number of Small Business Loans</b>					
Census Tract Income Level	2009 Aggregate Lending Data (% of #)		2009 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
<b>Low</b>	2184	18.52%	7	11.11%	0.3%
<b>Moderate</b>	3572	30.29%	20	31.75%	0.6%
<b>Middle</b>	3117	26.43%	23	36.51%	0.7%
<b>Upper</b>	2921	24.77%	13	20.63%	0.4%
<b>Total</b>	11794	100.00%	63	100.00%	0.5%

Source: U.S. Census, CRA Data (2009) and CRA Aggregate Data for 2009

Table 5: Number of CY2009 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.

<b>Distribution of the Dollar Amount of Small Business Loans</b>					
Census Tract Income Level	2009 Aggregate Lending Data (% of \$)		2009 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
<b>Low</b>	135141	27.97%	1328	17.01%	1.0%
<b>Moderate</b>	112594	23.31%	1924	24.64%	1.7%
<b>Middle</b>	95520	19.77%	2809	35.98%	2.9%
<b>Upper</b>	139861	28.95%	1746	22.36%	1.2%
<b>Total</b>	483116	100.00%	7807	100.00%	1.6%

Source: U.S. Census, CRA Data (2009) and CRA Aggregate Data for 2009

Table 6: Total Dollar Amount of CY2009 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



## **Small Business Loan Discussion**

### **Suffolk County Small Business Loans**

#### **Aggregate**

The aggregate small business loan activity, by dollar amount across Suffolk County, shows a reasonably favorable percentage for low and moderate-income census tracts. 28.0% of all small business loan dollars in Suffolk County were originated in low-income census tracts, and 23.3% of small business loan dollars were originated in moderate-income census tracts. In 2009, middle-income tracts received 19.8% of loan dollars, while upper-income tracts received 29.0% of loan dollars. This marks a dramatic change from 2008 lending patterns: in 2008, the vast majority (76.7%) of small business loan dollars were originated in upper-income and moderate-income census tracts. Year over year, the small business loan dollars originated in low-income census tracts increased 10.3%, while small business loan dollars originated in moderate-income census tracts increased more than four-fold from 5.5% to 23.3%.

#### **Century Bank Small Business Loans**

In Suffolk County, Century Bank originated the majority of its loans (43 or 67.3%) in middle- and moderate-income census tracts. Upper-income census tracts received 13 or 20.6%, while lower-income census tracts received the smallest number of loans (7 or 11.1%).

The distribution of loan dollars followed a similar pattern: middle-income census tracts received 36.0% of loan dollars, followed by moderate- (24.6%), upper- (22.4%), and lower-income census tracts (17.0%).

This distribution of loans by number and by dollar amount closely follows the bank's 2008 small business lending patterns.

#### **Century Bank Compared to Suffolk County**

##### **Aggregate**

Century Bank accounts for a small percentage of the number of small business loans in Suffolk County (0.5%). Century Bank accounts for 1.6% of the dollars of small business loans.



## East Boston Savings Bank



## East Boston Savings Bank

<b>Distribution of Small Business Loans by Income Category of the Census Tract</b>								
Census Tract Income Level	Loan Amount at Origination <= \$100,000		Loan Amount at Origination > \$100,000 but <= \$250,000		Loan Amount at Origination > \$250,000		Loans to Businesses with Gross Annual Revenues <= \$1 million	
	#	\$ (000s)	#	\$ (000s)	#	\$ (000s)	#	\$ (000s)
<b>Low</b>	0	0	1	140	1	300	2	440
<b>Moderate</b>	4	290	3	650	1	492	7	1332
<b>Middle</b>	2	57	1	223	0	0	2	255
<b>Upper</b>	0	0	0	0	0	0	0	0
<b>Total</b>	6	347	5	1013	2	792	11	2027

Source: U.S. Census, CRA Data for 2009

Table 10: CY2009 Small Business Loan Originations for Suffolk County, MA.

<b>Distribution of the Number of Small Business Loans</b>					
Census Tract Income Level	2009 Aggregate Lending Data (% of #)		2009 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
<b>Low</b>	2184	18.52%	4	16.67%	0.2%
<b>Moderate</b>	3572	30.29%	15	62.50%	0.4%
<b>Middle</b>	3117	26.43%	5	20.83%	0.2%
<b>Upper</b>	2921	24.77%	0	0.00%	0.0%
<b>Total</b>	11794	100.00%	24	100.00%	0.2%

Source: U.S. Census, CRA Data (2009) and CRA Aggregate Data for 2009

Table 11: Number of CY2009 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.

<b>Distribution of the Dollar Amount of Small Business Loans</b>					
Census Tract Income Level	2009 Aggregate Lending Data (% of \$)		2009 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
<b>Low</b>	135141	27.97%	880	21.06%	0.7%
<b>Moderate</b>	112594	23.31%	2764	66.14%	2.5%
<b>Middle</b>	95520	19.77%	535	12.80%	0.6%
<b>Upper</b>	139861	28.95%	0	0.00%	0.0%
<b>Total</b>	483116	100.00%	4179	100.00%	0.9%

Source: U.S. Census, CRA Data (2009) and CRA Aggregate Data for 2009

Table 12: Total Dollar Amount of CY2009 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



## **Small Business Loan Discussion**

### **Suffolk County Small Business Loans**

#### **Aggregate**

The aggregate small business loan activity, by dollar amount across Suffolk County, shows a reasonably favorable percentage for low and moderate-income census tracts. 28.0% of all small business loan dollars in Suffolk County were originated in low-income census tracts, and 23.3% of small business loan dollars were originated in moderate-income census tracts. In 2009, middle-income tracts received 19.8% of loan dollars, while upper-income tracts received 29.0% of loan dollars. This marks a dramatic change from 2008 lending patterns: in 2008, the vast majority (76.7%) of small business loan dollars were originated in upper-income and moderate-income census tracts. Year over year, the small business loan dollars originated in low-income census tracts increased 10.3%, while small business loan dollars originated in moderate-income census tracts increased more than four-fold from 5.5% to 23.3%.

### **East Boston Savings Bank Small Business Loans**

In Suffolk County, East Boston Savings Bank originated the great majority of its loans in the moderate-income census tract (15 out of 24 loans, or 62.5%). Middle-income census tracts received 5 or 20.8%, and low-income census tracts received 4 or 16.7%. East Boston Savings Bank originated no loans in upper-income census tracts.

The dollar amount of the bank's loans followed a similar distribution: 66.1% of loan dollars went to moderate-income tracts, while 12.8% went to middle-income tracts. 21.1% of loan dollars went to low-income census tracts.

This distribution of loans very closely follows the bank's 2007 and 2008 small business lending patterns.

### **East Boston Savings Bank Compared to Suffolk County Aggregate**

East Boston Savings Bank accounts for a small percentage of the number of small business loans in Suffolk County (0.2%). However, East Boston Savings Bank accounts for 0.9% of the dollars of small business loans.



## Eastern Bank





## Eastern Bank

<b>Distribution of Small Business Loans by Income Category of the Census Tract</b>								
Census Tract Income Level	Loan Amount at Origination <= \$100,000		Loan Amount at Origination > \$100,000 but <= \$250,000		Loan Amount at Origination > \$250,000		Loans to Businesses with Gross Annual Revenues <= \$1 million	
	#	\$ (000s)	#	\$ (000s)	#	\$ (000s)	#	\$ (000s)
<b>Low</b>	9	585	18	3287	16	10965	7	3200
<b>Moderate</b>	4	338	5	838	7	2587	1	200
<b>Middle</b>	10	350	6	1062	7	4213	6	174
<b>Upper</b>	18	1052	8	1290	11	5731	6	707
<b>Total</b>	41	2325	37	6477	41	23496	20	4281

Source: U.S. Census, CRA Data for 2009

Table 13: CY2009 Small Business Loan Originations for Suffolk County, MA.

<b>Distribution of the Number of Small Business Loans</b>					
Census Tract Income Level	2009 Aggregate Lending Data (% of #)		2009 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
<b>Low</b>	2184	18.52%	50	35.97%	2.3%
<b>Moderate</b>	3572	30.29%	17	12.23%	0.5%
<b>Middle</b>	3117	26.43%	29	20.86%	0.9%
<b>Upper</b>	2921	24.77%	43	30.94%	1.5%
<b>Total</b>	11794	100.00%	139	100.00%	1.2%

Source: U.S. Census, CRA Data (2009) and CRA Aggregate Data for 2009

Table 14: Number of CY2009 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.

<b>Distribution of the Dollar Amount of Small Business Loans</b>					
Census Tract Income Level	2009 Aggregate Lending Data (% of \$)		2009 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
<b>Low</b>	135141	27.97%	18037	49.31%	13.3%
<b>Moderate</b>	112594	23.31%	3963	10.83%	3.5%
<b>Middle</b>	95520	19.77%	5799	15.85%	6.1%
<b>Upper</b>	139861	28.95%	8780	24.00%	6.3%
<b>Total</b>	483116	100.00%	36579	100.00%	7.6%

Source: U.S. Census, CRA Data (2009) and CRA Aggregate Data for 2009

Table 15: Total Dollar Amount of CY2009 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



## **Small Business Loan Discussion**

### **Suffolk County Small Business Loans**

#### **Aggregate**

The aggregate small business loan activity, by dollar amount across Suffolk County, shows a reasonably favorable percentage for low and moderate-income census tracts. 28.0% of all small business loan dollars in Suffolk County were originated in low-income census tracts, and 23.3% of small business loan dollars were originated in moderate-income census tracts. In 2009, middle-income tracts received 19.8% of loan dollars, while upper-income tracts received 29.0% of loan dollars. This marks a dramatic change from 2008 lending patterns: in 2008, the vast majority (76.7%) of small business loan dollars were originated in upper-income and moderate-income census tracts. Year over year, the small business loan dollars originated in low-income census tracts increased 10.3%, while small business loan dollars originated in moderate-income census tracts increased more than four-fold from 5.5% to 23.3%.

#### **Eastern Bank Small Business Loans**

In Suffolk County, Eastern Bank originated the greatest number of small business loan in lower-income census tracts (50 or 36.0%). Upper-income census tracts received 43 loans, or 30.9%. Middle-income census tracts received 29 loans, or 20.9%, while moderate-income census tracts received the fewest loans (17 or 12.2%).

The bank's small business loan dollars were heavily concentrated in lower-income census tracts, which received nearly half of all loan dollars (49.3%). Upper-income census tracts received 24.0% of loan dollars, while middle-income and moderate-income census tracts received 15.9% and 10.8% of loan dollars respectively.

This represents a shift in small business loan concentrations since 2008, with a greater proportion of loans and loan dollars in lower-income census tracts in 2009.

#### **Eastern Bank Compared to Suffolk County**

##### **Aggregate**

Eastern Bank accounts for 1.2% of small business loans in Suffolk County by number of loans and 7.6% by dollar amount.



## JPMorgan Chase Bank



**JPMorgan Chase Bank**

<b>Distribution of Small Business Loans by Income Category of the Census Tract</b>								
<b>Census Tract Income Level</b>	<b>Loan Amount at Origination &lt;= \$100,000</b>		<b>Loan Amount at Origination &gt; \$100,000 but &lt;= \$250,000</b>		<b>Loan Amount at Origination &gt; \$250,000</b>		<b>Loans to Businesses with Gross Annual Revenues &lt;= \$1 million</b>	
	<b>#</b>	<b>\$ (000s)</b>	<b>#</b>	<b>\$ (000s)</b>	<b>#</b>	<b>\$ (000s)</b>	<b>#</b>	<b>\$ (000s)</b>
<b>Low</b>	10	341	0	0	1	1000	0	0
<b>Moderate</b>	15	419	0	0	0	0	0	0
<b>Middle</b>	18	486	0	0	0	0	0	0
<b>Upper</b>	10	437	0	0	0	0	0	0
<b>Total</b>	53	1683	0	0	1	1000	0	0

Source: U.S. Census, CRA Data for 2009

Table 25: CY2009 Small Business Loan Originations for Suffolk County, MA.

<b>Distribution of the Number of Small Business Loans</b>					
<b>Census Tract Income Level</b>	<b>2009 Aggregate Lending Data (% of #)</b>		<b>2009 Bank Data (% of #)</b>		<b>Bank Compared to Aggregate</b>
	<b>#</b>	<b>%</b>	<b>#</b>	<b>%</b>	<b>%</b>
<b>Low</b>	2184	18.52%	11	20.37%	0.5%
<b>Moderate</b>	3572	30.29%	15	27.78%	0.4%
<b>Middle</b>	3117	26.43%	18	33.33%	0.6%
<b>Upper</b>	2921	24.77%	10	18.52%	0.3%
<b>Total</b>	11794	100.00%	54	100.00%	0.5%

Source: U.S. Census, CRA Data (2009) and CRA Aggregate Data for 2009

Table 26: Number of CY2009 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.

<b>Distribution of the Dollar Amount of Small Business Loans</b>					
<b>Census Tract Income Level</b>	<b>2009 Aggregate Lending Data (% of \$)</b>		<b>2009 Bank Data (% of \$)</b>		<b>Bank Compared to Aggregate</b>
	<b>\$ (000s)</b>	<b>%</b>	<b>\$ (000s)</b>	<b>%</b>	<b>%</b>
<b>Low</b>	135141	27.97%	1341	49.98%	1.0%
<b>Moderate</b>	112594	23.31%	419	15.62%	0.4%
<b>Middle</b>	95520	19.77%	486	18.11%	0.5%
<b>Upper</b>	139861	28.95%	437	16.29%	0.3%
<b>Total</b>	483116	100.00%	2683	100.00%	0.6%

Source: U.S. Census, CRA Data (2009) and CRA Aggregate Data for 2009

Table 27: Total Dollar Amount of CY2009 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



## **Small Business Loan Discussion**

### **Suffolk County Small Business Loans**

#### **Aggregate**

The aggregate small business loan activity, by dollar amount across Suffolk County, shows a reasonably favorable percentage for low and moderate-income census tracts. 28.0% of all small business loan dollars in Suffolk County were originated in low-income census tracts, and 23.3% of small business loan dollars were originated in moderate-income census tracts. In 2009, middle-income tracts received 19.8% of loan dollars, while upper-income tracts received 29.0% of loan dollars. This marks a dramatic change from 2008 lending patterns: in 2008, the vast majority (76.7%) of small business loan dollars were originated in upper-income and moderate-income census tracts. Year over year, the small business loan dollars originated in low-income census tracts increased 10.3%, while small business loan dollars originated in moderate-income census tracts increased more than four-fold from 5.5% to 23.3%.

#### **JPMorgan Chase Bank Small Business Loans**

In Suffolk County, the numbers of small business loans originated by JPMorgan Chase Bank were distributed fairly evenly across income tracts, with a slight concentration in middle-income census tracts. Lower-income census tracts received 11 or 20.4%, moderate-income census tracts received 15 or 27.8%, middle-income tracts received 18 or 33.33%, and upper-income census tracts received 10 or 18.5%.

The bank's small-business loan dollars, however, were heavily concentrated in lower-income census tracts: they received 50.0% of all loan dollars. Middle-income census tracts received 18.1% of loan dollars, while upper- and moderate-income census tracts received 16.3% and 15.6% respectively. This dollar distribution is similar to 2008 lending patterns: in 2008, lower-income census tracts received 55.7% of JPMorgan Chase Bank's small business loan dollars.

#### **JPMorgan Chase Bank Compared to Suffolk County Aggregate**

JPMorgan Chase Bank accounts for 0.5% by number of small business loans in Suffolk County and 0.6% by dollar amount.



## Mellon Bank



**Mellon Bank**

<b>Distribution of Small Business Loans by Income Category of the Census Tract</b>								
Census Tract Income Level	Loan Amount at Origination <= \$100,000		Loan Amount at Origination > \$100,000 but <= \$250,000		Loan Amount at Origination > \$250,000		Loans to Businesses with Gross Annual Revenues <= \$1 million	
	#	\$ (000s)	#	\$ (000s)	#	\$ (000s)	#	\$ (000s)
<b>Low</b>	0	0	1	250	3	1330	3	1330
<b>Moderate</b>	0	0	0	0	1	1000	1	1000
<b>Middle</b>	0	0	0	0	1	500	0	0
<b>Upper</b>	1	100	1	250	3	2600	3	1700
<b>Total</b>	1	100	2	500	8	5430	7	4030

Source: U.S. Census, CRA Data for 2009

Table 25: CY2009 Small Business Loan Originations for Suffolk County, MA.

<b>Distribution of the Number of Small Business Loans</b>					
Census Tract Income Level	2009 Aggregate Lending Data (% of #)		2009 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
<b>Low</b>	2184	18.52%	7	38.89%	0.3%
<b>Moderate</b>	3572	30.29%	2	11.11%	0.1%
<b>Middle</b>	3117	26.43%	1	5.56%	0.0%
<b>Upper</b>	2921	24.77%	8	44.44%	0.3%
<b>Total</b>	11794	100.00%	18	100.00%	0.2%

Source: U.S. Census, CRA Data (2009) and CRA Aggregate Data for 2009

Table 26: Number of CY2009 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.

<b>Distribution of the Dollar Amount of Small Business Loans</b>					
Census Tract Income Level	2009 Aggregate Lending Data (% of \$)		2009 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
<b>Low</b>	135141	27.97%	2910	28.93%	2.2%
<b>Moderate</b>	112594	23.31%	2000	19.88%	1.8%
<b>Middle</b>	95520	19.77%	500	4.97%	0.5%
<b>Upper</b>	139861	28.95%	4650	46.22%	3.3%
<b>Total</b>	483116	100.00%	10060	100.00%	2.1%

Source: U.S. Census, CRA Data (2009) and CRA Aggregate Data for 2009

Table 27: Total Dollar Amount of CY2009 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



## **Small Business Loan Discussion**

### **Suffolk County Small Business Loans**

#### **Aggregate**

The aggregate small business loan activity, by dollar amount across Suffolk County, shows a reasonably favorable percentage for low and moderate-income census tracts. 28.0% of all small business loan dollars in Suffolk County were originated in low-income census tracts, and 23.3% of small business loan dollars were originated in moderate-income census tracts. In 2009, middle-income tracts received 19.8% of loan dollars, while upper-income tracts received 29.0% of loan dollars. This marks a dramatic change from 2008 lending patterns: in 2008, the vast majority (76.7%) of small business loan dollars were originated in upper-income and moderate-income census tracts. Year over year, the small business loan dollars originated in low-income census tracts increased 10.3%, while small business loan dollars originated in moderate-income census tracts increased more than four-fold from 5.5% to 23.3%.

### **Mellon Bank Small Business Loans**

Mellon Bank originated 18 small business loans in Suffolk County in 2009. Upper-income census tracts received 8 loans, or 44.4% of small business loans by number. Seven of these loans, or 38.9%, were originated in lower-income census tracts. Two loans (11.1%) were originated in moderate-income census tracts, and one loan (5.6%) was originated in a middle-income census tract.

The bank's distribution of small business loan dollars followed a similar pattern: upper-income tracts received 46.2%, lower-income tracts received 28.9%, moderate-income tracts received 19.9%, and middle-income tracts received 5.0%.

### **Mellon Bank Compared to Suffolk County**

#### **Aggregate**

Mellon Chase Bank accounts for 0.2% of small business loans in Suffolk County by number, and 2.1% by dollar amount.





## RBS Citizens Bank, N.A.



**RBS Citizens Bank, N.A.**

<b>Distribution of Small Business Loans by Income Category of the Census Tract</b>								
<b>Census Tract Income Level</b>	<b>Loan Amount at Origination &lt;= \$100,000</b>		<b>Loan Amount at Origination &gt; \$100,000 but &lt;= \$250,000</b>		<b>Loan Amount at Origination &gt; \$250,000</b>		<b>Loans to Businesses with Gross Annual Revenues &lt;= \$1 million</b>	
	<b>#</b>	<b>\$ (000s)</b>	<b>#</b>	<b>\$ (000s)</b>	<b>#</b>	<b>\$ (000s)</b>	<b>#</b>	<b>\$ (000s)</b>
<b>Low</b>	106	3560	30	5730	29	17631	45	3084
<b>Moderate</b>	162	3687	12	2254	19	10112	69	2242
<b>Middle</b>	118	3010	14	2611	23	12355	54	2884
<b>Upper</b>	93	4083	23	4334	24	12888	47	3151
<b>Total</b>	479	14340	79	14929	95	52986	215	11361

Source: U.S. Census, CRA Data for 2009

Table 25: CY2009 Small Business Loan Originations for Suffolk County, MA.

<b>Distribution of the Number of Small Business Loans</b>					
<b>Census Tract Income Level</b>	<b>2009 Aggregate Lending Data (% of #)</b>		<b>2009 Bank Data (% of #)</b>		<b>Bank Compared to Aggregate</b>
	<b>#</b>	<b>%</b>	<b>#</b>	<b>%</b>	<b>%</b>
<b>Low</b>	2184	18.52%	210	24.19%	9.6%
<b>Moderate</b>	3572	30.29%	262	30.18%	7.3%
<b>Middle</b>	3117	26.43%	209	24.08%	6.7%
<b>Upper</b>	2921	24.77%	187	21.54%	6.4%
<b>Total</b>	11794	100.00%	868	100.00%	7.4%

Source: U.S. Census, CRA Data (2009) and CRA Aggregate Data for 2009

Table 26: Number of CY2009 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.

<b>Distribution of the Dollar Amount of Small Business Loans</b>					
<b>Census Tract Income Level</b>	<b>2009 Aggregate Lending Data (% of \$)</b>		<b>2009 Bank Data (% of \$)</b>		<b>Bank Compared to Aggregate</b>
	<b>\$ (000s)</b>	<b>%</b>	<b>\$ (000s)</b>	<b>%</b>	<b>%</b>
<b>Low</b>	135141	27.97%	30005	32.05%	22.2%
<b>Moderate</b>	112594	23.31%	18295	19.54%	16.2%
<b>Middle</b>	95520	19.77%	20860	22.28%	21.8%
<b>Upper</b>	139861	28.95%	24456	26.12%	17.5%
<b>Total</b>	483116	100.00%	93616	100.00%	19.4%

Source: U.S. Census, CRA Data (2009) and CRA Aggregate Data for 2009

Table 27: Total Dollar Amount of CY2009 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



## **Small Business Loan Discussion**

### **Suffolk County Small Business Loans**

#### **Aggregate**

The aggregate small business loan activity, by dollar amount across Suffolk County, shows a reasonably favorable percentage for low and moderate-income census tracts. 28.0% of all small business loan dollars in Suffolk County were originated in low-income census tracts, and 23.3% of small business loan dollars were originated in moderate-income census tracts. In 2009, middle-income tracts received 19.8% of loan dollars, while upper-income tracts received 29.0% of loan dollars. This marks a dramatic change from 2008 lending patterns: in 2008, the vast majority (76.7%) of small business loan dollars were originated in upper-income and moderate-income census tracts. Year over year, the small business loan dollars originated in low-income census tracts increased 10.3%, while small business loan dollars originated in moderate-income census tracts increased more than four-fold from 5.5% to 23.3%.

#### **RBS Citizens Bank, N.A. Small Business Loans**

In Suffolk County, the numbers of small business loans originated by RBS Citizens Bank, N.A. were distributed fairly evenly across income tracts: lower (210 or 24.2%), moderate (262 or 30.1%), middle (209 or 24.1%), and upper (187 or 21.5%).

The bank's small-business loan dollars followed a similar distribution, but with a somewhat higher concentration of loan dollars in lower-income census tracts. Low-income geographies received 32.1% of loan dollars, while moderate-income census tracts received 19.5%, and middle- and upper-income census tracts received 22.3% and 26.1% respectively.

#### **RBS Citizens Bank, N.A. Compared to Suffolk County Aggregate**

RBS Citizens Bank, N.A. accounts for 7.4% of small business loans in Suffolk County by number, and 19.4% by dollar amount. This marks a significant increase in small business loan numbers from 2008, when the bank accounted for only 0.8% of small business loans in Suffolk County by number and 17.3% by dollar volume.



## Sovereign Bank



## Sovereign Bank

<b>Distribution of Small Business Loans by Income Category of the Census Tract</b>								
Census Tract Income Level	Loan Amount at Origination <= \$100,000		Loan Amount at Origination > \$100,000 but <= \$250,000		Loan Amount at Origination > \$250,000		Loans to Businesses with Gross Annual Revenues <= \$1 million	
	#	\$ (000s)	#	\$ (000s)	#	\$ (000s)	#	\$ (000s)
<b>Low</b>	13	663	6	1300	4	1750	10	1210
<b>Moderate</b>	15	640	1	200	7	3215	13	730
<b>Middle</b>	14	735	3	650	4	1760	10	650
<b>Upper</b>	8	385	7	1484	2	1175	5	335
<b>Total</b>	50	2423	17	3634	17	7900	38	2925

Source: U.S. Census, CRA Data for 2009

Table 22: CY2009 Small Business Loan Originations for Suffolk County, MA.

<b>Distribution of the Number of Small Business Loans</b>					
Census Tract Income Level	2009 Aggregate Lending Data (% of #)		2009 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
<b>Low</b>	2184	18.52%	33	27.05%	1.5%
<b>Moderate</b>	3572	30.29%	36	29.51%	1.0%
<b>Middle</b>	3117	26.43%	31	25.41%	1.0%
<b>Upper</b>	2921	24.77%	22	18.03%	0.8%
<b>Total</b>	11794	100.00%	122	100.00%	1.0%

Source: U.S. Census, CRA Data (2009) and CRA Aggregate Data for 2009

Table 23: Number of CY2009 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.

<b>Distribution of the Dollar Amount of Small Business Loans</b>					
Census Tract Income Level	2009 Aggregate Lending Data (% of \$)		2009 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
<b>Low</b>	135141	27.97%	4923	29.16%	3.6%
<b>Moderate</b>	112594	23.31%	4785	28.34%	4.2%
<b>Middle</b>	95520	19.77%	3795	22.48%	4.0%
<b>Upper</b>	139861	28.95%	3379	20.02%	2.4%
<b>Total</b>	483116	100.00%	16882	100.00%	3.5%

Source: U.S. Census, CRA Data (2009) and CRA Aggregate Data for 2009

Table 24: Total Dollar Amount of CY2009 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



## **Small Business Loan Discussion**

### **Suffolk County Small Business Loans**

#### **Aggregate**

The aggregate small business loan activity, by dollar amount across Suffolk County, shows a reasonably favorable percentage for low and moderate-income census tracts. 28.0% of all small business loan dollars in Suffolk County were originated in low-income census tracts, and 23.3% of small business loan dollars were originated in moderate-income census tracts. In 2009, middle-income tracts received 19.8% of loan dollars, while upper-income tracts received 29.0% of loan dollars. This marks a dramatic change from 2008 lending patterns: in 2008, the vast majority (76.7%) of small business loan dollars were originated in upper-income and moderate-income census tracts. Year over year, the small business loan dollars originated in low-income census tracts increased 10.3%, while small business loan dollars originated in moderate-income census tracts increased more than four-fold from 5.5% to 23.3%.

#### **Sovereign Bank Small Business Loans**

In Suffolk County, Sovereign Bank originated its small business loans fairly evenly across census tracts: lower (27.1%), moderate (29.5%), middle (25.4%), and upper (18.0%).

The dollar amount of small business loans follows this distribution closely: lower-income census tracts received 29.2% of small business loan dollars, while moderate-income census tracts received 28.3%, middle-income census tracts received 22.5%, and upper-income census tracts received 20.0% of loan dollars. This is consistent with the bank's 2008 and 2007 lending patterns.

#### **Sovereign Bank Compared to Suffolk County Aggregate**

Sovereign Bank accounts for 1.0% of small business loans in Suffolk County and 3.5% of small business dollars originated.



TD Bank



**TD Bank**

<b>Distribution of Small Business Loans by Income Category of the Census Tract</b>								
Census Tract Income Level	Loan Amount at Origination <= \$100,000		Loan Amount at Origination > \$100,000 but <= \$250,000		Loan Amount at Origination > \$250,000		Loans to Businesses with Gross Annual Revenues <= \$1 million	
	#	\$ (000s)	#	\$ (000s)	#	\$ (000s)	#	\$ (000s)
<b>Low</b>	14	690	5	720	7	3760	11	1189
<b>Moderate</b>	25	1021	6	1365	3	1650	23	1493
<b>Middle</b>	15	453	4	871	2	1036	15	1128
<b>Upper</b>	14	730	3	395	5	2591	10	430
<b>Total</b>	68	2894	18	3351	17	9037	59	4240

Source: U.S. Census, CRA Data for 2009

Table 22: CY2009 Small Business Loan Originations for Suffolk County, MA.

<b>Distribution of the Number of Small Business Loans</b>					
Census Tract Income Level	2009 Aggregate Lending Data (% of #)		2009 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
<b>Low</b>	2184	18.52%	37	22.84%	1.7%
<b>Moderate</b>	3572	30.29%	57	35.19%	1.6%
<b>Middle</b>	3117	26.43%	36	22.22%	1.2%
<b>Upper</b>	2921	24.77%	32	19.75%	1.1%
<b>Total</b>	11794	100.00%	162	100.00%	1.4%

Source: U.S. Census, CRA Data (2009) and CRA Aggregate Data for 2009

Table 23: Number of CY2009 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.

<b>Distribution of the Dollar Amount of Small Business Loans</b>					
Census Tract Income Level	2009 Aggregate Lending Data (% of \$)		2009 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
<b>Low</b>	135141	27.97%	6359	32.57%	4.7%
<b>Moderate</b>	112594	23.31%	5529	28.32%	4.9%
<b>Middle</b>	95520	19.77%	3488	17.87%	3.7%
<b>Upper</b>	139861	28.95%	4146	21.24%	3.0%
<b>Total</b>	483116	100.00%	19522	100.00%	4.0%

Source: U.S. Census, CRA Data (2009) and CRA Aggregate Data for 2009

Table 24: Total Dollar Amount of CY2009 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.





## **Small Business Loan Discussion**

### **Suffolk County Small Business Loans**

#### **Aggregate**

The aggregate small business loan activity, by dollar amount across Suffolk County, shows a reasonably favorable percentage for low and moderate-income census tracts. 28.0% of all small business loan dollars in Suffolk County were originated in low-income census tracts, and 23.3% of small business loan dollars were originated in moderate-income census tracts. In 2009, middle-income tracts received 19.8% of loan dollars, while upper-income tracts received 29.0% of loan dollars. This marks a dramatic change from 2008 lending patterns: in 2008, the vast majority (76.7%) of small business loan dollars were originated in upper-income and moderate-income census tracts. Year over year, the small business loan dollars originated in low-income census tracts increased 10.3%, while small business loan dollars originated in moderate-income census tracts increased more than four-fold from 5.5% to 23.3%.

#### **TD Bank Small Business Loans**

In Suffolk County, TD Bank originated the largest number of its small business loans in moderate-income census tracts (57 or 35.2%). Lower-income census tracts received 37 loans or 22.8%, and middle-income census tracts received 36 loans, or 22.2%. Upper-income census tracts received the fewest loans (32 or 19.8%).

The dollar amount of small business loans likewise favors the low-income census tracts: they received 32.6% of loan dollars. Moderate-income tracts received 28.3% of loan dollars; upper-income tracts received 21.2%. Middle-income tracts received the fewest loan dollars (17.9%).

#### **TD Bank Compared to Suffolk County**

##### **Aggregate**

TD Bank accounts for 1.4% of small business loans in Suffolk County and 4.0% of small business dollars loaned.



## Webster Bank



**Webster Bank**

<b>Distribution of Small Business Loans by Income Category of the Census Tract</b>								
Census Tract Income Level	Loan Amount at Origination <= \$100,000		Loan Amount at Origination > \$100,000 but <= \$250,000		Loan Amount at Origination > \$250,000		Loans to Businesses with Gross Annual Revenues <= \$1 million	
	#	\$ (000s)	#	\$ (000s)	#	\$ (000s)	#	\$ (000s)
Low	0	0	0	0	0	0	0	0
Moderate	0	0	0	0	0	0	0	0
Middle	0	0	0	0	2	990	2	990
Upper	0	0	0	0	0	0	0	0
<b>Total</b>	0	0	0	0	2	990	2	990

Source: U.S. Census, CRA Data for 2009

Table 22: CY2009 Small Business Loan Originations for Suffolk County, MA.

<b>Distribution of the Number of Small Business Loans</b>					
Census Tract Income Level	2009 Aggregate Lending Data (% of #)		2009 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2184	18.52%	0	0.00%	0.0%
Moderate	3572	30.29%	0	0.00%	0.0%
Middle	3117	26.43%	4	100.00%	0.1%
Upper	2921	24.77%	0	0.00%	0.0%
<b>Total</b>	11794	100.00%	4	100.00%	0.0%

Source: U.S. Census, CRA Data (2009) and CRA Aggregate Data for 2009

Table 23: Number of CY2009 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.

<b>Distribution of the Dollar Amount of Small Business Loans</b>					
Census Tract Income Level	2009 Aggregate Lending Data (% of \$)		2009 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	135141	27.97%	0	0.00%	0.0%
Moderate	112594	23.31%	0	0.00%	0.0%
Middle	95520	19.77%	1980	100.00%	2.1%
Upper	139861	28.95%	0	0.00%	0.0%
<b>Total</b>	483116	100.00%	1980	100.00%	0.4%

Source: U.S. Census, CRA Data (2009) and CRA Aggregate Data for 2009

Table 24: Total Dollar Amount of CY2009 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



## **Small Business Loan Discussion**

### **Suffolk County Small Business Loans**

#### **Aggregate**

The aggregate small business loan activity, by dollar amount across Suffolk County, shows a reasonably favorable percentage for low and moderate-income census tracts. 28.0% of all small business loan dollars in Suffolk County were originated in low-income census tracts, and 23.3% of small business loan dollars were originated in moderate-income census tracts. In 2009, middle-income tracts received 19.8% of loan dollars, while upper-income tracts received 29.0% of loan dollars. This marks a dramatic change from 2008 lending patterns: in 2008, the vast majority (76.7%) of small business loan dollars were originated in upper-income and moderate-income census tracts. Year over year, the small business loan dollars originated in low-income census tracts increased 10.3%, while small business loan dollars originated in moderate-income census tracts increased more than four-fold from 5.5% to 23.3%.

### **Webster Bank Small Business Loans**

Webster Bank originated very few small business loans in Suffolk County in 2009. All four of its small business loans, and all its small business loan dollars, were originated in middle-income census tracts.

### **Webster Bank Compared to Suffolk County**

#### **Aggregate**

Webster Bank accounted for less than 0.1% of small business loans in Suffolk County, and 0.4% of small business dollars loaned.



## BankIQ



## **BankIQ**

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BankIQ prepared this document for the City of Boston.

With over twenty years' collective Government Banking and Diversity Management experience, BankIQ is an independent, woman-owned and operated business. BankIQ specializes in collecting, analyzing, preparing, and documenting Financial Services information for the Public Sector.

For further information, contact us at our toll-free number listed above, or via email.