



2013 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 2013 in eleven banks included in the City of Boston 2013 Linked Deposit Banking Report to the Mayor. The small business loan activity of these banks in the year 2013 is also compared to the 2013 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 2013 and the dollar amount of the loans. A discussion of the data follows each chart section.

Banks included in this analysis of small business loans are:

- Bank of America, N.A.
- The Bank of New York Mellon
- Boston Private Bank & Trust Company
- Cathay Bank
- Century Bank and Trust Company
- Citizens Bank, N.A.
- East Boston Savings Bank
- Eastern Bank
- JPMorgan Chase Bank, N.A.
- TD Bank, N.A.
- Webster Bank, N.A.

No CRA data was available for small business loans for the following banks included in the City of Boston 2013 Linked Deposit Banking Report to the Mayor:

- Blue Hills Bank
- Commonwealth Cooperative Bank
- First Trade Union Bank
- OneUnited Bank
- Santander Bank, N.A.



Bank of America, N.A.

**Bank of America, 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	20	896	5	1017	8	5307	3	2007
Moderate	42	2383	9	1136	11	5135	8	2067
Middle	36	1936	7	980	8	4458	6	1084
Upper	107	6050	21	3802	44	24622	8	1387
Total	205	11265	42	6935	71	39522	25	6545

Source: U.S. Census, CRA Data for 2013

Table 1: CY2013 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2013 Aggregate Lending Data (% of #)		2013 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2341	14.46%	36	10.50%	1.5%
Moderate	3414	21.09%	70	20.41%	2.1%
Middle	3262	20.16%	57	16.62%	1.7%
Upper	7167	44.28%	180	52.48%	2.5%
Total	16184	100.00%	343	100.00%	2.1%

Source: U.S. Census, CRA Data (2013) and CRA Aggregate Data for 2013

Table 2: Number of CY2013 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	2013 Aggregate Lending Data (% of \$)		2013 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	113377	17.42%	9227	14.36%	8.1%
Moderate	117560	18.06%	10721	16.68%	9.1%
Middle	110551	16.99%	8458	13.16%	7.7%
Upper	309339	47.53%	35861	55.80%	11.6%
Total	650827	100.00%	64267	100.00%	9.9%

Source: U.S. Census, CRA Data (2013) and CRA Aggregate Data for 2013

Table 3: Total Dollar Amount of CY2013 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



Small Business Loan Discussion

Suffolk County Small Business Loans

Aggregate

In 2013, according to Suffolk County aggregate lending data, upper-income census tracts received the largest share (47.5%) of small business loan dollars. The remaining small business loan dollars were distributed evenly across low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 17.4% of loan dollars, moderate-income census tracts received 18.1% of loan dollars, and middle-income census tracts received 17.0% of loan dollars. These numbers are similar to 2012 small business lending patterns, reflecting only a minor shift in distribution of small business loan dollars away from upper-income census tracts and toward low and middle-income census tracts.

Bank of America, N.A. Small Business Loans

Bank of America originated 343 small business loans in Suffolk County in 2013. Upper-income census tracts received the majority of loans (52.5%). Moderate-income census tracts received the next largest share (20.4%) of loans. Low-income census tracts received 10.5% of loans, and middle-income census tracts received 16.6% of loans by number.

Loan dollars followed a similar pattern, with upper-income tracts again receiving the majority of loan dollars (55.8%) and the remaining loan dollars distributed evenly among low, moderate, and middle-income census tracts. Bank of America originated 14.4% of loan dollars in low-income census tracts, while moderate-income census tracts received 16.7% and middle-income census tracts received 13.2% of loan dollars.

This distribution of loans and loan dollars is similar to 2012 lending levels.

Bank of America, N.A. Compared to Suffolk County Aggregate

Bank of America accounts for 2.1% of small business loans in Suffolk County by number, and 9.9% by dollar volume. This is consistent with 2012 lending levels.





The Bank of New York Mellon



The Bank of New York 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	0	0	0	0	0	0
Moderate	0	0	0	0	1	335	1	335
Middle	0	0	0	0	0	0	0	0
Upper	0	0	0	0	3	1960	2	1000
Total	0	0	0	0	4	2295	3	1335

Source: U.S. Census, CRA Data for 2013

Table 4: CY2013 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2013 Aggregate Lending Data (% of #)		2013 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2341	14.46%	0	0.00%	0.0%
Moderate	3414	21.09%	2	28.57%	0.1%
Middle	3262	20.16%	0	0.00%	0.0%
Upper	7167	44.28%	5	71.43%	0.1%
Total	16184	100.00%	7	100.00%	0.0%

Source: U.S. Census, CRA Data (2013) and CRA Aggregate Data for 2013

Table 5: Number of CY2013 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	2013 Aggregate Lending Data (% of \$)		2013 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	113377	17.42%	0	0.00%	0.0%
Moderate	117560	18.06%	670	18.46%	0.6%
Middle	110551	16.99%	0	0.00%	0.0%
Upper	309339	47.53%	2960	81.54%	1.0%
Total	650827	100.00%	3630	100.00%	0.6%

Source: U.S. Census, CRA Data (2013) and CRA Aggregate Data for 2013

Table 6: Total Dollar Amount of CY2013 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



Small Business Loan Discussion

Suffolk County Small Business Loans

Aggregate

In 2013, according to Suffolk County aggregate lending data, upper-income census tracts received the largest share (47.5%) of small business loan dollars. The remaining small business loan dollars were distributed evenly across low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 17.4% of loan dollars, moderate-income census tracts received 18.1% of loan dollars, and middle-income census tracts received 17.0% of loan dollars. These numbers are similar to 2012 small business lending patterns, reflecting only a minor shift in distribution of small business loan dollars away from upper-income census tracts and toward low and middle-income census tracts.

The Bank of New York Mellon Small Business Loans

BNY Mellon originated very few small business loans in Suffolk County in 2013. Of the seven loans originated by the bank, upper-income census tracts received five loans (71.4%), while moderate-income census tracts received the remaining two loans (28.6%). The bank originated no loans in lower-income or middle-income census tracts in 2013.

The bank's distribution of small business loan dollars followed a similar pattern. Upper-income census tracts received 81.5% of loan dollars, while moderate-income census tracts received the remaining 18.5%.

This low level of small business lending is consistent with BNY Mellon's 2012 small business lending levels.

The Bank of New York Mellon Compared to Suffolk County Aggregate

BNY Mellon accounts for less than 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 2012 lending levels in Suffolk County.





Boston Private Bank & Trust Company

**Boston Private Bank & Trust Company**

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	150	2	500	5	2700	0	0
Moderate	1	100	2	338	6	3974	3	1091
Middle	0	0	3	600	5	3092	1	200
Upper	48	2779	38	6761	54	28631	31	6071
Total	51	3029	45	8199	70	38397	35	7362

Source: U.S. Census, CRA Data for 2013

Table 7: CY2013 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2013 Aggregate Lending Data (% of #)		2013 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2341	14.46%	9	4.48%	0.4%
Moderate	3414	21.09%	12	5.97%	0.4%
Middle	3262	20.16%	9	4.48%	0.3%
Upper	7167	44.28%	171	85.07%	2.4%
Total	16184	100.00%	201	100.00%	1.2%

Source: U.S. Census, CRA Data (2013) and CRA Aggregate Data for 2013

Table 8: Number of CY2013 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	2013 Aggregate Lending Data (% of \$)		2013 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	113377	17.42%	3350	5.88%	3.0%
Moderate	117560	18.06%	5503	9.66%	4.7%
Middle	110551	16.99%	3892	6.83%	3.5%
Upper	309339	47.53%	44242	77.64%	14.3%
Total	650827	100.00%	56987	100.00%	8.8%

Source: U.S. Census, CRA Data (2013) and CRA Aggregate Data for 2013

Table 9: Total Dollar Amount of CY2013 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



Small Business Loan Discussion

Suffolk County Small Business Loans

Aggregate

In 2013, according to Suffolk County aggregate lending data, upper-income census tracts received the largest share (47.5%) of small business loan dollars. The remaining small business loan dollars were distributed evenly across low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 17.4% of loan dollars, moderate-income census tracts received 18.1% of loan dollars, and middle-income census tracts received 17.0% of loan dollars. These numbers are similar to 2012 small business lending patterns, reflecting only a minor shift in distribution of small business loan dollars away from upper-income census tracts and toward low and middle-income census tracts.

Boston Private Bank & Trust Company Small Business Loans

In Suffolk County, Boston Private Bank originated 201 small business loans in 2013. Most loans were originated in upper-income census tracts (171, or 85.1%). The remaining loans were distributed evenly among other census tracts: Low-income census tracts received 4.5%, moderate-income census tracts received 6.0%, and middle-income census tracts received 4.5% of loans by number.

The dollar amount of small business loans followed a similar distribution pattern, with upper-income census tracts receiving the majority of loan dollars (77.6%). Low-income census tracts received the smallest share of loan dollars (5.9%). Moderate-income census tracts received 9.7%, and middle-income census tracts received 6.8% of loan dollars.

In 2013, Boston Private Bank saw a minor shift of loan dollars away from upper-income census tracts and towards low- and moderate-income census tracts, when compared with 2012 lending levels.

Boston Private Bank & Trust Company Compared to Suffolk County Aggregate

In 2013, Boston Private Bank accounted for 1.2% of small business loans in Suffolk County. The bank accounted for 8.8% of aggregate small business loan dollars, however. Both figures are consistent with 2012 lending levels.





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	1	30	0	0	2	1800	2	830
Moderate	0	0	0	0	0	0	0	0
Middle	0	0	0	0	0	0	0	0
Upper	1	50	0	0	0	0	0	0
Total	2	80	0	0	2	1800	2	830

Source: U.S. Census, CRA Data for 2013

Table 10: CY2013 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2013 Aggregate Lending Data (% of #)		2013 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2341	14.46%	5	83.33%	0.2%
Moderate	3414	21.09%	0	0.00%	0.0%
Middle	3262	20.16%	0	0.00%	0.0%
Upper	7167	44.28%	1	16.67%	0.0%
Total	16184	100.00%	6	100.00%	0.0%

Source: U.S. Census, CRA Data (2013) and CRA Aggregate Data for 2013

Table 11: Number of CY2013 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	2013 Aggregate Lending Data (% of \$)		2013 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	113377	17.42%	2660	98.15%	2.3%
Moderate	117560	18.06%	0	0.00%	0.0%
Middle	110551	16.99%	0	0.00%	0.0%
Upper	309339	47.53%	50	1.85%	0.0%
Total	650827	100.00%	2710	100.00%	0.4%

Source: U.S. Census, CRA Data (2013) and CRA Aggregate Data for 2013

Table 12: Total Dollar Amount of CY2013 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



Small Business Loan Discussion

Suffolk County Small Business Loans

Aggregate

In 2013, according to Suffolk County aggregate lending data, upper-income census tracts received the largest share (47.5%) of small business loan dollars. The remaining small business loan dollars were distributed evenly across low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 17.4% of loan dollars, moderate-income census tracts received 18.1% of loan dollars, and middle-income census tracts received 17.0% of loan dollars. These numbers are similar to 2012 small business lending patterns, reflecting only a minor shift in distribution of small business loan dollars away from upper-income census tracts and toward low and middle-income census tracts.

Cathay Bank Small Business Loans

In Suffolk County, Cathay Bank originated very few small business loans in 2013. The bank originated only six loans, five (83.3%) of which were in low-income census tracts. The bank originated one loan (16.7%) in upper-income census tracts, and no loans in middle- and moderate-income census tracts.

Low-income census tracts received 98.2% of the bank's small business loan dollars, while upper-income census tracts received 1.9% of loan dollars. Middle- and moderate-income census tracts received no loans, and thus no loan dollars.

This low level of small business lending is consistent with the bank's 2012 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 (less than 0.1%) and of small business loan dollars (0.4%). This is consistent with the bank's 2012 lending levels.





Century Bank and Trust Company



Century Bank and Trust Company

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	60	2	350	1	574	1	10
Moderate	6	218	0	0	0	0	5	168
Middle	4	149	1	170	3	1823	4	1013
Upper	17	580	9	1605	6	3780	15	1196
Total	29	1007	12	2125	10	6177	25	2387

Source: U.S. Census, CRA Data for 2013

Table 13: CY2013 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2013 Aggregate Lending Data (% of #)		2013 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2341	14.46%	6	7.89%	0.3%
Moderate	3414	21.09%	11	14.47%	0.3%
Middle	3262	20.16%	12	15.79%	0.4%
Upper	7167	44.28%	47	61.84%	0.7%
Total	16184	100.00%	76	100.00%	0.5%

Source: U.S. Census, CRA Data (2013) and CRA Aggregate Data for 2013

Table 14: Number of CY2013 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	2013 Aggregate Lending Data (% of \$)		2013 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	113377	17.42%	994	8.50%	0.9%
Moderate	117560	18.06%	386	3.30%	0.3%
Middle	110551	16.99%	3155	26.98%	2.9%
Upper	309339	47.53%	7161	61.23%	2.3%
Total	650827	100.00%	11696	100.00%	1.8%

Source: U.S. Census, CRA Data (2013) and CRA Aggregate Data for 2013

Table 15: Total Dollar Amount of CY2013 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



Small Business Loan Discussion

Suffolk County Small Business Loans

Aggregate

In 2013, according to Suffolk County aggregate lending data, upper-income census tracts received the largest share (47.5%) of small business loan dollars. The remaining small business loan dollars were distributed evenly across low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 17.4% of loan dollars, moderate-income census tracts received 18.1% of loan dollars, and middle-income census tracts received 17.0% of loan dollars. These numbers are similar to 2012 small business lending patterns, reflecting only a minor shift in distribution of small business loan dollars away from upper-income census tracts and toward low and middle-income census tracts.

Century Bank and Trust Company Small Business Loans

In Suffolk County, Century Bank originated 76 small business loans in 2013. The majority of loans (47, or 61.8%) were originated in upper-income census tracts. Middle- (15.8%) and moderate-income (14.5%) census tracts received similar numbers of loans. Low-income census tracts received the smallest number of loans (6, or 7.9%).

The majority of the bank's loan dollars were originated in upper- (61.2%) and middle-income (27.0%) census tracts. Moderate-income census tracts received 3.3% and low-income census tracts received 8.5% of small business loan dollars.

Compared to 2012, 2013 lending levels represent a significant shift in both loans and loan dollars away from low and moderate-income census tracts, and towards middle- and upper-income census tracts.

Century Bank and Trust Company Compared to Suffolk County Aggregate

In 2013, Century Bank accounted for a small percentage (0.5%) of the number of small business loans in Suffolk County, similar to 2012 lending levels. Century Bank accounted for 1.5% of the dollars of small business loans in Suffolk County.





Citizens Bank, N.A.

**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	81	1472	1	150	5	2300	57	1343
Moderate	104	1331	2	300	3	1456	74	770
Middle	98	1510	4	734	4	2000	76	1396
Upper	181	3267	11	2062	16	7736	108	1696
Total	464	7580	18	3246	28	13492	315	5205

Source: U.S. Census, CRA Data for 2013

Table 16: CY2013 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2013 Aggregate Lending Data (% of #)		2013 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2341	14.46%	144	17.45%	6.2%
Moderate	3414	21.09%	183	22.18%	5.4%
Middle	3262	20.16%	182	22.06%	5.6%
Upper	7167	44.28%	316	38.30%	4.4%
Total	16184	100.00%	825	100.00%	5.1%

Source: U.S. Census, CRA Data (2013) and CRA Aggregate Data for 2013

Table 17: Number of CY2013 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	2013 Aggregate Lending Data (% of \$)		2013 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	113377	17.42%	5265	17.83%	4.6%
Moderate	117560	18.06%	3857	13.06%	3.3%
Middle	110551	16.99%	5640	19.10%	5.1%
Upper	309339	47.53%	14761	50.00%	4.8%
Total	650827	100.00%	29523	100.00%	4.5%

Source: U.S. Census, CRA Data (2013) and CRA Aggregate Data for 2013

Table 18: Total Dollar Amount of CY2013 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



Small Business Loan Discussion

Suffolk County Small Business Loans

Aggregate

In 2013, according to Suffolk County aggregate lending data, upper-income census tracts received the largest share (47.5%) of small business loan dollars. The remaining small business loan dollars were distributed evenly across low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 17.4% of loan dollars, moderate-income census tracts received 18.1% of loan dollars, and middle-income census tracts received 17.0% of loan dollars. These numbers are similar to 2012 small business lending patterns, reflecting only a minor shift in distribution of small business loan dollars away from upper-income census tracts and toward low and middle-income census tracts.

Citizens Bank, N.A. Small Business Loans

In Suffolk County in 2013, Citizens Bank originated 825 small business loans, which were distributed across census tracts as follows: upper-income 38.3%, middle-income 22.1%, moderate-income 22.2%, and low-income 17.5%.

Half of the bank's small business loan dollars (exactly 50%) went to upper-income geographies. Middle-income census tracts received 19.1% of loan dollars, moderate-income census tracts received 13.1%, and low-income census tracts received 17.8%.

Compared to 2012 lending levels, 2013 figures represent a shift in the distribution of loan dollars away from moderate-income census tracts and towards middle- and low-income census tracts.

Citizens Bank, N.A. Compared to Suffolk County Aggregate

In 2013 Citizens Bank accounted for 5.1% of small business loans in Suffolk County by number and 4.5% by dollar amount. This is consistent with 2012 lending levels.





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	4	300	3	540	9	4313	6	1908
Moderate	2	155	4	654	4	1882	6	1311
Middle	1	44	1	210	4	1860	4	1670
Upper	2	150	2	305	3	2020	3	475
Total	9	649	10	1709	20	10075	19	5364

Source: U.S. Census, CRA Data for 2013

Table 19: CY2013 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2013 Aggregate Lending Data (% of #)		2013 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2341	14.46%	22	37.93%	0.9%
Moderate	3414	21.09%	16	27.59%	0.5%
Middle	3262	20.16%	10	17.24%	0.3%
Upper	7167	44.28%	10	17.24%	0.1%
Total	16184	100.00%	58	100.00%	0.4%

Source: U.S. Census, CRA Data (2013) and CRA Aggregate Data for 2013

Table 20: Number of CY2013 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	2013 Aggregate Lending Data (% of \$)		2013 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	113377	17.42%	7061	39.68%	6.2%
Moderate	117560	18.06%	4002	22.49%	3.4%
Middle	110551	16.99%	3784	21.26%	3.4%
Upper	309339	47.53%	2950	16.58%	1.0%
Total	650827	100.00%	17797	100.00%	2.7%

Source: U.S. Census, CRA Data (2013) and CRA Aggregate Data for 2013

Table 21: Total Dollar Amount of CY2013 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



Small Business Loan Discussion

Suffolk County Small Business Loans

Aggregate

In 2013, according to Suffolk County aggregate lending data, upper-income census tracts received the largest share (47.5%) of small business loan dollars. The remaining small business loan dollars were distributed evenly across low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 17.4% of loan dollars, moderate-income census tracts received 18.1% of loan dollars, and middle-income census tracts received 17.0% of loan dollars. These numbers are similar to 2012 small business lending patterns, reflecting only a minor shift in distribution of small business loan dollars away from upper-income census tracts and toward low and middle-income census tracts.

East Boston Savings Bank Small Business Loans

In Suffolk County, East Boston Savings Bank originated 58 small business loans in 2013. The greatest number of loans were originated in low-income census tracts (22, or 37.9%). Moderate-income census tracts received the second-largest share of loans (16, or 27.6%). East Boston Savings Bank originated equal numbers of loans in middle- and upper-income census tracts, which each received 10 loans, or 17.2%.

Distribution of loan dollars followed a similar pattern. Low-income census tracts received the greatest share of loan dollars (39.7%), followed by moderate-income census tracts (22.5%). Middle-income census tracts received 21.3%, and upper-income census tracts received 16.6% of the bank's small business loan dollars.

The bank's 2013 lending levels represent a shift of both loans and loan dollars away from moderate- and middle-income census tracts, primarily towards low-income census tracts.

East Boston Savings Bank Compared to Suffolk County Aggregate

East Boston Savings Bank accounted for a small percentage (0.4%) of the number of small business loans originated in Suffolk County in 2013. However, East Boston Savings Bank accounted for 2.7% of the dollars of small business loans. These figures are similar to 2012 lending levels.





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	11	516	3	619	17	9460	11	3760
Moderate	21	928	9	1693	14	7048	18	3227
Middle	6	311	2	283	8	4380	5	2430
Upper	63	3528	31	6101	32	16733	27	2229
Total	101	5283	45	8696	71	37621	61	11646

Source: U.S. Census, CRA Data for 2013

Table 22: CY2013 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2013 Aggregate Lending Data (% of #)		2013 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2341	14.46%	42	15.11%	1.8%
Moderate	3414	21.09%	62	22.30%	1.8%
Middle	3262	20.16%	21	7.55%	0.6%
Upper	7167	44.28%	153	55.04%	2.1%
Total	16184	100.00%	278	100.00%	1.7%

Source: U.S. Census, CRA Data (2013) and CRA Aggregate Data for 2013

Table 23: Number of CY2013 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	2013 Aggregate Lending Data (% of \$)		2013 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	113377	17.42%	14355	22.70%	12.7%
Moderate	117560	18.06%	12896	20.39%	11.0%
Middle	110551	16.99%	7404	11.71%	6.7%
Upper	309339	47.53%	28591	45.21%	9.2%
Total	650827	100.00%	63246	100.00%	9.7%

Source: U.S. Census, CRA Data (2013) and CRA Aggregate Data for 2013

Table 24: Total Dollar Amount of CY2013 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



Small Business Loan Discussion

Suffolk County Small Business Loans

Aggregate

In 2013, according to Suffolk County aggregate lending data, upper-income census tracts received the largest share (47.5%) of small business loan dollars. The remaining small business loan dollars were distributed evenly across low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 17.4% of loan dollars, moderate-income census tracts received 18.1% of loan dollars, and middle-income census tracts received 17.0% of loan dollars. These numbers are similar to 2012 small business lending patterns, reflecting only a minor shift in distribution of small business loan dollars away from upper-income census tracts and toward low and middle-income census tracts.

Eastern Bank Small Business Loans

In Suffolk County, Eastern Bank originated 278 small business loans. The majority of the bank's loans were originated in upper-income census tracts (153, or 55.0%). Middle-income census tracts received 21 loans, or 7.6%. Moderate-income census tracts received 62, or 22.3%, while low-income census tracts received 42, or 15.1%.

The bank's small business loan dollars were concentrated in upper-income census tracts, which received nearly half of all loan dollars (45.2%). Middle-income census tracts received 11.7% of loan dollars, while moderate-income and low-income census tracts received 20.4% and 22.7% of loan dollars respectively.

Eastern Bank Compared to Suffolk County

Aggregate

Eastern Bank originated 1.7% of small business loans in Suffolk County in 2013. However, these loans accounted for 9.7% of all small business loan dollars originated in Suffolk County. This is consistent with 2012 lending levels.





JPMorgan Chase Bank, N.A.

**JPMorgan Chase 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	7	280	0	0	0	0	0	0
Moderate	13	495	0	0	0	0	0	0
Middle	13	387	0	0	1	825	0	0
Upper	11	426	0	0	1	1000	0	0
Total	44	1588	0	0	2	1825	0	0

Source: U.S. Census, CRA Data for 2013

Table 25: CY2013 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2013 Aggregate Lending Data (% of #)		2013 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2341	14.46%	7	15.22%	0.3%
Moderate	3414	21.09%	13	28.26%	0.4%
Middle	3262	20.16%	14	30.43%	0.4%
Upper	7167	44.28%	12	26.09%	0.2%
Total	16184	100.00%	46	100.00%	0.3%

Source: U.S. Census, CRA Data (2013) and CRA Aggregate Data for 2013

Table 26: Number of CY2013 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	2013 Aggregate Lending Data (% of \$)		2013 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	113377	17.42%	280	8.20%	0.2%
Moderate	117560	18.06%	495	14.50%	0.4%
Middle	110551	16.99%	1212	35.51%	1.1%
Upper	309339	47.53%	1426	41.78%	0.5%
Total	650827	100.00%	3413	100.00%	0.5%

Source: U.S. Census, CRA Data (2013) and CRA Aggregate Data for 2013

Table 27: Total Dollar Amount of CY2013 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



Small Business Loan Discussion

Suffolk County Small Business Loans

Aggregate

In 2013, according to Suffolk County aggregate lending data, upper-income census tracts received the largest share (47.5%) of small business loan dollars. The remaining small business loan dollars were distributed evenly across low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 17.4% of loan dollars, moderate-income census tracts received 18.1% of loan dollars, and middle-income census tracts received 17.0% of loan dollars. These numbers are similar to 2012 small business lending patterns, reflecting only a minor shift in distribution of small business loan dollars away from upper-income census tracts and toward low and middle-income census tracts.

JPMorgan Chase Bank, N.A. Small Business Loans

In Suffolk County in 2013, JPMorgan Chase Bank originated 46 small business loans. The fewest loans (7, or 15.2%) were originated in low-income census tracts. The remaining loans were distributed evenly across moderate (13, or 28.3%), middle (14, or 30.4%), and upper-income (12, or 26.1%) census tracts.

The bank's small business loan dollars were concentrated in upper- and middle-income census tracts, which received 41.8% and 35.5% of loan dollars, respectively. Moderate-income census tracts received 14.5% of loan dollars, while low-income census tracts received the smallest share, 8.2%.

Compared to 2012 lending levels, in 2013 JPMorgan Chase Bank saw a shift of both loans and loan dollars towards middle-income census tracts.

JPMorgan Chase Bank, N.A. Compared to Suffolk County Aggregate

JPMorgan Chase Bank accounts for 0.3% by number of small business loans in Suffolk County and 0.5% by dollar amount. This is similar to 2012 lending levels.





TD Bank, N.A.

**TD 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	14	719	1	125	1	400	11	989
Moderate	28	1151	2	271	2	1500	21	2383
Middle	18	516	1	188	1	300	13	383
Upper	43	1398	2	305	8	3306	36	2182
Total	103	3784	6	889	12	5506	81	5937

Source: U.S. Census, CRA Data for 2013

Table 28: CY2013 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2013 Aggregate Lending Data (% of #)		2013 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2341	14.46%	27	13.37%	1.2%
Moderate	3414	21.09%	53	26.24%	1.6%
Middle	3262	20.16%	33	16.34%	1.0%
Upper	7167	44.28%	89	44.06%	1.2%
Total	16184	100.00%	202	100.00%	1.2%

Source: U.S. Census, CRA Data (2013) and CRA Aggregate Data for 2013

Table 29: Number of CY2013 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	2013 Aggregate Lending Data (% of \$)		2013 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	113377	17.42%	2233	13.86%	2.0%
Moderate	117560	18.06%	5305	32.92%	4.5%
Middle	110551	16.99%	1387	8.61%	1.3%
Upper	309339	47.53%	7191	44.62%	2.3%
Total	650827	100.00%	16116	100.00%	2.5%

Source: U.S. Census, CRA Data (2013) and CRA Aggregate Data for 2013

Table 30: Total Dollar Amount of CY2013 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



Small Business Loan Discussion

Suffolk County Small Business Loans

Aggregate

In 2013, according to Suffolk County aggregate lending data, upper-income census tracts received the largest share (47.5%) of small business loan dollars. The remaining small business loan dollars were distributed evenly across low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 17.4% of loan dollars, moderate-income census tracts received 18.1% of loan dollars, and middle-income census tracts received 17.0% of loan dollars. These numbers are similar to 2012 small business lending patterns, reflecting only a minor shift in distribution of small business loan dollars away from upper-income census tracts and toward low and middle-income census tracts.

TD Bank, N.A. Small Business Loans

TD Bank originated 202 small business loans in Suffolk County in 2013. The most loans (44.1%) were originated in upper-income census tracts. Middle-income census tracts received 16.3% of loans, while moderate-income census tracts received 26.2% of loans. Low-income census tracts received the fewest loans (13.4%).

Small business loan dollars were distributed as follows: upper-income census tracts received the highest proportion of loan dollars, at 44.6%; middle-income census tracts received 8.6%; moderate-income census tracts received 32.9%; and low-income census tracts received 13.9% of loan dollars.

The bank's 2013 numerical distribution of small business loans is similar to 2012 lending levels. However, 2013 lending levels reflect a shift of loan dollars away from middle-income census tracts and towards low and, to a lesser extent, upper-income census tracts.

TD Bank, N.A. Compared to Suffolk County

Aggregate

In 2013, TD Bank accounted for 1.2% of small business loans in Suffolk County and 2.5% of small business loan dollars. This was similar to 2012 lending levels.





Webster Bank, N.A.

**Webster 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	0	0	0	0	0	0	0	0
Moderate	0	0	0	0	0	0	0	0
Middle	0	0	0	0	0	0	0	0
Upper	2	122	3	650	2	1475	0	0
Total	2	122	3	650	2	1475	0	0

Source: U.S. Census, CRA Data for 2013

Table 31: CY2013 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2013 Aggregate Lending Data (% of #)		2013 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2341	14.46%	0	0.00%	0.0%
Moderate	3414	21.09%	0	0.00%	0.0%
Middle	3262	20.16%	0	0.00%	0.0%
Upper	7167	44.28%	7	100.00%	0.1%
Total	16184	100.00%	7	100.00%	0.0%

Source: U.S. Census, CRA Data (2013) and CRA Aggregate Data for 2013

Table 32: Number of CY2013 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	2013 Aggregate Lending Data (% of \$)		2013 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	113377	17.42%	0	0.00%	0.0%
Moderate	117560	18.06%	0	0.00%	0.0%
Middle	110551	16.99%	0	0.00%	0.0%
Upper	309339	47.53%	2247	100.00%	0.7%
Total	650827	100.00%	2247	100.00%	0.3%

Source: U.S. Census, CRA Data (2013) and CRA Aggregate Data for 2013

Table 33: Total Dollar Amount of CY2013 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



Small Business Loan Discussion

Suffolk County Small Business Loans

Aggregate

In 2013, according to Suffolk County aggregate lending data, upper-income census tracts received the largest share (47.5%) of small business loan dollars. The remaining small business loan dollars were distributed evenly across low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 17.4% of loan dollars, moderate-income census tracts received 18.1% of loan dollars, and middle-income census tracts received 17.0% of loan dollars. These numbers are similar to 2012 small business lending patterns, reflecting only a minor shift in distribution of small business loan dollars away from upper-income census tracts and toward low- and middle-income census tracts.

Webster Bank, N.A. Small Business Loans

Webster Bank originated very few small business loans in Suffolk County in 2013. The bank originated seven loans in upper-income census tracts. No loans were originated in middle, moderate, or low-income census tracts.

Webster Bank, N.A. Compared to Suffolk County Aggregate

In 2013, Webster Bank accounted for less than 0.1% of small business loans in Suffolk County and for 0.3% of small business loan dollars, similar to 2012 lending levels.





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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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