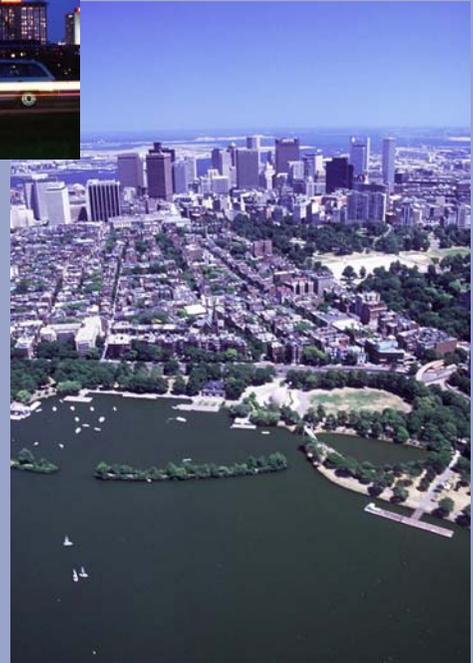


2002 LINKED DEPOSIT BANKING REPORT TO THE MAYOR Addendum

Small Business Loans





Prepared March 2004 by NobleAssociates

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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 2002 in 9 banks included in The 2002 Linked Deposit Bank Report to the Mayor. The small business loan activity of these banks in the year 2002 is also compared to the 2002 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 2002 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:

- Boston Private Bank
- Century Bank and Trust
- Citizens Bank of Massachusetts
- East Boston Savings Bank
- Eastern Bank
- Fleet National Bank
- General Bank
- Sovereign Bank
- Wainwright Bank

No CRA Data was available for small business loans among the following banks included in the 2002 Linked Deposit Report to the Mayor:

- Boston Bank of Commerce
- Hyde Park Cooperative Bank
- Hyde Park Savings Bank
- Mellon Bank



Boston Private Bank



Boston Private Bank

Distribution of Small Business Loans by Income Category of the Census Tract								
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	13	753	2	400	8	3553	12	989
Moderate	12	630	6	1310	6	2797	16	3225
Middle	1	25	0	0	1	470	2	495
Upper	19	1008	11	2025	21	11492	17	2694
Total	45	2416	19	3735	36	18312	47	7403

Source: U.S. Census, CRA Data for 2002

Table 1: CY2002 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2002 Aggregate Lending Data (% of #)		2002 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	3111	23.7%	23	23.0%	0.7%
Moderate	5286	34.3%	24	24.0%	0.5%
Middle	3136	19.6%	2	2.0%	0.1%
Upper	3393	22.4%	51	51.0%	1.5%
Total	14926	100.0%	100	100.0%	0.7%

Source: U.S. Census, CRA Data (2002) and CRA Aggregate Data for 2002

Table 2: Number of CY2002 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.

Distribution of the Dollar Amount of Small Business Loans					
Census Tract Income Level	2002 Aggregate Lending Data (% of \$)		2002 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	126316	36.7%	4706	19.2%	3.7%
Moderate	163114	24.3%	4737	19.4%	2.9%
Middle	50046	13.4%	495	2.0%	1.0%
Upper	152418	25.6%	14525	59.4%	9.5%
Total	491894	100.0%	24463	100.0%	5.0%

Source: U.S. Census, CRA Data (2002) and CRA Aggregate Data for 2002

Table 3: Total Dollar Amount of CY2002 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 favorable percentage for low and moderate-income census tracts. Of all the small business loans originated in Suffolk County, 23.7% of the dollars are in low-income census tracts and 34.3% are in moderate-income census tracts. Middle-income census tracts received 19.6%, and upper-income tracts received the highest percent, of 22.4%.

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 (51 or 51%). Moderate- and middle-income census tracts received a smaller number of loans (26 or 26%). The low-income tract received the lowest number (23 or 23%).

However, when compared by dollar amount, the number of small business loans has a different distribution pattern across the income levels: upper (59.4%), low (19.2%), middle (2%) and moderate (19.4%).

Boston Private Bank compared to Suffolk County Aggregate

Boston Private Bank accounts for a small percentage of the number of small business loans in Suffolk County (0.7%). However, Boston Private Bank accounts for 5% of the small business loan dollars.





Century Bank & Trust



Century Bank and Trust

Distribution of Small Business Loans by Income Category of the Census Tract								
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	4	229	1	166	1	350	4	295
Moderate	5	248	2	438	5	3046	6	1349
Middle	3	190	0	0	1	400	3	190
Upper	6	231	0	0	0	0	4	94
Total	18	898	3	604	7	3796	17	1928

Source: U.S. Census, CRA Data for 2002

Table 4: CY2002 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2002 Aggregate Lending Data (% of #)		2002 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	3111	23.7%	6	21.4%	0.2%
Moderate	5286	34.3%	12	42.9%	0.2%
Middle	3136	19.6%	4	14.3%	0.1%
Upper	3393	22.4%	6	21.4%	0.2%
Total	14926	100.0%	28	100.0%	0.2%

Source: U.S. Census, CRA Data (2002) and CRA Aggregate Data for 2002

Table 5: Number of CY2002 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.

Distribution of the Dollar Amount of Small Business Loans					
Census Tract Income Level	2002 Aggregate Lending Data (% of \$)		2002 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	126316	36.7%	745	14.1%	0.6%
Moderate	163114	24.3%	3732	70.4%	2.3%
Middle	50046	13.4%	590	11.1%	1.2%
Upper	152418	25.6%	231	4.4%	0.2%
Total	491894	100.0%	5298	100.0%	1.1%

Source: U.S. Census, CRA Data (2002) and CRA Aggregate Data for 2002

Table 6: Total Dollar Amount of CY2002 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 favorable percentage for low and moderate-income census tracts. Of all the small business loans originated in Suffolk County, 23.7% of the dollars are in low-income census tracts and 34.3% are in moderate-income census tracts. Middle-income census tracts received 19.6%, and upper-income tracts received the highest percent, of 22.4%.

Century Bank Small Business Loans

In Suffolk County, Century Bank's 42.9% of small business loans by number were made to moderate-income tracts accounting for 70.4% of the loans by dollar amount.

Century Bank compared to Suffolk County

Aggregate

Century Bank accounts for a small percentage of the number of small business loans in Suffolk County (0.2%). Century Bank accounts for 1.1% of the dollars of small business loans, however this number moves to 2.3% to loans originated for moderate-income borrowers.





Citizens Bank



Citizens Bank of Massachusetts

Distribution of Small Business Loans by Income Category of the Census Tract								
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	171	5969	32	5444	40	21912	95	6381
Moderate	224	6204	32	6147	37	18746	157	7968
Middle	136	3523	19	3507	14	6786	89	3485
Upper	166	5577	45	8117	42	22828	102	7468
Total	697	21273	128	23215	133	70272	443	25302

Source: U.S. Census, CRA Data for 2002

Table 7: CY2002 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2002 Aggregate Lending Data (% of #)		2002 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	3111	23.7%	243	25.4%	7.8%
Moderate	5286	34.3%	293	30.6%	5.5%
Middle	3136	19.6%	169	17.6%	5.4%
Upper	3393	22.4%	253	26.4%	7.5%
Total	14926	100.0%	958	100.0%	6.4%

Source: U.S. Census, CRA Data (2002) and CRA Aggregate Data for 2002

Table 8: Number of CY2002 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.

Distribution of the Dollar Amount of Small Business Loans					
Census Tract Income Level	2002 Aggregate Lending Data (% of \$)		2002 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	126316	36.7%	33325	29.0%	26.4%
Moderate	163114	24.3%	31097	27.1%	19.1%
Middle	50046	13.4%	13816	12.0%	27.6%
Upper	152418	25.6%	36522	31.8%	24.0%
Total	491894	100.0%	114760	99.9%	23.3%

Source: U.S. Census, CRA Data (2002) and CRA Aggregate Data for 2002

Table 9: Total Dollar Amount of CY2002 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 favorable percentage for low and moderate-income census tracts. Of all the small business loans originated in Suffolk County, 23.7% of the dollars are in low-income census tracts and 34.3% are in moderate-income census tracts. Middle-income census tracts received 19.6%, and upper-income tracts received the highest percent, of 22.4%.

Citizens Bank of Massachusetts Small Business Loans

In Suffolk County, Citizens Bank of Massachusetts originated an almost equal number of its small business loans in the low (243 or 25.4%), moderate (293, or 30.6%) and upper (169, or 17.6%) income census tracts. Middle-income census tracts received a lower number of loans (253 or 26.4%).

When analyzed by dollar amount, upper-income census tracts received the highest amount (31.8%), followed by low (29%), then moderate-income (27.1%) and middle-income (12%).

Citizens Bank of Massachusetts compared to Suffolk County Aggregate

Citizens Bank of Massachusetts accounts for 23.3% of all of small business loans by dollar amount in Suffolk County by dollar amount.





East Boston Savings Bank



East Boston Savings Bank

Distribution of Small Business Loans by Income Category of the Census Tract								
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	3	146	1	208	0	0	4	354
Moderate	5	222	6	956	6	3097	15	3743
Middle	2	55	2	350	2	1296	6	1701
Upper	1	75	0	0	0	0	1	75
Total	11	498	9	1514	8	4393	26	5873

Source: U.S. Census, CRA Data for 2002

Table 10: CY2002 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2002 Aggregate Lending Data (% of #)		2002 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	3111	23.7%	4	14.3%	0.1%
Moderate	5286	34.3%	17	60.7%	0.3%
Middle	3136	19.6%	6	21.4%	0.2%
Upper	3393	22.4%	1	3.6%	0.0%
Total	14926	100.0%	28	100.0%	0.2%

Source: U.S. Census, CRA Data (2002) and CRA Aggregate Data for 2002

Table 11: Number of CY2002 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.

Distribution of the Dollar Amount of Small Business Loans					
Census Tract Income Level	2002 Aggregate Lending Data (% of \$)		2002 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	126316	36.7%	354	5.5%	0.3%
Moderate	163114	24.3%	4275	66.7%	2.6%
Middle	50046	13.4%	1701	26.6%	3.4%
Upper	152418	25.6%	75	1.2%	0.0%
Total	491894	100.0%	6405	100.0%	1.3%

Source: U.S. Census, CRA Data (2002) and CRA Aggregate Data for 2002

Table 12: Total Dollar Amount of CY2002 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 favorable percentage for low and moderate-income census tracts. Of all the small business loans originated in Suffolk County, 23.7% of the dollars are in low-income census tracts and 34.3% are in moderate-income census tracts. Middle-income census tracts received 19.6%, and upper-income tracts received the highest percent, of 22.4%.

East Boston Savings Bank Small Business Loans

In Suffolk County, East Boston Savings Bank originated the largest number of its small business loans in the moderate-income census tracts (17, or 60.7%).

By dollar amount, moderate-income census tracts received the largest percentage (66.7%), followed by middle income (26.6%), low-income (5.5%) and upper-income (1.2%).

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 1.3% of the dollars of small business loans.





Eastern Bank



Eastern Bank

Distribution of Small Business Loans by Income Category of the Census Tract								
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	18	941	7	1278	12	6692	5	490
Moderate	28	1229	7	1351	10	5401	9	945
Middle	12	483	4	850	4	1700	3	224
Upper	9	582	6	1220	9	3434	9	2116
Total	67	3235	24	4699	35	17227	26	3775

Source: U.S. Census, CRA Data for 2002

Table 13: CY2002 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2002 Aggregate Lending Data (% of #)		2002 Bank Data (% of #)		Bank Compared to Aggregate %
	#	%	#	%	
Low	3111	23.7%	37	29.4%	1.2%
Moderate	5286	34.3%	45	35.7%	0.9%
Middle	3136	19.6%	20	15.9%	0.6%
Upper	3393	22.4%	24	19.0%	0.7%
Total	14926	100.0%	126	100.0%	0.8%

Source: U.S. Census, CRA Data (2002) and CRA Aggregate Data for 2002

Table 14: Number of CY2002 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.

Distribution of the Dollar Amount of Small Business Loans					
Census Tract Income Level	2002 Aggregate Lending Data (% of \$)		2002 Bank Data (% of \$)		Bank Compared to Aggregate %
	\$ (000s)	%	\$ (000s)	%	
Low	126316	36.7%	8911	35.4%	7.1%
Moderate	163114	24.3%	7981	31.7%	4.9%
Middle	50046	13.4%	3033	12.1%	6.1%
Upper	152418	25.6%	5236	20.8%	3.4%
Total	491894	100.0%	25161	100.0%	5.1%

Source: U.S. Census, CRA Data (2002) and CRA Aggregate Data for 2002

Table 15: Total Dollar Amount of CY2002 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 favorable percentage for low and moderate-income census tracts. Of all the small business loans originated in Suffolk County, 23.7% of the dollars are in low-income census tracts and 34.3% are in moderate-income census tracts. Middle-income census tracts received 19.6%, and upper-income tracts received the highest percent, of 22.4%.

Eastern Bank Small Business Loans

In Suffolk County, Eastern Bank originated 65.1% of its small business loans in the low and moderate-income census tracts. Upper-income census tracts received 24 loans, or 19%. Middle-income census tracts received 20 loans, or 15.9%.

The number of loans was consistent with the dollar amount at 67.1% for low and moderate-income tracts, and 12.1% and 20.8% respectively for middle and upper-income tracts.

Eastern Bank compared to Suffolk County

Aggregate

Eastern Bank accounts for 0.8% of small business loans in Suffolk County by number of loans and 5.2% by dollar amount.





Fleet Bank



Fleet National Bank

Distribution of Small Business Loans by Income Category of the Census Tract								
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	305	5050	4	825	10	5750	135	3150
Moderate	411	6799	8	1553	7	4400	200	4649
Middle	238	3916	4	780	2	1640	129	3498
Upper	241	5516	4	775	24	13969	147	7935
Total	1195	21281	20	3933	43	25759	611	19232

Source: U.S. Census, CRA Data for 2002

Table 16: CY2002 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2002 Aggregate Lending Data (% of #)		2002 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	3111	23.7%	319	25.4%	10.3%
Moderate	5286	34.3%	426	33.9%	8.1%
Middle	3136	19.6%	244	19.4%	7.8%
Upper	3393	22.4%	269	21.4%	7.9%
Total	14926	100.0%	1258	100.1%	8.4%

Source: U.S. Census, CRA Data (2002) and CRA Aggregate Data for 2002

Table 17: Number of CY2002 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.

Distribution of the Dollar Amount of Small Business Loans					
Census Tract Income Level	2002 Aggregate Lending Data (% of \$)		2002 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	126316	36.7%	11625	22.8%	9.2%
Moderate	163114	24.3%	12752	25.0%	7.8%
Middle	50046	13.4%	6336	12.4%	12.7%
Upper	152418	25.6%	20260	39.7%	13.3%
Total	491894	100.0%	50973	99.9%	10.4%

Source: U.S. Census, CRA Data (2002) and CRA Aggregate Data for 2002

Table 18: Total Dollar Amount of CY2002 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 favorable percentage for low and moderate-income census tracts. Of all the small business loans originated in Suffolk County, 23.7% of the dollars are in low-income census tracts and 34.3% are in moderate-income census tracts. Middle-income census tracts received 19.6%, and upper-income tracts received the highest percent, of 22.4%.

Fleet National Bank Small Business Loans

In Suffolk County, Fleet National Bank originated the largest number of its small business loans in the low- and moderate-income census tracts (745, or 59.3%). Upper-income census tracts received 269, or 21.47%. Middle-income census tracts received 244, or 19.4%.

The dollar amounts of small business loans does not follow the same distribution as the number of small business loans: low (22.8%), upper (39.7%), moderate (25%) and middle (12.4%).

Fleet National Bank compared to Suffolk County Aggregate

Fleet National Bank accounts for 8.4% of small business loans in Suffolk County by number, and 10.4% by dollar volume.



General Bank



General Bank

Distribution of Small Business Loans by Income Category of the Census Tract								
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	8	235	2	350	1	300	6	315
Moderate	3	100	0	0	1	332	3	100
Middle	2	110	0	0	2	1050	3	710
Upper	3	80	3	560	0	0	5	440
Total	16	525	5	910	4	1682	17	1565

Source: U.S. Census, CRA Data for 2002

Table 19: CY2002 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2002 Aggregate Lending Data (% of #)		2002 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	3111	23.7%	11	44.0%	0.4%
Moderate	5286	34.3%	4	16.0%	0.1%
Middle	3136	19.6%	4	16.0%	0.1%
Upper	3393	22.4%	6	24.0%	0.2%
Total	14926	100.0%	25	100.0%	0.2%

Source: U.S. Census, CRA Data (2002) and CRA Aggregate Data for 2002

Table 20: Number of CY2002 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.

Distribution of the Dollar Amount of Small Business Loans					
Census Tract Income Level	2002 Aggregate Lending Data (% of \$)		2002 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	126316	36.7%	885	28.4%	0.7%
Moderate	163114	24.3%	432	13.9%	0.3%
Middle	50046	13.4%	1160	37.2%	2.3%
Upper	152418	25.6%	640	20.5%	0.4%
Total	491894	100.0%	3117	100.0%	0.6%

Source: U.S. Census, CRA Data (2002) and CRA Aggregate Data for 2002

Table 21: Total Dollar Amount of CY2002 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 favorable percentage for low and moderate-income census tracts. Of all the small business loans originated in Suffolk County, 23.7% of the dollars are in low-income census tracts and 34.3% are in moderate-income census tracts. Middle-income census tracts received 19.6%, and upper-income tracts received the highest percent, of 22.4%.

General Bank Small Business Loans

In Suffolk County, General Bank originated the largest number of its small business loans in the low- and moderate-income census tracts (15 or 60%). Upper-income census tracts received 6 or 24%. Middle-income census tracts received 4 or 16%.

The dollar amounts of small business loans does not follow the same distribution as the number of small business loans: low (28.4%), upper (20.5%), moderate (13.9%) and middle (37.2%).

General Bank compared to Suffolk County

Aggregate

General Bank accounts for 0.2% of small business loans in Suffolk County by number, and 0.6% by dollar volume.





Sovereign Bank



Sovereign Bank

Distribution of Small Business Loans by Income Category of the Census Tract								
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	81	4500	18	3073	14	7920	54	4603
Moderate	107	4764	19	3663	22	13757	79	3809
Middle	48	2163	7	974	7	2800	35	2578
Upper	64	3551	10	1636	4	2605	27	2283
Total	300	14978	54	9346	47	27082	195	13273

Source: U.S. Census, CRA Data for 2002

Table 22: CY2002 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2002 Aggregate Lending Data (% of #)		2002 Bank Data (% of #)		Bank Compared to Aggregate %
	#	%	#	%	
Low	3111	23.7%	113	28.2%	3.6%
Moderate	5286	34.3%	148	36.9%	2.8%
Middle	3136	19.6%	62	15.5%	2.0%
Upper	3393	22.4%	78	19.5%	2.3%
Total	14926	100.0%	401	100.1%	2.7%

Source: U.S. Census, CRA Data (2002) and CRA Aggregate Data for 2002

Table 23: Number of CY2002 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.

Distribution of the Dollar Amount of Small Business Loans					
Census Tract Income Level	2002 Aggregate Lending Data (% of \$)		2002 Bank Data (% of \$)		Bank Compared to Aggregate %
	\$ (000s)	%	\$ (000s)	%	
Low	126316	36.7%	15493	30.1%	12.3%
Moderate	163114	24.3%	22184	43.2%	13.6%
Middle	50046	13.4%	5937	11.5%	11.9%
Upper	152418	25.6%	7792	15.2%	5.1%
Total	491894	100.0%	51406	100.0%	10.5%

Source: U.S. Census, CRA Data (2002) and CRA Aggregate Data for 2002

Table 24: Total Dollar Amount of CY2002 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 favorable percentage for low and moderate-income census tracts. Of all the small business loans originated in Suffolk County, 23.7% of the dollars are in low-income census tracts and 34.3% are in moderate-income census tracts. Middle-income census tracts received 19.6%, and upper-income tracts received the highest percent, of 22.4%.

Sovereign Bank Small Business Loans

In Suffolk County, Sovereign Bank originated the largest number of its small business loans in the low and moderate-income census tracts (269 or 65.1%). Middle-income census tracts received 62, or 15.5%, and upper-income received 78, or 19.5%.

The dollar amount of small business loans follows a similar distribution to the number of small business loans: low (30.1%), moderate (43.2%), upper (15.2%) and middle (11.5%). Sovereign Bank originated 73.4% of its small business loan dollars to low and moderate-income census tracts.

Sovereign Bank compared to Suffolk County

Aggregate

Sovereign Bank accounts for 2.7% of small business loans in Suffolk County and 10.5% of small business dollars loaned.





Wainwright Bank



Wainwright Bank

Distribution of Small Business Loans by Income Category of the Census Tract								
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	10	343	5	958	3	2750	16	2301
Moderate	4	100	1	150	9	5768	9	2255
Middle	2	110	0	0	4	2350	3	460
Upper	12	475	10	1716	13	7155	25	3372
Total	28	1028	16	2824	29	18023	53	8388

Source: U.S. Census, CRA Data for 2002

Table 25: CY2002 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2002 Aggregate Lending Data (% of #)		2002 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	3111	23.7%	18	24.7%	0.6%
Moderate	5286	34.3%	14	19.2%	0.3%
Middle	3136	19.6%	6	8.2%	0.2%
Upper	3393	22.4%	35	47.9%	1.0%
Total	14926	100.0%	73	100.0%	0.5%

Source: U.S. Census, CRA Data (2002) and CRA Aggregate Data for 2002

Table 26: Number of CY2002 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.

Distribution of the Dollar Amount of Small Business Loans					
Census Tract Income Level	2002 Aggregate Lending Data (% of \$)		2002 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	126316	36.7%	4051	18.5%	3.2%
Moderate	163114	24.3%	6018	27.5%	3.7%
Middle	50046	13.4%	2460	11.2%	4.9%
Upper	152418	25.6%	9346	42.7%	6.1%
Total	491894	100.0%	21875	99.9%	4.4%

Source: U.S. Census, CRA Data (2002) and CRA Aggregate Data for 2002

Table 27: Total Dollar Amount of CY2002 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 favorable percentage for low and moderate-income census tracts. Of all the small business loans originated in Suffolk County, 23.7% of the dollars are in low-income census tracts and 34.3% are in moderate-income census tracts. Middle-income census tracts received 19.6%, and upper-income tracts received the highest percent, of 22.4%.

Wainwright Bank Small Business Loans

In Suffolk County, Wainwright Bank originated 43.9% of its small business loans, by number, to low and moderate-income levels. Middle-income census tracts received 6 loans or 8.2%. Upper-income census tracts received 35 loans or 47.9%

The dollar amounts of small business loans follows a similar distribution: Low-income (18.5%), moderate-income (19.2%), middle-income (8.2) and upper-income (42.7%).

Wainwright Bank compared to Suffolk County Aggregate

Wainwright Bank accounts for 0.5% by number of small business loans in Suffolk County and 4.4% by dollar amount.





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NobleAssociates prepared this document for the City of Boston.

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