



# 2006 LINKED DEPOSIT BANKING REPORT TO THE MAYOR

ADDENDUM: SMALL BUSINESS LOANS





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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 2006 among the nine banks included in the City of Boston 2006 Linked Deposit Banking Report to the Mayor. The small business loan activity of these banks in the year 2006 is also compared to the 2006 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 2006 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 are:

- Bank of America
- Boston Private Bank
- Cathay Bank
- Century Bank and Trust
- Citizens Bank of Massachusetts
- East Boston Savings Bank
- Eastern Bank
- JPMorgan Chase Bank
- Sovereign Bank

No CRA Data was available for small business loans among the following banks included in the City of Boston 2006 Linked Deposit Banking Report to the Mayor:

- OneUnited Bank
- Hyde Park Cooperative Bank
- Hyde Park Savings Bank
- Mellon Bank
- Mt. Washington Bank
- Wainwright Bank





## Bank of America

**Bank of America**

<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 ≤ \$100,000</b>		<b>Loan Amount at Origination &gt; \$100,000 but ≤ \$250,000</b>		<b>Loan Amount at Origination &gt; \$250,000</b>		<b>Loans to Businesses with Gross Annual Revenues ≤ \$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>	61	2626	15	3080	14	8557	38	1569
<b>Moderate</b>	59	2490	8	1850	11	5389	38	1726
<b>Middle</b>	56	2388	10	1699	11	7795	33	3875
<b>Upper</b>	63	3454	15	2595	25	15415	30	4351
<b>Total</b>	239	10958	48	9224	61	37156	139	11521

Source: U.S. Census, CRA Data for 2006

Table 16: CY2006 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>2006 Aggregate Lending Data (% of #)</b>		<b>2006 Bank Data (% of #)</b>		<b>Bank Compared to Aggregate</b>
	<b>#</b>	<b>%</b>	<b>#</b>	<b>%</b>	<b>%</b>
<b>Low</b>	5115	13.67%	128	26.28%	2.5%
<b>Moderate</b>	9394	25.11%	116	23.82%	1.2%
<b>Middle</b>	13979	37.37%	110	22.59%	0.8%
<b>Upper</b>	8918	23.84%	133	27.31%	1.5%
<b>Total</b>	37406	100.00%	487	100.00%	1.3%

Source: U.S. Census, CRA Data (2006) and CRA Aggregate Data for 2006

Table 17: Number of CY2006 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>2006 Aggregate Lending Data (% of \$)</b>		<b>2006 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>	117020	15.85%	15832	22.99%	13.5%
<b>Moderate</b>	166797	22.60%	11455	16.64%	6.9%
<b>Middle</b>	262987	35.63%	15757	22.88%	6.0%
<b>Upper</b>	191312	25.92%	25815	37.49%	13.5%
<b>Total</b>	738116	100.00%	68859	100.00%	9.3%

Source: U.S. Census, CRA Data (2006) and CRA Aggregate Data for 2006

Table 18: Total Dollar Amount of CY2006 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 2006 small business loan activity, by dollar amount across Suffolk County, shows a concentration of loan dollars in middle- and upper-income census tracts, which received 35.6% and 25.9% of loan dollars respectively. Moderate-income census tracts received 22.6% of loan dollars, and low-income census tracts received the least, 15.8%. This represents a continuation of 2004 and 2005's trends of small business lending dollars migrating away from low- and moderate-income census tracts. In 2004, these census tracts received 56.4% of loan dollars; in 2005, 49.5%; and in 2006, 38.4%—a drop of 18% in two years. This has been mirrored by a 19.8% increase in loan dollars originated to upper-income census tracts in the same period (from 6.1% in 2004 to 25.9% in 2008).

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

In Suffolk County, Bank of America's loans by number were evenly distributed across income tracts. Upper-income tracts received 133 loans, or 27.3%; middle-income tracts received 110 loans, or 22.6%; moderate-income tracts received 116, or 23.83%; and low-income tracts received 128, or 26.3%.

The dollar distribution of loans followed similar patterns: upper-income census tracts received 37.5% of loan dollars, while moderate-income tracts received only 16.7%. Low- and middle-income tracts received 30.0% and 29.9% of loan dollars respectively.

This distribution represents a marked change since 2005, when low-income tracts received 15.5% of loans and 15.1% of loan dollars.

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

Bank of America accounts for 4.1% of small business loans in Suffolk County by number, but 9.3% by dollar volume.



## Boston Private Bank

**Boston Private 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>	22	1401	6	1132	9	5400	10	1230
<b>Moderate</b>	3	67	3	520	1	896	3	152
<b>Middle</b>	10	777	4	793	11	5900	14	3550
<b>Upper</b>	26	1496	17	2959	23	12841	22	4772
<b>Total</b>	61	3741	30	5404	44	25037	49	9704

Source: U.S. Census, CRA Data for 2006

Table 1: CY2006 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>2006 Aggregate Lending Data (% of #)</b>		<b>2006 Bank Data (% of #)</b>		<b>Bank Compared to Aggregate</b>
	<b>#</b>	<b>%</b>	<b>#</b>	<b>%</b>	<b>%</b>
<b>Low</b>	5115	13.67%	47	25.54%	0.9%
<b>Moderate</b>	9394	25.11%	10	5.43%	0.1%
<b>Middle</b>	13979	37.37%	39	21.20%	0.3%
<b>Upper</b>	8918	23.84%	88	47.83%	1.0%
<b>Total</b>	37406	100.00%	184	100.00%	0.5%

Source: U.S. Census, CRA Data (2006) and CRA Aggregate Data for 2006

Table 2: Number of CY2006 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>2006 Aggregate Lending Data (% of \$)</b>		<b>2006 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>	117020	15.85%	9163	20.88%	7.8%
<b>Moderate</b>	166797	22.60%	1635	3.73%	1.0%
<b>Middle</b>	262987	35.63%	11020	25.11%	4.2%
<b>Upper</b>	191312	25.92%	22068	50.28%	11.5%
<b>Total</b>	738116	100.00%	43886	100.00%	5.9%

Source: U.S. Census, CRA Data (2006) and CRA Aggregate Data for 2006

Table 3: Total Dollar Amount of CY2006 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 2006 small business loan activity, by dollar amount across Suffolk County, shows a concentration of loan dollars in middle- and upper-income census tracts, which received 35.6% and 25.9% of loan dollars respectively. Moderate-income census tracts received 22.6% of loan dollars, and low-income census tracts received the least, 15.8%. This represents a continuation of 2004 and 2005's trends of small business lending dollars migrating away from low- and moderate-income census tracts. In 2004, these census tracts received 56.4% of loan dollars; in 2005, 49.5%; and in 2006, 38.4%—a drop of 18% in two years. This has been mirrored by a 19.8% increase in loan dollars originated to upper-income census tracts in the same period (from 6.1% in 2004 to 25.9% in 2008).

### **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 (88 or 47.8%). The low-income tract received a smaller number of loans (47 or 25.5%). Moderate- and middle-income census tracts received the lowest number (49 or 26.6%).

The dollar amount of small business loans followed a similar distribution pattern across the income levels: upper (50.3%), middle (25.1%), low (20.9%) and moderate (3.73%).

### **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 (0.5%). However, Boston Private Bank accounts for 5.9% of the small business loan dollars.



## Cathay Bank

**Cathay 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>	3	115	0	0	2	666	1	40
<b>Moderate</b>	1	50	0	0	0	0	1	50
<b>Middle</b>	1	50	0	0	0	0	0	0
<b>Upper</b>	1	50	1	249	0	0	1	249
<b>Total</b>	6	265	1	249	2	666	3	339

Source: U.S. Census, CRA Data for 2006

Table 1: CY2006 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>2006 Aggregate Lending Data (% of #)</b>		<b>2006 Bank Data (% of #)</b>		<b>Bank Compared to Aggregate</b>
	<b>#</b>	<b>%</b>	<b>#</b>	<b>%</b>	<b>%</b>
<b>Low</b>	5115	13.67%	6	50.00%	0.1%
<b>Moderate</b>	9394	25.11%	2	16.67%	0.0%
<b>Middle</b>	13979	37.37%	1	8.33%	0.0%
<b>Upper</b>	8918	23.84%	3	25.00%	0.0%
<b>Total</b>	37406	100.00%	12	100.00%	0.0%

Source: U.S. Census, CRA Data (2006) and CRA Aggregate Data for 2006

Table 2: Number of CY2006 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>2006 Aggregate Lending Data (% of \$)</b>		<b>2006 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>	117020	15.85%	821	54.05%	0.7%
<b>Moderate</b>	166797	22.60%	100	6.58%	0.1%
<b>Middle</b>	262987	35.63%	50	3.29%	0.0%
<b>Upper</b>	191312	25.92%	548	36.08%	0.3%
<b>Total</b>	738116	100.00%	1519	100.00%	0.2%

Source: U.S. Census, CRA Data (2006) and CRA Aggregate Data for 2006

Table 3: Total Dollar Amount of CY2006 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 2006 small business loan activity, by dollar amount across Suffolk County, shows a concentration of loan dollars in middle- and upper-income census tracts, which received 35.6% and 25.9% of loan dollars respectively. Moderate-income census tracts received 22.6% of loan dollars, and low-income census tracts received the least, 15.8%. This represents a continuation of 2004 and 2005's trends of small business lending dollars migrating away from low- and moderate-income census tracts. In 2004, these census tracts received 56.4% of loan dollars; in 2005, 49.5%; and in 2006, 38.4%—a drop of 18% in two years. This has been mirrored by a 19.8% increase in loan dollars originated to upper-income census tracts in the same period (from 6.1% in 2004 to 25.9% in 2008).

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

In Suffolk County, Cathay Bank originated half of its small business loans (6 or 50.0%) in low-income census tracts. The bank made three small-business loans in upper-income tracts, and three in moderate- or middle-income tracts.

The dollar amounts of the bank's small-business loans follow similar patterns: lower (54.1%), upper (36.1%), moderate (6.6%), and middle (3.3%).

This marks a significant change from 2005, when low-income census tracts received 76.9% of loans and 94.4% of loan dollars.

### **Cathay Bank compared to Suffolk County**

#### **Aggregate**

Cathay Bank accounts for a small percentage of the number of small business loans in Suffolk County (0.0%). Cathay Bank accounts for 0.7% of the small business loan dollars. This marks a decrease in small-business lending since 2004, when Cathay Bank accounted for 4.2% of small business loan dollars.



## Century Bank & Trust

**Century Bank & Trust**

<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>	15	711	8	1564	7	4385	10	1430
<b>Moderate</b>	17	808	3	595	9	4671	14	2887
<b>Middle</b>	21	847	6	1085	4	2480	14	1281
<b>Upper</b>	9	429	0	0	11	6350	7	1515
<b>Total</b>	62	2795	17	3244	31	17886	45	7113

Source: U.S. Census, CRA Data for 2006

Table 4: CY2006 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>2006 Aggregate Lending Data (% of #)</b>		<b>2006 Bank Data (% of #)</b>		<b>Bank Compared to Aggregate</b>
	<b>#</b>	<b>%</b>	<b>#</b>	<b>%</b>	<b>%</b>
<b>Low</b>	5115	13.67%	40	25.81%	0.8%
<b>Moderate</b>	9394	25.11%	43	27.74%	0.5%
<b>Middle</b>	13979	37.37%	45	29.03%	0.3%
<b>Upper</b>	8918	23.84%	27	17.42%	0.3%
<b>Total</b>	37406	100.00%	155	100.00%	0.4%

Source: U.S. Census, CRA Data (2006) and CRA Aggregate Data for 2006

Table 5: Number of CY2006 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>2006 Aggregate Lending Data (% of \$)</b>		<b>2006 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>	117020	15.85%	8090	26.06%	6.9%
<b>Moderate</b>	166797	22.60%	8961	28.87%	5.4%
<b>Middle</b>	262987	35.63%	5693	18.34%	2.2%
<b>Upper</b>	191312	25.92%	8294	26.72%	4.3%
<b>Total</b>	738116	100.00%	31038	100.00%	4.2%

Source: U.S. Census, CRA Data (2006) and CRA Aggregate Data for 2006

Table 6: Total Dollar Amount of CY2006 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 2006 small business loan activity, by dollar amount across Suffolk County, shows a concentration of loan dollars in middle- and upper-income census tracts, which received 35.6% and 25.9% of loan dollars respectively. Moderate-income census tracts received 22.6% of loan dollars, and low-income census tracts received the least, 15.8%. This represents a continuation of 2004 and 2005's trends of small business lending dollars migrating away from low- and moderate-income census tracts. In 2004, these census tracts received 56.4% of loan dollars; in 2005, 49.5%; and in 2006, 38.4%—a drop of 18% in two years. This has been mirrored by a 19.8% increase in loan dollars originated to upper-income census tracts in the same period (from 6.1% in 2004 to 25.9% in 2008).

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

In Suffolk County, Century Bank originated 53.6% of its small business loans in low- and moderate-income census tracts. 29.0% of loans went to middle-income tracts; upper-income tracts received only 17.4% of loans by number.

The distribution of loan dollars followed similar lines, though slightly favoring upper-income census tracts (26.7% of loan dollars. Low- and moderate-income census tracts received 44.9% of loan dollars, and middle-income tracts received 18.3%).

#### **Century Bank compared to Suffolk County**

##### **Aggregate**

Century Bank accounts for a small percentage of the number of small business loans in Suffolk County (0.4%). Century Bank accounts for 4.2% of the dollars of small business loans.



## Citizens Bank

**Citizens Bank of Massachusetts**

<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 ≤ \$100,000</b>		<b>Loan Amount at Origination &gt; \$100,000 but ≤ \$250,000</b>		<b>Loan Amount at Origination &gt; \$250,000</b>		<b>Loans to Businesses with Gross Annual Revenues ≤ \$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>	162	6085	42	7786	44	24973	117	7179
<b>Moderate</b>	259	7173	15	2804	40	22419	195	5837
<b>Middle</b>	176	6336	26	5108	31	16111	139	5375
<b>Upper</b>	181	7829	31	6231	58	33922	137	9169
<b>Total</b>	778	27423	114	21929	173	97425	588	27560

Source: U.S. Census, CRA Data for 2006

Table 7: CY2006 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>2006 Aggregate Lending Data (% of #)</b>		<b>2006 Bank Data (% of #)</b>		<b>Bank Compared to Aggregate</b>
	<b>#</b>	<b>%</b>	<b>#</b>	<b>%</b>	<b>%</b>
<b>Low</b>	5115	13.67%	365	22.08%	7.1%
<b>Moderate</b>	9394	25.11%	509	30.79%	5.4%
<b>Middle</b>	13979	37.37%	372	22.50%	2.7%
<b>Upper</b>	8918	23.84%	407	24.62%	4.6%
<b>Total</b>	37406	100.00%	1653	100.00%	4.4%

Source: U.S. Census, CRA Data (2006) and CRA Aggregate Data for 2006

Table 8: Number of CY2006 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>2006 Aggregate Lending Data (% of \$)</b>		<b>2006 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>	117020	15.85%	46023	26.40%	39.3%
<b>Moderate</b>	166797	22.60%	38233	21.93%	22.9%
<b>Middle</b>	262987	35.63%	32930	18.89%	12.5%
<b>Upper</b>	191312	25.92%	57151	32.78%	29.9%
<b>Total</b>	738116	100.00%	174337	100.00%	23.6%

Source: U.S. Census, CRA Data (2006) and CRA Aggregate Data for 2006

Table 9: Total Dollar Amount of CY2006 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 2006 small business loan activity, by dollar amount across Suffolk County, shows a concentration of loan dollars in middle- and upper-income census tracts, which received 35.6% and 25.9% of loan dollars respectively. Moderate-income census tracts received 22.6% of loan dollars, and low-income census tracts received the least, 15.8%. This represents a continuation of 2004 and 2005's trends of small business lending dollars migrating away from low- and moderate-income census tracts. In 2004, these census tracts received 56.4% of loan dollars; in 2005, 49.5%; and in 2006, 38.4%—a drop of 18% in two years. This has been mirrored by a 19.8% increase in loan dollars originated to upper-income census tracts in the same period (from 6.1% in 2004 to 25.9% in 2008).

#### **Citizens Bank of Massachusetts Small Business Loans**

In Suffolk County, Citizens Bank of Massachusetts originated its largest number of small business loans in moderate-income census tracts (509 or 30.8%). Upper-income census tracts received 407 or 24.6%. Middle-income tracts received 372 or 22.5%, and low-income tracts received 365 or 22.1%.

The dollar distribution of Citizens Bank's small business loans slightly favored low- and upper-income census tracts: they received 26.4% and 32.8% of loan dollars, respectively. Moderate-income tracts received 21.9%, and middle-income tracts received 18.9%.

#### **Citizens Bank of Massachusetts compared to Suffolk County Aggregate**

Citizens Bank of Massachusetts accounts for 4.4% of small business loans by number, and 23.6% by dollar amount, making it one of Suffolk County's largest small business lenders. Significantly, Citizens Bank accounts for 39.3% of all low-income census tract small business loan dollars in Suffolk County.



## East Boston Savings Bank



**East Boston Savings 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 ≤ \$100,000</b>		<b>Loan Amount at Origination &gt; \$100,000 but ≤ \$250,000</b>		<b>Loan Amount at Origination &gt; \$250,000</b>		<b>Loans to Businesses with Gross Annual Revenues ≤ \$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>	0	0	0	0	1	443	1	443
<b>Moderate</b>	1	41	3	542	6	2874	10	3457
<b>Middle</b>	1	35	0	0	0	0	1	35
<b>Upper</b>	0	0	0	0	0	0	0	0
<b>Total</b>	2	76	3	542	7	3317	12	3935

Source: U.S. Census, CRA Data for 2006

Table 10: CY2006 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>2006 Aggregate Lending Data (% of #)</b>		<b>2006 Bank Data (% of #)</b>		<b>Bank Compared to Aggregate</b>
	<b>#</b>	<b>%</b>	<b>#</b>	<b>%</b>	<b>%</b>
<b>Low</b>	5115	13.67%	2	8.33%	0.0%
<b>Moderate</b>	9394	25.11%	20	83.33%	0.2%
<b>Middle</b>	13979	37.37%	2	8.33%	0.0%
<b>Upper</b>	8918	23.84%	0	0.00%	0.0%
<b>Total</b>	37406	100.00%	24	100.00%	0.1%

Source: U.S. Census, CRA Data (2006) and CRA Aggregate Data for 2006

Table 11: Number of CY2006 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>2006 Aggregate Lending Data (% of \$)</b>		<b>2006 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>	117020	15.85%	886	11.26%	0.8%
<b>Moderate</b>	166797	22.60%	6914	87.85%	4.1%
<b>Middle</b>	262987	35.63%	70	0.89%	0.0%
<b>Upper</b>	191312	25.92%	0	0.00%	0.0%
<b>Total</b>	738116	100.00%	7870	100.00%	1.1%

Source: U.S. Census, CRA Data (2006) and CRA Aggregate Data for 2006

Table 12: Total Dollar Amount of CY2006 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 2006 small business loan activity, by dollar amount across Suffolk County, shows a concentration of loan dollars in middle- and upper-income census tracts, which received 35.6% and 25.9% of loan dollars respectively. Moderate-income census tracts received 22.6% of loan dollars, and low-income census tracts received the least, 15.8%. This represents a continuation of 2004 and 2005's trends of small business lending dollars migrating away from low- and moderate-income census tracts. In 2004, these census tracts received 56.4% of loan dollars; in 2005, 49.5%; and in 2006, 38.4%—a drop of 18% in two years. This has been mirrored by a 19.8% increase in loan dollars originated to upper-income census tracts in the same period (from 6.1% in 2004 to 25.9% in 2008).

#### **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 (20 out of 24 loans, or 83.3%). Middle-income and low-income census tracts each received 2 loans (8.3% each). East Boston Savings Bank originated no loans in upper-income census tracts.

The dollar amount of the bank's loans followed a similar distribution: 89.9% of loan dollars went to moderate-income tracts, while 11.39% went to low-income tracts. 0.9% of loan dollars went to low-income census tracts.

These numbers closely follow 2004 and 2005 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 (0.1%). However, East Boston Savings Bank accounts for 1.1% 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>								
<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>	16	943	11	2030	20	13925	9	2494
<b>Moderate</b>	22	776	11	1820	7	3759	17	2440
<b>Middle</b>	15	538	15	3052	17	10843	11	2419
<b>Upper</b>	13	641	12	2118	13	7333	7	2677
<b>Total</b>	66	2898	49	9020	57	35860	44	10030

Source: U.S. Census, CRA Data for 2006

Table 13: CY2006 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>2006 Aggregate Lending Data (% of #)</b>		<b>2006 Bank Data (% of #)</b>		<b>Bank Compared to Aggregate</b>
	<b>#</b>	<b>%</b>	<b>#</b>	<b>%</b>	<b>%</b>
<b>Low</b>	5115	13.67%	56	25.93%	1.1%
<b>Moderate</b>	9394	25.11%	57	26.39%	0.6%
<b>Middle</b>	13979	37.37%	58	26.85%	0.4%
<b>Upper</b>	8918	23.84%	45	20.83%	0.5%
<b>Total</b>	37406	100.00%	216	100.00%	0.6%

Source: U.S. Census, CRA Data (2006) and CRA Aggregate Data for 2006

Table 14: Number of CY2006 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>2006 Aggregate Lending Data (% of \$)</b>		<b>2006 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>	117020	15.85%	19392	33.55%	16.6%
<b>Moderate</b>	166797	22.60%	8795	15.21%	5.3%
<b>Middle</b>	262987	35.63%	16852	29.15%	6.4%
<b>Upper</b>	191312	25.92%	12769	22.09%	6.7%
<b>Total</b>	738116	100.00%	57808	100.00%	7.8%

Source: U.S. Census, CRA Data (2006) and CRA Aggregate Data for 2006

Table 15: Total Dollar Amount of CY2006 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 2006 small business loan activity, by dollar amount across Suffolk County, shows a concentration of loan dollars in middle- and upper-income census tracts, which received 35.6% and 25.9% of loan dollars respectively. Moderate-income census tracts received 22.6% of loan dollars, and low-income census tracts received the least, 15.8%. This represents a continuation of 2004 and 2005's trends of small business lending dollars migrating away from low- and moderate-income census tracts. In 2004, these census tracts received 56.4% of loan dollars; in 2005, 49.5%; and in 2006, 38.4%—a drop of 18% in two years. This has been mirrored by a 19.8% increase in loan dollars originated to upper-income census tracts in the same period (from 6.1% in 2004 to 25.9% in 2008).

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

In Suffolk County, Eastern Bank's small business loan numbers were evenly distributed across income tracts: low (52 or 24.3%), moderate (57 or 26.6%), middle (60 or 28.0%), and upper (45 or 21.0%).

The bank's small business loan dollars were more heavily concentrated in middle-income census tracts, which received 37.9% of loan dollars. Low-income and upper-income tracts received 26.1% and 23.8% of loan dollars respectively. Moderate-income tracts received the least number of loan dollars (12.2%).

#### **Eastern Bank compared to Suffolk County**

##### **Aggregate**

Eastern Bank accounts for 0.6% of small business loans in Suffolk County by number of loans and 7.8% 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 ≤ \$100,000</b>		<b>Loan Amount at Origination &gt; \$100,000 but ≤ \$250,000</b>		<b>Loan Amount at Origination &gt; \$250,000</b>		<b>Loans to Businesses with Gross Annual Revenues ≤ \$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>	12	410	1	103	0	0	0	0
<b>Moderate</b>	21	714	0	0	0	0	0	0
<b>Middle</b>	22	837	1	121	0	0	0	0
<b>Upper</b>	8	271	3	575	2	635	1	200
<b>Total</b>	63	2232	5	799	2	635	1	200

Source: U.S. Census, CRA Data for 2006

Table 25: CY2006 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>2006 Aggregate Lending Data (% of #)</b>		<b>2006 Bank Data (% of #)</b>		<b>Bank Compared to Aggregate</b>
	<b>#</b>	<b>%</b>	<b>#</b>	<b>%</b>	<b>%</b>
<b>Low</b>	5115	13.67%	13	18.31%	0.3%
<b>Moderate</b>	9394	25.11%	21	29.58%	0.2%
<b>Middle</b>	13979	37.37%	23	32.39%	0.2%
<b>Upper</b>	8918	23.84%	14	19.72%	0.2%
<b>Total</b>	37406	100.00%	71	100.00%	0.2%

Source: U.S. Census, CRA Data (2006) and CRA Aggregate Data for 2006

Table 26: Number of CY2006 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>2006 Aggregate Lending Data (% of \$)</b>		<b>2006 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>	117020	15.85%	513	13.27%	0.4%
<b>Moderate</b>	166797	22.60%	714	18.47%	0.4%
<b>Middle</b>	262987	35.63%	958	24.78%	0.4%
<b>Upper</b>	191312	25.92%	1681	43.48%	0.9%
<b>Total</b>	738116	100.00%	3866	100.00%	0.5%

Source: U.S. Census, CRA Data (2006) and CRA Aggregate Data for 2006

Table 27: Total Dollar Amount of CY2006 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 2006 small business loan activity, by dollar amount across Suffolk County, shows a concentration of loan dollars in middle- and upper-income census tracts, which received 35.6% and 25.9% of loan dollars respectively. Moderate-income census tracts received 22.6% of loan dollars, and low-income census tracts received the least, 15.8%. This represents a continuation of 2004 and 2005's trends of small business lending dollars migrating away from low- and moderate-income census tracts. In 2004, these census tracts received 56.4% of loan dollars; in 2005, 49.5%; and in 2006, 38.4%—a drop of 18% in two years. This has been mirrored by a 19.8% increase in loan dollars originated to upper-income census tracts in the same period (from 6.1% in 2004 to 25.9% in 2008).

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

In Suffolk County, the number of small business loans originated by JPMorgan Chase Bank were distributed fairly evenly across income tracts: low (21 or 24.1%), moderate (26 or 29.9%), middle (18 or 20.7%), and upper (22 or 25.3%).

The bank's small business loan dollars, however, were heavily concentrated in moderate-income census tracts: they received 49.5% of all loan dollars. Low-income geographies received 22.3%, while middle- and upper-income tracts received 13.15% and 15.1% respectively.

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

JPMorgan Chase Bank accounts for 0.2% by number of small business loans in Suffolk County and 0.5% by dollar amount.





## Sovereign Bank

**Sovereign 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>	68	3248	12	2545	13	7784	59	3255
<b>Moderate</b>	109	4746	9	1362	12	5268	101	6852
<b>Middle</b>	71	3206	10	1800	8	4349	52	2046
<b>Upper</b>	60	2887	7	1254	9	4250	38	1677
<b>Total</b>	308	14087	38	6961	42	21651	250	13830

Source: U.S. Census, CRA Data for 2006

Table 22: CY2006 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>2006 Aggregate Lending Data (% of #)</b>		<b>2006 Bank Data (% of #)</b>		<b>Bank Compared to Aggregate</b>
	<b>#</b>	<b>%</b>	<b>#</b>	<b>%</b>	<b>%</b>
<b>Low</b>	5115	13.67%	152	23.82%	3.0%
<b>Moderate</b>	9394	25.11%	231	36.21%	2.5%
<b>Middle</b>	13979	37.37%	141	22.10%	1.0%
<b>Upper</b>	8918	23.84%	114	17.87%	1.3%
<b>Total</b>	37406	100.00%	638	100.00%	1.7%

Source: U.S. Census, CRA Data (2006) and CRA Aggregate Data for 2006

Table 23: Number of CY2006 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>2006 Aggregate Lending Data (% of \$)</b>		<b>2006 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>	117020	15.85%	16832	29.78%	14.4%
<b>Moderate</b>	166797	22.60%	18228	32.25%	10.9%
<b>Middle</b>	262987	35.63%	11401	20.17%	4.3%
<b>Upper</b>	191312	25.92%	10068	17.81%	5.3%
<b>Total</b>	738116	100.00%	56529	100.00%	7.7%

Source: U.S. Census, CRA Data (2006) and CRA Aggregate Data for 2006

Table 24: Total Dollar Amount of CY2006 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 2006 small business loan activity, by dollar amount across Suffolk County, shows a concentration of loan dollars in middle- and upper-income census tracts, which received 35.6% and 25.9% of loan dollars respectively. Moderate-income census tracts received 22.6% of loan dollars, and low-income census tracts received the least, 15.8%. This represents a continuation of 2004 and 2005's trends of small business lending dollars migrating away from low- and moderate-income census tracts. In 2004, these census tracts received 56.4% of loan dollars; in 2005, 49.5%; and in 2006, 38.4%—a drop of 18% in two years. This has been mirrored by a 19.8% increase in loan dollars originated to upper-income census tracts in the same period (from 6.1% in 2004 to 25.9% in 2008).

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

In Suffolk County, Sovereign Bank originated the largest number of its small business loans in moderate-income census tracts (159 or 32.06%). Middle-income census tracts received 121 or 24.4%, and low-income tracts received 118 or 23.8%. Upper-income tracts received the fewest loans: 98 or 19.8%.

The dollar amount of small business loans more heavily favored the low-income census tracts: they received 30.6% of loan dollars. Moderate-income tracts received 28.0% of loan dollars; upper-income tracts received 21.8%. Middle-income tracts received the fewest loan dollars (19.6%).

#### **Sovereign Bank compared to Suffolk County**

##### **Aggregate**

Sovereign Bank accounts for 1.7% of small business loans in Suffolk County and 7.7% of small business dollars loaned.



## NobleAssociates



**NobleAssociates**

120 Coolidge Street  
Brookline, MA 02446-5808  
(877) 975-1590 ☐ toll free  
jnoble@nobleassociates.com

NobleAssociates prepared this document for the City of Boston.

With over twenty years' collective Government Banking and Diversity Management experience, NobleAssociates is an independent, woman-owned and operated business. NobleAssociates 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.