



2017 Linked Deposit Banking Report to the Mayor

ADDENDUM: SMALL BUSINESS LOANS



CITY OF BOSTON





Prepared March 2019 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 2017 in fifteen banks included in City of Boston 2017 Linked Deposit Banking Report to the Mayor. The small business loan activity of these banks in the year 2017 is also compared to the 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 2017 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
- Berkshire Bank
- Blue Hills Bank
- Cathay Bank
- Century Bank and Trust
- Citizens Bank
- Commerce Bank & Trust Company
- Dedham Institute for Savings
- East Boston Savings Bank
- Eastern Bank
- JP Morgan Chase Bank
- People's United Bank, N.A.
- Rockland Trust Company
- TD Bank
- Webster Bank

No CRA Data was available for small business loans for the following banks included in the City of Boston 2017 Linked Deposit Banking Report to the Mayor:

- Bank of NY Mellon
- Boston Private Bank
- Commonwealth Cooperative Bank
- Leader Bank
- OneUnited Bank
- Radius Bank
- Santander Bank N. A.



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 | 188 | 2191 | 2 | 475 | 6 | 3128 | 111 | 2257 |
| Moderate | 610 | 7399 | 7 | 1264 | 6 | 2820 | 371 | 4525 |
| Middle | 417 | 5726 | 9 | 1469 | 8 | 5386 | 245 | 4004 |
| Upper | 891 | 16766 | 25 | 4351 | 32 | 16766 | 465 | 8782 |
| Total | 2106 | 32082 | 43 | 7559 | 52 | 28100 | 1192 | 19568 |

Source: U.S. Census, CRA Data for 2017

Table 1: CY2017 Small Business Loan Originations for Suffolk County, MA.

| Distribution of the Number of Small Business Loans | | | | | |
|---|--------------------------------------|---------|-------------------------|---------|----------------------------|
| Census Tract Income Level | 2017 Aggregate Lending Data (% of #) | | 2017 Bank Data (% of #) | | Bank Compared to Aggregate |
| | # | % | # | % | % |
| Low | 2806 | 11.79% | 307 | 9.05% | 10.9% |
| Moderate | 6365 | 26.74% | 994 | 29.30% | 15.6% |
| Middle | 4697 | 19.73% | 679 | 20.01% | 14.5% |
| Upper | 9936 | 41.74% | 1413 | 41.64% | 14.2% |
| Total | 23804 | 100.00% | 3393 | 100.00% | 14.3% |

Source: U.S. Census, CRA Data (2017) and CRA Aggregate Data for 2017

Table 2: Number of CY2017 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 | 2017 Aggregate Lending Data (% of \$) | | 2017 Bank Data (% of \$) | | Bank Compared to Aggregate |
| | \$ (000s) | % | \$ (000s) | % | % |
| Low | 101888 | 12.83% | 8051 | 9.22% | 7.9% |
| Moderate | 171305 | 21.57% | 16008 | 18.33% | 9.3% |
| Middle | 140910 | 17.74% | 16585 | 19.00% | 11.8% |
| Upper | 380244 | 47.87% | 46665 | 53.45% | 12.3% |
| Total | 794347 | 100.00% | 87309 | 100.00% | 11.0% |

Source: U.S. Census, CRA Data (2017) and CRA Aggregate Data for 2017

Table 3: Total Dollar Amount of CY2017 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 2017, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (47.9%) of small business loan dollars. The remaining small business loan dollars were distributed across the low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 12.8% of loan dollars; moderate-income census tracts received 21.6% of loan dollars and middle-income census tracts received 17.7% of loan dollars. This pattern is similar to the distribution of small business loans in 2016.

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 9.2% of its loan dollars in lower-income census tracts, while moderate-income census tracts received 18.3% of loan dollars. Middle-income census tracts received 19%. Upper-income census tracts received the greatest share of loan dollars, at 53.45%.

The bank's distribution of loans by number followed a slightly different pattern. Lower-income census tracts received 9.05% of loans, while moderate-income census tracts received 29.30% of loans. Middle-income census tracts received 20% of loans by number, and upper-income census tracts again received the largest share of loans, at 41.6%.

Compared to 2016, the distribution of loans by number of loans reflects a 2.0% increase in loans originated in upper-income census tracts.

Bank of America compared to Suffolk County Aggregate

Bank of America accounts for 14.3% of small business loans in Suffolk County by number, and 11.0% by dollar volume.





Berkshire Bank



Berkshire 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 | 7 | 276 | 2 | 436 | 27 | 9821 | 36 | 10533 |
| Moderate | 9 | 388 | 4 | 737 | 7 | 2563 | 20 | 3688 |
| Middle | 4 | 158 | 3 | 516 | 21 | 8442 | 26 | 7971 |
| Upper | 2 | 110 | 1 | 122 | 3 | 1532 | 6 | 1764 |
| Total | 22 | 932 | 10 | 1811 | 58 | 22358 | 88 | 23956 |

Source: U.S. Census, CRA Data for 2017

Table 7: CY2017 Small Business Loan Originations for Suffolk County, MA.

| Distribution of the Number of Small Business Loans | | | | | |
|---|--------------------------------------|---------|-------------------------|---------|----------------------------|
| Census Tract Income Level | 2017 Aggregate Lending Data (% of #) | | 2017 Bank Data (% of #) | | Bank Compared to Aggregate |
| | # | % | # | % | |
| Low | 2806 | 11.79% | 72 | 40.45% | 2.6% |
| Moderate | 6365 | 26.74% | 40 | 22.47% | 0.6% |
| Middle | 4697 | 19.73% | 54 | 30.34% | 1.1% |
| Upper | 9936 | 41.74% | 12 | 6.74% | 0.1% |
| Total | 23804 | 100.00% | 178 | 100.00% | 0.7% |

Source: U.S. Census, CRA Data (2017) and CRA Aggregate Data for 2017

Table 8: Number of CY2017 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 | 2017 Aggregate Lending Data (% of \$) | | 2017 Bank Data (% of \$) | | Bank Compared to Aggregate |
| | \$ (000s) | % | \$ (000s) | % | |
| Low | 101888 | 12.83% | 21066 | 42.94% | 20.7% |
| Moderate | 171305 | 21.57% | 7376 | 15.04% | 4.3% |
| Middle | 140910 | 17.74% | 17087 | 34.83% | 12.1% |
| Upper | 380244 | 47.87% | 3528 | 7.19% | 0.9% |
| Total | 794347 | 100.00% | 49057 | 100.00% | 6.2% |

Source: U.S. Census, CRA Data (2017) and CRA Aggregate Data for 2017

Table 9: Total Dollar Amount of CY2017 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 2017, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (47.9%) of small business loan dollars. The remaining small business loan dollars were distributed across the low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 12.8% of loan dollars; moderate-income census tracts received 21.6% of loan dollars and middle-income census tracts received 17.7% of loan dollars. This pattern is similar to the distribution of small business loans in 2016.

Berkshire Bank Small Business Loans

In Suffolk County, Berkshire Bank originated 178 small business loans. The largest number was originated in the lower-income census tracts with 40.5%. Upper-income census tracts received the fewest loans with 6.7%. Moderate-income was 22.5% and middle-income census tracts received 30.34% of the loans.

The dollar amount of small business loans followed a similar distribution pattern across the income levels: lower (42.9%), upper (7.2%), moderate (15.0%) and middle (34.8%).

Berkshire Bank compared to Suffolk County

Aggregate

Berkshire Bank accounts for 0.7% of small business loans in Suffolk County. However, Berkshire Bank accounts for 6.2% of aggregate small business loan dollars.





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 | 1 | 300 | 0 | 0 |
| Moderate | 0 | 0 | 0 | 0 | 2 | 904 | 0 | 0 |
| Middle | 1 | 100 | 1 | 124 | 1 | 425 | 0 | 0 |
| Upper | 2 | 200 | 1 | 200 | 2 | 1690 | 0 | 0 |
| Total | 3 | 300 | 2 | 324 | 6 | 3319 | 0 | 0 |

Source: U.S. Census, CRA Data for 2017

Table 4: CY2017 Small Business Loan Originations for Suffolk County, MA.

| Distribution of the Number of Small Business Loans | | | | | |
|---|--------------------------------------|---------|-------------------------|---------|----------------------------|
| Census Tract Income Level | 2017 Aggregate Lending Data (% of #) | | 2017 Bank Data (% of #) | | Bank Compared to Aggregate |
| | # | % | # | % | % |
| Low | 2806 | 11.79% | 1 | 9.09% | 0.0% |
| Moderate | 6365 | 26.74% | 2 | 18.18% | 0.0% |
| Middle | 4697 | 19.73% | 3 | 27.27% | 0.1% |
| Upper | 9936 | 41.74% | 5 | 45.45% | 0.1% |
| Total | 23804 | 100.00% | 11 | 100.00% | 0.0% |

Source: U.S. Census, CRA Data (2017) and CRA Aggregate Data for 2017

Table 5: Number of CY2017 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 | 2017 Aggregate Lending Data (% of \$) | | 2017 Bank Data (% of \$) | | Bank Compared to Aggregate |
| | \$ (000s) | % | \$ (000s) | % | % |
| Low | 101888 | 12.83% | 300 | 7.61% | 0.3% |
| Moderate | 171305 | 21.57% | 904 | 22.93% | 0.5% |
| Middle | 140910 | 17.74% | 649 | 16.46% | 0.5% |
| Upper | 380244 | 47.87% | 2090 | 53.01% | 0.5% |
| Total | 794347 | 100.00% | 3943 | 100.00% | 0.5% |

Source: U.S. Census, CRA Data (2017) and CRA Aggregate Data for 2017

Table 6: Total Dollar Amount of CY2017 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 2017, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (47.9%) of small business loan dollars. The remaining small business loan dollars were distributed across the low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 12.8% of loan dollars; moderate-income census tracts received 21.6% of loan dollars and middle-income census tracts received 17.7% of loan dollars. This pattern is similar to the distribution of small business loans in 2016.

Blue Hills Bank Small Business Loans

Blue Hills Bank originated 11 small business loans in Suffolk County in 2017. Lower-income census tracts received 9.09% of loans, while moderate-income census tracts received 18.18% of loans. Middle-income census tracts received 27.8% of loans by number, and upper-income census tracts received the largest share of loans, at 45.5%.

Lower-income census tracts received 7.61% of loan dollars, while moderate-income census tracts received 22.93% of loan dollars. Middle-income census tracts received 16.5% of loan dollars, and upper-income census tracts received the largest share of loan dollars, at 53.0%.

Compared to 2016, the originated 7 fewer loans and continued to have the highest number and dollar amount of loans in the upper-income tract.

Blue Hills Bank compared to Suffolk County

Aggregate

Blue Hills Bank accounts for 0.0% of small business loans in Suffolk County by number, and 0.5% by dollar amount.





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 | 4 | 130 | 0 | 0 | 1 | 1000 | 2 | 110 |
| Moderate | 1 | 100 | 0 | 0 | 0 | 0 | 1 | 100 |
| Middle | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Upper | 2 | 150 | 0 | 0 | 1 | 650 | 2 | 700 |
| Total | 7 | 380 | 0 | 0 | 2 | 1650 | 5 | 910 |

Source: U.S. Census, CRA Data for 2017

Table 10: CY2017 Small Business Loan Originations for Suffolk County, MA.

| Distribution of the Number of Small Business Loans | | | | | |
|---|--------------------------------------|---------|-------------------------|---------|------------------------------|
| Census Tract Income Level | 2017 Aggregate Lending Data (% of #) | | 2017 Bank Data (% of #) | | Bank Compared to Aggregate % |
| | # | % | # | % | |
| Low | 2806 | 11.79% | 7 | 50.00% | 0.2% |
| Moderate | 6365 | 26.74% | 2 | 14.29% | 0.0% |
| Middle | 4697 | 19.73% | 0 | 0.00% | 0.0% |
| Upper | 9936 | 41.74% | 5 | 35.71% | 0.1% |
| Total | 23804 | 100.00% | 14 | 100.00% | 0.1% |

Source: U.S. Census, CRA Data (2017) and CRA Aggregate Data for 2017

Table 11: Number of CY2017 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 | 2017 Aggregate Lending Data (% of \$) | | 2017 Bank Data (% of \$) | | Bank Compared to Aggregate % |
| | \$ (000s) | % | \$ (000s) | % | |
| Low | 101888 | 12.83% | 1240 | 42.18% | 1.2% |
| Moderate | 171305 | 21.57% | 200 | 6.80% | 0.1% |
| Middle | 140910 | 17.74% | 0 | 0.00% | 0.0% |
| Upper | 380244 | 47.87% | 1500 | 51.02% | 0.4% |
| Total | 794347 | 100.00% | 2940 | 100.00% | 0.4% |

Source: U.S. Census, CRA Data (2017) and CRA Aggregate Data for 2017

Table 12: Total Dollar Amount of CY2017 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 2017, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (47.9%) of small business loan dollars. The remaining small business loan dollars were distributed across the low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 12.8% of loan dollars; moderate-income census tracts received 21.6% of loan dollars and middle-income census tracts received 17.7% of loan dollars. This pattern is similar to the distribution of small business loans in 2016.

Cathay Bank Small Business Loans

In 2017 Cathay Bank originated 14 small business loans in the Boston MSA. Of the 14 loans, the bank originated seven (50.0%) in low-income census tracts. The bank originated two loans (14.3%) in a moderate-income census tract, and no loans in middle-income census tracts. The bank's remaining 5 (35.7%) small business loans were originated in upper-income census tracts.

Lower-income census tracts received 42.2% of the bank's small business loan dollars, while moderate-income census tracts received 6.8% of small business loan dollars and upper-income census tracts received 51.02% of small business loan dollars.

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 (0.4%).





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 | 167 | 1 | 160 | 2 | 725 | 2 | 67 |
| Moderate | 4 | 242 | 2 | 300 | 1 | 395 | 2 | 427 |
| Middle | 4 | 240 | 2 | 438 | 0 | 0 | 4 | 328 |
| Upper | 8 | 400 | 5 | 1000 | 4 | 2350 | 6 | 650 |
| Total | 19 | 1049 | 10 | 1898 | 7 | 3470 | 14 | 1472 |

Source: U.S. Census, CRA Data for 2017

Table 13: CY2017 Small Business Loan Originations for Suffolk County, MA.

| Distribution of the Number of Small Business Loans | | | | | |
|---|--------------------------------------|---------|-------------------------|---------|----------------------------|
| Census Tract Income Level | 2017 Aggregate Lending Data (% of #) | | 2017 Bank Data (% of #) | | Bank Compared to Aggregate |
| | # | % | # | % | |
| Low | 2806 | 11.79% | 8 | 16.00% | 0.3% |
| Moderate | 6365 | 26.74% | 9 | 18.00% | 0.1% |
| Middle | 4697 | 19.73% | 10 | 20.00% | 0.2% |
| Upper | 9936 | 41.74% | 23 | 46.00% | 0.2% |
| Total | 23804 | 100.00% | 50 | 100.00% | 0.2% |

Source: U.S. Census, CRA Data (2017) and CRA Aggregate Data for 2017

Table 14: Number of CY2017 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 | 2017 Aggregate Lending Data (% of \$) | | 2017 Bank Data (% of \$) | | Bank Compared to Aggregate |
| | \$ (000s) | % | \$ (000s) | % | |
| Low | 101888 | 12.83% | 1119 | 14.18% | 1.1% |
| Moderate | 171305 | 21.57% | 1364 | 17.29% | 0.8% |
| Middle | 140910 | 17.74% | 1006 | 12.75% | 0.7% |
| Upper | 380244 | 47.87% | 4400 | 55.77% | 1.2% |
| Total | 794347 | 100.00% | 7889 | 100.00% | 1.0% |

Source: U.S. Census, CRA Data (2017) and CRA Aggregate Data for 2017

Table 15: Total Dollar Amount of CY2017 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 2017, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (47.9%) of small business loan dollars. The remaining small business loan dollars were distributed across the low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 12.8% of loan dollars; moderate-income census tracts received 21.6% of loan dollars and middle-income census tracts received 17.7% of loan dollars. This pattern is similar to the distribution of small business loans in 2016.

Century Bank Small Business Loans

In Suffolk County, Century Bank originated the majority of its loans at 46.0% in the upper-income census tract. Middle-income census tracts were 20.0%, moderate-income was 18.0% and low-income census tracts was 16%.

The majority of the bank's loan dollars were originated in upper-income census tracts, which received 55.8% of all loan dollars. Middle-income census tracts received 12.8% of loan dollars, and moderate-income census tracts received 17.3%. Low-income census tracts received 14.2% 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 (0.2%). Century Bank accounts for 1% of the dollars of small business loans.





Citizens Bank



Citizens 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 | 62 | 1007 | 8 | 1315 | 2 | 1160 | 62 | 3033 |
| Moderate | 185 | 2828 | 8 | 1475 | 7 | 3832 | 166 | 3721 |
| Middle | 79 | 1829 | 2 | 310 | 1 | 780 | 68 | 2315 |
| Upper | 100 | 2498 | 15 | 2716 | 20 | 11490 | 77 | 3864 |
| Total | 426 | 8162 | 33 | 5816 | 30 | 17262 | 373 | 12933 |

Source: U.S. Census, CRA Data for 2017

Table 16: CY2017 Small Business Loan Originations for Suffolk County, MA.

| Distribution of the Number of Small Business Loans | | | | | |
|---|--------------------------------------|---------|-------------------------|---------|----------------------------|
| Census Tract Income Level | 2017 Aggregate Lending Data (% of #) | | 2017 Bank Data (% of #) | | Bank Compared to Aggregate |
| | # | % | # | % | |
| Low | 2806 | 11.79% | 134 | 15.55% | 4.8% |
| Moderate | 6365 | 26.74% | 366 | 42.46% | 5.8% |
| Middle | 4697 | 19.73% | 150 | 17.40% | 3.2% |
| Upper | 9936 | 41.74% | 212 | 24.59% | 2.1% |
| Total | 23804 | 100.00% | 862 | 100.00% | 3.6% |

Source: U.S. Census, CRA Data (2017) and CRA Aggregate Data for 2017

Table 17: Number of CY2017 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 | 2017 Aggregate Lending Data (% of \$) | | 2017 Bank Data (% of \$) | | Bank Compared to Aggregate |
| | \$ (000s) | % | \$ (000s) | % | |
| Low | 101888 | 12.83% | 6515 | 14.75% | 6.4% |
| Moderate | 171305 | 21.57% | 11856 | 26.84% | 6.9% |
| Middle | 140910 | 17.74% | 5234 | 11.85% | 3.7% |
| Upper | 380244 | 47.87% | 20568 | 46.56% | 5.4% |
| Total | 794347 | 100.00% | 44173 | 100.00% | 5.6% |

Source: U.S. Census, CRA Data (2017) and CRA Aggregate Data for 2017

Table 18: Total Dollar Amount of CY2017 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 2017, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (47.9%) of small business loan dollars. The remaining small business loan dollars were distributed across the low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 12.8% of loan dollars; moderate-income census tracts received 21.6% of loan dollars and middle-income census tracts received 17.7% of loan dollars. This pattern is similar to the distribution of small business loans in 2016.

Citizens Bank Small Business Loans

In Suffolk County, the number of small business loans originated in 2016 by Citizens Bank were distributed in the following pattern across income tracts: lower (15.5%), moderate (42.46%), middle (17.4%), and upper (24.6%).

The bank's small-business loan dollars followed a similar distribution. Upper-income geographies received the majority (46.56%) of loan dollars, while middle-income census tracts received 11.9%. Moderate- and low-income census tracts received 26.84% and 14.8% respectively.

Citizens Bank compared to Suffolk County

Aggregate

Citizens Bank accounts for 3.6% of small business loans in Suffolk County by number, and 5.6% by dollar amount.





Commerce Bank & Trust Company



Commerce Bank & Trust Company

| Distribution of Small Business Loans by Income Category of the Census Tract | | | | | | | | |
|--|---|-----------|---|-----------|--|-----------|---|-----------|
| Census Tract Income Level | Loan Amount at Origination <= \$100,000 | | Loan Amount at Origination > \$100,000 but <= \$250,000 | | Loan Amount at Origination > \$250,000 | | Loans to Businesses with Gross Annual Revenues <= \$1 million | |
| | # | \$ (000s) | # | \$ (000s) | # | \$ (000s) | # | \$ (000s) |
| Low | 7 | 276 | 2 | 436 | 27 | 9821 | 36 | 10533 |
| Moderate | 9 | 388 | 4 | 737 | 7 | 2563 | 20 | 3688 |
| Middle | 4 | 158 | 3 | 516 | 21 | 8442 | 26 | 7971 |
| Upper | 2 | 110 | 1 | 122 | 3 | 1532 | 6 | 1764 |
| Total | 22 | 932 | 10 | 1811 | 58 | 22358 | 88 | 23956 |

Source: U.S. Census, CRA Data for 2017

Table 19: CY2017 Small Business Loan Originations for Suffolk County, MA.

| Distribution of the Number of Small Business Loans | | | | | |
|---|--------------------------------------|---------|-------------------------|---------|----------------------------|
| Census Tract Income Level | 2017 Aggregate Lending Data (% of #) | | 2017 Bank Data (% of #) | | Bank Compared to Aggregate |
| | # | % | # | % | |
| Low | 2806 | 11.79% | 72 | 40.45% | 2.6% |
| Moderate | 6365 | 26.74% | 40 | 22.47% | 0.6% |
| Middle | 4697 | 19.73% | 54 | 30.34% | 1.1% |
| Upper | 9936 | 41.74% | 12 | 6.74% | 0.1% |
| Total | 23804 | 100.00% | 178 | 100.00% | 0.7% |

Source: U.S. Census, CRA Data (2017) and CRA Aggregate Data for 2017

Table 20: Number of CY2017 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 | 2017 Aggregate Lending Data (% of \$) | | 2017 Bank Data (% of \$) | | Bank Compared to Aggregate |
| | \$ (000s) | % | \$ (000s) | % | |
| Low | 101888 | 12.83% | 21066 | 42.94% | 20.7% |
| Moderate | 171305 | 21.57% | 7376 | 15.04% | 4.3% |
| Middle | 140910 | 17.74% | 17087 | 34.83% | 12.1% |
| Upper | 380244 | 47.87% | 3528 | 7.19% | 0.9% |
| Total | 794347 | 100.00% | 49057 | 100.00% | 6.2% |

Source: U.S. Census, CRA Data (2017) and CRA Aggregate Data for 2017

Table 21: Total Dollar Amount of CY2017 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 2017, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (47.9%) of small business loan dollars. The remaining small business loan dollars were distributed across the low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 12.8% of loan dollars; moderate-income census tracts received 21.6% of loan dollars and middle-income census tracts received 17.7% of loan dollars. This pattern is similar to the distribution of small business loans in 2016.

Commerce Bank & Trust Company Small Business Loans

In Suffolk County, Commerce Bank & Trust Company originated most of its loans in the low-income census tract with 40.1%. Middle-income census tracts received 30.3% and moderate-income census tracts received 22.5%. Commerce Bank & Trust Company originated 12, or 6.7% of loans in upper-income census tracts.

In terms of distribution of loan dollars, low-income census tracts received the highest proportion with 42.9%, followed by middle-income census tracts at 34.8%. Moderate-income census tracts received 15.4% of the bank's small business loan dollars, while upper-income census tracts received 7.2% of loan dollars.

Commerce Bank & Trust Company compared to Suffolk County Aggregate

Commerce Bank & Trust Company accounts for 0.7% of the number of small business loans in Suffolk County and 6.2% by dollar amount.





Dedham Institute for Savings



Dedham Institute for Savings

| 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 | 248 | 0 | 0 | 1 | 248 |
| Moderate | 0 | 0 | 1 | 200 | 0 | 0 | 1 | 200 |
| Middle | 1 | 50 | 1 | 240 | 0 | 0 | 2 | 290 |
| Upper | 0 | 0 | 0 | 0 | 1 | 675 | 1 | 675 |
| Total | 1 | 50 | 3 | 688 | 1 | 675 | 5 | 1413 |

Source: U.S. Census, CRA Data for 2017

Table 7: CY2017 Small Business Loan Originations for Suffolk County, MA.

| Distribution of the Number of Small Business Loans | | | | | |
|---|--------------------------------------|---------|-------------------------|---------|----------------------------|
| Census Tract Income Level | 2017 Aggregate Lending Data (% of #) | | 2017 Bank Data (% of #) | | Bank Compared to Aggregate |
| | # | % | # | % | |
| Low | 2806 | 11.79% | 2 | 20.00% | 0.1% |
| Moderate | 6365 | 26.74% | 2 | 20.00% | 0.0% |
| Middle | 4697 | 19.73% | 4 | 40.00% | 0.1% |
| Upper | 9936 | 41.74% | 2 | 20.00% | 0.0% |
| Total | 23804 | 100.00% | 10 | 100.00% | 0.0% |

Source: U.S. Census, CRA Data (2017) and CRA Aggregate Data for 2017

Table 8: Number of CY2017 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 | 2017 Aggregate Lending Data (% of \$) | | 2017 Bank Data (% of \$) | | Bank Compared to Aggregate |
| | \$ (000s) | % | \$ (000s) | % | |
| Low | 101888 | 12.83% | 496 | 17.55% | 0.5% |
| Moderate | 171305 | 21.57% | 400 | 14.15% | 0.2% |
| Middle | 140910 | 17.74% | 580 | 20.52% | 0.4% |
| Upper | 380244 | 47.87% | 1350 | 47.77% | 0.4% |
| Total | 794347 | 100.00% | 2826 | 100.00% | 0.4% |

Source: U.S. Census, CRA Data (2017) and CRA Aggregate Data for 2017

Table 9: Total Dollar Amount of CY2017 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 2017, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (47.9%) of small business loan dollars. The remaining small business loan dollars were distributed across the low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 12.8% of loan dollars; moderate-income census tracts received 21.6% of loan dollars and middle-income census tracts received 17.7% of loan dollars. This pattern is similar to the distribution of small business loans in 2016.

Dedham Institute for Savings Small Business Loans

In Suffolk County, Dedham Institute for Savings originated 10 small business loans in 2017. The largest number was originated in the middle-income census tracts at 40%. Low-, moderate- and upper- income tracts each received 2 loans or 20%.

The dollar amount of small business loans followed a different distribution pattern across the income levels: upper (47.8), lower (17.6%), moderate (14.2%) and middle (20.5%).

Dedham Institute for Savings compared to Suffolk County Aggregate

Dedham Institute for Savings accounts for 0.0% of small business loans in Suffolk County 0.4% of aggregate small business loan dollars.





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 | 0 | 0 | 1 | 175 | 4 | 2950 | 2 | 1600 |
| Moderate | 0 | 0 | 1 | 225 | 11 | 6327 | 10 | 5652 |
| Middle | 1 | 31 | 1 | 180 | 6 | 2890 | 6 | 2730 |
| Upper | 1 | 35 | 3 | 576 | 2 | 1200 | 3 | 1160 |
| Total | 2 | 66 | 6 | 1156 | 23 | 13367 | 21 | 11142 |

Source: U.S. Census, CRA Data for 2017

Table 22: CY2017 Small Business Loan Originations for Suffolk County, MA.

| Distribution of the Number of Small Business Loans | | | | | |
|---|--------------------------------------|---------|-------------------------|---------|----------------------------|
| Census Tract Income Level | 2017 Aggregate Lending Data (% of #) | | 2017 Bank Data (% of #) | | Bank Compared to Aggregate |
| | # | % | # | % | |
| Low | 2806 | 11.79% | 7 | 13.46% | 0.2% |
| Moderate | 6365 | 26.74% | 22 | 42.31% | 0.3% |
| Middle | 4697 | 19.73% | 14 | 26.92% | 0.3% |
| Upper | 9936 | 41.74% | 9 | 17.31% | 0.1% |
| Total | 23804 | 100.00% | 52 | 100.00% | 0.2% |

Source: U.S. Census, CRA Data (2017) and CRA Aggregate Data for 2017

Table 23: Number of CY2017 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 | 2017 Aggregate Lending Data (% of \$) | | 2017 Bank Data (% of \$) | | Bank Compared to Aggregate |
| | \$ (000s) | % | \$ (000s) | % | |
| Low | 101888 | 12.83% | 4725 | 18.36% | 4.6% |
| Moderate | 171305 | 21.57% | 12204 | 47.43% | 7.1% |
| Middle | 140910 | 17.74% | 5831 | 22.66% | 4.1% |
| Upper | 380244 | 47.87% | 2971 | 11.55% | 0.8% |
| Total | 794347 | 100.00% | 25731 | 100.00% | 3.2% |

Source: U.S. Census, CRA Data (2017) and CRA Aggregate Data for 2017

Table 24: Total Dollar Amount of CY2017 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 2017, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (47.9%) of small business loan dollars. The remaining small business loan dollars were distributed across the low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 12.8% of loan dollars; moderate-income census tracts received 21.6% of loan dollars and middle-income census tracts received 17.7% of loan dollars. This pattern is similar to the distribution of small business loans in 2016.

East Boston Savings Bank Small Business Loans

In Suffolk County, East Boston Savings Bank originated most of its loans in the moderate-income census tract (22, or 42.3%). Low-income received 13.5% and middle-income received 26.9%. East Boston Savings Bank originated 9, or 17.31% of loans in upper-income census tracts.

In terms of distribution of loan dollars, moderate-income census tracts received the highest proportion (44.43%), followed by middle-income census tracts (22.7%). Low-income census tracts received 18.7% of the bank's small business loan dollars, while upper-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 (0.2%). However, East Boston Savings Bank accounts for 3.2% 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 | 34 | 2069 | 4 | 724 | 6 | 3438 | 31 | 1937 |
| Moderate | 65 | 3641 | 6 | 915 | 4 | 2497 | 57 | 4347 |
| Middle | 46 | 2484 | 5 | 990 | 5 | 3388 | 45 | 5222 |
| Upper | 64 | 3173 | 8 | 1624 | 20 | 12082 | 42 | 3269 |
| Total | 209 | 11367 | 23 | 4253 | 35 | 21405 | 175 | 14775 |

Source: U.S. Census, CRA Data for 2017

Table 25: CY2017 Small Business Loan Originations for Suffolk County, MA.

| Distribution of the Number of Small Business Loans | | | | | |
|---|--------------------------------------|---------|-------------------------|---------|----------------------------|
| Census Tract Income Level | 2017 Aggregate Lending Data (% of #) | | 2017 Bank Data (% of #) | | Bank Compared to Aggregate |
| | # | % | # | % | |
| Low | 2806 | 11.79% | 75 | 16.97% | 2.7% |
| Moderate | 6365 | 26.74% | 132 | 29.86% | 2.1% |
| Middle | 4697 | 19.73% | 101 | 22.85% | 2.2% |
| Upper | 9936 | 41.74% | 134 | 30.32% | 1.3% |
| Total | 23804 | 100.00% | 442 | 100.00% | 1.9% |

Source: U.S. Census, CRA Data (2017) and CRA Aggregate Data for 2017

Table 26: Number of CY2017 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 | 2017 Aggregate Lending Data (% of \$) | | 2017 Bank Data (% of \$) | | Bank Compared to Aggregate |
| | \$ (000s) | % | \$ (000s) | % | |
| Low | 101888 | 12.83% | 8168 | 15.77% | 8.0% |
| Moderate | 171305 | 21.57% | 11400 | 22.01% | 6.7% |
| Middle | 140910 | 17.74% | 12084 | 23.33% | 8.6% |
| Upper | 380244 | 47.87% | 20148 | 38.90% | 5.3% |
| Total | 794347 | 100.00% | 51800 | 100.00% | 6.5% |

Source: U.S. Census, CRA Data (2017) and CRA Aggregate Data for 2017

Table 27: Total Dollar Amount of CY2017 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 2017, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (47.9%) of small business loan dollars. The remaining small business loan dollars were distributed across the low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 12.8% of loan dollars; moderate-income census tracts received 21.6% of loan dollars and middle-income census tracts received 17.7% of loan dollars. This pattern is similar to the distribution of small business loans in 2016.

Eastern Bank Small Business Loans

In Suffolk County, Eastern Bank originated the greatest number of small business loans in upper-income census tracts (134 or 30.3%). Moderate-income census tracts received 132 loans, or 29.9%. Middle-income census tracts received 101, or 22.9%, while low-income census tracts received 75, or 17.0%.

The bank's small business loan dollars were concentrated in upper-income census tracts, which received nearly half of all loan dollars (39.0%). Middle-income census tracts received 23.3% of loan dollars, while moderate-income and lower-income census tracts received 22.0% and 15.8% of loan dollars respectively.

Eastern Bank compared to Suffolk County

Aggregate

Eastern Bank accounts for 1.9% of small business loans in Suffolk County by number of loans and 6.5% 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 | 1 | 25 | 0 | 0 | 0 | 0 | 0 | 0 |
| Moderate | 9 | 383 | 1 | 144 | 0 | 0 | 0 | 0 |
| Middle | 4 | 124 | 0 | 0 | 0 | 0 | 0 | 0 |
| Upper | 10 | 462 | 2 | 221 | 2 | 1300 | 1 | 20 |
| Total | 24 | 994 | 3 | 365 | 2 | 1300 | 1 | 20 |

Source: U.S. Census, CRA Data for 2017

Table 28: CY2017 Small Business Loan Originations for Suffolk County, MA.

| Distribution of the Number of Small Business Loans | | | | | |
|---|--------------------------------------|---------|-------------------------|---------|----------------------------|
| Census Tract Income Level | 2017 Aggregate Lending Data (% of #) | | 2017 Bank Data (% of #) | | Bank Compared to Aggregate |
| | # | % | # | % | |
| Low | 2806 | 11.79% | 1 | 3.33% | 0.0% |
| Moderate | 6365 | 26.74% | 10 | 33.33% | 0.2% |
| Middle | 4697 | 19.73% | 4 | 13.33% | 0.1% |
| Upper | 9936 | 41.74% | 15 | 50.00% | 0.2% |
| Total | 23804 | 100.00% | 30 | 100.00% | 0.1% |

Source: U.S. Census, CRA Data (2017) and CRA Aggregate Data for 2017

Table 29: Number of CY2017 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 | 2017 Aggregate Lending Data (% of \$) | | 2017 Bank Data (% of \$) | | Bank Compared to Aggregate |
| | \$ (000s) | % | \$ (000s) | % | |
| Low | 101888 | 12.83% | 25 | 0.93% | 0.0% |
| Moderate | 171305 | 21.57% | 527 | 19.67% | 0.3% |
| Middle | 140910 | 17.74% | 124 | 4.63% | 0.1% |
| Upper | 380244 | 47.87% | 2003 | 74.77% | 0.5% |
| Total | 794347 | 100.00% | 2679 | 100.00% | 0.3% |

Source: U.S. Census, CRA Data (2017) and CRA Aggregate Data for 2017

Table 30: Total Dollar Amount of CY2017 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 2017, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (47.9%) of small business loan dollars. The remaining small business loan dollars were distributed across the low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 12.8% of loan dollars; moderate-income census tracts received 21.6% of loan dollars and middle-income census tracts received 17.7% of loan dollars. This pattern is similar to the distribution of small business loans in 2016.

JPMorgan Chase Bank Small Business Loans

In Suffolk County In 2016, JPMorgan Chase Bank originated 30 small business loans. The bank originated 15 (50.0%) of these loans in upper-income census tracts and 4 (13.3%) of these loans in middle-income census tracts. Moderate-income census tracts received 10 (33.3%) small business loans. Lower-income census tracts received 1 (3.3%) loans

The bank's small business loan dollars were most heavily concentrated in upper-income census tracts: they received 74.8% of all loan dollars. Moderate-income census tracts received 19.7% of loan dollars, while middle-income received 4.6% and lower-income census tracts received 0.93%.

JPMorgan Chase Bank compared to Suffolk County Aggregate

JPMorgan Chase Bank accounts for 0.1% by number of small business loans in Suffolk County and 0.3% by dollar amount.





People's United Bank, N.A.



People's United Bank, N.A.

| Distribution of Small Business Loans by Income Category of the Census Tract | | | | | | | | |
|--|---|------------|---|------------|--|-------------|---|------------|
| Census Tract Income Level | Loan Amount at Origination <= \$100,000 | | Loan Amount at Origination > \$100,000 but <= \$250,000 | | Loan Amount at Origination > \$250,000 | | Loans to Businesses with Gross Annual Revenues <= \$1 million | |
| | # | \$ (000s) | # | \$ (000s) | # | \$ (000s) | # | \$ (000s) |
| Low | 0 | 0 | 0 | 0 | 1 | 350 | 1 | 350 |
| Moderate | 3 | 130 | 0 | 0 | 2 | 594 | 1 | 5 |
| Middle | 0 | 0 | 1 | 205 | 0 | 0 | 0 | 0 |
| Upper | 33 | 503 | 1 | 150 | 4 | 2850 | 5 | 382 |
| Total | 36 | 633 | 2 | 355 | 7 | 3794 | 7 | 737 |

Source: U.S. Census, CRA Data for 2017

Table 31: CY2017 Small Business Loan Originations for Suffolk County, MA.

| Distribution of the Number of Small Business Loans | | | | | |
|---|--------------------------------------|----------------|-------------------------|----------------|----------------------------|
| Census Tract Income Level | 2017 Aggregate Lending Data (% of #) | | 2017 Bank Data (% of #) | | Bank Compared to Aggregate |
| | # | % | # | % | |
| Low | 2806 | 11.79% | 2 | 3.85% | 0.1% |
| Moderate | 6365 | 26.74% | 6 | 11.54% | 0.1% |
| Middle | 4697 | 19.73% | 1 | 1.92% | 0.0% |
| Upper | 9936 | 41.74% | 43 | 82.69% | 0.4% |
| Total | 23804 | 100.00% | 52 | 100.00% | 0.2% |

Source: U.S. Census, CRA Data (2017) and CRA Aggregate Data for 2017

Table 32: Number of CY2017 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 | 2017 Aggregate Lending Data (% of \$) | | 2017 Bank Data (% of \$) | | Bank Compared to Aggregate |
| | \$ (000s) | % | \$ (000s) | % | |
| Low | 101888 | 12.83% | 700 | 12.68% | 0.7% |
| Moderate | 171305 | 21.57% | 729 | 13.21% | 0.4% |
| Middle | 140910 | 17.74% | 205 | 3.71% | 0.1% |
| Upper | 380244 | 47.87% | 3885 | 70.39% | 1.0% |
| Total | 794347 | 100.00% | 5519 | 100.00% | 0.7% |

Source: U.S. Census, CRA Data (2017) and CRA Aggregate Data for 2017

Table 33: Total Dollar Amount of CY2017 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 2017, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (47.9%) of small business loan dollars. The remaining small business loan dollars were distributed across the low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 12.8% of loan dollars; moderate-income census tracts received 21.6% of loan dollars and middle-income census tracts received 17.7% of loan dollars. This pattern is similar to the distribution of small business loans in 2016.

People's United Bank, N.A. Small Business Loans

In Suffolk County during 2017, People's United Bank, N.A. originated 52 small business loans. The bank originated 43 (82.7%) of these loans in upper-income census tracts and 1 (1.9%) of these loans in middle-income census tracts. Moderate-income census tracts received 6 (11.5%) small business loans. Lower-income census tracts received 2 (3.9%) loans

The bank's small business loan dollars were most heavily concentrated in upper-income census tracts: they received 70.4% of all loan dollars. Moderate-income census tracts received 13.2% of loan dollars, while middle- and lower-income census tracts received 3.7% and 12.7% respectively.

People's United Bank, N.A. compared to Suffolk County Aggregate

People's United Bank, N.A. accounts for 0.2% by number of small business loans in Suffolk County and 0.7% by dollar amount.





Rockland Trust Company



Rockland Trust Company

| Distribution of Small Business Loans by Income Category of the Census Tract | | | | | | | | |
|--|---|-----------|---|-----------|--|-----------|---|-----------|
| Census Tract Income Level | Loan Amount at Origination <= \$100,000 | | Loan Amount at Origination > \$100,000 but <= \$250,000 | | Loan Amount at Origination > \$250,000 | | Loans to Businesses with Gross Annual Revenues <= \$1 million | |
| | # | \$ (000s) | # | \$ (000s) | # | \$ (000s) | # | \$ (000s) |
| Low | 6 | 223 | 4 | 713 | 4 | 1419 | 6 | 896 |
| Moderate | 16 | 290 | 10 | 1790 | 7 | 4080 | 18 | 2241 |
| Middle | 17 | 380 | 4 | 585 | 8 | 4377 | 11 | 1107 |
| Upper | 14 | 577 | 8 | 1312 | 2 | 928 | 12 | 1075 |
| Total | 53 | 1470 | 26 | 4400 | 21 | 10804 | 47 | 5319 |

Source: U.S. Census, CRA Data for 2017

Table 7: CY2017 Small Business Loan Originations for Suffolk County, MA.

| Distribution of the Number of Small Business Loans | | | | | |
|---|--------------------------------------|---------|-------------------------|---------|----------------------------|
| Census Tract Income Level | 2017 Aggregate Lending Data (% of #) | | 2017 Bank Data (% of #) | | Bank Compared to Aggregate |
| | # | % | # | % | |
| Low | 2806 | 11.79% | 20 | 13.61% | 0.7% |
| Moderate | 6365 | 26.74% | 51 | 34.69% | 0.8% |
| Middle | 4697 | 19.73% | 40 | 27.21% | 0.9% |
| Upper | 9936 | 41.74% | 36 | 24.49% | 0.4% |
| Total | 23804 | 100.00% | 147 | 100.00% | 0.6% |

Source: U.S. Census, CRA Data (2017) and CRA Aggregate Data for 2017

Table 8: Number of CY2017 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 | 2017 Aggregate Lending Data (% of \$) | | 2017 Bank Data (% of \$) | | Bank Compared to Aggregate |
| | \$ (000s) | % | \$ (000s) | % | |
| Low | 101888 | 12.83% | 3251 | 14.78% | 3.2% |
| Moderate | 171305 | 21.57% | 8401 | 38.20% | 4.9% |
| Middle | 140910 | 17.74% | 6449 | 29.32% | 4.6% |
| Upper | 380244 | 47.87% | 3892 | 17.70% | 1.0% |
| Total | 794347 | 100.00% | 21993 | 100.00% | 2.8% |

Source: U.S. Census, CRA Data (2017) and CRA Aggregate Data for 2017

Table 9: Total Dollar Amount of CY2017 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 2017, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (47.9%) of small business loan dollars. The remaining small business loan dollars were distributed across the low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 12.8% of loan dollars; moderate-income census tracts received 21.6% of loan dollars and middle-income census tracts received 17.7% of loan dollars. This pattern is similar to the distribution of small business loans in 2016.

Rockland Trust Company Small Business Loans

In Suffolk County, Rockland Trust Company originated 147 small business loans in 2017. The largest number was originated in the moderate-income census tracts (51 or 34.7%). Lower-income census tracts received the fewest loans (20 or 13.6%). Middle-income received 27.2% and upper-income census tracts received 36 or 24.5%.

The dollar amount of small business loans followed a similar distribution pattern across the income levels: moderate (38.2%), lower (14.8%), middle (29.3%) and upper (17.7%).

Rockland Trust Company compared to Suffolk County Aggregate

Rockland Trust Company accounts for 0.6% of small business loans in Suffolk County and 2.8% of aggregate small business loan dollars.





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 | 11 | 243 | 0 | 0 | 0 | 0 | 8 | 227 |
| Moderate | 57 | 1032 | 2 | 360 | 1 | 300 | 47 | 717 |
| Middle | 25 | 366 | 0 | 0 | 0 | 0 | 24 | 363 |
| Upper | 51 | 1022 | 3 | 515 | 1 | 400 | 42 | 895 |
| Total | 144 | 2663 | 5 | 875 | 2 | 700 | 121 | 2202 |

Source: U.S. Census, CRA Data for 2017

Table 34: CY2017 Small Business Loan Originations for Suffolk County, MA.

| Distribution of the Number of Small Business Loans | | | | | |
|---|--------------------------------------|---------|-------------------------|---------|----------------------------|
| Census Tract Income Level | 2017 Aggregate Lending Data (% of #) | | 2017 Bank Data (% of #) | | Bank Compared to Aggregate |
| | # | % | # | % | |
| Low | 2806 | 11.79% | 19 | 6.99% | 0.7% |
| Moderate | 6365 | 26.74% | 107 | 39.34% | 1.7% |
| Middle | 4697 | 19.73% | 49 | 18.01% | 1.0% |
| Upper | 9936 | 41.74% | 97 | 35.66% | 1.0% |
| Total | 23804 | 100.00% | 272 | 100.00% | 1.1% |

Source: U.S. Census, CRA Data (2017) and CRA Aggregate Data for 2017

Table 35: Number of CY2017 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 | 2017 Aggregate Lending Data (% of \$) | | 2017 Bank Data (% of \$) | | Bank Compared to Aggregate |
| | \$ (000s) | % | \$ (000s) | % | |
| Low | 101888 | 12.83% | 470 | 7.30% | 0.5% |
| Moderate | 171305 | 21.57% | 2409 | 37.41% | 1.4% |
| Middle | 140910 | 17.74% | 729 | 11.32% | 0.5% |
| Upper | 380244 | 47.87% | 2832 | 43.98% | 0.7% |
| Total | 794347 | 100.00% | 6440 | 100.00% | 0.8% |

Source: U.S. Census, CRA Data (2017) and CRA Aggregate Data for 2017

Table 36: Total Dollar Amount of CY2017 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 2017, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (47.9%) of small business loan dollars. The remaining small business loan dollars were distributed across the low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 12.8% of loan dollars; moderate-income census tracts received 21.6% of loan dollars and middle-income census tracts received 17.7% of loan dollars. This pattern is similar to the distribution of small business loans in 2016.

TD Bank Small Business Loans

In Suffolk County, TD Bank originated the highest proportion of its small business loans in moderate-income census tracts (39.34%). Middle-income census tracts received 18.01% of loans, while upper-income census tracts received 35.7% of loans. Low-income census tracts received the fewest loans (6.7%).

The dollar amount of small business loans, favored upper-income census tracts (43.98%). Moderate-income census tract received 37.4% of loan dollars. Middle-income census tracts received 11.32% while lower-income census tracts received 7.3% of loan dollars.

TD Bank compared to Suffolk County

Aggregate

TD Bank accounts for 1.1% of small business loans in Suffolk County and 0.8% 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 | 2 | 100 | 1 | 145 | 2 | 739 | 3 | 245 |
| Moderate | 7 | 250 | 3 | 454 | 1 | 500 | 8 | 450 |
| Middle | 4 | 250 | 2 | 420 | 1 | 485 | 5 | 570 |
| Upper | 9 | 607 | 1 | 200 | 1 | 400 | 7 | 407 |
| Total | 22 | 1207 | 7 | 1219 | 5 | 2124 | 23 | 1672 |

Source: U.S. Census, CRA Data for 2017

Table 37: CY2017 Small Business Loan Originations for Suffolk County, MA.

| Distribution of the Number of Small Business Loans | | | | | |
|---|--------------------------------------|---------|-------------------------|---------|----------------------------|
| Census Tract Income Level | 2017 Aggregate Lending Data (% of #) | | 2017 Bank Data (% of #) | | Bank Compared to Aggregate |
| | # | % | # | % | |
| Low | 2806 | 11.79% | 8 | 14.04% | 0.3% |
| Moderate | 6365 | 26.74% | 19 | 33.33% | 0.3% |
| Middle | 4697 | 19.73% | 12 | 21.05% | 0.3% |
| Upper | 9936 | 41.74% | 18 | 31.58% | 0.2% |
| Total | 23804 | 100.00% | 57 | 100.00% | 0.2% |

Source: U.S. Census, CRA Data (2017) and CRA Aggregate Data for 2017

Table 38: Number of CY2017 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 | 2017 Aggregate Lending Data (% of \$) | | 2017 Bank Data (% of \$) | | Bank Compared to Aggregate |
| | \$ (000s) | % | \$ (000s) | % | |
| Low | 101888 | 12.83% | 1229 | 19.75% | 1.2% |
| Moderate | 171305 | 21.57% | 1654 | 26.58% | 1.0% |
| Middle | 140910 | 17.74% | 1725 | 27.72% | 1.2% |
| Upper | 380244 | 47.87% | 1614 | 25.94% | 0.4% |
| Total | 794347 | 100.00% | 6222 | 100.00% | 0.8% |

Source: U.S. Census, CRA Data (2017) and CRA Aggregate Data for 2017

Table 39: Total Dollar Amount of CY2017 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 2017, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (47.9%) of small business loan dollars. The remaining small business loan dollars were distributed across the low-income, moderate-income, and middle-income census tracts. Low-income census tracts received 12.8% of loan dollars; moderate-income census tracts received 21.6% of loan dollars and middle-income census tracts received 17.7% of loan dollars. This pattern is similar to the distribution of small business loans in 2016.

Webster Bank Small Business Loans

In 2017, Webster Bank originated 57 small business loans in Suffolk County. Its largest number of small business loans was in moderate-income census tracts (19 or 33.3%). Low-income census tracts received the fewest at 8 loans (14.0%). Middle-income received 12 loans or 21.0% and upper-income census tracts received 18 loans or 31.6%.

The dollar amount of small business loans followed a somewhat different distribution pattern, evening out across the income levels: upper (26.6%), middle (27.7%), moderate (26.6%) and lower (19.8%).

Webster Bank compared to Suffolk County

Aggregate

Webster Bank accounts for 0.2% of small business loans in Suffolk County, and 0.8% of small business dollars loaned.





BankIQ



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

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