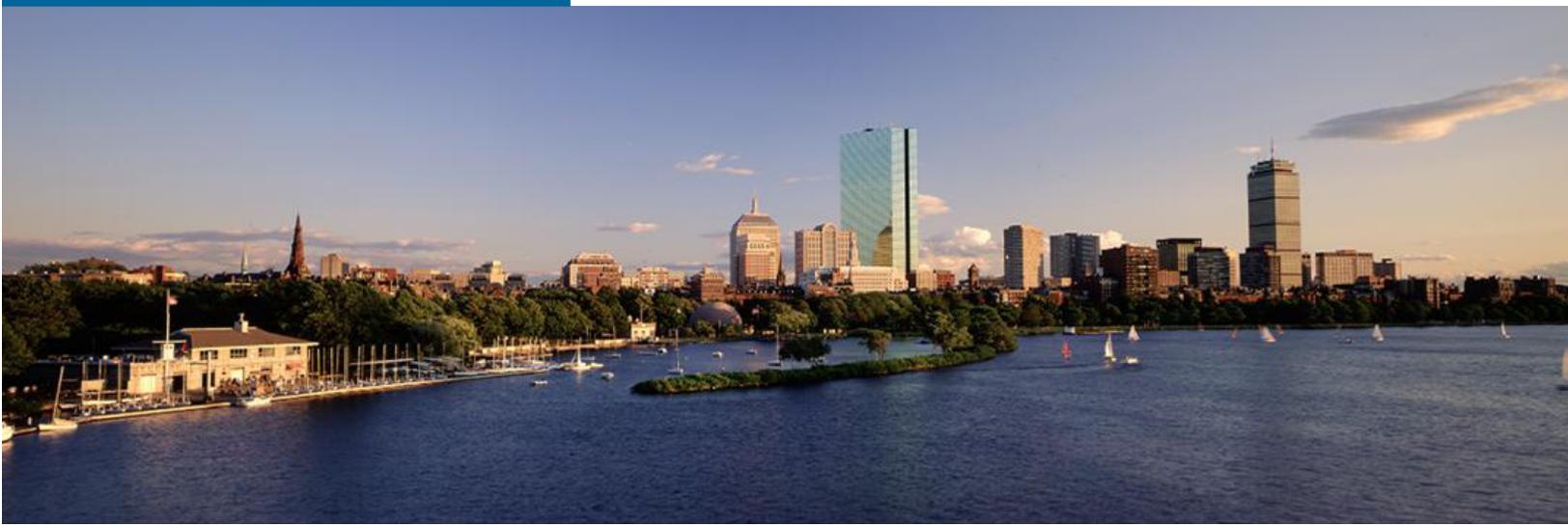


CITY OF BOSTON



2000 LINKED DEPOSIT BANKING REPORT TO THE MAYOR

Addendum – Small Business Loans





Prepared June 2002 by **NobleAssociates**

Disclaimer

The information presented in these reports is not, nor should it be construed as, an assessment of the financial condition of the subject institutions. Neither does any report represent an analysis, conclusion, or opinion of the Treasury Department or NobleAssociates concerning the safety and soundness of a financial institution. The data presented in the reports has been compiled from a number of federal regulatory [and state regulatory] agencies. The data so compiled may not necessarily reflect current activity because of delays resulting from the time required to collect, tabulate and publish the data. While the City and NobleAssociates believe that they have used the most recent data available in the preparation of these reports, because of reporting delays, the data contained herein may not reflect current circumstances. Additionally, statistical data are approximations and generalizations subject to various sources of error inherent in the statistical process, and may be revised on the basis of additional data. The data contained herein describe past activity and are not presented with a view to predicting future results either in particular categories or in general. The sources used by the City and NobleAssociates to compile the data, which are cited herein, should be checked to ensure that the data have not been amended or revised subsequent to the date hereof.



The following charts display the distribution of small business loans in the year 2000 in nine banks included in the City of Boston 2000 Linked Deposit Bank Report to the Mayor. The small business loan activity of these banks in the year 2000 is also compared to the 2000 Aggregate small business loan activity. The data, divided into categories based on Census Tract Income Level, is compared both in terms of number of loans provided in the year 2000 and the dollar amount of the loans provided. A discussion of the data section follows each chart.

Banks included in this analysis of small business loans include:

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

No CRA Data was available for small business loans among the following banks included in the 2000 Linked Deposit Report to the Mayor:

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



**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	6	341	4	799	2	1350	5	471
Moderate	2	90	0	0	0	0	2	90
Middle	1	46	1	167	2	910	2	427
Upper	14	829	7	1266	17	8462	9	1519
Total	23	1306	12	2232	21	10722	18	2507

Source: U.S. Census, CRA Data for 2000

Table 1: CY2000 Small Business Loan Originations for Suffolk County, MA.

Distribution of Small Business Loans by Income Category of the Census Tract					
Census Tract Income Level	2000 Aggregate Lending Data (% of #)		2000 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2247	21.6%	12	21.4%	0.5%
Moderate	3763	36.2%	2	3.6%	0.1%
Middle	2168	20.9%	4	7.1%	0.2%
Upper	2207	21.3%	38	67.9%	1.7%
Total	10385	100.0%	56	100.0%	0.5%

Source: U.S. Census, CRA Data (2000) and CRA Aggregate Data for 2000

Table 2: Number of CY2000 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.

Distribution of Small Business Loans by Income Category of the Census Tract					
Census Tract Income Level	2000 Aggregate Lending Data (% of \$)		2000 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	116397	31.9%	2490	17.5%	2.1%
Moderate	100511	27.5%	90	0.6%	0.1%
Middle	44354	12.1%	1123	7.9%	2.5%
Upper	104030	28.5%	10557	74.0%	10.1%
Total	365292	100.0%	14260	100.0%	3.9%

Source: U.S. Census, CRA Data (2000) and CRA Aggregate Data for 2000

Table 3: Total Dollar Amount of CY2000 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



Boston Private Bank Small Business Loan Discussion

Suffolk County Small Business Loans Aggregate

The aggregate small business loan activity, by dollar amount, across Suffolk County shows a favorable percentage for low income census tracts. Of all the small business loans originated in Suffolk County, 31.9% of the dollars are in low income census tracts, the largest percentage of all four tracts. Middle income census tracts receives 12.1%, the lowest percentage of all four tracts. Both moderate and upper income tracts received almost the same percentage, 27.5% and 28.5% respectively.

Boston Private Bank

In Suffolk County, Boston Private Bank originated the largest number of their small business loans in the upper income census tracts (38 or 67.9%). Low income census tracts received a smaller number of loans (12 or 21.4%). Moderate and middle income census tracts received the lowest number (2 or 3.6%, 4 or 7.1%). Boston Private Bank originated 18 or 32% of their loans to businesses with gross annual revenues less than or equal to \$1 million.

The dollar amounts of small business loans follows the same distribution as the number of small business loans; Upper (74.0%), Low (17.5%), Middle (7.9%) and Moderate (0.6%).

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 3.9% of the dollars of small business loans. Also of note, Boston Private Bank originated 10.1% of the small business loan dollars to upper income census tract in Suffolk County.



Century Bank
Banking for the New Century

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	5	233	0	0	2	1200	1	60
Moderate	5	275	4	727	4	1900	10	2502
Middle	1	22	1	172	0	0	0	0
Upper	2	200	2	360	3	1100	4	860
Total	13	730	7	1259	9	4200	15	3422

Source: U.S. Census, CRA Data for 2000

Table 4: CY2000 Small Business Loan Originations for Suffolk County, MA.

Distribution of Small Business Loans by Income Category of the Census Tract					
Census Tract Income Level	2000 Aggregate Lending Data (% of #)		2000 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2247	21.6%	7	24.1%	0.3%
Moderate	3763	36.2%	13	44.8%	0.3%
Middle	2168	20.9%	2	6.9%	0.1%
Upper	2207	21.3%	7	24.1%	0.3%
Total	10385	100.0%	29	99.9%	0.3%

Source: U.S. Census, CRA Data (2000) and CRA Aggregate Data for 2000

Table 5: Number of CY2000 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.

Distribution of Small Business Loans by Income Category of the Census Tract					
Census Tract Income Level	2000 Aggregate Lending Data (% of \$)		2000 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	116397	31.9%	1433	22.5%	1.2%
Moderate	100511	27.5%	2902	45.5%	2.9%
Middle	44354	12.1%	388	6.1%	0.9%
Upper	104030	28.5%	1660	26.0%	1.6%
Total	365292	100.0%	6383	100.1%	1.7%

Source: U.S. Census, CRA Data (2000) and CRA Aggregate Data for 2000

Table 6: Total Dollar Amount of CY2000 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



Century Bank & Trust Small Business Loan Discussion

Suffolk County Small Business Loans Aggregate

The aggregate small business loan activity, by dollar amount, across Suffolk County shows a favorable percentage for low income census tracts. Of all the small business loans originated in Suffolk County, 31.9% of the dollars are in low income census tracts, the largest percentage of all four tracts. Middle income census tracts receives 12.1%, the lowest percentage of all four tracts. Both moderate and upper income tracts received almost the same percentage, 27.5% and 28.5% respectively.

Century Bank

In Suffolk County, Century Bank originated the largest number of their small business loans in the moderate income census tracts (13 or 44.8%). Low and upper income census tracts each received the same number of loans (7 or 24.1%). Middle income census tracts received the lowest number (2 or 6.9%). Century Bank originated 15 or 52% of their loans to businesses with gross annual revenues less than or equal to \$1 million.

The dollar amounts of small business loans closely follows the same percentage distribution as the number of small business loans; Moderate (45.5%), Upper (26.0%), Low (22.5%) and Middle (6.1%).

Century Bank compared to Suffolk County

Aggregate

Century Bank accounts for a small percentage of the number of small business loans in Suffolk County (0.3%). However, Century Bank accounts for 1.7% of the dollars of small business loans.



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	1985	15	2792	15	7611	24	4328
Moderate	31	1585	20	3513	15	8287	38	6781
Middle	16	655	4	885	4	2302	18	2492
Upper	36	1881	17	2861	12	7405	36	4577
Total	119	6106	56	10051	46	25605	116	18178

Source: U.S. Census, CRA Data for 2000

Table 7: CY2000 Small Business Loan Originations for Suffolk County, MA.

Distribution of Small Business Loans by Income Category of the Census Tract					
Census Tract Income Level	2000 Aggregate Lending Data (% of #)		2000 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2247	21.6%	66	29.9%	2.9%
Moderate	3763	36.2%	66	29.9%	1.8%
Middle	2168	20.9%	24	10.9%	1.1%
Upper	2207	21.3%	65	29.4%	2.9%
Total	10385	100.0%	221	100.1%	2.1%

Source: U.S. Census, CRA Data (2000) and CRA Aggregate Data for 2000

Table 8: Number of CY2000 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.

Distribution of Small Business Loans by Income Category of the Census Tract					
Census Tract Income Level	2000 Aggregate Lending Data (% of \$)		2000 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	116397	31.9%	12388	29.7%	10.6%
Moderate	100511	27.5%	13385	32.0%	13.3%
Middle	44354	12.1%	3852	9.2%	8.7%
Upper	104030	28.5%	12147	29.1%	11.7%
Total	365292	100.0%	41772	100.0%	11.4%

Source: U.S. Census, CRA Data (2000) and CRA Aggregate Data for 2000

Table 9: Total Dollar Amount of CY2000 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



Citizens Bank of Massachusetts Small Business Loan Discussion

Suffolk County Small Business Loans Aggregate

The aggregate small business loan activity, by dollar amount, across Suffolk County shows a favorable percentage for low income census tracts. Of all the small business loans originated in Suffolk County, 31.9% of the dollars are in low income census tracts, the largest percentage of all four tracts. Middle income census tracts receives 12.1%, the lowest percentage of all four tracts. Both moderate and upper income tracts received almost the same percentage, 27.5% and 28.5% respectively.

Citizens Bank of Massachusetts

In Suffolk County, Citizens Bank of Massachusetts originated the almost equal number of small business loans in the low (66 or 29.9%), moderate (66 or 29.9%) and upper (65 or 29.4%) income census tracts. Middle income census tracts received the lowest number (24 or 10.9%). Citizens Bank of Massachusetts originated 116 or 52% of their loans to businesses with gross annual revenues less than or equal to \$1 million.

The dollar amounts of small business loans follows the same distribution as the number of small business loans; Moderate (32.0%), Low (29.7%), Upper (29.1%) and Middle (9.2%).

Citizens Bank of Massachusetts compared to Suffolk County Aggregate

Citizens Bank of Massachusetts accounts for a small percentage of the number of small business loans in Suffolk County (2.1%). However, Citizens Bank of Massachusetts accounts for 11.4% of the dollars of small business loans.



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	280	1	187	0	0	5	467
Moderate	5	268	5	958	1	520	11	1746
Middle	0	0	3	618	2	736	5	1354
Upper	0	0	1	200	0	0	1	200
Total	9	548	10	1963	3	1256	22	3767

Source: U.S. Census, CRA Data for 2000

Table 10: CY2000 Small Business Loan Originations for Suffolk County, MA.

Distribution of Small Business Loans by Income Category of the Census Tract					
Census Tract Income Level	2000 Aggregate Lending Data (% of #)		2000 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2247	21.6%	5	22.7%	0.2%
Moderate	3763	36.2%	11	50.0%	0.3%
Middle	2168	20.9%	5	22.7%	0.2%
Upper	2207	21.3%	1	4.5%	0.0%
Total	10385	100.0%	22	99.9%	0.2%

Source: U.S. Census, CRA Data (2000) and CRA Aggregate Data for 2000

Table 11: Number of CY2000 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.

Distribution of Small Business Loans by Income Category of the Census Tract					
Census Tract Income Level	2000 Aggregate Lending Data (% of \$)		2000 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	116397	31.9%	467	12.4%	0.4%
Moderate	100511	27.5%	1746	46.3%	1.7%
Middle	44354	12.1%	1354	35.9%	3.1%
Upper	104030	28.5%	200	5.3%	0.2%
Total	365292	100.0%	3767	99.9%	1.0%

Source: U.S. Census, CRA Data (2000) and CRA Aggregate Data for 2000

Table 12: Total Dollar Amount of CY2000 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



East Boston Savings Bank Small Business Loan Discussion

Suffolk County Small Business Loans Aggregate

The aggregate small business loan activity, by dollar amount, across Suffolk County shows a favorable percentage for low income census tracts. Of all the small business loans originated in Suffolk County, 31.9% of the dollars are in low income census tracts, the largest percentage of all four tracts. Middle income census tracts receives 12.1%, the lowest percentage of all four tracts. Both moderate and upper income tracts received almost the same percentage, 27.5% and 28.5% respectively.

East Boston Savings Bank

In Suffolk County, East Boston Savings Bank originated the largest number of their small business loans in the moderate income census tracts (11 or 50.0%). Low and middle income census tracts each received the same number of loans (5 or 22.7%). Upper income census tracts received the lowest number (1 or 4.5%). East Boston Savings Bank originated 22 or 100% of their loans to businesses with gross annual revenues less than or equal to \$1 million.

The dollar amounts of small business loans does not follow the same distribution as the number of small business loans; Moderate (46.3%), Middle (35.9%), Low (12.4%) and Upper (5.3%).

East Boston Savings Bank compared to Suffolk County Aggregate

East Boston Savings Bank accounts for a small percentage of the number of small business loans in Suffolk County (0.2%). However, East Boston Savings Bank accounts for 1.0% of the dollars of small business loans.



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	256	8	1521	6	3051	8	2753
Moderate	4	196	3	700	2	1650	8	2536
Middle	2	65	1	140	1	500	1	140
Upper	0	0	0	0	0	0	0	0
Total	10	517	12	2361	9	5201	17	5429

Source: U.S. Census, CRA Data for 2000

Table 13: CY2000 Small Business Loan Originations for Suffolk County, MA.

Distribution of Small Business Loans by Income Category of the Census Tract					
Census Tract Income Level	2000 Aggregate Lending Data (% of #)		2000 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2247	21.6%	18	58.1%	0.8%
Moderate	3763	36.2%	9	29.0%	0.2%
Middle	2168	20.9%	4	12.9%	0.2%
Upper	2207	21.3%	0	0.0%	0.0%
Total	10385	100.0%	31	100.0%	0.3%

Source: U.S. Census, CRA Data (2000) and CRA Aggregate Data for 2000

Table 14: Number of CY2000 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.

Distribution of Small Business Loans by Income Category of the Census Tract					
Census Tract Income Level	2000 Aggregate Lending Data (% of \$)		2000 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	116397	31.9%	4828	59.8%	4.1%
Moderate	100511	27.5%	2546	31.5%	2.5%
Middle	44354	12.1%	705	8.7%	1.6%
Upper	104030	28.5%	0	0.0%	0.0%
Total	365292	100.0%	8079	100.0%	2.2%

Source: U.S. Census, CRA Data (2000) and CRA Aggregate Data for 2000

Table 15: Total Dollar Amount of CY2000 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



Eastern Bank Small Business Loan Discussion

Suffolk County Small Business Loans Aggregate

The aggregate small business loan activity, by dollar amount, across Suffolk County shows a favorable percentage for low income census tracts. Of all the small business loans originated in Suffolk County, 31.9% of the dollars are in low income census tracts, the largest percentage of all four tracts. Middle income census tracts receives 12.1%, the lowest percentage of all four tracts. Both moderate and upper income tracts received almost the same percentage, 27.5% and 28.5% respectively.

Eastern Bank

In Suffolk County, Eastern Bank originated the largest number of their small business loans in the low income census tracts (18 or 58.1%). Moderate income census tracts received a lower number of loans (9 or 29.0%). Eastern Bank originated 87.1% of the small business loan to low and moderate income census tracts. Middle income census tracts received (4 or 12.9%). Upper income census tracts received no small business loans. Eastern Bank originated 17 or 55% of their loans to businesses with gross annual revenues less than or equal to \$1 million.

The dollar amounts of small business loans closely follows the same distribution as the number of small business loans; Low (59.8%), Moderate (31.5%), Middle (8.7%), and Upper (0.0%). Eastern Bank originated 91.3% of the small business loan dollars to low and moderate income census tracts.

Eastern Bank compared to Suffolk County

Aggregate

Eastern Bank accounts for a small percentage of the number of small business loans in Suffolk County (0.3%). However, Eastern Bank accounts for 2.2% of the dollars of small business loans.



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	187	3351	26	5312	60	31296	60	2672
Moderate	272	4510	23	4241	12	6726	94	5500
Middle	89	2076	2	385	2	1800	54	1818
Upper	122	3880	22	4152	19	10127	70	4151
Total	670	13817	73	14090	93	49949	278	14141

Source: U.S. Census, CRA Data for 2000

Table 16: CY2000 Small Business Loan Originations for Suffolk County, MA.

Distribution of Small Business Loans by Income Category of the Census Tract					
Census Tract Income Level	2000 Aggregate Lending Data (% of #)		2000 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2247	21.6%	273	32.7%	12.1%
Moderate	3763	36.2%	307	36.7%	8.2%
Middle	2168	20.9%	93	11.1%	4.3%
Upper	2207	21.3%	163	19.5%	7.4%
Total	10385	100.0%	836	100.0%	8.1%

Source: U.S. Census, CRA Data (2000) and CRA Aggregate Data for 2000

Table 17: Number of CY2000 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.

Distribution of Small Business Loans by Income Category of the Census Tract					
Census Tract Income Level	2000 Aggregate Lending Data (% of \$)		2000 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	116397	31.9%	39959	51.3%	34.3%
Moderate	100511	27.5%	15477	19.9%	15.4%
Middle	44354	12.1%	4261	5.5%	9.6%
Upper	104030	28.5%	18159	23.3%	17.5%
Total	365292	100.0%	77856	100.0%	21.3%

Source: U.S. Census, CRA Data (2000) and CRA Aggregate Data for 2000

Table 18: Total Dollar Amount of CY2000 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



Fleet National Bank Small Business Loan Discussion

Suffolk County Small Business Loans Aggregate

The aggregate small business loan activity, by dollar amount, across Suffolk County shows a favorable percentage for low income census tracts. Of all the small business loans originated in Suffolk County, 31.9% of the dollars are in low income census tracts, the largest percentage of all four tracts. Middle income census tracts receives 12.1%, the lowest percentage of all four tracts. Both moderate and upper income tracts received almost the same percentage, 27.5% and 28.5% respectively.

Fleet National Bank

In Suffolk County, Fleet National Bank originated the largest number of their small business loans in the moderate income census tracts (307 or 36.7%). Low income census tracts received a lower number of loans (273 or 32.7%). Fleet National Bank originated 69.4% of the small business loan to low and moderate income census tracts. Upper income census tracts received 163 or 19.5%. Middle income census tracts received 93 or 11.1%. Fleet National Bank originated 278 or 33% of their loans to businesses with gross annual revenues less than or equal to \$1 million.

The dollar amounts of small business loans does not follow the same distribution as the number of small business loans; Low (51.3%), Upper (23.3%), Moderate (19.9%) and Middle (5.5%). Fleet National Bank originated 71.2% of the small business loan dollars to low and moderate income census tracts.

Fleet National Bank compared to Suffolk County Aggregate

Fleet National Bank accounts for a large percentage of the number of small business loans in Suffolk County (8.1%). However, Fleet National Bank accounts for an even larger percentage of the small business loan dollars (21.3%). Also of note, Fleet National Bank accounts for 34.3% of all the small business loan dollars in Suffolk County to Low income census tracts.



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	6	383	2	347	0	0	1	209
Moderate	0	0	0	0	0	0	0	0
Middle	0	0	0	0	0	0	0	0
Upper	0	0	0	0	2	807	0	0
Total	6	383	2	347	2	807	1	209

Source: U.S. Census, CRA Data for 2000

Table 19: CY2000 Small Business Loan Originations for Suffolk County, MA.

Distribution of Small Business Loans by Income Category of the Census Tract					
Census Tract Income Level	2000 Aggregate Lending Data (% of #)		2000 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2247	21.6%	8	80.0%	0.4%
Moderate	3763	36.2%	0	0.0%	0.0%
Middle	2168	20.9%	0	0.0%	0.0%
Upper	2207	21.3%	2	20.0%	0.1%
Total	10385	100.0%	10	100.0%	0.1%

Source: U.S. Census, CRA Data (2000) and CRA Aggregate Data for 2000

Table 20: Number of CY2000 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.

Distribution of Small Business Loans by Income Category of the Census Tract					
Census Tract Income Level	2000 Aggregate Lending Data (% of \$)		2000 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	116397	31.9%	730	47.5%	0.6%
Moderate	100511	27.5%	0	0.0%	0.0%
Middle	44354	12.1%	0	0.0%	0.0%
Upper	104030	28.5%	807	52.5%	0.8%
Total	365292	100.0%	1537	100.0%	0.4%

Source: U.S. Census, CRA Data (2000) and CRA Aggregate Data for 2000

Table 21: Total Dollar Amount of CY2000 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



Liberty Bank & Trust Small Business Loan Discussion

Suffolk County Small Business Loans Aggregate

The aggregate small business loan activity, by dollar amount, across Suffolk County shows a favorable percentage for low income census tracts. Of all the small business loans originated in Suffolk County, 31.9% of the dollars are in low income census tracts, the largest percentage of all four tracts. Middle income census tracts receives 12.1%, the lowest percentage of all four tracts. Both moderate and upper income tracts received almost the same percentage, 27.5% and 28.5% respectively.

Liberty Bank

In Suffolk County, Liberty Bank originated the largest number of their small business loans in the low income census tracts (8 or 80.0%). Upper income census tracts received 2 or 20.0%. Moderate and Middle income census tracts received no small business loans. Liberty Bank originated 1 or 10% of their loans to businesses with gross annual revenues less than or equal to \$1 million.

The dollar amounts of small business loans does not follow the same distribution as the number of small business loans; Upper (52.5%), Low (47.5%), Moderate (0.0%) and Middle (0.0%).

Liberty Bank compared to Suffolk County

Aggregate

Liberty Bank accounts for a small percentage of the number of small business loans in Suffolk County (0.1%). Liberty Bank accounts for small percentage of the small business loan dollars (0.4%).



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	798	10	1659	6	2414	16	1124
Moderate	8	451	4	865	4	1975	8	1151
Middle	9	419	1	150	0	0	8	374
Upper	11	617	3	575	3	1710	13	1907
Total	44	2285	18	3249	13	6099	45	4556

Source: U.S. Census, CRA Data for 2000

Table 22: CY2000 Small Business Loan Originations for Suffolk County, MA.

Distribution of Small Business Loans by Income Category of the Census Tract					
Census Tract Income Level	2000 Aggregate Lending Data (% of #)		2000 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2247	21.6%	32	42.7%	1.4%
Moderate	3763	36.2%	16	21.3%	0.4%
Middle	2168	20.9%	10	13.3%	0.5%
Upper	2207	21.3%	17	22.7%	0.8%
Total	10385	100.0%	75	100.0%	0.7%

Source: U.S. Census, CRA Data (2000) and CRA Aggregate Data for 2000

Table 23: Number of CY2000 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.

Distribution of Small Business Loans by Income Category of the Census Tract					
Census Tract Income Level	2000 Aggregate Lending Data (% of \$)		2000 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	116397	31.9%	4871	41.9%	4.2%
Moderate	100511	27.5%	3291	28.3%	3.3%
Middle	44354	12.1%	569	4.9%	1.3%
Upper	104030	28.5%	2902	24.9%	2.8%
Total	365292	100.0%	11633	100.0%	3.2%

Source: U.S. Census, CRA Data (2000) and CRA Aggregate Data for 2000

Table 24: Total Dollar Amount of CY2000 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



Sovereign Bank New England Small Business Loan Discussion

Suffolk County Small Business Loans Aggregate

The aggregate small business loan activity, by dollar amount, across Suffolk County shows a favorable percentage for low income census tracts. Of all the small business loans originated in Suffolk County, 31.9% of the dollars are in low income census tracts, the largest percentage of all four tracts. Middle income census tracts receives 12.1%, the lowest percentage of all four tracts. Both moderate and upper income tracts received almost the same percentage, 27.5% and 28.5% respectively.

Sovereign Bank

In Suffolk County, Sovereign Bank originated the largest number of their small business loans in the low income census tracts (32 or 42.7%). Sovereign originated the almost equal number of small business loans in the upper (17 or 22.7%), and moderate (16 or 21.3%) income census tracts. Sovereign Bank originated 64% of the small business loan to low and moderate income census tracts. Middle income census tracts received 10 or 13.3%. Sovereign Bank originated 45 or 60% of their loans to businesses with gross annual revenues less than or equal to \$1 million.

The dollar amounts of small business loans does not follow the same distribution as the number of small business loans; Low (41.9%), Moderate (28.3%), Upper (24.9%) and Middle (4.9%). Sovereign Bank originated 70.2% of the small business loan dollars to low and moderate income census tracts.

Sovereign Bank compared to Suffolk County

Aggregate

Sovereign Bank accounts for a small percentage of the number of small business loans in Suffolk County (0.7%). Sovereign Bank accounts for small percentage of the small business loan dollars (3.2%).



Distribution of Small Business Loans by Income Category of the Census Tract								
Census Tract Income Level	Loan Amount at Origination <= \$100,000		Loan Amount at Origination > \$100,000 but <= \$250,000		Loan Amount at Origination > \$250,000		Loans to Businesses with Gross Annual Revenues <= \$1 million	
	#	\$ (000s)	#	\$ (000s)	#	\$ (000s)	#	\$ (000s)
Low	8	244	6	1134	4	2352	10	980
Moderate	0	0	3	486	1	400	4	886
Middle	0	0	1	165	0	0	0	0
Upper	8	480	3	513	7	4193	12	3112
Total	16	724	13	2298	12	6945	26	4978

Source: U.S. Census, CRA Data for 2000

Table 25: CY2000 Small Business Loan Originations for Suffolk County, MA.

Distribution of Small Business Loans by Income Category of the Census Tract					
Census Tract Income Level	2000 Aggregate Lending Data (% of #)		2000 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2247	21.6%	18	43.9%	0.8%
Moderate	3763	36.2%	4	9.8%	0.1%
Middle	2168	20.9%	1	2.4%	0.0%
Upper	2207	21.3%	18	43.9%	0.8%
Total	10385	100.0%	41	100.0%	0.4%

Source: U.S. Census, CRA Data (2000) and CRA Aggregate Data for 2000

Table 26: Number of CY2000 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.

Distribution of Small Business Loans by Income Category of the Census Tract					
Census Tract Income Level	2000 Aggregate Lending Data (% of \$)		2000 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	116397	31.9%	3730	37.4%	3.2%
Moderate	100511	27.5%	886	8.9%	0.9%
Middle	44354	12.1%	165	1.7%	0.4%
Upper	104030	28.5%	5186	52.0%	5.0%
Total	365292	100.0%	9967	100.0%	2.7%

Source: U.S. Census, CRA Data (2000) and CRA Aggregate Data for 2000

Table 27: Total Dollar Amount of CY2000 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



Wainwright Bank & Trust Small Business Loan Discussion

Suffolk County Small Business Loans Aggregate

The aggregate small business loan activity, by dollar amount, across Suffolk County shows a favorable percentage for low income census tracts. Of all the small business loans originated in Suffolk County, 31.9% of the dollars are in low income census tracts, the largest percentage of all four tracts. Middle income census tracts receives 12.1%, the lowest percentage of all four tracts. Both moderate and upper income tracts received almost the same percentage, 27.5% and 28.5% respectively.

Wainwright Bank

In Suffolk County, Wainwright Bank originated an equal number of small business loans in the low (18 or 43.9%) and upper (18 or 43.9%) income census tracts. Moderate income census tracts received 4 or 9.8%. Middle income census tracts received 1 or 2.4%. Wainwright Bank originated 26 or 63.4% of their loans to businesses with gross annual revenues less than or equal to \$1 million.

The dollar amounts of small business loans does not follow the same distribution as the number of small business loans; Upper (52.0%), Low (37.4%), Moderate (8.9%), and Middle (1.7%).

Wainwright Bank compared to Suffolk County Aggregate

Wainwright Bank accounts for a small percentage of the number of small business loans in Suffolk County (0.4%). Wainwright Bank accounts for small percentage of the small business loan dollars (2.7%).



NobleAssociates

28 Knowles Street
Newton, MA 02459-2206
(617) 965-8680
(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.