



2010 LINKED DEPOSIT BANKING REPORT TO THE MAYOR

Addendum: Small Business Loans



CITY OF BOSTON





Prepared March 2011 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 2010 in twelve banks included in City of Boston 2010 Linked Deposit Banking Report to the Mayor. The small business loan activity of these banks in the year 2010 is also compared to the 2010 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 2010 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
- Boston Private Bank
- Cathay Bank
- Century Bank and Trust
- East Boston Savings Bank
- Eastern Bank
- JPMorgan Chase Bank
- Mellon Bank
- RBS Citizens Bank
- Sovereign Bank
- TD Bank
- Webster Bank

No CRA Data was available for small business loans among the following banks included in the City of Boston 2010 Linked Deposit Banking Report to the Mayor:

- Commonwealth Cooperative Bank
- First Trade Union Bank
- Hyde Park Savings Bank
- OneUnited Bank
- Wainwright 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	8	529	9	1692	14	9650	5	957
Moderate	7	429	1	250	11	5270	5	1260
Middle	13	580	7	1310	15	9041	11	2360
Upper	14.00	937	8	1470	23	12448	10	3389
Total	42	2475	25	4722	63	36409	31	7966

Source: U.S. Census, CRA Data for 2010

Table 16: CY2010 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2010 Aggregate Lending Data (% of #)		2010 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2036	18.20%	36	22.36%	1.8%
Moderate	3475	31.06%	24	14.91%	0.7%
Middle	2918	26.08%	46	28.57%	1.6%
Upper	2759	24.66%	55	34.16%	2.0%
Total	11188	100.00%	161	100.00%	1.4%

Source: U.S. Census, CRA Data (2010) and CRA Aggregate Data for 2010

Table 17: Number of CY2010 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	2010 Aggregate Lending Data (% of \$)		2010 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	94332	22.13%	12828	24.87%	13.6%
Moderate	108094	25.36%	7209	13.98%	6.7%
Middle	110468	25.92%	13291	25.77%	12.0%
Upper	113324	26.59%	18244	35.38%	16.1%
Total	426218	100.00%	51572	100.00%	12.1%

Source: U.S. Census, CRA Data (2010) and CRA Aggregate Data for 2010

Table 18: Total Dollar Amount of CY2010 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



Small Business Loan Discussion

Suffolk County Small Business Loans

Aggregate

The aggregate small business loan activity, by dollar amount across Suffolk County, shows a reasonably favorable percentage for low and moderate-income census tracts. 25.4% of all small business loan dollars in Suffolk County were originated in moderate-income census tracts, and 22.1% of small business loan dollars were originated in low-income census tracts. In 2010, middle-income tracts received 25.9% of loan dollars, while upper-income tracts received 26.6% of loan dollars. This relatively even distribution of loan dollars across income levels is consistent with small business lending patterns from 2009. The most noteworthy change is a decrease in loan dollars originated in low-income census tracts from 28.0% in 2009 to 22.1% in 2010.

Bank of America Small Business Loans

In Suffolk County, Bank of America originated the majority of its small business loans in the middle- and upper-income census tracts. The bank originated 62.7% of its small business loans in middle- and upper-income census tracts (28.6% and 34.2%, respectively). By contrast, the bank originated 22.4% of its small business loans in low-income census tracts, and only 14.9% in moderate-income census tracts.

The dollar distribution of loans followed similar patterns, though with a slightly higher concentration of loan dollars in both low-income and upper-income census tracts. Upper-income census tracts received 35.4% of small business loan dollars, while middle-income census tracts received 25.8%. Low-income census tracts received 24.9% of loan dollars, and moderate-income census tracts received the fewest loan dollars, at 14.0%.

This distribution of loans and loan dollars is similar to the bank's 2009 small business lending numbers, though they show a decrease in small business lending in moderate-income census tracts.

Bank of America compared to Suffolk County Aggregate

Bank of America accounts for 1.4% of small business loans in Suffolk County by number, and 12.1% by dollar volume.



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	6	222	4	740	7	4803	3	195
Moderate	3	240	4	629	3	2465	4	519
Middle	0	0	7	1385	7	3462	3	560
Upper	15	1094	7	1170	18	9552	21	4849
Total	24	1556	22	3924	35	20282	31	6123

Source: U.S. Census, CRA Data for 2010

Table 1: CY2010 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2010 Aggregate Lending Data (% of #)		2010 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2036	18.20%	20	17.86%	1.0%
Moderate	3475	31.06%	14	12.50%	0.4%
Middle	2918	26.08%	17	15.18%	0.6%
Upper	2759	24.66%	61	54.46%	2.2%
Total	11188	100.00%	112	100.00%	1.0%

Source: U.S. Census, CRA Data (2010) and CRA Aggregate Data for 2010

Table 2: Number of CY2010 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	2010 Aggregate Lending Data (% of \$)		2010 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	94332	22.13%	5960	18.69%	6.3%
Moderate	108094	25.36%	3853	12.08%	3.6%
Middle	110468	25.92%	5407	16.96%	4.9%
Upper	113324	26.59%	16665	52.27%	14.7%
Total	426218	100.00%	31885	100.00%	7.5%

Source: U.S. Census, CRA Data (2010) and CRA Aggregate Data for 2010

Table 3: Total Dollar Amount of CY2010 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



Small Business Loan Discussion

Suffolk County Small Business Loans

Aggregate

The aggregate small business loan activity, by dollar amount across Suffolk County, shows a reasonably favorable percentage for low and moderate-income census tracts. 25.4% of all small business loan dollars in Suffolk County were originated in moderate-income census tracts, and 22.1% of small business loan dollars were originated in low-income census tracts. In 2010, middle-income tracts received 25.9% of loan dollars, while upper-income tracts received 26.6% of loan dollars. This relatively even distribution of loan dollars across income levels is consistent with small business lending patterns from 2009. The most noteworthy change is a decrease in loan dollars originated in low-income census tracts from 28.0% in 2009 to 22.1% in 2010.

Boston Private Bank Small Business Loans

In Suffolk County, Boston Private Bank originated the majority of its small business loans in the upper-income census tracts (61 or 54.5%). The remainder of its small business loans were distributed relatively evenly across census tracts: low (20 or 17.9%), moderate (14 or 12.5%), and middle (17 or 54.5%).

The dollar amount of small business loans followed a similar distribution pattern across income levels: upper (52.3%), low (18.7%), moderate (12.1%) and middle (17.0%).

This distribution across census tracts is comparable to the bank's 2008 and 2009 lending patterns, though 2010 lending showed a greater concentration of both loans and loan dollars in upper-income tracts.

Boston Private Bank compared to Suffolk County Aggregate

Boston Private Bank accounts for 1.0% of small business loans in Suffolk County. However, Boston Private Bank accounts for 7.5% of the county's 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	3	120	1	218	2	916	2	70
Moderate	1	36	1	130	2	1100	0	0
Middle	0	0	0	0	0	0	0	0
Upper	0	0	0	0	0	0	0	0
Total	4	156	2	348	4	2016	2	70

Source: U.S. Census, CRA Data for 2010

Table 1: CY2010 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2010 Aggregate Lending Data (% of #)		2010 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2036	18.20%	8	66.67%	0.4%
Moderate	3475	31.06%	4	33.33%	0.1%
Middle	2918	26.08%	0	0.00%	0.0%
Upper	2759	24.66%	0	0.00%	0.0%
Total	11188	100.00%	12	100.00%	0.1%

Source: U.S. Census, CRA Data (2010) and CRA Aggregate Data for 2010

Table 2: Number of CY2010 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	2010 Aggregate Lending Data (% of \$)		2010 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	94332	22.13%	1324	51.12%	1.4%
Moderate	108094	25.36%	1266	48.88%	1.2%
Middle	110468	25.92%	0	0.00%	0.0%
Upper	113324	26.59%	0	0.00%	0.0%
Total	426218	100.00%	2590	100.00%	0.6%

Source: U.S. Census, CRA Data (2010) and CRA Aggregate Data for 2010

Table 3: Total Dollar Amount of CY2010 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



Small Business Loan Discussion

Suffolk County Small Business Loans

Aggregate

The aggregate small business loan activity, by dollar amount across Suffolk County, shows a reasonably favorable percentage for low and moderate-income census tracts. 25.4% of all small business loan dollars in Suffolk County were originated in moderate-income census tracts, and 22.1% of small business loan dollars were originated in low-income census tracts. In 2010, middle-income tracts received 25.9% of loan dollars, while upper-income tracts received 26.6% of loan dollars. This relatively even distribution of loan dollars across income levels is consistent with small business lending patterns from 2009. The most noteworthy change is a decrease in loan dollars originated in low-income census tracts from 28.0% in 2009 to 22.1% in 2010.

Cathay Bank Small Business Loans

In Suffolk County, Cathay Bank originated all 12 of its small-business loans in the low- or moderate-income census tracts. Eight out of 12 of the bank's loans were made in low-income census tracts. The banks made no loans in middle- or upper-income tracts.

Lower-income census tracts received 51.1% of the bank's small business loan dollars, while moderate-income census tracts received 48.9% 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 2008 and 2009 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 (0.1%) and of small business loan dollars (0.6%). This is consistent with the bank's 2009 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	3	103	2	500	3	1026	2	258
Moderate	14	527	6	1182	4	1495	14	1130
Middle	11	554	4	831	3	1214	10	1004
Upper	9	365	2	311	5	1944	10	944
Total	37	1549	14	2824	15	5679	36	3336

Source: U.S. Census, CRA Data for 2010

Table 4: CY2010 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2010 Aggregate Lending Data (% of #)		2010 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2036	18.20%	10	9.80%	0.5%
Moderate	3475	31.06%	38	37.25%	1.1%
Middle	2918	26.08%	28	27.45%	1.0%
Upper	2759	24.66%	26	25.49%	0.9%
Total	11188	100.00%	102	100.00%	0.9%

Source: U.S. Census, CRA Data (2010) and CRA Aggregate Data for 2010

Table 5: Number of CY2010 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	2010 Aggregate Lending Data (% of \$)		2010 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	94332	22.13%	1887	14.09%	2.0%
Moderate	108094	25.36%	4334	32.37%	4.0%
Middle	110468	25.92%	3603	26.91%	3.3%
Upper	113324	26.59%	3564	26.62%	3.1%
Total	426218	100.00%	13388	100.00%	3.1%

Source: U.S. Census, CRA Data (2010) and CRA Aggregate Data for 2010

Table 6: Total Dollar Amount of CY2010 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



Small Business Loan Discussion

Suffolk County Small Business Loans

Aggregate

The aggregate small business loan activity, by dollar amount across Suffolk County, shows a reasonably favorable percentage for low and moderate-income census tracts. 25.4% of all small business loan dollars in Suffolk County were originated in moderate-income census tracts, and 22.1% of small business loan dollars were originated in low-income census tracts. In 2010, middle-income tracts received 25.9% of loan dollars, while upper-income tracts received 26.6% of loan dollars. This relatively even distribution of loan dollars across income levels is consistent with small business lending patterns from 2009. The most noteworthy change is a decrease in loan dollars originated in low-income census tracts from 28.0% in 2009 to 22.1% in 2010.

Century Bank Small Business Loans

In Suffolk County, Century Bank originated the majority of its loans (66 or 64.7%) in middle- and moderate-income census tracts. Upper-income census tracts received 26 or 25.5%, while lower-income census tracts received the smallest number of loans (10 or 9.8%).

The distribution of loan dollars followed a similar pattern: moderate-income census tracts received 32.4% of loan dollars, followed by middle- (26.9%), upper- (26.6%), and lower-income census tracts (14.1%).

This distribution of loans by number and by dollar amount closely follows the bank's 2008 and 2009 small business lending patterns.

Century Bank compared to Suffolk County

Aggregate

Century Bank accounts for a small percentage of the number of small business loans in Suffolk County (0.9%). Century Bank accounts for 3.1% 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	1	100	0	0	0	0	0	0
Moderate	4	256	4	765	8	3289	13	3147
Middle	1	60	1	200	2	930	4	1190
Upper	0	0	0	0	0	0	0	0
Total	6	416	5	965	10	4219	17	4337

Source: U.S. Census, CRA Data for 2010

Table 10: CY2010 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2010 Aggregate Lending Data (% of #)		2010 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2036	18.20%	1	2.63%	0.0%
Moderate	3475	31.06%	29	76.32%	0.8%
Middle	2918	26.08%	8	21.05%	0.3%
Upper	2759	24.66%	0	0.00%	0.0%
Total	11188	100.00%	38	100.00%	0.3%

Source: U.S. Census, CRA Data (2010) and CRA Aggregate Data for 2010

Table 11: Number of CY2010 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	2010 Aggregate Lending Data (% of \$)		2010 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	94332	22.13%	100	1.01%	0.1%
Moderate	108094	25.36%	7457	75.04%	6.9%
Middle	110468	25.92%	2380	23.95%	2.2%
Upper	113324	26.59%	0	0.00%	0.0%
Total	426218	100.00%	9937	100.00%	2.3%

Source: U.S. Census, CRA Data (2010) and CRA Aggregate Data for 2010

Table 12: Total Dollar Amount of CY2010 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



Small Business Loan Discussion

Suffolk County Small Business Loans

Aggregate

The aggregate small business loan activity, by dollar amount across Suffolk County, shows a reasonably favorable percentage for low and moderate-income census tracts. 25.4% of all small business loan dollars in Suffolk County were originated in moderate-income census tracts, and 22.1% of small business loan dollars were originated in low-income census tracts. In 2010, middle-income tracts received 25.9% of loan dollars, while upper-income tracts received 26.6% of loan dollars. This relatively even distribution of loan dollars across income levels is consistent with small business lending patterns from 2009. The most noteworthy change is a decrease in loan dollars originated in low-income census tracts from 28.0% in 2009 to 22.1% in 2010.

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 (29 out of 38 loans, or 76.3%). Middle-income census tracts received 8 or 21.1%, and low-income census tracts received 1 loan or 2.6%. East Boston Savings Bank originated no loans in upper-income census tracts.

The dollar amount of the bank's loans followed a similar distribution: 75.0% of loan dollars went to moderate-income tracts, while 24.0% went to middle-income tracts. 1.0% of loan dollars went to low-income census tracts.

This distribution of loans very closely follows the bank's 2008 and 2009 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 2.3% of the dollars of small business loans.



Eastern Bank



Eastern Bank

Distribution of Small Business Loans by Income Category of the Census Tract								
Census Tract Income Level	Loan Amount at Origination <= \$100,000		Loan Amount at Origination > \$100,000 but <= \$250,000		Loan Amount at Origination > \$250,000		Loans to Businesses with Gross Annual Revenues <= \$1 million	
	#	\$ (000s)	#	\$ (000s)	#	\$ (000s)	#	\$ (000s)
Low	11	698	12	2314	16	9680	7	884
Moderate	20	702	5	714	9	3283	21	1904
Middle	18	762	5	1000	9	4893	10	773
Upper	21	1192	10	1669	8	3763	12	1734
Total	70	3354	32	5697	42	21619	50	5295

Source: U.S. Census, CRA Data for 2010

Table 13: CY2010 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2010 Aggregate Lending Data (% of #)		2010 Bank Data (% of #)		Bank Compared to Aggregate %
	#	%	#	%	
Low	2036	18.20%	46	23.71%	2.3%
Moderate	3475	31.06%	55	28.35%	1.6%
Middle	2918	26.08%	42	21.65%	1.4%
Upper	2759	24.66%	51	26.29%	1.8%
Total	11188	100.00%	194	100.00%	1.7%

Source: U.S. Census, CRA Data (2010) and CRA Aggregate Data for 2010

Table 14: Number of CY2010 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	2010 Aggregate Lending Data (% of \$)		2010 Bank Data (% of \$)		Bank Compared to Aggregate %
	\$ (000s)	%	\$ (000s)	%	
Low	94332	22.13%	13576	37.75%	14.4%
Moderate	108094	25.36%	6603	18.36%	6.1%
Middle	110468	25.92%	7428	20.65%	6.7%
Upper	113324	26.59%	8358	23.24%	7.4%
Total	426218	100.00%	35965	100.00%	8.4%

Source: U.S. Census, CRA Data (2010) and CRA Aggregate Data for 2010

Table 15: Total Dollar Amount of CY2010 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



Small Business Loan Discussion

Suffolk County Small Business Loans

Aggregate

The aggregate small business loan activity, by dollar amount across Suffolk County, shows a reasonably favorable percentage for low and moderate-income census tracts. 25.4% of all small business loan dollars in Suffolk County were originated in moderate-income census tracts, and 22.1% of small business loan dollars were originated in low-income census tracts. In 2010, middle-income tracts received 25.9% of loan dollars, while upper-income tracts received 26.6% of loan dollars. This relatively even distribution of loan dollars across income levels is consistent with small business lending patterns from 2009. The most noteworthy change is a decrease in loan dollars originated in low-income census tracts from 28.0% in 2009 to 22.1% in 2010.

Eastern Bank Small Business Loans

In Suffolk County, Eastern Bank's small business loans by number were distributed relatively evenly across census tracts. Low-income census tracts received 23.7% of loans by number; moderate-income census tracts received 28.4%. Middle-income census tracts and upper-income census tracts received 21.7% and 26.3%, respectively.

The bank's small business loan dollars were more heavily concentrated in lower-income census tracts, which received 37.8% of loan dollars. Upper-income census tracts received 23.2% of loan dollars, while middle-income and moderate-income census tracts received 20.7% and 18.4% of loan dollars respectively.

This distribution of loans and small business loan dollars closely mirrors the bank's 2009 lending.

Eastern Bank compared to Suffolk County

Aggregate

Eastern Bank accounts for 1.7% of small business loans in Suffolk County by number of loans and 8.4% 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	9	328	0	0	0	0	0	0
Moderate	12	379	0	0	0	0	0	0
Middle	13	319	0	0	0	0	0	0
Upper	9	269	0	0	0	0	0	0
Total	43	1295	0	0	0	0	0	0

Source: U.S. Census, CRA Data for 2010

Table 25: CY2010 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2010 Aggregate Lending Data (% of #)		2010 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2036	18.20%	9	20.93%	0.4%
Moderate	3475	31.06%	12	27.91%	0.3%
Middle	2918	26.08%	13	30.23%	0.4%
Upper	2759	24.66%	9	20.93%	0.3%
Total	11188	100.00%	43	100.00%	0.4%

Source: U.S. Census, CRA Data (2010) and CRA Aggregate Data for 2010

Table 26: Number of CY2010 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	2010 Aggregate Lending Data (% of \$)		2010 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	94332	22.13%	328	25.33%	0.3%
Moderate	108094	25.36%	379	29.27%	0.4%
Middle	110468	25.92%	319	24.63%	0.3%
Upper	113324	26.59%	269	20.77%	0.2%
Total	426218	100.00%	1295	100.00%	0.3%

Source: U.S. Census, CRA Data (2010) and CRA Aggregate Data for 2010

Table 27: Total Dollar Amount of CY2010 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



Small Business Loan Discussion

Suffolk County Small Business Loans

Aggregate

The aggregate small business loan activity, by dollar amount across Suffolk County, shows a reasonably favorable percentage for low and moderate-income census tracts. 25.4% of all small business loan dollars in Suffolk County were originated in moderate-income census tracts, and 22.1% of small business loan dollars were originated in low-income census tracts. In 2010, middle-income tracts received 25.9% of loan dollars, while upper-income tracts received 26.6% of loan dollars. This relatively even distribution of loan dollars across income levels is consistent with small business lending patterns from 2009. The most noteworthy change is a decrease in loan dollars originated in low-income census tracts from 28.0% in 2009 to 22.1% in 2010.

JPMorgan Chase Bank Small Business Loans

In Suffolk County, JPMorgan Chase Bank originated the greatest number of its small business loans in middle- (30.2%) and moderate-income (27.9%) census tracts. Lower-income census tracts and upper-income census tracts each received 9 loans, or 20.9%.

The bank's small-business loan dollars follow a similar distribution: low (25.3%), moderate (29.3%), middle (24.6%), and upper (20.8%).

JPMorgan Chase Bank compared to Suffolk County Aggregate

JPMorgan Chase Bank accounts for 0.4% by number of small business loans in Suffolk County and 0.3% by dollar amount.



Mellon Bank



Mellon 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	0	0	1	1000	1	1000
Moderate	0	0	0	0	1	750	1	750
Middle	0	0	0	0	0	0	0	0
Upper	1	3	0	0	1	811	2	814
Total	1	3	0	0	3	2561	4	2564

Source: U.S. Census, CRA Data for 2010

Table 25: CY2010 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2010 Aggregate Lending Data (% of #)		2010 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2036	18.20%	2	25.00%	0.1%
Moderate	3475	31.06%	2	25.00%	0.1%
Middle	2918	26.08%	0	0.00%	0.0%
Upper	2759	24.66%	4	50.00%	0.1%
Total	11188	100.00%	8	100.00%	0.1%

Source: U.S. Census, CRA Data (2010) and CRA Aggregate Data for 2010

Table 26: Number of CY2010 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	2010 Aggregate Lending Data (% of \$)		2010 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	94332	22.13%	2000	39.00%	2.1%
Moderate	108094	25.36%	1500	29.25%	1.4%
Middle	110468	25.92%	0	0.00%	0.0%
Upper	113324	26.59%	1628	31.75%	1.4%
Total	426218	100.00%	5128	100.00%	1.2%

Source: U.S. Census, CRA Data (2010) and CRA Aggregate Data for 2010

Table 27: Total Dollar Amount of CY2010 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



Small Business Loan Discussion

Suffolk County Small Business Loans

Aggregate

The aggregate small business loan activity, by dollar amount across Suffolk County, shows a reasonably favorable percentage for low and moderate-income census tracts. 25.4% of all small business loan dollars in Suffolk County were originated in moderate-income census tracts, and 22.1% of small business loan dollars were originated in low-income census tracts. In 2010, middle-income tracts received 25.9% of loan dollars, while upper-income tracts received 26.6% of loan dollars. This relatively even distribution of loan dollars across income levels is consistent with small business lending patterns from 2009. The most noteworthy change is a decrease in loan dollars originated in low-income census tracts from 28.0% in 2009 to 22.1% in 2010.

Mellon Bank Small Business Loans

Mellon Bank originated 8 small business loans in Suffolk County in 2010. Upper-income census tracts received 4 loans, or 50.0% of small business loans by number. Low-income and moderate-income census tracts received 2 loans each, or 25.0%.

The bank's distribution of small business loan dollars followed a different pattern: lower-income census tracts received 39.0% of loan dollars. Upper-income census tracts received 31.8% of loan dollars, and moderate-income census tracts received 29.3% of loan dollars.

Both the distribution of loans across census tracts and the overall low level of lending are consistent with the bank's 2009 levels.

Mellon Bank compared to Suffolk County

Aggregate

Mellon Chase Bank accounts for 0.1% of small business loans in Suffolk County by number, and 1.2% 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	71	1600	7	1388	4	2701	42	2010
Moderate	113	1403	7	1413	8	4332	71	2446
Middle	88	1577	7	1131	7	4038	44	841
Upper	65	1851	4	750	9	5676	44	1006
Total	337	6431	25	4682	28	16747	201	6303

Source: U.S. Census, CRA Data for 2010

Table 25: CY2010 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2010 Aggregate Lending Data (% of #)		2010 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2036	18.20%	124	20.98%	6.1%
Moderate	3475	31.06%	199	33.67%	5.7%
Middle	2918	26.08%	146	24.70%	5.0%
Upper	2759	24.66%	122	20.64%	4.4%
Total	11188	100.00%	591	100.00%	5.3%

Source: U.S. Census, CRA Data (2010) and CRA Aggregate Data for 2010

Table 26: Number of CY2010 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	2010 Aggregate Lending Data (% of \$)		2010 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	94332	22.13%	7699	22.54%	8.2%
Moderate	108094	25.36%	9594	28.08%	8.9%
Middle	110468	25.92%	7587	22.21%	6.9%
Upper	113324	26.59%	9283	27.17%	8.2%
Total	426218	100.00%	34163	100.00%	8.0%

Source: U.S. Census, CRA Data (2010) and CRA Aggregate Data for 2010

Table 27: Total Dollar Amount of CY2010 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



Small Business Loan Discussion

Suffolk County Small Business Loans

Aggregate

The aggregate small business loan activity, by dollar amount across Suffolk County, shows a reasonably favorable percentage for low and moderate-income census tracts. 25.4% of all small business loan dollars in Suffolk County were originated in moderate-income census tracts, and 22.1% of small business loan dollars were originated in low-income census tracts. In 2010, middle-income tracts received 25.9% of loan dollars, while upper-income tracts received 26.6% of loan dollars. This relatively even distribution of loan dollars across income levels is consistent with small business lending patterns from 2009. The most noteworthy change is a decrease in loan dollars originated in low-income census tracts from 28.0% in 2009 to 22.1% in 2010.

RBS Citizens Bank, N.A. Small Business Loans

In Suffolk County, the numbers of small business loans originated by RBS Citizens Bank, N.A. were distributed fairly evenly across income tracts, with a slight preference for moderate-income census tracts, which received 33.7% of loans by number. Lower-income census tracts received 21.0%; middle-income census tracts received 24.7%; and upper-income census tracts received 20.6% by number.

The bank's small-business loan dollars followed a similar distribution, but with a somewhat higher concentration of loan dollars in moderate-income and upper-income census tracts, which received 28.1% and 27.2% of loan dollars, respectively. Low-income geographies received 22.5% of loan dollars, while middle-income census tracts received 22.2%.

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

RBS Citizens Bank, N.A. accounts for 5.3% of small business loans in Suffolk County by number, and 8.0% by dollar amount. This marks a decrease in small business lending by dollar amount since 2009, when the bank originated 19.4% of small business loan dollars in Suffolk County.



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	24	1100	0	0	6	3496	21	2081
Moderate	31	1514	4	875	8	5126	25	1121
Middle	24	1024	6	1255	7	3327	19	1459
Upper	18	937	4	950	5	2899	14	987
Total	97	4575	14	3080	26	14848	79	5648

Source: U.S. Census, CRA Data for 2010

Table 22: CY2010 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2010 Aggregate Lending Data (% of #)		2010 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2036	18.20%	51	23.61%	2.5%
Moderate	3475	31.06%	68	31.48%	2.0%
Middle	2918	26.08%	56	25.93%	1.9%
Upper	2759	24.66%	41	18.98%	1.5%
Total	11188	100.00%	216	100.00%	1.9%

Source: U.S. Census, CRA Data (2010) and CRA Aggregate Data for 2010

Table 23: Number of CY2010 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	2010 Aggregate Lending Data (% of \$)		2010 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	94332	22.13%	6677	23.72%	7.1%
Moderate	108094	25.36%	8636	30.68%	8.0%
Middle	110468	25.92%	7065	25.10%	6.4%
Upper	113324	26.59%	5773	20.51%	5.1%
Total	426218	100.00%	28151	100.00%	6.6%

Source: U.S. Census, CRA Data (2010) and CRA Aggregate Data for 2010

Table 24: Total Dollar Amount of CY2010 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



Small Business Loan Discussion

Suffolk County Small Business Loans

Aggregate

The aggregate small business loan activity, by dollar amount across Suffolk County, shows a reasonably favorable percentage for low and moderate-income census tracts. 25.4% of all small business loan dollars in Suffolk County were originated in moderate-income census tracts, and 22.1% of small business loan dollars were originated in low-income census tracts. In 2010, middle-income tracts received 25.9% of loan dollars, while upper-income tracts received 26.6% of loan dollars. This relatively even distribution of loan dollars across income levels is consistent with small business lending patterns from 2009. The most noteworthy change is a decrease in loan dollars originated in low-income census tracts from 28.0% in 2009 to 22.1% in 2010.

Sovereign Bank Small Business Loans

In Suffolk County, Sovereign Bank originated its small business loans fairly evenly across census tracts, with a slightly higher concentration in moderate-income census tracts: lower (23.6%), moderate (31.5%), middle (25.9%), and upper (19.0%).

The dollar amount of small business loans follows this distribution closely: lower-income census tracts received 23.7% of small business loan dollars, while moderate-income census tracts received 30.7%, middle-income census tracts received 25.1%, and upper-income census tracts received 20.5% of loan dollars. This is consistent with the bank's 2008 and 2009 lending patterns.

Sovereign Bank compared to Suffolk County

Aggregate

Sovereign Bank accounts for 1.9% of small business loans in Suffolk County and 6.6% 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	14	698	2	290	3	1272	6	489
Moderate	32	1742	2	400	1	704	11	524
Middle	9	448	1	250	0	0	5	201
Upper	14	669	1	150	1	400	8	293
Total	69	3557	6	1090	5	2376	30	1507

Source: U.S. Census, CRA Data for 2010

Table 22: CY2010 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2010 Aggregate Lending Data (% of #)		2010 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2036	18.20%	25	22.73%	1.2%
Moderate	3475	31.06%	46	41.82%	1.3%
Middle	2918	26.08%	15	13.64%	0.5%
Upper	2759	24.66%	24	21.82%	0.9%
Total	11188	100.00%	110	100.00%	1.0%

Source: U.S. Census, CRA Data (2010) and CRA Aggregate Data for 2010

Table 23: Number of CY2010 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	2010 Aggregate Lending Data (% of \$)		2010 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	94332	22.13%	2749	32.23%	2.9%
Moderate	108094	25.36%	3370	39.51%	3.1%
Middle	110468	25.92%	899	10.54%	0.8%
Upper	113324	26.59%	1512	17.73%	1.3%
Total	426218	100.00%	8530	100.00%	2.0%

Source: U.S. Census, CRA Data (2010) and CRA Aggregate Data for 2010

Table 24: Total Dollar Amount of CY2010 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



Small Business Loan Discussion

Suffolk County Small Business Loans

Aggregate

The aggregate small business loan activity, by dollar amount across Suffolk County, shows a reasonably favorable percentage for low and moderate-income census tracts. 25.4% of all small business loan dollars in Suffolk County were originated in moderate-income census tracts, and 22.1% of small business loan dollars were originated in low-income census tracts. In 2010, middle-income tracts received 25.9% of loan dollars, while upper-income tracts received 26.6% of loan dollars. This relatively even distribution of loan dollars across income levels is consistent with small business lending patterns from 2009. The most noteworthy change is a decrease in loan dollars originated in low-income census tracts from 28.0% in 2009 to 22.1% in 2010.

TD Bank Small Business Loans

In Suffolk County, TD Bank originated the largest number of its small business loans in moderate-income census tracts (46 or 41.8%). Lower-income census tracts received 25 loans or 22.7%, and upper-income census tracts received 24 loans, or 21.8%. Middle-income census tracts received the fewest loans (15 or 13.6%).

The dollar amount of small business loans follows a different pattern, with a heavier concentration of loan dollars in low-income and moderate-income census tracts (32.2% and 39.5%, respectively). Upper-income tracts received 17.7% of loan dollars, while middle-income tracts received the fewest loan dollars (10.5%).

These lending patterns are similar to the bank's 2009 small business lending, although they represent a year-over-year increase in the concentration of loan dollars in low-income census tracts.

TD Bank compared to Suffolk County

Aggregate

TD Bank accounts for 1.0% of small business loans in Suffolk County and 2.0% 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	0	0	2	1050	0	0
Moderate	0	0	0	0	0	0	0	0
Middle	0	0	0	0	0	0	0	0
Upper	0	0	2	350	0	0	1	200
Total	0	0	2	350	2	1050	1	200

Source: U.S. Census, CRA Data for 2010

Table 22: CY2010 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2010 Aggregate Lending Data (% of #)		2010 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2036	18.20%	2	40.00%	0.1%
Moderate	3475	31.06%	0	0.00%	0.0%
Middle	2918	26.08%	0	0.00%	0.0%
Upper	2759	24.66%	3	60.00%	0.1%
Total	11188	100.00%	5	100.00%	0.0%

Source: U.S. Census, CRA Data (2010) and CRA Aggregate Data for 2010

Table 23: Number of CY2010 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	2010 Aggregate Lending Data (% of \$)		2010 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	94332	22.13%	1050	65.63%	1.1%
Moderate	108094	25.36%	0	0.00%	0.0%
Middle	110468	25.92%	0	0.00%	0.0%
Upper	113324	26.59%	550	34.38%	0.5%
Total	426218	100.00%	1600	100.00%	0.4%

Source: U.S. Census, CRA Data (2010) and CRA Aggregate Data for 2010

Table 24: Total Dollar Amount of CY2010 Small Business Loan Originations for Suffolk County, MA compared against Suffolk County, MA aggregate.



Small Business Loan Discussion

Suffolk County Small Business Loans

Aggregate

The aggregate small business loan activity, by dollar amount across Suffolk County, shows a reasonably favorable percentage for low and moderate-income census tracts. 25.4% of all small business loan dollars in Suffolk County were originated in moderate-income census tracts, and 22.1% of small business loan dollars were originated in low-income census tracts. In 2010, middle-income tracts received 25.9% of loan dollars, while upper-income tracts received 26.6% of loan dollars. This relatively even distribution of loan dollars across income levels is consistent with small business lending patterns from 2009. The most noteworthy change is a decrease in loan dollars originated in low-income census tracts from 28.0% in 2009 to 22.1% in 2010.

Webster Bank Small Business Loans

Webster Bank originated very few small business loans in Suffolk County in 2010. The bank originates 3 loans (60.0%) in upper-income census tracts, and 2 loans (40.0%) in lower-income census tracts. This low level of small business lending is consistent with the banks' 2009 performance.

Webster Bank compared to Suffolk County

Aggregate

Webster Bank accounts for less than 0.1% of small business loans in Suffolk County, and 0.4% of small business dollars loaned.



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With over twenty years' collective Government Banking and Diversity Management 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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