



2011 Linked Deposit Banking Report to the Mayor

ADDENDUM: SMALL BUSINESS LOANS



CITY OF BOSTON





Prepared March 2013 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 2011 in twelve banks included in City of Boston 2011 Linked Deposit Banking Report to the Mayor. The small business loan activity of these banks in the year 2011 is also compared to the 2011 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 2011 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
- Bank of NY Mellon
- Boston Private Bank
- Cathay Bank
- Century Bank and Trust
- East Boston Savings Bank
- Eastern Bank
- JP Morgan Chase Bank
- RBS Citizens
- Sovereign Bank
- TD Bank
- Webster Bank

No CRA Data was available for small business loans for the following banks included in the City of Boston 2011 Linked Deposit Banking Report to the Mayor:

- Blue Hills Bank
- Commonwealth Cooperative Bank
- First Trade Union Bank
- OneUnited Bank



Bank of America



Bank of America

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	38	2053	12	2108	9	5660	3	935
Moderate	32	1810	15	2284	4	1850	1	100
Middle	41	2173	7	1115	15	8628	5	1653
Upper	47	2761	10	1956	18	9825	5	1048
Total	158	8797	44	7463	46	25963	14	3736

Source: U.S. Census, CRA Data for 2011

Table 16: CY2011 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2011 Aggregate Lending Data (% of #)		2011 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2889	19.54%	62	23.66%	2.1%
Moderate	4423	29.91%	52	19.85%	1.2%
Middle	3792	25.65%	68	25.95%	1.8%
Upper	3682	24.90%	80	30.53%	2.2%
Total	14786	100.00%	262	100.00%	1.8%

Source: U.S. Census, CRA Data (2011) and CRA Aggregate Data for 2011

Table 17: Number of CY2011 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	2011 Aggregate Lending Data (% of \$)		2011 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	128439	25.44%	10756	23.40%	8.4%
Moderate	113767	22.53%	6044	13.15%	5.3%
Middle	123101	24.38%	13569	29.52%	11.0%
Upper	139570	27.64%	15590	33.92%	11.2%
Total	504877	100.00%	45959	100.00%	9.1%

Source: U.S. Census, CRA Data (2011) and CRA Aggregate Data for 2011

Table 18: Total Dollar Amount of CY2011 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 2011 aggregate small business loan activity, by dollar amount across Suffolk County, is distributed very evenly across census tract income levels. Both lower-income census tracts and moderate-income census tracts received a favorable number of loan dollars: lower-income census tracts received 25.4% of loan dollars, while moderate-income census tracts received 22.5% of loan dollars. In 2011, middle-income census tracts received 24.4% of loan dollars, and upper-income census tracts received 27.6%. These numbers are very similar to 2010 small business lending patterns.

Bank of America Small Business Loans

In Suffolk County, Bank of America originated its small business loans fairly evenly across census tracts, with the exception of moderate-income census tracts, which received notably fewer loans, and fewer loan dollars, than other census tract income levels.

The bank originated 23.4% of its loan dollars in lower-income census tracts, while middle-income census tracts received 29.5% of loan dollars. Upper-income census tracts received the greatest share of loan dollars, at 33.9%. Moderate-income census tracts received the fewest loan dollars, or 13.2%.

The bank's distribution of loans followed similar patterns, though the numerical distribution of small business loans across census tracts was slightly more even. Lower-income census tracts received 23.7% of loans, while moderate-income census tracts received 19.9% (compared to 13.2% of loan dollars). Middle-income census tracts received 26.0% of loans by number, and upper-income census tracts again received the largest share of loans, at 30.5%.

This distribution of loans and loan dollars closely follows the overall distribution of loans and loan dollars in 2010.

Bank of America compared to Suffolk County Aggregate

Bank of America accounts for 1.8% of small business loans in Suffolk County by number, and 9.1% by dollar volume.



Bank of NY Mellon



Bank of NY Mellon

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	0	0	2	400	1	300	3	700
Moderate	0	0	0	0	1	500	1	500
Middle	0	0	0	0	0	0	0	0
Upper	3	226	0	0	0	0	3	226
Total	3	226	2	400	2	800	7	1426

Source: U.S. Census, CRA Data for 2011

Table 25: CY2011 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2011 Aggregate Lending Data (% of #)		2011 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2889	19.54%	6	42.86%	0.2%
Moderate	4423	29.91%	2	14.29%	0.0%
Middle	3792	25.65%	0	0.00%	0.0%
Upper	3682	24.90%	6	42.86%	0.2%
Total	14786	100.00%	14	100.00%	0.1%

Source: U.S. Census, CRA Data (2011) and CRA Aggregate Data for 2011

Table 26: Number of CY2011 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	2011 Aggregate Lending Data (% of \$)		2011 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	128439	25.44%	1400	49.09%	1.1%
Moderate	113767	22.53%	1000	35.06%	0.9%
Middle	123101	24.38%	0	0.00%	0.0%
Upper	139570	27.64%	452	15.85%	0.3%
Total	504877	100.00%	2852	100.00%	0.6%

Source: U.S. Census, CRA Data (2011) and CRA Aggregate Data for 2011

Table 27: Total Dollar Amount of CY2011 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 2011 aggregate small business loan activity, by dollar amount across Suffolk County, is distributed very evenly across census tract income levels. Both lower-income census tracts and moderate-income census tracts received a favorable number of loan dollars: lower-income census tracts received 25.4% of loan dollars, while moderate-income census tracts received 22.5% of loan dollars. In 2011, middle-income census tracts received 24.4% of loan dollars, and upper-income census tracts received 27.6%. These numbers are very similar to 2010 small business lending patterns.

Bank of NY Mellon Small Business Loans

Bank of NY Mellon originated 14 small business loans in Suffolk County in 2011. Lower-income census tracts received 6 of these loans, and upper-income census tracts also received 6 (42.9%). The bank originated two loans in moderate-income census tracts (14.3%). The bank originated no loans in middle-income census tracts in 2011.

The bank's distribution of small business loan dollars followed a different pattern. Lower-income census tracts received 49.1% of loans, consistent with the number of loans originated in these census tracts. Moderate-income census tracts received 35.1% of loan dollars (compared to 14.3% of loans by number), while upper-income census tracts received 15.9% of loan dollars (compared to 42.9% of loans by number).

Bank of NY Mellon compared to Suffolk County Aggregate

Mellon Chase Bank accounts for 0.1% of small business loans in Suffolk County by number, and 0.6% by dollar amount. This level of lending is consistent with the bank's 2010 lending levels in Suffolk County.





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	21	984	6	1060	15	9237	7	1604
Moderate	4	335	2	360	6	3375	2	785
Middle	6	339	8	1583	7	3750	3	496
Upper	30	1690	24	4138	24	11921	18	5058
Total	61	3348	40	7141	52	28283	30	7943

Source: U.S. Census, CRA Data for 2011

Table 1: CY2011 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2011 Aggregate Lending Data (% of #)		2011 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2889	19.54%	49	26.78%	1.7%
Moderate	4423	29.91%	14	7.65%	0.3%
Middle	3792	25.65%	24	13.11%	0.6%
Upper	3682	24.90%	96	52.46%	2.6%
Total	14786	100.00%	183	100.00%	1.2%

Source: U.S. Census, CRA Data (2011) and CRA Aggregate Data for 2011

Table 2: Number of CY2011 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	2011 Aggregate Lending Data (% of \$)		2011 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	128439	25.44%	12885	27.58%	10.0%
Moderate	113767	22.53%	4855	10.39%	4.3%
Middle	123101	24.38%	6168	13.20%	5.0%
Upper	139570	27.64%	22807	48.82%	16.3%
Total	504877	100.00%	46715	100.00%	9.3%

Source: U.S. Census, CRA Data (2011) and CRA Aggregate Data for 2011

Table 3: Total Dollar Amount of CY2011 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 2011 aggregate small business loan activity, by dollar amount across Suffolk County, is distributed very evenly across census tract income levels. Both lower-income census tracts and moderate-income census tracts received a favorable number of loan dollars: lower-income census tracts received 25.4% of loan dollars, while moderate-income census tracts received 22.5% of loan dollars. In 2011, middle-income census tracts received 24.4% of loan dollars, and upper-income census tracts received 27.6%. These numbers are very similar to 2010 small business lending patterns.

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 (96, or 52.5%). Lower-income census tracts received a smaller number of loans (49, or 26.8%). Moderate- and middle-income census tracts received the fewest loans, with 14 and 24, respectively.

The dollar amount of small business loans followed a similar distribution pattern across the income levels: upper (48.8%), lower (27.6%), moderate (10.4%) and middle (13.2%).

This distribution across census tracts is comparable to the bank's 2009 and 2010 lending patterns, and reflects both the bank's primary retail focus on high net worth individuals, and its commitment to community development lending.

Boston Private Bank compared to Suffolk County Aggregate

Boston Private Bank accounts for 1.2% of small business loans in Suffolk County. However, Boston Private Bank accounts for 9.3% of aggregate small business loan dollars.



Cathay Bank



Cathay 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	2	70	1	250	1	310	2	70
Moderate	0	0	0	0	0	0	0	0
Middle	0	0	0	0	0	0	0	0
Upper	0	0	1	225	0	0	0	0
Total	2	70	2	475	1	310	2	70

Source: U.S. Census, CRA Data for 2011

Table 1: CY2011 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2011 Aggregate Lending Data (% of #)		2011 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2889	19.54%	6	85.71%	0.2%
Moderate	4423	29.91%	0	0.00%	0.0%
Middle	3792	25.65%	0	0.00%	0.0%
Upper	3682	24.90%	1	14.29%	0.0%
Total	14786	100.00%	7	100.00%	0.0%

Source: U.S. Census, CRA Data (2011) and CRA Aggregate Data for 2011

Table 2: Number of CY2011 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	2011 Aggregate Lending Data (% of \$)		2011 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	128439	25.44%	700	75.68%	0.5%
Moderate	113767	22.53%	0	0.00%	0.0%
Middle	123101	24.38%	0	0.00%	0.0%
Upper	139570	27.64%	225	24.32%	0.2%
Total	504877	100.00%	925	100.00%	0.2%

Source: U.S. Census, CRA Data (2011) and CRA Aggregate Data for 2011

Table 3: Total Dollar Amount of CY2011 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 2011 aggregate small business loan activity, by dollar amount across Suffolk County, is distributed very evenly across census tract income levels. Both lower-income census tracts and moderate-income census tracts received a favorable number of loan dollars: lower-income census tracts received 25.4% of loan dollars, while moderate-income census tracts received 22.5% of loan dollars. In 2011, middle-income census tracts received 24.4% of loan dollars, and upper-income census tracts received 27.6%. These numbers are very similar to 2010 small business lending patterns.

Cathay Bank Small Business Loans

In Suffolk County, Cathay Bank originated very few small business loans in 2011. The bank originated only seven loans, all but one in low-income census tracts. The bank's remaining small-business loan was made in an upper-income census tract. The banks made no loans in middle- or moderate-income tracts.

Lower-income census tracts received 75.7% of the bank's small business loan dollars, while upper-income census tracts received 24.3% 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 2009 and 2010 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 (0.0%) and of small business loan dollars (0.2%). This is consistent with the bank's 2009 and 2010 lending levels.



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	155	1	150	0	0	2	65
Moderate	5	307	3	438	1	351	4	601
Middle	3	67	1	119	6	3447	5	736
Upper	6	129	4	735	2	769	6	378
Total	18	658	9	1442	9	4567	17	1780

Source: U.S. Census, CRA Data for 2011

Table 4: CY2011 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2011 Aggregate Lending Data (% of #)		2011 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2889	19.54%	7	13.21%	0.2%
Moderate	4423	29.91%	13	24.53%	0.3%
Middle	3792	25.65%	15	28.30%	0.4%
Upper	3682	24.90%	18	33.96%	0.5%
Total	14786	100.00%	53	100.00%	0.4%

Source: U.S. Census, CRA Data (2011) and CRA Aggregate Data for 2011

Table 5: Number of CY2011 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	2011 Aggregate Lending Data (% of \$)		2011 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	128439	25.44%	370	4.38%	0.3%
Moderate	113767	22.53%	1697	20.09%	1.5%
Middle	123101	24.38%	4369	51.72%	3.5%
Upper	139570	27.64%	2011	23.81%	1.4%
Total	504877	100.00%	8447	100.00%	1.7%

Source: U.S. Census, CRA Data (2011) and CRA Aggregate Data for 2011

Table 6: Total Dollar Amount of CY2011 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 2011 aggregate small business loan activity, by dollar amount across Suffolk County, is distributed very evenly across census tract income levels. Both lower-income census tracts and moderate-income census tracts received a favorable number of loan dollars: lower-income census tracts received 25.4% of loan dollars, while moderate-income census tracts received 22.5% of loan dollars. In 2011, middle-income census tracts received 24.4% of loan dollars, and upper-income census tracts received 27.6%. These numbers are very similar to 2010 small business lending patterns.

Century Bank Small Business Loans

In Suffolk County, Century Bank originated the majority of its loans (33, or 62.3%) in upper- and middle-income census tracts. Moderate-income census tracts received 13 or 24.5%, while lower-income census tracts received the smallest number of loans (7, or 13.2%).

The majority of the bank's loan dollars, however, were originated in middle-income census tracts, which received 51.7% of all loan dollars. Upper-income census tracts received 23.8% of loan dollars, and moderate-income census tracts received 20.1%. Lower-income census tracts received only 4.4% of small business loan dollars.

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 1.7% of the dollars of small business loans.



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	0	0	1	250	0	0	1	250
Moderate	2	112	5	1088	8	3478	10	3140
Middle	1	60	2	500	5	2226	7	2286
Upper	0	0	0	0	0	0	0	0
Total	3	172	8	1838	13	5704	18	5676

Source: U.S. Census, CRA Data for 2011

Table 10: CY2011 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2011 Aggregate Lending Data (% of #)		2011 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2889	19.54%	2	4.76%	0.1%
Moderate	4423	29.91%	25	59.52%	0.6%
Middle	3792	25.65%	15	35.71%	0.4%
Upper	3682	24.90%	0	0.00%	0.0%
Total	14786	100.00%	42	100.00%	0.3%

Source: U.S. Census, CRA Data (2011) and CRA Aggregate Data for 2011

Table 11: Number of CY2011 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	2011 Aggregate Lending Data (% of \$)		2011 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	128439	25.44%	500	3.73%	0.4%
Moderate	113767	22.53%	7818	58.39%	6.9%
Middle	123101	24.38%	5072	37.88%	4.1%
Upper	139570	27.64%	0	0.00%	0.0%
Total	504877	100.00%	13390	100.00%	2.7%

Source: U.S. Census, CRA Data (2011) and CRA Aggregate Data for 2011

Table 12: Total Dollar Amount of CY2011 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 2011 aggregate small business loan activity, by dollar amount across Suffolk County, is distributed very evenly across census tract income levels. Both lower-income census tracts and moderate-income census tracts received a favorable number of loan dollars: lower-income census tracts received 25.4% of loan dollars, while moderate-income census tracts received 22.5% of loan dollars. In 2011, middle-income census tracts received 24.4% of loan dollars, and upper-income census tracts received 27.6%. These numbers are very similar to 2010 small business lending patterns.

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 (25, or 59.5%). Middle-income census tracts received 15, or 35.7%, and low-income census tracts received 2, or 4.8%. East Boston Savings Bank originated no loans in upper-income census tracts.

The dollar amount of the bank's loans followed a similar distribution: 58.4% of loan dollars went to moderate-income tracts, while 37.9% went to middle-income tracts. 3.7% of loan dollars went to low-income census tracts.

This distribution of loans very closely follows the bank's 2009 and 2010 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 (0.3%). However, East Boston Savings Bank accounts for 2.7% 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	16	910	18	3491	27	15011	9	1589
Moderate	21	1133	7	1446	6	2330	16	1092
Middle	12	615	12	2249	9	5752	14	1711
Upper	19	1063	10	1735	15	7307	9	858
Total	68	3721	47	8921	57	30400	48	5250

Source: U.S. Census, CRA Data for 2011

Table 13: CY2011 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2011 Aggregate Lending Data (% of #)		2011 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2889	19.54%	70	31.82%	2.4%
Moderate	4423	29.91%	50	22.73%	1.1%
Middle	3792	25.65%	47	21.36%	1.2%
Upper	3682	24.90%	53	24.09%	1.4%
Total	14786	100.00%	220	100.00%	1.5%

Source: U.S. Census, CRA Data (2011) and CRA Aggregate Data for 2011

Table 14: Number of CY2011 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	2011 Aggregate Lending Data (% of \$)		2011 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	128439	25.44%	21001	43.49%	16.4%
Moderate	113767	22.53%	6001	12.43%	5.3%
Middle	123101	24.38%	10327	21.38%	8.4%
Upper	139570	27.64%	10963	22.70%	7.9%
Total	504877	100.00%	48292	100.00%	9.6%

Source: U.S. Census, CRA Data (2011) and CRA Aggregate Data for 2011

Table 15: Total Dollar Amount of CY2011 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 2011 aggregate small business loan activity, by dollar amount across Suffolk County, is distributed very evenly across census tract income levels. Both lower-income census tracts and moderate-income census tracts received a favorable number of loan dollars: lower-income census tracts received 25.4% of loan dollars, while moderate-income census tracts received 22.5% of loan dollars. In 2011, middle-income census tracts received 24.4% of loan dollars, and upper-income census tracts received 27.6%. These numbers are very similar to 2010 small business lending patterns.

Eastern Bank Small Business Loans

In Suffolk County, Eastern Bank originated the greatest number of small business loans in lower-income census tracts (70, or 31.8%). Upper-income census tracts received 53 loans, or 24.1%. Middle-income census tracts received 47, or 21.4%, while moderate-income census tracts received 50, or 22.7%.

The bank's small business loan dollars were more heavily concentrated in lower-income census tracts, which received nearly half of all loan dollars (43.5%). Upper-income census tracts received 22.7% of loan dollars, while middle-income and moderate-income census tracts received 21.4% and 12.4% of loan dollars respectively.

Eastern Bank compared to Suffolk County

Aggregate

Eastern Bank accounts for 1.5% of small business loans in Suffolk County by number of loans and 9.6% by dollar amount.



JPMorgan Chase Bank



JPMorgan Chase 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	4	84	0	0	0	0	0	0
Moderate	10	265	0	0	0	0	0	0
Middle	12	467	0	0	0	0	0	0
Upper	4	180	0	0	0	0	0	0
Total	30	996	0	0	0	0	0	0

Source: U.S. Census, CRA Data for 2011

Table 25: CY2011 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2011 Aggregate Lending Data (% of #)		2011 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2889	19.54%	4	13.33%	0.1%
Moderate	4423	29.91%	10	33.33%	0.2%
Middle	3792	25.65%	12	40.00%	0.3%
Upper	3682	24.90%	4	13.33%	0.1%
Total	14786	100.00%	30	100.00%	0.2%

Source: U.S. Census, CRA Data (2011) and CRA Aggregate Data for 2011

Table 26: Number of CY2011 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	2011 Aggregate Lending Data (% of \$)		2011 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	128439	25.44%	84	8.43%	0.1%
Moderate	113767	22.53%	265	26.61%	0.2%
Middle	123101	24.38%	467	46.89%	0.4%
Upper	139570	27.64%	180	18.07%	0.1%
Total	504877	100.00%	996	100.00%	0.2%

Source: U.S. Census, CRA Data (2011) and CRA Aggregate Data for 2011

Table 27: Total Dollar Amount of CY2011 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 2011 aggregate small business loan activity, by dollar amount across Suffolk County, is distributed very evenly across census tract income levels. Both lower-income census tracts and moderate-income census tracts received a favorable number of loan dollars: lower-income census tracts received 25.4% of loan dollars, while moderate-income census tracts received 22.5% of loan dollars. In 2011, middle-income census tracts received 24.4% of loan dollars, and upper-income census tracts received 27.6%. These numbers are very similar to 2010 small business lending patterns.

JPMorgan Chase Bank Small Business Loans

In Suffolk County in 2011, JPMorgan Chase Bank originated a small number of small business loans. The majority of the bank's loans (22, or 73.3%) were originated in moderate- and middle-income census tracts. Lower-income census tracts and upper-income census tracts received 4 loans each (13.3%).

The bank's small-business loan dollars were more heavily concentrated in middle-income census tracts: they received 46.9% of all loan dollars. Moderate-income census tracts received 26.6% of loan dollars, while upper- and lower-income census tracts received 18.1% and 8.4% respectively.

This lending distribution is similar to 2010 lending patterns.

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 0.2% by dollar amount.



RBS Citizens Bank, N.A.



RBS Citizens Bank, N.A.

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	82	1774	8	1362	12	6648	47	1576
Moderate	129	1654	6	1300	10	5290	76	2737
Middle	101	1672	8	1435	4	2650	50	1014
Upper	86	1757	8	1323	13	7280	50	2700
Total	398	6857	30	5420	39	21868	223	8027

Source: U.S. Census, CRA Data for 2011

Table 25: CY2011 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2011 Aggregate Lending Data (% of #)		2011 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2889	19.54%	149	21.59%	5.2%
Moderate	4423	29.91%	221	32.03%	5.0%
Middle	3792	25.65%	163	23.62%	4.3%
Upper	3682	24.90%	157	22.75%	4.3%
Total	14786	100.00%	690	100.00%	4.7%

Source: U.S. Census, CRA Data (2011) and CRA Aggregate Data for 2011

Table 26: Number of CY2011 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	2011 Aggregate Lending Data (% of \$)		2011 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	128439	25.44%	11360	26.94%	8.8%
Moderate	113767	22.53%	10981	26.04%	9.7%
Middle	123101	24.38%	6771	16.06%	5.5%
Upper	139570	27.64%	13060	30.97%	9.4%
Total	504877	100.00%	42172	100.00%	8.4%

Source: U.S. Census, CRA Data (2011) and CRA Aggregate Data for 2011

Table 27: Total Dollar Amount of CY2011 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 2011 aggregate small business loan activity, by dollar amount across Suffolk County, is distributed very evenly across census tract income levels. Both lower-income census tracts and moderate-income census tracts received a favorable number of loan dollars: lower-income census tracts received 25.4% of loan dollars, while moderate-income census tracts received 22.5% of loan dollars. In 2011, middle-income census tracts received 24.4% of loan dollars, and upper-income census tracts received 27.6%. These numbers are very similar to 2010 small business lending patterns.

RBS Citizens Bank Small Business Loans

In Suffolk County, the numbers of small business loans originated by RBS Citizens Bank were distributed fairly evenly across income tracts: lower (21.6%), moderate (32.0%), middle (23.6%), and upper (22.8%).

The bank's small-business loan dollars followed a similar distribution, but with a somewhat higher concentration of loan dollars in upper-income census tracts. Upper-income geographies received 31.0% of loan dollars, while middle-income census tracts received 16.1%. Moderate- and lower-income census tracts received 26.0% and 26.9% respectively.

RBS Citizens Bank, N.A. compared to Suffolk County Aggregate

RBS Citizens Bank, N.A. accounts for 4.7% of small business loans in Suffolk County by number, and 8.4% by dollar amount.



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	36	2244	8	1659	11	5126	21	1319
Moderate	41	2076	3	592	9	5076	34	2218
Middle	26	1353	5	1105	9	4705	20	1333
Upper	21	1168	5	950	9	5572	13	575
Total	124	6841	21	4306	38	20479	88	5445

Source: U.S. Census, CRA Data for 2011

Table 22: CY2011 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2011 Aggregate Lending Data (% of #)		2011 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2889	19.54%	76	28.04%	2.6%
Moderate	4423	29.91%	87	32.10%	2.0%
Middle	3792	25.65%	60	22.14%	1.6%
Upper	3682	24.90%	48	17.71%	1.3%
Total	14786	100.00%	271	100.00%	1.8%

Source: U.S. Census, CRA Data (2011) and CRA Aggregate Data for 2011

Table 23: Number of CY2011 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	2011 Aggregate Lending Data (% of \$)		2011 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	128439	25.44%	10348	27.91%	8.1%
Moderate	113767	22.53%	9962	26.87%	8.8%
Middle	123101	24.38%	8496	22.92%	6.9%
Upper	139570	27.64%	8265	22.30%	5.9%
Total	504877	100.00%	37071	100.00%	7.3%

Source: U.S. Census, CRA Data (2011) and CRA Aggregate Data for 2011

Table 24: Total Dollar Amount of CY2011 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 2011 aggregate small business loan activity, by dollar amount across Suffolk County, is distributed very evenly across census tract income levels. Both lower-income census tracts and moderate-income census tracts received a favorable number of loan dollars: lower-income census tracts received 25.4% of loan dollars, while moderate-income census tracts received 22.5% of loan dollars. In 2011, middle-income census tracts received 24.4% of loan dollars, and upper-income census tracts received 27.6%. These numbers are very similar to 2010 small business lending patterns.

Sovereign Bank Small Business Loans

In Suffolk County, Sovereign Bank originated the majority (60.1%) of its small business loans in the lower- and moderate-income census tracts. Middle-income census tracts received 22.1%, and upper-income census tracts received the fewest loans, 17.7%.

The dollar amount of the bank's small business loans is more evenly distributed across census tract income levels: lower-income census tracts received 27.9% of small business loan dollars, while moderate-income census tracts received 26.9%, middle-income census tracts received 22.9%, and upper-income census tracts received 22.3% of loan dollars.

Sovereign Bank compared to Suffolk County

Aggregate

Sovereign Bank accounts for 1.8% of small business loans in Suffolk County and 7.3% of small business dollars originated.



TD Bank



TD 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	22	721	1	250	3	1640	13	1721
Moderate	30	1485	2	300	0	0	12	446
Middle	12	655	3	505	3	1887	11	1917
Upper	19	936	2	364	4	1562	11	415
Total	83	3797	8	1419	10	5089	47	4499

Source: U.S. Census, CRA Data for 2011

Table 22: CY2011 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2011 Aggregate Lending Data (% of #)		2011 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2889	19.54%	39	26.35%	1.3%
Moderate	4423	29.91%	44	29.73%	1.0%
Middle	3792	25.65%	29	19.59%	0.8%
Upper	3682	24.90%	36	24.32%	1.0%
Total	14786	100.00%	148	100.00%	1.0%

Source: U.S. Census, CRA Data (2011) and CRA Aggregate Data for 2011

Table 23: Number of CY2011 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	2011 Aggregate Lending Data (% of \$)		2011 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	128439	25.44%	4332	29.26%	3.4%
Moderate	113767	22.53%	2231	15.07%	2.0%
Middle	123101	24.38%	4964	33.53%	4.0%
Upper	139570	27.64%	3277	22.14%	2.3%
Total	504877	100.00%	14804	100.00%	2.9%

Source: U.S. Census, CRA Data (2011) and CRA Aggregate Data for 2011

Table 24: Total Dollar Amount of CY2011 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 2011 aggregate small business loan activity, by dollar amount across Suffolk County, is distributed very evenly across census tract income levels. Both lower-income census tracts and moderate-income census tracts received a favorable number of loan dollars: lower-income census tracts received 25.4% of loan dollars, while moderate-income census tracts received 22.5% of loan dollars. In 2011, middle-income census tracts received 24.4% of loan dollars, and upper-income census tracts received 27.6%. These numbers are very similar to 2010 small business lending patterns.

TD Bank Small Business Loans

In Suffolk County, TD Bank originated the majority of its small business loans in lower-income and moderate-income census tracts (56.1%). Upper-income census tracts received 24.3%, while moderate-income census tracts received the fewest loans (19.6%).

The dollar amount of small business loans, however, favored middle- and upper-income census tracts. These census tracts received 55.6% of loan dollars. Lower-income census tracts received 29.3% of loan dollars, while moderate-income census tracts received the fewest dollars, or 15.1%.

TD Bank compared to Suffolk County

Aggregate

TD Bank accounts for 1.0% of small business loans in Suffolk County and 2.9% of small business dollars loaned.



Webster Bank



Webster 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	0	0	1	250	1	750	0	0
Moderate	0	0	0	0	0	0	0	0
Middle	0	0	0	0	0	0	0	0
Upper	1	75	4	700	1	350	1	200
Total	1	75	5	950	2	1100	1	200

Source: U.S. Census, CRA Data for 2011

Table 22: CY2011 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2011 Aggregate Lending Data (% of #)		2011 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2889	19.54%	2	22.22%	0.1%
Moderate	4423	29.91%	0	0.00%	0.0%
Middle	3792	25.65%	0	0.00%	0.0%
Upper	3682	24.90%	7	77.78%	0.2%
Total	14786	100.00%	9	100.00%	0.1%

Source: U.S. Census, CRA Data (2011) and CRA Aggregate Data for 2011

Table 23: Number of CY2011 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	2011 Aggregate Lending Data (% of \$)		2011 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	128439	25.44%	1000	43.01%	0.8%
Moderate	113767	22.53%	0	0.00%	0.0%
Middle	123101	24.38%	0	0.00%	0.0%
Upper	139570	27.64%	1325	56.99%	0.9%
Total	504877	100.00%	2325	100.00%	0.5%

Source: U.S. Census, CRA Data (2011) and CRA Aggregate Data for 2011

Table 24: Total Dollar Amount of CY2011 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 2011 aggregate small business loan activity, by dollar amount across Suffolk County, is distributed very evenly across census tract income levels. Both lower-income census tracts and moderate-income census tracts received a favorable number of loan dollars: lower-income census tracts received 25.4% of loan dollars, while moderate-income census tracts received 22.5% of loan dollars. In 2011, middle-income census tracts received 24.4% of loan dollars, and upper-income census tracts received 27.6%. These numbers are very similar to 2010 small business lending patterns.

Webster Bank Small Business Loans

Webster Bank originated very few small business loans in Suffolk County in 2011. The bank originated 7 loans in upper-income census tracts, and 2 loans in lower-income census tracts. The bank originated no loans in moderate-income or middle-income census tracts. This is consistent with the lending levels of previous years.

Webster Bank compared to Suffolk County

Aggregate

Webster Bank accounts for less than 0.1% of small business loans in Suffolk County, and 0.5% of small business dollars loaned.



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BankIQ prepared this document for the City of Boston.

With over twenty years' Government Banking 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.

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