



2012 Linked Deposit Banking Report to the Mayor

ADDENDUM: SMALL BUSINESS LOANS



CITY OF BOSTON





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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 2012 in twelve banks included in City of Boston 2012 Linked Deposit Banking Report to the Mayor. The small business loan activity of these banks in the year 2012 is also compared to the 2012 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 2012 and the dollar amount of the loans. A discussion of the data section follows each chart.

Banks included in this analysis of small business loans include:

- Bank of America
- Bank of NY Mellon
- Blue Hills Bank
- Boston Private Bank
- Cathay Bank
- Century Bank and Trust
- East Boston Savings Bank
- Eastern Bank
- JP Morgan Chase Bank
- RBS Citizens
- TD Bank
- Webster Bank

No CRA Data was available for small business loans for the following banks included in the City of Boston 2012 Linked Deposit Banking Report to the Mayor:

- Commonwealth Cooperative Bank
- First Trade Union Bank
- OneUnited Bank
- Sovereign 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	34	1645	5	925	10	6382	4	1389
Moderate	46	2493	9	1353	5	2894	5	1303
Middle	47	2514	9	1139	4	2225	2	525
Upper	107	5702	27	4441	43	23835	14	4237
Total	234	12354	50	7858	62	35336	25	7454

Source: U.S. Census, CRA Data for 2012

Table 16: CY2012 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2012 Aggregate Lending Data (% of #)		2012 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2404	14.36%	53	14.29%	2.2%
Moderate	3715	22.19%	65	17.52%	1.7%
Middle	3242	19.37%	62	16.71%	1.9%
Upper	7378	44.08%	191	51.48%	2.6%
Total	16739	100.00%	371	100.00%	2.2%

Source: U.S. Census, CRA Data (2012) and CRA Aggregate Data for 2012

Table 17: Number of CY2012 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	2012 Aggregate Lending Data (% of \$)		2012 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	85482	13.65%	10341	16.41%	12.1%
Moderate	123985	19.79%	8043	12.77%	6.5%
Middle	89704	14.32%	6403	10.16%	7.1%
Upper	327210	52.24%	38215	60.66%	11.7%
Total	626381	100.00%	63002	100.00%	10.1%

Source: U.S. Census, CRA Data (2012) and CRA Aggregate Data for 2012

Table 18: Total Dollar Amount of CY2012 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 2012, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (52.2%) of small business loan dollars. The remaining small business loan dollars were distributed fairly evenly across the low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 13.7% of loan dollars; moderate-income census tracts received 19.8% of loan dollars and middle-income census tracts received 14.3% of loan dollars. Compared to 2011 small business lending patterns, these numbers reflect a shift in distribution of small business loan dollars away from low, moderate, and middle-income census tracts and toward upper-income census tracts.

Bank of America Small Business Loans

In Suffolk County, the majority of Bank of America's small business loans and loan dollars went to upper-income census tracts. The remaining loans and loan dollars were spread fairly evenly across the remaining census tracts.

The bank originated 16.4% of its loan dollars in lower-income census tracts, while middle-income census tracts received 10.2% of loan dollars. Upper-income census tracts received the greatest share of loan dollars, at 60.7%. Moderate-income census tracts received the fewest loan dollars, or 12.8%.

The bank's distribution of loans followed similar patterns, though the numerical distribution of small business loans across census tracts was slightly more even. Lower-income census tracts received 14.3% of loans, while moderate-income census tracts received 17.5% of loans. Middle-income census tracts received 16.7% of loans by number, and upper-income census tracts again received the largest share of loans, at 51.5%.

This distribution of loans and loan dollars reflects a shift from 2011 toward upper-income census tracts.

Bank of America compared to Suffolk County Aggregate

Bank of America accounts for 2.2% of small business loans in Suffolk County by number, and 10.1% by dollar volume.





Bank of NY Mellon

**Bank of NY Mellon**

Distribution of Small Business Loans by Income Category of the Census Tract								
Census Tract Income Level	Loan Amount at Origination ≤ \$100,000		Loan Amount at Origination > \$100,000 but ≤ \$250,000		Loan Amount at Origination > \$250,000		Loans to Businesses with Gross Annual Revenues ≤ \$1 million	
	#	\$ (000s)	#	\$ (000s)	#	\$ (000s)	#	\$ (000s)
Low	0	0	0	0	0	0	0	0
Moderate	1	70	0	0	0	0	1	1
Middle	0	0	0	0	0	0	0	0
Upper	1	75	0	0	1	935	2	1
Total	2	145	0	0	1	935	3	2

Source: U.S. Census, CRA Data for 2012

Table 25: CY2012 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2012 Aggregate Lending Data (% of #)		2012 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2404	14.36%	0	0.00%	0.0%
Moderate	3715	22.19%	2	33.33%	0.1%
Middle	3242	19.37%	0	0.00%	0.0%
Upper	7378	44.08%	4	66.67%	0.1%
Total	16739	100.00%	6	100.00%	0.0%

Source: U.S. Census, CRA Data (2012) and CRA Aggregate Data for 2012

Table 26: Number of CY2012 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	2012 Aggregate Lending Data (% of \$)		2012 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	85482	13.65%	0	0.00%	0.0%
Moderate	123985	19.79%	140	6.48%	0.1%
Middle	89704	14.32%	0	0.00%	0.0%
Upper	327210	52.24%	2020	93.52%	0.6%
Total	626381	100.00%	2160	100.00%	0.3%

Source: U.S. Census, CRA Data (2012) and CRA Aggregate Data for 2012

Table 27: Total Dollar Amount of CY2012 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 2012, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (52.2%) of small business loan dollars. The remaining small business loan dollars were distributed fairly evenly across the low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 13.7% of loan dollars; moderate-income census tracts received 19.8% of loan dollars and middle-income census tracts received 14.3% of loan dollars. Compared to 2011 small business lending patterns, these numbers reflect a shift in distribution of small business loan dollars away from low, moderate, and middle-income census tracts and toward upper-income census tracts.

Bank of NY Mellon Small Business Loans

Bank of NY Mellon originated six small business loans in Suffolk County in 2012. Upper-income census tracts received four (66.7%) of these loans, while the bank originated the remaining two loans in moderate-income census tracts (33.3%). The bank originated no loans in lower-income or middle-income census tracts in 2012.

The bank's distribution of small business loan dollars followed a similar pattern. Moderate-income census tracts received 6.5% of loan dollars, while upper-income census tracts received the remaining 93.5% of loan dollars.

Bank of NY Mellon compared to Suffolk County Aggregate

Bank of NY Mellon accounts for 0.1% of small business loans in Suffolk County by number, and 0.3% by dollar amount. This level of lending represents a decrease in terms of loan dollars from the bank's 2011 lending levels in Suffolk County.





Blue Hills Bank

**Blue Hills 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	0	0	0	0
Moderate	0	0	0	0	0	0	0	0
Middle	0	0	0	0	0	0	0	0
Upper	0	0	1	250	0	0	0	0
Total	0	0	1	250	0	0	0	0

Source: U.S. Census, CRA Data for 2012

Table 25: CY2012 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2012 Aggregate Lending Data (% of #)		2012 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2404	14.36%	0	0.00%	0.0%
Moderate	3715	22.19%	0	0.00%	0.0%
Middle	3242	19.37%	0	0.00%	0.0%
Upper	7378	44.08%	1	100.00%	0.0%
Total	16739	100.00%	1	100.00%	0.0%

Source: U.S. Census, CRA Data (2012) and CRA Aggregate Data for 2012

Table 26: Number of CY2012 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	2012 Aggregate Lending Data (% of \$)		2012 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	85482	13.65%	0	0.00%	0.0%
Moderate	123985	19.79%	0	0.00%	0.0%
Middle	89704	14.32%	0	0.00%	0.0%
Upper	327210	52.24%	250	100.00%	0.1%
Total	626381	100.00%	250	100.00%	0.0%

Source: U.S. Census, CRA Data (2012) and CRA Aggregate Data for 2012

Table 27: Total Dollar Amount of CY2012 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 2012, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (52.2%) of small business loan dollars. The remaining small business loan dollars were distributed fairly evenly across the low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 13.7% of loan dollars; moderate-income census tracts received 19.8% of loan dollars and middle-income census tracts received 14.3% of loan dollars. Compared to 2011 small business lending patterns, these numbers reflect a shift in distribution of small business loan dollars away from low, moderate, and middle-income census tracts and toward upper-income census tracts.

Blue Hills Bank Small Business Loans

Blue Hills Bank originated one small business loan in Suffolk County in 2012, in an upper-income census tract. The bank originated no loans in lower-income, moderate-income or middle-income census tracts in 2012.

The bank's distribution of small business loan dollars followed the same pattern. Upper-income census tracts received 100.00% of loan dollars.

Blue Hills Bank compared to Suffolk County

Aggregate

Blue Hills Bank accounts for 0.0% of small business loans in Suffolk County by both number and dollar amount. This level of lending represents a decrease in terms of loan dollars from the bank's 2011 lending levels in Suffolk County.





Boston Private Bank

**Boston Private Bank**

Distribution of Small Business Loans by Income Category of the Census Tract								
Census Tract Income Level	Loan Amount at Origination <= \$100,000		Loan Amount at Origination > \$100,000 but <= \$250,000		Loan Amount at Origination > \$250,000		Loans to Businesses with Gross Annual Revenues <= \$1 million	
	#	\$ (000s)	#	\$ (000s)	#	\$ (000s)	#	\$ (000s)
Low	3	250	1	200	2	775	1	282
Moderate	1	40	4	648	3	2321	4	538
Middle	0	0	2	400	5	3862	0	0
Upper	45	2494	38	7059	50	30977	38	13719
Total	49	2784	45	8307	60	37935	43	14539

Source: U.S. Census, CRA Data for 2012

Table 1: CY2012 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2012 Aggregate Lending Data (% of #)		2012 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2404	14.36%	7	3.55%	0.3%
Moderate	3715	22.19%	12	6.09%	0.3%
Middle	3242	19.37%	7	3.55%	0.2%
Upper	7378	44.08%	171	86.80%	2.3%
Total	16739	100.00%	197	100.00%	1.2%

Source: U.S. Census, CRA Data (2012) and CRA Aggregate Data for 2012

Table 2: Number of CY2012 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	2012 Aggregate Lending Data (% of \$)		2012 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	85482	13.65%	1507	2.37%	1.8%
Moderate	123985	19.79%	3547	5.58%	2.9%
Middle	89704	14.32%	4262	6.70%	4.8%
Upper	327210	52.24%	54249	85.34%	16.6%
Total	626381	100.00%	63565	100.00%	10.1%

Source: U.S. Census, CRA Data (2012) and CRA Aggregate Data for 2012

Table 3: Total Dollar Amount of CY2012 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 2012, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (52.2%) of small business loan dollars. The remaining small business loan dollars were distributed fairly evenly across the low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 13.7% of loan dollars; moderate-income census tracts received 19.8% of loan dollars and middle-income census tracts received 14.3% of loan dollars. Compared to 2011 small business lending patterns, these numbers reflect a shift in distribution of small business loan dollars away from low, moderate, and middle-income census tracts and toward upper-income census tracts.

Boston Private Bank Small Business Loans

In Suffolk County, Boston Private Bank originated its largest number of small business loans in upper-income census tracts (171, or 86.8%). Lower-income census tracts received a smaller number of loans (seven, or 3.6%). Moderate- and middle-income census tracts received the fewest loans, with 12 and seven, respectively.

The dollar amount of small business loans followed a similar distribution pattern across the income levels: upper (85.3%), lower (2.4%), moderate (5.6%) and middle (6.7%).

Boston Private Bank compared to Suffolk County Aggregate

Boston Private Bank accounts for 1.2% of small business loans in Suffolk County. However, Boston Private Bank accounts for 10.1% of aggregate small business loan dollars.





Cathay Bank

**Cathay Bank**

Distribution of Small Business Loans by Income Category of the Census Tract								
Census Tract Income Level	Loan Amount at Origination <= \$100,000		Loan Amount at Origination > \$100,000 but <= \$250,000		Loan Amount at Origination > \$250,000		Loans to Businesses with Gross Annual Revenues <= \$1 million	
	#	\$ (000s)	#	\$ (000s)	#	\$ (000s)	#	\$ (000s)
Low	0	0	1	200	1	970	1	970
Moderate	0	0	0	0	1	400	0	0
Middle	0	0	0	0	0	0	0	0
Upper	1	48	0	0	0	0	1	48
Total	1	48	1	200	2	1370	2	1018

Source: U.S. Census, CRA Data for 2012

Table 1: CY2012 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2012 Aggregate Lending Data (% of #)		2012 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2404	14.36%	3	50.00%	0.1%
Moderate	3715	22.19%	1	16.67%	0.0%
Middle	3242	19.37%	0	0.00%	0.0%
Upper	7378	44.08%	2	33.33%	0.0%
Total	16739	100.00%	6	100.00%	0.0%

Source: U.S. Census, CRA Data (2012) and CRA Aggregate Data for 2012

Table 2: Number of CY2012 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	2012 Aggregate Lending Data (% of \$)		2012 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	85482	13.65%	2140	81.18%	2.5%
Moderate	123985	19.79%	400	15.17%	0.3%
Middle	89704	14.32%	0	0.00%	0.0%
Upper	327210	52.24%	96	3.64%	0.0%
Total	626381	100.00%	2636	100.00%	0.4%

Source: U.S. Census, CRA Data (2012) and CRA Aggregate Data for 2012

Table 3: Total Dollar Amount of CY2012 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 2012, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (52.2%) of small business loan dollars. The remaining small business loan dollars were distributed fairly evenly across the low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 13.7% of loan dollars; moderate-income census tracts received 19.8% of loan dollars and middle-income census tracts received 14.3% of loan dollars. Compared to 2011 small business lending patterns, these numbers reflect a shift in distribution of small business loan dollars away from low, moderate, and middle-income census tracts and toward upper-income census tracts.

Cathay Bank Small Business Loans

In Suffolk County, Cathay Bank originated very few small business loans in 2012. The bank originated only six loans, three (50%) of which were in low-income census tracts. The bank originated one loan in a moderate-income census tract, and no loans in middle-income census tracts. The bank's remaining two small business loans were originated in upper-income census tracts.

Lower-income census tracts received 81.2% of the bank's small business loan dollars, while moderate-income census tracts received 15.2% of small business loan dollars and upper-income census tracts received 3.6% of small business loan dollars.

The distribution of loans and loan dollars across census tracts and the low level of small business lending are consistent with the bank's 2011 small business lending levels.

Cathay Bank compared to Suffolk County Aggregate

Cathay Bank accounts for a very small percentage of the number of small business loans in Suffolk County (0.0%) and of small business loan dollars (0.4%). This is consistent with the bank's 2011 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	8	244	2	500	6	3255	6	670
Moderate	8	288	4	737	4	1942	13	1800
Middle	7	367	1	150	0	0	5	332
Upper	15	772	9	1833	14	6838	15	3071
Total	38	1671	16	3220	24	12035	39	5873

Source: U.S. Census, CRA Data for 2012

Table 4: CY2012 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2012 Aggregate Lending Data (% of #)		2012 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2404	14.36%	22	18.80%	0.9%
Moderate	3715	22.19%	29	24.79%	0.8%
Middle	3242	19.37%	13	11.11%	0.4%
Upper	7378	44.08%	53	45.30%	0.7%
Total	16739	100.00%	117	100.00%	0.7%

Source: U.S. Census, CRA Data (2012) and CRA Aggregate Data for 2012

Table 5: Number of CY2012 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	2012 Aggregate Lending Data (% of \$)		2012 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	85482	13.65%	4669	20.48%	5.5%
Moderate	123985	19.79%	4767	20.91%	3.8%
Middle	89704	14.32%	849	3.72%	0.9%
Upper	327210	52.24%	12514	54.89%	3.8%
Total	626381	100.00%	22799	100.00%	3.6%

Source: U.S. Census, CRA Data (2012) and CRA Aggregate Data for 2012

Table 6: Total Dollar Amount of CY2012 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 2012, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (52.2%) of small business loan dollars. The remaining small business loan dollars were distributed fairly evenly across the low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 13.7% of loan dollars; moderate-income census tracts received 19.8% of loan dollars and middle-income census tracts received 14.3% of loan dollars. Compared to 2011 small business lending patterns, these numbers reflect a shift in distribution of small business loan dollars away from low, moderate, and middle-income census tracts and toward upper-income census tracts.

Century Bank Small Business Loans

In Suffolk County, Century Bank originated the majority of its loans (66, or 56.4%) in upper- and middle-income census tracts. Moderate-income census tracts received 29 or 24.8%, while lower-income census tracts received 22, or 18.8% of loans.

The majority of the bank's loan dollars, however, were originated in upper-income census tracts, which received 54.9% of all loan dollars. Middle-income census tracts received 3.7% of loan dollars, and moderate-income census tracts received 20.9%. Lower-income census tracts received 20.5% of small business loan dollars.

Century Bank compared to Suffolk County

Aggregate

Century Bank accounts for a small percentage of the number of small business loans in Suffolk County (0.7%). Century Bank accounts for 3.6% 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	1	250	3	1405	2	810
Moderate	2	33	7	1315	8	3665	10	2233
Middle	2	125	2	500	6	4189	9	4789
Upper	0	0	0	0	3	1575	2	1075
Total	5	258	10	2065	20	10834	23	8907

Source: U.S. Census, CRA Data for 2012

Table 10: CY2012 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2012 Aggregate Lending Data (% of #)		2012 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2404	14.36%	7	12.07%	0.3%
Moderate	3715	22.19%	27	46.55%	0.7%
Middle	3242	19.37%	19	32.76%	0.6%
Upper	7378	44.08%	5	8.62%	0.1%
Total	16739	100.00%	58	100.00%	0.3%

Source: U.S. Census, CRA Data (2012) and CRA Aggregate Data for 2012

Table 11: Number of CY2012 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	2012 Aggregate Lending Data (% of \$)		2012 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	85482	13.65%	2565	11.63%	3.0%
Moderate	123985	19.79%	7246	32.84%	5.8%
Middle	89704	14.32%	9603	43.52%	10.7%
Upper	327210	52.24%	2650	12.01%	0.8%
Total	626381	100.00%	22064	100.00%	3.5%

Source: U.S. Census, CRA Data (2012) and CRA Aggregate Data for 2012

Table 12: Total Dollar Amount of CY2012 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 2012, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (52.2%) of small business loan dollars. The remaining small business loan dollars were distributed fairly evenly across the low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 13.7% of loan dollars; moderate-income census tracts received 19.8% of loan dollars and middle-income census tracts received 14.3% of loan dollars. Compared to 2011 small business lending patterns, these numbers reflect a shift in distribution of small business loan dollars away from low, moderate, and middle-income census tracts and toward upper-income census tracts.

East Boston Savings Bank Small Business Loans

In Suffolk County, East Boston Savings Bank originated the most of its loans in the moderate-income census tract (27, or 46.55%). Middle-income census tracts received 19, or 32.8%, and low-income census tracts received 7, or 12.1%. East Boston Savings Bank originated 5, or 8.6% of loans in upper-income census tracts.

In terms of distribution of loan dollars, middle-income census tracts received the highest proportion (43.5%), followed by moderate-income census tracts (32.8%). Upper-income census tracts received 12.0% of the bank's small business loan dollars, while low-income census tracts received 11.6% of loan dollars.

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 3.5% 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	21	1150	3	480	10	4718	9	1050
Moderate	29	1310	8	1517	16	8433	27	5288
Middle	18	830	2	345	9	4699	14	2267
Upper	46	2707	25	4724	34	16986	20	3921
Total	114	5997	38	7066	69	34836	70	12526

Source: U.S. Census, CRA Data for 2012

Table 13: CY2012 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2012 Aggregate Lending Data (% of #)		2012 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2404	14.36%	43	14.78%	1.8%
Moderate	3715	22.19%	80	27.49%	2.2%
Middle	3242	19.37%	43	14.78%	1.3%
Upper	7378	44.08%	125	42.96%	1.7%
Total	16739	100.00%	291	100.00%	1.7%

Source: U.S. Census, CRA Data (2012) and CRA Aggregate Data for 2012

Table 14: Number of CY2012 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	2012 Aggregate Lending Data (% of \$)		2012 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	85482	13.65%	7398	12.24%	8.7%
Moderate	123985	19.79%	16548	27.39%	13.3%
Middle	89704	14.32%	8141	13.47%	9.1%
Upper	327210	52.24%	28338	46.90%	8.7%
Total	626381	100.00%	60425	100.00%	9.6%

Source: U.S. Census, CRA Data (2012) and CRA Aggregate Data for 2012

Table 15: Total Dollar Amount of CY2012 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 2012, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (52.2%) of small business loan dollars. The remaining small business loan dollars were distributed fairly evenly across the low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 13.7% of loan dollars; moderate-income census tracts received 19.8% of loan dollars and middle-income census tracts received 14.3% of loan dollars. Compared to 2011 small business lending patterns, these numbers reflect a shift in distribution of small business loan dollars away from low, moderate, and middle-income census tracts and toward upper-income census tracts.

Eastern Bank Small Business Loans

In Suffolk County, Eastern Bank originated the greatest number of small business loans in upper-income census tracts (125, or 43.0%). Middle-income census tracts received 43 loans, or 14.8%. Moderate-income census tracts received 80, or 27.5%, while low-income census tracts received 43, or 14.8%.

The bank's small business loan dollars were concentrated in upper-income census tracts, which received nearly half of all loan dollars (46.9%). Middle-income census tracts received 13.5% of loan dollars, while moderate-income and lower-income census tracts received 27.4% and 12.2% of loan dollars respectively.

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 9.6% by dollar amount.





JPMorgan Chase Bank

**JPMorgan Chase Bank**

Distribution of Small Business Loans by Income Category of the Census Tract								
Census Tract Income Level	Loan Amount at Origination <= \$100,000		Loan Amount at Origination > \$100,000 but <= \$250,000		Loan Amount at Origination > \$250,000		Loans to Businesses with Gross Annual Revenues <= \$1 million	
	#	\$ (000s)	#	\$ (000s)	#	\$ (000s)	#	\$ (000s)
Low	5	206	0	0	0	0	0	0
Moderate	8	306	0	0	0	0	0	0
Middle	3	100	0	0	0	0	0	0
Upper	11	375	0	0	0	0	0	0
Total	27	987	0	0	0	0	0	0

Source: U.S. Census, CRA Data for 2012

Table 25: CY2012 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2012 Aggregate Lending Data (% of #)		2012 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2404	14.36%	5	18.52%	0.2%
Moderate	3715	22.19%	8	29.63%	0.2%
Middle	3242	19.37%	3	11.11%	0.1%
Upper	7378	44.08%	11	40.74%	0.1%
Total	16739	100.00%	27	100.00%	0.2%

Source: U.S. Census, CRA Data (2012) and CRA Aggregate Data for 2012

Table 26: Number of CY2012 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	2012 Aggregate Lending Data (% of \$)		2012 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	85482	13.65%	206	20.87%	0.2%
Moderate	123985	19.79%	306	31.00%	0.2%
Middle	89704	14.32%	100	10.13%	0.1%
Upper	327210	52.24%	375	37.99%	0.1%
Total	626381	100.00%	987	100.00%	0.2%

Source: U.S. Census, CRA Data (2012) and CRA Aggregate Data for 2012

Table 27: Total Dollar Amount of CY2012 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 2012, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (52.2%) of small business loan dollars. The remaining small business loan dollars were distributed fairly evenly across the low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 13.7% of loan dollars; moderate-income census tracts received 19.8% of loan dollars and middle-income census tracts received 14.3% of loan dollars. Compared to 2011 small business lending patterns, these numbers reflect a shift in distribution of small business loan dollars away from low, moderate, and middle-income census tracts and toward upper-income census tracts.

JPMorgan Chase Bank Small Business Loans

In Suffolk County in 2012, JPMorgan Chase Bank originated 27 small business loans. The bank originated 11 (40.7%) of these loans in upper-income census tracts and 3 (11.1%) of these loans in middle-income census tracts. Moderate-income census tracts received 8 (29.6%) small business loans. Lower-income census tracts received 5 (18.5%) loans

The bank's small-business loan dollars were most heavily concentrated in upper-income census tracts: they received 38.0% of all loan dollars. Moderate-income census tracts received 31.0% of loan dollars, while middle- and lower-income census tracts received 10.1% and 20.9% respectively.

JPMorgan Chase Bank compared to Suffolk County Aggregate

JPMorgan Chase Bank accounts for 0.2% by number of small business loans in Suffolk County and 0.2% 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	54	872	1	200	3	2380	38	665
Moderate	96	1298	6	1135	7	4350	66	2473
Middle	75	1334	2	300	2	802	42	455
Upper	159	3998	26	4652	13	5978	87	3235
Total	384	7502	35	6287	25	13510	233	6828

Source: U.S. Census, CRA Data for 2012

Table 25: CY2012 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2012 Aggregate Lending Data (% of #)		2012 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2404	14.36%	96	14.18%	4.0%
Moderate	3715	22.19%	175	25.85%	4.7%
Middle	3242	19.37%	121	17.87%	3.7%
Upper	7378	44.08%	285	42.10%	3.9%
Total	16739	100.00%	677	100.00%	4.0%

Source: U.S. Census, CRA Data (2012) and CRA Aggregate Data for 2012

Table 26: Number of CY2012 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	2012 Aggregate Lending Data (% of \$)		2012 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	85482	13.65%	4117	12.06%	4.8%
Moderate	123985	19.79%	9256	27.12%	7.5%
Middle	89704	14.32%	2891	8.47%	3.2%
Upper	327210	52.24%	17863	52.34%	5.5%
Total	626381	100.00%	34127	100.00%	5.4%

Source: U.S. Census, CRA Data (2012) and CRA Aggregate Data for 2012

Table 27: Total Dollar Amount of CY2012 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 2012, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (52.2%) of small business loan dollars. The remaining small business loan dollars were distributed fairly evenly across the low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 13.7% of loan dollars; moderate-income census tracts received 19.8% of loan dollars and middle-income census tracts received 14.3% of loan dollars. Compared to 2011 small business lending patterns, these numbers reflect a shift in distribution of small business loan dollars away from low, moderate, and middle-income census tracts and toward upper-income census tracts.

RBS Citizens Bank Small Business Loans

In Suffolk County, the numbers of small business loans originated by RBS Citizens Bank were distributed in the following pattern across income tracts: lower (14.2%), moderate (25.9%), middle (17.9%), and upper (42.1%).

The bank's small-business loan dollars followed a similar distribution. Upper-income geographies received the majority (52.3%) of loan dollars, while middle-income census tracts received 8.5%. Moderate- and lower-income census tracts received 27.1% and 12.1% respectively.

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

RBS Citizens Bank, N.A. accounts for 4.0% of small business loans in Suffolk County by number, and 5.4% by dollar amount.





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	12	618	0	0	0	0	5	198
Moderate	18	783	1	250	4	2329	13	1732
Middle	10	515	2	251	3	1929	8	1651
Upper	33	1375	3	435	6	2990	23	1520
Total	73	3291	6	936	13	7248	49	5101

Source: U.S. Census, CRA Data for 2012

Table 22: CY2012 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2012 Aggregate Lending Data (% of #)		2012 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2404	14.36%	17	12.06%	0.7%
Moderate	3715	22.19%	36	25.53%	1.0%
Middle	3242	19.37%	23	16.31%	0.7%
Upper	7378	44.08%	65	46.10%	0.9%
Total	16739	100.00%	141	100.00%	0.8%

Source: U.S. Census, CRA Data (2012) and CRA Aggregate Data for 2012

Table 23: Number of CY2012 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	2012 Aggregate Lending Data (% of \$)		2012 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	85482	13.65%	816	4.92%	1.0%
Moderate	123985	19.79%	5094	30.73%	4.1%
Middle	89704	14.32%	4346	26.22%	4.8%
Upper	327210	52.24%	6320	38.13%	1.9%
Total	626381	100.00%	16576	100.00%	2.6%

Source: U.S. Census, CRA Data (2012) and CRA Aggregate Data for 2012

Table 24: Total Dollar Amount of CY2012 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 2012, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (52.2%) of small business loan dollars. The remaining small business loan dollars were distributed fairly evenly across the low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 13.7% of loan dollars; moderate-income census tracts received 19.8% of loan dollars and middle-income census tracts received 14.3% of loan dollars. Compared to 2011 small business lending patterns, these numbers reflect a shift in distribution of small business loan dollars away from low, moderate, and middle-income census tracts and toward upper-income census tracts.

TD Bank Small Business Loans

In Suffolk County, TD Bank originated the highest proportion of its small business loans in upper-income census tracts (46.1%). Middle-income census tracts received 16.3% of loans, while moderate-income census tracts received 25.5% of loans. Low-income census tracts received the fewest loans (12.0%).

The dollar amount of small business loans, however, favored middle- and upper-income census tracts. These census tracts received 64.4% of loan dollars. Lower-income census tracts received 4.9% of loan dollars, while moderate-income census tracts received 30.7%.

TD Bank compared to Suffolk County

Aggregate

TD Bank accounts for 0.8% of small business loans in Suffolk County and 2.6% 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	1	606	1	606
Moderate	0	0	0	0	0	0	0	0
Middle	0	0	0	0	0	0	0	0
Upper	0	0	0	0	5	2570	0	0
Total	0	0	0	0	6	3176	1	606

Source: U.S. Census, CRA Data for 2012

Table 22: CY2012 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2012 Aggregate Lending Data (% of #)		2012 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	2404	14.36%	2	28.57%	0.1%
Moderate	3715	22.19%	0	0.00%	0.0%
Middle	3242	19.37%	0	0.00%	0.0%
Upper	7378	44.08%	5	71.43%	0.1%
Total	16739	100.00%	7	100.00%	0.0%

Source: U.S. Census, CRA Data (2012) and CRA Aggregate Data for 2012

Table 23: Number of CY2012 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	2012 Aggregate Lending Data (% of \$)		2012 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	85482	13.65%	1212	32.05%	1.4%
Moderate	123985	19.79%	0	0.00%	0.0%
Middle	89704	14.32%	0	0.00%	0.0%
Upper	327210	52.24%	2570	67.95%	0.8%
Total	626381	100.00%	3782	100.00%	0.6%

Source: U.S. Census, CRA Data (2012) and CRA Aggregate Data for 2012

Table 24: Total Dollar Amount of CY2012 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 2012, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (52.2%) of small business loan dollars. The remaining small business loan dollars were distributed fairly evenly across the low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 13.7% of loan dollars; moderate-income census tracts received 19.8% of loan dollars and middle-income census tracts received 14.3% of loan dollars. Compared to 2011 small business lending patterns, these numbers reflect a shift in distribution of small business loan dollars away from low, moderate, and middle-income census tracts and toward upper-income census tracts.

Webster Bank Small Business Loans

Webster Bank originated very few small business loans in Suffolk County in 2012. The bank originated 5 loans in upper-income census tracts, and 2 loans in lower-income census tracts. The bank originated no loans in moderate-income or middle-income census tracts. This is consistent with the lending levels of previous years.

Webster Bank compared to Suffolk County

Aggregate

Webster Bank accounts for less than 0.0% of small business loans in Suffolk County, and 0.6% of small business dollars loaned.





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BankIQ prepared this document for the City of Boston.

With over twenty years' Government Banking experience, BankIQ is an independent, woman-owned and operated business. BankIQ specializes in collecting, analyzing, preparing, and documenting Financial Services information for the Public Sector.

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