



2016 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 2016 in eleven banks included in City of Boston 2016 Linked Deposit Banking Report to the Mayor. The small business loan activity of these banks in the year 2016 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 2016 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
- Blue Hills Bank
- Boston Private Bank
- Cathay Bank
- Century Bank and Trust
- Citizens Bank
- Commerce Bank & Trust Company
- East Boston Savings Bank
- Eastern Bank
- JP Morgan Chase Bank
- People's United Bank, N.A.
- TD Bank
- Webster Bank

No CRA Data was available for small business loans for the following banks included in the City of Boston 2016 Linked Deposit Banking Report to the Mayor:

- Bank of NY Mellon
- Commonwealth Cooperative Bank
- Radius Bank
- OneUnited 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	317	3067	5	1025	2	1500	202	1873
Moderate	535	5634	8	1465	7	2859	353	4186
Middle	414	4986	6	1010	8	3879	255	3764
Upper	853	14779	27	5117	40	22824	456	7558
Total	2119	28466	46	8617	57	31062	1266	17381

Source: U.S. Census, CRA Data for 2016

Table 16: CY2016 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2016 Aggregate Lending Data (% of #)		2016 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	
Low	3407	15.17%	526	15.08%	15.4%
Moderate	5194	23.13%	903	25.89%	17.4%
Middle	4187	18.65%	683	19.58%	16.3%
Upper	9664	43.04%	1376	39.45%	14.2%
Total	22452	100.00%	3488	100.00%	15.5%

Source: U.S. Census, CRA Data (2016) and CRA Aggregate Data for 2016

Table 17: Number of CY2016 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	2016 Aggregate Lending Data (% of \$)		2016 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	
Low	115040	13.77%	7465	8.73%	6.5%
Moderate	174872	20.93%	14144	16.54%	8.1%
Middle	128402	15.37%	13639	15.95%	10.6%
Upper	417245	49.94%	50278	58.79%	12.0%
Total	835559	100.00%	85526	100.00%	10.2%

Source: U.S. Census, CRA Data (2016) and CRA Aggregate Data for 2016

Table 18: Total Dollar Amount of CY2016 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 2016, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (49.9%) 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 13.8% of loan dollars; moderate-income census tracts received 20.9% of loan dollars and middle-income census tracts received 15.5% of loan dollars. This pattern is similar to the distribution of small business loans in 2015, with a slight decrease of 2.5% in lending to upper-income census tracts and a 3.25% increase in middle-income 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 8.7% of its loan dollars in lower-income census tracts, while moderate-income census tracts received 16.5% of loan dollars. Middle-income census tracts received 15.9%. Upper-income census tracts received the greatest share of loan dollars, at 58.8%.

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 15.1% of loans, while moderate-income census tracts received 25.9% of loans. Middle-income census tracts received 19.6% of loans by number, and upper-income census tracts again received the largest share of loans, at 39.5%.

Compared to 2015, the distribution of loans by number of loans reflects a 6.0% decrease in loans originated in upper-income census tracts.

Bank of America compared to Suffolk County Aggregate

Bank of America accounts for 15.5% of small business loans in Suffolk County by number, and 10.2% by dollar volume.





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	1000	0	0
Moderate	1	20	1	135	1	500	0	0
Middle	2	146	0	0	2	1450	1	90
Upper	0	0	5	777	3	1310	1	130
Total	3	166	6	912	7	4260	2	220

Source: U.S. Census, CRA Data for 2016

Table 25: CY2016 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2016 Aggregate Lending Data (% of #)		2016 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	3407	15.17%	1	5.56%	0.0%
Moderate	5194	23.13%	3	16.67%	0.1%
Middle	4187	18.65%	5	27.78%	0.1%
Upper	9664	43.04%	9	50.00%	0.1%
Total	22452	100.00%	18	100.00%	0.1%

Source: U.S. Census, CRA Data (2016) and CRA Aggregate Data for 2016

Table 26: Number of CY2016 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	2016 Aggregate Lending Data (% of \$)		2016 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	115040	13.77%	1000	17.99%	0.9%
Moderate	174872	20.93%	655	11.78%	0.4%
Middle	128402	15.37%	1686	30.33%	1.3%
Upper	417245	49.94%	2217	39.89%	0.5%
Total	835559	100.00%	5558	100.00%	0.7%

Source: U.S. Census, CRA Data (2016) and CRA Aggregate Data for 2016

Table 27: Total Dollar Amount of CY2016 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 2016, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (49.9%) 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 13.8% of loan dollars; moderate-income census tracts received 20.9% of loan dollars and middle-income census tracts received 15.5% of loan dollars. This pattern is similar to the distribution of small business loans in 2015, with a slight decrease of 2.5% in lending to upper-income census tracts and a 3.25% increase in middle-income tracts.

Blue Hills Bank Small Business Loans

Blue Hills Bank originated 18 small business loans in Suffolk County in 2016. Lower-income census tracts received 5.6% of loans, while moderate-income census tracts received 16.7% 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 50.0%.

Lower-income census tracts received 18.0% of loan dollars, while moderate-income census tracts received 11.8% of loan dollars. Middle-income census tracts received 30.3% of loan dollars, and upper-income census tracts received the largest share of loan dollars, at 39.9%.

Compared to 2015, loans and loan dollars shifted away from upper income tracts. Middle-income tracts saw the largest increase year-over-year from 11.1% in dollars to 30.33%.

Blue Hills Bank compared to Suffolk County

Aggregate

Blue Hills Bank accounts for 0.1% of small business loans in Suffolk County by number, and 0.7% by dollar amount.





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	2	128	1	250	4	3100	1	28
Moderate	1	20	1	225	1	1000	1	20
Middle	0	0	1	150	1	300	1	150
Upper	11	885	14	2530	41	24735	12	1940
Total	14	1033	17	3155	47	29135	15	2138

Source: U.S. Census, CRA Data for 2016

Table 1: CY2016 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2016 Aggregate Lending Data (% of #)		2016 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	
Low	3407	15.17%	8	8.60%	0.2%
Moderate	5194	23.13%	4	4.30%	0.1%
Middle	4187	18.65%	3	3.23%	0.1%
Upper	9664	43.04%	78	83.87%	0.8%
Total	22452	100.00%	93	100.00%	0.4%

Source: U.S. Census, CRA Data (2016) and CRA Aggregate Data for 2016

Table 2: Number of CY2016 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	2016 Aggregate Lending Data (% of \$)		2016 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	
Low	115040	13.77%	3506	9.89%	3.0%
Moderate	174872	20.93%	1265	3.57%	0.7%
Middle	128402	15.37%	600	1.69%	0.5%
Upper	417245	49.94%	30090	84.85%	7.2%
Total	835559	100.00%	35461	100.00%	4.2%

Source: U.S. Census, CRA Data (2016) and CRA Aggregate Data for 2016

Table 3: Total Dollar Amount of CY2016 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 2016, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (49.9%) 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 13.8% of loan dollars; moderate-income census tracts received 20.9% of loan dollars and middle-income census tracts received 15.5% of loan dollars. This pattern is similar to the distribution of small business loans in 2015, with a slight decrease of 2.5% in lending to upper-income census tracts and a 3.25% increase in middle-income tracts.

Boston Private Bank Small Business Loans

In Suffolk County, Boston Private Bank originated 93 small business loans. The largest number was originated in the upper-income census tracts (78 or 83.9%). Lower-income census tracts received a smaller number of loans (eight, or 8.6%). Moderate- and middle-income census tracts received the fewest loans, with four and three, respectively.

The dollar amount of small business loans followed a similar distribution pattern across the income levels: upper (84.9%), lower (9.9%), moderate (3.6%) and middle (1.7%).

Boston Private Bank compared to Suffolk County Aggregate

Boston Private Bank accounts for 0.4% of small business loans in Suffolk County. However, Boston Private Bank accounts for 4.2% 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	1	45	0	0	2	1869	0	0
Moderate	1	50	0	0	0	0	0	0
Middle	0	0	0	0	0	0	0	0
Upper	2	100	1	150	0	0	0	0
Total	4	195	1	150	2	1869	0	0

Source: U.S. Census, CRA Data for 2016

Table 1: CY2016 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2016 Aggregate Lending Data (% of #)		2016 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	3407	15.17%	3	42.86%	0.1%
Moderate	5194	23.13%	1	14.29%	0.0%
Middle	4187	18.65%	0	0.00%	0.0%
Upper	9664	43.04%	3	42.86%	0.0%
Total	22452	100.00%	7	100.00%	0.0%

Source: U.S. Census, CRA Data (2016) and CRA Aggregate Data for 2016

Table 2: Number of CY2016 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	2016 Aggregate Lending Data (% of \$)		2016 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	115040	13.77%	1914	86.45%	1.7%
Moderate	174872	20.93%	50	2.26%	0.0%
Middle	128402	15.37%	0	0.00%	0.0%
Upper	417245	49.94%	250	11.29%	0.1%
Total	835559	100.00%	2214	100.00%	0.3%

Source: U.S. Census, CRA Data (2016) and CRA Aggregate Data for 2016

Table 3: Total Dollar Amount of CY2016 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 2016, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (49.9%) 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 13.8% of loan dollars; moderate-income census tracts received 20.9% of loan dollars and middle-income census tracts received 15.5% of loan dollars. This pattern is similar to the distribution of small business loans in 2015, with a slight decrease of 2.5% in lending to upper-income census tracts and a 3.25% increase in middle-income tracts.

Cathay Bank Small Business Loans

In Suffolk County, Cathay Bank originated very few small business loans in 2016. The bank originated seven loans, three (42.9%) 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 three small business loans were originated in upper-income census tracts.

Lower-income census tracts received 86.5% of the bank's small business loan dollars, while moderate-income census tracts received 2.3% of small business loan dollars and upper-income census tracts received 11.3% 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 (0.0%) and of small business loan dollars (0.3%).





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	4	213	2	498	3	1050	4	573
Moderate	3	154	2	315	2	1400	6	1469
Middle	3	215	2	224	2	700	1	350
Upper	11	588	4	834	6	2784	12	2491
Total	21	1170	10	1871	13	5934	23	4883

Source: U.S. Census, CRA Data for 2016

Table 4: CY2016 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2016 Aggregate Lending Data (% of #)		2016 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	
Low	3407	15.17%	13	19.40%	0.4%
Moderate	5194	23.13%	13	19.40%	0.3%
Middle	4187	18.65%	8	11.94%	0.2%
Upper	9664	43.04%	33	49.25%	0.3%
Total	22452	100.00%	67	100.00%	0.3%

Source: U.S. Census, CRA Data (2016) and CRA Aggregate Data for 2016

Table 5: Number of CY2016 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	2016 Aggregate Lending Data (% of \$)		2016 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	
Low	115040	13.77%	2334	16.84%	2.0%
Moderate	174872	20.93%	3338	24.09%	1.9%
Middle	128402	15.37%	1489	10.74%	1.2%
Upper	417245	49.94%	6697	48.33%	1.6%
Total	835559	100.00%	13858	100.00%	1.7%

Source: U.S. Census, CRA Data (2016) and CRA Aggregate Data for 2016

Table 6: Total Dollar Amount of CY2016 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 2016, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (49.9%) 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 13.8% of loan dollars; moderate-income census tracts received 20.9% of loan dollars and middle-income census tracts received 15.5% of loan dollars. This pattern is similar to the distribution of small business loans in 2015, with a slight decrease of 2.5% in lending to upper-income census tracts and a 3.25% increase in middle-income tracts.

Century Bank Small Business Loans

In Suffolk County, Century Bank originated the majority of its loans (33, or 49.3%) in the upper-income census tract. Middle-income census tracts received eight or 11.9%, moderate-income and low-income census tracts each received 13 or 19.4%.

The majority of the bank's loan dollars were originated in upper-income census tracts, which received 48.3% of all loan dollars. Middle-income census tracts received 10.7% of loan dollars, and moderate-income census tracts received 24.1%. Low-income census tracts received 16.8% of small business loan dollars. These numbers represent a shift of loan dollars away from moderate- and low-income tracts to upper-income census tracts over 2015.

Century Bank compared to Suffolk County

Aggregate

Century Bank accounts for a small percentage of the number of small business loans in Suffolk County (0.3%). Century Bank accounts for 1.7% 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	43	785	2	288	3	1556	38	814
Moderate	91	2933	2	399	5	2801	79	3229
Middle	46	940	5	960	1	849	40	845
Upper	108	3834	16	2582	16	9105	70	2875
Total	288	8492	25	4229	25	14311	227	7763

Source: U.S. Census, CRA Data for 2016

Table 25: CY2016 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2016 Aggregate Lending Data (% of #)		2016 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	
Low	3407	15.17%	86	15.22%	2.5%
Moderate	5194	23.13%	177	31.33%	3.4%
Middle	4187	18.65%	92	16.28%	2.2%
Upper	9664	43.04%	210	37.17%	2.2%
Total	22452	100.00%	565	100.00%	2.5%

Source: U.S. Census, CRA Data (2016) and CRA Aggregate Data for 2016

Table 26: Number of CY2016 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	2016 Aggregate Lending Data (% of \$)		2016 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	
Low	115040	13.77%	3443	9.90%	3.0%
Moderate	174872	20.93%	9362	26.91%	5.4%
Middle	128402	15.37%	3594	10.33%	2.8%
Upper	417245	49.94%	18396	52.87%	4.4%
Total	835559	100.00%	34795	100.00%	4.2%

Source: U.S. Census, CRA Data (2016) and CRA Aggregate Data for 2016

Table 27: Total Dollar Amount of CY2016 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 2016, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (49.9%) 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 13.8% of loan dollars; moderate-income census tracts received 20.9% of loan dollars and middle-income census tracts received 15.5% of loan dollars. This pattern is similar to the distribution of small business loans in 2015, with a slight decrease of 2.5% in lending to upper-income census tracts and a 3.25% increase in middle-income tracts.

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 (15.2%), moderate (31.3%), middle (16.3%), and upper (37.2%).

The bank's small-business loan dollars followed a similar distribution. Upper-income geographies received the majority (52.9%) of loan dollars, while middle-income census tracts received 10.3%. Moderate- and low-income census tracts received 26.9% and 9.9% respectively.

Citizens Bank compared to Suffolk County

Aggregate

Citizens Bank accounts for 2.5% of small business loans in Suffolk County by number, and 5.2% 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	5	196	4	686	16	5496	25	6378
Moderate	5	151	8	1555	34	12372	47	14078
Middle	9	346	5	1065	19	8088	33	9499
Upper	1	100	2	223	3	1074	5	1297
Total	20	793	19	3529	72	27030	110	31252

Source: U.S. Census, CRA Data for 2016

Table 10: CY2016 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2016 Aggregate Lending Data (% of #)		2016 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	
Low	3407	15.17%	50	22.62%	1.5%
Moderate	5194	23.13%	94	42.53%	1.8%
Middle	4187	18.65%	66	29.86%	1.6%
Upper	9664	43.04%	11	4.98%	0.1%
Total	22452	100.00%	221	100.00%	1.0%

Source: U.S. Census, CRA Data (2016) and CRA Aggregate Data for 2016

Table 11: Number of CY2016 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	2016 Aggregate Lending Data (% of \$)		2016 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	
Low	115040	13.77%	12756	20.38%	11.1%
Moderate	174872	20.93%	28156	44.97%	16.1%
Middle	128402	15.37%	18998	30.35%	14.8%
Upper	417245	49.94%	2694	4.30%	0.6%
Total	835559	100.00%	62604	100.00%	7.5%

Source: U.S. Census, CRA Data (2016) and CRA Aggregate Data for 2016

Table 12: Total Dollar Amount of CY2016 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 2016, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (49.9%) 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 13.8% of loan dollars; moderate-income census tracts received 20.9% of loan dollars and middle-income census tracts received 15.5% of loan dollars. This pattern is similar to the distribution of small business loans in 2015, with a slight decrease of 2.5% in lending to upper-income census tracts and a 3.25% increase in middle-income tracts.

Commerce Bank & Trust Company Small Business Loans

In Suffolk County, Commerce Bank & Trust Company originated most of its loans in the moderate-income census tract (94, or 42.5%). Middle-income census tracts received 66, or 29.9%, and low-income census tracts received 50, or 22.6%. Commerce Bank & Trust Company originated 11, or 5.0% of loans in upper-income census tracts.

In terms of distribution of loan dollars, moderate-income census tracts received the highest proportion (45.0%), followed by middle-income census tracts (30.4%). Low-income census tracts received 20.4% of the bank's small business loan dollars, while upper-income census tracts received 4.3% of loan dollars.

Commerce Bank & Trust Company compared to Suffolk County Aggregate

Commerce Bank & Trust Company accounts for 1% of the number of small business loans in Suffolk County (0.2%).





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	0	0	6	3428	4	2228
Moderate	1	67	2	440	8	5344	7	4036
Middle	0	0	2	405	4	2276	4	1536
Upper	0	0	0	0	2	1082	1	530
Total	1	67	4	845	20	12130	16	8330

Source: U.S. Census, CRA Data for 2016

Table 10: CY2016 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2016 Aggregate Lending Data (% of #)		2016 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	
Low	3407	15.17%	10	24.39%	0.3%
Moderate	5194	23.13%	18	43.90%	0.3%
Middle	4187	18.65%	10	24.39%	0.2%
Upper	9664	43.04%	3	7.32%	0.0%
Total	22452	100.00%	41	100.00%	0.2%

Source: U.S. Census, CRA Data (2016) and CRA Aggregate Data for 2016

Table 11: Number of CY2016 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	2016 Aggregate Lending Data (% of \$)		2016 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	
Low	115040	13.77%	5656	26.46%	4.9%
Moderate	174872	20.93%	9887	46.26%	5.7%
Middle	128402	15.37%	4217	19.73%	3.3%
Upper	417245	49.94%	1612	7.54%	0.4%
Total	835559	100.00%	21372	100.00%	2.6%

Source: U.S. Census, CRA Data (2016) and CRA Aggregate Data for 2016

Table 12: Total Dollar Amount of CY2016 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 2016, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (49.9%) 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 13.8% of loan dollars; moderate-income census tracts received 20.9% of loan dollars and middle-income census tracts received 15.5% of loan dollars. This pattern is similar to the distribution of small business loans in 2015, with a slight decrease of 2.5% in lending to upper-income census tracts and a 3.25% increase in middle-income tracts.

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 (18, or 43.9%). Low and Middle-income census tracts received 10, or 24.4%. East Boston Savings Bank originated 3, or 7.3% of loans in upper-income census tracts.

In terms of distribution of loan dollars, moderate-income census tracts received the highest proportion (46.3%), followed by low-income census tracts (26.5%). Middle-income census tracts received 19.7% of the bank's small business loan dollars, while upper-income census tracts received 7.5% 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 2.6% of the dollars of small business loans with 5.7% of the loan dollars to moderate-income and 4.9% to low-income census tracts.





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	57	3073	6	1100	10	6248	41	2973
Moderate	83	4010	16	2948	15	7757	81	7555
Middle	43	2158	3	600	12	7662	36	2725
Upper	109	5551	34	6430	46	27073	71	6030
Total	292	14792	59	11078	83	48740	229	19283

Source: U.S. Census, CRA Data for 2016

Table 13: CY2016 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2016 Aggregate Lending Data (% of #)		2016 Bank Data (% of #)		Bank Compared to Aggregate %
	#	%	#	%	
Low	3407	15.17%	114	17.19%	3.3%
Moderate	5194	23.13%	195	29.41%	3.8%
Middle	4187	18.65%	94	14.18%	2.2%
Upper	9664	43.04%	260	39.22%	2.7%
Total	22452	100.00%	663	100.00%	3.0%

Source: U.S. Census, CRA Data (2016) and CRA Aggregate Data for 2016

Table 14: Number of CY2016 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	2016 Aggregate Lending Data (% of \$)		2016 Bank Data (% of \$)		Bank Compared to Aggregate %
	\$ (000s)	%	\$ (000s)	%	
Low	115040	13.77%	13394	14.27%	11.6%
Moderate	174872	20.93%	22270	23.72%	12.7%
Middle	128402	15.37%	13145	14.00%	10.2%
Upper	417245	49.94%	45084	48.02%	10.8%
Total	835559	100.00%	93893	100.00%	11.2%

Source: U.S. Census, CRA Data (2016) and CRA Aggregate Data for 2016

Table 15: Total Dollar Amount of CY2016 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 2016, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (49.9%) 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 13.8% of loan dollars; moderate-income census tracts received 20.9% of loan dollars and middle-income census tracts received 15.5% of loan dollars. This pattern is similar to the distribution of small business loans in 2015, with a slight decrease of 2.5% in lending to upper-income census tracts and a 3.25% increase in middle-income tracts.

Eastern Bank Small Business Loans

In Suffolk County, Eastern Bank originated the greatest number of small business loans in upper-income census tracts (260, or 39.2%). Middle-income census tracts received 94 loans, or 14.2%. Moderate-income census tracts received 195, or 29.4%, while low-income census tracts received 114, or 17.2%.

The bank's small business loan dollars were concentrated in upper-income census tracts, which received nearly half of all loan dollars (48%). Middle-income census tracts received 14.0% of loan dollars, while moderate-income and lower-income census tracts received 23.7% and 14.3% of loan dollars respectively.

Eastern Bank compared to Suffolk County

Aggregate

Eastern Bank accounts for 3.0% of small business loans in Suffolk County by number of loans and 11.2% 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	12	406	0	0	0	0	0	0
Moderate	14	555	0	0	0	0	0	0
Middle	5	157	1	114	0	0	0	0
Upper	11	421	1	150	1	276	0	0
Total	42	1539	2	264	1	276	0	0

Source: U.S. Census, CRA Data for 2016

Table 25: CY2016 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2016 Aggregate Lending Data (% of #)		2016 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	3407	15.17%	12	26.67%	0.4%
Moderate	5194	23.13%	14	31.11%	0.3%
Middle	4187	18.65%	6	13.33%	0.1%
Upper	9664	43.04%	13	28.89%	0.1%
Total	22452	100.00%	45	100.00%	0.2%

Source: U.S. Census, CRA Data (2016) and CRA Aggregate Data for 2016

Table 26: Number of CY2016 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	2016 Aggregate Lending Data (% of \$)		2016 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	115040	13.77%	406	19.53%	0.4%
Moderate	174872	20.93%	555	26.70%	0.3%
Middle	128402	15.37%	271	13.04%	0.2%
Upper	417245	49.94%	847	40.74%	0.2%
Total	835559	100.00%	2079	100.00%	0.2%

Source: U.S. Census, CRA Data (2016) and CRA Aggregate Data for 2016

Table 27: Total Dollar Amount of CY2016 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 2016, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (49.9%) 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 13.8% of loan dollars; moderate-income census tracts received 20.9% of loan dollars and middle-income census tracts received 15.5% of loan dollars. This pattern is similar to the distribution of small business loans in 2015, with a slight decrease of 2.5% in lending to upper-income census tracts and a 3.25% increase in middle-income tracts.

JPMorgan Chase Bank Small Business Loans

In Suffolk County In 2016, JPMorgan Chase Bank originated 45 small business loans. The bank originated 13 (28.8%) of these loans in upper-income census tracts and 6 (13.3%) of these loans in middle-income census tracts. Moderate-income census tracts received 14 (31.1%) small business loans. Lower-income census tracts received 12 (26.7%) loans

The bank's small business loan dollars were most heavily concentrated in upper-income census tracts: they received 40.7% of all loan dollars. This percentage was down from 54.2% in 2015 with the dollars shifting mostly to moderate- and low-income census tracts. Moderate-income census tracts received 26.7% of loan dollars, while middle- and lower-income census tracts received 13.0% and 19.5% 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.





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	2	120	0	0	0	0	0	0
Moderate	4	89	2	445	2	725	5	663
Middle	2	69	0	0	0	0	1	44
Upper	24	378	1	200	4	2885	5	615
Total	32	656	3	645	6	3610	11	1322

Source: U.S. Census, CRA Data for 2016

Table 25: CY2016 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2016 Aggregate Lending Data (% of #)		2016 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	%
Low	3407	15.17%	2	3.85%	0.1%
Moderate	5194	23.13%	13	25.00%	0.3%
Middle	4187	18.65%	3	5.77%	0.1%
Upper	9664	43.04%	34	65.38%	0.4%
Total	22452	100.00%	52	100.00%	0.2%

Source: U.S. Census, CRA Data (2016) and CRA Aggregate Data for 2016

Table 26: Number of CY2016 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	2016 Aggregate Lending Data (% of \$)		2016 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	%
Low	115040	13.77%	120	1.93%	0.1%
Moderate	174872	20.93%	1922	30.84%	1.1%
Middle	128402	15.37%	113	1.81%	0.1%
Upper	417245	49.94%	4078	65.43%	1.0%
Total	835559	100.00%	6233	100.00%	0.7%

Source: U.S. Census, CRA Data (2016) and CRA Aggregate Data for 2016

Table 27: Total Dollar Amount of CY2016 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 2016, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (49.9%) 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 13.8% of loan dollars; moderate-income census tracts received 20.9% of loan dollars and middle-income census tracts received 15.5% of loan dollars. This pattern is similar to the distribution of small business loans in 2015, with a slight decrease of 2.5% in lending to upper-income census tracts and a 3.25% increase in middle-income tracts.

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

In Suffolk County In 2016, People's United Bank, N.A. originated 52 small business loans. The bank originated 34 (65.4%) of these loans in upper-income census tracts and 3 (5.8%) of these loans in middle-income census tracts. Moderate-income census tracts received 13 (25.0%) 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 65.4% of all loan dollars. Moderate-income census tracts received 30.9% of loan dollars, while middle- and lower-income census tracts received 1.8% and 1.9% 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.





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	16	726	2	325	2	700	7	393
Moderate	26	752	1	150	5	3775	9	1783
Middle	23	635	3	625	1	300	5	468
Upper	45	1811	5	900	17	10804	16	943
Total	110	3924	11	2000	25	15579	37	3587

Source: U.S. Census, CRA Data for 2016

Table 22: CY2016 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2016 Aggregate Lending Data (% of #)		2016 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	
Low	3407	15.17%	27	14.75%	0.8%
Moderate	5194	23.13%	41	22.40%	0.8%
Middle	4187	18.65%	32	17.49%	0.8%
Upper	9664	43.04%	83	45.36%	0.9%
Total	22452	100.00%	183	100.00%	0.8%

Source: U.S. Census, CRA Data (2016) and CRA Aggregate Data for 2016

Table 23: Number of CY2016 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	2016 Aggregate Lending Data (% of \$)		2016 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	
Low	115040	13.77%	2144	8.55%	1.9%
Moderate	174872	20.93%	6460	25.75%	3.7%
Middle	128402	15.37%	2028	8.08%	1.6%
Upper	417245	49.94%	14458	57.62%	3.5%
Total	835559	100.00%	25090	100.00%	3.0%

Source: U.S. Census, CRA Data (2016) and CRA Aggregate Data for 2016

Table 24: Total Dollar Amount of CY2016 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 2016, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (49.9%) 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 13.8% of loan dollars; moderate-income census tracts received 20.9% of loan dollars and middle-income census tracts received 15.5% of loan dollars. This pattern is similar to the distribution of small business loans in 2015, with a slight decrease of 2.5% in lending to upper-income census tracts and a 3.25% increase in middle-income 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 (45.4%). Middle-income census tracts received 17.5% of loans, while moderate-income census tracts received 22.4% of loans. Low-income census tracts received the fewest loans (14.8%).

The dollar amount of small business loans, favored upper-income census tracts (57.6%). Middle-income census tract received 8.1% of loan dollars. Moderate-income census tracts received 25.8% while lower-income census tracts received 8.6% of loan dollars, while.

TD Bank compared to Suffolk County

Aggregate

TD Bank accounts for 0.8% of small business loans in Suffolk County and 3.0% of small business dollars loaned.





Webster Bank



Webster Bank

Distribution of Small Business Loans by Income Category of the Census Tract								
Census Tract Income Level	Loan Amount at Origination <= \$100,000		Loan Amount at Origination > \$100,000 but <= \$250,000		Loan Amount at Origination > \$250,000		Loans to Businesses with Gross Annual Revenues <= \$1 million	
	#	\$ (000s)	#	\$ (000s)	#	\$ (000s)	#	\$ (000s)
Low	6	287	1	120	0	0	3	162
Moderate	8	637	0	0	1	500	5	437
Middle	2	125	0	0	1	825	2	925
Upper	1	75	2	350	3	1350	2	575
Total	17	1124	3	470	5	2675	12	2099

Source: U.S. Census, CRA Data for 2016

Table 22: CY2016 Small Business Loan Originations for Suffolk County, MA.

Distribution of the Number of Small Business Loans					
Census Tract Income Level	2016 Aggregate Lending Data (% of #)		2016 Bank Data (% of #)		Bank Compared to Aggregate
	#	%	#	%	
Low	3407	15.17%	10	27.03%	0.3%
Moderate	5194	23.13%	14	37.84%	0.3%
Middle	4187	18.65%	5	13.51%	0.1%
Upper	9664	43.04%	8	21.62%	0.1%
Total	22452	100.00%	37	100.00%	0.2%

Source: U.S. Census, CRA Data (2016) and CRA Aggregate Data for 2016

Table 23: Number of CY2016 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	2016 Aggregate Lending Data (% of \$)		2016 Bank Data (% of \$)		Bank Compared to Aggregate
	\$ (000s)	%	\$ (000s)	%	
Low	115040	13.77%	569	8.94%	0.5%
Moderate	174872	20.93%	1574	24.72%	0.9%
Middle	128402	15.37%	1875	29.44%	1.5%
Upper	417245	49.94%	2350	36.90%	0.6%
Total	835559	100.00%	6368	100.00%	0.8%

Source: U.S. Census, CRA Data (2016) and CRA Aggregate Data for 2016

Table 24: Total Dollar Amount of CY2016 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 2016, according to Suffolk County aggregate lending data, upper-income census tracts received the majority (49.9%) 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 13.8% of loan dollars; moderate-income census tracts received 20.9% of loan dollars and middle-income census tracts received 15.5% of loan dollars. This pattern is similar to the distribution of small business loans in 2015, with a slight decrease of 2.5% in lending to upper-income census tracts and a 3.25% increase in middle-income tracts.

Webster Bank Small Business Loans

In 2016, Webster Bank originated 37 small business loans in Suffolk County. Its largest number of small business loans in moderate-income census tracts (14 or 37.8%). Low-income census tracts received 10 loans (27.0%). Middle- and upper-income census tracts received the fewest loans, with five and eight, respectively.

The dollar amount of small business loans followed a somewhat different distribution pattern across the income levels: upper (36.9%), middle (29.4%), moderate (24.7%) and lower (8.9%).

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.





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With over twenty-five 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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