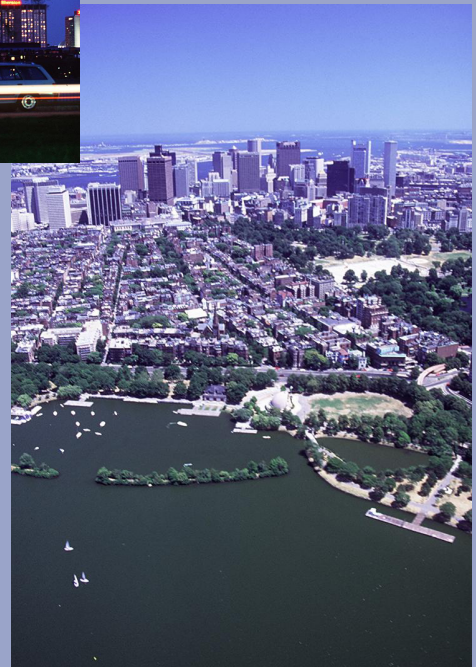


2001 LINKED DEPOSIT BANKING REPORT TO THE MAYOR Addendum

Small Business Loans



CITY OF BOSTON



Prepared March 2003 by NobleAssociates

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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 2001 in 9 banks included in The 2001 Linked Deposit Bank Report to the Mayor. The small business loan activity of these banks in the year 2001 is also compared to the 2001 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 2001 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:

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

No CRA Data was available for small business loans among the following banks included in the 2001 Linked Deposit Report to the Mayor:

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



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	10	552	6	1041	8	4430	11	2328
Moderate	4	281	3	568	3	2250	4	1288
Middle	0	0	0	0	2	1000	0	0
Upper	27	1461	9	1619	20	10082	24	4517
Total	41	2294	18	3228	33	17762	39	8133

Source: U.S. Census, CRA Data for 2001

Table 1: CY2001 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2001 Aggregate Lending Data (% of #)		2001 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	3176	23.7%	24	26.1%	0.8%
Moderate	4598	34.3%	10	10.9%	0.2%
Middle	2644	19.6%	2	2.2%	0.1%
Upper	3001	22.4%	56	60.9%	1.9%
Total	13419	100.0%	92	100.1%	0.7%

Source: U.S. Census, CRA Data (2001) and CRA Aggregate Data for 2001

Table 2: Number of CY2001 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	2001 Aggregate Lending Data (% of \$)		2001 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	211457	36.7%	6023	45.3%	2.8%
Moderate	139755	24.3%	3099	23.3%	2.2%
Middle	76894	13.4%	1000	7.5%	1.3%
Upper	147431	25.6%	3162	23.8%	2.1%
Total	575537	100.0%	13284	99.9%	2.3%

Source: U.S. Census, CRA Data (2001) and CRA Aggregate Data for 2001

Table 3: Total Dollar Amount of CY2001 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 favorable percentage for low and moderate-income census tracts. Of all the small business loans originated in Suffolk County, 36.7% of the dollars are in low-income census tracts and 24.3% are in moderate-income census tracts. Middle-income census tracts received 13.4%, and upper-income tracts received the lowest percent, of 25.6%.

Boston Private Bank Small Business Loans

In Suffolk County, Boston Private Bank originated its largest number of small business loans in the upper income census tracts (56 or 60.9%). Low-income census tracts received a smaller number of loans (24 or 26.1%). Moderate and middle-income census tracts received the lowest number (10 or 10.9%, 2 or 2.2%).

However, when compared by dollar amount, the number of small business loans has a different distribution pattern across the income levels: upper (23.80%), low (45.3%), middle (7.5%) and moderate (23.3%).

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 (0.7%). However, Boston Private Bank accounts for 2.3% of the small business loan dollars. Also of note, Boston Private Bank originated 46 more small business loans in 2001 than in 2000. However, the dollar amount of small business loans decreased by \$976 thousand during that same period.





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	210	3	550	3	980	4	500
Moderate	2	48	2	430	4	1945	1	36
Middle	4	215	3	555	3	1865	3	585
Upper	5	250	2	350	1	500	4	670
Total	14	723	10	1885	11	5290	12	1791

Source: U.S. Census, CRA Data for 2001

Table 4: CY2001 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2001 Aggregate Lending Data (% of #)		2001 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	3176	23.7%	9	25.7%	0.3%
Moderate	4598	34.3%	8	22.9%	0.2%
Middle	2644	19.6%	10	28.6%	0.4%
Upper	3001	22.4%	8	22.9%	0.3%
Total	13419	100.0%	35	100.1%	0.3%

Source: U.S. Census, CRA Data (2001) and CRA Aggregate Data for 2001

Table 5: Number of CY2001 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	2001 Aggregate Lending Data (% of \$)		2001 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	211457	36.7%	1740	25.2%	0.8%
Moderate	139755	24.3%	2423	35.1%	1.7%
Middle	76894	13.4%	2635	38.1%	3.4%
Upper	147431	25.6%	110	1.6%	0.1%
Total	575537	100.0%	6908	100.0%	1.2%

Source: U.S. Census, CRA Data (2001) and CRA Aggregate Data for 2001

Table 6: Total Dollar Amount of CY2001 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 favorable percentage for low and moderate-income census tracts. Of all the small business loans originated in Suffolk County, 36.7% of the dollars are in low-income census tracts and 24.3% are in moderate-income census tracts. Middle-income census tracts received 13.4%, and upper-income tracts received the lowest percent, of 25.6%.

Century Bank Small Business Loans

In Suffolk County, Century Bank's small business loans were distributed, by number of loans, fairly equally across the various income levels (between 8 and 10 loans). However, the dollar amount of these loans varied greatly, with the upper-income level receiving the lowest dollar amount for originated loans (1.6%) when compared to the remaining groups.

Century Bank compared to Suffolk County

Aggregate

Century Bank accounts for a small percentage of the number of small business loans in Suffolk County (0.8%). Century Bank accounts for 1.2% of the dollars of small business loans, however this number moves to 3.4% for loans originated for middle-income borrowers.





Citizens Bank

**Citizens Bank of Massachusetts**

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	127	5929	35	6641	56	30948	65	4136
Moderate	144	5079	21	4101	40	18773	88	3238
Middle	92	2816	16	2921	11	4904	59	1872
Upper	125	5607	37	6308	27	12526	62	4794
Total	488	19431	109	19971	134	67151	274	14040

Source: U.S. Census, CRA Data for 2001

Table 7: CY2001 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2001 Aggregate Lending Data (% of #)		2001 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	3176	23.7%	218	29.8%	6.9%
Moderate	4598	34.3%	205	28.0%	4.5%
Middle	2644	19.6%	119	16.3%	4.5%
Upper	3001	22.4%	189	25.9%	6.3%
Total	13419	100.0%	731	100.0%	5.4%

Source: U.S. Census, CRA Data (2001) and CRA Aggregate Data for 2001

Table 8: Number of CY2001 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	2001 Aggregate Lending Data (% of \$)		2001 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	211457	36.7%	43518	40.8%	20.6%
Moderate	139755	24.3%	27953	26.2%	20.0%
Middle	76894	13.4%	10641	10.0%	13.8%
Upper	147431	25.6%	24441	22.9%	16.6%
Total	575537	100.0%	106553	99.9%	18.5%

Source: U.S. Census, CRA Data (2001) and CRA Aggregate Data for 2001

Table 9: Total Dollar Amount of CY2001 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 favorable percentage for low and moderate-income census tracts. Of all the small business loans originated in Suffolk County, 36.7% of the dollars are in low-income census tracts and 24.3% are in moderate-income census tracts. Middle-income census tracts received 13.4%, and upper-income tracts received the lowest percent, of 25.6%.

Citizens Bank of Massachusetts Small Business Loans

In Suffolk County, Citizens Bank of Massachusetts originated an almost equal number of its small business loans in the low (218 or 29.8%), moderate (205, or 28%) and upper (189, or 25.9%) income census tracts. Middle-income census tracts received a lower number of loans (119, or 16.3%).

When analyzed by dollar amount, low-income census tracts received the highest amount (40.8%), followed by moderate (26.2%), then upper-income (22.9%) and middle-income (10%).

Citizens Bank of Massachusetts compared to Suffolk County Aggregate

Citizens Bank of Massachusetts accounts for 18.5% of all of small business loans in Suffolk County by dollar amount.





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	2	77	0	0	0	0	2	77
Moderate	7	309	3	578	2	895	10	1718
Middle	2	146	2	345	1	600	5	1091
Upper	1	21	0	0	0	0	1	21
Total	12	553	5	923	3	1495	18	2907

Source: U.S. Census, CRA Data for 2001

Table 10: CY2001 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2001 Aggregate Lending Data (% of #)		2001 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	3176	23.7%	2	10.0%	0.1%
Moderate	4598	34.3%	12	60.0%	0.3%
Middle	2644	19.6%	5	25.0%	0.2%
Upper	3001	22.4%	1	5.0%	0.0%
Total	13419	100.0%	20	100.0%	0.1%

Source: U.S. Census, CRA Data (2001) and CRA Aggregate Data for 2001

Table 11: Number of CY2001 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	2001 Aggregate Lending Data (% of \$)		2001 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	211457	36.7%	77	2.6%	0.0%
Moderate	139755	24.3%	1782	60.0%	1.3%
Middle	76894	13.4%	1091	36.7%	1.4%
Upper	147431	25.6%	21	0.7%	0.0%
Total	575537	100.0%	2971	100.0%	0.5%

Source: U.S. Census, CRA Data (2001) and CRA Aggregate Data for 2001

Table 12: Total Dollar Amount of CY2001 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 favorable percentage for low and moderate-income census tracts. Of all the small business loans originated in Suffolk County, 36.7% of the dollars are in low-income census tracts and 24.3% are in moderate-income census tracts. Middle-income census tracts received 13.4%, and upper-income tracts received the lowest percent, of 2.6%.

East Boston Savings Bank Small Business Loans

In Suffolk County, East Boston Savings Bank originated the largest number of its small business loans in the moderate-income census tracts (12, or 60%).

By dollar amount, moderate-income census tracts received the same percentage (60%), followed by middle income (36.7%), low-income (2.6%) and upper-income (0.7%).

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 (0.1%). However, East Boston Savings Bank accounts for 0.5% 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	16	690	11	2010	11	6082	8	1340
Moderate	26	1097	16	3178	15	7137	13	1834
Middle	18	631	6	1283	5	2155	11	1633
Upper	6	375	6	1290	7	4200	5	825
Total	66	2793	39	7761	38	19574	37	5632

Source: U.S. Census, CRA Data for 2001

Table 13: CY2001 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2001 Aggregate Lending Data (% of #)		2001 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	3176	23.7%	38	26.6%	1.2%
Moderate	4598	34.3%	57	39.9%	1.2%
Middle	2644	19.6%	29	20.3%	1.1%
Upper	3001	22.4%	19	13.3%	0.6%
Total	13419	100.0%	143	100.1%	1.1%

Source: U.S. Census, CRA Data (2001) and CRA Aggregate Data for 2001

Table 14: Number of CY2001 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	2001 Aggregate Lending Data (% of \$)		2001 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	211457	36.7%	8782	29.1%	4.2%
Moderate	139755	24.3%	11412	37.9%	8.2%
Middle	76894	13.4%	4069	13.5%	5.3%
Upper	147431	25.6%	5865	19.5%	4.0%
Total	575537	100.0%	30128	100.0%	5.2%

Source: U.S. Census, CRA Data (2001) and CRA Aggregate Data for 2001

Table 15: Total Dollar Amount of CY2001 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 favorable percentage for low and moderate-income census tracts. Of all the small business loans originated in Suffolk County, 36.7% of the dollars are in low-income census tracts and 24.3% are in moderate-income census tracts. Middle-income census tracts received 13.4%, and upper-income tracts received the lowest percent, of 25.6%.

Eastern Bank Small Business Loans

In Suffolk County, Eastern Bank originated 66.5% of its small business loans in the low and moderate-income census tracts. Upper-income census tracts received 19 loans, or 13.3%. Middle-income census tracts received 29 loans, or 20.3%.

The number of loans was consistent with the dollar amount at 67% for low and moderate-income tracts, and 13.5% and 19.5% respectively for middle and upper-income tracts.

Eastern Bank compared to Suffolk County

Aggregate

Eastern Bank accounts for 1.1% of small business loans in Suffolk County (0.3%). However, Eastern Bank accounts for 5.2% of the dollars of small business loans.





Fleet Bank

**Fleet National 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	319	7047	69	12896	115	58899	60	6927
Moderate	431	6699	4	775	6	4200	83	4235
Middle	165	3335	7	1078	9	4570	35	2649
Upper	161	4897	16	3210	32	19124	69	11097
Total	1076	21978	96	17959	162	86793	247	24908

Source: U.S. Census, CRA Data for 2001

Table 16: CY2001 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2001 Aggregate Lending Data (% of #)		2001 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	3176	23.7%	503	37.7%	15.8%
Moderate	4598	34.3%	441	33.1%	9.6%
Middle	2644	19.6%	181	13.6%	6.8%
Upper	3001	22.4%	209	15.7%	7.0%
Total	13419	100.0%	1334	100.1%	9.9%

Source: U.S. Census, CRA Data (2001) and CRA Aggregate Data for 2001

Table 17: Number of CY2001 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	2001 Aggregate Lending Data (% of \$)		2001 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	211457	36.7%	78842	62.2%	37.3%
Moderate	139755	24.3%	11674	9.2%	8.4%
Middle	76894	13.4%	8983	7.1%	11.7%
Upper	147431	25.6%	27231	21.5%	18.5%
Total	575537	100.0%	126730	100.0%	22.0%

Source: U.S. Census, CRA Data (2001) and CRA Aggregate Data for 2001

Table 18: Total Dollar Amount of CY2001 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 favorable percentage for low and moderate-income census tracts. Of all the small business loans originated in Suffolk County, 36.7% of the dollars are in low-income census tracts and 24.3% are in moderate-income census tracts. Middle-income census tracts received 13.4%, and upper-income tracts received the lowest percent, of 25.6%.

Fleet National Bank Small Business Loans

In Suffolk County, Fleet National Bank originated the largest number of its small business loans in the lo- and moderate-income census tracts (944, or 70.8%). Upper-income census tracts received 209, or 15.7%. Middle-income census tracts received 181, or 13.6%.

The dollar amounts of small business loans does not follow the same distribution as the number of small business loans: low (62.2%), upper (21.5%), moderate (9.2%) and middle (7.1%). Fleet National Bank originated 71.4% of its small business loan dollars to low and moderate-income census tracts.

Fleet National Bank compared to Suffolk County Aggregate

Fleet National Bank accounts for 9.9% of small business loans in Suffolk County by number, and 22.0% by dollar volume. Also of note, Fleet National Bank accounts for 37.3% of all the small business loan dollars in Suffolk County to low-income census tracts.





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	70	3102	11	2028	19	11470	35	2194
Moderate	63	2817	20	3681	18	10374	40	3481
Middle	31	1397	9	1683	11	7799	23	2054
Upper	37	1866	13	2748	12	6204	23	1221
Total	201	9182	53	10140	60	35847	121	8950

Source: U.S. Census, CRA Data for 2001

Table 22: CY2001 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2001 Aggregate Lending Data (% of #)		2001 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	3176	23.7%	100	31.8%	3.1%
Moderate	4598	34.3%	101	32.2%	2.2%
Middle	2644	19.6%	51	16.2%	1.9%
Upper	3001	22.4%	62	19.7%	2.1%
Total	13419	100.0%	314	99.9%	2.3%

Source: U.S. Census, CRA Data (2001) and CRA Aggregate Data for 2001

Table 23: Number of CY2001 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	2001 Aggregate Lending Data (% of \$)		2001 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	211457	36.7%	16600	30.1%	7.9%
Moderate	139755	24.3%	16872	30.6%	12.1%
Middle	76894	13.4%	10879	19.7%	14.1%
Upper	147431	25.6%	10818	19.6%	7.3%
Total	575537	100.0%	55169	100.0%	9.6%

Source: U.S. Census, CRA Data (2001) and CRA Aggregate Data for 2001

Table 24: Total Dollar Amount of CY2001 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 favorable percentage for low and moderate-income census tracts. Of all the small business loans originated in Suffolk County, 36.7% of the dollars are in low-income census tracts and 24.3% are in moderate-income census tracts. Middle-income census tracts received 13.4%, and upper-income tracts received the lowest percent, of 25.6%.

Sovereign Bank Small Business Loans

In Suffolk County, Sovereign Bank originated the largest number of its small business loans in the low and moderate-income census tracts (201 or 64%). Middle-income census tracts received 10, or 13.3%, and upper-income received 62, or 19.7%.

The dollar amount of small business loans follows the same distribution as the number of small business loans: low (30.1%), moderate (30.6%), upper (19.6%) and middle (19.7%). Sovereign Bank originated 60.7% of its small business loan dollars to low and moderate-income census tracts.

Sovereign Bank compared to Suffolk County

Aggregate

Sovereign Bank accounts for 2.3% of small business loans in Suffolk County and 9.6% of small business dollars loaned.





Wainwright Bank

**Wainwright 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	605	9	1808	8	4247	7	837
Moderate	8	278	0	0	2	1650	9	1128
Middle	4	82	1	250	2	770	6	852
Upper	5	209	6	1133	5	2015	5	725
Total	26	1174	16	3191	17	8682	27	3542

Source: U.S. Census, CRA Data for 2001

Table 25: CY2001 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2001 Aggregate Lending Data (% of #)		2001 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	3176	23.7%	26	44.1%	0.8%
Moderate	4598	34.3%	10	16.9%	0.2%
Middle	2644	19.6%	7	11.9%	0.3%
Upper	3001	22.4%	16	27.1%	0.5%
Total	13419	100.0%	59	100.0%	0.4%

Source: U.S. Census, CRA Data (2001) and CRA Aggregate Data for 2001

Table 26: Number of CY2001 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	2001 Aggregate Lending Data (% of \$)		2001 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	211457	36.7%	6660	51.0%	3.1%
Moderate	139755	24.3%	1928	14.8%	1.4%
Middle	76894	13.4%	1102	8.4%	1.4%
Upper	147431	25.6%	3357	25.7%	2.3%
Total	575537	100.0%	13047	99.9%	2.3%

Source: U.S. Census, CRA Data (2001) and CRA Aggregate Data for 2001

Table 27: Total Dollar Amount of CY2001 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 favorable percentage for low and moderate-income census tracts. Of all the small business loans originated in Suffolk County, 36.7% of the dollars are in low-income census tracts and 24.3% are in moderate-income census tracts. Middle-income census tracts received 13.4%, and upper-income tracts received the lowest percent, of 25.6%.

Wainwright Bank Small Business Loans

In Suffolk County, Wainwright Bank originated 61% of its small business loans, by number, to low and moderate-income levels. Middle-income census tracts received 7 loans or 11.9%. Upper-income census tracts received 16 loans or 27.1%

The dollar amounts of small business loans follows a similar distribution: Low-income (51%), moderate-income (14.8%), middle-income (8.4?) and upper-income (25.7%).

Wainwright Bank compared to Suffolk County Aggregate

Wainwright Bank accounts for 0.8% by number of small business loans in Suffolk County and 2.3% by dollar amount.





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NobleAssociates prepared this document for the City of Boston.

NobleAssociates is an independent, woman-owned and operated business with more than 15 years Government Banking experience. NobleAssociates specializes in collecting, analyzing, preparing and documenting Financial Services information for the Public Sector.

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