



**Patterns of
Small Business Lending
in
Greater Boston
1998-1999**

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in
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1998-1999**

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A REPORT PREPARED FOR

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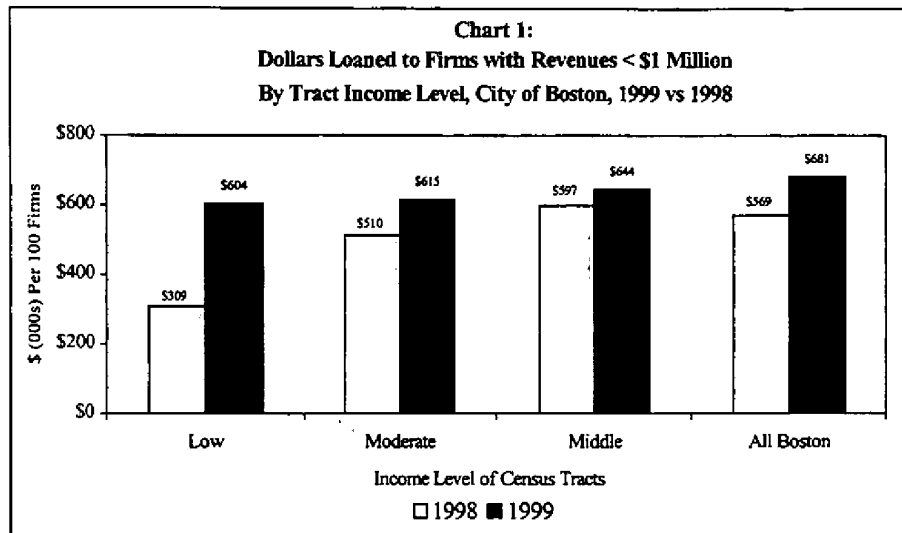
Executive Summary

This report represents the second annual report on small business lending patterns in Greater Boston undertaken by the Massachusetts Community & Banking Council (MCBC). The report analyzes lending data for the year ended December 31, 1999 and provides comparisons to the 1998 lending data that was analyzed in MCBC's initial report on small business lending. The report is based on small business lending data obtained from the Federal Financial Institutions Examination Council (FFIEC), business demographic data obtained from Dun & Bradstreet, and population and income data obtained from the US Census Bureau. The report also includes an analysis of data collected from nonbank intermediaries who participated in a survey developed by MCBC for this report.

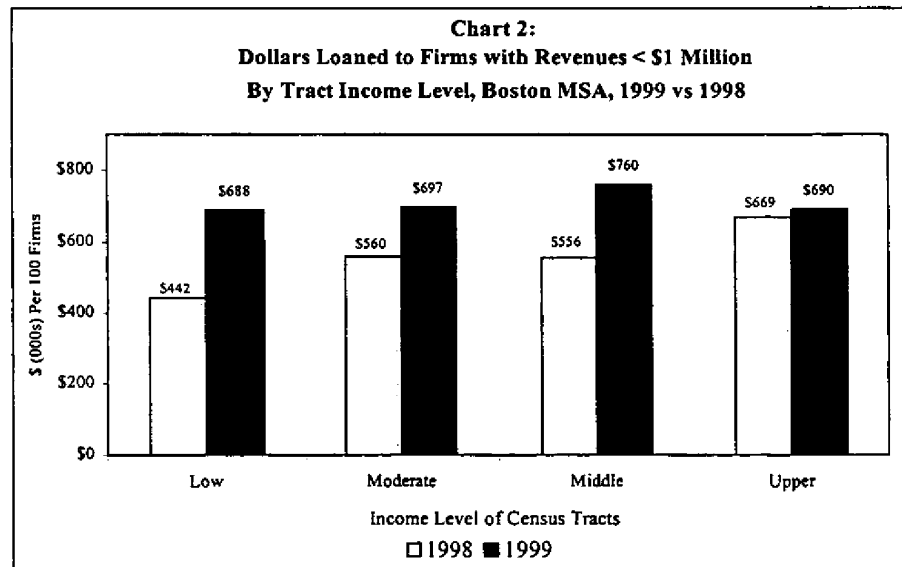
The report places particular emphasis on lending to small businesses located in lower-income and minority areas. To allow comparisons among geographical areas containing varying number of businesses, the report applies four different measures of lending rates, expressed in terms of lending per 100 firms. These lending rates are calculated based on the following: (1) the number of all small business loans, (2) the dollar amount of all small business loans, (3) the number of loans to firms with annual revenues of \$1 million or less, and (4) the dollar amount of loans to firms with annual revenues of \$1 million or less. For the purposes of this executive summary and the text of this report, discussion is generally limited to the fourth measure of lending rates. This was deemed to be the best measure for two reasons. First, businesses with \$1 million or less in annual revenues – referred to in this report as very small firms or VSFs – are those of greatest concern to MCBC. Second, the high volume of very small loans from specialized credit card lenders has less of a distorting impact on rates measured in dollars than on rates measured in numbers of loans.

The following represent some of the report's most important findings:

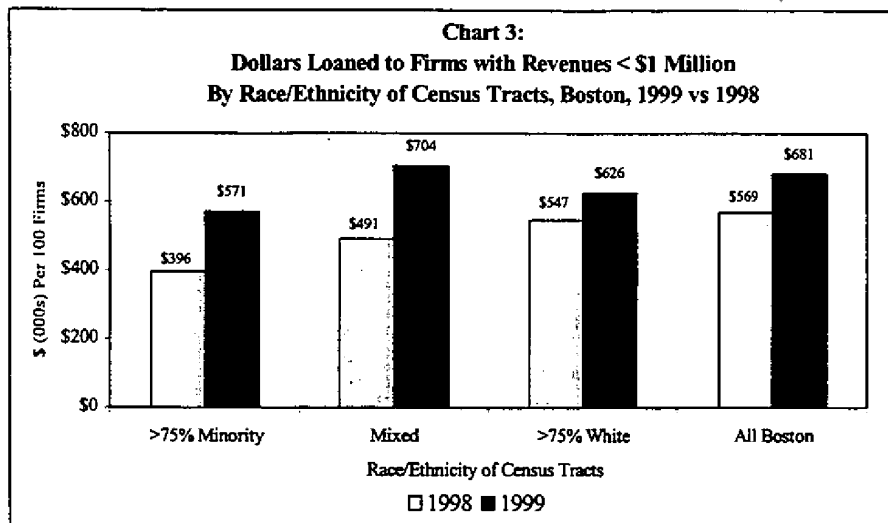
- **In the City of Boston, the total volume of loan dollars to very small firms increased substantially in 1999 while the total volume of loan dollars to all firms declined.** The volume of loan dollars to very small firms increased 19.6% from \$105.8 million in 1998 to \$126.5 million in 1999. Loan dollars to all firms declined 2.6% from \$318.3 million in 1998 to \$310.0 million in 1999. As a result, **the rate of lending to very small firms, measured in thousands of dollars per 100 firms, increased to \$681 in 1999 (compared to \$569 in 1998) while the overall rate of lending to all firms declined to \$1,118 (compared to \$1,148 in 1998).** (See Table 1B)
- **In the City of Boston, lending rates in lower-income census tracts gained substantial ground on lending rates in middle-income tracts in 1999.** The rate of lending to very small firms, measured in thousands of dollars per 100 firms, increased to \$604 in low-income tracts in 1999, \$615 in moderate-income tracts, and \$644 in middle-income tracts. Expressed in another way, **the lending rate in Boston's low-income tracts increased to 88.7% of the city's overall rate in 1999 (compared to 54.3% in 1998) and the rate in moderate-income tracts increased to 90.3% of the overall rate (compared to 89.5% in 1998). The lending rate in middle-income tracts declined to 94.5% of the city's overall rate (compared to 104.9% in 1998).** (See Chart 1 and Tables 1A – 1B.)



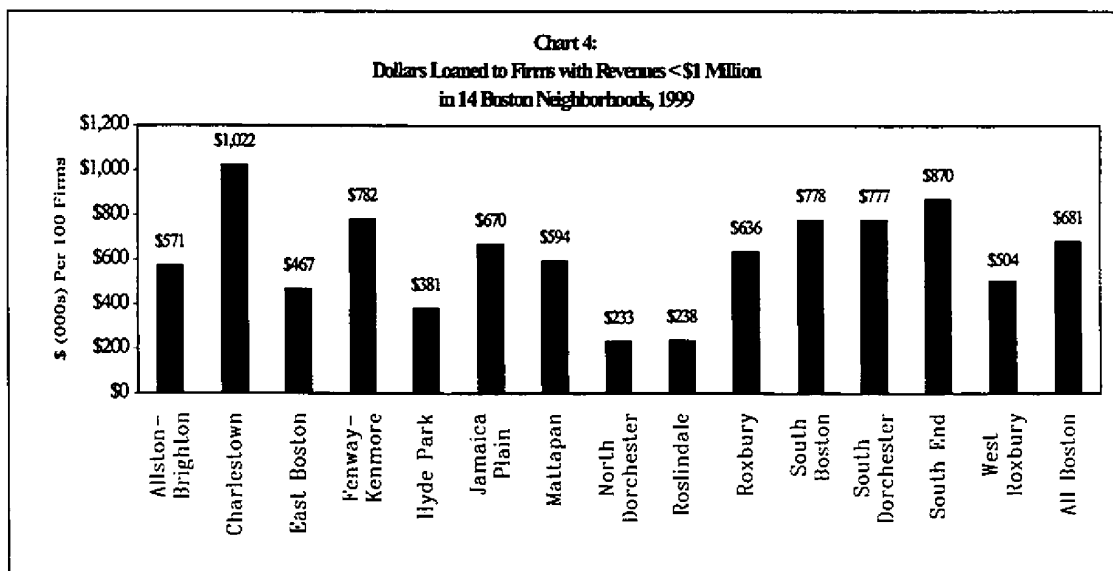
- In the Boston Metropolitan Statistical Area (MSA), the gap in lending rates between lower-income areas and higher-income areas narrowed markedly in 1999.** The rate of lending to very small firms, again measured in thousands of dollars per 100 firms, increased 55.7% to \$688 in low-income tracts in 1999 and 24.5% to \$697 in moderate-income tracts. Middle-income tracts experienced an increase of 36.5% to \$760 and upper-income tracts experienced an increase of just 3.2% to \$690. Expressed in another way, **the lending rate in the MSA's low-income tracts increased to 94.6% of the MSA's overall rate in 1999 (compared to 74.6% in 1998) and the rate in moderate-income tracts increased to 95.8% of the overall rate (compared to 94.6% in 1998).** The lending rate in middle-income tracts increased to 104.4% of the MSA's overall rate (compared to 94.0% in 1998) and the lending rate in upper-income tracts declined to 94.9% of the overall rate (compared to 113.0% in 1998). (See Chart 2 and Tables 2A - 2B.)



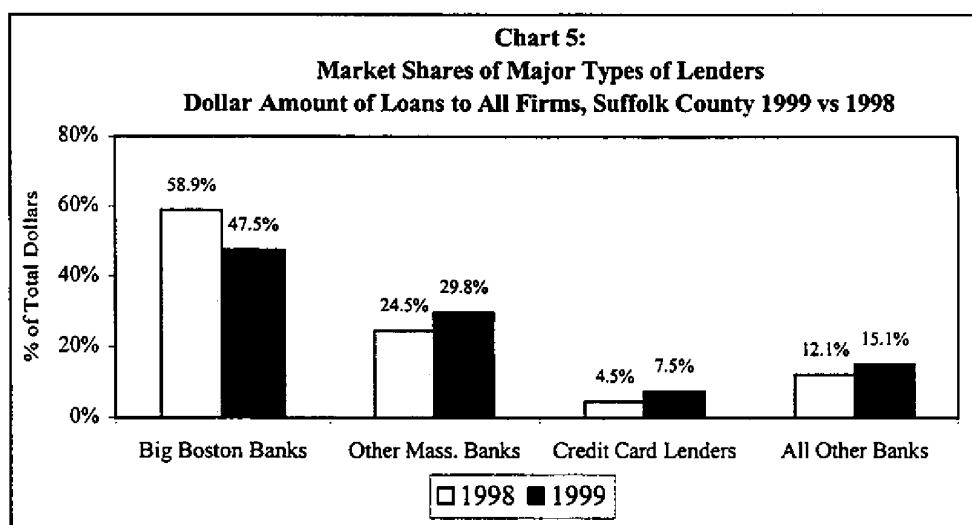
- In the City of Boston, lending rates increased significantly more in minority and mixed-race neighborhoods in 1999 than in white neighborhoods. The rate of lending to very small firms, again measured in thousands of dollars per 100 firms, increased 44.3% to \$571 in minority census tracts, 43.3% to \$704 in mixed-race tracts, and 14.5% to \$626 in predominantly white tracts. Expressed differently, the lending rate in Boston's minority census tracts increased to 83.8% of the city's overall rate (compared to 69.5% in 1998) while the rate in mixed tracts increased to 103.4% of the city's overall rate (compared to 86.3% in 1998). The lending rate in Boston's white census tracts declined to 91.9% of the city's overall rate (compared to 96.1% in 1998). (See Chart 3 and Tables 3A - 3B.)



- There continued to exist considerable variation in lending rates in Boston's neighborhoods; however no discernable pattern was identified. The rate of lending in these neighborhoods, measured in thousands of dollars of loans per 100 very small firms, ranged from a low of \$233 in North Dorchester (compared to \$449 in 1998) to a high of \$1,022 in Charlestown (compared to \$621 in 1998). (See Chart 4 and Tables 5A - 5B.)



- There also continued to exist considerable variation in lending rates in the 27 cities and towns that surround Boston; however, again, no discernable pattern was identified. Measured in thousands of dollars of loans per 100 very small firms, the lending rates in twelve “Inner Ring” communities ranged from a low of \$402 in Dedham in 1999 (compared to \$265 in 1998) to a high of \$899 in Cambridge (compared to \$624 in 1998). Lending rates in fifteen “Outer Ring” communities ranged from a low of \$335 in Wellesley in 1999 (compared to \$778 in 1998) to a high of \$1,145 in Malden (compared to \$657 in 1998). (See Tables 7A – 7B and 8A – 8B.)
- In Suffolk County, the volume of small business loan dollars originated by the biggest Boston banks declined in 1999 compared to 1998, but still represented nearly half of the total loan volume for all lenders combined. The combined loan volume in Suffolk County of the biggest Boston banks declined 20.0% from \$203.6 million in 1998 to \$162.9 million in 1999 while the loan volume at other Massachusetts banks increased 20.5% from \$84.7 million in 1998 to \$102.1 million in 1999. Credit card lenders experienced a 66.2% increase in Suffolk County from \$15.5 million in 1998 to \$25.8 million in 1999 while all other lenders experienced a 24.3% increase from \$41.7 million in 1998 to \$51.8 million in 1999. As a result, the market share, in terms of total loan dollars, of the biggest Boston banks declined from 58.9% in 1998 to 47.5% in 1999 while the market share of other Massachusetts banks increased from 24.5% in 1998 to 29.8% in 1999. The market share of credit card lenders increased from 4.5% in 1998 to 7.5% in 1999 and the market share of all other lenders increased from 12.1% in 1998 to 15.1% in 1999. (See Chart 5 and Tables 9A – 9B.)



- The small business lending activity of the fifteen largest metro areas across the country are reviewed in a new section of this report. Of the fifteen largest MSAs across the country, the Boston MSA ranked 8th in terms of total population and 8th in terms of total number of very small firms. At the same time, the Boston MSA ranked 10th in terms of the volume of loan dollars to very small firms in 1999 and 13th in terms of the lending rate of loan dollars per 100 very small firms. (See Tables 13 - 15.)

- **The activities of nonbank intermediaries which responded to a survey developed by MCBC are reviewed in a new section of this report. For the purposes of this report, nonbank intermediaries include quasi-public and non-profit lenders and technical assistance providers. Nonbank intermediaries play an important role for small businesses, particularly those in lower-income areas and minority communities, by providing technical assistance in the early stages of business formation and development, by providing direct loans to small firms, and by referring small businesses to more traditional sources of credit. (See Tables 16 – 20.)**

I. Introduction

This report represents the second annual report on small business lending patterns in Greater Boston undertaken by the Massachusetts Community & Banking Council (MCBC). The report analyzes lending data for the year ended December 31, 1999 and provides comparisons to the 1998 lending data that was analyzed in MCBC's initial report on small business lending. The report is based on small business lending data obtained from the Federal Financial Institutions Examination Council (FFIEC), business demographic data obtained from Dun & Bradstreet, and population and income data obtained from the US Census Bureau. The report also includes an analysis of data collected from nonbank intermediaries who participated in a survey developed by MCBC for this report.

The report places particular emphasis on lending to small businesses located in lower-income and minority areas. To allow comparisons among geographical areas containing varying number of businesses, the report applies four different measures of lending rates, expressed in terms of lending per 100 firms. These lending rates are calculated based on the following: (1) the number of all small business loans, (2) the dollar value of all small business loans, (3) the number of loans to firms with annual revenues of less than \$1 million, and (4) the dollar value of loans to firms with annual revenues of less than \$1 million. For the purposes of this report, discussion is generally limited to the fourth measure of lending rates. This was deemed to be the best measure for two reasons: First, businesses with \$1 million or less in annual revenues – referred to in this report as very small firms or VSFs – are those of greatest concern to MCBC. Second, the high volume of very small loans from specialized credit card lenders has less of a distorting impact on rates measured in dollars than on rates measured in numbers of loans.

The heart of this report is the data presented in Tables 1 through 12. These tables present: (1) data on the number and dollar amount of all small business loans as well as loans of less than \$100,000 and loans to firms with \$1 million or less in annual revenue; (2) data on the total number of firms and on the number of very small firms; and (3) lending rates calculated from the loan and business count data. Most of these tables can be divided into 2 categories: those that provide updated information for the year ended December 31, 1999 (designated by the letter "A" beside the table number) and those that provide comparisons of 1999 and 1998 data (designated by the letter "B" beside the table number). These tables present information for the following:

- census tracts in the City of Boston grouped by level of income (Tables 1A & 1B)
- census tracts in the Boston MSA grouped by level of income (Tables 2A and 2B)
- census tracts in the City of Boston grouped by percentage of minority residents (Tables 3A and 3B)
- census tracts in the City of Boston grouped by both income and race/ethnicity (Table 4A and 4B)
- Boston's traditional neighborhoods, as defined by the Boston Redevelopment Authority (Tables 5A, 5B, 6A, and 6B)
- twenty-seven cities and towns that surround Boston (Tables 7A, 7B, 8A, and 8B)
- individual lenders and major types of lenders (Tables 9A and 9B, 10A and 10B, 11A and 11B, and 12A and 12B).

The report also includes the following new sections

- maps that show aggregate lending data for the Boston neighborhoods and surrounding communities (Maps 1 – 3)
- tables that focus on small business lending activity in the 15 largest metropolitan statistical

areas across the country (Tables 13 – 15)

- tables that focus on the small business lending activity of nonbank intermediaries which participated in a survey undertaken by MCBC (Tables 16 – 20).

Section II, immediately below, discusses the nature and limitations of the data used in this report. Section III explains the methods used in calculating lending rates from these data. Section IV presents the report's findings. The report concludes with a section of "Notes on Data and Methods" that presents a substantial amount of information deemed too technical or detailed to appear in the body of the report and provides a convenient glossary of terms used. The primary goal of this report is to contribute to improved credit flows to small businesses in traditionally underserved areas by presenting a careful *description* of what has happened that all interested parties can agree is fair and accurate. It is beyond the scope of this report to offer either an *explanation* of why the observed outcomes have occurred or an *evaluation* of how well lenders have performed. Rather, this report's descriptive contribution is intended to be one input to the complex, on-going tasks of explanation and evaluation.

II. The Data: Nature and Limitations

The findings of any study need to be interpreted in light of the quality and reliability of the data upon which it is based. This section summarizes the nature and limitations of each of the three data sets used in this report. Interested readers will find more detailed discussion in the concluding section entitled "Notes on Data and Methods."

A. Lending Data

Under the Community Reinvestment Act (CRA), banks are required to report information on their small business lending activity to their federal regulators on an annual basis. The data includes information on originations and purchases of small business loans and small farm loans. The data is compiled and publicly released by the Federal Financial Institutions Examination Council (FFIEC).

For the purposes of CRA and this report, small business loans are defined as loans of \$1 million or less. These loans may be to businesses of any size although the data usually indicates how many loans and dollars went to businesses with gross annual revenues of \$1 million or less. Loans are reported in three size categories: less than \$100,000, between \$100,000 and \$250,000 and between \$250,000 and \$1 million. This report considers only origination activity; purchased loans are not included in the analysis.

While there is no standard definition of what constitutes a small business, most definitions, including that used by the US Small Business Administration, exclude firms with revenues of more than \$1 million. For the purposes of this report, businesses with revenues of \$1 million or less are referred to as very small firms [VSFs]).

The CRA small business loan database represents the best available source of detailed information about small business lending in the United States. At the same time, the following limitations should be noted: (for two reasons – lot of lenders not covered and lending that are not covered)

- Only large banks (more than \$250 million in assets) are required to report under the CRA. Recent studies have estimated that (1) large banks made about two-thirds of the small business lending by all banks and that (2) banks as a whole accounted for slightly under two-thirds of total small business lending (most of the rest was done by finance companies, other

businesses, governments, and individuals). Based on these estimates, the CRA small lending database includes somewhat less than one-half of the total.¹

- Data for individual lenders is not available at the census tract level - the lowest geographic level available for individual lenders is the county level.
- The data combines two very different kinds of lending: credit card lending and traditional small business lending. Specialized credit card lenders made nearly 60% of the number of loans in the Boston MSA, but accounted for less than 10% of total dollars with an average loan size of approximately \$7,000. All other lenders had an average loan size of approximately \$103,000.
- The data does not contain information about the race or gender of the borrower or the type of business.
- The data does not contain information about loan applications that do not result in loans:
- Lenders are required to report the full amount of any lines of credit and credit card loans regardless of the extent to which the borrower actually uses the credit available. Although refinancings of existing loans are reported as new loans, renewals of loans or lines of credit - a much more common form of small business lending - are not reported. The regulators announced recently that, beginning with data collected in 2001, renewals as well as refinancings will be reported as new loans.
- Lenders are not required to report information on the gross annual revenues of their borrowers if they do not request or rely on the information in making their credit decision.

B. Business Data

This report uses business demographic data obtained from the Dun & Bradstreet (D&B) Corporation on the number and size of business firms in each census tract. Although D&B is the standard source of business data used in the analysis of small business lending data, there are at least two reasons to be cautious in drawing conclusions on the basis of D&B counts of businesses:

- The D&B data report substantially different numbers of businesses from those reported in other data sources such as the US Census Bureau and American Business Information. The discrepancy between these sources suggests that counting businesses is an inexact science and that any total should be regarded as no more than a rough approximation.
- A substantial fraction of the businesses included in the D&B data did not report data on their total sales. For example, of the 27,717 total businesses in the City of Boston, 18,579 (67.0%) reported sales of \$1 million or less, 3,749 (13.5%) reported sales greater than \$1 million, and 5,389 (19.4%) did not report data on sales. Thus, if the D&B estimate of total businesses is accurate, then its estimate of the number of very small businesses is considerably too low. (If the proportion of very small businesses were the same among those not reporting income as it was among those that did report, then the total number of very small businesses in the D&B database for the Boston would be 24.2% greater than the number currently identified - 23,068 rather than 18,579.)

C. Population Data

The third major type of data used in this report is data from the 1990 US Census on the income level and racial/ethnic composition of the population in each census tract. Census tracts, the basic geographical unit used in the US decennial census, typically contain between 3,000 and 5,000 residents.

¹ More information on these estimates, including sources, are in the "Notes on Data and Methods."

There are 169 census tracts in the City of Boston (total population: 574,283) and 710 census tracts in the Boston Metropolitan Statistical Area (total population: 3,227,707).

It should be noted that the US Census Bureau will be releasing detailed 2000 census data beginning in 2001. It is widely expected that the 2000 data will indicate major shifts in income level data and minority population data across the Greater Boston area.

III. Methods: How Lending Rates Were Calculated

In order to make the discussion manageable, the summary of major findings in this section generally focuses on one of the four measures of small business lending that are reported in Tables 1-12. The particular measure used is the lending rate to very small firms measured in dollars. The selection of this measure involved three factors. **First, the use of lending rates rather than aggregate totals allows comparisons among geographical areas containing varying numbers of businesses.² Second, the emphasis on firms with revenues of \$1 million or less rather than all businesses focuses the analysis on small businesses. Third, the use of lending rates based on loan dollars rather than number of loans mitigates the distorting impact that business credit card lending can have on the results.**

Although the discussion of findings that follows in the text of this report is generally based on this single measure of lending rates, Tables 1-8 present three other lending rates as well. The lending rates used in this report are calculated based on the following: (1) the number of all small business loans, (2) the dollar amount of all small business loans, (3) the number of loans to firms with annual revenues of \$1 million or less, and (4) the dollar amount of loans to firms with annual revenues of \$1 million or less. All lending rates are expressed in terms of lending per 100 firms.

All of the lending rates in Tables 1-5 are also reported as a percentage of the overall lending rate in the city (or MSA) in order to facilitate comparisons among the rates in different sets of census tracts. For example, Table 1A shows that very small firms (VSFs) in low-income census tracts received \$604,000 per 100 VSFs or 88.7% of the city's overall lending rate of \$681,000 per 100 VSFs.

It is interesting to note that the numbers that report lending rates as a percentage of the overall lending rate also express the relationship between the share of total dollars that went to a given set of census tracts and the share of total firms that were located in those same tracts. Using the example noted above, low-income tracts received just 9.1% of the total dollars loaned to VSFs in the city, while they contained 10.3% of the city's very small firms – and 9.1 divided by 10.3 is also 88.7%. This means that the low-income tracts received a share of the dollars loaned in the city that was less than their share of the city's very small firms.

Lending rates are calculated for a number of different geographical areas in this report, consistent with the limitations associated with the CRA small business loan database. These areas include the City of Boston, Suffolk County, 27 cities and towns located in an "Inner Ring" and an "Outer Ring" around Boston, and the entire Boston Metropolitan Statistical Area (MSA). In many cases, census tracts within

² This seems like the best measure of the extent to which large banks are meeting the credit needs of current small businesses in an area. However, it is possible – even likely – that minority areas have relatively fewer businesses than other areas because these areas were underserved by small business lenders in the past. In fact, in the 42 minority census tracts in the City of Boston, there are 17.1 firms per 1,000 residents, while in the 44 mixed census tracts and the 64 white census tracts there are 34.1 and 33.2 firms per 1,000 residents. (See Table 3 for definitions of census tract categories and for firm data; numbers of residents were calculated by CRA Wiz™ from US Census data.) The number of firms per 1,000 does not vary much among Boston census tracts at different income levels; it is about 10% *higher* in low-income tracts than in moderate- and middle-income tracts.

these areas are grouped by their income level and/or the race/ethnicity of their residents. For areas that consist of fewer than ten census tracts, calculated lending rates are presented in the tables, but are not discussed in the body of this report due to the fact that lending rates in such areas are likely to be heavily influenced by unusual circumstances in a single tract or a small collection of tracts.

In all of the tables for the City of Boston and the Boston MSA, the 14 census tracts that make up the area referred to this report as Boston's Central Business Area (these are the tracts in the Central and Back Bay/Beacon Hill Planning Districts as defined by the Boston Redevelopment Authority). The distinctive nature of these fourteen tracts is shown by the fact that they are home to only 7.3% of the city's population, but contain 44.0% of its total businesses and received 48.7% of total small business loan dollars in the city in 1999. Failure to separate out these tracts would greatly affect the lending rates calculated for low-income and minority census tracts as demonstrated by the fact that businesses located in the Central Business Area's two low-income census tracts received 758 total loans in 1999 (400 of which went to very small firms) while businesses located in the other thirty-eight low-income tracts in the city received just 555 total loans (232 of which went to very small firms).

IV. Findings

This section summarizes some of the most significant findings that emerge from an examination of the data in the accompanying tables. As explained in the previous section, for the sake of simplicity and clarity the findings are presented here in terms of only one of the four measures of lending rates shown in the tables: the rate of lending to firms with annual revenues of \$1 million or less- referred to in this report as very small firms - measured as thousands of dollars loaned per 100 firms. The findings are presented in the following order: lending rates in census tracts grouped by income level, lending rates in census tracts grouped by percentage of minority residents, lending rates in census tracts grouped by both income and minority percentage, lending rates in Boston's neighborhoods, lending rates in individual cities and towns surrounding Boston, and lending by individual banks and major types of bank lenders.

A. Lending Rates in Census Tracts Grouped by Income Level

For the purposes this report, and consistent with the Community Reinvestment Act, census tract income levels are determined by dividing the median family income of a given census tract into the median family income of the MSA in which the tract is located. Income levels are broken down into low, moderate, middle, and upper income categories where low is 50% or less of the MSA median, moderate is 50% to 80%, middle is 80% to 120%, and upper is 120% or more.

Tables 1A and 1B present information on small business lending in the City of Boston for these four income level categories (as explained above, the 14 tracts that comprise the city's central business area are treated separately). Table 1A shows a **positive relationship between income level and lending rate**, meaning that lending rates increase as income level increases. The rate of lending to very small firms, measured as thousands of dollars per 100 firms, was \$604 in low-income tracts, \$615 in moderate-income tracts, and \$644 in middle-income tracts.³ At the same time, Table 1B shows that **the differences in lending rates between lower-income areas and middle-income areas narrowed in 1999 compared to 1998**. Lending rates in low- and moderate-income tracts increased 95.3% and 20.7% respectively while lending rates in middle-income tracts increased just 7.7%. Expressed in another way, **the lending**

³ Although, information on loans, firms, and lending rates in upper-income tracts and in the tracts that constitute the "central business area" is presented in Table 1, it is not discussed in the text. The lending rate in upper-income tracts is not discussed because there are fewer than ten (in fact, seven) such tracts. The lending rate in the central business area is not discussed because this report is concerned primarily with lending in Boston's neighborhoods.

rate in Boston's low-income tracts increased to 88.7% of the city's overall rate in 1999 (compared to 54.3% in 1998) and the rate in moderate-income tracts increased to 90.3% of the overall rate (compared to 89.5% in 1998). The lending rate in middle-income tracts declined to 94.5% of the city's overall rate (compared to 104.9% in 1998). These findings are presented graphically in Chart 1 at the beginning of this report.

Tables 2A and 2B⁴ present the same information for the Boston MSA. Table 2A again shows a **positive relationship between income level and lending rates in the Boston MSA** (see also Chart 2). For the entire metropolitan area, the rate of lending to very small firms (VSFs), again measured as thousands of dollars per 100 firms, was \$688 in low-income tracts, \$697 in moderate-income tracts, \$760 in middle-income tracts, and \$731 in upper-income tracts. At the same time, Table 2B shows that the difference in lending rates between lower-income areas and higher-income areas narrowed in 1999 compared to 1998. Lending rates in low- and moderate-income tracts increased 55.7% and 24.5% respectively while lending rates in middle- and upper-income tracts increased 36.5% and 3.2% respectively. Expressed in another way, **the lending rate in the MSA's low-income tracts increased to 94.6% of the MSA's overall rate in 1999 (compared to 74.6% in 1998) and the rate in moderate-income tracts increased to 95.8% of the overall rate (compared to 94.6% in 1998). The lending rate in middle-income tracts increased to 104.4% of the MSA's overall rate (compared to 94.0% in 1998) and the lending rate in upper-income tracts declined to 94.9% of the overall rate (compared to 113.0% in 1998).**

B. Lending Rates in Census Tracts Grouped by Percentage of Minority Residents

In order to analyze lending rates by race/national origin, the census tracts in the City of Boston were divided into three categories. For the purposes of this report, minority census tracts are defined as those with more than 75% minority residents, white census tracts are those with more than 75% white non-Hispanic residents, and mixed-race census tracts are all others – that is, those where the percentages of white and minority residents both fall between 25% and 75%.

Tables 3A and 3B present information on small business lending in the city of Boston for these three race/national origin categories (as explained above, the 14 tracts that comprise the city's central business area are treated separately). Table 3A shows that **the rate of lending to very small firms was lowest in minority areas and highest in mixed-race neighborhoods.** The rate of lending to very small firms, measured in thousands of dollars per 100 firms, was \$571 in minority census tracts, \$704 in mixed tracts, and \$626 in white tracts (see also Chart 3). At the same time, Table 3B shows that lending rates increased significantly more in minority and mixed-race census tracts in 1999 than in white census tracts. The lending rate in minority and mixed-race tracts increased 44.3% and 43.3% respectively while the lending rate in white tracts increased just 14.5%. Expressed in another way, **the lending rate in Boston's minority census tracts increased to 83.8% of the city's overall rate (compared to 69.5% in 1998) while the rate in mixed tracts increased to 103.4% of the city's overall rate (compared to 86.3% in 1998).** The lending rate in Boston's white census tracts declined to 91.9% of the city's overall rate in 1999 (compared to 96.1% in 1998).

A comparable analysis for the Boston MSA cannot yield meaningful results because there are few census tracts outside the City of Boston with a substantial percentage of minority residents. In fact,

⁴ The author was unable to tie into the 1998 MSA data that was used in Table 2 of MCBC's report on small business lending for 1998. The difference involved an overall addition of 9 loans in this current report (a difference of 0.03%) for \$190,000 (a difference of 0.01%).

of the 541 census tracts within the MSA but outside of the City of Boston, none are minority tracts, and only 31 tracts (5.7% of the total) are mixed.⁵

C. Lending Rates in Census Tracts Grouped by Both Income and Minority Percentage

An effort was made to measure which factor was more important in determining the patterns of lending rates described above, census tracts were grouped into categories that took both income level and race/national origin into account. A finding of higher lending rates in white low-income tracts than in minority upper-income tracts would indicate that race/ethnicity was the more important factor. The reverse finding, that higher lending rates in upper-income minority tracts than in lower-income white tracts, would indicate that income was the more important factor.

The most striking finding that emerges from categorizing census tracts in this way is the strength of the correlation between Boston census tracts with high percentages of minority residents and those with low levels of income. The determination noted above cannot be made because there are no upper-income minority census tracts in Boston nor are there any middle-income minority tracts in the city. Moreover, of the 44 mixed tracts, only one tract is upper-income and just five more are middle-income. When the 150 tracts outside of the central business area are divided into the twelve groups created by combining four income categories and three race/ethnicity categories, six of the twelve groups have six or fewer tracts.

In order to create groupings containing larger numbers of tracts, low- and moderate-income tracts (LMI) were grouped together, as were middle- and upper-income tracts. Although one of the groupings remained empty, detailed information for the other five groupings is presented in Table 4A. The table immediately below presents lending rates, measured in thousands of loans dollars per 100 very small firms, in the four groupings that contain ten or more census tracts. The table below shows that in 1999 the lending rates in minority and mixed-race LMI tracts were higher than the lending rate in white LMI tracts. Table 4B also shows that the changes in lending rates from 1998 to 1999 tended to favor minority and mixed-race LMI tracts. Expressed in another way, **the lending rates in minority low- and moderate-income census tracts increased to 88.4% of the city's overall rate in 1999 compared to 103.3% of the overall rate in mixed-race LMI tracts, 87.7% in white LMI tracts, and 104.2% in white middle- and upper-income tracts.**

**Lending Rates for Census Tracts Grouped by
Both Income Level and Minority Percentage
City of Boston, 1999**

	<u>Minority Tracts</u> >75% Minority Residents	<u>Mixed Tracts</u> <75% White & <75% Minority Residents	<u>White Tracts</u> >75% White Residents
Middle- and Upper-Income Tracts	0 tracts NA	6 tracts NA*	35 tracts \$673
Low- and Moderate-Income Tracts	42 tracts \$571	38 tracts \$667	29 tracts \$567

The lower-right corner of each cell shows thousands of dollars per 100 very small firms.

* Results not shown here for the grouping with fewer than 10 tracts, although these results are in Table 4.

⁵ This statement ignores one census tract in Bedford (tract 3592.00) where all 18 of the residents were Asian. Of the 31 mixed census tracts, 25 are in just three cities: Cambridge (where 12 of 30 total tracts are mixed), Lynn (9 of 22) and Chelsea (4 of 7).

D. Lending Rates in Boston's Neighborhoods

Among the numerous definitions employed to describe Boston's neighborhood boundaries, the sixteen planning districts defined by the Boston Redevelopment Authority are the most broadly accepted standard, and this is the set of neighborhood definitions used in this report. Table 5A presents the same information on firms and lending in each planning district that was presented in the preceding tables for groups of census tracts categorized by income level and race/ethnicity. Table 5B shows changes in lending data from 1998 to 1999. Table 6 presents additional information for each planning district on factors that might influence lending rates such as median family income, racial/ethnic composition, bank branches, and number of firms per 1,000 residents. The two planning districts that make up Boston's central business area - the Central and Back Bay/Beacon Hill districts - are excluded from the following discussion, although data for these neighborhoods are included in Tables 5 - 6.

There continued to exist considerable variation among the rates of lending to very small firms in Boston's neighborhoods; however no discernable pattern was identified. The rate of lending in the neighborhoods, measured in thousands of dollars of loans per 100 very small firms, ranged from a low of \$233 in North Dorchester (compared to \$449 in 1998) to a high of \$1,022 in Charlestown (compared to \$621 in 1998). This data is shown in detail in Table 5A - Part II, Chart 4, and Map 3. Table 5B shows that the six neighborhoods that experienced the **greatest increase in lending rates from 1998 to 1999 were Fenway-Kenmore (257.1%), Jamaica Plain (113.5%), Charlestown (64.6%), South Dorchester (69.1%), Mattapan (45.5%), and Roxbury (43.6%).** It should be noted that Fenway-Kenmore's lending rate increased from the lowest of all fourteen neighborhoods in 1998 (\$219) to the second highest in 1999 (\$782).

This report does attempt to explain any apparent relationships between neighborhood lending rates and neighborhood demographics - even though these relationships are quantified in the correlation coefficients reported in the supplement to Table 6 - due to the fact that many of the neighborhoods have a relatively small number of census tracts (seven of the fourteen neighborhoods have eight or fewer census tracts and six neighborhoods have between eleven and fourteen tracts). The neighborhood-specific lending data that is presented in Tables 5A and 5B are intended to provide information to those readers who may be interested in better understanding what is happening in individual communities.

E. Lending Rates in Individual Cities and Towns Surrounding Boston

Information on loans, firms, and lending rates in the twelve municipalities that share a boundary with Boston, collectively referred to as the "Inner Ring" communities, is presented in Tables 7A and 7B. The same information for the fifteen additional "Outer Ring" communities that share a boundary with at least one of the Inner Ring communities is presented in Tables 8A and 8B. For the eleven communities among these 27 that have at least one low- or moderate-income (LMI) census tract, information is presented for the LMI tracts as well as for the entire city or town.

Again, there is **wide variation among the lending rates in different communities; however, as with the Boston neighborhoods, no discernable pattern was identified.** The amount loaned to very small firms (in thousands of dollars per 100 firms) ranged in the Inner Ring from a low of \$402 in Dedham in 1999 (compared to \$265 in 1998) to a high of \$899 in Cambridge (compared to \$624 in 1998). Variation was even greater in the Outer Ring, where the lending rates ranged from a low of \$335 in Wellesley in 1999 (compared to \$778 in 1998) to a high of \$1,145 in Malden (compared to \$657 in 1998). This data is shown in detail in Tables 7A - Part II, Table 8A - Part II, and Map 3. Even more so than was the case with Boston's neighborhoods, limited significance should be attached to the observed relationships among lending rates and income levels and minority percentages in these municipalities. This is because seven of the twelve Inner Ring communities and eleven of the fifteen

Outer Ring communities have fewer than ten census tracts. Again, the main purpose of presenting the data in this report is to provide information to those who may be interested in better understanding what is happening in individual communities. (See Tables 7A – 7B and 8A – 8B.)

F. Lending by Individual Banks and Major Types of Bank Lenders

It should be noted at the onset of this section that the data for loans to businesses with revenues of \$1 million or less as reported by two of the area's largest lenders may contain irregularities. Capital One reported a total of 6,416 loans in the Boston MSA in 1999 with a dollar amount of \$18.8 million but reported no loans to businesses with revenues of \$1 million or less. Similarly, BankBoston reported 4,601 loans in the Boston MSA in 1999 with a dollar amount of \$177.8 million but reported only 1 loan to a business with revenues of \$1 million or less (compared to 3,381 loans for \$55.9 million to such firms in 1998). While the reason for this change is unknown, the CRA regulation does provide lenders with a degree of latitude when it comes to reporting borrower revenue information. Lenders are not required to report the revenue of their borrowers if they do not request or rely on the information as part of their credit decision. Readers should also be aware that a similar situation occurred in MCBC's 1998 report on small business lending. In that case, Mountainwest reported a grand total of 4,450 loans to small businesses in the Boston MSA with a dollar amount \$10.9 million, but did not report any loans in the MSA to businesses with revenues of \$1 million or less.

For the purposes of this report, lenders are divided into four major categories in order to analyze how different types of lenders perform in making small business loans. The big Boston banks in 1999 were Bank Boston, Fleet, USTrust, Boston Safe Deposit, and Citizens; each of these five banks had Massachusetts deposits of over \$3 billion and each made at least 100 loans in Suffolk County and 275 loans in the MSA. The category of other Massachusetts banks consists of all the banks based in the state except for these five big Boston banks. Banks that make small business loans primarily by issuing credit cards are grouped together as credit card lenders. The fourth category consists of all banks based outside the state except for the credit card lenders – that is, all other bank lenders. The data on individual lenders and lender categories are shown in detail in Tables 9 – 12A and Tables 9 – 12B.

The data indicate that a relatively small number of banks continue to account for a large share of total lending. **In Suffolk County, the four biggest bank lenders accounted for 45.3% of all dollars loaned to small businesses in 1999.** In terms of the number of loans (as opposed to dollars), just three lenders made 61.4% of the total. In the MSA, the four biggest bank lenders accounted for 35.7% of total loan dollars, while the top seven lenders accounted for 51.6% of total dollars. Again, the concentration was even greater in terms of the number of loans: the two biggest lenders in the MSA made 47.3% of all loans and the five biggest lenders made more than two-thirds (68.7%) of the total.

The data also indicate that there are **striking differences in the types of lending by the four major types of lenders.** The average loan size was \$78,000 for the Big Boston banks, \$185,000 for all other Massachusetts banks, \$7,000 for credit card lenders, and \$142,000 for all other lenders. A likely explanation for these differences is that the other Massachusetts banks specialize in "relationship lending" involving substantial individual attention to small business customers, while credit card lenders specialize in the use of targeted direct marketing and automated credit reviews to provide a high volume of small, standardized loans, and the big Boston banks engage in both kinds of lending.

In Suffolk County, the volume of small business loan dollars originated by the biggest Boston banks declined in 1999 compared to 1998, but still represented nearly half of the total loan volume for all lenders combined. The combined loan volume in Suffolk County of the biggest Boston banks declined 20.0% from \$203.6 million in 1998 to \$162.9 million in 1999 while the loan volume at other Massachusetts banks increased 20.5% from \$84.7 million in 1998 to \$102.1 million in 1999. Credit

card lenders experienced a 66.2% increase in Suffolk County from \$15.5 million in 1998 to \$25.8 million in 1999 while all other lenders experienced a 24.3% increase from \$41.7 million in 1998 to \$51.8 million in 1999. As a result, **the market share, in terms of total loan dollars, of the biggest Boston banks declined from 58.9% in 1998 to 47.5% in 1999 while the market share of other Massachusetts banks increased from 24.5% in 1998 to 29.8% in 1999. The market share of credit card lenders increased from 4.5% in 1998 to 7.5% in 1999 and the market share of all other lenders increased from 12.1% in 1998 to 15.1% in 1999.** (See Chart 5 and Tables 9A – 9B.)

The two furthest-right columns in Tables 9-12A provides a measure of a bank's relative performance in meeting the credit needs of small businesses located in low- and moderate- income (LMI) areas: the ratio of a bank's market share (measured in both the number of loans and loan dollars) in LMI tracts to its overall market share, expressed as a percentage. Using this measure, Table 12A shows that the biggest Boston banks had the strongest relative performance in serving very small firms in LMI areas in the Boston MSA. The ratio of the big Boston banks' market share of loan dollars to VSFs in LMI tracts to their overall market share in the Boston MSA was 125.5%, compared to 92.8% for other Massachusetts banks, 86.6% for credit card lenders and 122.2% for all other lenders. This trend did not hold true in Suffolk County. Table 10A shows that the ratio of the big Boston banks' market share of loan dollars to VSFs in LMI tracts to their overall market share was 99.4%, compared to 101.7% for other Massachusetts banks, 103.6% for credit card lenders and 91.8% for all other lenders.

G. Small Business Lending in the 15 Largest Metro Areas

In an effort to evaluate how Boston compares to other cities across the United States, this new section has been added to the report to provide a comparison of the demographic characteristics and small business lending data of the country's 15 largest metropolitan statistical areas (MSAs) as measured by the size of their total population.

Tables 13 – 15 show that **the Boston MSA ranked in the bottom third in 1999 in terms of overall lending rates as measured in total loan dollars per 100 firms despite ranking closer to the middle in terms of total population and number of firms.** Of the fifteen largest MSAs across the country, the Boston MSA ranked 8th in terms of total population and 8th in terms of total number of very small firms. At the same time, **the Boston MSA ranked 10th in terms of the volume of loan dollars to very small firms in 1999 and 13th in terms of the lending rate of loan dollars per 100 very small firms.**

H. Activities of Nonbank Intermediaries

In an effort to analyze the role of public, quasi-public, and nonprofit lenders and technical assistance providers in lending to and otherwise assisting small businesses in Greater Boston, a survey was undertaken to collect information about the activities of these nonbank intermediaries. The survey requested specific information about the location of business customers, whether the customer received technical assistance, whether the customer had annual revenues of \$1 million or less, the amount of any direct loans or equity investments, whether the customer was referred to another organization, and whether the customer received a loan as a result of a referral. The survey instructions were designed to conform as closely as possible to the reporting requirements that banks are obliged to meet under the Community Reinvestment Act.

Nonbank intermediaries serve as a valuable resource for small businesses, particularly those in lower-income areas and minority communities, by providing technical assistance to new and existing businesses, by providing direct loans to small firms, and by assisting small businesses in accessing more traditional sources of credit. Examples of technical assistance include helping firms

develop business plans and budgets as well as understanding credit options and preparing loan applications. As such, **nonbank intermediaries serve as a bridge for fledgling and other businesses which have not yet developed the financial track record or credit history that most mainstream lenders look for in their business customers or which have traditionally faced more barriers in accessing business assistance and mainstream financing.**

The MCBC survey was mailed to 54 organizations, agencies, and state and municipal government entities of which 12 responded.⁶ These 12 organizations provided technical assistance to 164 firms and made a combined total of 52 direct loans for \$1.9 million to small businesses in the Boston MSA. The respondent organizations also reported that they referred a total of 51 businesses to other lenders which resulted in an additional \$6.2 million of small business loans within the MSA. While the number of nonbank respondents and the dollar amount of loans may be small in comparison to the small business lending volume undertaken by more traditional lenders, it nevertheless provides an important view of the role played by nonbank intermediaries. It is also hoped that, by publishing these initial survey results in this report, additional organizations will recognize the importance of tracking their small business lending activities using a standardized methodology and more organizations will choose to participate in future surveys.

As one might expect given their emphasis on assisting small firms in lower-income and minority communities, the data shown in Tables 16– 20 indicate that nonbank intermediaries made roughly three-quarters of their direct loans and loan referrals into lower-income and higher-minority areas. In the city, nonbank participants made 33.9% of their direct loan dollars to businesses in low-income census tracts and 52.2% to businesses in moderate-income census tracts. In addition, 53.4% of loan dollars that resulted from a referral by a nonbank participant were in low-income census tracts and 34.0% were in moderate-income census tracts. When measured in terms of racial composition, nonbank participants made roughly 33.9% of their direct loan dollars in minority census tracts and 52.2% in mixed-race census tracts. In addition, 53.4% of loan dollars that resulted from a referral by a nonbank participant were in minority census tracts and 34.0% were in mixed-race census tracts.

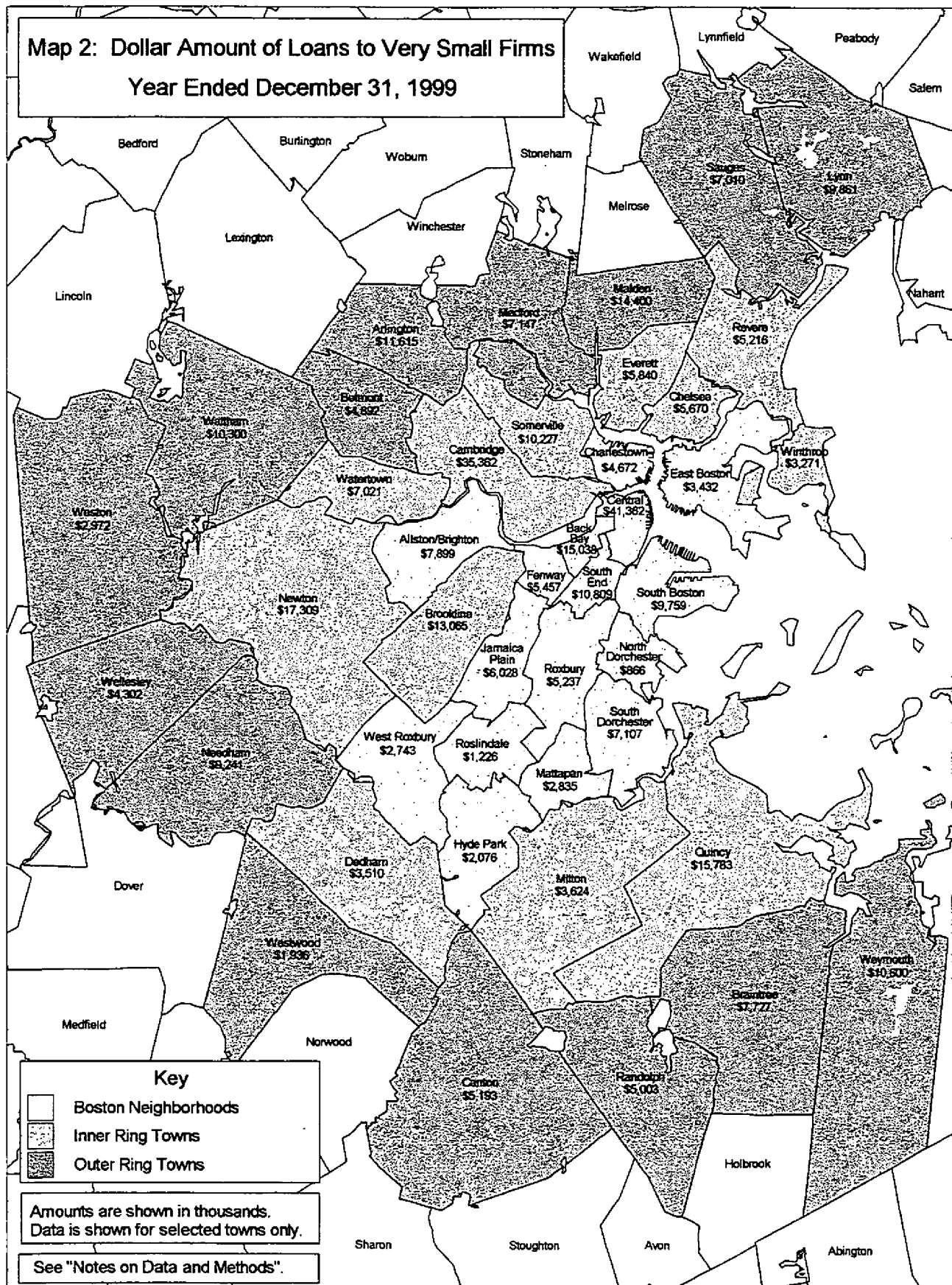
I. Report Comments

This closing section of the report is designed to include specific comments from MCBC's report advisory committee. The following are intended to serve as prospective comments related to future MCBC reports on small business lending and to encourage additional outside research:

- Readers are reminded that the 2000 census data is likely to involve major shifts in income level data and minority population data across the Greater Boston area although the extent of the impact will not be known for at least another year. As of the publication of this report, the US Census Bureau had just begun releasing detailed information on population and housing demographics (including race/ethnicity) at the census tract level; however, median family income data, which is used to calculate census tract income levels, will not be made available until the summer of 2002. As a result, the estimated timeframe for the incorporation of updated 2000 income data into future MCBC reports is expected to correspond with the CRA/small business loan data for 2001, which will be released in the summer of 2002.

⁶ The responding organizations consisted of Allston/Brighton CDC, Boston Community Capital, Boston Local Development Corporation, CDC of Boston, Dorchester Bay EDC, Fenway CDC, Jamaica Plain NDC, MassDevelopment, Massachusetts Small Business Development Center, South Boston NDC, Viet-AID, and Working Capital.

Map 2: Dollar Amount of Loans to Very Small Firms
Year Ended December 31, 1999



**Map 3: Lending Rate Per 100 Very Small Firms
Year Ended December 31, 1999**

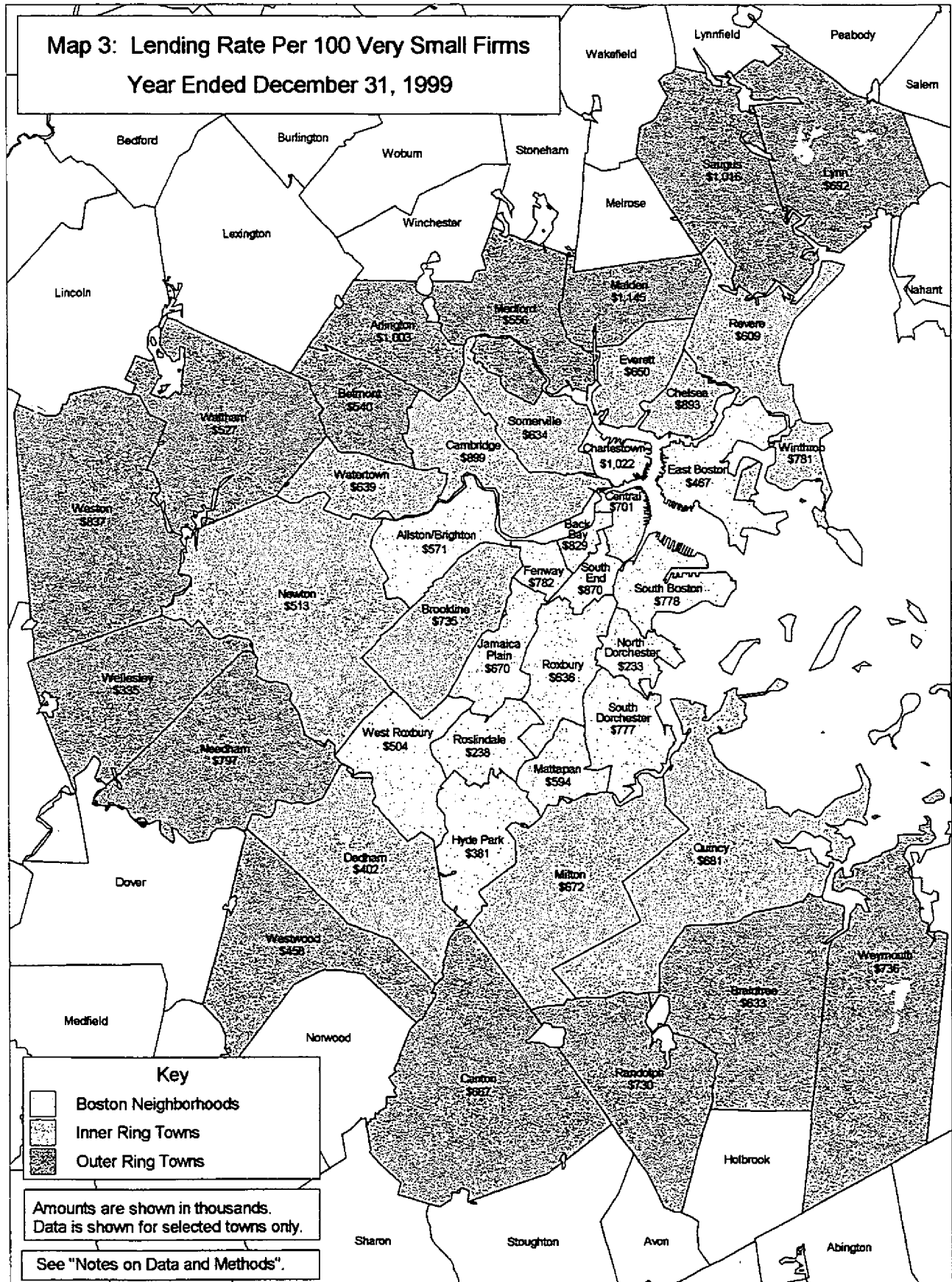


TABLE 1A

**SMALL BUSINESS LENDING IN CITY OF BOSTON
BY INCOME LEVEL OF CENSUS TRACTS, 1999**

Census Tract Income Level* (No. of Tracts)	Total Loans	Loans Less Than 100K	Loans to Very Small Firms^	Number of Total Firms	Number of Very Small Firms^	Total Loans Per 100 Total Firms	Loans to Very Small Firms^ (VSFs) Per 100 VSFs
A. Number of Loans							
Low (38)	555	504	232	2,903	1,910	19.1	12.2
Moderate (71)	1,961	1,770	867	7,527	5,294	26.1	16.4
Middle (34)	1,090	1,013	545	3,673	2,736	29.7	19.9
Upper (7)	314	285	141	1,421	923	22.1	15.3
Cent Bus Area (14)	2,044	1,717	1,092	12,193	7,716	16.8	14.2
Total# (164)	5,964	5,289	2,877	27,717	18,579	21.5	15.5
B. Dollars Loaned (000s)							
Low (38)	\$25,321	\$6,761	\$11,540	2,903	1,910	\$872	\$604
Moderate (71)	\$82,408	\$21,086	\$32,573	7,527	5,294	\$1,095	\$615
Middle (34)	\$35,255	\$11,832	\$17,608	3,673	2,736	\$960	\$644
Upper (7)	\$15,945	\$4,302	\$8,425	1,421	923	\$1,122	\$913
Cent Bus Area (14)	\$151,041	\$31,514	\$56,400	12,193	7,716	\$1,239	\$731
Total# (164)	\$309,970	\$75,495	\$126,546	27,717	18,579	\$1,118	\$681
C. Percentage of Total Loans (or Firms) < % of Overall Rate >							
Low (38)	9.3%	9.5%	8.1%	10.5%	10.3%	88.8%	78.4%
Moderate (71)	32.9%	33.5%	30.1%	27.2%	28.5%	121.1%	105.8%
Middle (34)	18.3%	19.2%	18.9%	13.3%	14.7%	137.9%	128.6%
Upper (7)	5.3%	5.4%	4.9%	5.1%	5.0%	102.7%	98.7%
Cent Bus Area (14)	34.3%	32.5%	38.0%	44.0%	41.5%	77.9%	91.4%
Total# (164)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
D. Percentage of Total Dollars (or Firms) < % of Overall Rate >							
Low (38)	8.2%	9.0%	9.1%	10.5%	10.3%	78.0%	88.7%
Moderate (71)	26.6%	27.9%	25.7%	27.2%	28.5%	97.9%	90.3%
Middle (34)	11.4%	15.7%	13.9%	13.3%	14.7%	85.8%	94.5%
Upper (7)	5.1%	5.7%	6.7%	5.1%	5.0%	100.3%	134.0%
Cent Bus Area (14)	48.7%	41.7%	44.6%	44.0%	41.5%	110.8%	107.3%
Total# (164)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

* Each census tract is placed into only one of the five categories. Central Business Area tracts are all those in the Central and the Back Bay-Beacon Hill Planning Districts, as defined by the BRA, regardless of their income level. In fact, two are low-income, three each are moderate- and middle-income, and five are upper income. Low-income census tracts are those whose median family incomes (MFIs), according to the 1990 Census, were less than 50% of the MFI of the Boston Metropolitan Statistical Area (MSA). Moderate-income tracts are those with MFIs between 50% and 80% of the MSA's MFI. Middle-income tracts are those with MFIs between 80% and 120% of the MSA's MFI. Upper-income tracts are those with MFIs greater than 120% of the MSA's MFI.

This table excludes the five census tracts for which no MFI was reported in the 1990 Census.

^ "Very small firms" is the term used in this report for businesses with gross annual revenues of less than \$1 million.

NB: See "Notes on Data and Methods," at the end of this report, for detailed information on sources and definitions.

TABLE 1B

**CHANGE IN SMALL BUSINESS LENDING IN CITY OF BOSTON
BY INCOME LEVEL OF CENSUS TRACTS, 1999 VS 1998**

Census Tract Income Level* (No. of Tracts)	Total Small Business Loans				Small Business Loans to Very Small Firms^			
	1999	1998	Change	Percent Change	1999	1998	Change	Percent Change
A. Change in Number of Loans								
Low (38)	555	505	50	9.9%	232	197	35	17.8%
Moderate (71)	1,961	1,679	282	16.8%	867	802	65	8.1%
Middle (34)	1,090	864	226	26.2%	545	485	60	12.4%
Upper (7)	314	311	3	1.0%	141	142	-1	-0.7%
Cent Bus Area (14)	2,044	2,281	-237	-10.4%	1,092	959	133	13.9%
Total# (164)	5,964	5,640	324	5.7%	2,877	2,585	292	11.3%
B. Change in Lending Rates - Number of Loans Per 100 Firms								
Low (38)	19.1	17.4	1.7	9.9%	12.1	10.3	1.8	17.8%
Moderate (71)	26.1	22.3	3.7	16.8%	16.4	15.1	1.2	8.1%
Middle (34)	29.7	23.5	6.2	26.2%	19.9	17.7	2.2	12.4%
Upper (7)	22.1	21.9	0.2	1.0%	15.3	15.4	-0.1	-0.7%
Cent Bus Area (14)	16.8	18.7	-1.9	-10.4%	14.2	12.4	1.7	13.9%
Total# (164)	21.5	20.3	1.2	5.7%	15.5	13.9	1.6	11.3%
C. Change in Dollar Amount of Loans (000s)								
Low (38)	\$25,321	\$24,022	\$1,299	5.4%	\$11,540	\$5,909	\$5,631	95.3%
Moderate (71)	\$82,408	\$67,790	\$14,618	21.6%	\$32,573	\$26,986	\$5,587	20.7%
Middle (34)	\$35,255	\$39,179	-\$3,924	-10.0%	\$17,608	\$16,343	\$1,265	7.7%
Upper (7)	\$15,945	\$17,819	-\$1,874	-10.5%	\$8,425	\$5,485	\$2,940	53.6%
Cent Bus Area (14)	\$151,041	\$169,445	-\$18,404	-10.9%	\$56,400	\$51,059	\$5,341	10.5%
Total# (164)	\$309,970	\$318,255	-\$8,285	-2.6%	\$126,546	\$105,782	\$20,764	19.6%
D. Change in Lending Rates - Dollar Amount of Loans Per 100 Firms (000s)								
Low (38)	\$872	\$827	\$45	5.4%	\$604	\$309	\$295	95.3%
Moderate (71)	\$1,095	\$901	\$194	21.6%	\$615	\$510	\$106	20.7%
Middle (34)	\$960	\$1,067	-\$107	-10.0%	\$644	\$597	\$46	7.7%
Upper (7)	\$1,122	\$1,254	-\$132	-10.5%	\$913	\$594	\$319	53.6%
Cent Bus Area (14)	\$1,239	\$1,390	-\$151	-10.9%	\$731	\$662	\$69	10.5%
Total# (164)	\$1,118	\$1,148	-\$30	-2.6%	\$681	\$569	\$112	19.6%

* Each census tract is placed into only one of the five categories. Central Business Area tracts are all those in the Central and the Back Bay-Beacon Hill Planning Districts, as defined by the BRA, regardless of their income level. In fact, two are low-income, three each are moderate- and middle-income, and five are upper income. Low-income census tracts are those whose median family incomes (MFIs), according to the 1990 Census, were less than 50% of the MFI of the Boston Metropolitan Statistical Area (MSA). Moderate-income tracts are those with MFIs between 50% and 80% of the MSA's MFI. Middle-income tracts are those with MFIs between 80% and 120% of the MSA's MFI. Upper-income tracts are those with MFIs greater than 120% of the MSA's MFI.

This table excludes the five census tracts for which no MFI was reported in the 1990 Census.

^ "Very small firms" is the term used in this report for businesses with gross annual revenues of less than \$1 million.

NB: See "Notes on Data and Methods," at the end of this report, for detailed information on sources and definitions.

TABLE 2A

**SMALL BUSINESS LENDING IN THE BOSTON MSA
(METROPOLITAN STATISTICAL AREA)
BY INCOME LEVEL OF CENSUS TRACTS, 1999**

Census Tract Income Level or Type* (No. of Tracts)	Total Loans	Loans Less Than 100K	Loans to Very Small Firms^	Number of Total Firms	Number of Very Small Firms^	Total Loans Per 100 Total Firms	Loans to Very Small Firms^ (VSFs) Per 100 VSFs
A. Number of Loans							
Low (48)	890	794	403	4,775	3,127	18.6	12.9
Moderate (157)	5,278	4,757	2,575	20,909	14,818	25.2	17.4
Middle (316)	17,881	16,199	9,612	68,850	50,166	26.0	19.2
Upper (157)	10,230	9,316	5,534	39,063	28,538	26.2	19.4
Cent Bus Area (14)	2,044	1,717	1,092	12,193	7,716	16.8	14.2
Total [#] (692)	36,323	32,783	19,216	145,790	104,365	24.9	18.4
B. Dollars Loaned (000s)							
Low (48)	\$47,922	\$11,555	\$21,525	4,775	3,127	\$1,004	\$688
Moderate (157)	\$233,257	\$64,323	\$103,336	20,909	14,818	\$1,116	\$697
Middle (316)	\$789,473	\$220,642	\$381,194	68,850	50,166	\$1,147	\$760
Upper (157)	\$460,472	\$128,408	\$197,033	39,063	28,538	\$1,179	\$690
Cent Bus Area (14)	\$151,041	\$31,514	\$56,400	12,193	7,716	\$1,239	\$731
Total [#] (692)	\$1,682,165	\$456,442	\$759,488	145,790	104,365	\$1,154	\$728
C. Percentage of Total Loans (or Firms) < % of Overall Rate >							
Low (48)	2.5%	2.4%	2.1%	3.3%	3.0%	74.8%	70.0%
Moderate (157)	14.5%	14.5%	13.4%	14.3%	14.2%	101.3%	94.4%
Middle (316)	49.2%	49.4%	50.0%	47.2%	48.1%	104.2%	104.1%
Upper (157)	28.2%	28.4%	28.8%	26.8%	27.3%	105.1%	105.3%
Cent Bus Area (14)	5.6%	5.2%	5.7%	8.4%	7.4%	67.3%	76.9%
Total [#] (692)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
D. Percentage of Total Dollars (or Firms) < % of Overall Rate >							
Low (48)	2.8%	2.5%	2.8%	3.3%	3.0%	87.0%	94.6%
Moderate (157)	13.9%	14.1%	13.6%	14.3%	14.2%	96.7%	95.8%
Middle (316)	46.9%	48.3%	50.2%	47.2%	48.1%	99.4%	104.4%
Upper (157)	27.4%	28.1%	25.9%	26.8%	27.3%	102.2%	94.9%
Cent Bus Area (14)	9.0%	6.9%	7.4%	8.4%	7.4%	107.4%	100.4%
Total [#] (692)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

- * Each census tract is placed into only one of the five categories. Central Business Area tracts are all those in the Central and the Back Bay-Beacon Hill Planning Districts, as defined by the BRA, regardless of their income level. In fact, two are low-income, three each are moderate- and middle-income, and five are upper income. Low-income census tracts are those whose median family incomes (MFIs), according to the 1990 Census, were less than 50% of the MFI of the Boston Metropolitan Statistical Area (MSA). Moderate-income tracts are those with MFIs between 50% and 80% of the MSA's MFI. Middle-income tracts are those with MFIs between 80% and 120% of the MSA's MFI. Upper-income tracts are those with MFIs greater than 120% of the MSA's MFI.

This table excludes the 18 census tracts for which no MFI was reported in the 1990 Census.

^ "Very small firms" is the term used in this report for businesses with gross annual revenues of less than \$1 million.

NB: See "Notes on Data and Methods," at the end of this report, for detailed information on sources and definitions.

TABLE 2B

**CHANGE IN SMALL BUSINESS LENDING IN THE BOSTON MSA
BY INCOME LEVEL OF CENSUS TRACTS, 1999 VS 1998**

Census Tract Income Level* (No. of Tracts)	Total Small Business Loans				Small Business Loans to Very Small Firms^			
	1999	1998	Change	Percent Change	1999	1998	Change	Percent Change
A. Change in Number of Loans								
Low (48)	890	842	48	5.7%	403	341	62	18.2%
Moderate (157)	5,278	4,380	898	20.5%	2,575	2,102	473	22.5%
Middle (316)	17,881	13,618	4,263	31.3%	9,612	7,409	2,203	29.7%
Upper (157)	10,230	8,551	1,679	19.6%	5,534	4,720	814	17.2%
Cent Bus Area (14)	2,044	2,281	-237	-10.4%	1,092	959	133	13.9%
Total# (692)	36,323	29,672	6,651	22.4%	19,216	15,531	3,685	23.7%
B. Change in Lending Rates - Number of Loans Per 100 Firms								
Low (48)	18.6	17.6	1.0	5.7%	12.9	10.9	2.0	18.2%
Moderate (157)	25.2	20.9	4.3	20.5%	17.4	14.2	3.2	22.5%
Middle (316)	26.0	19.8	6.2	31.3%	19.2	14.8	4.4	29.7%
Upper (157)	26.2	21.9	4.3	19.6%	19.4	16.5	2.9	17.2%
Cent Bus Area (14)	16.8	18.7	-1.9	-10.4%	14.2	12.4	1.7	13.9%
Total# (692)	24.9	20.4	4.6	22.4%	18.4	14.9	3.5	23.7%
C. Change in Dollar Amount of Loans (000s)								
Low (48)	\$47,922	\$43,378	\$4,544	10.5%	\$21,525	\$13,826	\$7,699	55.7%
Moderate (157)	\$233,257	\$232,354	\$903	0.4%	\$103,336	\$82,969	\$20,367	24.5%
Middle (316)	\$789,473	\$717,452	\$72,021	10.0%	\$381,194	\$279,170	\$102,024	36.5%
Upper (157)	\$460,472	\$489,194	-\$28,722	-5.9%	\$197,033	\$190,849	\$6,184	3.2%
Cent Bus Area (14)	\$151,041	\$169,445	-\$18,404	-10.9%	\$56,400	\$51,059	\$5,341	10.5%
Total# (692)	\$1,682,165	\$1,651,823	\$30,342	1.8%	\$759,488	\$617,873	\$141,615	22.9%
D. Change in Lending Rates - Dollar Amount of Loans Per 100 Firms (000s)								
Low (48)	\$1,004	\$908	\$95	10.5%	\$688	\$442	\$246	55.7%
Moderate (157)	\$1,116	\$1,111	\$4	0.4%	\$697	\$560	\$137	24.5%
Middle (316)	\$1,147	\$1,042	\$105	10.0%	\$760	\$556	\$203	36.5%
Upper (157)	\$1,179	\$1,252	-\$74	-5.9%	\$690	\$669	\$22	3.2%
Cent Bus Area (14)	\$1,239	\$1,390	-\$151	-10.9%	\$731	\$662	\$69	10.5%
Total# (692)	\$1,154	\$1,133	\$21	1.8%	\$728	\$592	\$136	22.9%

* Each census tract is placed into only one of the five categories. Central Business Area tracts are all those in the Central and the Back Bay-Beacon Hill Planning Districts, as defined by the BRA, regardless of their income level. In fact, two are low-income, three each are moderate- and middle-income, and five are upper income. Low-income census tracts are those whose median family incomes (MFIs), according to the 1990 Census, were less than 50% of the MFI of the Boston Metropolitan Statistical Area (MSA). Moderate-income tracts are those with MFIs between 50% and 80% of the MSA's MFI. Middle-income tracts are those with MFIs between 80% and 120% of the MSA's MFI. Upper-income tracts are those with MFIs greater than 120% of the MSA's MFI.

This table excludes the 18 census tracts for which no MFI was reported in the 1990 Census.

^ "Very small firms" is the term used in this report for businesses with gross annual revenues of less than \$1 million.

NB: See "Notes on Data and Methods," at the end of this report, for detailed information on sources and definitions.

TABLE 3A

**SMALL BUSINESS LENDING IN CITY OF BOSTON
BY RACIAL COMPOSITION OF CENSUS TRACTS, 1999**

Census Tract Category* (No. of Tracts)	Total Loans	Loans Less Than 100K	Loans to Very Small Firms^	Number of Total Firms	Number of Very Small Firms^	Total Loans Per 100 Total Firms	Loans to Very Small Firms^ (VSFs) Per 100 VSFs
A. Number of Loans							
Minority (42)	506	460	201	2,218	1,674	22.8	12.0
Mixed (44)	1,333	1,219	620	5,724	3,894	23.3	15.9
White (64)	2,081	1,893	964	7,582	5,295	27.4	18.2
Cent Bus Area (14)	2,044	1,717	1,092	12,193	7,716	16.8	14.2
Total# (164)	5,964	5,289	2,877	27,717	18,579	21.5	15.5
B. Dollars Loaned (000s)							
Minority (42)	\$19,482	\$5,274	\$9,557	2,218	1,674	\$878	\$571
Mixed (44)	\$54,683	\$14,879	\$27,428	5,724	3,894	\$955	\$704
White (64)	\$84,764	\$23,828	\$33,161	7,582	5,295	\$1,118	\$626
Cent Bus Area (14)	\$151,041	\$31,514	\$56,400	12,193	7,716	\$1,239	\$731
Total# (164)	\$309,970	\$75,495	\$126,546	27,717	18,579	\$1,118	\$681
C. Percentage of Total Loans (or Firms) < % of Overall Rate >							
Minority (42)	8.5%	8.7%	7.0%	8.0%	9.0%	106.0%	77.5%
Mixed (44)	22.4%	23.0%	21.6%	20.7%	21.0%	108.2%	102.8%
White (64)	34.9%	35.8%	33.5%	27.4%	28.5%	127.6%	117.6%
Cent Bus Area (14)	34.3%	32.5%	38.0%	44.0%	41.5%	77.9%	91.4%
Total# (164)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
D. Percentage of Total Dollars (or Firms) < % of Overall Rate >							
Minority (42)	6.3%	7.0%	7.6%	8.0%	9.0%	78.5%	83.8%
Mixed (44)	17.6%	19.7%	21.7%	20.7%	21.0%	85.4%	103.4%
White (64)	27.3%	31.6%	26.2%	27.4%	28.5%	100.0%	91.9%
Cent Bus Area (14)	48.7%	41.7%	44.6%	44.0%	41.5%	110.8%	107.3%
Total# (164)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

* Each census tract is placed into only one of the five categories. Central Business Area tracts are all those in the Central and the Back Bay-Beacon Hill Planning Districts, as defined by the BRA, regardless of their racial composition. (In fact, one is high minority, one is mixed, and twelve are high white.) Minority tracts are those where the percentage of minority residents is 75% or greater, according to the 1990 census. Mixed tracts are those where the percentage of minority residents is between 25% and 75%. White tracts are those where the percentage of white residents is 75% or greater -- that is, where the percentage of minority residents is less than 25%. Note that in Panels B and D, the lending rates for Minority, Mixed, and White tracts are all less than the city's overall rate; this is possible because the rates for the Central area were well above the city's overall rate.

This table excludes the five census tracts for which no median family income was reported in the 1990 Census.

^ "Very small firms" is the term used in this report for businesses with gross annual revenues of less than \$1 million.

NB: See "Notes on Data and Methods," at the end of this report, for detailed information on sources and definitions.

TABLE 3B

**CHANGE IN SMALL BUSINESS LENDING IN THE CITY OF BOSTON
BY RACIAL COMPOSITION OF CENSUS TRACTS, 1999 VS 1998**

Census Tract Category* (No. of Tracts)	Total Small Business Loans				Small Business Loans to Very Small Firms^			
	1999	1998	Change	Percent Change	1999	1998	Change	Percent Change
A. Change in Number of Loans								
Minority (42)	506	460	46	10.0%	201	188	13	6.9%
Mixed (44)	1,333	1,130	203	18.0%	620	556	64	11.5%
White (64)	2,081	1,769	312	17.6%	964	882	82	9.3%
Cent Bus Area (14)	2,044	2,281	-237	-10.4%	1,092	959	133	13.9%
Total# (164)	5,964	5,640	324	5.7%	2,877	2,585	292	11.3%
B. Change in Lending Rates - Number of Loans Per 100 Firms								
Minority (42)	22.8	20.7	2.1	10.0%	12.0	11.2	0.8	6.9%
Mixed (44)	23.3	19.7	3.5	18.0%	15.9	14.3	1.6	11.5%
White (64)	27.4	23.3	4.1	17.6%	18.2	16.7	1.5	9.3%
Cent Bus Area (14)	16.8	18.7	-1.9	-10.4%	14.2	12.4	1.7	13.9%
Total# (164)	21.5	20.3	1.2	5.7%	15.5	13.9	1.6	11.3%
C. Change in Dollar Amount of Loans (000s)								
Minority (42)	\$19,482	\$17,479	\$2,003	11.5%	\$9,557	\$6,622	\$2,935	44.3%
Mixed (44)	\$54,683	\$48,491	\$6,192	12.8%	\$27,428	\$19,134	\$8,294	43.3%
White (64)	\$84,764	\$82,840	\$1,924	2.3%	\$33,161	\$28,967	\$4,194	14.5%
Cent Bus Area (14)	\$151,041	\$169,445	-\$18,404	-10.9%	\$56,400	\$51,059	\$5,341	10.5%
Total# (164)	\$309,970	\$318,255	-\$8,285	-2.6%	\$126,546	\$105,782	\$20,764	19.6%
D. Change in Lending Rates - Dollar Amount of Loans Per 100 Firms (000s)								
Minority (42)	\$878	\$788	\$90	11.5%	\$571	\$396	\$175	44.3%
Mixed (44)	\$955	\$847	\$108	12.8%	\$704	\$491	\$213	43.3%
White (64)	\$1,118	\$1,093	\$25	2.3%	\$626	\$547	\$79	14.5%
Cent Bus Area (14)	\$1,239	\$1,390	-\$151	-10.9%	\$731	\$662	\$69	10.5%
Total# (164)	\$1,118	\$1,148	-\$30	-2.6%	\$681	\$569	\$112	19.6%

* Each census tract is placed into only one of the five categories. Central Business Area tracts are all those in the Central and the Back Bay-Beacon Hill Planning Districts, as defined by the BRA, regardless of their racial composition. (In fact, one is high minority, one is mixed, and twelve are high white.) Minority tracts are those where the percentage of minority residents is 75% or greater, according to the 1990 census. Mixed tracts are those where the percentage of minority residents is between 25% and 75%. White tracts are those where the percentage of white residents is 75% or greater -- that is, where the percentage of minority residents is less than 25%. Note that in Panels B and D, the lending rates for Minority, Mixed, and White tracts are all less than the city's overall rate; this is possible because the rates for the Central area were well above the city's overall rate.

This table excludes the five census tracts for which no median family income was reported in the 1990 Census.

^ "Very small firms" is the term used in this report for businesses with gross annual revenues of less than \$1 million.

NB: See "Notes on Data and Methods," at the end of this report, for detailed information on sources and definitions.

TABLE 4A

**SMALL BUSINESS LENDING IN CITY OF BOSTON
BY RACE AND INCOME LEVEL OF CENSUS TRACTS, 1999**

Census Tract Category* (No. of Tracts)	Total Loans	Loans Less Than 100K	Loans to Very Small Firms^	Number of Total Firms	Number of Very Small Firms^	Total Loans Per 100 Total Firms	Loans to Very Small Firms^ (VSFs) Per 100 VSFs
A. Number of Loans							
Minority & Low-Mod (42)	506	460	201	2,218	1,674	22.8	12.0
Mixed & Low-Mod (38)	1,090	991	514	4,689	3,203	23.2	16.0
Mixed & Mid-Upper (6)	243	228	106	1,035	691	23.5	15.3
White & Low-Mod (29)	920	823	384	3,523	2,327	26.1	16.5
White & Mid-Upper (35)	1,161	1,070	580	4,059	2,968	28.6	19.5
Total# (150)	3,920	3,572	1,785	15,524	10,863	25.3	16.4
B. Dollars Loaned (000s)							
Minority & Low-Mod (42)	\$19,482	\$5,274	\$9,557	2,218	1,674	\$878	\$571
Mixed & Low-Mod (38)	\$44,825	\$11,750	\$21,372	4,689	3,203	\$956	\$667
Mixed & Mid-Upper (6)	\$9,858	\$3,129	\$6,056	1,035	691	\$952	\$876
White & Low-Mod (29)	\$43,442	\$10,823	\$13,184	3,523	2,327	\$1,233	\$567
White & Mid-Upper (35)	\$41,342	\$13,005	\$19,977	4,059	2,968	\$1,019	\$673
Total# (150)	\$158,949	\$43,981	\$70,146	15,524	10,863	\$1,024	\$646
C. Percentage of Total Loans (or Firms) < % of Overall Rate >							
Minority & Low-Mod (42)	12.9%	12.9%	11.3%	14.3%	15.4%	90.3%	73.1%
Mixed & Low-Mod (38)	27.8%	27.7%	28.8%	30.2%	29.5%	92.1%	97.7%
Mixed & Mid-Upper (6)	6.2%	6.4%	5.9%	6.7%	6.4%	93.0%	93.4%
White & Low-Mod (29)	23.5%	23.0%	21.5%	22.7%	21.4%	103.4%	100.4%
White & Mid-Upper (35)	29.6%	30.0%	32.5%	26.1%	27.3%	113.3%	118.9%
Total# (150)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
D. Percentage of Total Dollars (or Firms) < % of Overall Rate >							
Minority & Low-Mod (42)	12.3%	12.0%	13.6%	14.3%	15.4%	85.8%	88.4%
Mixed & Low-Mod (38)	28.2%	26.7%	30.5%	30.2%	29.5%	93.4%	103.3%
Mixed & Mid-Upper (6)	6.2%	7.1%	8.6%	6.7%	6.4%	93.0%	135.7%
White & Low-Mod (29)	27.3%	24.6%	18.8%	22.7%	21.4%	120.4%	87.7%
White & Mid-Upper (35)	26.0%	29.6%	28.5%	26.1%	27.3%	99.5%	104.2%
Total# (150)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

This table excludes the 14 census tracts in the Central and Back Bay-Beacon Hill Planning Districts, as defined by the BRA. Data on loans, firms, and lending rates in these 14 tracts, called the "Central Business Area" in this report, are presented in Tables 1 & 2. This table also excludes the five tracts for which no median family income was reported in the 1990 census.

* Low-Mod Inc (Low- or Moderate-Income) tracts are those with Median Family Income (MFI) less than 80% of the Boston MSA's MFI. Mid-Upper Inc (Middle- and Upper-Income) tracts are those with MFI equal to or greater than 80% of the MSA's MFI. Minor (Minority) tracts are those where minority residents make up 75% or more of the population. Mixed tracts are those where minority residents make up between 25% and 75% of the population. White tracts are those where minority residents make up less than 25% of the population. There were no Minority tracts that were middle- or upper-income.

^ "Very small firms" is the term used in this report for businesses with gross annual revenues of less than \$1 million.

NB: See "Notes on Data and Methods," at the end of this report, for detailed information on sources and definitions.

TABLE 4B

**CHANGE IN SMALL BUSINESS LENDING IN THE CITY OF BOSTON
BY RACE AND INCOME LEVEL OF CENSUS TRACTS, 1999 VS 1998**

Census Tract Category* (No. of Tracts)	Total Small Business Loans				Small Business Loans to Very Small Firms^			
	1999	1998	Change	Percent Change	1999	1998	Change	Percent Change
A. Change in Number of Loans								
Minority & Low-Mod (42)	506	460	46	10.0%	201	188	13	6.9%
Mixed & Low-Mod (38)	1,090	918	172	18.7%	514	453	61	13.5%
Mixed & Mid-Upper (6)	243	212	31	14.6%	106	103	3	2.9%
White & Low-Mod (29)	920	806	114	14.1%	384	358	26	7.3%
White & Mid-Upper (35)	1,161	963	198	20.6%	580	524	56	10.7%
Total# (150)	3,920	3,359	561	16.7%	1,785	1,626	159	9.8%
B. Change in Lending Rates - Number of Loans Per 100 Firms								
Minority & Low-Mod (42)	22.8	20.7	2.1	10.0%	12.0	11.2	0.8	6.9%
Mixed & Low-Mod (38)	23.2	19.6	3.7	18.7%	16.0	14.1	1.9	13.5%
Mixed & Mid-Upper (6)	23.5	20.5	3.0	14.6%	15.3	14.9	0.4	2.9%
White & Low-Mod (29)	26.1	22.9	3.2	14.1%	16.5	15.4	1.1	7.3%
White & Mid-Upper (35)	28.6	23.7	4.9	20.6%	19.5	17.7	1.9	10.7%
Total# (150)	25.3	21.6	3.6	16.7%	16.4	15.0	1.5	9.8%
C. Change in Dollar Amount of Loans (000s)								
Minority & Low-Mod (42)	\$19,482	\$17,479	\$2,003	11.5%	\$9,557	\$6,622	\$2,935	44.3%
Mixed & Low-Mod (38)	\$44,825	\$36,534	\$8,291	22.7%	\$21,372	\$14,430	\$6,942	48.1%
Mixed & Mid-Upper (6)	\$9,858	\$11,957	-\$2,099	-17.6%	\$6,056	\$4,704	\$1,352	28.7%
White & Low-Mod (29)	\$43,442	\$37,799	\$5,643	14.9%	\$13,184	\$11,843	\$1,341	11.3%
White & Mid-Upper (35)	\$41,342	\$45,041	-\$3,699	-8.2%	\$19,977	\$17,124	\$2,853	16.7%
Total# (150)	\$158,949	\$148,810	\$10,139	6.8%	\$70,146	\$54,723	\$15,423	28.2%
D. Change in Lending Rates - Dollar Amount of Loans Per 100 Firms (000s)								
Minority & Low-Mod (42)	\$878	\$788	\$90	11.5%	\$571	\$396	\$175	44.3%
Mixed & Low-Mod (38)	\$956	\$779	\$177	22.7%	\$667	\$451	\$217	48.1%
Mixed & Mid-Upper (6)	\$952	\$1,155	-\$203	-17.6%	\$876	\$681	\$196	28.7%
White & Low-Mod (29)	\$1,233	\$1,073	\$160	14.9%	\$567	\$509	\$58	11.3%
White & Mid-Upper (35)	\$1,019	\$1,110	-\$91	-8.2%	\$673	\$577	\$96	16.7%
Total# (150)	\$1,024	\$959	\$65	6.8%	\$646	\$504	\$142	28.2%

This table excludes the 14 census tracts in the Central and Back Bay-Beacon Hill Planning Districts, as defined by the BRA. Data on loans, firms, and lending rates in these 14 tracts, called the "Central Business Area" in this report, are presented in Tables 1 & 2. This table also excludes the five tracts for which no median family income was reported in the 1990 census.

* Low-Mod Inc (Low- or Moderate-Income) tracts are those with Median Family Income (MFI) less than 80% of the Boston MSA's MFI. Mid-Upper Inc (Middle- and Upper-Income) tracts are those with MFI equal to or greater than 80% of the MSA's MFI. Minor (Minority) tracts are those where minority residents make up 75% or more of the population. Mixed tracts are those where minority residents make up between 25% and 75% of the population. White tracts are those where minority residents make up less than 25% of the population. There were no Minority tracts that were middle- or upper-income.

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NB: See "Notes on Data and Methods," at the end of this report, for detailed information on sources and definitions.

TABLE 5A

SMALL BUSINESS LENDING IN BOSTON'S NEIGHBORHOODS
PART I: BY NUMBER OF LOANS AND PERCENTAGE OF TOTAL, 1999

Neighborhood [#] (Sorted by Percent in (Next Column)	% White Plus % of MSA MFI	Total Loans	Loans Less Than 100K	Loans to Very Small Firms [^]	Number of Total Firms	Number of Very Small Firms [^]	Total Loans Per 100 Total Firms	Loans Per 100 VSFs [^]
A. Number of Loans								
Roxbury	55.7%	277	245	110	1,208	824	22.9	13.3
Mattapan*	75.8%	130	121	61	579	477	22.5	12.8
South End	100.2%	425	386	197	1,823	1,242	23.3	15.9
North Dorchester	113.6%	139	132	47	568	372	24.5	12.6
South Dorchester	119.5%	372	333	150	1,186	915	31.4	16.4
Jamaica Plain	121.5%	300	274	160	1,239	900	24.2	17.8
East Boston	133.8%	267	251	122	1,051	735	25.4	16.6
Fenway-Kenmore	135.3%	192	176	101	1,099	698	17.5	14.5
Allston-Brighton	147.6%	544	499	267	1,995	1,384	27.3	19.3
Hyde Park	155.6%	190	178	81	724	545	26.2	14.9
Roslindale	161.2%	216	210	85	640	516	33.8	16.5
South Boston	165.6%	472	401	211	1,949	1,254	24.2	16.8
Charlestown	181.6%	137	119	71	705	457	19.4	15.5
West Roxbury	198.5%	259	247	122	758	544	34.2	22.4
Central	161.8%	1,469	1,214	778	9,360	5,901	15.7	13.2
Back Bay-Beacon Hill	277.2%	575	503	314	2,833	1,815	20.3	17.3
City of Boston	133.5%	5,964	5,289	2,877	27,717	18,579	21.5	15.5
B. Percentage of Total Loans (or Firms) < % of Overall Rate >								
Roxbury	55.7%	4.6%	4.6%	3.8%	4.40%	4.40%	106.6%	86.2%
Mattapan*	75.8%	2.2%	2.3%	2.1%	2.10%	2.60%	104.3%	82.6%
South End	100.2%	7.1%	7.3%	6.8%	6.60%	6.70%	108.3%	102.4%
North Dorchester	113.6%	2.3%	2.5%	1.6%	2.00%	2.00%	113.7%	81.6%
South Dorchester	119.5%	6.2%	6.3%	5.2%	4.30%	4.90%	145.8%	105.9%
Jamaica Plain	121.5%	5.0%	5.2%	5.6%	4.50%	4.80%	112.5%	114.8%
East Boston	133.8%	4.5%	4.7%	4.2%	3.80%	4.00%	118.1%	107.2%
Fenway-Kenmore	135.3%	3.2%	3.3%	3.5%	4.00%	3.80%	81.2%	93.4%
Allston-Brighton	147.6%	9.1%	9.4%	9.3%	7.20%	7.40%	126.7%	124.6%
Hyde Park	155.6%	3.2%	3.4%	2.8%	2.60%	2.90%	122.0%	96.0%
Roslindale	161.2%	3.6%	4.0%	3.0%	2.30%	2.80%	156.8%	106.4%
South Boston	165.6%	7.9%	7.6%	7.3%	7.00%	6.70%	112.5%	108.7%
Charlestown	181.6%	2.3%	2.2%	2.5%	2.50%	2.50%	90.3%	100.3%
West Roxbury	198.5%	4.3%	4.7%	4.2%	2.70%	2.90%	158.8%	144.8%
Central	161.8%	24.6%	23.0%	27.0%	33.80%	31.80%	72.9%	85.1%
Back Bay-Beacon Hill	277.2%	9.6%	9.5%	10.9%	10.20%	9.80%	94.3%	111.7%
City of Boston	133.5%	100.0%	100.0%	100.0%	100.00%	100.00%	100.0%	100.0%

The neighborhoods used in this study are based on the Planning Districts (PDs) defined by the Boston Redevelopment Authority (BRA) but they do not correspond exactly to these PDs because lending and firm data are available on a census tract basis and many census tracts are divided among two or more PDs.

** Some members of MCBC's Economic Development Committee maintain that Mattapan as understood by its residents is better represented by just four of the eight tracts included in the BRA's definition. Information for this alternative definition of Mattapan is presented in "Notes on Data and Methods" at the end of this report.

^ "Very small firms" is the term used in this report for businesses with gross annual revenues of less than \$1 million.

NB: See "Notes on Data and Methods," at the end of this report, for detailed information on sources and definitions.

TABLE 5A (Continued)

SMALL BUSINESS LENDING IN BOSTON'S NEIGHBORHOODS
PART II: BY DOLLAR AMOUNT OF LOANS AND PERCENTAGE OF TOTAL, 1999

Neighborhood [#] (Sorted by Percent in (Next Column))	% White Plus % of MSA MFI	Total Loans	Loans Less Than 100K	Loans to Very Small Firms [^]	Number of Total Firms	Number of Very Small Firms [^]	Total Loans Per 100 Total Firms	Loans Per 100 VSFs [^]
C. Dollars Loaned (000s)								
Roxbury	55.7%	\$12,337	\$3,136	\$5,237	1,208	824	\$1,021	\$636
Mattapan*	75.8%	\$3,945	\$1,195	\$2,835	579	477	\$681	\$594
South End	100.2%	\$20,340	\$5,449	\$10,809	1,823	1,242	\$1,116	\$870
North Dorchester	113.6%	\$3,384	\$891	\$866	568	372	\$596	\$233
South Dorchester	119.5%	\$14,472	\$3,643	\$7,107	1,186	915	\$1,220	\$777
Jamaica Plain	121.5%	\$11,963	\$2,725	\$6,028	1,239	900	\$966	\$670
East Boston	133.8%	\$7,553	\$2,583	\$3,432	1,051	735	\$719	\$467
Fenway-Kenmore	135.3%	\$8,206	\$2,090	\$5,457	1,099	698	\$747	\$782
Allston-Brighton	147.6%	\$21,128	\$6,079	\$7,899	1,995	1,384	\$1,059	\$571
Hyde Park	155.6%	\$5,465	\$2,170	\$2,076	724	545	\$755	\$381
Roslindale	161.2%	\$3,447	\$2,061	\$1,226	640	516	\$539	\$238
South Boston	165.6%	\$31,698	\$7,132	\$9,759	1,949	1,254	\$1,626	\$778
Charlestown	181.6%	\$8,972	\$2,363	\$4,672	705	457	\$1,273	\$1,022
West Roxbury	198.5%	\$6,019	\$2,464	\$2,743	758	544	\$794	\$504
Central	161.8%	\$117,151	\$22,124	\$41,362	9,360	5,901	\$1,252	\$701
Back Bay-Beacon Hill	277.2%	\$33,890	\$9,390	\$15,038	2,833	1,815	\$1,196	\$829
City of Boston	133.5%	\$309,970	\$75,495	\$126,546	27,717	18,579	\$1,118	\$681
D. Percentage of Total Dollars (or Firms) < % of Overall Rate >								
Roxbury	55.7%	4.0%	4.2%	4.1%	4.4%	4.4%	91.3%	93.3%
Mattapan*	75.8%	1.3%	1.6%	2.2%	2.1%	2.6%	60.9%	87.3%
South End	100.2%	6.6%	7.2%	8.5%	6.6%	6.7%	99.8%	127.8%
North Dorchester	113.6%	1.1%	1.2%	0.7%	2.0%	2.0%	53.3%	34.2%
South Dorchester	119.5%	4.7%	4.8%	5.6%	4.3%	4.9%	109.1%	114.0%
Jamaica Plain	121.5%	3.9%	3.6%	4.8%	4.5%	4.8%	86.3%	98.3%
East Boston	133.8%	2.4%	3.4%	2.7%	3.8%	4.0%	64.3%	68.6%
Fenway-Kenmore	135.3%	2.6%	2.8%	4.3%	4.0%	3.8%	66.8%	114.8%
Allston-Brighton	147.6%	6.8%	8.1%	6.2%	7.2%	7.4%	94.7%	83.8%
Hyde Park	155.6%	1.8%	2.9%	1.6%	2.6%	2.9%	67.5%	55.9%
Roslindale	161.2%	1.1%	2.7%	1.0%	2.3%	2.8%	48.2%	34.9%
South Boston	165.6%	10.2%	9.4%	7.7%	7.0%	6.7%	145.4%	114.3%
Charlestown	181.6%	2.9%	3.1%	3.7%	2.5%	2.5%	113.8%	150.1%
West Roxbury	198.5%	1.9%	3.3%	2.2%	2.7%	2.9%	71.0%	74.0%
Central	161.8%	37.8%	29.3%	32.7%	33.8%	31.8%	111.9%	102.9%
Back Bay-Beacon Hill	277.2%	10.9%	12.4%	11.9%	10.2%	9.8%	107.0%	121.6%
City of Boston	133.5%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

The neighborhoods used in this study are based on the Planning Districts (PDs) defined by the Boston Redevelopment Authority (BRA) but they do not correspond exactly to these PDs because lending and firm data are available on a census tract basis and many census tracts are divided among two or more PDs.

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TABLE 5B

**CHANGE IN SMALL BUSINESS LENDING IN THE CITY OF BOSTON
BY NEIGHBORHOOD, 1999 VS 1998**

Neighborhood#	Total Small Business Loans				Small Business Loans to Very Small Firms [^]			
	1999	1998	Change	Percent Change	1999	1998	Change	Percent Change
A. Change in Number of Loans								
Roxbury	277	251	26	10.4%	110	99	11	11.1%
Mattapan*	130	114	16	14.0%	61	54	7	13.0%
South End	425	406	19	4.7%	197	181	16	8.8%
North Dorchester	139	110	29	26.4%	47	53	-6	-11.3%
South Dorchester	372	281	91	32.4%	150	134	16	11.9%
Jamaica Plain	300	226	74	32.7%	160	107	53	49.5%
East Boston	267	170	97	57.1%	122	75	47	62.7%
Fenway-Kenmore	192	210	-18	-8.6%	101	98	3	3.1%
Allston-Brighton	544	469	75	16.0%	267	244	23	9.4%
Hyde Park	190	172	18	10.5%	81	103	-22	-21.4%
Roslindale	216	156	60	38.5%	85	95	-10	-10.5%
South Boston	472	469	3	0.6%	211	201	10	5.0%
Charlestown	137	134	3	2.2%	71	68	3	4.4%
West Roxbury	259	191	68	35.6%	122	114	8	7.0%
Central	1,469	1,666	-197	-11.8%	778	688	90	13.1%
Back Bay-Beacon Hill	575	615	-40	-6.5%	314	271	43	15.9%
City of Boston	5,964	5,640	324	5.7%	2,877	2,585	292	11.3%
B. Change in Lending Rates - Number of Loans Per 100 Firms								
Roxbury	22.9	20.8	2.2	10.4%	13.3	12.0	1.3	11.1%
Mattapan*	22.5	19.7	2.8	14.0%	12.8	11.3	1.5	13.0%
South End	23.3	22.3	1.0	4.7%	15.9	14.6	1.3	8.8%
North Dorchester	24.5	19.4	5.1	26.4%	12.6	14.2	-1.6	-11.3%
South Dorchester	31.4	23.7	7.7	32.4%	16.4	14.6	1.7	11.9%
Jamaica Plain	24.2	18.2	6.0	32.7%	17.8	11.9	5.9	49.5%
East Boston	25.4	16.2	9.2	57.1%	16.6	10.2	6.4	62.7%
Fenway-Kenmore	17.5	19.1	-1.6	-8.6%	14.5	14.0	0.4	3.1%
Allston-Brighton	27.3	23.5	3.8	16.0%	19.3	17.6	1.7	9.4%
Hyde Park	26.2	23.8	2.5	10.5%	14.9	18.9	-4.0	-21.4%
Roslindale	33.8	24.4	9.4	38.5%	16.5	18.4	-1.9	-10.5%
South Boston	24.2	24.1	0.2	0.6%	16.8	16.0	0.8	5.0%
Charlestown	19.4	19.0	0.4	2.2%	15.5	14.9	0.7	4.4%
West Roxbury	34.2	25.2	9.0	35.6%	22.4	21.0	1.5	7.0%
Central	15.7	17.8	-2.1	-11.8%	13.2	11.7	1.5	13.1%
Back Bay-Beacon Hill	20.3	21.7	-1.4	-6.5%	17.3	14.9	2.4	15.9%
City of Boston	21.5	20.3	1.2	5.7%	15.5	13.9	1.6	11.3%

The neighborhoods used in this study are based on the Planning Districts (PDs) defined by the Boston Redevelopment Authority (BRA) but they do not correspond exactly to these PDs because lending and firm data are available on a census tract basis and many census tracts are divided among two or more PDs.

** Some members of MCBC's Economic Development Committee maintain that Mattapan as understood by its residents is better represented by just four of the eight tracts included in the BRA's definition. Information for this alternative definition of Mattapan is presented in "Notes on Data and Methods" at the end of this report.

[^] "Very small firms" is the term used in this report for businesses with gross annual revenues of less than \$1 million.

NB: See "Notes on Data and Methods," at the end of this report, for detailed information on sources and definitions.

TABLE 5B (Continued)

**CHANGE IN SMALL BUSINESS LENDING IN THE CITY OF BOSTON
BY NEIGHBORHOOD, 1999 VS 1998**

Neighborhood [#]	Total Small Business Loans				Small Business Loans to Very Small Firms [^]			
	1999	1998	Change	Percent Change	1999	1998	Change	Percent Change
C. Change in Dollar Amount of Loans (000s)								
Roxbury	\$12,337	\$13,139	-\$802	-6.1%	\$5,237	\$3,646	\$1,591	43.6%
Mattapan*	\$3,945	\$3,206	\$739	23.1%	\$2,835	\$1,948	\$887	45.5%
South End	\$20,340	\$20,753	-\$413	-2.0%	\$10,809	\$7,616	\$3,193	41.9%
North Dorchester	\$3,384	\$3,983	-\$599	-15.0%	\$866	\$1,669	-\$803	-48.1%
South Dorchester	\$14,472	\$10,121	\$4,351	43.0%	\$7,107	\$4,202	\$2,905	69.1%
Jamaica Plain	\$11,963	\$6,305	\$5,658	89.7%	\$6,028	\$2,823	\$3,205	113.5%
East Boston	\$7,553	\$5,924	\$1,629	27.5%	\$3,432	\$3,510	-\$78	-2.2%
Fenway-Kenmore	\$8,206	\$3,903	\$4,303	110.2%	\$5,457	\$1,528	\$3,929	257.1%
Allston-Brighton	\$21,128	\$29,456	-\$8,328	-28.3%	\$7,899	\$8,876	-\$977	-11.0%
Hyde Park	\$5,465	\$4,478	\$987	22.0%	\$2,076	\$2,090	-\$14	-0.7%
Roslindale	\$3,447	\$3,784	-\$337	-8.9%	\$1,226	\$2,407	-\$1,181	-49.1%
South Boston	\$31,698	\$26,818	\$4,880	18.2%	\$9,759	\$7,418	\$2,341	31.6%
Charlestown	\$8,972	\$9,168	-\$196	-2.1%	\$4,672	\$2,839	\$1,833	64.6%
West Roxbury	\$6,019	\$7,772	-\$1,753	-22.6%	\$2,743	\$4,151	-\$1,408	-33.9%
Central	\$117,151	\$133,651	-\$16,500	-12.3%	\$41,362	\$36,455	\$4,907	13.5%
Back Bay-Beacon Hill	\$33,890	\$35,794	-\$1,904	-5.3%	\$15,038	\$14,604	\$434	3.0%
City of Boston	\$309,970	\$318,255	-\$8,285	-2.6%	\$126,546	\$105,782	\$20,764	19.6%
B. Change in Lending Rates - Dollar Amount of Loans Per 100 Firms (000s)								
Roxbury	\$1,021	\$1,088	-\$66	-6.1%	\$636	\$442	\$193	43.6%
Mattapan*	\$681	\$554	\$128	23.1%	\$594	\$408	\$186	45.5%
South End	\$1,116	\$1,138	-\$23	-2.0%	\$870	\$613	\$257	41.9%
North Dorchester	\$596	\$701	-\$105	-15.0%	\$233	\$449	-\$216	-48.1%
South Dorchester	\$1,220	\$853	\$367	43.0%	\$777	\$459	\$317	69.1%
Jamaica Plain	\$966	\$509	\$457	89.7%	\$670	\$314	\$356	113.5%
East Boston	\$719	\$564	\$155	27.5%	\$467	\$478	-\$11	-2.2%
Fenway-Kenmore	\$747	\$355	\$392	110.2%	\$782	\$219	\$563	257.1%
Allston-Brighton	\$1,059	\$1,476	-\$417	-28.3%	\$571	\$641	-\$71	-11.0%
Hyde Park	\$755	\$619	\$136	22.0%	\$381	\$383	-\$3	-0.7%
Roslindale	\$539	\$591	-\$53	-8.9%	\$238	\$466	-\$229	-49.1%
South Boston	\$1,626	\$1,376	\$250	18.2%	\$778	\$592	\$187	31.6%
Charlestown	\$1,273	\$1,300	-\$28	-2.1%	\$1,022	\$621	\$401	64.6%
West Roxbury	\$794	\$1,025	-\$231	-22.6%	\$504	\$763	-\$259	-33.9%
Central	\$1,252	\$1,428	-\$176	-12.3%	\$701	\$618	\$83	13.5%
Back Bay-Beacon Hill	\$1,196	\$1,263	-\$67	-5.3%	\$829	\$805	\$24	3.0%
City of Boston	\$1,118	\$1,148	-\$30	-2.6%	\$681	\$569	\$112	19.6%

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TABLE 6

**INFORMATION ON BOSTON'S NEIGHBORHOODS:
INCOME, POPULATION, BANK BRANCHES, & FIRMS[#]**

Neighborhood	Median Family Income (MFI)	MFI as % of MSA MFI	Total Population	Asian % of Population	Black % of Population	Hispanic % of Population	Minority % of Population	White % of Population	Total Number of Bank Branches	Bank Branches Per 10,000 People	Number of Firms Per 1,000 People	VSFs [^] Per 1,000 People
Roxbury	\$24,063	49.42%	57,532	0.70%	71.30%	18.60%	93.70%	6.30%	6	1.04	21	14.3
Mattapan**	\$31,971	65.67%	34,680	0.90%	82.60%	5.80%	89.90%	10.10%	5	1.44	16.7	13.8
South End	\$30,324	62.28%	32,888	11.50%	34.80%	15.10%	62.10%	37.90%	4	1.22	55.4	37.8
North Dorchester	\$30,858	63.38%	26,425	6.00%	21.80%	14.80%	49.80%	50.20%	6	2.27	21.5	14.1
South Dorchester	\$35,082	72.05%	59,727	3.20%	37.90%	9.10%	52.60%	47.40%	11	1.84	19.9	15.3
Jamaica Plain	\$34,306	70.46%	37,785	4.90%	17.40%	26.20%	49.00%	51.00%	13	3.44	32.8	23.8
East Boston	\$27,926	57.36%	32,941	3.90%	1.60%	17.30%	23.60%	76.40%	8	2.43	31.9	22.3
Fenway-Kenmore	\$30,923	63.51%	33,526	9.30%	10.40%	7.40%	28.20%	71.80%	9	2.68	32.8	20.8
Allston-Brighton	\$36,253	74.46%	70,284	10.80%	6.80%	8.70%	26.90%	73.10%	14	1.99	28.4	19.7
Hyde Park	\$41,083	84.38%	32,621	1.40%	22.00%	5.10%	28.80%	71.20%	6	1.84	22.2	16.7
Roslindale	\$40,037	82.23%	30,298	2.80%	6.20%	11.90%	21.00%	79.00%	4	1.32	21.1	17
South Boston	\$33,951	69.73%	29,945	1.70%	0.90%	1.00%	4.10%	95.90%	9	3.01	66.1	42.5
Charlestown	\$42,108	86.49%	14,544	2.70%	0.30%	0.20%	4.90%	95.10%	3	2.06	48.5	31.4
West Roxbury	\$50,359	103.43%	29,716	1.60%	1.50%	1.70%	4.90%	95.10%	8	2.69	25.5	18.3
Central	\$42,252	86.78%	21,666	18.60%	2.70%	3.50%	25.00%	75.00%	59	27.23	432	272.4
Back Bay-Beacon Hill	\$93,630	192.31%	19,381	4.30%	3.90%	3.20%	11.40%	88.60%	11	5.68	146.2	93.6
City of Boston	\$36,240	74.43%	574,283	5.20%	24.00%	10.40%	40.90%	59.10%	176	3.06	48.3	32.4

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[^] Very small firms is the term used in this report for businesses with gross annual revenues of less than \$1 million.

NB: Income and population data from 1990 Census. Bank branch data as of June 30, 1999.

See "Notes on Data and Methods" at the end of this report for more information on sources and definitions.

SUPPLEMENT TO TABLE 6

Correlation of Selected Variables With Four Measures of Lending Rates for 14 Boston Neighborhoods^{#^}

	MFI			%Asian	%Blk	%Hisp	%Min	%White		Brnches	Firms	VSFs
All Loans: Number	-0.11 *	*		0.43	-0.19	0.07	-0.11	0.11	*	0.04	0.44	0.46
All Loans: Dollars	-0.20 *	*		0.29	-0.15	-0.10	-0.14	0.14	*	0.12	0.73	0.73
VSF Loans: Number	-0.07 *	*		0.50	-0.24	0.07	-0.16	0.16	*	0.13	0.47	0.50
VSF Loans: Dollars	-0.27 *	*		0.47	-0.02	0.02	0.03	-0.03	*	0.02	0.70	0.71

Correlation coefficients measure the extent of the relationship between two variables. Their absolute values range between 0.00 and 1.00, and the higher the absolute value, the closer the relationship. A value of 1.00 indicates a perfect correlation, so that a graph of the points would form a straight line. A value of 0.00 indicates no correlation, so that a graph of the points would be a shapeless cloud, and knowing the value of one variable not help in estimating the value of the other. A positive value indicates that an increase in one variable tends to be associated with an increase in the other. A negative value indicates that an increase in one variable tends to be associated with a decrease in the other. Correlation between two variables does not necessarily mean that there is a causal relationship between them.

[^] Only the 14 neighborhoods above the double line in the above table were used in calculating these correlation coefficients.

* These correlation coefficients not shown either because they duplicate other values (MFI as % of MSA MFI duplicates MFI) or because it does not seem plausible that the variable should influence the rate of small business lending (total population or number of branches).

TABLE 7A

SMALL BUSINESS LENDING IN CITIES & TOWNS IN BOSTON'S INNER RING#
PART I: BY NUMBER OF LOANS, 1999

A. IN ALL CENSUS TRACTS

City/Town	% Minority Pop- ulation	MFI as % of MSA MFI	Total Loans	Loans Less Than 100K	Loans to Very Small Firms^	Number of Total Firms	Number of Very Small Firms^	Total Loans Per 100 Total Firms	Loans Per 100 VSFs^
Brookline	14.8%	132.9%	646	604	362	2,196	1,777	29.4	20.4
Cambridge	28.2%	89.3%	1,382	1,223	713	5,788	3,934	23.9	18.1
Chelsea	39.9%	61.3%	252	216	119	1,045	635	24.1	18.7
Dedham	2.4%	108.5%	274	254	156	1,241	874	22.1	17.8
Everett	7.8%	78.0%	314	281	160	1,185	898	26.5	17.8
Milton	7.2%	129.3%	242	231	117	668	539	36.2	21.7
Newton	8.7%	153.9%	1,021	951	555	4,452	3,373	22.9	16.5
Quincy	8.8%	90.7%	772	695	369	3,148	2,316	24.5	15.9
Revere	9.1%	76.5%	371	345	179	1,105	857	33.6	20.9
Somerville	15.4%	79.8%	570	519	284	2,080	1,613	27.4	17.6
Watertown	5.2%	100.0%	400	363	201	1,521	1,098	26.3	18.3
Winthrop	3.1%	93.6%	165	154	79	517	419	31.9	18.9
Inner Ring Total	14.0%	101.8%	6,409	5,836	3,294	24,946	18,333	25.7	18.0
For Comparison:									
City of Boston Total**	40.9%	74.4%	5,964	5,289	2,877	27,717	18,579	21.5	15.5
Outer Ring Total	8.9%	107.7%	5,637	5,124	2,986	22,338	16,028	25.2	18.6
Boston MSA Total**	13.7%	100.0%	36,323	32,783	19,216	145,790	104,365	24.9	18.4

B. IN LOW- AND MODERATE-INCOME (LMI) CENSUS TRACTS*

City/Town	Number of LMI Tracts	Total Number of Tracts	Total Loans	Loans Less Than 100K	Loans to Very Small Firms^	Number of Total Firms	Number of Very Small Firms^	Total Loans Per 100 Total Firms	Loans Per 100 VSFs^
Cambridge	13	30	511	444	252	2,100	1,271	24.3	19.8
Chelsea	5	7	235	203	109	1,015	613	23.2	17.8
Everett	6	7	244	216	123	1,120	845	21.8	14.6
Quincy	63	16	136	119	64	543	380	25.0	16.8
Revere	86	8	268	246	127	788	611	34.0	20.8
Somerville	8	15	347	320	165	1,312	974	26.4	16.9
Inner Ring Total	41	132	1,741	1,548	840	6,878	4,694	25.3	17.9
For Comparison:									
City of Boston Total**	109	164	2,516	2,274	1,099	10,430	7,204	24.1	15.3
Outer Ring Total	23	116	644	585	332	2,654	1,971	24.3	16.8
Boston MSA Total**	206	692	6,168	5,551	2,978	25,684	17,945	24.0	16.6

The Inner Ring consists of the 12 cities and towns that share a boundary with the City of Boston.

* The Median Family Income (MFI) of the Boston Metropolitan Statistical Area (MSA) was \$48,688, according to 1990 Census. LMI census tracts are those whose MFI's were less than 80% of the MSA's MFI. Cities/towns not listed have no LMI tracts.

^ Very small firms (VSFs) are those with annual revenues less than \$1 million.

** For the City of Boston and the Boston MSA, lending in all census tracts excludes the tracts (5 in the city; 18 in the MSA) for which no MFI was reported in the 1990 census; lending in LMI tracts excludes the five LMI tracts in Boston's Central Business Area. Thus, data on LMI tracts in this table are the same as in Table 1 and Table 2.

NB: See "Notes on Data and Methods," at the end of this report, for detailed information on sources and definitions.

TABLE 7A (Continued)

**SMALL BUSINESS LENDING IN CITIES & TOWNS IN BOSTON'S INNER RING#
PART II: BY DOLLAR AMOUNT OF LOANS, 1999**

A. IN ALL CENSUS TRACTS

City/Town	% Minority Pop-ulation	MFI as % of MSA MFI	Total Loans	Loans Less Than 100K	Loans to Very Small Firms^	Number of Total Firms	Number of Very Small Firms^	Total Loans Per 100 Total Firms	Loans Per 100 VSFs^
Brookline	14.8%	132.9%	\$22,036	\$7,661	\$13,065	2,196	1,777	\$1,003	\$735
Cambridge	28.2%	89.3%	\$80,057	\$18,787	\$35,362	5,788	3,934	\$1,383	\$899
Chelsea	39.9%	61.3%	\$17,566	\$3,137	\$5,670	1,045	635	\$1,681	\$893
Dedham	2.4%	108.5%	\$10,049	\$2,842	\$3,510	1,241	874	\$810	\$402
Everett	7.8%	78.0%	\$12,898	\$4,051	\$5,840	1,185	898	\$1,088	\$650
Milton	7.2%	129.3%	\$5,959	\$2,916	\$3,624	668	539	\$892	\$672
Newton	8.7%	153.9%	\$37,873	\$11,136	\$17,309	4,452	3,373	\$851	\$513
Quincy	8.8%	90.7%	\$34,440	\$8,717	\$15,783	3,148	2,316	\$1,094	\$681
Revere	9.1%	76.5%	\$8,470	\$2,892	\$5,216	1,105	857	\$767	\$609
Somerville	15.4%	79.8%	\$23,109	\$6,597	\$10,227	2,080	1,613	\$1,111	\$634
Watertown	5.2%	100.0%	\$19,254	\$4,469	\$7,021	1,521	1,098	\$1,266	\$639
Winthrop	3.1%	93.6%	\$5,560	\$1,745	\$3,271	517	419	\$1,075	\$781
Inner Ring Total	14.0%	101.8%	\$277,271	\$74,950	\$125,898	24,946	18,333	\$1,111	\$687
For Comparison:									
City of Boston Total**	40.9%	74.4%	\$309,970	\$75,495	\$126,546	27,717	18,579	\$1,118	\$681
Outer Ring Total	8.9%	107.7%	\$248,167	\$67,476	\$112,199	22,338	16,028	\$1,111	\$700
Boston MSA Total**	13.70%	100.0%	\$1,682,165	\$456,442	\$759,488	145,790	104,365	\$1,154	\$728

B. IN LOW- AND MODERATE-INCOME (LMI) CENSUS TRACTS*

City/Town	Number of LMI Tracts	Total Number of Tracts	Total Loans	Loans Less Than 100K	Loans to Very Small Firms^	Number of Total Firms	Number of Very Small Firms^	Total Loans Per 100 Total Firms	Loans Per 100 VSFs^
Cambridge	13	30	\$31,562	\$6,846	\$16,341	2,100	1,271	\$1,503	\$1,286
Chelsea	5	7	\$16,146	\$2,994	\$4,811	1,015	613	\$1,591	\$785
Everett	6	7	\$10,718	\$3,261	\$4,030	1,120	845	\$957	\$477
Quincy	63	16	\$7,800	\$1,768	\$4,083	543	380	\$1,436	\$1,074
Revere	86	8	\$7,064	\$2,333	\$3,990	788	611	\$896	\$653
Somerville	8	15	\$11,883	\$4,260	\$5,989	1,312	974	\$906	\$615
Inner Ring Total	41	131	\$85,173	\$21,462	\$39,244	6,878	4,694	\$1,238	\$836
For Comparison:									
City of Boston Total**	109	164	\$107,729	\$27,847	\$44,113	10,430	7,204	\$1,033	\$612
Outer Ring Total	23	116	\$28,759	\$7,748	\$13,292	2,654	1,971	\$1,084	\$674
Boston MSA Total**	206	692	\$281,179	\$75,878	\$124,861	25,684	17,945	\$1,095	\$696

The Inner Ring consists of the 12 cities and towns that share a boundary with the City of Boston.

* The Median Family Income (MFI) of the Boston Metropolitan Statistical Area (MSA) was \$48,688, according to 1990 Census. LMI census tracts are those whose MFI's were less than 80% of the MSA's MFI. Cities/towns not listed have no LMI tracts.

^ Very small firms (VSFs) are those with annual revenues less than \$1 million.

** For the City of Boston and the Boston MSA, lending in all census tracts excludes the tracts (5 in the city; 18 in the MSA) for which no MFI was reported in the 1990 census; lending in LMI tracts excludes the five LMI tracts in Boston's Central Business Area. Thus, data on LMI tracts in this table are the same as in Table 1 and Table 2.

NB: See "Notes on Data and Methods," at the end of this report, for detailed information on sources and definitions.

TABLE 7B

**CHANGE IN SMALL BUSINESS LENDING IN BOSTON'S INNER RING#
BY TOWN, 1999 VS 1998**

City/Town	Total Small Business Loans				Small Business Loans to Very Small Firms^			
	1999	1998	Change	Percent Change	1999	1998	Change	Percent Change
A. Change in Number of Loans								
Brookline	646	456	190	41.7%	362	280	82	29.3%
Cambridge	1,382	1,305	77	5.9%	713	602	111	18.4%
Chelsea	252	197	55	27.9%	119	74	45	60.8%
Dedham	274	226	48	21.2%	156	115	41	35.7%
Everett	314	278	36	12.9%	160	145	15	10.3%
Milton	242	117	125	106.8%	117	72	45	62.5%
Newton	1,021	919	102	11.1%	555	535	20	3.7%
Quincy	772	625	147	23.5%	369	344	25	7.3%
Revere	371	236	135	57.2%	179	150	29	19.3%
Somerville	570	451	119	26.4%	284	236	48	20.3%
Watertown	400	288	112	38.9%	201	169	32	18.9%
Winthrop	165	112	53	47.3%	79	71	8	11.3%
Inner Ring Total	6,409	5,210	1,199	23.0%	3,294	2,793	501	17.9%
For Comparison:								
City of Boston Total**	5,964	5,640	324	5.7%	2,877	2,585	292	11.3%
Outer Ring Total	5,637	4,532	1,105	24.4%	2,986	2,429	557	22.9%
Boston MSA Total**	36,323	29,663	6,660	22.5%	19,216	15,522	3,694	23.8%
B. Change in Lending Rates - Number of Loans Per 100 Firms								
Brookline	29.4	20.8	8.7	41.7%	20.4	15.8	4.6	29.3%
Cambridge	23.9	22.5	1.3	5.9%	18.1	15.3	2.8	18.4%
Chelsea	24.1	18.9	5.3	27.9%	18.7	11.7	7.1	60.8%
Dedham	22.1	18.2	3.9	21.2%	17.8	13.2	4.7	35.7%
Everett	26.5	23.5	3.0	12.9%	17.8	16.1	1.7	10.3%
Milton	36.2	17.5	18.7	106.8%	21.7	13.4	8.3	62.5%
Newton	22.9	20.6	2.3	11.1%	16.5	15.9	0.6	3.7%
Quincy	24.5	19.9	4.7	23.5%	15.9	14.9	1.1	7.3%
Revere	33.6	21.4	12.2	57.2%	20.9	17.5	3.4	19.3%
Somerville	27.4	21.7	5.7	26.4%	17.6	14.6	3.0	20.3%
Watertown	26.3	18.9	7.4	38.9%	18.3	15.4	2.9	18.9%
Winthrop	31.9	21.7	10.3	47.3%	18.9	16.9	1.9	11.3%
Inner Ring Total	25.7	20.9	4.8	23.0%	18.0	15.2	2.7	17.9%
For Comparison:								
City of Boston Total**	21.5	20.3	1.2	5.7%	15.5	13.9	1.6	11.3%
Outer Ring Total	25.2	20.3	4.9	24.4%	18.6	15.2	3.5	22.9%
Boston MSA Total**	24.9	20.3	4.6	22.5%	18.4	14.9	3.5	23.8%

The Inner Ring consists of the 12 cities and towns that share a boundary with the City of Boston.

^ Very small firms (VSFs) are those with annual revenues less than \$1 million.

** For the City of Boston and the Boston MSA, lending in all census tracts excludes the tracts (5 in the city; 18 in the MSA) for which no MFI was reported in the 1990 census; lending in LMI tracts excludes the five LMI tracts in Boston's Central Business Area. Thus, data on LMI tracts in this table are the same as in Table 1 and Table 2.

NB: See "Notes on Data and Methods," at the end of this report, for detailed information on sources and definitions.

TABLE 7B (Continued)

**CHANGE IN SMALL BUSINESS LENDING IN BOSTON'S INNER RING
BY TOWN, 1999 VS 1998**

City/Town	Total Small Business Loans				Small Business Loans to Very Small Firms [^]			
	1999	1998	Change	Percent Change	1999	1998	Change	Percent Change
C. Change in Dollar Amount of Loans								
Brookline	\$22,036	\$28,224	-\$6,188	-21.9%	\$13,065	\$10,925	\$2,140	19.6%
Cambridge	\$80,057	\$75,783	\$4,274	5.6%	\$35,362	\$24,551	\$10,811	44.0%
Chelsea	\$17,566	\$14,843	\$2,723	18.3%	\$5,670	\$4,236	\$1,434	33.9%
Dedham	\$10,049	\$13,228	-\$3,179	-24.0%	\$3,510	\$2,320	\$1,190	51.3%
Everett	\$12,898	\$17,497	-\$4,599	-26.3%	\$5,840	\$7,450	-\$1,610	-21.6%
Milton	\$5,959	\$3,144	\$2,815	89.5%	\$3,624	\$1,965	\$1,659	84.4%
Newton	\$37,873	\$47,545	-\$9,672	-20.3%	\$17,309	\$20,006	-\$2,697	-13.5%
Quincy	\$34,440	\$35,860	-\$1,420	-4.0%	\$15,783	\$16,118	-\$335	-2.1%
Revere	\$8,470	\$6,139	\$2,331	38.0%	\$5,216	\$3,525	\$1,691	48.0%
Somerville	\$23,109	\$21,614	\$1,495	6.9%	\$10,227	\$10,267	-\$40	-0.4%
Watertown	\$19,254	\$12,933	\$6,321	48.9%	\$7,021	\$4,187	\$2,834	67.7%
Winthrop	\$5,560	\$3,027	\$2,533	83.7%	\$3,271	\$1,143	\$2,128	186.2%
Inner Ring Total	\$277,271	\$279,837	-\$2,566	-0.9%	\$125,898	\$106,693	\$19,205	18.0%
For Comparison:								
City of Boston Total**	\$309,970	\$318,255	-\$8,285	-2.6%	\$126,546	\$105,782	\$20,764	19.6%
Outer Ring Total	\$248,167	\$239,631	\$8,536	3.6%	\$112,199	\$94,735	\$17,464	18.4%
Boston MSA Total**	\$1,682,165	\$1,651,633	\$30,532	1.8%	\$759,488	\$617,693	\$141,795	23.0%
D. Change in Lending Rates - Dollar Amount of Loans Per 100 Firms (000s)								
Brookline	\$1,003	\$1,285	-\$282	-21.9%	\$735	\$615	\$120	19.6%
Cambridge	\$1,383	\$1,309	\$74	5.6%	\$899	\$624	\$275	44.0%
Chelsea	\$1,681	\$1,420	\$261	18.3%	\$893	\$667	\$226	33.9%
Dedham	\$810	\$1,066	-\$256	-24.0%	\$402	\$265	\$136	51.3%
Everett	\$1,088	\$1,477	-\$388	-26.3%	\$650	\$830	-\$179	-21.6%
Milton	\$892	\$471	\$421	89.5%	\$672	\$365	\$308	84.4%
Newton	\$851	\$1,068	-\$217	-20.3%	\$513	\$593	-\$80	-13.5%
Quincy	\$1,094	\$1,139	-\$45	-4.0%	\$681	\$696	-\$14	-2.1%
Revere	\$767	\$556	\$211	38.0%	\$609	\$411	\$197	48.0%
Somerville	\$1,111	\$1,039	\$72	6.9%	\$634	\$637	-\$2	-0.4%
Watertown	\$1,266	\$850	\$416	48.9%	\$639	\$381	\$258	67.7%
Winthrop	\$1,075	\$585	\$490	83.7%	\$781	\$273	\$508	186.2%
Inner Ring Total	\$1,111	\$1,122	-\$10	-0.9%	\$687	\$582	\$105	18.0%
For Comparison:								
City of Boston Total**	\$1,118	\$1,148	-\$30	-2.6%	\$681	\$569	\$112	19.6%
Outer Ring Total	\$1,111	\$1,073	\$38	3.6%	\$700	\$591	\$109	18.4%
Boston MSA Total**	\$1,154	\$1,133	\$21	1.8%	\$728	\$592	\$136	23.0%

The Inner Ring consists of the 12 cities and towns that share a boundary with the City of Boston.

[^] Very small firms (VSFs) are those with annual revenues less than \$1 million.

** For the City of Boston and the Boston MSA, lending in all census tracts excludes the tracts (5 in the city; 18 in the MSA) for which no MFI was reported in the 1990 census; lending in LMI tracts excludes the five LMI tracts in Boston's Central Business Area. Thus, data on LMI tracts in this table are the same as in Table 1 and Table 2.

NB: See "Notes on Data and Methods," at the end of this report, for detailed information on sources and definitions.

TABLE 8A

SMALL BUSINESS LENDING IN CITIES & TOWNS IN BOSTON'S OUTER RING#
PART I: BY NUMBER OF LOANS, 1999

A. IN ALL CENSUS TRACTS

City/Town	% Minority Pop- ulation	MFI as % of MSA MFI	Total Loans	Loans Less Than 100K	Loans to Very Small Firms^	Number of Total Firms	Number of Very Small Firms^	Total Loans Per 100 Total Firms	Loans Per 100 VSFs^
Arlington	5.6%	108.3%	413	386	226	1,425	1,158	29.0	19.6
Belmont	4.7%	130.9%	240	217	119	1,069	906	22.5	13.1
Braintree	3.0%	108.0%	390	349	206	1,966	1,221	19.8	16.9
Canton	2.3%	130.5%	315	260	137	1,189	779	26.5	17.6
Lynn	19.4%	79.3%	462	423	238	1,896	1,426	24.4	16.7
Malden	12.2%	86.9%	507	454	284	1,613	1,258	31.4	22.6
Medford	7.9%	94.6%	504	481	245	1,748	1,286	28.8	19.1
Needham	4.5%	146.4%	396	353	225	1,661	1,160	23.8	19.4
Randolph	15.5%	104.2%	250	228	125	934	685	26.8	18.2
Saugus	1.6%	98.7%	332	310	204	952	690	34.9	29.6
Waltham	11.9%	94.9%	675	605	348	3,095	1,956	21.8	17.8
Wellesley	7.4%	188.2%	374	351	189	1,762	1,284	21.2	14.7
Weston	6.4%	222.9%	139	126	84	460	355	30.2	23.7
Westwood	2.8%	138.1%	176	162	101	650	423	27.1	23.9
Weymouth	2.3%	100.0%	464	419	255	1,918	1,441	24.2	17.7
Outer Ring Total	8.9%	107.7%	5,637	5,124	2,986	22,338	16,028	25.2	18.6
For Comparison:									
City of Boston Total**	40.9%	74.4%	5,964	5,289	2,877	27,717	18,579	21.5	15.5
Inner Ring Total	14.0%	101.8%	6,409	5,836	3,294	24,946	18,333	25.7	18.0
Boston MSA Total**	13.7%	104.2%	36,323	32,783	19,216	145,790	104,365	24.9	18.4

B. IN LOW- AND MODERATE-INCOME (LMI) CENSUS TRACTS*

City/Town	% Minority Pop- ulation	MFI as % of MSA MFI	Total Loans	Loans Less Than 100K	Loans to Very Small Firms^	Number of Total Firms	Number of Very Small Firms^	Total Loans Per 100 Total Firms	Loans Per 100 VSFs^
Arlington	1	7	38	35	24	142	115	26.8	20.9
Lynn	16	22	316	288	164	1,363	994	23.2	16.5
Malden	1	9	106	92	56	492	361	21.5	15.5
Medford	1	11	35	35	11	92	76	38.0	14.5
Waltham	4	13	149	135	77	565	425	26.4	18.1
Outer Ring Total	23	116	644	585	332	2,654	1,971	24.3	16.8
For Comparison:									
City of Boston Total**	113	161	2,516	2,274	1,099	10,430	7,204	24.1	15.3
Inner Ring Total	41	131	1,741	1,548	840	6,878	4,694	25.3	17.9
Boston MSA Total**	206	678	6,168	5,551	2,978	25,684	17,945	24.0	16.6

The Outer Ring consists of the 15 cities/towns that share a boundary with an Inner Ring city/town (those that share a boundary with the city of Boston).

* The Median Family Income (MFI) of the Boston Metropolitan Statistical Area (MSA) was \$48,688, according to 1990 Census. LMI census tracts are those whose MFI's were less than 80% of the MSA's MFI. Cities/towns not listed have no LMI tracts.

^ Very small firms (VSFs) are those with annual revenues less than \$1 million.

** For the City of Boston and the Boston MSA, lending in all census tracts excludes the tracts (5 in the city; 18 in the MSA) for which no MFI was reported in the 1990 census; lending in LMI tracts excludes the five LMI tracts in Boston's Central Business Area. Thus, data on LMI tracts in this table are the same as in Table 1 and Table 2.

NB: See "Notes on Data and Methods," at the end of this report, for detailed information on sources and definitions.

TABLE 8A (Continued)

SMALL BUSINESS LENDING IN CITIES & TOWNS IN BOSTON'S OUTER RING#
PART II: BY DOLLAR AMOUNT OF LOANS, 1999

A. IN ALL CENSUS TRACTS

City/Town	% Minority Pop- ulation	MFI as % of MSA MFI	Total Loans	Loans Less Than 100K	Loans to Very Small Firms^	Number of Total Firms	Number of Very Small Firms^	Total Loans Per 100 Total Firms	Loans Per 100 VSFs^
Arlington	5.6%	108.3%	\$18,456	\$4,362	\$11,615	1,425	1,158	\$1,295	\$1,003
Belmont	4.7%	130.9%	\$10,185	\$2,273	\$4,892	1,069	906	\$953	\$540
Braintree	3.0%	108.0%	\$19,140	\$4,686	\$7,727	1,966	1,221	\$974	\$633
Canton	2.3%	130.5%	\$22,863	\$3,970	\$5,193	1,189	779	\$1,923	\$667
Lynn	19.4%	79.3%	\$15,786	\$4,904	\$9,861	1,896	1,426	\$833	\$692
Malden	12.2%	86.9%	\$24,257	\$5,065	\$14,400	1,613	1,258	\$1,504	\$1,145
Medford	7.9%	94.6%	\$12,889	\$5,483	\$7,147	1,748	1,286	\$737	\$556
Needham	4.5%	146.4%	\$18,713	\$4,900	\$9,241	1,661	1,160	\$1,127	\$797
Randolph	15.5%	104.2%	\$9,962	\$2,594	\$5,003	934	685	\$1,067	\$730
Saugus	1.6%	98.7%	\$10,955	\$3,522	\$7,010	952	690	\$1,151	\$1,016
Waltham	11.9%	94.9%	\$37,044	\$9,681	\$10,300	3,095	1,956	\$1,197	\$527
Wellesley	7.4%	188.2%	\$13,779	\$6,023	\$4,302	1,762	1,284	\$782	\$335
Weston	6.4%	222.9%	\$5,975	\$1,898	\$2,972	460	355	\$1,299	\$837
Westwood	2.8%	138.1%	\$8,090	\$2,202	\$1,936	650	423	\$1,245	\$458
Weymouth	2.3%	100.0%	\$20,073	\$5,913	\$10,600	1,918	1,441	\$1,047	\$736
Outer Ring Total	8.9%	107.7%	\$248,167	\$67,476	\$112,199	22,338	16,028	\$1,111	\$700
For Comparison:									
City of Boston Total**	40.9%	74.4%	\$309,970	\$75,495	\$126,546	27,717	18,579	\$1,118	\$681
Inner Ring Total	14.0%	101.8%	\$277,271	\$74,950	\$125,898	24,946	18,333	\$1,111	\$687
Boston MSA Total**	13.7%	104.2%	\$1,682,165	\$456,442	\$759,488	145,790	104,365	\$1,154	\$728

B. IN LOW- AND MODERATE-INCOME (LMI) CENSUS TRACTS*

City/Town	% Minority Pop- ulation	MFI as % of MSA MFI	Total Loans	Loans Less Than 100K	Loans to Very Small Firms^	Number of Total Firms	Number of Very Small Firms^	Total Loans Per 100 Total Firms	Loans Per 100 VSFs^
Arlington	1	7	\$2,204	\$339	\$2,138	142	115	\$1,552	\$1,859
Lynn	16	22	\$11,415	\$3,447	\$6,659	1,363	994	\$837	\$670
Malden	1	9	\$6,852	\$1,396	\$2,936	492	361	\$1,393	\$813
Medford	1	11	\$267	\$267	\$82	92	76	\$290	\$108
Waltham	4	13	\$8,021	\$2,299	\$1,477	565	425	\$1,420	\$348
Outer Ring Total	23	116	\$28,759	\$7,748	\$13,292	2,654	1,971	\$1,084	\$674
For Comparison:									
City of Boston Total**	113	161	\$107,729	\$27,847	\$44,113	10,430	7,204	\$1,033	\$612
Inner Ring Total	41	131	\$85,173	\$21,462	\$39,244	6,878	4,694	\$1,238	\$836
Boston MSA Total**	206	678	\$281,179	\$75,878	\$124,861	25,684	17,945	\$1,095	\$696

The Outer Ring consists of the 15 cities/towns that share a boundary with an Inner Ring city/town (those that share a boundary with the city of Boston).

* The Median Family Income (MFI) of the Boston Metropolitan Statistical Area (MSA) was \$48,688, according to 1990 Census. LMI census tracts are those whose MFI's were less than 80% of the MSA's MFI. Cities/towns not listed have no LMI tracts.

^ Very small firms (VSFs) are those with annual revenues less than \$1 million.

** For the City of Boston and the Boston MSA, lending in all census tracts excludes the tracts (5 in the city; 18 in the MSA) for which no MFI was reported in the 1990 census; lending in LMI tracts excludes the five LMI tracts in Boston's Central Business Area. Thus, data on LMI tracts in this table are the same as in Table 1 and Table 2.

NB: See "Notes on Data and Methods," at the end of this report, for detailed information on sources and definitions.

TABLE 8B

**CHANGE IN SMALL BUSINESS LENDING IN BOSTON'S OUTER RING#
BY TOWN, 1999 VS 1998**

City/Town	Total Small Business Loans				Small Business Loans to Very Small Firms^			
	1999	1998	Change	Percent Change	1999	1998	Change	Percent Change
A. Change in Number of Loans								
Arlington	413	263	150	57.0%	226	163	63	38.7%
Belmont	240	174	66	37.9%	119	114	5	4.4%
Braintree	390	378	12	3.2%	206	204	2	1.0%
Canton	315	305	10	3.3%	137	133	4	3.0%
Lynn	462	304	158	52.0%	238	175	63	36.0%
Malden	507	385	122	31.7%	284	208	76	36.5%
Medford	504	343	161	46.9%	245	199	46	23.1%
Needham	396	318	78	24.5%	225	168	57	33.9%
Randolph	250	175	75	42.9%	125	92	33	35.9%
Saugus	332	172	160	93.0%	204	91	113	124.2%
Waltham	675	642	33	5.1%	348	305	43	14.1%
Wellesley	374	426	-52	-12.2%	189	197	-8	-4.1%
Weston	139	122	17	13.9%	84	76	8	10.5%
Westwood	176	145	31	21.4%	101	76	25	32.9%
Weymouth	464	380	84	22.1%	255	228	27	11.8%
Outer Ring Total	5,637	4,532	1,105	24.4%	2,986	2,429	557	22.9%
For Comparison:								
City of Boston Total**	5,964	5,640	324	5.7%	2,877	2,585	292	11.3%
Inner Ring Total	6,409	5,210	1,199	23.0%	3,294	2,793	501	17.9%
Boston MSA Total**	36,323	29,663	6,660	22.5%	19,216	15,522	3,694	23.8%
B. Change in Lending Rates - Number of Loans Per 100 Firms								
Arlington	29.0	18.5	10.5	57.0%	19.6	14.1	5.5	38.7%
Belmont	22.5	16.3	6.2	37.9%	13.1	12.6	0.6	4.4%
Braintree	19.8	19.2	0.6	3.2%	16.9	16.7	0.2	1.0%
Canton	26.5	25.7	0.8	3.3%	17.6	17.1	0.5	3.0%
Lynn	24.4	16.0	8.3	52.0%	16.7	12.3	4.4	36.0%
Malden	31.4	23.9	7.6	31.7%	22.6	16.5	6.0	36.5%
Medford	28.8	19.6	9.2	46.9%	19.1	15.5	3.6	23.1%
Needham	23.8	19.1	4.7	24.5%	19.4	14.5	4.9	33.9%
Randolph	26.8	18.7	8.0	42.9%	18.2	13.4	4.8	35.9%
Saugus	34.9	18.1	16.8	93.0%	29.6	13.2	16.4	124.2%
Waltham	21.8	20.7	1.1	5.1%	17.8	15.6	2.2	14.1%
Wellesley	21.2	24.2	-3.0	-12.2%	14.7	15.3	-0.6	-4.1%
Weston	30.2	26.5	3.7	13.9%	23.7	21.4	2.3	10.5%
Westwood	27.1	22.3	4.8	21.4%	23.9	18.0	5.9	32.9%
Weymouth	24.2	19.8	4.4	22.1%	17.7	15.8	1.9	11.8%
Outer Ring Total	25.2	20.3	4.9	24.4%	18.6	15.2	3.5	22.9%
For Comparison:								
City of Boston Total**	21.5	20.3	1.2	5.7%	15.5	13.9	1.6	11.3%
Inner Ring Total	25.7	20.9	4.8	23.0%	18.0	15.2	2.7	17.9%
Boston MSA Total**	24.9	20.3	4.6	22.5%	18.4	14.9	3.5	23.8%

The Outer Ring consists of the 15 cities/towns that share a boundary with an Inner Ring city/town (those that share a boundary with the city of Boston).

^ Very small firms (VSFs) are those with annual revenues less than \$1 million.

** For the City of Boston and the Boston MSA, lending in all census tracts excludes the tracts (5 in the city; 18 in the MSA) for which no MFI was reported in the 1990 census; lending in LMI tracts excludes the five LMI tracts in Boston's Central Business Area. Thus, data on LMI tracts in this table are the same as in Table 1 and Table 2.

NB: See "Notes on Data and Methods," at the end of this report, for detailed information on sources and definitions.

TABLE 8B (Continued)
CHANGE IN SMALL BUSINESS LENDING IN BOSTON'S OUTER RING#
BY TOWN, 1999 VS 1998

City/Town	Total Small Business Loans				Small Business Loans to Very Small Firms^			
	1999	1998	Change	Percent Change	1999	1998	Change	Percent Change
C. Change in Dollar Amount of Loans (000s)								
Arlington	\$18,456	\$9,512	\$8,944	94.0%	\$11,615	\$4,918	\$6,697	136.2%
Belmont	\$10,185	\$7,612	\$2,573	33.8%	\$4,892	\$2,660	\$2,232	83.9%
Braintree	\$19,140	\$18,329	\$811	4.4%	\$7,727	\$7,217	\$510	7.1%
Canton	\$22,863	\$24,159	-\$1,296	-5.4%	\$5,193	\$3,841	\$1,352	35.2%
Lynn	\$15,786	\$12,468	\$3,318	26.6%	\$9,861	\$8,330	\$1,531	18.4%
Malden	\$24,257	\$22,107	\$2,150	9.7%	\$14,400	\$8,259	\$6,141	74.4%
Medford	\$12,889	\$14,039	-\$1,150	-8.2%	\$7,147	\$5,825	\$1,322	22.7%
Needham	\$18,713	\$24,016	-\$5,303	-22.1%	\$9,241	\$8,011	\$1,230	15.4%
Randolph	\$9,962	\$8,055	\$1,907	23.7%	\$5,003	\$2,908	\$2,095	72.0%
Saugus	\$10,955	\$6,537	\$4,418	67.6%	\$7,010	\$2,753	\$4,257	154.6%
Waltham	\$37,044	\$40,404	-\$3,360	-8.3%	\$10,300	\$10,819	-\$519	-4.8%
Wellesley	\$13,779	\$16,281	-\$2,502	-15.4%	\$4,302	\$9,986	-\$5,684	-56.9%
Weston	\$5,975	\$9,058	-\$3,083	-34.0%	\$2,972	\$6,244	-\$3,272	-52.4%
Westwood	\$8,090	\$9,827	-\$1,737	-17.7%	\$1,936	\$4,824	-\$2,888	-59.9%
Weymouth	\$20,073	\$17,227	\$2,846	16.5%	\$10,600	\$8,140	\$2,460	30.2%
Outer Ring Total	\$248,167	\$239,631	\$8,536	3.6%	\$112,199	\$94,735	\$17,464	18.4%
For Comparison:								
City of Boston Total**	\$309,970	\$318,255	-\$8,285	-2.6%	\$126,546	\$105,782	\$20,764	19.6%
Inner Ring Total	\$277,271	\$279,837	-\$2,566	-0.9%	\$125,898	\$106,693	\$19,205	18.0%
Boston MSA Total**	\$1,682,165	\$1,651,633	\$30,532	1.8%	\$759,488	\$617,693	\$141,795	23.0%
D. Change in Lending Rates - Dollar Amount of Loans Per 100 Firms (000s)								
Arlington	\$1,295	\$668	\$628	94.0%	\$1,003	\$425	\$578	136.2%
Belmont	\$953	\$712	\$241	33.8%	\$540	\$294	\$246	83.9%
Braintree	\$974	\$932	\$41	4.4%	\$633	\$591	\$42	7.1%
Canton	\$1,923	\$2,032	-\$109	-5.4%	\$667	\$493	\$174	35.2%
Lynn	\$833	\$658	\$175	26.6%	\$692	\$584	\$107	18.4%
Malden	\$1,504	\$1,371	\$133	9.7%	\$1,145	\$657	\$488	74.4%
Medford	\$737	\$803	-\$66	-8.2%	\$556	\$453	\$103	22.7%
Needham	\$1,127	\$1,446	-\$319	-22.1%	\$797	\$691	\$106	15.4%
Randolph	\$1,067	\$862	\$204	23.7%	\$730	\$425	\$306	72.0%
Saugus	\$1,151	\$687	\$464	67.6%	\$1,016	\$399	\$617	154.6%
Waltham	\$1,197	\$1,305	-\$109	-8.3%	\$527	\$553	-\$27	-4.8%
Wellesley	\$782	\$924	-\$142	-15.4%	\$335	\$778	-\$443	-56.9%
Weston	\$1,299	\$1,969	-\$670	-34.0%	\$837	\$1,759	-\$922	-52.4%
Westwood	\$1,245	\$1,512	-\$267	-17.7%	\$458	\$1,140	-\$683	-59.9%
Weymouth	\$1,047	\$898	\$148	16.5%	\$736	\$565	\$171	30.2%
Outer Ring Total	\$1,111	\$1,073	\$38	3.6%	\$700	\$591	\$109	18.4%
For Comparison:								
City of Boston Total**	\$1,118	\$1,148	-\$30	-2.6%	\$681	\$569	\$112	19.6%
Inner Ring Total	\$1,111	\$1,122	-\$10	-0.9%	\$687	\$582	\$105	18.0%
Boston MSA Total**	\$1,154	\$1,133	\$21	1.8%	\$728	\$592	\$136	23.0%

The Outer Ring consists of the 15 cities/towns that share a boundary with an Inner Ring city/town (those that share a boundary with the city of Boston).

^ Very small firms (VSFs) are those with annual revenues less than \$1 million.

** For the City of Boston and the Boston MSA, lending in all census tracts excludes the tracts (5 in the city; 18 in the MSA) for which no MFI was reported in the 1990 census; lending in LMI tracts excludes the five LMI tracts in Boston's Central Business Area. Thus, data on LMI tracts in this table are the same as in Table 1 and Table 2.

NB: See "Notes on Data and Methods," at the end of this report, for detailed information on sources and definitions.

TABLE 9A

**ALL SMALL BUSINESS LOANS IN SUFFOLK COUNTY*
BY LENDER TYPE AND LARGEST INDIVIDUAL LENDERS#, 1999**

	Mass Deposits 6/30/99 (Millions)	Loans to Firms Anywhere in the MSA					Loans to Firms in LMI Census Tracts^					LMI Market Share as % of Total Market Share	
		Loans	Dollars (000s)	Avg. Loan Size	Market Share: Loans	Market Share: Dollars	Loans	Dollars (000s)	Avg. Loan Size	Market Share: Loans	Market Share: Dollars	Loans	Dollars
A. Big Boston Banks													
BankBoston	\$28,939	1,136	\$41,236	\$36	16.8%	12.0%	650	\$24,874	\$38	16.7%	12.5%	99.9%	103.9%
Fleet	\$21,592	314	\$42,420	\$135	4.6%	12.4%	189	\$27,212	\$144	4.9%	13.7%	105.1%	110.4%
UStrust	\$4,236	296	\$43,271	\$146	4.4%	12.6%	174	\$26,183	\$150	4.5%	13.2%	102.7%	104.2%
Boston Safe	\$3,698	209	\$7,627	\$36	3.1%	2.2%	122	\$3,916	\$32	3.1%	2.0%	101.9%	88.4%
Citizens	\$4,920	143	\$28,329	\$198	2.1%	8.3%	81	\$16,886	\$208	2.1%	8.5%	98.9%	102.6%
Subtotal	NA	2,098	\$162,883	\$78	30.9%	47.5%	1,216	\$99,071	\$81	31.3%	49.8%	101.2%	104.7%
B. Other Massachusetts Banks													
Eastern Bank	\$2,261	84	\$14,985	\$178	1.2%	4.4%	56	\$9,757	\$174	1.4%	4.9%	116.4%	112.1%
Cambridge Trust	\$407	68	\$4,446	\$65	1.0%	1.3%	26	\$1,319	\$51	0.7%	0.7%	66.8%	51.1%
Wainwright B&T	\$266	63	\$13,914	\$221	0.9%	4.1%	46	\$9,216	\$200	1.2%	4.6%	127.5%	114.0%
Boston Private	\$396	54	\$10,358	\$192	0.8%	3.0%	17	\$2,738	\$161	0.4%	1.4%	55.0%	45.5%
Century B&T	\$634	48	\$8,542	\$178	0.7%	2.5%	19	\$2,707	\$142	0.5%	1.4%	69.1%	54.6%
NB of Greece	\$60	22	\$4,874	\$222	0.3%	1.4%	7	\$1,570	\$224	0.2%	0.8%	55.6%	55.5%
Central Coop	\$270	21	\$4,345	\$207	0.3%	1.3%	18	\$3,905	\$217	0.5%	2.0%	149.7%	154.7%
East Boston SB	\$453	20	\$4,188	\$209	0.3%	1.2%	14	\$3,198	\$228	0.4%	1.6%	122.2%	131.5%
Rockland Trust	\$1,098	18	\$781	\$43	0.3%	0.2%	9	\$464	\$52	0.2%	0.2%	87.3%	102.3%
Salem Five	\$790	16	\$2,535	\$158	0.2%	0.7%	7	\$1,135	\$162	0.2%	0.6%	76.4%	77.1%
Brookline SB	\$509	14	\$3,642	\$260	0.2%	1.1%	7	\$1,718	\$245	0.2%	0.9%	87.3%	81.2%
Cambridgeport SB	\$589	13	\$3,671	\$282	0.2%	1.1%	7	\$1,648	\$235	0.2%	0.8%	94.0%	77.3%
Cambridge SB	\$1,033	11	\$1,893	\$172	0.2%	0.6%	4	\$435	\$109	0.1%	0.2%	63.5%	39.6%
Warren Five	\$352	10	\$1,259	\$126	0.1%	0.4%	4	\$255	\$64	0.1%	0.1%	69.9%	34.9%
All Other Mass Bks	NA	90	\$22,676	\$252	1.3%	6.6%	45	\$10,374	\$231	1.2%	5.2%	87.3%	78.8%
Subtotal	NA	552	\$102,109	\$185	8.1%	29.8%	286	\$50,439	\$176	7.4%	25.3%	90.5%	85.1%
C. Credit Card Lenders													
American Express	NA	1,911	\$16,218	\$8	28.2%	4.7%	1,045	\$8,542	\$8	26.9%	4.3%	95.5%	90.7%
Capital One	NA	1,115	\$2,303	\$2	16.4%	0.7%	670	\$1,288	\$2	17.3%	0.6%	104.9%	96.3%
Advanta	NA	307	\$2,408	\$8	4.5%	0.7%	190	\$1,513	\$8	4.9%	0.8%	108.1%	108.2%
MBNA America	NA	206	\$1,954	\$9	3.0%	0.6%	134	\$1,236	\$9	3.5%	0.6%	113.6%	108.9%
CitiBank	NA	158	\$1,430	\$9	2.3%	0.4%	73	\$592	\$8	1.9%	0.3%	80.7%	71.3%
US Bank	NA	70	\$1,449	\$21	1.0%	0.4%	44	\$707	\$16	1.1%	0.4%	109.8%	84.0%
Subtotal	NA	3,767	\$25,762	\$7	55.6%	7.5%	2,156	\$13,878	\$6	55.5%	7.0%	99.9%	92.8%
D. All Other Bank Lenders													
Wells Fargo	NA	131	\$2,983	\$23	1.9%	0.9%	83	\$1,888	\$23	2.1%	0.9%	110.6%	109.0%
Chase	NA	64	\$1,746	\$27	0.9%	0.5%	39	\$1,169	\$30	1.0%	0.6%	106.4%	115.3%
Firststar Bank	NA	25	\$12,150	\$486	0.4%	3.5%	25	\$12,150	\$486	0.6%	6.1%	174.6%	172.2%
Atlantic Bank NY	NA	21	\$5,656	\$269	0.3%	1.7%	10	\$2,121	\$212	0.3%	1.1%	83.2%	64.6%
Silicon Valley Bank	NA	14	\$4,850	\$346	0.2%	1.4%	6	\$2,600	\$433	0.2%	1.3%	74.8%	92.3%
1st Source Bank	NA	10	\$770	\$77	0.1%	0.2%	10	\$770	\$77	0.3%	0.4%	174.6%	172.2%
First International	NA	9	\$3,900	\$433	0.1%	1.1%	7	\$3,300	\$471	0.2%	1.7%	135.8%	145.7%
All Other Lenders	NA	90	\$19,773	\$220	1.3%	5.8%	45	\$11,585	\$257	1.2%	5.8%	87.3%	100.9%
Subtotal	NA	364	\$51,828	\$142	5.4%	15.1%	225	\$35,583	\$158	5.8%	17.9%	107.9%	118.2%
All Lenders Above	NA	6,601	\$300,133	\$45	97.3%	87.6%	3,793	\$177,012	\$47	97.7%	89.0%	100.3%	101.5%
Total - All Lenders	NA	6,781	\$342,582	\$51	100.0%	100.0%	3,883	\$198,971	\$51	100.0%	100.0%	100.0%	100.0%

* The data make it impossible to determine lending by individual banks in areas smaller than a county.

This table includes information for each individual bank that made 10 or more total loans in Suffolk County or that accounted for more than 1% of all dollars loaned in the county.

^ LMI (Low- or Moderate-Income) census tracts are those with median family income (MFI) less than 80% of the Boston MSA's MFI.

NB: See "Notes on Data and Methods," at the end of this report, for detailed information on sources and definitions.

TABLE 9B

**CHANGE IN SMALL BUSINESS LOANS - SUFFOLK COUNTY
BY LENDER CATEGORY, 1999 VS 1998**

	Number of Loans				Dollar Amount of Loans			
	1999	1998	Change	%Change	1999	1998	Change	%Change
A. Overall Change in Loans								
Big Boston Bank	2,098	2,765	-667	-24.1%	\$162,883	\$203,567	-\$40,684	-20.0%
Other Massachusetts Banks	552	498	54	10.8%	\$102,109	\$84,711	\$17,398	20.5%
Credit Card Lenders	3,767	2,610	1,157	44.3%	\$25,762	\$15,500	\$10,262	66.2%
All Other Bank Lenders	364	342	22	6.4%	\$51,828	\$41,707	\$10,121	24.3%
Totals - All Lenders	6,781	6,215	566	9.1%	\$342,582	\$345,485	-\$2,903	-0.8%
B. Overall Change in Market Share								
Big Boston Bank	30.9%	44.5%	-13.5%	-30.5%	47.5%	58.9%	-11.4%	-19.3%
Other Massachusetts Banks	8.1%	8.0%	0.1%	1.6%	29.8%	24.5%	5.3%	21.6%
Credit Card Lenders	55.6%	42.0%	13.6%	32.3%	7.5%	4.5%	3.0%	67.6%
All Other Bank Lenders	5.4%	5.5%	-0.1%	-2.5%	15.1%	12.1%	3.1%	25.3%
Totals - All Lenders	100.0%	100.0%	0.0%	0.0%	100.0%	100.0%	0.0%	0.0%
C. Change in Loans in LMI Tracts[^]								
Big Boston Bank	1,216	1,604	-388	-24.2%	\$99,071	\$112,065	-\$12,994	-11.6%
Other Massachusetts Banks	286	236	50	21.2%	\$50,439	\$36,577	\$13,862	37.9%
Credit Card Lenders	2,156	1,462	694	47.5%	\$13,878	\$8,191	\$5,687	69.4%
All Other Bank Lenders	225	198	27	13.6%	\$35,583	\$30,722	\$4,861	15.8%
Totals - All Lenders	3,883	3,500	383	10.9%	\$198,971	\$187,555	\$11,416	6.1%
D. Change in LMI Market Share								
Big Boston Bank	31.3%	45.8%	-14.5%	-31.7%	49.8%	59.8%	-10.0%	-16.7%
Other Massachusetts Banks	7.4%	6.7%	0.6%	9.2%	25.3%	19.5%	5.8%	30.0%
Credit Card Lenders	55.5%	41.8%	13.8%	32.9%	7.0%	4.4%	2.6%	59.7%
All Other Bank Lenders	5.8%	5.7%	0.1%	2.4%	17.9%	16.4%	1.5%	9.2%
Totals - All Lenders	100.0%	100.0%	0.0%	0.0%	100.0%	100.0%	0.0%	0.0%

[^] LMI (Low- or Moderate-Income) census tracts are those with median family income (MFI) less than 80% of the Boston MSA's MFI.
 NB: See "Notes on Data and Methods," at the end of this report, for detailed information on sources and definitions.

TABLE 10A

LOANS TO BUSINESSES WITH REVENUES UNDER \$1 MILLION - SUFFOLK COUNTY*
BY LENDER TYPE AND LARGEST INDIVIDUAL LENDERS#, 1999

	Mass Deposits 6/30/99 (Millions)	Loans to Firms Anywhere in the MSA					Loans to Firms in LMI Census Tracts^					LMI Market Share as % of Total Market Share	
		Loans	Dollars (000s)	Avg. Loan Size	Market Share: Loans	Market Share: Dollars	Loans	Dollars (000s)	Avg. Loan Size	Market Share: Loans	Market Share: Dollars	Loans	Dollars
A. Big Boston Banks													
BankBoston	\$28,939	0	\$0	\$0	0.0%	0.0%	0	\$0	\$0	0.0%	0.0%	NA	NA
Fleet	\$21,592	174	\$13,669	\$79	5.3%	9.7%	95	\$7,255	\$76	5.3%	10.0%	99.4%	103.4%
USTRust	\$4,236	120	\$11,603	\$97	3.7%	8.2%	68	\$5,858	\$86	3.8%	8.1%	103.2%	98.3%
Boston Safe	\$3,698	70	\$2,920	\$42	2.1%	2.1%	39	\$1,465	\$38	2.2%	2.0%	101.5%	97.7%
Citizens	\$4,920	76	\$13,498	\$178	2.3%	9.6%	38	\$6,702	\$176	2.1%	9.3%	91.1%	96.7%
Subtotal	NA	440	\$41,690	\$95	13.5%	29.6%	240	\$21,280	\$89	13.4%	29.4%	99.3%	99.4%
B. Other Massachusetts Banks													
Eastern Bank	\$2,261	83	\$14,970	\$180	2.5%	10.6%	55	\$9,742	\$177	3.1%	13.5%	120.7%	126.7%
Cambridge Trust	\$407	46	\$1,396	\$30	1.4%	1.0%	21	\$419	\$20	1.2%	0.6%	83.1%	58.4%
Wainwright B&T	\$266	40	\$8,255	\$206	1.2%	5.9%	28	\$4,847	\$173	1.6%	6.7%	127.5%	114.3%
Boston Private	\$396	24	\$3,341	\$139	0.7%	2.4%	13	\$2,082	\$160	0.7%	2.9%	98.7%	121.3%
Century B&T	\$634	18	\$3,046	\$169	0.6%	2.2%	7	\$246	\$35	0.4%	0.3%	70.8%	15.7%
NB of Greece	\$60	19	\$4,169	\$219	0.6%	3.0%	7	\$1,570	\$224	0.4%	2.2%	67.1%	73.3%
Central Coop	\$270	11	\$2,895	\$263	0.3%	2.1%	10	\$2,820	\$282	0.6%	3.9%	165.6%	189.7%
East Boston SB	\$453	20	\$4,188	\$209	0.6%	3.0%	14	\$3,198	\$228	0.8%	4.4%	127.5%	148.7%
Rockland Trust	\$1,098	15	\$543	\$36	0.5%	0.4%	6	\$226	\$38	0.3%	0.3%	72.9%	81.0%
Salem Five	\$790	10	\$1,375	\$138	0.3%	1.0%	3	\$275	\$92	0.2%	0.4%	54.6%	38.9%
Brookline SB	\$509	14	\$3,642	\$260	0.4%	2.6%	7	\$1,718	\$245	0.4%	2.4%	91.1%	91.9%
Cambridgeport SB	\$589	13	\$3,671	\$282	0.4%	2.6%	7	\$1,648	\$235	0.4%	2.3%	98.1%	87.4%
Cambridge SB	\$1,033	7	\$1,458	\$208	0.2%	1.0%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Warren Five	\$352	6	\$519	\$86	0.2%	0.4%	2	\$155	\$78	0.1%	0.2%	60.7%	58.2%
All Other Mass Bks	NA	42	\$7,879	\$188	1.3%	5.6%	18	\$3,084	\$171	1.0%	4.3%	78.1%	76.2%
Subtotal	NA	368	\$61,347	\$167	11.3%	43.6%	198	\$32,030	\$162	11.1%	44.3%	98.0%	101.7%
C. Credit Card Lenders													
American Express	NA	1,777	\$15,096	\$8	54.5%	10.7%	962	\$7,814	\$8	53.7%	10.8%	98.6%	100.8%
Capital One	NA	0	\$0	\$0	0.0%	0.0%	0	\$0	\$0	0.0%	0.0%	NA	NA
Advanta	NA	307	\$2,408	\$8	9.4%	1.7%	190	\$1,513	\$8	10.6%	2.1%	112.7%	122.3%
MBNA America	NA	110	\$1,060	\$10	3.4%	0.8%	71	\$691	\$10	4.0%	1.0%	117.6%	126.9%
CitiBank	NA	95	\$795	\$8	2.9%	0.6%	38	\$260	\$7	2.1%	0.4%	72.9%	63.7%
US Bank	NA	50	\$235	\$5	1.5%	0.2%	33	\$150	\$5	1.8%	0.2%	120.2%	124.3%
Subtotal	NA	2,339	\$19,594	\$8	71.7%	13.9%	1,294	\$10,428	\$8	72.3%	14.4%	100.8%	103.6%
D. All Other Bank Lenders													
Wells Fargo	NA	40	\$1,142	\$29	1.2%	0.8%	27	\$677	\$25	1.5%	0.9%	122.9%	115.4%
Chase	NA	0	\$0	\$0	0.0%	0.0%	0	\$0	\$0	0.0%	0.0%	NA	NA
Firststar Bank	NA	0	\$0	\$0	0.0%	0.0%	0	\$0	\$0	0.0%	0.0%	NA	NA
Atlantic Bank NY	NA	18	\$4,556	\$253	0.6%	3.2%	9	\$1,471	\$163	0.5%	2.0%	91.1%	62.9%
Silicon Valley Bank	NA	9	\$2,450	\$272	0.3%	1.7%	5	\$1,850	\$370	0.3%	2.6%	101.2%	147.0%
1st Source Bank	NA	0	\$0	\$0	0.0%	0.0%	0	\$0	\$0	0.0%	0.0%	NA	NA
First International	NA	6	\$2,500	\$417	0.2%	1.8%	4	\$1,900	\$475	0.2%	2.6%	121.4%	148.0%
All Other Lenders	NA	42	\$7,475	\$178	1.3%	5.3%	14	\$2,648	\$189	0.8%	3.7%	60.7%	69.0%
Subtotal	NA	115	\$18,123	\$158	3.5%	12.9%	59	\$8,546	\$145	3.3%	11.8%	93.4%	91.8%
All Lenders Above	NA	3,178	\$125,400	\$39	97.4%	89.1%	1,759	\$66,552	\$38	98.2%	92.1%	100.8%	103.3%
Total - All Lenders	NA	3,262	\$140,754	\$43	100.0%	100.0%	1,791	\$72,284	\$40	100.0%	100.0%	100.0%	100.0%

* The data make it impossible to determine lending by individual banks in areas smaller than a county.

This table includes information for each individual bank that made 10 or more total loans in Suffolk County or that accounted for more than 1% of all dollars loaned in the county.

^ LMI (Low- or Moderate-Income) census tracts are those with median family income (MFI) less than 80% of the Boston MSA's MFI.

NB: See "Notes on Data and Methods," at the end of this report, for detailed information on sources and definitions.

TABLE 10B

**CHANGE IN LOANS TO BUSINESSES WITH REVENUES
LESS THAN \$1 MILLION - SUFFOLK COUNTY
BY LENDER CATEGORY, 1999 VS 1998**

	Number of Loans				Dollar Amount of Loans			
	1999	1998	Change	%Change	1999	1998	Change	%Change
A. Overall Change in Loans								
Big Boston Bank	440	1,303	-863	-66.2%	\$41,690	\$56,292	-\$14,602	-25.9%
Other Massachusetts Banks	368	272	96	35.3%	\$61,347	\$41,655	\$19,692	47.3%
Credit Card Lenders	2,339	1,218	1,121	92.0%	\$19,594	\$8,981	\$10,613	118.2%
All Other Bank Lenders	115	97	18	18.6%	\$18,123	\$9,909	\$8,214	82.9%
Totals - All Lenders	3,262	2,890	372	12.9%	\$140,754	\$116,837	\$23,917	20.5%
B. Overall Change in Market Share								
Big Boston Bank	13.5%	45.1%	-31.6%	-70.1%	29.6%	48.2%	-18.6%	-38.5%
Other Massachusetts Banks	11.3%	9.4%	1.9%	19.9%	43.6%	35.7%	7.9%	22.2%
Credit Card Lenders	71.7%	42.1%	29.6%	70.1%	13.9%	7.7%	6.2%	81.1%
All Other Bank Lenders	3.5%	3.4%	0.2%	5.0%	12.9%	8.5%	4.4%	51.8%
Totals - All Lenders	100.0%	100.0%	0.0%	0.0%	100.0%	100.0%	0.0%	0.0%
C. Change in Loans in LMI Tracts[^]								
Big Boston Bank	240	709	-469	-66.1%	\$21,280	\$28,392	-\$7,112	-25.0%
Other Massachusetts Banks	198	136	62	45.6%	\$32,030	\$19,030	\$13,000	68.3%
Credit Card Lenders	1,294	653	641	98.2%	\$10,428	\$4,840	\$5,588	115.5%
All Other Bank Lenders	59	52	7	13.5%	\$8,546	\$5,737	\$2,809	49.0%
Totals - All Lenders	1,791	1,550	241	15.5%	\$72,284	\$57,999	\$14,285	24.6%
D. Change in LMI Market Share								
Big Boston Bank	13.4%	45.7%	-32.3%	-70.7%	29.4%	49.0%	-19.5%	-39.9%
Other Massachusetts Banks	11.1%	8.8%	2.3%	26.0%	44.3%	32.8%	11.5%	35.1%
Credit Card Lenders	72.3%	42.1%	30.1%	71.5%	14.4%	8.3%	6.1%	72.9%
All Other Bank Lenders	3.3%	3.4%	-0.1%	-1.8%	11.8%	9.9%	1.9%	19.5%
Totals - All Lenders	100.0%	100.0%	0.0%	0.0%	100.0%	100.0%	0.0%	0.0%

[^] LMI (Low- or Moderate-Income) census tracts are those with median family income (MFI) less than 80% of the Boston MSA's MFI.
NB: See "Notes on Data and Methods," at the end of this report, for detailed information on sources and definitions.

TABLE 11A

**ALL SMALL BUSINESS LOANS IN THE BOSTON MSA
BY LENDER TYPE AND LARGEST INDIVIDUAL LENDERS[#], 1999**

	Mass Deposits 6/30/99 (Millions)	Loans to Firms Anywhere in the MSA					Loans to Firms in LMI Census Tracts^					LMI Market Share as % of Total Market Share	
		Loans	Dollars (000s)	Avg. Loan Size	Market Share: Loans	Market Share: Dollars	Loans	Dollars (000s)	Avg. Loan Size	Market Share: Loans	Market Share: Dollars	Loans	Dollars
A. Big Boston Banks													
BankBoston	\$28,939	4,601	\$177,751	\$39	12.5%	10.5%	1,049	\$38,532	\$37	14.9%	11.0%	119.1%	105.2%
Fleet	\$21,592	1,275	\$151,823	\$119	3.5%	9.0%	283	\$39,599	\$140	4.0%	11.3%	116.0%	126.6%
USTrust	\$4,236	1,109	\$167,783	\$151	3.0%	9.9%	268	\$38,705	\$144	3.8%	11.1%	126.3%	112.0%
Citizens	\$4,920	468	\$90,647	\$194	1.3%	5.3%	109	\$21,835	\$200	1.5%	6.2%	121.7%	116.9%
Boston Safe	\$3,698	283	\$9,467	\$33	0.8%	0.6%	160	\$4,544	\$28	2.3%	1.3%	295.5%	233.0%
Subtotal	NA	7,736	\$597,471	\$77	21.0%	35.2%	1,869	\$143,215	\$77	26.5%	41.0%	126.3%	116.3%
B. Other Massachusetts Banks													
Eastern Bank	\$2,261	796	\$107,322	\$135	2.2%	6.3%	169	\$23,125	\$137	2.4%	6.6%	110.9%	104.6%
Rockland Trust	\$1,098	697	\$85,297	\$122	1.9%	5.0%	47	\$5,220	\$111	0.7%	1.5%	35.2%	29.7%
Cambridge Trust	\$407	522	\$43,432	\$83	1.4%	2.6%	93	\$8,014	\$86	1.3%	2.3%	93.1%	89.6%
Middlesex SB	\$1,584	340	\$29,951	\$88	0.9%	1.8%	22	\$1,655	\$75	0.3%	0.5%	33.8%	26.8%
Danvers SB	\$298	294	\$36,851	\$125	0.8%	2.2%	69	\$7,516	\$109	1.0%	2.2%	122.6%	99.0%
Century B&T	\$634	260	\$41,688	\$160	0.7%	2.5%	53	\$5,633	\$106	0.8%	1.6%	106.5%	65.6%
Newburyport Five	\$227	177	\$6,742	\$38	0.5%	0.4%	3	\$625	\$208	0.0%	0.2%	8.9%	45.0%
Salem Five	\$790	163	\$24,418	\$150	0.4%	1.4%	40	\$5,201	\$130	0.6%	1.5%	128.2%	103.4%
Community NB	\$262	161	\$18,403	\$114	0.4%	1.1%	16	\$2,630	\$164	0.2%	0.8%	51.9%	69.4%
Metrowest Bank	\$586	122	\$17,007	\$139	0.3%	1.0%	13	\$1,018	\$78	0.2%	0.3%	55.7%	29.1%
Warren Five	\$352	118	\$23,655	\$200	0.3%	1.4%	28	\$5,214	\$186	0.4%	1.5%	124.0%	107.0%
Central Coop	\$270	114	\$14,099	\$124	0.3%	0.8%	31	\$5,665	\$183	0.4%	1.6%	142.1%	195.0%
Boston Private	\$396	95	\$21,455	\$226	0.3%	1.3%	25	\$5,651	\$226	0.4%	1.6%	137.5%	127.8%
Wainwright B&T	\$266	88	\$22,274	\$253	0.2%	1.3%	49	\$9,612	\$196	0.7%	2.8%	291.0%	209.5%
Medford SB	\$903	87	\$9,393	\$108	0.2%	0.6%	20	\$2,006	\$100	0.3%	0.6%	120.1%	103.7%
Ben Franklin SB	\$321	81	\$6,871	\$85	0.2%	0.4%	3	\$84	\$28	0.0%	0.0%	19.4%	5.9%
First Essex Bank	\$668	74	\$18,781	\$254	0.2%	1.1%	2	\$630	\$315	0.0%	0.2%	14.1%	16.3%
Cambridge SB	\$1,033	72	\$12,440	\$173	0.2%	0.7%	10	\$1,421	\$142	0.1%	0.4%	72.6%	55.4%
Compass Bank	\$1,569	70	\$16,845	\$241	0.2%	1.0%	17	\$2,753	\$162	0.2%	0.8%	126.9%	79.3%
All Other Mass Bks	NA	988	\$178,616	\$181	2.7%	10.5%	196	\$31,364	\$160	2.8%	9.0%	103.7%	85.2%
Subtotal	NA	5,319	\$735,540	\$138	14.5%	43.4%	906	\$125,037	\$138	12.9%	35.8%	89.0%	82.5%
C. Credit Card Lenders													
American Express	NA	10,999	\$95,491	\$9	29.9%	5.6%	1,843	\$15,483	\$8	26.2%	4.4%	87.6%	78.7%
Capital One	NA	6,416	\$18,775	\$3	17.4%	1.1%	1,200	\$2,468	\$2	17.0%	0.7%	97.7%	63.8%
Advanta	NA	1,855	\$15,609	\$8	5.0%	0.9%	378	\$3,136	\$8	5.4%	0.9%	106.5%	97.5%
MBNA America	NA	1,441	\$13,266	\$9	3.9%	0.8%	262	\$2,402	\$9	3.7%	0.7%	95.0%	87.9%
CitiBank	NA	816	\$7,574	\$9	2.2%	0.4%	122	\$1,085	\$9	1.7%	0.3%	78.1%	69.5%
US Bank	NA	341	\$5,137	\$15	0.9%	0.3%	70	\$900	\$13	1.0%	0.3%	107.3%	85.0%
Subtotal	NA	21,868	\$155,852	\$7	59.4%	9.2%	3,875	\$25,474	\$7	55.0%	7.3%	92.6%	79.3%
D. All Other Bank Lenders													
Wells Fargo	NA	726	\$17,834	\$25	2.0%	1.1%	151	\$3,796	\$25	2.1%	1.1%	108.7%	103.3%
Chase	NA	429	\$10,890	\$25	1.2%	0.6%	89	\$3,265	\$37	1.3%	0.9%	108.4%	145.5%
Silicon Valley Bank	NA	87	\$41,141	\$473	0.2%	2.4%	18	\$7,900	\$439	0.3%	2.3%	108.1%	93.2%
HSBC Bank, USA	NA	70	\$15,578	\$223	0.2%	0.9%	11	\$2,528	\$230	0.2%	0.7%	82.1%	78.8%
Bank One	NA	70	\$3,373	\$48	0.2%	0.2%	4	\$65	\$16	0.1%	0.0%	29.9%	9.4%
All Other Lenders	NA	495	\$118,099	\$239	1.3%	7.0%	119	\$38,086	\$320	1.7%	10.9%	125.6%	156.5%
Subtotal	NA	1,877	\$206,915	\$110	5.1%	12.2%	392	\$55,640	\$142	5.6%	15.9%	109.1%	130.5%
All Lenders Above	NA	35,317	\$1,399,063	\$40	96.0%	82.5%	6,727	\$279,916	\$42	95.5%	80.1%	99.5%	97.1%
Total - All Lenders	NA	36,800	\$1,695,778	\$46	100.0%	100.0%	7,042	\$349,366	\$50	100.0%	100.0%	100.0%	100.0%

[#] This table includes information for each individual bank that made 70 or more total loans in the MSA

[^] LMI (Low- or Moderate-Income) census tracts are those with median family income (MFI) less than 80% of the Boston MSA's MFI.

NB: See "Notes on Data and Methods," at the end of this report, for detailed information on sources and definitions.

TABLE 11B

**CHANGE IN SMALL BUSINESS LOANS - BOSTON MSA
BY LENDER CATEGORY, 1999 VS 1998**

	Number of Loans				Dollar Amount of Loans			
	1999	1998	Change	%Change	1999	1998	Change	%Change
A. Overall Change in Loans								
Big Boston Bank	7,736	10,004	-2,268	-22.7%	\$597,471	\$791,529	-\$194,058	-24.5%
Other Massachusetts Banks	5,319	4,468	851	19.0%	\$735,540	\$593,202	\$142,338	24.0%
Credit Card Lenders	21,868	13,740	8,128	59.2%	\$155,852	\$85,443	\$70,409	82.4%
All Other Bank Lenders	1,877	1,888	-11	-0.6%	\$206,915	\$199,661	\$7,254	3.6%
Totals - All Lenders	36,800	30,100	6,700	22.3%	\$1,695,778	\$1,669,835	\$25,943	1.6%
B. Overall Change in Market Share								
Big Boston Bank	21.0%	33.2%	-12.2%	-36.7%	35.2%	47.4%	-12.2%	-25.7%
Other Massachusetts Banks	14.5%	14.8%	-0.4%	-2.6%	43.4%	35.5%	7.9%	22.1%
Credit Card Lenders	59.4%	45.6%	13.8%	30.2%	9.2%	5.1%	4.1%	79.6%
All Other Bank Lenders	5.1%	6.3%	-1.2%	-18.7%	12.2%	12.0%	0.2%	2.0%
Totals - All Lenders	100.0%	100.0%	0.0%	0.0%	100.0%	100.0%	0.0%	0.0%
C. Change in Loans in LMI Tracts[^]								
Big Boston Bank	1,869	2,411	-542	-22.5%	\$143,215	\$179,397	-\$36,182	-20.2%
Other Massachusetts Banks	906	753	153	20.3%	\$125,037	\$103,748	\$21,289	20.5%
Credit Card Lenders	3,875	2,683	1,192	44.4%	\$25,474	\$15,084	\$10,390	68.9%
All Other Bank Lenders	392	363	29	8.0%	\$55,640	\$55,501	\$139	0.3%
Totals - All Lenders	7,042	6,210	832	13.4%	\$349,366	\$353,730	-\$4,364	-1.2%
D. Change in LMI Market Share								
Big Boston Bank	26.5%	38.8%	-12.3%	-31.6%	41.0%	50.7%	-9.7%	-19.2%
Other Massachusetts Banks	12.9%	12.1%	0.7%	6.1%	35.8%	29.3%	6.5%	22.0%
Credit Card Lenders	55.0%	43.2%	11.8%	27.4%	7.3%	4.3%	3.0%	71.0%
All Other Bank Lenders	5.6%	5.8%	-0.3%	-4.8%	15.9%	15.7%	0.2%	1.5%
Totals - All Lenders	100.0%	100.0%	0.0%	0.0%	100.0%	100.0%	0.0%	0.0%

[^] LMI (Low- or Moderate-Income) census tracts are those with median family income (MFI) less than 80% of the Boston MSA's MFI.
 NB: See "Notes on Data and Methods," at the end of this report, for detailed information on sources and definitions.

TABLE 12A

**LOANS TO BUSINESS WITH REVENUES UNDER \$1 MILLION - BOSTON MSA
BY LENDER TYPE AND LARGEST INDIVIDUAL LENDERS[#], 1999**

	Mass Deposits 6/30/99 (Millions)	Loans to Firms Anywhere in the MSA					Loans to Firms in LMI Census Tracts^					LMI Market Share as % of Total Market Share	
		Loans	Dollars (000s)	Avg. Loan Size	Market Share: Loans	Market Share: Dollars	Loans	Dollars (000s)	Avg. Loan Size	Market Share: Loans	Market Share: Dollars	Loans	Dollars
A. Big Boston Banks													
BankBoston	\$28,939	1	\$1	\$1	0.0%	0.0%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Fleet	\$21,592	726	\$47,263	\$65	3.7%	6.2%	152	\$10,528	\$69	4.4%	7.3%	118.3%	117.6%
USTrust	\$4,236	454	\$33,914	\$75	2.3%	4.4%	108	\$7,621	\$71	3.1%	5.3%	134.4%	118.7%
Citizens	\$4,920	251	\$36,304	\$145	1.3%	4.8%	53	\$8,904	\$168	1.5%	6.2%	119.3%	129.5%
Boston Safe	\$3,698	84	\$3,074	\$37	0.4%	0.4%	48	\$1,609	\$34	1.4%	1.1%	322.8%	276.4%
Subtotal	NA	1,516	\$120,556	\$80	7.8%	15.8%	361	\$28,662	\$79	10.5%	19.9%	134.5%	125.5%
B. Other Massachusetts Banks													
Eastern Bank	\$2,261	793	\$106,907	\$135	4.1%	14.0%	166	\$22,710	\$137	4.8%	15.7%	118.3%	112.2%
Rockland Trust	\$1,098	494	\$47,667	\$96	2.5%	6.3%	32	\$2,982	\$93	0.9%	2.1%	36.6%	33.0%
Cambridge Trust	\$407	313	\$14,002	\$45	1.6%	1.8%	56	\$2,496	\$45	1.6%	1.7%	101.1%	94.1%
Middlesex SB	\$1,584	217	\$11,795	\$54	1.1%	1.5%	15	\$1,059	\$71	0.4%	0.7%	39.0%	47.4%
Danvers SB	\$298	179	\$18,067	\$101	0.9%	2.4%	53	\$4,044	\$76	1.5%	2.8%	167.3%	118.2%
Century B&T	\$634	111	\$15,002	\$135	0.6%	2.0%	20	\$1,241	\$62	0.6%	0.9%	101.8%	43.7%
Newburyport Five	\$227	175	\$6,438	\$37	0.9%	0.8%	3	\$625	\$208	0.1%	0.4%	9.7%	51.3%
Salem Five	\$790	78	\$11,532	\$148	0.4%	1.5%	16	\$1,296	\$81	0.5%	0.9%	115.9%	59.3%
Community NB	\$262	105	\$8,245	\$79	0.5%	1.1%	8	\$538	\$67	0.2%	0.4%	43.0%	34.5%
Metrowest Bank	\$586	79	\$9,103	\$115	0.4%	1.2%	11	\$588	\$53	0.3%	0.4%	78.7%	34.1%
Warren Five	\$352	69	\$10,609	\$154	0.4%	1.4%	14	\$1,779	\$127	0.4%	1.2%	114.6%	88.5%
Central Coop	\$270	72	\$8,977	\$125	0.4%	1.2%	18	\$4,054	\$225	0.5%	2.8%	141.2%	238.5%
Boston Private	\$396	44	\$9,247	\$210	0.2%	1.2%	14	\$2,532	\$181	0.4%	1.8%	179.7%	144.6%
Wainwright B&T	\$266	56	\$12,370	\$221	0.3%	1.6%	30	\$4,893	\$163	0.9%	3.4%	302.6%	208.9%
Medford SB	\$903	59	\$4,523	\$77	0.3%	0.6%	13	\$923	\$71	0.4%	0.6%	124.5%	107.8%
Ben Franklin SB	\$321	62	\$5,027	\$81	0.3%	0.7%	3	\$84	\$28	0.1%	0.1%	27.3%	8.8%
First Essex Bank	\$668	18	\$3,067	\$170	0.1%	0.4%	1	\$30	\$30	0.0%	0.0%	31.4%	5.2%
Cambridge SB	\$1,033	47	\$7,975	\$170	0.2%	1.0%	5	\$621	\$124	0.1%	0.4%	60.1%	41.1%
Compass Bank	\$1,569	53	\$8,920	\$168	0.3%	1.2%	16	\$2,603	\$163	0.5%	1.8%	170.5%	154.1%
All Other Mass Bks	NA	725	\$125,618	\$173	3.7%	16.5%	150	\$23,086	\$154	4.4%	16.0%	116.9%	97.0%
Subtotal	NA	3,749	\$445,091	\$119	19.3%	58.4%	644	\$78,184	\$121	18.7%	54.1%	97.0%	92.8%
C. Credit Card Lenders													
American Express	NA	10,314	\$89,899	\$9	53.0%	11.8%	1,699	\$14,273	\$8	49.3%	9.9%	93.1%	83.8%
Capital One	NA	0	\$0	\$0	0.0%	0.0%	0	\$0	\$0	0.0%	0.0%	NA	NA
Advanta	NA	1,855	\$15,609	\$8	9.5%	2.0%	378	\$3,136	\$8	11.0%	2.2%	115.1%	106.1%
MBNA America	NA	754	\$7,135	\$9	3.9%	0.9%	136	\$1,266	\$9	3.9%	0.9%	101.9%	93.7%
CitiBank	NA	506	\$4,505	\$9	2.6%	0.6%	64	\$499	\$8	1.9%	0.3%	71.4%	58.5%
US Bank	NA	258	\$1,441	\$6	1.3%	0.2%	53	\$275	\$5	1.5%	0.2%	116.0%	100.8%
Subtotal	NA	13,687	\$118,589	\$9	70.4%	15.6%	2,330	\$19,449	\$8	67.7%	13.5%	96.2%	86.6%
D. All Other Bank Lenders													
Wells Fargo	NA	205	\$6,156	\$30	1.1%	0.8%	51	\$1,452	\$28	1.5%	1.0%	140.5%	124.6%
Chase	NA	2	\$16	\$8	0.0%	0.0%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Silicon Valley Bank	NA	50	\$20,741	\$415	0.3%	2.7%	13	\$5,700	\$438	0.4%	3.9%	146.9%	145.1%
HSBC Bank, USA	NA	21	\$5,502	\$262	0.1%	0.7%	3	\$1,181	\$394	0.1%	0.8%	80.7%	113.3%
Bank One	NA	3	\$900	\$300	0.0%	0.1%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
All Other Lenders	NA	222	\$44,883	\$202	1.1%	5.9%	42	\$9,758	\$232	1.2%	6.8%	106.9%	114.8%
Subtotal	NA	503	\$78,198	\$155	2.6%	10.3%	109	\$18,091	\$166	3.2%	12.5%	122.4%	122.2%
All Lenders Above	NA	18,508	\$591,933	\$32	95.1%	77.6%	3,252	\$111,542	\$34	94.4%	77.3%	99.3%	99.5%
Total - All Lenders	NA	19,455	\$762,434	\$39	100.0%	100.0%	3,444	\$144,386	\$42	100.0%	100.0%	100.0%	100.0%

[#] This table includes information for each individual bank that made 70 or more total loans in the MSA

[^] LMI (Low- or Moderate-Income) census tracts are those with median family income (MFI) less than 80% of the Boston MSA's MFI.

NB: See "Notes on Data and Methods," at the end of this report, for detailed information on sources and definitions.

TABLE 12B

**CHANGE IN LOANS TO BUSINESSES WITH REVENUES
LESS THAN \$1 MILLION - BOSTON MSA
BY LENDER CATEGORY, 1999 VS 1998**

	Number of Loans				Dollar Amount of Loans			
	1999	1998	Change	%Change	1999	1998	Change	%Change
A. Overall Change in Loans								
Big Boston Bank	1,516	5,318	-3,802	-71.5%	\$120,556	\$207,328	-\$86,772	-41.9%
Other Massachusetts Banks	3,749	2,748	1,001	36.4%	\$445,091	\$304,920	\$140,171	46.0%
Credit Card Lenders	13,687	7,129	6,558	92.0%	\$118,589	\$53,696	\$64,893	120.9%
All Other Bank Lenders	503	498	5	1.0%	\$78,198	\$57,559	\$20,639	35.9%
Totals - All Lenders	19,455	15,693	3,762	24.0%	\$762,434	\$623,503	\$138,931	22.3%
B. Overall Change in Market Share								
Big Boston Bank	7.8%	33.9%	-26.1%	-77.0%	15.8%	33.3%	-17.4%	-52.4%
Other Massachusetts Banks	19.3%	17.5%	1.8%	10.0%	58.4%	48.9%	9.5%	19.4%
Credit Card Lenders	70.4%	45.4%	24.9%	54.9%	15.6%	8.6%	6.9%	80.6%
All Other Bank Lenders	2.6%	3.2%	-0.6%	-18.5%	10.3%	9.2%	1.0%	11.1%
Totals - All Lenders	100.0%	100.0%	0.0%	0.0%	100.0%	100.0%	0.0%	0.0%
C. Change in Loans in LMI Tracts[^]								
Big Boston Bank	361	1,099	-738	-67.2%	\$28,662	\$43,172	-\$14,510	-33.6%
Other Massachusetts Banks	644	424	220	51.9%	\$78,184	\$52,309	\$25,875	49.5%
Credit Card Lenders	2,330	1,221	1,109	90.8%	\$19,449	\$8,900	\$10,549	118.5%
All Other Bank Lenders	109	96	13	13.5%	\$18,091	\$11,446	\$6,645	58.1%
Totals - All Lenders	3,444	2,840	604	21.3%	\$144,386	\$115,827	\$28,559	24.7%
D. Change in LMI Market Share								
Big Boston Bank	10.5%	38.7%	-28.2%	-72.9%	19.9%	37.3%	-17.4%	-46.7%
Other Massachusetts Banks	18.7%	14.9%	3.8%	25.2%	54.1%	45.2%	9.0%	19.9%
Credit Card Lenders	67.7%	43.0%	24.7%	57.4%	13.5%	7.7%	5.8%	75.3%
All Other Bank Lenders	3.2%	3.4%	-0.2%	-6.4%	12.5%	9.9%	2.6%	26.8%
Totals - All Lenders	100.0%	100.0%	0.0%	0.0%	100.0%	100.0%	0.0%	0.0%

[^] LMI (Low- or Moderate-Income) census tracts are those with median family income (MFI) less than 80% of the Boston MSA's MFI.
 NB: See "Notes on Data and Methods," at the end of this report, for detailed information on sources and definitions.

TABLE 13

**SELECTED DEMOGRAPHIC DATA#
15 LARGEST METRO AREAS*, 1999**

MSA Name (Number)	Total Population		Minority Population		HUD Median Family Income		Overall Number of Firms		Number of Very Small Firms	
	Number	Rank	Number	Rank	Income	Rank	Number	Rank	Number	Rank
Los Angeles-Long Beach CA (4480)	8,863,164	1	5,244,314	1	\$51,300	14	302,338	1	224,095	1
New York, NY (5600)	8,546,846	2	4,451,081	2	\$53,400	11	266,890	2	198,781	2
Chicago, IL (1600)	7,410,858	3	2,512,612	3	\$63,800	3	237,932	3	168,018	3
Philadelphia, PA-NJ (6160)	4,922,175	4	1,212,206	6	\$55,600	9	179,911	4	128,324	4
Detroit MI (2160)	4,266,654	5	1,095,991	7	\$60,500	6	168,882	5	122,003	5
Washington, DC-MD-VA-WV (8840)	4,223,485	6	1,500,930	4	\$78,900	1	157,315	6	109,042	6
Houston, TX (3360)	3,322,025	7	1,442,406	5	\$54,100	10	147,038	7	107,212	7
Boston, MA-NH (1120)	3,227,707	8	447,371	13	\$62,700	5	134,821	9	97,675	8
Atlanta, GA (0520)	2,959,950	9	858,509	11	\$59,900	7	134,879	8	96,127	9
Dallas, TX (1920)	2,676,248	10	867,259	9	\$58,200	8	131,493	10	94,828	10
Nassau-Suffolk, NY (5380)	2,609,212	11	414,615	14	\$73,300	2	110,244	11	86,506	11
Riverside-San Bernardino, CA (6780)	2,588,793	12	972,540	8	\$47,200	15	108,455	12	78,044	12
Minneapolis-St Paul, MN-WI (5120)	2,538,834	13	215,467	15	\$63,600	4	93,035	13	68,010	13
San Diego, CA (7320)	2,498,016	14	864,735	10	\$52,500	12	85,724	14	62,558	14
St Louis, MO-IL (7040)	2,492,525	15	478,383	12	\$52,000	13	81,507	15	57,962	15

Data for total population and minority population was obtained from the US Census Bureau and is based on 1990 census data. Data for median family income was obtained from the Department of Housing and Urban Development and is based on 1999 data. Data for the overall number of firms and the number of very small firms was obtained from Dun & Bradstreet and is based on 2001 data.

* The metropolitan areas listed here are the fifteen most populous metropolitan statistical areas in the country based on 1990 census data.

NB: See "Notes on Data and Methods," at the end of this report, for detailed information on sources and definitions.

TABLE 14

**TOTAL SMALL BUSINESS LOANS
15 LARGEST METRO AREAS*, 1999**

MSA Name (Number)	Total Number of Loans		Total Dollar Amount of Loans		Lending Rate (# of Loans)		Lending Rate (\$ of Loans)		Number of Loans in LMI Tracts^		Dollar Amount of Loans in LMI Tracts^	
	Number	Rank	Amount	Rank	Rate	Rank	Rate	Rank	Number	Rank	Amount	Rank
Los Angeles-Long Beach CA (4480)	125,384	1	\$5,770,947	2	41.5	3	\$1,909	7	31,210	1	\$1,869,825	1
New York, NY (5600)	114,826	2	\$5,398,098	3	43.0	1	\$2,023	4	21,243	2	\$1,060,712	2
Chicago, IL (1600)	80,227	3	\$6,478,056	1	33.7	7	\$2,723	1	10,738	4	\$859,780	3
Philadelphia, PA-NJ (6160)	47,321	7	\$2,881,927	4	26.3	13	\$1,602	11	5,301	12	\$323,700	11
Detroit MI (2160)	37,883	9	\$2,875,883	5	22.4	15	\$1,703	10	6,077	10	\$514,646	6
Washington, DC-MD-VA-WV (8840)	47,835	6	\$2,230,159	8	30.4	9	\$1,418	12	9,696	5	\$504,940	7
Houston, TX (3360)	52,261	4	\$2,566,469	7	35.5	6	\$1,745	9	13,814	3	\$761,813	4
Boston, MA-NH (1120)	36,949	11	\$1,704,720	11	27.4	12	\$1,264	13	7,138	9	\$355,390	10
Atlanta, GA (0520)	48,207	5	\$2,859,053	6	35.7	5	\$2,120	2	7,773	8	\$467,709	8
Dallas, TX (1920)	37,471	10	\$1,644,141	13	28.5	10	\$1,250	14	9,613	6	\$524,863	5
Nassau-Suffolk, NY (5380)	44,582	8	\$2,107,505	9	40.4	4	\$1,912	6	5,558	11	\$294,895	12
Riverside-San Bernardino, CA (6780)	27,366	14	\$1,196,999	15	25.2	14	\$1,104	15	4,845	13	\$257,509	13
Minneapolis-St Paul, MN-WI (5120)	29,107	13	\$1,845,209	10	31.3	8	\$1,983	5	3,652	14	\$238,683	14
San Diego, CA (7320)	36,349	12	\$1,612,117	14	42.4	2	\$1,881	8	8,049	7	\$450,973	9
St Louis, MO-IL (7040)	22,747	15	\$1,696,476	12	27.9	11	\$2,081	3	3,124	15	\$237,085	15

* The metropolitan areas listed here are the fifteen most populous metropolitan statistical areas in the country based on 1990 census data.

^ LMI (Low- or Moderate-Income) census tracts are those with median family income (MFI) less than 80% of the MSA's MFI.

NB: See "Notes on Data and Methods," at the end of this report, for detailed information on sources and definitions.

TABLE 15

**LOANS TO BUSINESSES WITH REVENUES LESS THAN \$1 MILLION
15 LARGEST METRO AREAS*, 1999**

MSA Name (Number)	Total Number of Loans		Total Dollar Amount of Loans		Lending Rate (# of Loans)		Lending Rate (\$ of Loans)		Number of Loans in LMI Tracts^		Dollar Amount of Loans in LMI Tracts^	
	Number	Rank	Amount	Rank	Rate	Rank	Rate	Rank	Number	Rank	Amount	Rank
Los Angeles-Long Beach CA (4480)	65,947	1	\$1,926,381	3	21.8	4	\$637	11	15,865	1	\$602,297	1
New York, NY (5600)	64,645	2	\$2,001,062	2	24.2	1	\$750	6	11,340	2	\$400,764	2
Chicago, IL (1600)	43,138	3	\$2,196,136	1	18.1	7	\$923	3	5,363	4	\$294,479	4
Philadelphia, PA-NJ (6160)	25,415	8	\$1,174,186	7	14.1	13	\$653	9	2,700	12	\$130,425	11
Detroit MI (2160)	21,457	9	\$1,337,280	5	12.7	14	\$792	5	3,126	11	\$196,494	8
Washington, DC-MD-VA-WV (8840)	26,332	7	\$936,214	8	16.7	8	\$595	12	5,305	5	\$209,773	6
Houston, TX (3360)	30,114	4	\$1,279,535	6	20.5	6	\$870	4	7,849	3	\$364,874	3
Boston, MA-NH (1120)	19,544	11	\$766,949	10	14.5	12	\$569	13	3,493	9	\$146,863	10
Atlanta, GA (0520)	29,973	5	\$1,481,848	4	22.2	3	\$1,099	1	5,014	7	\$251,274	5
Dallas, TX (1920)	21,141	10	\$713,078	12	16.1	11	\$542	14	5,297	6	\$201,377	7
Nassau-Suffolk, NY (5380)	26,454	6	\$794,206	9	24.0	2	\$720	7	3,217	10	\$104,212	12
Riverside-San Bernardino, CA (6780)	13,779	14	\$417,469	15	12.7	15	\$385	15	2,556	13	\$90,766	14
Minneapolis-St Paul, MN-WI (5120)	15,552	13	\$603,784	13	16.7	9	\$649	10	1,914	14	\$71,335	15
San Diego, CA (7320)	18,300	12	\$587,623	14	21.3	5	\$685	8	3,996	8	\$149,918	9
St Louis, MO-IL (7040)	13,127	15	\$761,739	11	16.1	10	\$935	2	1,711	15	\$101,210	13

* The metropolitan areas listed here are the fifteen most populous metropolitan statistical areas in the country based on 1990 census data.

^ LMI (Low- or Moderate-Income) census tracts are those with median family income (MFI) less than 80% of the MSA's MFI.

NB: See "Notes on Data and Methods," at the end of this report, for detailed information on sources and definitions.

TABLE 16

**SMALL BUSINESS LENDING BY NONBANK INTERMEDIARIES - CITY OF BOSTON
BY INCOME LEVEL OF CENSUS TRACTS, 1999**

Census Tract Income Level*	Direct Loans [^]				Referral Loans [#]			
	All Small Business Loans		Loans To Businesses With Revenues Less Than \$1 Million		All Small Business Loans		Loans To Businesses With Revenues Less Than \$1 Million	
	Number	Amount (000s)	Number	Amount (000s)	Number	Amount (000s)	Number	Amount (000s)
A. Numbers and Amounts								
Low	12	\$670	11	\$194	14	\$2,157	13	\$1,729
Moderate	23	\$720	19	\$47	24	\$3,356	19	\$2,067
Middle	3	\$171	2	\$26	4	\$337	3	\$207
Upper	1	\$150	3	\$0	0	\$0	0	\$0
Central Bus Area	3	\$77	0	\$77	2	\$356	2	\$356
Total	42	\$1,787	35	\$343	44	\$6,206	37	\$4,359
B. Percentage of Totals								
Low	28.6%	37.5%	31.4%	56.6%	31.8%	34.8%	35.1%	39.7%
Moderate	54.8%	40.3%	54.3%	13.6%	54.5%	54.1%	51.4%	47.4%
Middle	7.1%	9.5%	5.7%	7.4%	9.1%	5.4%	8.1%	4.7%
Upper	2.4%	8.4%	8.6%	0.0%	0.0%	0.0%	0.0%	0.0%
Central Bus Area	7.1%	4.3%	0.0%	22.3%	4.5%	5.7%	5.4%	8.2%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

* Each census tract is placed into only one of the five categories. Central Business Area tracts are all those in the Central and the Back Bay-Beacon Hill Planning Districts, as defined by the BRA, regardless of their income level. In fact, two are low-income, three each are moderate- and middle-income, and five are upper income. Low-income census tracts are those whose median family incomes (MFIs), according to the 1990 Census, were less than 50% of the MFI of the Boston Metropolitan Statistical Area (MSA). Moderate-income tracts are those with MFIs between 50% and 80% of the MSA's MFI. Middle-income tracts are those with MFIs between 80% and 120% of the MSA's MFI. Upper-income tracts are those with MFIs greater than 120% of the MSA's MFI.

[^] Direct loans are loans that are made by a nonbank intermediary to a small business.

[#] Referral loans are loans to small businesses that result from a referral by a nonbank intermediary.

NB: See "Notes on Data and Methods," at the end of this report, for detailed information on sources and definitions.

TABLE 17

**SMALL BUSINESS LENDING BY NONBANK INTERMEDIARIES - BOSTON MSA
BY INCOME LEVEL OF CENSUS TRACTS, 1999**

Census Tract Income Level	Direct Loans [^]				Referral Loans [#]			
	All Small Business Loans		Loans To Businesses With Revenues Less Than \$1 Million		All Small Business Loans		Loans To Businesses With Revenues Less Than \$1 Million	
	Number	Amount (000s)	Number	Amount (000s)	Number	Amount (000s)	Number	Amount (000s)
A. Numbers and Amounts								
Low	13	\$671	12	\$195	14	\$2,157	13	\$1,729
Moderate	25	\$761	20	\$52	24	\$3,356	19	\$2,067
Middle	8	\$254	7	\$109	8	\$1,085	7	\$955
Upper	3	\$159	2	\$9	3	\$339	3	\$339
Central Bus Area	3	\$77	3	\$77	2	\$356	2	\$356
Total	52	\$1,921	44	\$441	51	\$7,292	44	\$5,445
B. Percentage of Totals								
Low	25.0%	34.9%	27.3%	44.2%	27.5%	29.6%	29.5%	31.8%
Moderate	48.1%	39.6%	45.5%	11.7%	47.1%	46.0%	43.2%	38.0%
Middle	15.4%	13.2%	15.9%	24.7%	15.7%	14.9%	15.9%	17.5%
Upper	5.8%	8.3%	4.5%	2.0%	5.9%	4.6%	6.8%	6.2%
Central Bus Area	5.8%	4.0%	6.8%	17.3%	3.9%	4.9%	4.5%	6.5%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

* Each census tract is placed into only one of the five categories. Central Business Area tracts are all those in the Central and the Back Bay-Beacon Hill Planning Districts, as defined by the BRA, regardless of their income level. In fact, two are low-income, three each are moderate- and middle-income, and five are upper income. Low-income census tracts are those whose median family incomes (MFIs), according to the 1990 Census, were less than 50% of the MFI of the Boston Metropolitan Statistical Area (MSA). Moderate-income tracts are those with MFIs between 50% and 80% of the MSA's MFI. Middle-income tracts are those with MFIs between 80% and 120% of the MSA's MFI. Upper-income tracts are those with MFIs greater than 120% of the MSA's MFI.

[^] Direct loans are loans that are made by a nonbank intermediary to a small business.

[#] Referral loans are loans to small businesses that result from a referral by a nonbank intermediary.

NB: See "Notes on Data and Methods," at the end of this report, for detailed information on sources and definitions.

TABLE 18

**SMALL BUSINESS LENDING BY NONBANK INTERMEDIARIES - CITY OF BOSTON
BY RACIAL COMPOSITION OF CENSUS TRACTS, 1999**

Census Tract Income Level	Direct Loans [^]				Referral Loans [#]			
	All Small Business Loans		Loans To Businesses With Revenues Less Than \$1 Million		All Small Business Loans		Loans To Businesses With Revenues Less Than \$1 Million	
	Number	Amount (000s)	Number	Amount (000s)	Number	Amount (000s)	Number	Amount (000s)
A. Numbers and Amounts								
Minority	24	\$605	21	\$157	19	\$3,317	17	\$2,317
Mixed	12	\$933	9	\$82	18	\$2,111	14	\$1,394
White	3	\$172	2	\$27	5	\$422	4	\$292
Central Bus Area	3	\$77	3	\$77	2	\$356	2	\$356
Total	42	\$1,787	35	\$343	44	\$6,206	37	\$4,359
B. Percentage of Totals								
Minority	57.1%	33.9%	60.0%	45.8%	43.2%	53.4%	45.9%	53.1%
Mixed	28.6%	52.2%	25.7%	23.9%	40.9%	34.0%	37.8%	32.0%
White	7.1%	9.6%	5.7%	7.9%	11.4%	6.8%	10.8%	6.7%
Central Bus Area	7.1%	4.3%	8.6%	22.3%	4.5%	5.7%	5.4%	8.2%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

[^] Direct loans are loans that are made by a nonbank intermediary to a small business.

[#] Referral loans are loans to small businesses that result from a referral by a nonbank intermediary.

NB: See "Notes on Data and Methods," at the end of this report, for detailed information on sources and definitions.

TABLE 19

**SMALL BUSINESS LENDING BY NONBANK INTERMEDIARIES - BOSTON MSA
BY RACIAL COMPOSITION OF CENSUS TRACTS, 1999**

Census Tract Income Level	Direct Loans [^]				Referral Loans [#]			
	All Small Business Loans		Loans To Businesses With Revenues Less Than \$1 Million		All Small Business Loans		Loans To Businesses With Revenues Less Than \$1 Million	
	Number	Amount (000s)	Number	Amount (000s)	Number	Amount (000s)	Number	Amount (000s)
A. Numbers and Amounts								
Minority	24	\$605	21	\$157	19	\$3,317	17	\$2,317
Mixed	16	\$1,046	12	\$159	19	\$2,761	15	\$2,044
White	9	\$194	8	\$49	11	\$859	10	\$729
Central Bus Area	3	\$77	3	\$77	2	\$356	2	\$356
Total	52	\$1,921	44	\$441	51	\$7,292	44	\$5,445
B. Percentage of Totals								
Minority	46.2%	31.5%	47.7%	35.6%	37.3%	45.5%	38.6%	42.5%
Mixed	30.8%	54.5%	27.3%	36.1%	37.3%	37.9%	34.1%	37.5%
White	17.3%	10.1%	18.2%	11.0%	21.6%	11.8%	22.7%	13.4%
Central Bus Area	5.8%	4.0%	6.8%	17.3%	3.9%	4.9%	4.5%	6.5%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

[^] Direct loans are loans that are made by a nonbank intermediary to a small business.

[#] Referral loans are loans to small businesses that result from a referral by a nonbank intermediary.

NB: See "Notes on Data and Methods," at the end of this report, for detailed information on sources and definitions.

TABLE 20

**SMALL BUSINESS LENDING BY NONBANK INTERMEDIARIES - CITY OF BOSTON
BY NEIGHBORHOOD, 1999**

Census Tract Income Level	Direct Loans [^]				Referral Loans [#]			
	All Small Business Loans		Loans To Businesses With Revenues Less Than \$1 Million		All Small Business Loans		Loans To Businesses With Revenues Less Than \$1 Million	
	Number	Amount (000s)	Number	Amount (000s)	Number	Amount (000s)	Number	Amount (000s)
A. Numbers and Amounts								
Roxbury	16	\$774.0	13	\$23.0	6	\$933.0	4	\$305.0
Mattapan	3	\$2.0	3	\$2.0	2	\$437.5	2	\$437.5
South End	3	\$265.5	2	\$115.5	2	\$144.0	2	\$144.0
North Dorchester	2	\$248.5	1	\$0.5	5	\$1,189.0	2	\$900.0
South Dorchester	6	\$168.5	5	\$18.5	6	\$1,015.0	5	\$215.0
Jamaica Plain	3	\$18.0	3	\$18.0	13	\$813.3	13	\$813.3
East Boston	1	\$2.0	1	\$2.0	1	\$60.0	1	\$60.0
Fenway-Kenmore	2	\$61.0	2	\$61.0	1	\$805.0	1	\$805.0
Allston-Brighton	1	\$145.0	0	\$0.0	4	\$281.0	3	\$151.0
Hyde Park	1	\$0.5	1	\$0.5	0	\$0.0	0	\$0.0
Roslindale	1	\$25.0	1	\$25.0	0	\$0.0	0	\$0.0
South Boston	0	\$0.0	0	\$0.0	2	\$172.0	2	\$172.0
Charlestown	0	\$0.0	0	\$0.0	0	\$0.0	0	\$0.0
West Roxbury	0	\$0.0	0	\$0.0	0	\$0.0	0	\$0.0
Central	1	\$75.0	1	\$75.0	2	\$356.0	2	\$356.0
Back Bay-Beacon Hill	2	\$1.5	2	\$1.5	0	\$0.0	0	\$0.0
City of Boston	42	\$1,786.5	35	\$342.5	44	\$6,205.8	37	\$4,358.8
B. Percentage of Totals								
Roxbury	38.1%	43.3%	37.1%	6.7%	13.6%	15.0%	10.8%	7.0%
Mattapan	7.1%	0.1%	8.6%	0.6%	4.5%	7.0%	5.4%	10.0%
South End	7.1%	14.9%	5.7%	33.7%	4.5%	2.3%	5.4%	3.3%
North Dorchester	4.8%	13.9%	2.9%	0.1%	11.4%	19.2%	5.4%	20.6%
South Dorchester	14.3%	9.4%	14.3%	5.4%	13.6%	16.4%	13.5%	4.9%
Jamaica Plain	7.1%	1.0%	8.6%	5.3%	29.5%	13.1%	35.1%	18.7%
East Boston	2.4%	0.1%	2.9%	0.6%	2.3%	1.0%	2.7%	1.4%
Fenway-Kenmore	4.8%	3.4%	5.7%	17.8%	2.3%	13.0%	2.7%	18.5%
Allston-Brighton	2.4%	8.1%	0.0%	0.0%	9.1%	4.5%	8.1%	3.5%
Hyde Park	2.4%	0.0%	2.9%	0.1%	0.0%	0.0%	0.0%	0.0%
Roslindale	2.4%	1.4%	2.9%	7.3%	0.0%	0.0%	0.0%	0.0%
South Boston	0.0%	0.0%	0.0%	0.0%	4.5%	2.8%	5.4%	3.9%
Charlestown	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
West Roxbury	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Central	2.4%	4.2%	2.9%	21.9%	4.5%	5.7%	5.4%	8.2%
Back Bay-Beacon Hill	4.8%	0.1%	5.7%	0.4%	0.0%	0.0%	0.0%	0.0%
City of Boston	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

[^] Direct loans are loans that are made by a nonbank intermediary to a small business.

[#] Referral loans are loans to small businesses that result from a referral by a nonbank intermediary.

NB: See "Notes on Data and Methods," at the end of this report, for detailed information on sources and definitions.

Notes on Data and Methods

Introduction

This section provides more detailed information on data, sources, and methods of analysis than is provided in the text of this report; it repeats some, but not all, of the information that is in the text. It also brings together in one place all of the definitions of key terms used in this report (these are identified here by boldface type), thereby providing a **glossary**.

Lending Data

Each summer since 1997, the **Federal Financial Institutions Council (FFIEC)**, a coordinating group for federal regulators, releases data on small business lending during the preceding calendar year— they refer to the small business lending data as “CRA data.” This report is based on data for 1999, the most recent year for which data are available and the fourth year for which data were reported. The release of the 1999 data was marked by a press release and fact sheet dated August 11, 2000. The data are made available to the public in two basic forms: “Aggregate Reports” for each metropolitan area (MSA) and county and “Disclosure Reports” for each individual bank. These are available in hard copy from the FFIEC or from individual banks, collected for the entire country on a CD-ROM that the FFIEC sells for \$10, and available on FFIEC’s web site (www.ffiec.gov/cra). The CRA CD-ROM permits the user to download all of the aggregate, disclosure, and transmittal information for all lenders across the country onto the user’s computer hard drive or into database management system. Some of the main features of the data are discussed on pages 2-4 of this report; those interested in additional information should consult section .12 (“Definitions”) and section .42 (“Data collection, reporting, and disclosure”) of the “Interagency Q&A,” accessed from this same web page, for a comprehensive and authoritative presentation.

The data released by the FFIEC includes information on the number and dollars of loans of no more than \$100,000, between \$100,000 and \$250,00, and between \$250,000 and \$1 million. In addition, they include information on the number and dollars of total loans to firms with annual revenues of \$1 million or less. (In this report, firms with annual revenues of \$1 million or less are often referred to as **very small firms, or VSFs**.) This report presents data on total loans, on loans of \$100,000 or less, and of loans to VSFs, although it presents lending rates (see below) for only total loans and loans to VSFs. It should be noted that information is reported only for all loans in each loan size category and for all loans to VSFs; there is no information on, for example, how many of the loans of less than \$100,000 went to VSFs.

Some readers may have noticed that the numbers for total lending in the Boston MSA that are reported in Table 11 are bigger than the numbers reported in Table 2. This difference results from the fact that for a small percentage of loans, banks report information on the MSA of the borrower, but do not report information on the census tract of the borrower. These loans show up in Table 11, which is based on data reported at the MSA level, but not in Table 2, which is based on data reported at the census tract level.

The statement in the first full bullet on page 3 that “counties and MSAs are the smallest geographic areas for which data on lending by an individual bank are available” is not quite correct. The disclosure reports for individual banks include data on lending in sets of census tracts within each MSA (or county) grouped by income level. For example, lending to all tracts in an MSA (or county) where the median family income (MFI) is between 20% and 30% of the MFI of the MSA (or country). (This is the case even though banks report to their regulators on lending in each census tract.) These are the data that made it possible to produce the right half of Tables 9 – 12. However, sets of census tracts at the same income level do not generally constitute recognizable geographic areas, nor are they generally even contiguous.

The bullet beginning at the bottom of page 3 briefly summarizes two findings of "recent studies" in support of the conclusion that small business lending data cover only about half of all small business lending. The first of these studies was by the FFIEC, which reported that "reporting institutions [only "large" banks (those with assets of at least \$250 million) are required to report small lending data their regulators] account for about two-thirds of the small business loans...extended by all commercial banks and savings institutions" with the exact percentages for 1998 being 66.2% of loans and 65.8% of dollars. [FFIEC Press Release, July 29, 1999, page 1 and Table 1] The second study was done by Federal Reserve researchers, who found that 65.3% of all small business credit outstanding in 1993 was provided by commercial banks and savings institutions (collectively referred to as banks in this report), while finance companies provided 14.7%, individuals provided 6.8%, business and government provided 6.3%, and the remaining 6.8% was provided by brokerage, leasing, mortgage, and insurance companies. [Federal Reserve Bulletin, November 1996, pages 988-89; this study "exclud[ed] trade credit and credit card debt" (p. 984)]

The regulators' proposal to treat small business loan renewals as well as refinancings as loan originations, beginning with data collected in 2001 can be found in the *Federal Register* for April 28, 2000, at page 25110 (available on the FFIEC website at www.ffiec.gov/cra/qa).

Data on Numbers of Businesses

This report uses data from the Dun & Bradstreet (D&B) Corporation on the number and size of business firms in each census tract. This data set was purchased from PCi Services in a form designed to be used with their CRA Wiz™ software. D&B is the standard source of business data used in the analysis of small business lending data. D&B data provide a substantial amount of information about the businesses that are included (standard industrial classification category, number of employees, annual revenues), but not all data are reported for all businesses. This report uses only the data on total number of non-farm businesses in each census tract and on number of non-farm businesses with annual revenues of \$1 million or less. Because D&B does not have data on annual revenues for a substantial fraction of businesses, it would be incorrect to think that subtracting the number of very small firms from the number of total firms would give the number of firms with annual revenues greater than \$1 million. For example, in the city of Boston, there were more businesses for which D&B reported no information on size of revenues (19.4% of the total) than there were businesses for which D&B reported annual revenues greater than \$1 million (13.5%).

Lending Rates

Data on numbers of loans and dollars loaned are combined with data on number of businesses to calculate lending rates. All lending rates in this report are calculated as loans (or dollars) per 100 businesses. Lending rates for total loans (or dollars) are calculated per 100 total businesses. Lending rates for loans (or dollars) to VSFs are calculated per 100 VSFs. Thus there are four lending rates presented in the Tables 1-8: for total loans, total dollars, loans to VSFs, and dollars to VSFs. As explained on page i and page 5, only one of these rates – the number of dollars to VSFs, per 100 VSFs, is generally discussed in the text of this report and illustrated in the charts in the Executive Summary.

Lending *rates* are used in this report to facilitate comparisons between lending in areas with differing numbers of businesses. To further facilitate comparisons, the rates given in the top half of Tables 1-5 in loans (or dollars) are expressed in the bottom half of the same tables as percentages of the overall rate for the city or MSA.

Tables 9-12 do not report lending rates, because no comparisons are being made among different areas. All of the data for lenders in Tables 9-10 are for their total lending in Suffolk County and all of the data for lenders in Tables 11-12 are for their total lending in the Boston MSA. Thus if one lender, or one major type of lender, made twice as many loans as another in Suffolk County, its lending rate would also

be twice as high, and no additional information would be gained by presenting the rate as well as the numbers of loans (or dollars).

Population and Income

Data on population and income for each census tract are from the 1990 decennial U.S. census, the most recent source of reliable data at the census tract level. Data on population and income for sets of census tracts (see section below on geographic areas) were calculated from the individual tract data. Census data for the Boston MSA was purchased from PCi Services, which provides them in a form designed to be used with their CRA Wiz TM software.

When census tracts are grouped by income, the grouping is based on the standard categories used in analysis of mortgage lending and small business data. That is, the median family income (MFI) in each census tract is compared to the MFI for the MSA as a whole (which was \$48,688, according to the 1990 census). **Low-income** tracts are those with MFIs no greater than 50% of the MFI for the MSA; **moderate-income** tracts are those with MFIs between 50% and 80% of the MFI for the MSA; **middle-income** tracts are those with MFIs between 80% and 120% of the MFI for the MSA, and **upper-income** tracts are those with MFIs greater than 120% of the MFI for the MSA. Sometimes low- and moderate-income tracts are combined, and referred to as **LMI** tracts. There are a few census tracts (5 in Boston, and 18 in the MSA) for which no income data was reported in the 1990 census; these tracts – which generally had very low populations and very few, if any, businesses, and received very few, if any, loans – were omitted from the data presented in Tables 1-8.

When census tracts are grouped by race/ethnicity in this report, the grouping is based on percentage of minority residents, where minority is defined to include all categories except “white” and where “white” is understood as a shorthand for “white, non-Hispanic.” (Hispanic whites are counted in the minority category rather than in the white category.) Thus, the percentage of minority residents plus the percentage of white residents equals 100%. Tables 3 and 4 use three classifications: **minority census tracts** are those with at 75% or more minority residents, **white census tracts** are those with 75% or more white residents, and **mixed census tracts** are all those that are neither minority or white – i.e., where the percentages of both white and minority residents are between 25% and 75%.

Data on Bank Branches

Bank branch data was obtained from the annual Summary of Deposits data released by the Federal Deposit Insurance Corporation, and report on bank branches in operation as of June 30, 1999. For this purpose, as elsewhere in this report, “banks” should be interpreted as including savings banks, savings and loan associations, and cooperative banks, as well as commercial banks.

Geographic Areas

This report presents data on lending and businesses in a number of geographic areas: The **City of Boston** (Tables 1, 3, & 4), **neighborhoods within Boston** (Tables 5 & 6), the twelve “**Inner Ring**” cities and towns that share a boundary with Boston (Table 7), the fifteen “**Outer Ring**” cities and towns that share a boundary with an Inner Ring community (Table 8), **Suffolk County** (Tables 9 & 10), and the **Boston Metropolitan Statistical Area (MSA)** (Tables 2, 11, & 12).

The data for these areas were calculated from the data for each of the individual census tracts in the areas. This created a problem only for neighborhoods within Boston (Tables 5–6), because these were the only geographic areas whose boundaries did not coincide with census tract boundaries. Boston neighborhoods were based on the sixteen “**Planning Districts**” (PDs) defined by the Boston Redevelopment Authority (BRA), by using sets of census tracts that correspond as closely to the PDs as possible. A listing of census tracts for this purpose, originally created by the Center for Labor Market Studies at Northeastern University, was obtained from the BRA. Here is how census tracts were assigned to approximate Planning Districts:

Allston-Brighton:	0001.00 – 0008.02
BackBay/Beacon Hill:	0105.00 – 0108.00 & 0201.00 – 0202.00
Central:	0203.00, 0301.00 – 0305.00, & 0701.00 – 0702.00
Charlestown:	0401.00 – 0408.00
East Boston:	0501.00 – 0512.00
Fenway/Kenmore:	0101.01 – 0104.02
Hyde Park:	1401.01 – 1404.00
Jamaica Plain:	0808.00 – 0812.00, 1201.00 – 1202.00, & 1204.00 – 1207.00
Mattapan:	1001.00 – 1003.00 & 1009.00 – 1011.02
North Dorchester:	0907.00 – 0915.00
Roslindale:	1101.02 – 1105.02 & 1106.02
Roxbury:	0801.00 – 0803.00, 0807.00, 0813.00–0821.00, 0901.00–0906.00, 0924.00, 1101.00, 1101.01 & 1203.00
South Boston:	0601.00 – 0614.00
South Dorchester:	0916.00 – 0923.00 & 1004.00 – 1008.00
South End:	0703.00 – 0712.00 & 0804.00 – 0806.00
West Roxbury:	1106.01 & 1301.00 – 1304.02

Some members of MCBC's Economic Development maintain that Mattapan as understood by its residents is better represented by just four of the eight tracts listed above: 1010.01, 1010.02, 1011.01, & 1011.02. The following are the data for that set of four census tracts, which might be referred to as "**Mattapan Core.**" Loans: 54 total, of which 48 were of \$100 thousand or less, and 23 were to VSFs; thousands of dollars: 2,332 total, of which 493 was in loans of \$1000 or less, and 1,425 was in loans to VSFs; firms: 314, of which 250 were VSFs; total lending rates per 100 total firms: 17.2 loans and 743 thousand dollars; rates of lending to VSFs, per 100 VSFs: 9.2 loans and 570 thousand dollars.

In Tables 1-5, which cover the City of Boston and the Boston MSA, I have separated out data for 14 census tracts that make up the area referred to this report as Boston's **Central Business Area** (these are the tracts in the "Central" and "Back Bay/Beacon Hill" Planning Districts as defined by the Boston Redevelopment Authority). The distinctive nature of these fourteen tracts is shown by the fact that they are home to only 7.3% of the city's population, but contain 44.0% of its total businesses and received 48.7% of total small business loan dollars in the city. (Put somewhat differently, there were 297.0 firms for each 1,000 residents in the Central Business Area, ten times as many as the 29.7 firms per 1,000 residents in the rest of the city.)

Failure to separate out the tracts in the Central Business Area would greatly affect the lending rates calculated for low-income and minority census tracts. The most dramatic example of this is that businesses located in the Central Business Area's *two* low-income census tracts received 758 total loans (400 of which went to very small firms), while businesses located in the other *thirty-six* low-income tracts in the city received just 555 total loans (232 of which went to very small firms). Failure to separate out the Central Business Area would also have a great impact on the lending rates calculated for minority and mixed census tracts in the city.

Data for the tracts in the Central Business Area could not be separated out from Tables 9-12, because data for individual lenders (and, therefore, for groups of lenders) are not available at the census tract level. Thus, the data in these tables are for the entire county (Tables 9-10) or MSA (Tables 11-12).

Major Types of Lenders

The classification of loans into the four categories used in Tables 9-12 was based on the best judgment of the author, in consultation with the advisory committee from MCBC's Economic Development Committee. State Street Bank and Trust is certainly a big bank in terms of assets, but not in terms of its small business lending, and so it is not grouped with the Big Boston Banks. Credit Card Lenders are banks that specialize in lending via credit cards; banks were placed into this category on the basis of our knowledge of the banks themselves and on the basis of their average loan size.