

**Patterns of
Small Business Lending
in
Greater Boston
1998-2003**

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EXECUTIVE SUMMARY

This report represents the sixth 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, 2003, and provides comparisons to the 1998 to 2002 lending data that was analyzed in MCBC's previous reports on small business lending. The following represent some of the report's most important findings:

1998 - 2003 LENDING RATES

- In each of the past six years, low-to-moderate income minority neighborhoods in the city of Boston have reported lower rates of lending (measured in thousands of dollars per 100 small firms) than low-to-moderate income white neighborhoods (page 13).
- In five of the past six years, the lowest rates of lending to small firms in the city of Boston were in low income census tracts while the highest rates were generally in either middle or upper income census tracts (page 6).

2003 LENDING VOLUME

- The number of loans to small firms in the Boston MSA increased 38.5% to 37,816 from 2002 to 2003 and the dollar volume increased 25.4% to \$1.240 billion. The overall number of loans to all firms increased 12.5% to 114,169 in 2003 and the overall dollar volume increased 12.0% to \$3.315 billion (page 8).
- In the city of Boston, the number of loans to small firms increased 23.5% to 4,487 from 2002 to 2003 while the dollar volume declined 0.3% to \$149.9 million. The overall number of loans to all firms increased 4.0% to 13,789 in 2003 and the overall dollar volume declined 9.5% to \$428.7 million (page 6).
- The city of Boston had a lower overall lending rate in 2003 than the entire Boston MSA and the individual counties that comprise the Boston MSA. The city of Boston also had a lower lending rate in low and moderate income areas than the entire Boston MSA and the individual counties that comprise the Boston MSA with the exception of Norfolk County (page 23).

LENDERS

- Massachusetts banks accounted for roughly three out of four small business loan dollars in Essex, Middlesex, Norfolk, Plymouth, and Suffolk counties. The combined loan volume of Massachusetts banks totaled \$2.564 billion or 77.3% of all CRA-reported small business loan dollars in the Boston MSA (page 40).
- The top five Massachusetts banks alone accounted for 43.8% of all small business loan dollars in the Boston MSA in 2003 (page 41).
- Credit card lenders provided 69.1% of the number of small business loan in the Boston MSA in 2003 and 13.1% of small business loan dollars (page 41).

COMPARISON WITH OTHER METROPOLITAN AREAS

- Of the fifteen largest MSAs across the country, the Boston MSA ranked 9th in lending rates to small firms in 2003 and 10th in lending rates to all firms (page 60).

NONBANK INTERMEDIARIES

- Nonbank intermediaries serve as a valuable resource for small businesses, particularly those in lower-income areas and minority communities, by providing technical assistance and loans to new and existing businesses and by promoting access to more traditional sources of credit (page 62).
- The 19 organizations that responded to our survey provided technical assistance or direct loans to 1,163 firms and aspiring entrepreneurs. The respondent organizations made a combined total of 105 direct loans for \$971,150 to small businesses in Greater Boston in 2003. The respondent organizations also referred 16 small firms to traditional bank financing which resulted in an additional \$1.6 million in bank loans (page 62).

I. INTRODUCTION

This report represents the sixth 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, 2003, and provides comparisons to the 1998 to 2002 lending data that was analyzed in MCBC's previous reports on small business lending. The report is based on small business lending data collected under the federal Community Reinvestment Act (CRA), business demographic data prepared by 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 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 small business lending trends 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.

The analysis provided in this report relies heavily on the use lending rates which are expressed in terms of lending volume per 100 firms. Since lending rates utilize a combination of loan volume and the number of firms, they can be used to compare small business lending activity within a given geographic area or across different geographic areas regardless of population characteristics or other demographic factors. While loan volume can be dramatically affected by population changes and demographic shifts that occur over time (as may occur from one decennial census to the next), the use of lending rates tends to neutralize such effects. Lending rates therefore provide an ideal mechanism for performing geographic or demographic comparisons. This report utilizes four different measures of lending rates based on the following: (1) the total number of small business loans, which are defined as commercial loans of \$1 million or less, (2) the total dollar amount of small business loans, (3) the number of small business loans to firms with annual revenues of less than \$1 million, and (4) the dollar amount of small business loans to firms with annual revenues of less than \$1 million. For the purposes of the report's findings, discussion is generally limited to the fourth measure of lending rates for a couple of reasons. First, businesses with \$1 million or less in annual revenues (referred to in this report as small firms) are those of greatest concern to MCBC due to the fact that these firms generally have fewer options than larger firms when it comes to raising capital and are more likely to require assistance in obtaining credit. Second, the high volume of 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 geographic levels covered in this report include the city of Boston, the Boston Metropolitan Statistical Area (MSA), the counties that comprise the Boston MSA (Essex, Middlesex, Norfolk, Plymouth, and Suffolk) and the cities and towns that comprise the Boston MSA. The CRA small business lending database makes available *aggregate* lending data at the census tract level; however, readers are advised that the small business lending data of *individual* lenders is not available below the county level.

The heart of this report is the data presented in Tables 1 through 16 listed below. Most of these tables can be divided into 2 categories: those that provide updated information for the year ended December 31, 2003 (designated by the letter "A" beside the table number) and those that provide a time series of data from 2000 to 2003 (designated by the letter "B" beside the table number).

- census tracts in the city of Boston grouped by level of income (Tables 1A-B)
- census tracts in the Boston MSA grouped by level of income (Tables 2A-B)
- census tracts in the city of Boston grouped by percentage of minority residents (Tables 3A-B)
- census tracts in the city of Boston grouped by both income and race/ethnicity (Table 4A-B)

- Boston's traditional neighborhoods, as defined by the Boston Redevelopment Authority (Tables 5A-B and Table 6)
- 147 cities and towns that comprise the Massachusetts portion of the Boston MSA (Tables 7A-B and Table 8A)
- comparison of lending activity by income level in the Boston MSA and Essex, Middlesex, Norfolk, Plymouth, and Suffolk Counties and the city of Boston (Table 9A).
- individual lenders and major types of lenders for the Boston MSA and Essex, Middlesex, Norfolk, Plymouth, and Suffolk Counties (Tables 10A-B and 11A-B).
- 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 12 – 14)
- tables that summarizes the activity of nonbank intermediaries which participated in a survey undertaken by MCBC (Tables 15 – 16).

Readers should note that prior to the preparation of this report, the federal bank regulators revised the census tract income level classifications based on the 2000 census data and the recently revised 2004 MSA definitions. As a result, MCBC opted to utilize the revised 2004 income level classifications for calculations involving the 2003 CRA small business loan data to ensure that the report reflects the most current income level data available. For calculations involving CRA small business loan data for 1998 to 2002, this report uses median family income data from the 1990 US Census and the corresponding MSA definitions.

Section II, immediately below, presents the report's findings. Section III discusses the nature and limitations of the data used in this report. The report concludes with a glossary section. Readers may notice that certain sections of the study have been expanded since last year's study. These changes were implemented in an effort to increase the geographic coverage of the report. We welcome any comments and feedback that can help advance future editions of the study.

II. FINDINGS

This section summarizes some of the most significant findings that emerge from an examination of the 2003 small business loan data for Greater Boston. Readers are advised that the 2003 results that are discussed in this report, as well as the comparisons with the data from previous years, are impacted by changes in the reported number of firms, which is a critical component of the calculation of lending rates. For the city of Boston, the number of reported small firms decreased 11.7% from 2002 to 2003, while the number of reported small firms increased 3.7% for the entire Boston MSA. Given the significant nature of the number of firms data, readers should use caution when interpreting the findings presented here. Additional information on the business demographic data is provided in Section III.

It should be noted that the 2003 results that are discussed in this report, as well as the comparisons with the data from previous years, are also impacted by the implementation of the 2000 Census data, which the federal bank regulators directed banks to begin using effective with their 2003 small business loan data submissions. MCBC's previous reports on small business lending relied on 1990 Census data which was the most current data available at the time. A review of the 2000 income level data for the city of Boston reveals an overall increase in the number of residents living in low and moderate income census tracts while at the same time an overall decrease in the number of low and moderate income census tracts. A review of the 2000 minority population data indicates a substantial increase in Boston's total minority population to the point where white residents now represent less than 50% of the total population. Given the significant nature of the demographic changes from 1990 to 2000, readers should use caution when interpreting the findings presented here. Additional information on the census demographic data is provided in Section III.

Readers are also reminded that, for the sake of simplicity and clarity, the discussion that follows is generally limited to 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.

A. CITY OF BOSTON - LENDING RATES BY CENSUS TRACT INCOME LEVEL

2003 LENDING RATES

The 2003 small business lending data for the city of Boston show a **slightly positive relationship between lending rates and census tract income level**. The rate of lending to small firms in 2003, measured in loan dollars per 100 firms, was lowest in the low income tracts but highest in moderate income tracts. The rate of lending was \$344,000 in low income tracts, \$665,000 in moderate income tracts, \$632,000 in middle income tracts and \$356,000 in upper income tracts. As a result, **the lending rate in the city of Boston's low income tracts declined to 54.4% of the city's overall rate in 2003 (compared to 55.2% in 2002) while the rate in moderate income tracts increased to 105.0% of the overall rate (compared to 98.6% in 2002)**. The lending rate in middle income tracts declined to 99.9% of the city's overall rate (compared to 106.7% in 2002) and the lending rate in upper income tracts declined to 56.2% of the overall rate (compared to 95.4% in 2002).

Table 1A
Small Business Lending in City of Boston
By Census Tract Income Level, 2003

Census Tract Income Level (No. of Tracts)	Total Loans	Loans Less Than 100K	Loans to Small Firms	Lending Rate Per 100 Total Firms	Percent Of Overall Lending Rate	Lending Rate Per 100 Small Firms	Percent Of Overall Lending Rate
. Number of Loans							
Low (32)	1,171	1,117	351	26.8	77.7%	13.4	71.0%
Moderate (65)	4,039	3,852	1,351	38.7	112.0%	20.3	107.4%
Middle (38)	3,255	3,084	1,019	41.1	119.0%	20.5	108.0%
Upper (7)	757	731	252	35.4	102.7%	19.6	103.3%
Not Available (1)	0	0	0	NA	NA	NA	NA
Central Bus Area (14)	4,567	4,242	1,514	30.3	87.8%	18.6	97.9%
Total (157)	13,789	13,026	4,487	34.5	100.0%	18.9	100.0%
B. Dollar Amount of Loans (000s)							
Low (32)	\$27,618	\$11,965	\$8,984	\$632	58.9%	\$344	54.4%
Moderate (65)	\$104,174	\$32,962	\$44,137	\$997	92.9%	\$665	105.0%
Middle (38)	\$96,431	\$32,947	\$31,484	\$1,216	113.4%	\$632	99.9%
Upper (7)	\$17,332	\$8,210	\$4,581	\$811	75.6%	\$356	56.2%
Not Available (1)	\$0	\$0	\$0	NA	NA	NA	NA
Central Bus Area (14)	\$183,182	\$57,304	\$60,670	\$1,215	113.2%	\$743	117.5%
Total (157)	\$428,737	\$143,388	\$149,856	\$1,073	100.0%	\$633	100.0%

LENDING RATES IN PREVIOUS YEARS

An analysis of the 2003 and 2002 data for the city of Boston shows that the number of loans to small firms increased 23.5% from 3,632 in 2002 to 4,487 in 2003 while the dollar volume declined 0.3% from \$150.3 million to \$149.9 million. The overall number of loans to all firms increased 4.0% from 13,263 in 2002 to 13,789 in 2003 and the overall dollar volume declined 9.5% from \$473.8 million to \$428.7 million. **Despite the decline in loan volume, overall lending rates increased markedly in 2003 in the city of Boston due to a large decline in the reported number of small.** The lending rate to small firms, measured in loan dollars per 100 firms, increased 12.9% from \$561,000 in 2002 to \$633,000 in 2003. The increase in the overall lending rate to small firms in the city of Boston can be attributed to an 11.7% decline in the reported number of small firms, which more than offset the 0.3% decline in loan dollar volume. The reported number of small firms decreased more in low and moderate income census tracts from 2002 to 2003 than in higher income census tracts, primarily due to the decrease in the number of low and moderate income census tracts. The number of small firms decreased 12.3% in low income tracts and 15.1% in moderate income tracts. At the same time, the number of small firms increased 17.4% in middle income tracts and 1.6% in upper income tracts.

The data for the city of Boston also show that **changes in lending rates from 2002 to 2003 fluctuated widely across census tract income level categories.** Lending rates in low income tracts increased 11.2% from 2002 to 2003, while lending rates in moderate income tracts increased 20.3%. The lending rates in middle income tracts increased 5.7% from 2002 to 2003 while the rate in upper income tracts decreased 33.4%.

An analysis of the small business loan data for the city of Boston from 1998 to 2003 reveals a stronger positive relationship between lending and income level than is revealed by the analysis of the 2003 data alone. **The lowest rates of lending to small firms were in low income census tracts in five of the past six years while middle and upper income census tracts had the highest lending rates in four of the past six years.** For the sake of simplicity and clarity, only the data for 2000 to 2003 are shown in the chart and table that follow.

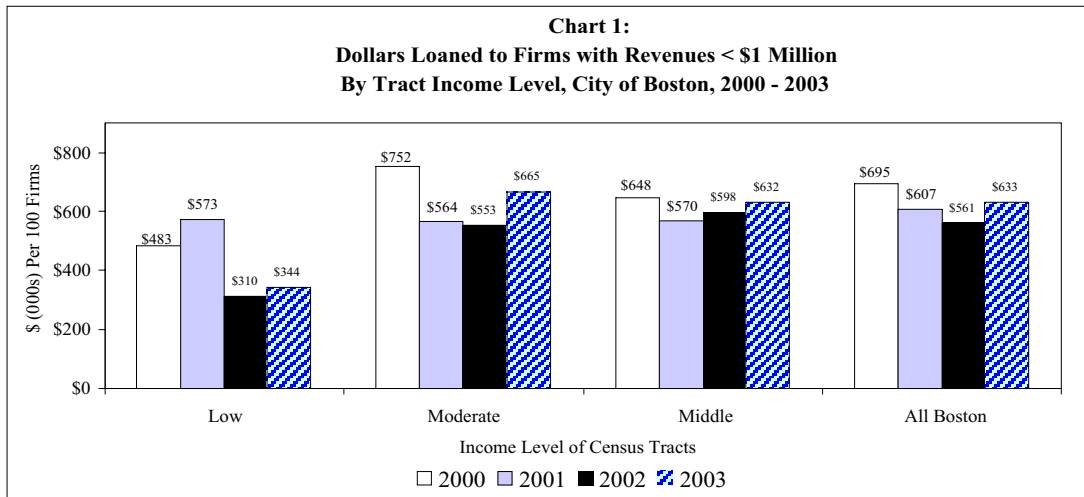


Table 1B
Small Business Lending in City of Boston
By Census Tract Income Level, 2000 – 2003

Census Tract Income Level	Total Small Business Loans				Small Business Loans to Small Firms			
	2000	2001	2002	2003	2000	2001	2002	2003
A. Number of Loans								
Low	899	1,316	1,306	1,171	284	411	312	351
Moderate	3,006	3,698	4,296	4,039	1,076	1,404	1,102	1,351
Middle	1,658	2,012	2,362	3,255	586	770	680	1,019
Upper	460	699	733	757	170	227	177	252
Not Available	0	0	0	0	0	0	0	0
Central Business Area	3,177	4,256	4,566	4,567	1,173	1,717	1,361	1,514
Total	9,200	11,981	13,263	13,789	3,289	4,529	3,632	4,487
B. Lending Rates - Number of Loans Per 100 Firms								
Low	31.0	42.7	30.1	26.8	14.9	16.5	10.5	13.4
Moderate	39.9	42.2	38.1	38.7	20.3	21.1	14.1	20.3
Middle	45.1	47.9	38.9	41.1	21.4	21.6	16.0	20.5
Upper	32.4	49.9	38.1	35.4	18.4	20.4	14.0	19.6
Not Available	NA	NA	NA	NA	NA	NA	NA	NA
Central Business Area	26.1	35.5	30.2	30.3	15.2	18.2	13.0	18.6
Total	33.2	41.8	34.3	34.5	17.7	19.5	13.5	18.9
C. Dollar Amount of Loans (000s)								
Low	\$27,361	\$54,017	\$39,810	\$27,618	\$9,233	\$14,284	\$9,212	\$8,984
Moderate	\$81,574	\$108,593	\$132,691	\$104,174	\$39,832	\$37,459	\$43,225	\$44,137
Middle	\$34,844	\$62,144	\$61,622	\$96,431	\$17,718	\$20,334	\$25,366	\$31,484
Upper	\$13,443	\$24,171	\$25,398	\$17,332	\$6,120	\$7,899	\$6,775	\$4,581
Not Available	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Central Business Area	\$183,881	\$279,620	\$214,317	\$183,182	\$56,271	\$61,128	\$65,697	\$60,670
Total	\$341,103	\$528,545	\$473,838	\$428,737	\$129,174	\$141,104	\$150,275	\$149,856
D. Lending Rates - Dollar Amount of Loans Per 100 Firms (000s)								
Low	\$943	\$1,753	\$917	\$632	\$483	\$573	\$310	\$344
Moderate	\$1,084	\$1,356	\$1,178	\$997	\$752	\$564	\$553	\$665
Middle	\$949	\$1,479	\$1,015	\$1,216	\$648	\$570	\$598	\$632
Upper	\$946	\$1,724	\$1,321	\$811	\$663	\$708	\$535	\$356
Not Available	NA	NA	NA	NA	NA	NA	NA	NA
Central Business Area	\$1,508	\$2,330	\$1,418	\$1,215	\$729	\$649	\$626	\$743
Total	\$1,231	\$1,842	\$1,224	\$1,073	\$695	\$607	\$561	\$633

B. BOSTON MSA – LENDING RATES BY CENSUS TRACT INCOME LEVEL

2003 LENDING RATES

The 2003 small business loan data for the Boston MSA, which includes the cities and towns of Essex, Middlesex, Norfolk, Plymouth, and Suffolk Counties show **no discernable relationship between lending rates and income level**. The rate of lending to small firms in the MSA, measured in loan dollars per 100 firms, was lowest in upper income tracts and highest in middle income areas. The rate of lending was \$770,000 in low income tracts, \$790,000 in moderate income tracts, \$801,000 in middle income tracts and \$751,000 in upper income tracts. As a result, **the lending rate in the MSA's low income tracts increased to 97.9% of the MSA's overall rate in 2003 (compared to 90.2% in 2002) and the rate in moderate income tracts declined to 100.5% of the overall rate (compared to 102.8% in 2002)**. The lending rate in middle income tracts increased to 101.9% of the MSA's overall rate (compared to 94.5% in 2002) and the lending rate in upper income tracts declined to 95.5% of the overall rate (compared to 103.1% in 2002).

Table 2A
Small Business Lending in the Boston MSA
By Census Tract Income Level, 2003

Census Tract Income Level (No. of Tracts)	Total Loans	Loans Less Than 100K	Loans to Small Firms	Lending Rate Per 100 Total Firms	Percent Of Overall Lending Rate	Lending Rate Per 100 Small Firms	Percent Of Overall Lending Rate
. Number of Loans							
Low (67)	3,755	3,490	1,233	33.3	72.4%	18.1	75.4%
Moderate (192)	18,463	17,602	5,657	48.2	104.8%	22.8	95.0%
Middle (368)	50,300	47,503	16,534	46.2	100.6%	23.9	99.8%
Upper (198)	33,552	31,989	11,789	44.8	97.5%	24.2	100.8%
Not Available (2)	3,532	3,503	1,089	NA	NA	NA	NA
Central Bus Area (14)	4,567	4,242	1,514	30.3	65.9%	18.6	77.4%
Total (841)	114,169	108,329	37,816	46.0	100.0%	24.0	100.0%
B. Dollar Amount of Loans (000s)							
Low (67)	\$127,327	\$39,747	\$52,515	\$1,129	84.6%	\$770	97.9%
Moderate (192)	\$480,420	\$176,517	\$196,330	\$1,253	93.9%	\$790	100.5%
Middle (368)	\$1,567,222	\$500,579	\$553,733	\$1,441	108.0%	\$801	101.9%
Upper (198)	\$925,239	\$350,274	\$366,257	\$1,235	92.6%	\$751	95.5%
Not Available (2)	\$31,523	\$22,425	\$10,386	NA	NA	NA	NA
Central Bus Area (14)	\$183,182	\$57,304	\$60,670	\$1,215	91.0%	\$743	94.6%
Total (841)	\$3,314,913	\$1,146,846	\$1,239,891	\$1,335	100.0%	\$786	100.0%

LENDING RATES IN PREVIOUS YEARS

An analysis of the 2003 and 2002 data for the Boston MSA shows that the number of loans to small firms in the Boston MSA increased 38.5% from 27,305 in 2002 to 37,816 in 2003 and the dollar volume increased 25.4% from \$988.8 million to \$1.240 billion. The overall number of loans to all firms increased 12.5% from 101,527 in 2002 to 114,169 in 2003 and the overall dollar volume increased 12.0% from \$2.960 to \$3.315 billion. **As a result of the substantial increase in loan volume, overall lending rates increased markedly in 2003 in the Boston MSA**. The overall lending rate to small firms, measured in loan dollars per 100 firms, increased 37.5% from \$572,000 in 2002 to \$786,000 in 2003. The increase in the lending rate can be attributed to the large increase in the dollar volume of loans from 2002 to 2003 which more than offset a 3.7% increase in the reported number of small firms.

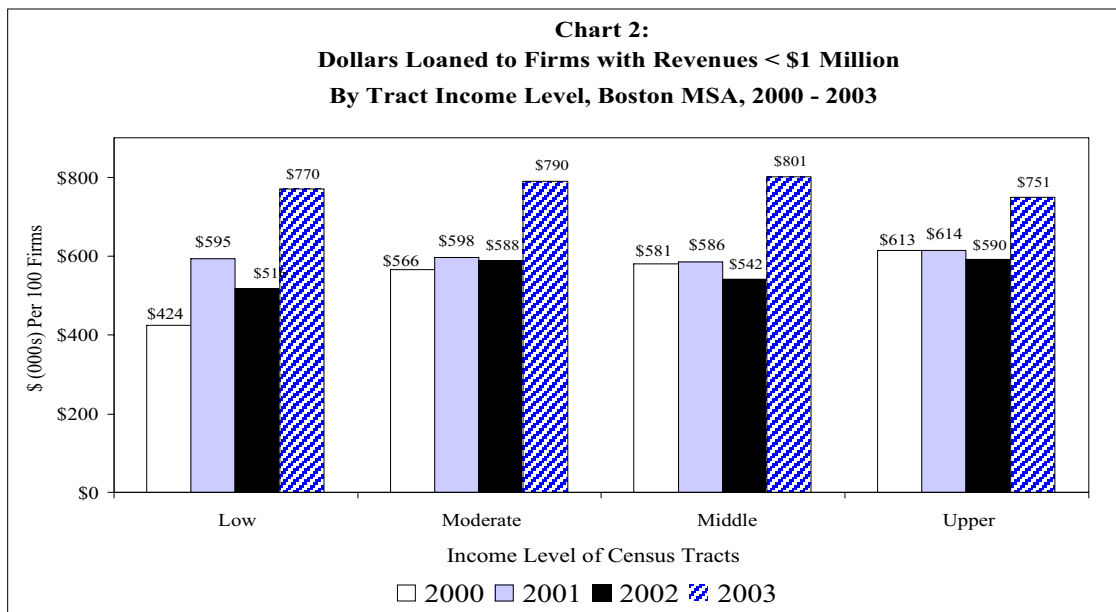
The data for the Boston MSA, like the data for the city of Boston, also show that **changes in lending rates from 2002 to 2003 fluctuated widely across income level categories**. Lending rates in low income tracts increased 39.2% from 2002 to 2003, while lending rates in moderate income tracts

increased 42.8%. The lending rates in middle income tracts increased 20.6% from 2002 to 2003 while the rate in upper income tracts increased 32.0%.

An analysis of the small business loan data for the Boston MSA from 1998 to 2003 also reveals a stronger positive relationship between lending rates and income level than is revealed by the analysis of the 2003 data alone. **The lowest rates of lending to small firms were in low income census tracts in four of the past six years while middle and upper income census tracts had the highest lending rates in five of the past six years.** For the sake of simplicity and clarity, only the data for 2000 to 2003 are shown in the chart and table that follow.

Table 2B
Small Business Lending in the Boston MSA
By Census Tract Income Level, 2000 – 2003

Census Tract Income Level	Total Small Business Loans				Small Business Loans to Small Firms			
	2000	2001	2002	2003	2000	2001	2002	2003
A. Number of Loans								
Low	2,216	3,279	3,405	3,755	767	1,156	873	1,233
Moderate	8,998	11,204	13,240	18,463	3,183	4,130	3,292	5,657
Middle	34,416	41,465	49,775	50,300	12,526	15,099	13,161	16,534
Upper	18,703	22,374	26,151	33,552	6,880	8,388	7,615	11,789
Not Available	2,368	3,459	4,390	3,532	1,039	1,917	1,003	1,089
Central Business Area	3,177	4,256	4,566	4,567	1,173	1,717	1,361	1,514
Total	69,878	86,037	101,527	114,169	25,568	32,407	27,305	37,816
B. Lending Rates - Number of Loans Per 100 Firms								
Low	28.4	42.0	33.1	33.3	12.1	18.3	11.9	18.1
Moderate	36.8	45.9	40.8	48.2	15.5	20.2	14.1	22.8
Middle	39.3	47.3	42.9	46.2	17.0	20.5	15.5	23.9
Upper	38.9	46.6	39.0	44.8	17.0	20.7	16.2	24.2
Not Available	NA	NA	NA	NA	NA	NA	NA	NA
Central Business Area	26.5	35.5	30.2	30.3	12.4	18.2	13.0	18.6
Total	38.8	47.8	42.1	46.0	17.0	21.5	15.8	24.0
C. Dollar Amount of Loans (000s)								
Low	\$68,975	\$119,453	\$109,976	\$127,327	\$26,796	\$37,612	\$37,736	\$52,515
Moderate	\$253,340	\$348,714	\$388,601	\$480,420	\$115,800	\$122,460	\$137,438	\$196,330
Middle	\$923,653	\$1,295,320	\$1,433,931	\$1,567,222	\$428,674	\$432,405	\$458,996	\$553,733
Upper	\$529,212	\$707,848	\$759,216	\$925,239	\$247,948	\$248,546	\$277,543	\$366,257
Not Available	\$22,824	\$61,699	\$54,069	\$31,523	\$9,731	\$13,466	\$11,424	\$10,386
Central Business Area	\$183,881	\$279,620	\$214,317	\$183,182	\$56,271	\$61,128	\$65,697	\$60,670
Total	\$1,981,885	\$2,812,654	\$2,960,110	\$3,314,913	\$885,220	\$915,617	\$988,834	\$1,239,891
D. Lending Rates - Dollar Amount of Loans Per 100 Firms (000s)								
Low	\$883	\$1,529	\$1,069	\$1,129	\$424	\$595	\$516	\$770
Moderate	\$1,037	\$1,428	\$1,197	\$1,253	\$566	\$598	\$588	\$790
Middle	\$1,054	\$1,478	\$1,237	\$1,441	\$581	\$586	\$542	\$801
Upper	\$1,102	\$1,474	\$1,131	\$1,235	\$613	\$614	\$590	\$751
Not Available	NA	NA	NA	NA	NA	NA	NA	NA
Central Business Area	\$1,532	\$2,330	\$1,418	\$1,215	\$597	\$649	\$626	\$743
Total	\$1,101	\$1,563	\$1,228	\$1,335	\$588	\$609	\$572	\$786



C. CITY OF BOSTON - LENDING RATES BY MINORITY POPULATION

2003 LENDING RATES

The 2003 small business loan data for the city of Boston show a **moderately positive relationship between lending rates and a neighborhood's racial composition**. The rate of lending to small firms, measured in loan dollars per 100 firms, was lowest in predominantly minority neighborhoods and highest in mixed-race areas. The rate of lending per 100 firms was \$413,000 in predominantly minority neighborhoods, \$631,000 in mixed-race neighborhoods, and \$591,000 in predominantly white neighborhoods. However, **the lending rate in Boston's minority census tracts increased to 65.2% of the city's overall rate (compared to 52.3% in 2002) while the rate in mixed tracts decreased to 99.7% of the city's overall rate (compared to 103.8% in 2002)**. The lending rate in Boston's white census tracts declined to 93.3% of the city's overall rate in 2003 (compared to 97.2% in 2002).

Table 3A
Small Business Lending in City of Boston
By Racial Composition of Census Tracts, 2003

Census Tract Racial Composition (No. of Tracts)	Total Loans	Loans Less Than 100K	Loans to Small Firms	Loans Per 100 Total Firms	Percent Of Overall Lending Rate	Loans Per 100 Small Firms	Percent Of Overall Lending Rate
A. Number of Loans							
Minority (44)	1,510	1,451	453	30.2	87.6%	14.2	74.9%
Mixed (68)	4,845	4,601	1,603	37.8	109.5%	20.1	106.2%
White (31)	2,867	2,731	917	40.6	117.6%	21.0	111.0%
Cent Bus Area (14)	4,567	4,242	1,514	30.3	87.8%	18.6	97.9%
Total (157)	13,789	13,025	4,487	34.5	100.0%	18.9	100.0%
B. Dollar Amount of Loans (000s)							
Minority (44)	\$31,201	\$13,107	\$13,166	\$625	58.2%	\$413	65.2%
Mixed (68)	\$135,831	\$44,462	\$50,267	\$1,059	98.7%	\$631	99.7%
White (31)	\$78,523	\$28,515	\$25,753	\$1,112	103.6%	\$591	93.3%
Cent Bus Area (14)	\$183,182	\$57,304	\$60,670	\$1,215	113.2%	\$743	117.5%
Total (157)	\$428,737	\$143,388	\$149,856	\$1,073	100.0%	\$633	100.0%

LENDING RATES IN PREVIOUS YEARS

The data for the city of Boston also show that **lending rates in minority neighborhoods increased significantly from 2002 to 2003**. The lending rate in predominantly minority neighborhoods increased 40.9% from \$293,000 in 2002 to \$413,000 in 2002. At the same time, lending rates in mixed-race neighborhoods and white neighborhoods each increased 8.4% in 2003. By way of comparison, the lending rate for the entire city of Boston increased 12.9%.

The data for the city of Boston from 1998 to 2003 also reveal a stronger positive relationship between lending rates and racial composition than is revealed by the analysis of the 2003 data alone. However, readers are urged to use caution when interpreting the data in the table below given the high correlation between minority population and income level: high minority areas are usually also low income areas. Bearing that in mind, **the lowest rates of lending to small firms in the city of Boston were in predominantly minority neighborhoods in five of the past six years while the highest lending rates were in either predominantly white neighborhoods or mixed-race neighborhoods**. For the sake of simplicity and clarity, only the data for 2000 to 2003 are shown in the chart and table that follow.

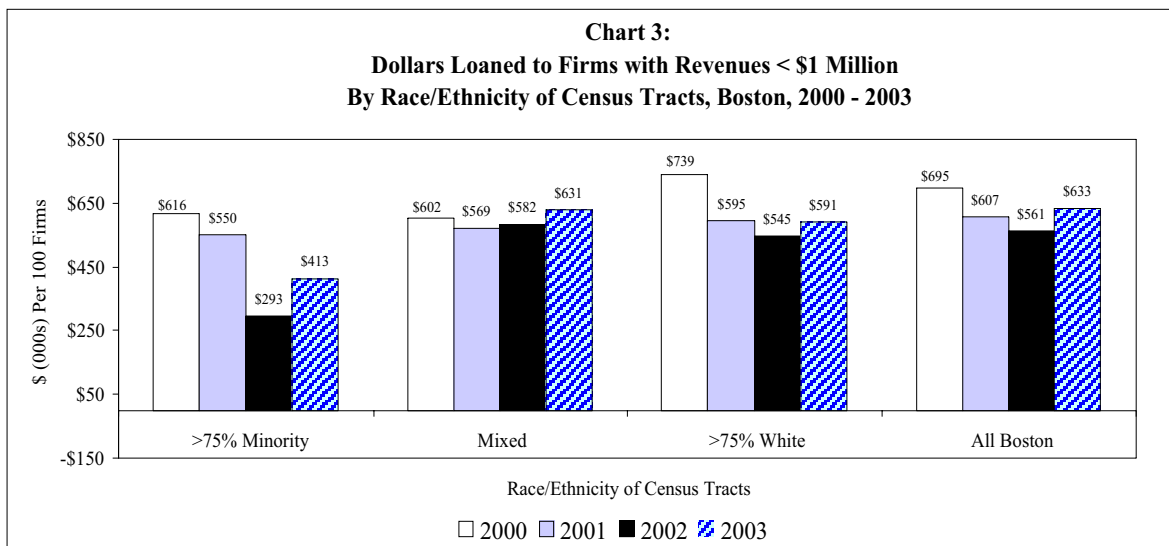


Table 3B
Small Business Lending in City of Boston
By Racial Composition of Census Tracts, 2000 – 2003

Census Tract Racial Composition	Total Small Business Loans				Small Business Loans to Small Firms			
	2000	2001	2002	2003	2000	2001	2002	2003
A. Number of Loans								
Minority	788	1,168	1,249	1,510	271	373	283	453
Mixed	2,058	2,518	2,889	4,845	768	994	789	1,603
White	3,177	4,039	4,559	2,867	1,077	1,445	1,199	917
Cent Bus Area	3,177	4,256	4,566	4,567	1,173	1,717	1,361	1,514
Total	9,200	11,981	13,263	13,789	3,289	4,529	3,632	4,487
B. Lending Rates - Number of Loans Per 100 Firms								
Minority	35.5	45.4	33.3	30.2	16.2	16.9	11.0	14.2
Mixed	36.0	42.8	34.1	37.8	19.7	20.5	13.4	20.1
White	41.9	49.1	40.1	40.6	20.3	21.3	15.3	21.0
Cent Bus Area	26.1	35.5	30.2	30.3	15.2	18.2	13.0	18.6
Total	33.2	41.8	34.3	34.5	17.7	19.5	13.5	18.9
C. Dollar Amount of Loans (000s)								
Minority	\$22,156	\$28,348	\$25,444	\$31,201	\$10,304	\$12,102	\$7,515	\$13,166
Mixed	\$47,580	\$80,054	\$91,222	\$135,831	\$23,457	\$27,626	\$34,362	\$50,267
White	\$87,486	\$140,523	\$142,855	\$78,523	\$39,142	\$40,248	\$42,701	\$25,753
Cent Bus Area	\$183,881	\$279,620	\$214,317	\$183,182	\$56,271	\$61,128	\$65,697	\$60,670
Total	\$341,103	\$528,545	\$473,838	\$428,737	\$129,174	\$141,104	\$150,275	\$149,856
D. Lending Rates - Dollar Amount of Loans Per 100 Firms (000s)								
Minority	\$999	\$1,101	\$679	\$625	\$616	\$550	\$293	\$413
Mixed	\$831	\$1,361	\$1,077	\$1,059	\$602	\$569	\$582	\$631
White	\$1,154	\$1,707	\$1,256	\$1,112	\$739	\$595	\$545	\$591
Cent Bus Area	\$1,508	\$2,330	\$1,418	\$1,215	\$729	\$649	\$626	\$743
Total	\$1,231	\$1,842	\$1,224	\$1,073	\$695	\$607	\$561	\$633

A comparable analysis for the Boston MSA was not undertaken because there are few census tracts outside the city of Boston with a substantial percentage of minority residents. In fact, of the 541 census tracts within the MSA but outside of the city of Boston, only one is a minority tract and only 31 are mixed.

D. LENDING RATES BY BOTH CENSUS TRACT INCOME LEVEL AND MINORITY POPULATION

An effort was made to measure whether income or race 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/ethnicity 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.

Since Boston has no high-minority areas and few mixed-race areas that are classified as upper income or middle income under the 2000 Census, in order to conduct our analysis it became necessary to combine low and moderate income tracts together as one group and to combine middle and upper income tracts together as another group. **Readers are urged to use caution when interpreting the findings discussed here, given the strong correlation between Boston neighborhoods with high minority populations and low income levels.**

2003 LENDING RATES

A review of the 2003 data alone suggests that race may be a more important factor than income level in determining lending rates. **The lowest lending rates were in low-to-moderate minority neighborhoods while the highest lending rates were in low-to-moderate white neighborhoods.**

Table 4A
Small Business Lending in City of Boston
By Race and Census Tract Income Level, 2003

Census Tract Racial Composition and Income Level (No. of Tracts)	Total Loans	Loans Less Than 100K	Loans to Small Firms	Loans Per 100 Total Firms	Percent Of Overall Lending Rate	Loans Per 100 Small Firms	Percent Of Overall Lending Rate
. Number of Loans							
Minority & Low-Mod (44)	1,510	1,452	453	30.2	87.6%	14.2	74.9%
Mixed & Low-Mod (49)	3,457	3,285	1,169	37.4	108.2%	20.5	108.1%
Mixed & Mid-Upper (18)	1,388	1,316	434	38.9	112.7%	19.2	101.4%
White & Low-Mod (4)	243	232	80	42.9	124.4%	22.7	119.6%
White & Mid-Upper (27)	2,624	2,499	837	40.4	117.1%	20.9	110.2%
Not Available (1)	0	0	0	NA	NA	NA	NA
Central Bus Area (14)	4,567	4,242	1,514	30.3	87.8%	18.6	97.9%
Total (157)	13,789	13,026	4,487	34.5	100.0%	18.9	100.0%
B. Dollar Amount of Loans (000s)							
Minority & Low-Mod (44)	\$31,201	\$13,107	\$13,166	\$625	58.2%	\$413	65.2%
Mixed & Low-Mod (49)	\$94,520	\$29,998	\$36,611	\$1,021	95.2%	\$641	101.3%
Mixed & Mid-Upper (18)	\$41,311	\$14,464	\$13,656	\$1,158	107.9%	\$605	95.5%
White & Low-Mod (4)	\$6,071	\$1,822	\$3,344	\$1,073	100.0%	\$947	149.7%
White & Mid-Upper (27)	\$72,452	\$26,693	\$22,409	\$1,116	103.9%	\$559	88.3%
Not Available (1)	\$0	\$0	\$0	NA	NA	NA	NA
Central Business Area (14)	\$183,182	\$57,304	\$60,670	\$1,215	113.2%	\$743	117.5%
Total (157)	\$428,737	\$143,388	\$149,856	\$1,073	100.0%	\$633	100.0%

LENDING RATES IN PREVIOUS YEARS

The data from 2002 to 2003 show that **lending rates in low-to-moderate income white neighborhoods increased more than twice as much as those in low-to-moderate income minority neighborhoods.** The lending rate in low-to-moderate income white neighborhoods increased 95.5% from 2002 to 2003 while the lending rate in low-to-moderate minority neighborhoods increased 40.9% and the rate in low-to-moderate mixed-race areas increased 9.2%.

An analysis of the data for the past six years appears to confirm that race may be a more important factor than income level in determining lending rates. **Low-to-moderate income minority neighborhoods reported lower lending rates than low-to-moderate income white neighborhoods in each of the past six years, and the lowest rates of lending to small firms in the city of Boston were in low-to-moderate income minority neighborhoods in three of the past six years.** For the sake of simplicity and clarity, only the data for 2000 to 2003 are shown in the chart and table that follow.

Table 4B
Small Business Lending in City of Boston
By Race and Census Tract Income Level, 2000 – 2003

Census Tract Racial Composition and Income Level	Total Small Business Loans				Small Business Loans to Small Firms			
	2000	2001	2002	2003	2000	2001	2002	2003
A. Number of Loans								
Minority & Low-Mod	788	1,168	1,249	1,510	271	373	283	453
Mixed & Low-Mod	1,741	2,108	2,396	3,457	647	834	650	1,169
Mixed & Mid-Upper	317	410	493	1,388	121	160	139	434
White & Low-Mod	1,376	1,738	1,957	243	442	608	481	80
White & Mid-Upper	1,801	2,301	2,602	2,624	635	837	718	837
Not Available	0	0	0	0	0	0	0	0
Central Business Area	3,177	4,256	4,566	4,567	1,173	1,717	1,361	1,514
Total	9,200	11,981	13,263	13,789	3,289	4,529	3,632	4,487
B. Lending Rates - Number of Loans Per 100 Firms								
Minority & Low-Mod	35.5	45.4	33.3	30.2	16.2	16.9	11.0	14.2
Mixed & Low-Mod	37.1	43.5	34.3	37.4	20.2	20.8	13.3	20.5
Mixed & Mid-Upper	30.6	39.4	33.2	38.9	17.5	19.0	13.9	19.2
White & Low-Mod	39.1	47.4	40.2	42.9	19.0	20.8	14.5	22.7
White & Mid-Upper	44.4	50.4	40.0	40.4	21.4	21.8	15.9	20.9
Not Available	NA	NA	NA	NA	NA	NA	NA	NA
Central Business Area	26.1	35.5	30.2	30.3	15.2	18.2	13.0	18.6
Total	33.2	41.8	34.3	34.5	17.7	19.5	13.5	18.9
C. Dollar Amount of Loans (000s)								
Minority & Low-Mod	\$22,156	\$28,348	\$25,444	\$31,201	\$10,304	\$12,102	\$7,515	\$13,166
Mixed & Low-Mod	\$40,371	\$61,869	\$72,669	\$94,520	\$20,276	\$20,535	\$28,799	\$36,611
Mixed & Mid-Upper	\$7,209	\$18,185	\$18,553	\$41,311	\$3,181	\$7,091	\$5,563	\$13,656
White & Low-Mod	\$46,408	\$72,393	\$74,388	\$6,071	\$18,485	\$19,106	\$16,123	\$3,344
White & Mid-Upper	\$41,078	\$68,130	\$68,467	\$72,452	\$20,657	\$21,142	\$26,578	\$22,409
Not Available	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Central Business Area	\$183,881	\$279,620	\$214,317	\$183,182	\$56,271	\$61,128	\$65,697	\$60,670
Total	\$341,103	\$528,545	\$473,838	\$428,737	\$129,174	\$141,104	\$150,275	\$149,856
D. Lending Rates - Dollar Amount of Loans Per 100 Firms (000s)								
Minority & Low-Mod	\$999	\$1,101	\$679	\$625	\$616	\$550	\$293	\$413
Mixed & Low-Mod	\$861	\$1,277	\$1,040	\$1,021	\$633	\$512	\$587	\$641
Mixed & Mid-Upper	\$697	\$1,747	\$1,251	\$1,158	\$460	\$841	\$556	\$605
White & Low-Mod	\$1,317	\$1,973	\$1,528	\$1,073	\$794	\$652	\$484	\$947
White & Mid-Upper	\$1,012	\$1,493	\$1,052	\$1,116	\$696	\$551	\$590	\$559
Not Available	NA	NA	NA	NA	NA	NA	NA	NA
Central Business Area	\$1,508	\$2,330	\$1,418	\$1,215	\$729	\$649	\$626	\$743
Total	\$1,231	\$1,842	\$1,224	\$1,073	\$695	\$607	\$561	\$633

E. SMALL BUSINESS LENDING 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. Boston's Harbor Islands, which consist of a single census tract, are not considered a neighborhood but are included in the tables that follow to complete the analysis of the city of Boston. There were no firms reported in the Harbor Islands and no small business loans were made during the years covered by this report.

As has been the case in previous years, the 2003 small business loan data show **wide variation among the lending rates in Boston's neighborhoods**. The rate of lending to small firms, measured in loan dollars per 100 firms, ranged from a low of \$299,000 in Mattapan (compared to \$304,000 in 2002) to a high of \$844,000 in Back Bay-Beacon Hill (compared to \$684,000 in 2002). The 2003 small business lending data for Boston's neighborhoods is presented in Table 5A on the next page.

Lending rates to small firms have fluctuated widely across Boston's neighborhoods over the past several years, and only Mattapan and North Dorchester had the lowest lending rate more than once. At the same time, **the lending rates in Mattapan and North Dorchester have ranked in the bottom half of all of the neighborhoods that make up the city of Boston during each of the past six years, and the lending rates in Hyde Park, Roslindale, and Roxbury have ranked in the bottom half during five of the past six years**. This report does not attempt to explain any apparent relationships between neighborhood lending rates and neighborhood demographics due to the fact that many of the neighborhoods have a relatively small number of census tracts (nine of the sixteen neighborhoods have fewer than ten census tracts). The neighborhood-specific lending data that is presented in this report are intended to provide information to those readers who may be interested in better understanding what is happening in individual communities. For the sake of simplicity and clarity, only the data for 2000 to 2003 are shown in Table 5B on pages 17 - 18.

Readers may wish to refer to the maps on the pages following Table 6 for a visual frame of reference to small business lending in Boston's neighborhoods and the surrounding cities and towns.

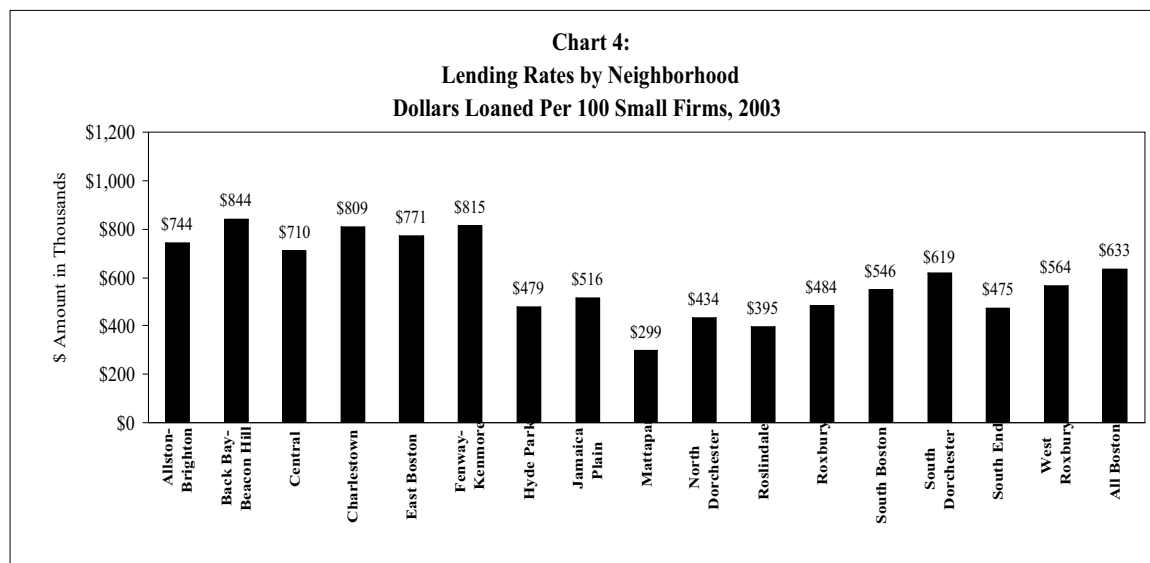


Table 5A
Small Business Lending in City of Boston
By Neighborhood, 2003

Neighborhood	Low & Moderate Families as a % of Total Families	Total Loans	Loans Less Than 100K	Loans to Small Firms	Loans Per 100 Total Firms	Percent Of Overall Lending Rate For City	Loans Per 100 Small Firms	Percent Of Overall Lending Rate For City
A. Number of Loans								
Allston-Brighton	45.5%	1,299	1,236	460	40.6	117.7%	23.1	122.0%
Back Bay-Beacon Hill	11.0%	1,253	1,161	420	34.9	101.1%	20.9	110.4%
Central	39.4%	3,314	3,081	1,094	28.9	83.6%	17.8	93.8%
Charlestown	37.8%	400	376	123	41.3	119.6%	22.2	117.4%
East Boston	56.5%	530	502	178	37.2	107.8%	20.7	109.5%
Fenway-Kenmore	49.8%	478	448	164	29.8	86.5%	18.0	95.0%
Harbor Islands	NA	0	0	0	NA	NA	NA	NA
Hyde Park	37.3%	523	496	158	43.0	124.7%	18.9	99.9%
Jamaica Plain	48.1%	719	694	258	35.8	103.6%	19.9	104.9%
Mattapan	53.7%	293	287	87	28.9	83.7%	12.8	67.6%
North Dorchester	56.0%	394	380	114	41.9	121.4%	19.9	104.8%
Roslindale	34.1%	464	455	143	40.3	116.7%	17.9	94.4%
Roxbury	65.0%	665	636	201	33.0	95.5%	15.8	83.3%
South Boston	44.2%	1,084	1,011	315	39.7	115.0%	20.3	107.3%
South Dorchester	49.5%	829	789	250	37.1	107.5%	16.4	86.3%
South End	56.0%	1,033	974	338	33.6	97.4%	18.2	96.3%
West Roxbury	26.6%	511	500	184	39.4	114.1%	22.5	118.9%
City of Boston	46.8%	13,789	13,026	4,487	34.5	100.0%	18.9	100.0%
B. Dollar Amount of Loans (000s)								
Allston-Brighton	45.5%	\$35,329	\$11,893	\$14,805	\$1,105	102.9%	\$744	117.6%
Back Bay-Beacon Hill	11.0%	\$51,421	\$14,823	\$16,948	\$1,432	133.4%	\$844	133.4%
Central	39.4%	\$131,761	\$42,481	\$43,722	\$1,147	106.9%	\$710	112.3%
Charlestown	37.8%	\$14,425	\$4,138	\$4,473	\$1,489	138.7%	\$809	127.8%
East Boston	56.5%	\$14,114	\$3,989	\$6,618	\$990	92.3%	\$771	121.9%
Fenway-Kenmore	49.8%	\$15,074	\$4,535	\$7,424	\$941	87.7%	\$815	128.8%
Harbor Islands	NA	\$0	\$0	\$0	NA	NA	NA	NA
Hyde Park	37.3%	\$14,381	\$4,447	\$4,003	\$1,184	110.3%	\$479	75.8%
Jamaica Plain	48.1%	\$13,264	\$6,334	\$6,694	\$660	61.5%	\$516	81.5%
Mattapan	53.7%	\$4,173	\$2,282	\$2,029	\$412	38.3%	\$299	47.2%
North Dorchester	56.0%	\$8,334	\$3,168	\$2,490	\$887	82.6%	\$434	68.5%
Roslindale	34.1%	\$9,093	\$3,742	\$3,160	\$789	73.6%	\$395	62.5%
Roxbury	65.0%	\$16,416	\$6,473	\$6,165	\$814	75.8%	\$484	76.5%
South Boston	44.2%	\$39,119	\$12,595	\$8,455	\$1,433	133.5%	\$546	86.2%
South Dorchester	49.5%	\$21,965	\$6,354	\$9,465	\$983	91.6%	\$619	97.8%
South End	56.0%	\$31,575	\$11,454	\$8,798	\$1,028	95.8%	\$475	75.0%
West Roxbury	26.6%	\$8,293	\$4,680	\$4,607	\$639	59.5%	\$564	89.1%
City of Boston	46.8%	\$428,737	\$143,388	\$149,856	\$1,073	100.0%	\$633	100.0%

Table 5B
Changes in Small Business Lending in City of Boston
By Neighborhood, 2000 – 2003

Neighborhood	Total Small Business Loans				Small Business Loans to Small Firms			
	2000	2001	2002	2003	2000	2001	2002	2003
A. Number of Loans								
Allston-Brighton	877	1,051	1,217	1,299	348	463	347	460
Back Bay-Beacon Hill	879	1,057	1,477	1,253	321	465	391	420
Central	2,298	3,199	3,089	3,314	852	1,252	970	1,094
Charlestown	269	434	413	400	85	99	92	123
East Boston	374	440	478	530	131	165	105	178
Fenway-Kenmore	351	457	439	478	130	164	138	164
Harbor Islands	0	0	0	0	0	0	0	0
Hyde Park	328	388	486	523	104	110	127	158
Jamaica Plain	478	548	614	719	206	240	188	258
Mattapan	191	239	304	293	74	68	76	87
North Dorchester	208	277	317	394	58	96	63	114
Roslindale	330	387	435	464	120	165	129	143
Roxbury	399	584	676	665	125	206	133	201
South Boston	717	949	1,018	1,084	211	323	259	315
South Dorchester	493	627	831	829	178	223	183	250
South End	653	914	966	1,033	226	342	289	338
West Roxbury	355	430	503	511	120	148	142	184
City of Boston	9,200	11,981	13,263	13,789	3,289	4,529	3,632	4,487
B. Lending Rates - Number of Loans Per 100 Firms								
Allston-Brighton	44.0	48.0	39.6	40.6	25.1	25.4	16.5	23.1
Back Bay-Beacon Hill	31.0	37.6	42.1	34.9	17.7	20.3	15.6	20.9
Central	24.6	34.8	26.6	28.9	14.4	17.5	12.1	17.8
Charlestown	38.2	63.8	44.4	41.3	18.6	18.0	14.7	22.2
East Boston	35.6	40.8	32.6	37.2	17.8	17.9	9.7	20.7
Fenway-Kenmore	31.9	39.8	28.0	29.8	18.6	17.4	12.8	18.0
Harbor Islands	NA	NA	NA	NA	NA	NA	NA	NA
Hyde Park	45.3	49.0	42.9	43.0	19.1	15.9	15.5	18.9
Jamaica Plain	38.6	41.9	31.6	35.8	22.9	21.8	13.8	19.9
Mattapan	33.0	37.1	31.9	28.9	15.5	11.9	11.4	12.8
North Dorchester	36.6	48.5	37.3	41.9	15.6	20.4	10.7	19.9
Roslindale	51.6	52.3	37.7	40.3	23.3	25.5	15.8	17.9
Roxbury	33.0	42.8	34.3	33.0	15.2	18.2	10.0	15.8
South Boston	36.8	46.7	41.8	39.7	16.8	21.3	16.0	20.3
South Dorchester	41.6	44.3	40.3	37.1	19.5	18.0	12.5	16.4
South End	35.8	48.9	34.4	33.6	18.2	22.7	15.0	18.2
West Roxbury	46.8	50.2	40.2	39.4	22.1	20.8	17.0	22.5
City of Boston	33.2	41.8	34.3	34.5	17.7	19.5	13.5	18.9

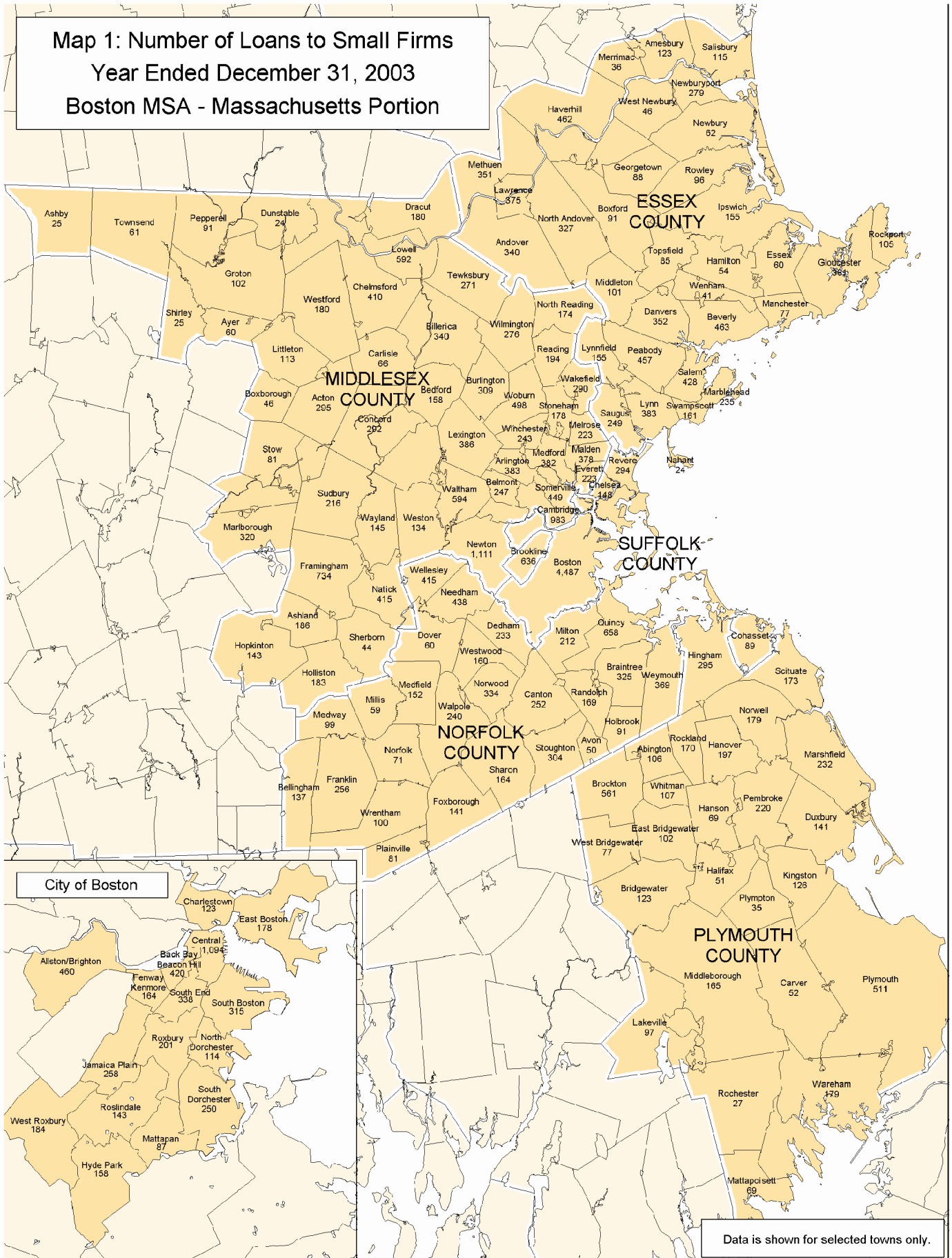
Table 5B (Continued)
Changes in Small Business Lending in City of Boston
By Neighborhood, 2000 - 2003

Neighborhood	Total Small Business Loans				Small Business Loans to Small Firms			
	2000	2001	2002	2003	2000	2001	2002	2003
C. Dollar Amount of Loans (000s)								
Allston-Brighton	\$21,346	\$33,864	\$31,769	\$35,329	\$9,837	\$15,868	\$10,426	\$14,805
Back Bay-Beacon Hill	\$39,119	\$52,667	\$56,594	\$51,421	\$15,285	\$19,858	\$17,162	\$16,948
Central	\$144,762	\$226,953	\$157,723	\$131,761	\$40,986	\$41,270	\$48,535	\$43,722
Charlestown	\$12,158	\$12,656	\$13,070	\$14,425	\$3,995	\$2,680	\$4,818	\$4,473
East Boston	\$5,828	\$12,382	\$12,051	\$14,114	\$3,566	\$5,127	\$4,034	\$6,618
Fenway-Kenmore	\$9,783	\$11,193	\$17,530	\$15,074	\$3,927	\$4,479	\$5,739	\$7,424
Harbor Islands	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Hyde Park	\$2,733	\$9,398	\$14,677	\$14,381	\$901	\$3,274	\$6,770	\$4,003
Jamaica Plain	\$9,855	\$13,102	\$12,052	\$13,264	\$6,802	\$6,481	\$6,220	\$6,694
Mattapan	\$3,199	\$3,824	\$5,268	\$4,173	\$2,469	\$1,455	\$2,027	\$2,029
North Dorchester	\$7,044	\$6,269	\$10,561	\$8,334	\$2,295	\$1,902	\$1,734	\$2,490
Roslindale	\$5,932	\$6,750	\$10,679	\$9,093	\$2,460	\$2,881	\$4,918	\$3,160
Roxbury	\$12,136	\$24,471	\$19,530	\$16,416	\$3,857	\$7,026	\$3,965	\$6,165
South Boston	\$28,998	\$59,923	\$47,377	\$39,119	\$11,045	\$9,588	\$8,243	\$8,455
South Dorchester	\$13,997	\$14,279	\$23,124	\$21,965	\$8,757	\$6,760	\$10,199	\$9,465
South End	\$19,371	\$30,835	\$33,036	\$31,575	\$10,301	\$9,821	\$11,171	\$8,798
West Roxbury	\$4,842	\$9,979	\$8,797	\$8,293	\$2,691	\$2,634	\$4,314	\$4,607
City of Boston	\$341,103	\$528,545	\$473,838	\$428,737	\$129,174	\$141,104	\$150,275	\$149,856
D. Lending Rates - Dollar Amount of Loans Per 100 Firms (000s)								
Allston-Brighton	\$1,070	\$1,548	\$1,032	\$1,105	\$711	\$871	\$497	\$744
Back Bay-Beacon Hill	\$1,381	\$1,876	\$1,612	\$1,432	\$842	\$867	\$684	\$844
Central	\$1,547	\$2,468	\$1,359	\$1,147	\$695	\$578	\$608	\$710
Charlestown	\$1,725	\$1,861	\$1,404	\$1,489	\$874	\$487	\$772	\$809
East Boston	\$555	\$1,149	\$821	\$990	\$485	\$557	\$373	\$771
Fenway-Kenmore	\$890	\$974	\$1,119	\$941	\$563	\$474	\$531	\$815
Harbor Islands	NA	NA	NA	NA	NA	NA	NA	NA
Hyde Park	\$377	\$1,187	\$1,297	\$1,184	\$165	\$472	\$829	\$479
Jamaica Plain	\$795	\$1,001	\$620	\$660	\$756	\$589	\$457	\$516
Mattapan	\$553	\$594	\$553	\$412	\$518	\$255	\$304	\$299
North Dorchester	\$1,240	\$1,098	\$1,242	\$887	\$617	\$405	\$295	\$434
Roslindale	\$927	\$912	\$926	\$789	\$477	\$445	\$603	\$395
Roxbury	\$1,005	\$1,794	\$992	\$814	\$468	\$620	\$298	\$484
South Boston	\$1,488	\$2,948	\$1,946	\$1,433	\$881	\$634	\$509	\$546
South Dorchester	\$1,180	\$1,008	\$1,121	\$983	\$957	\$545	\$695	\$619
South End	\$1,063	\$1,648	\$1,177	\$1,028	\$829	\$651	\$582	\$475
West Roxbury	\$639	\$1,164	\$703	\$639	\$495	\$371	\$516	\$564
City of Boston	\$1,231	\$1,842	\$1,224	\$1,073	\$695	\$607	\$561	\$633

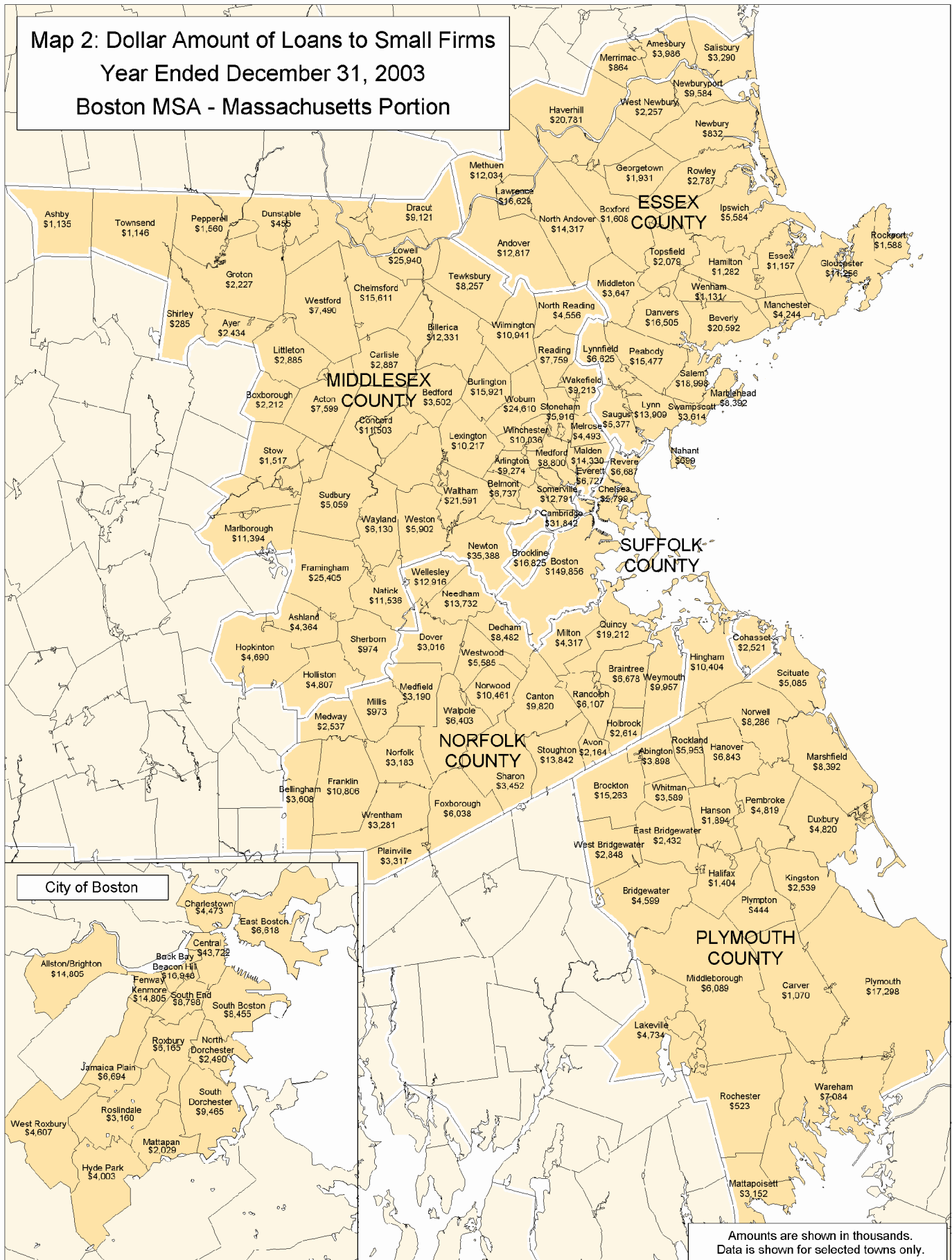
Table 6
Demographic Data – City of Boston
By Neighborhood

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 6/30/03	Bank Branches Per 10,000 People	Total Firms Per 1,000 People	Small Firms Per 1,000 People
Allston-Brighton	\$45,198	71.80%	69,648	13.8%	4.5%	9.1%	31.3%	68.7%	17	2.4	45.9	28.6
Back Bay-Beacon Hill	\$133,867	212.66%	24,473	5.8%	3.2%	3.9%	14.7%	85.3%	15	6.1	146.7	82.0
Central	\$64,703	102.79%	25,359	19.9%	3.9%	3.8%	29.4%	70.6%	54	21.3	452.9	242.7
Charlestown	\$57,344	91.10%	15,195	5.0%	3.5%	11.6%	21.4%	78.6%	3	2.0	63.8	36.4
East Boston	\$37,037	58.84%	38,413	4.0%	3.1%	39.0%	50.3%	49.7%	8	2.1	37.1	22.3
Fenway-Kenmore	\$44,235	70.27%	35,704	13.2%	6.8%	8.5%	31.8%	68.2%	9	2.5	44.9	25.5
Harbor Islands	NA	NA	640	0.8%	38.1%	18.8%	59.4%	40.6%	0	0.0	0.0	0.0
Hyde Park	\$51,484	81.79%	34,420	1.6%	39.2%	13.5%	58.0%	42.0%	5	1.5	35.3	24.3
Jamaica Plain	\$48,107	76.42%	38,124	7.5%	15.4%	22.0%	48.5%	51.5%	13	3.4	52.7	34.0
Mattapan	\$38,344	60.91%	35,728	1.2%	78.5%	9.9%	94.9%	5.1%	4	1.1	28.4	19.0
North Dorchester	\$36,200	57.51%	28,668	13.1%	24.0%	14.8%	65.1%	34.9%	4	1.4	32.8	20.0
Roslindale	\$56,108	89.13%	32,402	3.9%	14.8%	19.8%	42.5%	57.5%	4	1.2	35.6	24.7
Roxbury	\$30,190	47.96%	56,369	0.6%	61.9%	24.7%	94.6%	5.4%	6	1.1	35.8	22.6
South Boston	\$48,182	76.54%	29,938	3.9%	2.5%	7.5%	15.4%	84.6%	12	4.0	91.2	51.7
South Dorchester	\$42,597	67.67%	62,269	9.6%	41.8%	10.3%	70.2%	29.8%	12	1.9	35.9	24.6
South End	\$43,440	69.01%	33,038	11.2%	25.8%	17.7%	58.0%	42.0%	4	1.2	93.0	56.1
West Roxbury	\$66,177	105.13%	28,753	3.8%	6.0%	4.6%	16.4%	83.6%	7	2.4	45.1	28.4
City of Boston	\$48,146	76.48%	589,141	7.5%	23.8%	14.4%	50.5%	49.5%	177	3.0	67.8	40.2

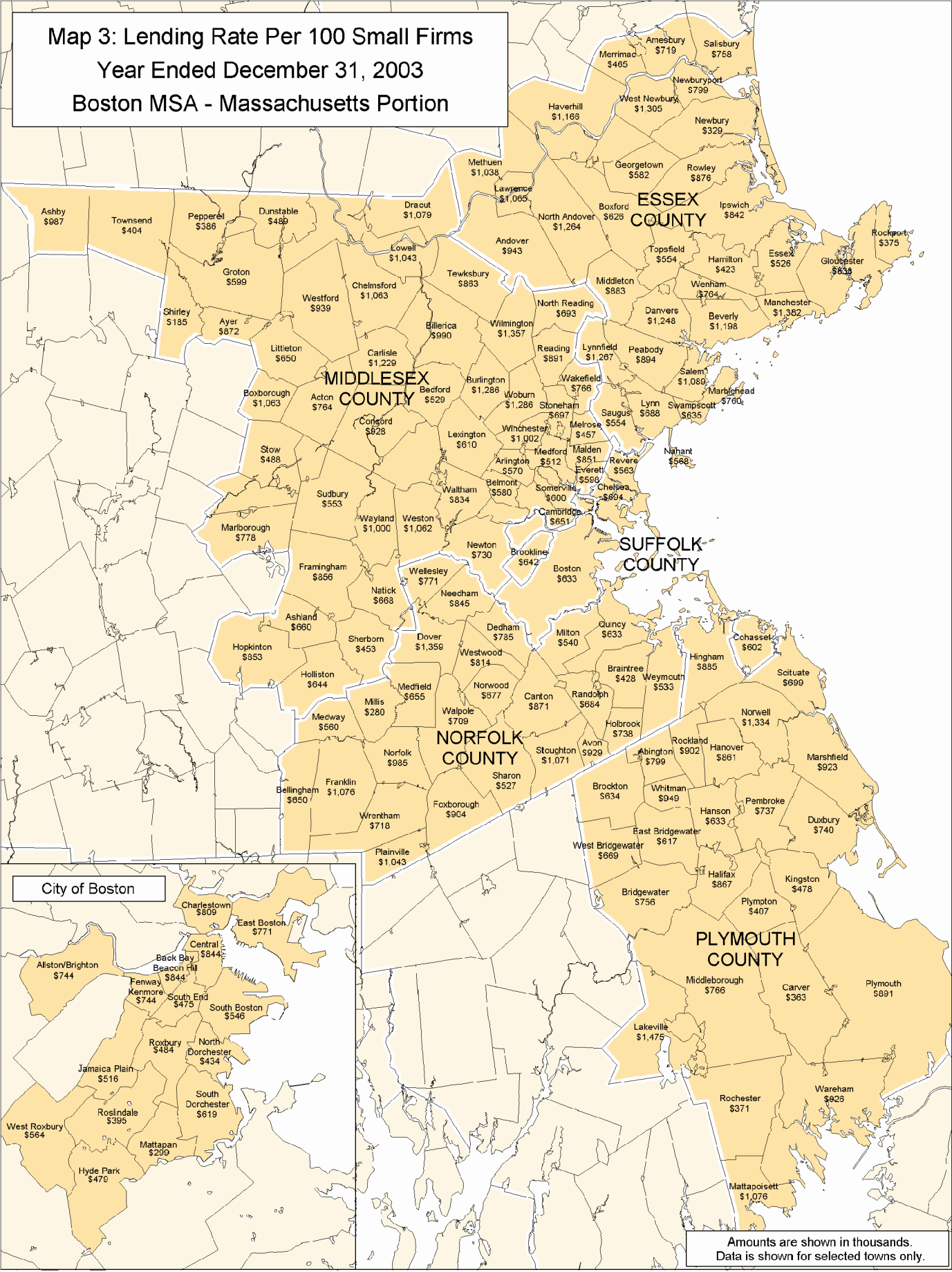
Map 1: Number of Loans to Small Firms
Year Ended December 31, 2003
Boston MSA - Massachusetts Portion



Map 2: Dollar Amount of Loans to Small Firms
Year Ended December 31, 2003
Boston MSA - Massachusetts Portion



Map 3: Lending Rate Per 100 Small Firms
Year Ended December 31, 2003
Boston MSA - Massachusetts Portion



F. SMALL BUSINESS LENDING IN CITIES & TOWNS SURROUNDING BOSTON

Information on lending rates in the 147 cities and towns that comprise the Boston MSA is presented in the tables that follow, arranged by county. Information on lending in low and moderate income census tracts is also presented for those communities that have at least one low or moderate income census tract. Readers may wish to refer to the maps on the preceding pages for a visual frame of reference to small business lending in the cities and towns surrounding Boston.

As was the case with the data for Boston's neighborhoods, the 2003 small business loan data show **wide variation among the lending rates in different communities**. The lending rate to small firms in Essex County, measured in loan dollars per 100, ranged from a low of \$329,000 in Newbury to a high of \$1,382,000 in Manchester. The lending rate to small firms in Middlesex County ranged from a low of \$185,000 in Shirley to a high of \$1,503,000 in Hudson. The lending rate to small firms in Norfolk County ranged from a low of \$280,000 in Millis to a high of \$1,359,000 in Dover. The lending rate to small firms in Plymouth County ranged from a low of \$363,000 in Carver to a high of \$1,475,000 in Lakeville. The lending rate to small firms in Suffolk County ranged from a low of \$563,000 in Revere to a high of \$694,000 in Chelsea.

Perhaps even more so than was the case with Boston's neighborhoods, limited significance should be attached to the observed relationships among lending rates for the cities and towns that comprise the Boston MSA due to the fact that 131 of the 147 communities have fewer than ten census tracts. The main purpose of including the data for these communities in this report is to provide information to those who may be interested in better understanding what is happening in individual communities. The data presented in Table 7B on pages 27 – 38 show that **lending rates have fluctuated widely over the past four years across the cities and towns that comprise the Boston MSA**. Table 8A on page 39 provides information on small business lending in the low and moderate income census tracts of these communities.

Table 9A on page 40 compares some of the key 2003 small business lending data by income level for the five counties that comprise the Boston MSA, the entire Boston MSA, the city of Boston, and the Central Business Area. The data show that in 2003 the **city of Boston had a lower overall lending rate than the entire Boston MSA and the individual counties that comprise the Boston MSA**. The city of Boston also had a lower lending rate in low and moderate income areas than the entire Boston MSA and the individual counties that comprise the Boston MSA with the exception of Norfolk County.

Table 7A
Small Business Lending In Surrounding Cities & Towns, 2003

City/Town	Number of Loans				Dollar Amount of Loans (000s)			
	Total Number of Loans	Number of Loans to Small Firms	Lending Rate Per 100 Total Firms	Lending Rate Per 100 Small Firms	Total \$ Amount of Loans	\$ Amount of Loans to Small Firms	Lending Rate Per 100 Total Firms	Lending Rate Per 100 Small Firms
Essex County								
Amesbury	368	123	44.5	22.2	\$8,513	\$3,986	\$1,029	\$719
Andover	991	340	44.3	25.0	\$28,891	\$12,817	\$1,291	\$943
Beverly	1,220	463	48.1	26.9	\$38,690	\$20,592	\$1,526	\$1,198
Boxford	238	91	61.3	35.4	\$4,142	\$1,608	\$1,068	\$626
Danvers	1,155	352	52.8	26.6	\$36,488	\$16,505	\$1,668	\$1,248
Essex	182	60	58.9	27.3	\$3,368	\$1,157	\$1,090	\$526
Georgetown	255	88	53.5	26.5	\$4,785	\$1,931	\$1,003	\$582
Gloucester	944	361	47.2	26.9	\$22,347	\$11,256	\$1,116	\$838
Groveland	178	72	70.1	38.7	\$2,461	\$1,129	\$969	\$607
Hamilton	168	54	40.1	17.8	\$3,987	\$1,282	\$952	\$423
Haverhill	1,233	462	46.2	25.9	\$43,303	\$20,781	\$1,624	\$1,166
Ipswich	446	155	47.2	23.4	\$12,132	\$5,584	\$1,285	\$842
Lawrence	1,061	375	42.3	24.0	\$40,747	\$16,629	\$1,623	\$1,065
Lynn	1,230	383	41.4	19.0	\$34,163	\$13,909	\$1,149	\$688
Lynnfield	461	155	55.3	29.6	\$15,780	\$6,625	\$1,892	\$1,267
Manchester	208	77	44.7	25.1	\$6,134	\$4,244	\$1,319	\$1,382
Marblehead	678	235	41.9	21.3	\$18,810	\$8,392	\$1,163	\$760
Merrimac	133	36	49.1	19.4	\$3,246	\$864	\$1,198	\$465
Methuen	915	351	51.8	30.3	\$24,691	\$12,034	\$1,399	\$1,038
Middleton	309	101	50.7	24.5	\$8,483	\$3,647	\$1,393	\$883
Nahant	90	24	45.9	19.5	\$1,275	\$699	\$651	\$568
Newbury	190	62	52.1	24.5	\$1,833	\$832	\$502	\$329
Newburyport	980	279	56.3	23.3	\$161,839	\$9,584	\$9,296	\$799
North Andover	863	327	48.9	28.9	\$33,588	\$14,317	\$1,904	\$1,264
Peabody	1,505	457	53.6	26.4	\$42,501	\$15,477	\$1,514	\$894
Rockport	247	105	39.7	24.8	\$2,685	\$1,588	\$432	\$375
Rowley	277	96	63.1	30.2	\$5,591	\$2,787	\$1,274	\$876
Salem	1,212	428	48.4	24.5	\$37,395	\$18,998	\$1,493	\$1,089
Salisbury	315	115	51.1	26.5	\$5,881	\$3,290	\$953	\$758
Saugus	761	249	49.8	25.7	\$15,023	\$5,377	\$983	\$554
Swampscott	459	161	52.5	28.3	\$8,151	\$3,614	\$933	\$635
Topsfield	281	85	49.9	22.7	\$6,841	\$2,079	\$1,215	\$554
Wenham	106	41	49.1	27.7	\$1,767	\$1,131	\$818	\$764
West Newbury	118	46	52.0	26.6	\$3,373	\$2,257	\$1,486	\$1,305
No Tract Number	665	214	NA	NA	\$5,088	\$1,643	NA	NA
County Totals	20,442	7,023	50.2	26.1	\$693,992	\$248,645	\$1,703	\$924
Middlesex County								
Acton	776	295	50.0	29.7	\$19,627	\$7,599	\$1,264	\$764
Arlington	946	383	42.0	23.5	\$18,072	\$9,274	\$802	\$570
Ashby	95	25	62.9	21.7	\$6,754	\$1,135	\$4,473	\$987
Ashland	518	186	56.1	28.1	\$12,533	\$4,364	\$1,356	\$660
Ayer	194	60	41.2	21.5	\$7,722	\$2,434	\$1,639	\$872
Bedford	465	158	40.1	23.9	\$13,109	\$3,502	\$1,131	\$529
Belmont	679	247	41.8	21.3	\$10,568	\$6,737	\$651	\$580
Billerica	1,100	340	50.9	27.3	\$36,637	\$12,331	\$1,697	\$990
Boxborough	152	46	47.6	22.1	\$4,734	\$2,212	\$1,484	\$1,063
Burlington	914	309	36.1	25.0	\$39,067	\$15,921	\$1,541	\$1,286
Cambridge	4,814	983	57.8	20.1	\$118,927	\$31,842	\$1,427	\$651
Carlisle	167	66	46.6	28.1	\$4,456	\$2,887	\$1,245	\$1,229
Chelmsford	1,108	410	47.8	27.9	\$32,162	\$15,611	\$1,388	\$1,063
Concord	775	292	42.0	23.5	\$28,350	\$11,503	\$1,537	\$928
Dracut	517	180	44.3	21.3	\$13,394	\$9,121	\$1,147	\$1,079
Dunstable	75	24	57.3	25.8	\$700	\$455	\$534	\$489
Everett	736	223	43.0	19.8	\$17,594	\$6,727	\$1,028	\$598

Table 7A (Continued)
Small Business Lending In Surrounding Cities & Towns, 2003

City/Town	Number of Loans				Dollar Amount of Loans (000s)			
	Total Number of Loans	Number of Loans to Small Firms	Lending Rate Per 100 Total Firms	Lending Rate Per 100 Small Firms	Total \$ Amount of Loans	\$ Amount of Loans to Small Firms	Lending Rate Per 100 Total Firms	Lending Rate Per 100 Small Firms
Middlesex County (Continued)								
Framingham	2,134	734	45.4	24.7	\$55,196	\$25,405	\$1,175	\$856
Groton	255	102	48.9	27.4	\$3,855	\$2,227	\$740	\$599
Holliston	560	183	54.1	24.5	\$19,097	\$4,807	\$1,845	\$644
Hopkinton	410	143	47.8	26.0	\$9,221	\$4,690	\$1,076	\$853
Hudson	548	196	49.5	27.8	\$20,066	\$10,578	\$1,813	\$1,503
Lexington	1,078	386	41.0	23.0	\$32,683	\$10,217	\$1,242	\$610
Lincoln	185	74	35.0	23.2	\$3,705	\$1,695	\$700	\$531
Littleton	343	113	50.7	25.5	\$8,756	\$2,885	\$1,293	\$650
Lowell	1,667	592	42.9	23.8	\$52,233	\$25,940	\$1,345	\$1,043
Malden	1,124	378	45.2	22.5	\$33,871	\$14,330	\$1,362	\$851
Marlborough	1,048	320	40.5	21.9	\$31,300	\$11,394	\$1,210	\$778
Maynard	299	96	50.1	24.8	\$5,900	\$2,294	\$988	\$593
Medford	1,150	382	44.1	22.2	\$23,705	\$8,800	\$908	\$512
Melrose	616	223	46.3	22.7	\$15,894	\$4,493	\$1,195	\$457
Natick	1,287	415	47.0	24.0	\$42,472	\$11,536	\$1,550	\$668
Newton	3,268	1,111	44.5	22.9	\$91,308	\$35,388	\$1,244	\$730
North Reading	530	174	54.2	26.5	\$11,545	\$4,556	\$1,182	\$693
Pepperell	242	91	44.3	22.5	\$4,806	\$1,560	\$880	\$386
Reading	544	194	41.6	22.3	\$16,950	\$7,759	\$1,295	\$891
Sherborn	148	44	51.9	20.5	\$3,271	\$974	\$1,148	\$453
Shirley	106	25	46.3	16.2	\$2,136	\$285	\$933	\$185
Somerville	1,303	449	40.8	21.1	\$38,148	\$12,791	\$1,193	\$600
Stoneham	570	178	44.6	21.0	\$12,168	\$5,916	\$951	\$697
Stow	212	81	48.2	26.0	\$2,920	\$1,517	\$664	\$488
Sudbury	607	216	44.7	23.6	\$15,833	\$5,059	\$1,167	\$553
Tewksbury	804	271	52.4	28.3	\$24,799	\$8,257	\$1,618	\$863
Townsend	194	61	51.2	21.5	\$3,229	\$1,146	\$852	\$404
Tyngsborough	418	150	60.8	33.0	\$9,393	\$4,281	\$1,365	\$943
Wakefield	918	290	48.4	24.1	\$26,330	\$9,213	\$1,388	\$766
Waltham	1,882	594	42.1	22.9	\$61,752	\$21,591	\$1,382	\$834
Watertown	983	364	45.3	26.8	\$28,899	\$13,137	\$1,332	\$966
Wayland	415	145	46.4	23.7	\$14,494	\$6,130	\$1,621	\$1,000
Westford	522	180	40.6	22.6	\$19,151	\$7,490	\$1,490	\$939
Weston	332	134	38.1	24.1	\$10,207	\$5,902	\$1,171	\$1,062
Wilmington	789	276	56.5	34.2	\$29,625	\$10,941	\$2,121	\$1,357
Winchester	621	243	42.3	24.3	\$16,800	\$10,036	\$1,144	\$1,002
Woburn	1,624	498	45.6	26.0	\$76,938	\$24,610	\$2,159	\$1,286
No Tract Number	1,229	379	NA	NA	\$12,744	\$4,688	NA	NA
County Totals	44,996	14,712	47.4	24.4	\$1,275,806	\$488,173	\$1,345	\$811
Norfolk County								
Avon	223	50	48.4	21.5	\$11,416	\$2,164	\$2,476	\$929
Bellingham	417	137	51.8	24.7	\$10,072	\$3,608	\$1,251	\$650
Braintree	1,075	325	38.7	20.8	\$31,701	\$6,678	\$1,141	\$428
Brookline	1,636	636	42.1	24.3	\$37,161	\$16,825	\$956	\$642
Canton	837	252	43.9	22.4	\$35,383	\$9,820	\$1,855	\$871
Cohasset	281	89	42.4	21.2	\$5,897	\$2,521	\$889	\$602
Dedham	689	233	40.6	21.6	\$17,223	\$8,482	\$1,014	\$785
Dover	170	60	48.0	27.0	\$4,516	\$3,016	\$1,276	\$1,359
Foxborough	480	141	45.5	21.1	\$12,467	\$6,038	\$1,181	\$904
Franklin	798	256	50.0	25.5	\$29,551	\$10,806	\$1,852	\$1,076
Holbrook	279	91	51.0	25.7	\$7,345	\$2,614	\$1,343	\$738
Medfield	372	152	51.6	31.2	\$6,873	\$3,190	\$953	\$655
Medway	326	99	51.4	21.9	\$8,571	\$2,537	\$1,352	\$560
Millis	237	59	46.7	17.0	\$2,984	\$973	\$587	\$280

Table 7A (Continued)
Small Business Lending In Surrounding Cities & Towns, 2003

City/Town	Number of Loans				Dollar Amount of Loans (000s)			
	Total Number of Loans	Number of Loans to Small Firms	Lending Rate Per 100 Total Firms	Lending Rate Per 100 Small Firms	Total \$ Amount of Loans	\$ Amount of Loans to Small Firms	Lending Rate Per 100 Total Firms	Lending Rate Per 100 Small Firms
Norfolk County (Continued)								
Milton	570	212	48.9	26.5	\$12,363	\$4,317	\$1,061	\$540
Needham	1,163	438	44.0	27.0	\$38,712	\$13,732	\$1,463	\$845
Norfolk	219	71	45.6	22.0	\$5,351	\$3,183	\$1,115	\$985
Norwood	1,042	334	41.2	21.6	\$32,120	\$10,461	\$1,271	\$677
Plainville	267	81	51.3	25.5	\$9,653	\$3,317	\$1,856	\$1,043
Quincy	1,973	658	42.5	21.7	\$51,453	\$19,212	\$1,108	\$633
Randolph	577	169	40.3	18.9	\$14,868	\$6,107	\$1,040	\$684
Sharon	499	164	50.5	25.0	\$8,296	\$3,452	\$839	\$527
Stoughton	969	304	49.8	23.5	\$31,004	\$13,842	\$1,594	\$1,071
Walpole	692	240	50.9	26.6	\$18,920	\$6,403	\$1,391	\$709
Wellesley	1,033	415	38.8	24.8	\$29,952	\$12,916	\$1,124	\$771
Westwood	445	160	39.1	23.3	\$12,139	\$5,585	\$1,067	\$814
Weymouth	1,217	369	44.5	19.7	\$24,340	\$9,957	\$890	\$533
Wrentham	317	100	41.5	21.9	\$7,713	\$3,281	\$1,010	\$718
No Tract Number	597	178	NA	NA	\$5,238	\$1,437	NA	NA
County Totals	19,400	6,473	45.5	23.8	\$523,282	\$196,474	\$1,228	\$722
Plymouth County								
Abington	325	106	46.6	21.7	\$7,593	\$3,898	\$1,089	\$799
Bridgewater	411	123	44.1	20.2	\$9,410	\$4,599	\$1,010	\$756
Brockton	1,688	561	44.5	23.3	\$42,913	\$15,263	\$1,131	\$634
Carver	215	52	42.1	17.6	\$2,074	\$1,070	\$406	\$363
Duxbury	391	141	41.1	21.7	\$8,735	\$4,820	\$919	\$740
East Bridgewater	311	102	54.5	25.9	\$4,376	\$2,432	\$766	\$617
Halifax	130	51	51.4	31.5	\$1,987	\$1,404	\$785	\$867
Hanover	556	197	44.7	24.8	\$16,915	\$6,843	\$1,360	\$861
Hanson	216	69	48.9	23.1	\$4,676	\$1,894	\$1,058	\$633
Hingham	821	295	44.8	25.1	\$35,641	\$10,404	\$1,947	\$885
Hull	273	99	52.1	29.0	\$3,425	\$2,034	\$654	\$596
Kingston	385	126	43.0	23.7	\$5,211	\$2,539	\$582	\$478
Lakeville	315	97	67.3	30.2	\$9,270	\$4,734	\$1,981	\$1,475
Marion	170	63	47.9	24.8	\$5,121	\$2,944	\$1,443	\$1,159
Marshfield	646	232	49.6	25.5	\$16,872	\$8,392	\$1,295	\$923
Mattapoisett	198	69	49.1	23.5	\$6,362	\$3,152	\$1,579	\$1,076
Middleborough	544	165	44.1	20.8	\$11,317	\$6,089	\$917	\$766
Norwell	545	179	53.0	28.8	\$29,567	\$8,286	\$2,873	\$1,334
Pembroke	599	220	61.1	33.6	\$16,023	\$4,819	\$1,635	\$737
Plymouth	1,575	511	54.3	26.3	\$48,721	\$17,298	\$1,679	\$891
Plympton	88	35	59.5	32.1	\$2,341	\$444	\$1,582	\$407
Rochester	97	27	46.4	19.1	\$1,084	\$523	\$519	\$371
Rockland	564	170	53.4	25.8	\$19,171	\$5,953	\$1,814	\$902
Scituate	503	173	48.3	23.8	\$9,914	\$5,085	\$952	\$699
Wareham	544	179	46.2	23.4	\$14,545	\$7,084	\$1,235	\$926
West Bridgewater	321	77	49.0	18.1	\$10,415	\$2,848	\$1,590	\$669
Whitman	342	107	58.5	28.3	\$7,473	\$3,589	\$1,277	\$949
No Tract Number	700	223	NA	NA	\$5,665	\$1,822	NA	NA
County Totals	13,473	4,449	51.4	26.0	\$356,817	\$140,262	\$1,362	\$818
Suffolk County								
Boston	13,789	4,487	34.5	18.9	\$428,737	\$149,856	\$1,073	\$633
Chelsea	504	148	34.1	17.7	\$15,788	\$5,799	\$1,067	\$694
Revere	854	294	49.4	24.8	\$11,329	\$6,687	\$655	\$563
Winthrop	379	138	48.3	24.5	\$6,411	\$3,225	\$818	\$573
No Tract Number	332	92	NA	NA	\$2,751	\$770	NA	NA
County Totals	15,858	5,159	36.1	19.6	\$465,016	\$166,337	\$1,058	\$633
Grand Totals - Boston MSA								
MSA Grand Totals	114,169	37,816	46.0	24.0	\$3,314,913	\$1,239,891	\$1,335	\$786

**Table 7B Part 1 – Number of Loans
In Surrounding Cities & Towns, 2000 – 2003**

City/Town	Total Small Business Loans				Small Business Loans to Small Firms			
	2000	2001	2002	2003	2000	2001	2002	2003
Essex County								
Amesbury	196	253	330	368	78	96	81	123
Andover	578	750	841	991	226	263	254	340
Beverly	689	739	1,013	1,220	234	282	314	463
Boxford	108	133	189	238	32	43	64	91
Danvers	684	1,039	1,103	1,155	239	303	244	352
Essex	90	112	148	182	35	36	42	60
Georgetown	144	177	204	255	48	60	46	88
Gloucester	511	616	872	944	179	236	241	361
Groveland	113	91	192	178	53	35	26	72
Hamilton	106	113	166	168	42	51	54	54
Haverhill	691	813	1,017	1,233	221	307	291	462
Ipswich	244	372	387	446	85	138	116	155
Lawrence	645	887	972	1,061	210	344	230	375
Lynn	793	1,017	1,165	1,230	267	368	273	383
Lynnfield	276	351	385	461	87	117	109	155
Manchester	115	126	181	208	47	50	51	77
Marblehead	454	471	572	678	154	180	161	235
Merrimac	60	86	122	133	21	36	25	36
Methuen	615	750	809	915	195	308	216	351
Middleton	232	261	281	309	81	78	72	101
Nahant	70	68	64	90	24	20	15	24
Newbury	147	152	181	190	55	67	43	62
Newburyport	486	607	899	980	242	293	252	279
North Andover	494	645	758	863	178	254	214	327
Peabody	935	1,071	1,358	1,505	320	376	349	457
Rockport	147	142	207	247	52	56	75	105
Rowley	133	155	225	277	49	60	65	96
Salem	795	891	1,120	1,212	278	315	287	428
Salisbury	225	230	333	315	117	79	111	115
Saugus	520	599	721	761	168	191	174	249
Swampscott	259	316	395	459	83	121	112	161
Topsfield	166	192	230	281	57	63	64	85
Wenham	59	55	71	106	19	18	23	41
West Newbury	77	74	96	118	27	38	29	46
No Tract Number	406	569	828	665	185	346	187	214
County Totals	12,263	14,923	18,435	20,442	4,388	5,628	4,910	7,023
Middlesex County								
Acton	455	503	625	776	176	195	183	295
Arlington	569	630	825	946	233	259	271	383
Ashby	83	39	68	95	40	12	16	25
Ashland	312	346	426	518	101	141	112	186
Ayer	118	130	189	194	34	54	50	60
Bedford	280	320	474	465	98	130	102	158
Belmont	396	447	607	679	156	169	172	247
Billerica	723	911	996	1,100	225	295	260	340
Boxborough	81	106	118	152	33	47	35	46
Burlington	577	776	832	914	223	298	231	309
Cambridge	1,932	2,411	2,637	4,814	834	989	752	983
Carlisle	113	123	125	167	38	48	36	66
Chelmsford	706	850	911	1,108	246	311	235	410
Concord	437	577	698	775	179	258	249	292
Dracut	371	387	511	517	137	144	131	180
Dunstable	52	56	271	75	18	12	22	24
Everett	500	613	720	736	148	198	145	223

Table 7B Part 1 – Number of Loans (Continued)
In Surrounding Cities & Towns, 2000 – 2003

City/Town	Total Small Business Loans				Small Business Loans to Small Firms			
	2000	2001	2002	2003	2000	2001	2002	2003
Middlesex County (Continued)								
Framingham	1,227	1,506	1,960	2,134	438	606	569	734
Groton	154	153	232	255	57	48	65	102
Holliston	303	394	460	560	112	163	128	183
Hopkinton	262	280	299	410	90	111	79	143
Hudson	326	386	445	548	155	184	138	196
Lexington	629	762	856	1,078	248	308	307	386
Lincoln	120	127	174	185	38	42	47	74
Littleton	245	262	321	343	82	105	85	113
Lowell	1,090	1,529	1,533	1,667	372	623	382	592
Malden	743	1,013	1,045	1,124	277	404	278	378
Marlborough	680	730	1,009	1,048	288	301	269	320
Maynard	150	184	222	299	63	58	57	96
Medford	807	950	1,092	1,150	272	351	305	382
Melrose	414	458	482	616	161	157	139	223
Natick	744	1,103	1,219	1,287	255	377	282	415
Newton	1,862	2,482	2,665	3,268	686	832	788	1,111
North Reading	325	376	499	530	122	122	129	174
Pepperell	155	159	198	242	52	41	62	91
Reading	356	507	514	544	128	138	140	194
Sherborn	79	95	106	148	27	37	38	44
Shirley	61	83	84	106	17	31	23	25
Somerville	928	1,051	1,200	1,303	346	391	324	449
Stoneham	438	490	516	570	138	168	135	178
Stow	104	115	182	212	50	53	49	81
Sudbury	359	404	509	607	141	159	145	216
Tewksbury	570	585	682	804	180	214	194	271
Townsend	117	147	167	194	42	56	53	61
Tyngsborough	244	295	359	418	92	114	121	150
Wakefield	619	705	852	918	218	271	216	290
Waltham	1,283	1,573	1,621	1,882	455	597	434	594
Watertown	637	740	876	983	236	297	257	364
Wayland	246	267	367	415	88	95	105	145
Westford	358	451	458	522	135	162	122	180
Weston	234	265	303	332	101	117	106	134
Wilmington	468	577	636	789	168	228	148	276
Winchester	379	484	546	621	138	170	160	243
Woburn	989	1,231	1,605	1,624	328	461	334	498
No Tract Number	853	1,223	1,539	1,229	380	661	355	379
County Totals	27,263	33,367	38,866	44,996	10,095	12,813	10,570	14,712
Norfolk County								
Avon	215	225	184	223	57	62	41	50
Bellingham	221	244	356	417	60	61	95	137
Braintree	687	847	898	1,075	241	294	204	325
Brookline	944	1,103	1,370	1,636	431	472	510	636
Canton	571	693	741	837	187	240	193	252
Cohasset	155	173	241	281	57	64	62	89
Dedham	488	517	605	689	180	207	180	233
Dover	92	98	122	170	39	30	42	60
Foxborough	329	371	503	480	114	124	91	141
Franklin	491	574	713	798	164	173	145	256
Holbrook	161	204	239	279	57	66	62	91
Medfield	221	273	342	372	92	97	111	152
Medway	194	206	276	326	76	64	53	99
Millis	147	191	196	237	47	63	55	59

Table 7B Part 1 – Number of Loans (Continued)
In Surrounding Cities & Towns, 2000 – 2003

City/Town	Total Small Business Loans				Small Business Loans to Small Firms			
	2000	2001	2002	2003	2000	2001	2002	2003
Norfolk County (Continued)								
Milton	301	374	446	570	114	130	147	212
Needham	628	845	964	1,163	224	348	299	438
Norfolk	141	141	152	219	38	52	51	71
Norwood	738	879	994	1,042	215	314	286	334
Plainville	165	185	245	267	59	64	64	81
Quincy	1,227	1,550	1,729	1,973	434	529	480	658
Randolph	387	408	496	577	145	122	103	169
Sharon	307	335	397	499	112	116	97	164
Stoughton	570	718	833	969	190	254	211	304
Walpole	384	524	655	692	121	159	160	240
Wellesley	558	769	820	1,033	206	314	270	415
Westwood	283	309	381	445	105	97	114	160
Weymouth	834	960	1,179	1,217	306	381	269	369
Wrentham	184	219	260	317	48	70	79	100
No Tract Number	399	617	705	597	164	330	171	178
County Totals	12,022	14,552	17,042	19,400	4,283	5,297	4,645	6,473
Plymouth County								
Abington	209	228	304	325	77	79	78	106
Bridgewater	281	304	408	411	83	102	104	123
Brockton	859	1,226	1,412	1,688	333	409	338	561
Carver	138	144	193	215	47	56	45	52
Duxbury	213	242	288	391	89	107	100	141
East Bridgewater	178	181	237	311	69	55	78	102
Halifax	77	91	122	130	25	31	27	51
Hanover	360	437	526	556	119	172	147	197
Hanson	137	155	205	216	46	58	47	69
Hingham	518	613	720	821	189	225	190	295
Hull	172	158	227	273	68	54	49	99
Kingston	213	273	355	385	86	93	88	126
Lakeville	184	215	251	315	73	69	62	97
Marion	87	140	162	170	31	42	55	63
Marshfield	332	369	522	646	132	142	143	232
Mattapoisett	117	127	162	198	46	60	53	69
Middleborough	349	427	528	544	151	123	122	165
Norwell	290	374	415	545	105	148	115	179
Pembroke	302	318	543	599	130	105	140	220
Plymouth	831	962	1,232	1,575	363	385	368	511
Plympton	59	62	76	88	26	22	29	35
Rochester	74	79	98	97	21	23	21	27
Rockland	355	415	486	564	116	119	94	170
Scituate	277	302	419	503	113	111	109	173
Wareham	268	368	494	544	98	115	115	179
West Bridgewater	180	268	300	321	63	80	71	77
Whitman	178	249	263	342	81	90	56	107
No Tract Number	456	607	852	700	201	308	171	223
County Totals	7,694	9,334	11,800	13,473	2,981	3,383	3,015	4,449
Suffolk County								
Boston	9,200	11,981	13,263	13,789	3,289	4,529	3,632	4,487
Chelsea	391	500	511	504	134	150	131	148
Revere	586	664	796	854	209	233	219	294
Winthrop	215	285	365	379	85	106	72	138
No Tract Number	244	431	449	332	104	268	111	92
County Totals	10,636	13,861	15,384	15,858	3,821	5,286	4,165	5,159
Grand Totals - Boston MSA								
MSA Grand Totals	69,878	86,037	101,527	114,169	25,568	32,407	27,305	37,816

**Table 7B Part 2 – Number of Loans Per 100 Firms
In Surrounding Cities & Towns, 2000 – 2003**

City/Town	Total Small Business Loans				Small Business Loans to Small Firms			
	2000	2001	2002	2003	2000	2001	2002	2003
Essex County								
Amesbury	32.9	42.4	42.3	44.5	15.2	18.8	13.8	22.2
Andover	37.6	48.7	38.8	44.3	18.2	21.2	17.0	25.0
Beverly	36.8	39.5	40.8	48.1	14.8	17.8	17.0	26.9
Boxford	46.4	57.1	50.8	61.3	15.5	20.9	25.9	35.4
Danvers	40.9	62.6	51.7	52.8	17.2	22.0	15.2	26.6
Essex	34.9	43.4	49.7	58.9	16.4	16.8	18.0	27.3
Georgetown	42.9	52.7	43.9	53.5	17.5	21.8	13.9	26.5
Gloucester	34.7	41.9	44.9	47.2	14.2	18.8	17.0	26.9
Groveland	62.8	50.6	74.4	70.1	32.3	21.3	12.9	38.7
Hamilton	35.3	37.7	39.1	40.1	15.9	19.3	17.3	17.8
Haverhill	35.6	41.9	39.6	46.2	13.5	18.8	15.0	25.9
Ipswich	35.4	54.0	41.7	47.2	14.6	23.7	17.6	23.4
Lawrence	33.7	46.3	40.7	42.3	13.5	22.1	13.2	24.0
Lynn	37.3	47.8	40.4	41.4	14.7	20.2	12.6	19.0
Lynnfield	49.2	62.6	48.7	55.3	18.6	25.1	20.5	29.6
Manchester	34.3	37.6	39.3	44.7	16.7	17.8	16.1	25.1
Marblehead	39.7	41.2	36.0	41.9	15.4	18.1	14.3	21.3
Merrimac	16.6	23.8	25.4	49.1	6.7	11.5	6.9	19.4
Methuen	45.5	55.4	46.8	51.8	17.0	26.9	16.7	30.3
Middleton	54.1	60.8	50.4	50.7	21.7	20.9	17.1	24.5
Nahant	59.8	58.1	34.8	45.9	23.8	19.8	12.6	19.5
Newbury	57.4	59.4	51.9	52.1	23.9	29.1	16.0	24.5
Newburyport	37.8	47.2	53.4	56.3	21.8	26.4	19.7	23.3
North Andover	41.8	54.6	44.8	48.9	18.2	26.0	18.3	28.9
Peabody	44.3	50.7	50.3	53.6	17.8	20.9	17.3	26.4
Rockport	33.3	32.2	34.6	39.7	13.2	14.2	17.2	24.8
Rowley	39.2	45.7	55.6	63.1	16.6	20.3	20.8	30.2
Salem	42.4	47.5	46.8	48.4	17.2	19.5	15.6	24.5
Salisbury	47.6	48.6	57.6	51.1	28.5	19.2	25.2	26.5
Saugus	47.9	55.2	48.8	49.8	17.6	20.0	15.6	25.7
Swampscott	44.7	54.6	47.2	52.5	16.4	24.0	18.2	28.3
Topsfield	39.2	45.3	42.3	49.9	16.9	18.6	16.4	22.7
Wenham	45.0	42.0	36.8	49.1	17.0	16.1	17.7	27.7
West Newbury	25.8	24.8	22.4	52.0	9.6	13.6	8.9	26.6
No Tract Number	NA	NA	NA	NA	NA	NA	NA	NA
County Totals	41.0	49.9	46.4	50.2	17.3	22.2	16.8	26.1
Middlesex County								
Acton	40.3	44.6	41.2	50.0	18.7	20.8	16.9	29.7
Arlington	35.5	39.4	38.0	42.0	16.6	18.4	16.6	23.5
Ashby	74.8	35.1	46.6	62.9	38.8	11.7	13.7	21.7
Ashland	44.9	49.8	49.1	56.1	16.8	23.5	17.0	28.1
Ayer	32.0	35.2	40.5	41.2	11.4	18.1	14.9	21.5
Bedford	35.3	40.3	44.0	40.1	15.4	20.4	13.8	23.9
Belmont	36.3	41.0	39.2	41.8	15.9	17.2	14.8	21.3
Billerica	36.7	46.3	36.9	50.9	14.5	19.0	13.8	27.3
Boxborough	34.9	45.7	40.3	47.6	17.2	24.5	16.5	22.1
Burlington	29.1	39.2	34.7	36.1	14.0	18.8	13.7	25.0
Cambridge	32.2	40.2	32.1	57.8	17.0	20.1	13.6	20.1
Carlisle	50.4	54.9	36.3	46.6	19.6	24.7	15.4	28.1
Chelmsford	42.1	50.7	40.6	47.8	17.4	22.0	14.5	27.9
Concord	33.0	43.5	38.4	42.0	15.9	23.0	19.6	23.5
Dracut	44.6	46.6	46.4	44.3	18.9	19.9	16.1	21.3
Dunstable	61.9	66.7	229.7	57.3	23.7	15.8	26.8	25.8
Everett	39.0	47.9	44.2	43.0	14.0	18.7	12.3	19.8

Table 7B Part 2 – Number of Loans Per 100 Firms (Continued)
In Surrounding Cities & Towns, 2000 – 2003

City/Town	Total Small Business Loans				Small Business Loans to Small Firms			
	2000	2001	2002	2003	2000	2001	2002	2003
Middlesex County (Continued)								
Framingham	34.8	42.8	43.0	45.4	14.7	20.4	17.0	24.7
Groton	38.3	38.1	44.9	48.9	15.8	13.3	16.5	27.4
Holliston	41.9	54.5	46.4	54.1	18.5	26.9	17.9	24.5
Hopkinton	46.2	49.4	37.0	47.8	19.4	23.9	14.2	26.0
Hudson	41.4	49.0	42.7	49.5	23.4	27.8	18.4	27.8
Lexington	35.3	42.7	33.8	41.0	17.0	21.1	17.4	23.0
Lincoln	30.8	32.6	32.6	35.0	11.3	12.5	13.0	23.2
Littleton	47.5	50.8	47.8	50.7	19.4	24.9	18.1	25.5
Lowell	40.3	56.5	41.4	42.9	16.3	27.3	14.3	23.8
Malden	42.4	57.8	43.3	45.2	18.5	27.0	16.1	22.5
Marlborough	34.9	37.5	41.5	40.5	17.9	18.7	15.0	21.9
Maynard	34.4	42.2	39.8	50.1	17.5	16.1	14.1	24.8
Medford	42.2	49.7	42.5	44.1	16.6	21.4	15.8	22.2
Melrose	41.5	45.9	37.8	46.3	18.2	17.8	13.7	22.7
Natick	35.1	52.1	45.3	47.0	14.2	21.0	13.9	24.0
Newton	38.7	51.6	38.5	44.5	16.9	20.5	16.4	22.9
North Reading	47.2	54.7	54.4	54.2	20.8	20.8	19.2	26.5
Pepperell	34.3	35.2	37.6	44.3	13.3	10.5	15.0	22.5
Reading	39.1	55.7	40.6	41.6	16.4	17.7	15.9	22.3
Sherborn	43.6	52.5	37.7	51.9	16.9	23.1	19.9	20.5
Shirley	38.9	51.9	37.8	46.3	13.9	25.4	15.8	16.2
Somerville	40.2	45.5	39.2	40.8	17.5	19.8	14.5	21.1
Stoneham	45.5	50.9	44.4	44.6	16.6	20.2	15.3	21.0
Stow	33.1	36.6	43.2	48.2	18.3	19.4	15.6	26.0
Sudbury	36.6	41.2	39.2	44.7	17.1	19.3	16.2	23.6
Tewksbury	50.7	52.0	48.0	52.4	18.9	22.5	18.7	28.3
Townsend	38.7	48.7	44.7	51.2	15.4	20.5	18.2	21.5
Tyngsborough	51.4	62.1	54.4	60.8	23.5	29.1	25.6	33.0
Wakefield	42.5	48.4	45.4	48.4	18.0	22.4	15.8	24.1
Waltham	39.8	48.8	37.7	42.1	18.0	23.6	14.7	22.9
Watertown	39.8	46.2	41.1	45.3	17.7	22.3	16.8	26.8
Wayland	48.0	52.1	43.0	46.4	18.9	20.4	17.2	23.7
Westford	36.6	46.2	32.9	40.6	16.3	19.6	12.4	22.6
Weston	48.8	55.2	36.5	38.1	23.7	27.5	20.3	24.1
Wilmington	44.5	54.8	46.8	56.5	20.8	28.3	16.3	34.2
Winchester	39.7	50.7	39.0	42.3	16.3	20.1	16.0	24.3
Woburn	35.8	44.6	46.4	45.6	15.3	21.6	14.0	26.0
No Tract Number	NA	NA	NA	NA	NA	NA	NA	NA
County Totals	39.7	48.6	42.2	47.4	17.6	22.3	16.1	24.4
Norfolk County								
Avon	58.0	60.6	40.6	48.4	20.8	22.6	13.7	21.5
Bellingham	36.9	40.7	46.5	51.8	11.4	11.6	16.2	24.7
Braintree	32.8	40.4	33.1	38.7	13.9	17.0	10.1	20.8
Brookline	35.6	41.6	35.2	42.1	18.4	20.1	17.9	24.3
Canton	43.6	52.9	41.7	43.9	18.6	23.8	16.1	22.4
Cohasset	34.8	38.8	37.2	42.4	14.5	16.3	13.6	21.2
Dedham	37.5	39.8	36.0	40.6	16.2	18.6	14.6	21.6
Dover	48.4	51.6	35.3	48.0	23.4	18.0	19.2	27.0
Foxborough	42.3	47.7	49.3	45.5	17.6	19.2	12.8	21.1
Franklin	42.5	49.7	47.2	50.0	16.9	17.8	13.4	25.5
Holbrook	39.5	50.0	46.1	51.0	17.0	19.6	17.4	25.7
Medfield	43.6	53.8	50.7	51.6	21.2	22.4	22.4	31.2
Medway	45.4	48.2	45.6	51.4	20.0	16.8	11.8	21.9
Millis	39.8	51.8	39.2	46.7	14.4	19.3	14.7	17.0

Table 7B Part 2 – Number of Loans Per 100 Firms (Continued)
In Surrounding Cities & Towns, 2000 – 2003

City/Town	Total Small Business Loans				Small Business Loans to Small Firms			
	2000	2001	2002	2003	2000	2001	2002	2003
Norfolk County (Continued)								
Milton	39.7	49.3	39.0	48.9	16.8	19.1	17.9	26.5
Needham	34.4	46.3	37.9	44.0	15.1	23.5	17.3	27.0
Norfolk	41.0	41.0	33.6	45.6	12.9	17.6	16.0	22.0
Norwood	38.1	45.4	41.3	41.2	14.0	20.4	16.5	21.6
Plainville	41.7	46.7	49.2	51.3	18.2	19.7	18.4	25.5
Quincy	36.6	46.3	38.8	42.5	15.5	18.9	14.6	21.7
Randolph	39.5	41.6	36.7	40.3	17.5	14.7	10.9	18.9
Sharon	52.3	57.1	42.2	50.5	23.3	24.2	16.0	25.0
Stoughton	40.9	51.5	44.5	49.8	16.5	22.0	15.5	23.5
Walpole	37.6	51.3	49.3	50.9	13.9	18.2	16.1	26.6
Wellesley	29.8	41.0	31.3	38.8	13.0	19.8	14.6	24.8
Westwood	38.1	41.6	33.9	39.1	17.4	16.1	14.9	23.3
Weymouth	39.1	45.0	45.5	44.5	17.1	21.3	13.6	19.7
Wrentham	33.5	39.9	35.8	41.5	9.9	14.4	14.0	21.9
No Tract Number	NA	NA	NA	NA	NA	NA	NA	NA
County Totals	39.4	47.7	41.4	45.5	16.7	20.7	15.7	23.8
Plymouth County								
Abington	40.3	44.0	46.6	46.6	17.7	18.2	16.0	21.7
Bridgewater	40.5	43.8	45.4	44.1	13.7	16.8	15.6	20.2
Brockton	31.5	44.9	39.4	44.5	14.5	17.8	12.7	23.3
Carver	40.8	42.6	25.6	42.1	16.5	19.6	8.9	17.6
Duxbury	34.0	38.6	34.3	41.1	16.2	19.5	16.4	21.7
East Bridgewater	44.2	44.9	43.7	54.5	19.8	15.8	19.2	25.9
Halifax	42.3	50.0	51.9	51.4	15.3	19.0	15.3	31.5
Hanover	36.5	44.3	45.5	44.7	14.2	20.5	16.7	24.8
Hanson	24.8	28.1	28.9	48.9	9.6	12.1	8.5	23.1
Hingham	37.8	44.7	41.1	44.8	16.6	19.7	15.0	25.1
Hull	51.2	47.0	45.6	52.1	23.0	18.2	13.7	29.0
Kingston	33.8	43.3	41.5	43.0	15.9	17.2	13.5	23.7
Lakeville	53.8	62.9	55.7	67.3	24.2	22.8	18.3	30.2
Marion	32.7	52.6	47.8	47.9	13.1	17.8	20.7	24.8
Marshfield	34.7	38.5	42.4	49.6	15.5	16.7	15.2	25.5
Mattapoisett	36.7	39.8	42.0	49.1	16.0	20.9	17.3	23.5
Middleborough	40.0	48.9	45.9	44.1	19.8	16.2	14.4	20.8
Norwell	40.7	52.5	41.8	53.0	18.5	26.1	16.9	28.8
Pembroke	39.6	41.7	60.3	61.1	20.5	16.6	20.3	33.6
Plymouth	38.9	45.1	44.3	54.3	19.6	20.8	17.2	26.3
Plympton	54.6	57.4	52.8	59.5	27.7	23.4	25.7	32.1
Rochester	51.0	54.5	48.0	46.4	16.3	17.8	14.0	19.1
Rockland	45.4	53.1	49.0	53.4	19.5	20.0	14.2	25.8
Scituate	37.3	40.6	41.4	48.3	17.0	16.7	14.8	23.8
Wareham	30.5	41.9	42.3	46.2	12.6	14.8	13.0	23.4
West Bridgewater	40.4	60.2	45.9	49.0	17.4	22.0	15.3	18.1
Whitman	39.8	55.7	48.2	58.5	22.6	25.1	14.8	28.3
No Tract Number	NA	NA	NA	NA	NA	NA	NA	NA
County Totals	39.9	48.4	46.4	51.4	18.1	20.6	16.0	26.0
Suffolk County								
Boston	32.1	41.8	34.3	34.5	14.2	19.5	13.5	18.9
Chelsea	35.3	45.1	35.3	34.1	15.4	17.3	13.0	17.7
Revere	48.3	54.7	49.3	49.4	19.5	21.7	17.9	24.8
Winthrop	36.3	48.1	48.6	48.3	16.5	20.6	12.8	24.5
No Tract Number	NA	NA	NA	NA	NA	NA	NA	NA
County Totals	33.7	43.9	36.2	36.1	14.9	20.6	14.1	19.6
Grand Totals - Boston MSA								
MSA Grand Totals	38.8	47.8	42.1	46.0	17.0	21.5	15.8	24.0

**Table 7B Part 3 – Dollar Amount of Loans
In Surrounding Cities & Towns, 2000 – 2003**

City/Town	Total Small Business Loans				Small Business Loans to Small Firms			
	2000	2001	2002	2003	2000	2001	2002	2003
Essex County								
Amesbury	\$7,375	\$6,783	\$6,057	\$8,513	\$3,454	\$2,291	\$2,579	\$3,986
Andover	\$15,851	\$24,879	\$24,400	\$28,891	\$7,611	\$7,892	\$9,930	\$12,817
Beverly	\$19,897	\$17,969	\$26,857	\$38,690	\$6,654	\$8,608	\$8,211	\$20,592
Boxford	\$2,226	\$3,379	\$4,586	\$4,142	\$633	\$1,349	\$2,475	\$1,608
Danvers	\$27,643	\$40,393	\$32,424	\$36,488	\$8,868	\$9,342	\$11,552	\$16,505
Essex	\$1,935	\$2,388	\$1,949	\$3,368	\$1,502	\$576	\$782	\$1,157
Georgetown	\$3,649	\$8,736	\$5,530	\$4,785	\$2,475	\$3,409	\$833	\$1,931
Gloucester	\$9,577	\$11,837	\$18,366	\$22,347	\$3,565	\$6,011	\$7,906	\$11,256
Groveland	\$1,232	\$1,160	\$2,636	\$2,461	\$553	\$808	\$1,155	\$1,129
Hamilton	\$1,479	\$2,123	\$5,551	\$3,987	\$799	\$1,850	\$2,076	\$1,282
Haverhill	\$16,267	\$25,741	\$36,085	\$43,303	\$4,536	\$7,652	\$16,209	\$20,781
Ipswich	\$6,007	\$6,353	\$7,650	\$12,132	\$3,669	\$2,960	\$3,191	\$5,584
Lawrence	\$18,463	\$32,029	\$27,363	\$40,747	\$7,384	\$14,042	\$7,130	\$16,629
Lynn	\$18,190	\$23,833	\$28,224	\$34,163	\$10,934	\$11,675	\$12,301	\$13,909
Lynnfield	\$7,762	\$11,742	\$5,930	\$15,780	\$2,641	\$4,914	\$2,078	\$6,625
Manchester	\$1,404	\$2,609	\$4,058	\$6,134	\$826	\$1,624	\$861	\$4,244
Marblehead	\$9,569	\$8,896	\$11,933	\$18,810	\$4,570	\$3,485	\$5,421	\$8,392
Merrimac	\$1,197	\$1,041	\$1,934	\$3,246	\$900	\$332	\$580	\$864
Methuen	\$15,541	\$17,071	\$21,454	\$24,691	\$6,679	\$8,178	\$7,959	\$12,034
Middleton	\$5,851	\$6,835	\$4,765	\$8,483	\$2,826	\$2,034	\$1,598	\$3,647
Nahant	\$1,041	\$1,983	\$754	\$1,275	\$723	\$1,313	\$460	\$699
Newbury	\$915	\$2,604	\$3,284	\$1,833	\$409	\$894	\$1,482	\$832
Newburyport	\$15,436	\$21,427	\$103,389	\$161,839	\$10,435	\$8,231	\$8,779	\$9,584
North Andover	\$17,916	\$25,376	\$25,417	\$33,588	\$5,572	\$13,842	\$7,593	\$14,317
Peabody	\$26,373	\$31,542	\$33,009	\$42,501	\$13,436	\$11,143	\$14,447	\$15,477
Rockport	\$998	\$1,567	\$4,534	\$2,685	\$377	\$1,250	\$3,870	\$1,588
Rowley	\$3,272	\$3,990	\$5,191	\$5,591	\$572	\$1,849	\$1,630	\$2,787
Salem	\$19,500	\$28,649	\$31,615	\$37,395	\$9,335	\$8,273	\$13,639	\$18,998
Salisbury	\$6,801	\$7,566	\$9,516	\$5,881	\$4,866	\$2,358	\$5,523	\$3,290
Saugus	\$9,829	\$15,695	\$14,956	\$15,023	\$4,345	\$4,601	\$6,195	\$5,377
Swampscott	\$3,740	\$5,717	\$8,284	\$8,151	\$1,214	\$2,639	\$4,976	\$3,614
Topsfield	\$6,440	\$7,119	\$5,779	\$6,841	\$4,496	\$1,370	\$1,634	\$2,079
Wenham	\$990	\$1,036	\$1,217	\$1,767	\$565	\$350	\$645	\$1,131
West Newbury	\$741	\$438	\$1,134	\$3,373	\$357	\$280	\$559	\$2,257
No Tract Number	\$2,701	\$6,665	\$9,940	\$5,088	\$1,253	\$1,837	\$2,116	\$1,643
County Totals	\$307,808	\$417,171	\$535,771	\$693,992	\$139,034	\$159,262	\$178,375	\$248,645
Middlesex County								
Acton	\$24,257	\$22,356	\$15,819	\$19,627	\$7,896	\$6,795	\$6,653	\$7,599
Arlington	\$7,841	\$13,859	\$12,486	\$18,072	\$5,014	\$6,620	\$5,542	\$9,274
Ashby	\$5,230	\$782	\$1,363	\$6,754	\$3,295	\$353	\$818	\$1,135
Ashland	\$4,245	\$8,641	\$13,450	\$12,533	\$1,545	\$2,368	\$3,245	\$4,364
Ayer	\$4,088	\$7,053	\$7,414	\$7,722	\$2,222	\$794	\$1,449	\$2,434
Bedford	\$11,498	\$9,266	\$14,333	\$13,109	\$7,845	\$3,441	\$5,329	\$3,502
Belmont	\$5,886	\$8,198	\$13,966	\$10,568	\$3,591	\$3,873	\$5,633	\$6,737
Billerica	\$21,842	\$26,343	\$40,088	\$36,637	\$8,672	\$8,695	\$16,515	\$12,331
Boxborough	\$1,348	\$4,961	\$4,210	\$4,734	\$443	\$2,319	\$782	\$2,212
Burlington	\$27,582	\$36,288	\$36,431	\$39,067	\$14,722	\$8,332	\$9,261	\$15,921
Cambridge	\$64,598	\$88,189	\$86,285	\$118,927	\$29,946	\$30,145	\$31,276	\$31,842
Carlisle	\$1,486	\$7,742	\$4,852	\$4,456	\$946	\$2,453	\$2,791	\$2,887
Chelmsford	\$25,292	\$23,247	\$24,141	\$32,162	\$8,183	\$11,138	\$8,111	\$15,611
Concord	\$14,311	\$17,937	\$21,298	\$28,350	\$6,632	\$7,017	\$10,009	\$11,503
Dracut	\$7,284	\$11,567	\$12,713	\$13,394	\$3,126	\$5,223	\$4,176	\$9,121
Dunstable	\$697	\$769	\$2,669	\$700	\$208	\$136	\$507	\$455
Everett	\$18,369	\$27,102	\$22,335	\$17,594	\$7,322	\$8,339	\$7,060	\$6,727

Table 7B Part 3 – Dollar Amount of Loans (Continued)
In Surrounding Cities & Towns, 2000 – 2003

City/Town	Total Small Business Loans				Small Business Loans to Small Firms			
	2000	2001	2002	2003	2000	2001	2002	2003
Middlesex County (Continued)								
Framingham	\$23,307	\$43,116	\$61,524	\$55,196	\$10,005	\$16,376	\$23,528	\$25,405
Groton	\$4,830	\$2,820	\$4,382	\$3,855	\$2,174	\$1,825	\$1,388	\$2,227
Holliston	\$9,643	\$15,553	\$16,160	\$19,097	\$2,779	\$2,673	\$4,239	\$4,807
Hopkinton	\$5,021	\$8,631	\$7,180	\$9,221	\$1,899	\$3,419	\$2,956	\$4,690
Hudson	\$13,112	\$14,593	\$15,271	\$20,066	\$6,025	\$6,525	\$6,688	\$10,578
Lexington	\$13,550	\$20,070	\$22,636	\$32,683	\$6,162	\$11,042	\$10,533	\$10,217
Lincoln	\$2,738	\$1,659	\$4,678	\$3,705	\$498	\$530	\$1,842	\$1,695
Littleton	\$8,025	\$10,547	\$10,458	\$8,756	\$3,015	\$2,152	\$3,130	\$2,885
Lowell	\$33,487	\$40,448	\$41,725	\$52,233	\$11,851	\$16,956	\$15,355	\$25,940
Malden	\$21,224	\$26,816	\$24,112	\$33,871	\$12,239	\$8,687	\$7,891	\$14,330
Marlborough	\$28,176	\$23,718	\$28,602	\$31,300	\$13,048	\$9,114	\$10,826	\$11,394
Maynard	\$5,730	\$6,382	\$6,997	\$5,900	\$3,469	\$1,667	\$2,240	\$2,294
Medford	\$16,064	\$21,405	\$19,093	\$23,705	\$7,700	\$7,517	\$6,822	\$8,800
Melrose	\$7,836	\$11,028	\$9,175	\$15,894	\$4,473	\$4,060	\$3,644	\$4,493
Natick	\$26,185	\$34,828	\$35,067	\$42,472	\$9,328	\$9,275	\$9,012	\$11,536
Newton	\$37,929	\$71,030	\$70,796	\$91,308	\$15,113	\$27,384	\$25,037	\$35,388
North Reading	\$8,934	\$9,949	\$15,189	\$11,545	\$4,737	\$3,079	\$3,404	\$4,556
Pepperell	\$3,018	\$2,691	\$5,018	\$4,806	\$1,025	\$637	\$2,430	\$1,560
Reading	\$8,013	\$11,353	\$11,640	\$16,950	\$3,223	\$5,406	\$4,591	\$7,759
Sherborn	\$994	\$2,169	\$2,441	\$3,271	\$566	\$650	\$1,599	\$974
Shirley	\$1,907	\$2,120	\$1,723	\$2,136	\$142	\$501	\$485	\$285
Somerville	\$21,170	\$27,948	\$29,252	\$38,148	\$10,218	\$11,699	\$13,673	\$12,791
Stoneham	\$10,155	\$18,221	\$14,964	\$12,168	\$6,066	\$5,910	\$3,517	\$5,916
Stow	\$1,423	\$3,639	\$3,780	\$2,920	\$659	\$1,207	\$2,249	\$1,517
Sudbury	\$10,196	\$9,997	\$16,523	\$15,833	\$4,409	\$4,805	\$5,877	\$5,059
Tewksbury	\$17,902	\$13,638	\$21,410	\$24,799	\$6,236	\$4,917	\$8,981	\$8,257
Townsend	\$1,611	\$1,528	\$3,479	\$3,229	\$963	\$447	\$924	\$1,146
Tyngsborough	\$10,506	\$8,164	\$12,671	\$9,393	\$4,163	\$3,743	\$5,253	\$4,281
Wakefield	\$19,638	\$29,204	\$33,312	\$26,330	\$9,560	\$9,223	\$6,029	\$9,213
Waltham	\$35,432	\$67,199	\$55,152	\$61,752	\$14,243	\$18,789	\$13,390	\$21,591
Watertown	\$15,151	\$23,409	\$25,033	\$28,899	\$8,402	\$9,236	\$5,114	\$13,137
Wayland	\$5,513	\$6,837	\$7,108	\$14,494	\$3,716	\$1,876	\$1,919	\$6,130
Westford	\$10,694	\$12,983	\$12,592	\$19,151	\$5,427	\$3,452	\$3,423	\$7,490
Weston	\$6,458	\$7,553	\$7,581	\$10,207	\$3,028	\$4,332	\$4,492	\$5,902
Wilmington	\$14,713	\$24,005	\$21,460	\$29,625	\$6,906	\$9,912	\$6,384	\$10,941
Winchester	\$9,775	\$14,918	\$11,922	\$16,800	\$5,573	\$5,902	\$4,562	\$10,036
Woburn	\$37,178	\$54,277	\$50,732	\$76,938	\$15,947	\$13,358	\$11,684	\$24,610
No Tract Number	\$7,034	\$31,487	\$21,524	\$12,744	\$2,665	\$4,125	\$3,022	\$4,688
County Totals	\$760,126	\$1,050,233	\$1,096,215	\$1,275,806	\$339,260	\$360,449	\$367,290	\$488,173
Norfolk County								
Avon	\$14,958	\$13,574	\$12,356	\$11,416	\$5,509	\$2,087	\$2,152	\$2,164
Bellingham	\$2,853	\$6,968	\$8,267	\$10,072	\$990	\$592	\$3,597	\$3,608
Braintree	\$16,280	\$27,059	\$24,312	\$31,701	\$7,327	\$4,723	\$6,538	\$6,678
Brookline	\$21,187	\$33,012	\$36,347	\$37,161	\$14,879	\$15,477	\$21,906	\$16,825
Canton	\$27,423	\$33,668	\$31,143	\$35,383	\$12,457	\$7,835	\$6,272	\$9,820
Cohasset	\$2,819	\$4,116	\$4,845	\$5,897	\$1,333	\$1,872	\$2,358	\$2,521
Dedham	\$8,781	\$13,049	\$16,347	\$17,223	\$4,352	\$4,919	\$7,045	\$8,482
Dover	\$1,002	\$2,256	\$3,418	\$4,516	\$689	\$811	\$1,950	\$3,016
Foxborough	\$9,844	\$9,625	\$9,856	\$12,467	\$3,665	\$3,043	\$3,355	\$6,038
Franklin	\$17,593	\$23,443	\$21,338	\$29,551	\$7,265	\$7,535	\$4,056	\$10,806
Holbrook	\$6,108	\$7,160	\$5,186	\$7,345	\$1,941	\$3,195	\$1,392	\$2,614
Medfield	\$2,872	\$6,386	\$6,853	\$6,873	\$1,389	\$2,807	\$2,955	\$3,190
Medway	\$4,830	\$5,594	\$3,550	\$8,571	\$906	\$891	\$669	\$2,537
Millis	\$2,595	\$3,326	\$4,069	\$2,984	\$1,267	\$1,109	\$1,328	\$973

Table 7B Part 3 – Dollar Amount of Loans (Continued)
In Surrounding Cities & Towns, 2000 – 2003

City/Town	Total Small Business Loans				Small Business Loans to Small Firms			
	2000	2001	2002	2003	2000	2001	2002	2003
Norfolk County (Continued)								
Milton	\$8,104	\$8,701	\$10,213	\$12,363	\$5,220	\$2,745	\$4,718	\$4,317
Needham	\$18,900	\$26,657	\$33,125	\$38,712	\$6,281	\$7,888	\$10,511	\$13,732
Norfolk	\$1,880	\$2,133	\$3,479	\$5,351	\$717	\$965	\$1,316	\$3,183
Norwood	\$22,599	\$41,686	\$29,120	\$32,120	\$10,930	\$8,450	\$6,661	\$10,461
Plainville	\$4,465	\$6,725	\$9,075	\$9,653	\$1,493	\$1,027	\$1,782	\$3,317
Quincy	\$29,961	\$49,769	\$51,353	\$51,453	\$15,795	\$13,156	\$20,391	\$19,212
Randolph	\$15,026	\$12,221	\$12,898	\$14,868	\$6,234	\$2,472	\$3,854	\$6,107
Sharon	\$6,198	\$5,734	\$6,953	\$8,296	\$4,111	\$2,512	\$1,999	\$3,452
Stoughton	\$17,073	\$29,359	\$25,616	\$31,004	\$6,097	\$6,790	\$8,718	\$13,842
Walpole	\$7,259	\$14,453	\$15,394	\$18,920	\$2,541	\$3,126	\$3,731	\$6,403
Wellesley	\$15,395	\$26,075	\$32,697	\$29,952	\$7,092	\$10,352	\$6,535	\$12,916
Westwood	\$9,721	\$15,651	\$11,366	\$12,139	\$4,812	\$3,882	\$4,770	\$5,585
Weymouth	\$21,447	\$31,444	\$34,144	\$24,340	\$10,638	\$12,681	\$12,216	\$9,957
Wrentham	\$4,443	\$5,880	\$5,475	\$7,713	\$1,453	\$2,459	\$1,427	\$3,281
No Tract Number	\$3,174	\$8,920	\$8,861	\$5,238	\$1,221	\$1,487	\$3,388	\$1,437
County Totals	\$324,790	\$474,644	\$477,656	\$523,282	\$148,604	\$136,888	\$157,590	\$196,474
Plymouth County								
Abington	\$4,763	\$6,929	\$12,914	\$7,593	\$2,430	\$2,330	\$3,882	\$3,898
Bridgewater	\$11,838	\$8,501	\$12,440	\$9,410	\$2,988	\$2,245	\$4,794	\$4,599
Brockton	\$32,623	\$44,962	\$42,967	\$42,913	\$15,146	\$12,512	\$11,842	\$15,263
Carver	\$2,008	\$3,381	\$3,403	\$2,074	\$1,291	\$2,845	\$1,679	\$1,070
Duxbury	\$7,626	\$8,789	\$13,960	\$8,735	\$3,342	\$4,296	\$8,509	\$4,820
East Bridgewater	\$2,748	\$2,971	\$4,262	\$4,376	\$1,202	\$1,251	\$2,617	\$2,432
Halifax	\$1,882	\$1,974	\$1,955	\$1,987	\$1,422	\$767	\$469	\$1,404
Hanover	\$10,025	\$13,200	\$14,810	\$16,915	\$5,475	\$5,271	\$4,351	\$6,843
Hanson	\$2,407	\$5,083	\$4,463	\$4,676	\$1,238	\$3,077	\$1,551	\$1,894
Hingham	\$20,402	\$33,285	\$24,025	\$35,641	\$9,976	\$8,501	\$5,695	\$10,404
Hull	\$2,727	\$4,142	\$4,726	\$3,425	\$2,208	\$3,046	\$1,923	\$2,034
Kingston	\$4,458	\$5,496	\$8,865	\$5,211	\$1,847	\$2,758	\$2,915	\$2,539
Lakeville	\$4,562	\$5,786	\$6,876	\$9,270	\$2,621	\$1,893	\$1,761	\$4,734
Marion	\$2,593	\$1,845	\$6,427	\$5,121	\$1,363	\$671	\$4,391	\$2,944
Marshfield	\$7,335	\$7,531	\$11,495	\$16,872	\$4,355	\$2,734	\$4,506	\$8,392
Mattapoisett	\$3,968	\$2,793	\$8,544	\$6,362	\$2,587	\$1,558	\$5,408	\$3,152
Middleborough	\$13,150	\$11,283	\$11,350	\$11,317	\$7,958	\$3,833	\$3,914	\$6,089
Norwell	\$10,590	\$16,519	\$18,400	\$29,567	\$7,152	\$4,415	\$4,902	\$8,286
Pembroke	\$10,306	\$11,343	\$17,690	\$16,023	\$5,804	\$2,993	\$5,539	\$4,819
Plymouth	\$22,471	\$25,719	\$33,805	\$48,721	\$14,289	\$13,876	\$18,232	\$17,298
Plympton	\$2,125	\$701	\$1,685	\$2,341	\$406	\$377	\$715	\$444
Rochester	\$1,024	\$694	\$1,728	\$1,084	\$626	\$328	\$1,012	\$523
Rockland	\$9,444	\$15,971	\$14,892	\$19,171	\$3,967	\$3,613	\$2,503	\$5,953
Scituate	\$5,191	\$7,482	\$5,346	\$9,914	\$2,576	\$3,397	\$1,645	\$5,085
Wareham	\$8,936	\$11,984	\$17,438	\$14,545	\$5,633	\$4,997	\$8,756	\$7,084
West Bridgewater	\$4,450	\$11,872	\$9,044	\$10,415	\$2,583	\$2,456	\$3,916	\$2,848
Whitman	\$4,371	\$10,406	\$9,455	\$7,473	\$2,707	\$2,947	\$2,699	\$3,589
No Tract Number	\$7,506	\$7,212	\$9,506	\$5,665	\$3,674	\$3,071	\$1,231	\$1,822
County Totals	\$221,529	\$287,854	\$332,471	\$356,817	\$116,866	\$102,058	\$121,357	\$140,262
Suffolk County								
Boston	\$341,103	\$528,545	\$473,838	\$428,737	\$129,174	\$141,104	\$150,275	\$149,856
Chelsea	\$10,149	\$28,485	\$23,153	\$15,788	\$4,624	\$5,031	\$5,066	\$5,799
Revere	\$10,215	\$13,082	\$12,853	\$11,329	\$3,680	\$5,915	\$6,174	\$6,687
Winthrop	\$4,015	\$6,809	\$4,251	\$6,411	\$3,305	\$2,528	\$1,358	\$3,225
No Tract Number	\$2,150	\$5,831	\$3,902	\$2,751	\$673	\$2,382	\$1,349	\$770
County Totals	\$367,632	\$582,752	\$517,997	\$465,016	\$141,456	\$156,960	\$164,222	\$166,337
Grand Totals - Boston MSA								
MSA Grand Totals	\$1,981,885	\$2,812,654	\$2,960,110	\$3,314,913	\$885,220	\$915,617	\$988,834	\$1,239,891

**Table 7B Part 4 – Dollar Amount of Loans Per 100 Firms
In Surrounding Cities & Towns, 2000 – 2003**

City/Town	Total Small Business Loans				Small Business Loans to Small Firms			
	2000	2001	2002	2003	2000	2001	2002	2003
Essex County								
Amesbury	\$1,237	\$1,138	\$777	\$1,029	\$675	\$447	\$439	\$719
Andover	\$1,030	\$1,617	\$1,127	\$1,291	\$613	\$635	\$666	\$943
Beverly	\$1,064	\$961	\$1,082	\$1,526	\$421	\$544	\$445	\$1,198
Boxford	\$955	\$1,450	\$1,233	\$1,068	\$307	\$655	\$1,002	\$626
Danvers	\$1,653	\$2,432	\$1,520	\$1,668	\$639	\$677	\$721	\$1,248
Essex	\$750	\$926	\$654	\$1,090	\$702	\$269	\$336	\$526
Georgetown	\$1,086	\$2,600	\$1,189	\$1,003	\$900	\$1,240	\$252	\$582
Gloucester	\$651	\$805	\$945	\$1,116	\$283	\$478	\$557	\$838
Groveland	\$684	\$644	\$1,022	\$969	\$337	\$493	\$572	\$607
Hamilton	\$493	\$708	\$1,306	\$952	\$303	\$701	\$663	\$423
Haverhill	\$838	\$1,326	\$1,404	\$1,624	\$278	\$469	\$836	\$1,166
Ipswich	\$872	\$922	\$824	\$1,285	\$629	\$508	\$483	\$842
Lawrence	\$964	\$1,672	\$1,144	\$1,623	\$475	\$902	\$409	\$1,065
Lynn	\$855	\$1,120	\$979	\$1,149	\$600	\$641	\$569	\$688
Lynnfield	\$1,384	\$2,093	\$751	\$1,892	\$566	\$1,052	\$390	\$1,267
Manchester	\$419	\$779	\$882	\$1,319	\$294	\$578	\$272	\$1,382
Marblehead	\$837	\$778	\$752	\$1,163	\$458	\$350	\$482	\$760
Merrimac	\$331	\$288	\$403	\$1,198	\$288	\$106	\$161	\$465
Methuen	\$1,149	\$1,262	\$1,242	\$1,399	\$583	\$714	\$616	\$1,038
Middleton	\$1,364	\$1,593	\$854	\$1,393	\$758	\$545	\$379	\$883
Nahant	\$890	\$1,695	\$410	\$651	\$716	\$1,300	\$387	\$568
Newbury	\$357	\$1,017	\$941	\$502	\$178	\$389	\$553	\$329
Newburyport	\$1,199	\$1,665	\$6,136	\$9,296	\$941	\$742	\$687	\$799
North Andover	\$1,516	\$2,147	\$1,501	\$1,904	\$570	\$1,417	\$650	\$1,264
Peabody	\$1,249	\$1,494	\$1,223	\$1,514	\$749	\$621	\$714	\$894
Rockport	\$226	\$355	\$757	\$432	\$96	\$318	\$890	\$375
Rowley	\$965	\$1,177	\$1,282	\$1,274	\$193	\$625	\$521	\$876
Salem	\$1,040	\$1,528	\$1,322	\$1,493	\$577	\$511	\$741	\$1,089
Salisbury	\$1,438	\$1,600	\$1,646	\$953	\$1,184	\$574	\$1,255	\$758
Saugus	\$905	\$1,445	\$1,012	\$983	\$455	\$482	\$556	\$554
Swampscott	\$646	\$987	\$990	\$933	\$240	\$523	\$806	\$635
Topsfield	\$1,519	\$1,679	\$1,062	\$1,215	\$1,330	\$405	\$419	\$554
Wenham	\$756	\$791	\$631	\$818	\$504	\$313	\$496	\$764
West Newbury	\$249	\$147	\$265	\$1,486	\$128	\$100	\$171	\$1,305
No Tract Number	NA	NA	NA	NA	NA	NA	NA	NA
County Totals	\$1,029	\$1,395	\$1,347	\$1,703	\$548	\$627	\$609	\$924
Middlesex County								
Acton	\$2,149	\$1,980	\$1,043	\$1,264	\$841	\$724	\$616	\$764
Arlington	\$490	\$866	\$575	\$802	\$356	\$471	\$340	\$570
Ashby	\$4,712	\$705	\$934	\$4,473	\$3,199	\$343	\$699	\$987
Ashland	\$611	\$1,243	\$1,550	\$1,356	\$257	\$394	\$494	\$660
Ayer	\$1,108	\$1,911	\$1,588	\$1,639	\$743	\$266	\$431	\$872
Bedford	\$1,448	\$1,167	\$1,330	\$1,131	\$1,233	\$541	\$723	\$529
Belmont	\$540	\$751	\$902	\$651	\$365	\$394	\$483	\$580
Billerica	\$1,110	\$1,339	\$1,484	\$1,697	\$558	\$559	\$876	\$990
Boxborough	\$581	\$2,138	\$1,437	\$1,484	\$231	\$1,208	\$369	\$1,063
Burlington	\$1,393	\$1,833	\$1,521	\$1,541	\$926	\$524	\$551	\$1,286
Cambridge	\$1,076	\$1,469	\$1,052	\$1,427	\$610	\$614	\$565	\$651
Carlisle	\$663	\$3,456	\$1,410	\$1,245	\$488	\$1,264	\$1,193	\$1,229
Chelmsford	\$1,507	\$1,385	\$1,075	\$1,388	\$579	\$788	\$500	\$1,063
Concord	\$1,080	\$1,354	\$1,172	\$1,537	\$591	\$625	\$789	\$928
Dracut	\$877	\$1,392	\$1,155	\$1,147	\$432	\$721	\$513	\$1,079
Dunstable	\$830	\$915	\$2,262	\$534	\$274	\$179	\$618	\$489
Everett	\$1,434	\$2,116	\$1,370	\$1,028	\$692	\$788	\$600	\$598

Table 7B Part 4 – Dollar Amount of Loans Per 100 Firms (Continued)
In Surrounding Cities & Towns, 2000 – 2003

City/Town	Total Small Business Loans				Small Business Loans to Small Firms			
	2000	2001	2002	2003	2000	2001	2002	2003
Middlesex County (Continued)								
Framingham	\$662	\$1,224	\$1,348	\$1,175	\$336	\$550	\$702	\$856
Groton	\$1,201	\$701	\$848	\$740	\$604	\$507	\$352	\$599
Holliston	\$1,334	\$2,151	\$1,631	\$1,845	\$459	\$441	\$593	\$644
Hopkinton	\$886	\$1,522	\$889	\$1,076	\$408	\$735	\$531	\$853
Hudson	\$1,664	\$1,852	\$1,467	\$1,813	\$910	\$986	\$894	\$1,503
Lexington	\$760	\$1,125	\$893	\$1,242	\$423	\$757	\$597	\$610
Lincoln	\$702	\$425	\$878	\$700	\$149	\$158	\$510	\$531
Littleton	\$1,555	\$2,044	\$1,559	\$1,293	\$714	\$510	\$667	\$650
Lowell	\$1,237	\$1,494	\$1,127	\$1,345	\$520	\$744	\$574	\$1,043
Malden	\$1,211	\$1,530	\$998	\$1,362	\$817	\$580	\$457	\$851
Marlborough	\$1,446	\$1,218	\$1,178	\$1,210	\$810	\$566	\$602	\$778
Maynard	\$1,314	\$1,464	\$1,254	\$988	\$964	\$463	\$554	\$593
Medford	\$841	\$1,120	\$742	\$908	\$469	\$458	\$354	\$512
Melrose	\$786	\$1,106	\$720	\$1,195	\$506	\$459	\$359	\$457
Natick	\$1,237	\$1,645	\$1,303	\$1,550	\$520	\$517	\$444	\$668
Newton	\$789	\$1,477	\$1,023	\$1,244	\$372	\$674	\$521	\$730
North Reading	\$1,299	\$1,446	\$1,656	\$1,182	\$807	\$525	\$507	\$693
Pepperell	\$668	\$595	\$954	\$880	\$262	\$163	\$588	\$386
Reading	\$880	\$1,246	\$919	\$1,295	\$413	\$692	\$522	\$891
Sherborn	\$549	\$1,198	\$869	\$1,148	\$354	\$406	\$837	\$453
Shirley	\$1,215	\$1,325	\$776	\$933	\$116	\$411	\$332	\$185
Somerville	\$916	\$1,210	\$955	\$1,193	\$517	\$592	\$613	\$600
Stoneham	\$1,055	\$1,892	\$1,288	\$951	\$729	\$710	\$398	\$697
Stow	\$453	\$1,159	\$898	\$664	\$241	\$442	\$716	\$488
Sudbury	\$1,039	\$1,019	\$1,274	\$1,167	\$536	\$584	\$655	\$553
Tewksbury	\$1,593	\$1,213	\$1,506	\$1,618	\$655	\$516	\$864	\$863
Townsend	\$533	\$506	\$930	\$852	\$353	\$164	\$316	\$404
Tyngsborough	\$2,212	\$1,719	\$1,920	\$1,365	\$1,062	\$955	\$1,111	\$943
Wakefield	\$1,347	\$2,003	\$1,777	\$1,388	\$789	\$761	\$441	\$766
Waltham	\$1,099	\$2,084	\$1,281	\$1,382	\$564	\$744	\$453	\$834
Watertown	\$946	\$1,461	\$1,175	\$1,332	\$631	\$693	\$334	\$966
Wayland	\$1,077	\$1,335	\$832	\$1,621	\$797	\$403	\$314	\$1,000
Westford	\$1,095	\$1,329	\$903	\$1,490	\$656	\$417	\$349	\$939
Weston	\$1,345	\$1,574	\$913	\$1,171	\$711	\$1,017	\$859	\$1,062
Wilmington	\$1,399	\$2,282	\$1,579	\$2,121	\$857	\$1,230	\$703	\$1,357
Winchester	\$1,025	\$1,564	\$851	\$1,144	\$658	\$697	\$455	\$1,002
Woburn	\$1,347	\$1,967	\$1,468	\$2,159	\$746	\$625	\$490	\$1,286
No Tract Number	NA	NA	NA	NA	NA	NA	NA	NA
County Totals	\$1,107	\$1,530	\$1,191	\$1,345	\$591	\$628	\$559	\$811
Norfolk County								
Avon	\$4,032	\$3,659	\$2,728	\$2,476	\$2,011	\$762	\$717	\$929
Bellingham	\$476	\$1,163	\$1,081	\$1,251	\$188	\$113	\$615	\$650
Braintree	\$777	\$1,291	\$896	\$1,141	\$423	\$272	\$324	\$428
Brookline	\$798	\$1,244	\$934	\$956	\$635	\$661	\$770	\$642
Canton	\$2,092	\$2,568	\$1,754	\$1,855	\$1,236	\$777	\$524	\$871
Cohasset	\$632	\$923	\$748	\$889	\$340	\$478	\$517	\$602
Dedham	\$675	\$1,004	\$974	\$1,014	\$391	\$442	\$572	\$785
Dover	\$527	\$1,187	\$988	\$1,276	\$413	\$486	\$890	\$1,359
Foxborough	\$1,267	\$1,239	\$965	\$1,181	\$567	\$471	\$473	\$904
Franklin	\$1,523	\$2,030	\$1,414	\$1,852	\$747	\$775	\$375	\$1,076
Holbrook	\$1,497	\$1,755	\$999	\$1,343	\$578	\$951	\$390	\$738
Medfield	\$566	\$1,260	\$1,015	\$953	\$320	\$647	\$597	\$655
Medway	\$1,131	\$1,310	\$587	\$1,352	\$238	\$234	\$149	\$560
Millis	\$703	\$901	\$814	\$587	\$389	\$340	\$356	\$280

Table 7B Part 4 – Dollar Amount of Loans Per 100 Firms (Continued)
In Surrounding Cities & Towns, 2000 – 2003

City/Town	Total Small Business Loans				Small Business Loans to Small Firms			
	2000	2001	2002	2003	2000	2001	2002	2003
Norfolk County (Continued)								
Milton	\$1,069	\$1,148	\$893	\$1,061	\$769	\$404	\$573	\$540
Needham	\$1,035	\$1,460	\$1,302	\$1,463	\$424	\$532	\$607	\$845
Norfolk	\$547	\$620	\$768	\$1,115	\$243	\$327	\$413	\$985
Norwood	\$1,168	\$2,154	\$1,211	\$1,271	\$712	\$550	\$384	\$677
Plainville	\$1,128	\$1,698	\$1,822	\$1,856	\$459	\$316	\$514	\$1,043
Quincy	\$895	\$1,486	\$1,152	\$1,108	\$563	\$469	\$619	\$633
Randolph	\$1,533	\$1,247	\$953	\$1,040	\$752	\$298	\$408	\$684
Sharon	\$1,056	\$977	\$740	\$839	\$856	\$523	\$330	\$527
Stoughton	\$1,225	\$2,106	\$1,367	\$1,594	\$528	\$588	\$642	\$1,071
Walpole	\$710	\$1,414	\$1,159	\$1,391	\$291	\$358	\$376	\$709
Wellesley	\$821	\$1,391	\$1,249	\$1,124	\$447	\$652	\$353	\$771
Westwood	\$1,310	\$2,109	\$1,010	\$1,067	\$797	\$643	\$622	\$814
Weymouth	\$1,005	\$1,473	\$1,319	\$890	\$594	\$708	\$618	\$533
Wrentham	\$809	\$1,071	\$754	\$1,010	\$300	\$507	\$253	\$718
No Tract Number	NA	NA	NA	NA	NA	NA	NA	NA
County Totals	\$1,065	\$1,556	\$1,161	\$1,228	\$581	\$535	\$532	\$722
Plymouth County								
Abington	\$919	\$1,338	\$1,978	\$1,089	\$560	\$537	\$795	\$799
Bridgewater	\$1,706	\$1,225	\$1,385	\$1,010	\$492	\$370	\$721	\$756
Brockton	\$1,196	\$1,648	\$1,198	\$1,131	\$660	\$545	\$443	\$634
Carver	\$594	\$1,000	\$451	\$406	\$453	\$998	\$333	\$363
Duxbury	\$1,216	\$1,402	\$1,664	\$919	\$610	\$784	\$1,397	\$740
East Bridgewater	\$682	\$737	\$786	\$766	\$344	\$358	\$645	\$617
Halifax	\$1,034	\$1,085	\$832	\$785	\$872	\$471	\$266	\$867
Hanover	\$1,017	\$1,339	\$1,280	\$1,360	\$653	\$628	\$493	\$861
Hanson	\$436	\$921	\$629	\$1,058	\$258	\$642	\$280	\$633
Hingham	\$1,489	\$2,430	\$1,371	\$1,947	\$874	\$745	\$450	\$885
Hull	\$812	\$1,233	\$949	\$654	\$746	\$1,029	\$539	\$596
Kingston	\$706	\$871	\$1,036	\$582	\$341	\$510	\$448	\$478
Lakeville	\$1,334	\$1,692	\$1,525	\$1,981	\$868	\$627	\$521	\$1,475
Marion	\$975	\$694	\$1,896	\$1,443	\$578	\$284	\$1,651	\$1,159
Marshfield	\$766	\$786	\$933	\$1,295	\$513	\$322	\$480	\$923
Mattapoisett	\$1,244	\$876	\$2,213	\$1,579	\$901	\$543	\$1,762	\$1,076
Middleborough	\$1,506	\$1,292	\$986	\$917	\$1,046	\$504	\$463	\$766
Norwell	\$1,487	\$2,320	\$1,853	\$2,873	\$1,261	\$779	\$720	\$1,334
Pembroke	\$1,352	\$1,489	\$1,966	\$1,635	\$915	\$472	\$805	\$737
Plymouth	\$1,053	\$1,205	\$1,215	\$1,679	\$773	\$751	\$853	\$891
Plympton	\$1,968	\$649	\$1,170	\$1,582	\$432	\$401	\$633	\$407
Rochester	\$706	\$479	\$847	\$519	\$485	\$254	\$675	\$371
Rockland	\$1,208	\$2,042	\$1,503	\$1,814	\$666	\$606	\$378	\$902
Scituate	\$699	\$1,007	\$529	\$952	\$387	\$511	\$223	\$699
Wareham	\$1,018	\$1,365	\$1,493	\$1,235	\$723	\$641	\$992	\$926
West Bridgewater	\$1,000	\$2,668	\$1,383	\$1,590	\$712	\$677	\$842	\$669
Whitman	\$978	\$2,328	\$1,732	\$1,277	\$756	\$823	\$714	\$949
No Tract Number	NA	NA	NA	NA	NA	NA	NA	NA
County Totals	\$1,149	\$1,493	\$1,307	\$1,362	\$711	\$621	\$645	\$818
Suffolk County								
Boston	\$1,189	\$1,842	\$1,224	\$1,073	\$556	\$607	\$561	\$633
Chelsea	\$915	\$2,569	\$1,601	\$1,067	\$532	\$579	\$503	\$694
Revere	\$841	\$1,078	\$796	\$655	\$343	\$551	\$505	\$563
Winthrop	\$678	\$1,150	\$566	\$818	\$643	\$492	\$242	\$573
No Tract Number	NA	NA	NA	NA	NA	NA	NA	NA
County Totals	\$1,164	\$1,844	\$1,218	\$1,058	\$551	\$611	\$555	\$633
Grand Totals - Boston MSA								
MSA Grand Totals	\$1,101	\$1,563	\$1,228	\$1,335	\$588	\$609	\$572	\$786

Table 8A
Small Business Lending in Low and Moderate Census Tracts
In Surrounding Cities & Towns, 2003

City/Town	Total Small Business Loans				Small Business Loans to Small Firms			
	Total Number of Loans	Number of Loans to Small Firms	Lending Rate Per 100 Total Firms	Lending Rate Per 100 Small Firms	Total \$ Amount of Loans	\$ Amount of Loans to Small Firms	Lending Rate Per 100 Total Firms	Lending Rate Per 100 Small Firms
Essex County								
Beverly	286	127	62.9	40.1	\$10,525	\$5,144	\$2,313	\$1,623
Gloucester	378	153	43.8	27.0	\$9,638	\$5,293	\$1,117	\$935
Haverhill	519	213	43.5	26.4	\$15,458	\$8,720	\$1,297	\$1,082
Lawrence	975	345	41.7	23.6	\$39,383	\$16,178	\$1,686	\$1,109
Lynn	911	277	40.7	18.6	\$27,848	\$11,362	\$1,243	\$764
Methuen	59	24	43.7	26.4	\$2,563	\$1,177	\$1,899	\$1,293
Peabody	186	60	55.9	27.6	\$5,333	\$3,490	\$1,602	\$1,608
Salem	401	173	50.6	31.2	\$14,239	\$7,140	\$1,796	\$1,286
County Totals	3,715	1,372	44.5	24.9	\$124,987	\$58,504	\$1,497	\$1,064
Middlesex County								
Cambridge	3,240	420	92.2	21.0	\$75,651	\$13,386	\$2,153	\$669
Dracut	155	53	48.3	22.6	\$3,226	\$1,672	\$1,005	\$711
Everett	736	223	43.0	19.8	\$17,594	\$6,727	\$1,028	\$598
Framingham	670	210	48.7	23.4	\$20,765	\$8,733	\$1,510	\$972
Lincoln	9	4	22.0	40.0	\$165	\$55	\$402	\$550
Lowell	1,513	533	42.3	23.4	\$49,412	\$23,950	\$1,381	\$1,052
Malden	756	245	42.8	20.9	\$27,184	\$10,988	\$1,538	\$937
Marlborough	431	139	44.6	22.1	\$12,406	\$5,818	\$1,283	\$923
Medford	518	182	44.5	26.2	\$13,141	\$4,524	\$1,128	\$652
Pepperell	87	42	42.9	29.0	\$2,156	\$800	\$1,062	\$552
Shirley	0	0	0.0	0.0	\$0	\$0	\$0	\$0
Somerville	1,013	338	40.9	20.5	\$28,672	\$9,742	\$1,158	\$592
Waltham	648	239	48.1	26.4	\$17,397	\$10,264	\$1,292	\$1,133
Watertown	109	41	62.3	32.0	\$1,979	\$1,035	\$1,131	\$809
Woburn	201	79	39.4	22.5	\$4,126	\$2,467	\$809	\$703
County Totals	10,086	2,748	52.7	22.5	\$273,874	\$100,161	\$1,430	\$820
Norfolk County								
Quincy	145	50	52.0	28.7	\$3,297	\$851	\$1,182	\$489
Weymouth	121	43	46.9	23.6	\$1,176	\$720	\$456	\$396
County Totals	266	93	49.5	26.1	\$4,473	\$1,571	\$833	\$441
Plymouth County								
Brockton	925	308	41.7	21.9	\$24,979	\$10,719	\$1,126	\$761
Plymouth	415	147	48.8	24.8	\$10,609	\$7,296	\$1,248	\$1,232
Wareham	544	179	46.2	23.4	\$14,545	\$7,084	\$1,235	\$926
County Totals	1,884	634	44.4	22.9	\$50,133	\$25,099	\$1,180	\$907
Suffolk County								
Boston	6,976	2,269	33.8	18.4	\$201,363	\$75,448	\$976	\$612
Chelsea	444	124	34.1	16.8	\$14,698	\$5,280	\$1,128	\$716
Revere	613	217	50.6	25.9	\$7,790	\$5,109	\$643	\$610
County Totals	8,033	2,610	34.7	18.8	\$223,851	\$85,837	\$967	\$618
Grand Totals - Boston MSA								
MSA Grand Totals	23,984	7,457	43.3	21.5	\$677,318	\$271,172	\$1,222	\$781

Table 9A
Small Business Lending Across Various Geographies, 2003

City/Town	Number of Loans				Dollar Amount of Loans (000s)			
	Total Number of Loans	Number of Loans to Small Firms	Lending Rate Per 100 Total Firms	Lending Rate Per 100 Small Firms	Total \$ Amount of Loans	\$ Amount of Loans to Small Firms	Lending Rate Per 100 Total Firms	Lending Rate Per 100 Small Firms
All Census Tracts								
Essex County	20,442	7,023	50.2	26.1	\$693,992	\$248,645	\$1,703	\$924
Middlesex County	44,996	14,712	47.4	24.4	\$1,275,806	\$488,173	\$1,345	\$811
Norfolk County	19,400	6,473	45.5	23.8	\$523,282	\$196,474	\$1,228	\$722
Plymouth County	13,473	4,449	51.4	26.0	\$356,817	\$140,262	\$1,362	\$818
Suffolk County	15,858	5,159	36.1	19.6	\$465,016	\$166,337	\$1,058	\$633
Boston MSA Totals	114,169	37,816	46.0	24.0	\$3,314,913	\$1,239,891	\$1,335	\$786
City of Boston	13,789	4,487	34.5	18.9	\$428,737	\$149,856	\$1,073	\$633
Central Business Area	4,567	1,514	30.3	18.6	\$183,182	\$60,670	\$1,215	\$743
Low and Moderate Income Census Tracts								
Essex County	3,715	1,372	44.5	24.9	\$124,987	\$58,504	\$1,497	\$1,064
Middlesex County	10,086	2,748	52.7	22.5	\$273,874	\$100,161	\$1,430	\$820
Norfolk County	266	93	49.5	26.1	\$4,473	\$1,571	\$833	\$441
Plymouth County	1,884	634	44.4	22.9	\$50,133	\$25,099	\$1,180	\$907
Suffolk County	8,033	2,610	34.7	18.8	\$223,851	\$85,837	\$967	\$618
Boston MSA Totals	23,984	7,457	43.3	21.5	\$677,318	\$271,172	\$1,222	\$781
City of Boston	5,210	1,702	35.2	18.4	\$131,792	\$53,121	\$890	\$574
Central Business Area	1,766	567	30.3	18.5	\$69,571	\$22,327	\$1,195	\$727

G. 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 some of the area's largest lenders may contain irregularities. For example, GE Capital reported 4,118 small business loans in the Boston MSA with a dollar amount of \$17.4 million but no loans to businesses with revenues of \$1 million or less. While the reason for this apparent irregularity 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.

It is also important to note that many lenders are not obligated to report their small business lending activity under the CRA regulation, and are therefore not included in the market share totals shown in this report. The CRA law does not apply to private finance companies – it applies only to federally-regulated depository institutions. In addition, the law exempts small banks (those with assets under \$250 million) from the small business loan reporting requirement.

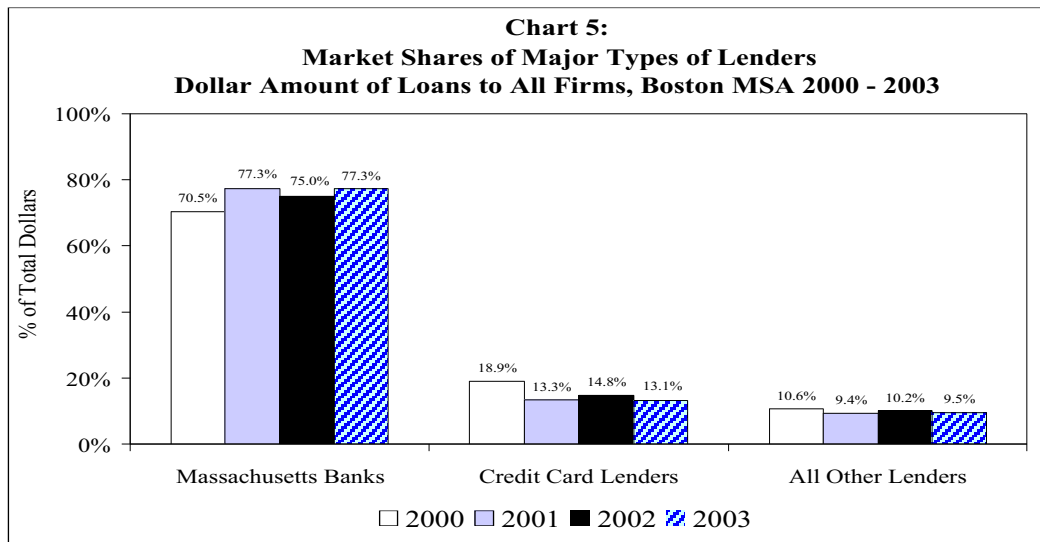
For the purposes of this report, CRA lenders are divided into three major categories: Massachusetts banks, credit card lenders, and all other lenders. Massachusetts banks are defined as banks that have a physical presence in Massachusetts even if their headquarters are located in another state. MCBC's previous studies of small business lending included a fourth category labeled big Massachusetts banks. This year's study has eliminated that category and included those banks with other Massachusetts banks.

While most of the findings discussed in this section focus on the Boston MSA, the trends generally apply to each of the five Massachusetts counties that comprise the MSA (Essex, Middlesex, Norfolk, Plymouth, and Suffolk). **Massachusetts banks accounted for more than three out of four small business loan dollars in the Boston MSA in 2003.** The combined loan volume of Massachusetts banks totaled \$2.564 billion or 77.3% of the all small business loan dollars in the Boston MSA in 2003. Credit card lenders and other out-of-state lenders originated \$434.5 million and \$316.5 million respectively.

The data indicate that a relatively small number of Massachusetts banks continue to account for a large share of total CRA small business loan dollars. When measured in terms of the overall market share of total small business loan dollars, **the top five Massachusetts banks accounted for 43.8% of loan dollars in the entire Boston MSA.** At the same time, credit card lenders continue to dominate the market share in terms of the number of small business loans. Credit card lenders provided 69.1% of the number of small business loans in the Boston MSA in 2003 and 13.1 % of small business loan dollars. The top five credit card lenders alone accounted for 60.3% of the total number of small business loans in the Boston MSA in 2003.

The 2003 data also reaffirm the **striking differences in the types of lending by the three major types of lenders.** The average loan size in the Boston MSA in 2003 was \$101,000 for the Massachusetts banks, \$6,000 for credit card lenders, and \$32,000 for all other lenders. A likely explanation for these differences is that many 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 other lenders engage in both kinds of lending.

The tables on the pages that follow (Tables 10A – 11B) provide detailed small business lender data for Essex, Middlesex, Norfolk, Plymouth, and Suffolk counties as well as for the entire Boston MSA. The tables also provide a time series of summary data for 2000 to 2003. The two furthest-right columns in Tables 10A and 11A provide a measure of a bank’s relative performance in meeting the credit needs of small businesses located in low and moderate income areas: the ratio of a bank’s market share (measured in both the number of loans and loan dollars) in low and moderate income tracts to its overall market share, expressed as a percentage.



**Table 10A – Essex County
Total Small Business Loans
By Lender Type and Largest Individual Lenders, 2003**

	Mass Deposits 6/30/03 (000s)	Loans to Firms Anywhere in the County					Loans to Firms in Low & Moderate Income Census Tracts					Low/Mod 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. Massachusetts Banks													
Fleet	\$41,509,147	1,161	\$27,516	\$24	5.7%	4.0%	300	\$6,190	\$21	7.7%	4.6%	135.2%	116.3%
Eastern Bank	\$3,560,285	720	\$80,260	\$111	3.5%	11.6%	172	\$22,232	\$129	4.4%	16.6%	125.0%	143.2%
BankNorth	\$5,664,377	601	\$66,695	\$111	2.9%	9.6%	134	\$15,527	\$116	3.4%	11.6%	116.7%	120.4%
Citizens	\$18,551,380	374	\$168,095	\$449	1.8%	24.2%	48	\$3,719	\$77	1.2%	2.8%	67.2%	11.4%
Sovereign Bank	\$8,848,092	311	\$27,477	\$88	1.5%	4.0%	75	\$9,357	\$125	1.9%	7.0%	126.2%	176.1%
Salem Five	\$1,182,791	239	\$48,528	\$203	1.2%	7.0%	61	\$12,453	\$204	1.6%	9.3%	133.6%	132.7%
First Essex Bank	\$840,577	175	\$31,926	\$182	0.9%	4.6%	68	\$13,820	\$203	1.7%	10.3%	203.4%	223.8%
Danvers Savings	\$663,011	162	\$21,602	\$133	0.8%	3.1%	23	\$3,136	\$136	0.6%	2.3%	74.3%	75.1%
Beverly National	\$315,098	143	\$21,376	\$149	0.7%	3.1%	39	\$4,885	\$125	1.0%	3.6%	142.7%	118.2%
Newburyport Five	\$314,547	117	\$7,641	\$65	0.6%	1.1%	0	\$0		0.0%	0.0%	0.0%	0.0%
North Shore Bank	\$281,594	113	\$18,728	\$166	0.6%	2.7%	37	\$7,374	\$199	0.9%	5.5%	171.4%	203.6%
Mellon Trust NE	\$6,278,555	110	\$7,030	\$64	0.5%	1.0%	30	\$2,536	\$85	0.8%	1.9%	142.7%	186.5%
Pentucket Bank	\$312,916	82	\$12,454	\$152	0.4%	1.8%	30	\$4,376	\$146	0.8%	3.3%	191.5%	181.7%
Century B&T	\$1,323,918	23	\$5,055	\$220	0.1%	0.7%	4	\$657	\$164	0.1%	0.5%	91.0%	67.2%
East Boston Savings	\$637,552	21	\$6,463	\$308	0.1%	0.9%	3	\$610	\$203	0.1%	0.5%	74.8%	48.8%
Northern B&T	\$281,748	20	\$4,762	\$238	0.1%	0.7%	3	\$641	\$214	0.1%	0.5%	78.5%	69.6%
Lawrence Savings	\$280,943	20	\$4,762	\$238	0.1%	0.7%	7	\$1,355	\$194	0.2%	1.0%	183.2%	147.1%
Boston Private	\$1,122,494	11	\$4,300	\$391	0.1%	0.6%	1	\$1,000	\$1,000	0.0%	0.7%	47.6%	120.2%
All Other Mass Bks	NA	68	\$11,295	\$166	0.3%	1.6%	18	\$3,675	\$204	0.5%	2.7%	138.5%	168.2%
Subtotal	NA	4,471	\$575,965	\$129	21.9%	83.0%	1,053	\$113,543	\$108	27.0%	84.6%	123.3%	101.9%
B. Credit Card Lenders													
Capital One	NA	4,735	\$18,783	\$4	23.2%	2.7%	843	\$2,617	\$3	21.6%	1.9%	93.2%	72.0%
CitiBank	NA	2,728	\$13,843	\$5	13.3%	2.0%	503	\$2,329	\$5	12.9%	1.7%	96.5%	87.0%
MBNA America	NA	2,097	\$12,708	\$6	10.3%	1.8%	375	\$2,286	\$6	9.6%	1.7%	93.6%	93.0%
American Express	NA	1,882	\$10,293	\$5	9.2%	1.5%	254	\$1,492	\$6	6.5%	1.1%	70.6%	75.0%
Advanta Bank	NA	979	\$8,657	\$9	4.8%	1.2%	170	\$1,451	\$9	4.4%	1.1%	90.9%	86.7%
GE Capital	NA	736	\$2,873	\$4	3.6%	0.4%	124	\$412	\$3	3.2%	0.3%	88.2%	74.1%
Bank One	NA	707	\$3,064	\$4	3.5%	0.4%	130	\$418	\$3	3.3%	0.3%	96.2%	70.5%
US Bank	NA	159	\$1,785	\$11	0.8%	0.3%	8	\$42	\$5	0.2%	0.0%	26.3%	12.1%
Other CC Lenders	NA	96	\$796	\$8	0.5%	0.1%	19	\$110	\$6	0.5%	0.1%	103.6%	71.5%
Subtotal	NA	14,119	\$72,802	\$5	69.1%	10.5%	2,426	\$11,157	\$5	62.1%	8.3%	89.9%	79.2%
C. All Other Lenders													
Atlantic Bank	NA	553	\$3,539	\$6	2.7%	0.5%	156	\$728	\$5	4.0%	0.5%	147.6%	106.4%
Wells Fargo	NA	451	\$13,126	\$29	2.2%	1.9%	98	\$2,370	\$24	2.5%	1.8%	113.7%	93.4%
Pitney Bowes Bank	NA	451	\$3,651	\$8	2.2%	0.5%	107	\$840	\$8	2.7%	0.6%	124.2%	119.0%
Chase	NA	308	\$6,988	\$23	1.5%	1.0%	50	\$1,108	\$22	1.3%	0.8%	85.0%	82.0%
All Other Lenders	NA	89	\$17,921	\$201	0.4%	2.6%	16	\$4,472	\$280	0.4%	3.3%	94.1%	129.0%
Subtotal	NA	1,852	\$45,225	\$24	9.1%	6.5%	427	\$9,518	\$22	10.9%	7.1%	120.7%	108.8%
All Lenders Above	NA	20,189	\$663,980	\$33	98.8%	95.7%	3,853	\$125,961	\$33	98.6%	93.8%	99.9%	98.1%
Total - All Lenders	NA	20,442	\$693,992	\$34	100.0%	100.0%	3,906	\$134,218	\$34	100.0%	100.0%	100.0%	100.0%

**Table 10A – Middlesex County
Total Small Business Loans
By Lender Type and Largest Individual Lenders, 2003**

	Mass Deposits 6/30/03 (000s)	Loans to Firms Anywhere in the County					Loans to Firms in Low & Moderate Income Census Tracts					Low/Mod 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. Massachusetts Banks													
Fleet	\$41,509,147	3,874	\$107,019	\$28	8.6%	8.4%	729	\$18,869	\$26	9.1%	8.4%	106.0%	100.0%
Citizens	\$18,551,380	1,509	\$152,336	\$101	3.4%	11.9%	182	\$19,736	\$108	2.3%	8.8%	67.9%	73.5%
Middlesex Savings	\$2,726,871	625	\$74,493	\$119	1.4%	5.8%	38	\$6,618	\$174	0.5%	2.9%	34.2%	50.4%
Sovereign Bank	\$8,848,092	621	\$67,187	\$108	1.4%	5.3%	114	\$9,841	\$86	1.4%	4.4%	103.4%	83.0%
BankNorth	\$5,664,377	546	\$79,800	\$146	1.2%	6.3%	85	\$12,864	\$151	1.1%	5.7%	87.7%	91.4%
Enterprise B&T	\$679,666	454	\$59,836	\$132	1.0%	4.7%	149	\$20,741	\$139	1.9%	9.2%	184.9%	196.5%
Eastern Bank	\$3,560,285	448	\$81,793	\$183	1.0%	6.4%	93	\$19,879	\$214	1.2%	8.8%	116.9%	137.8%
Mellon Trust NE	\$6,278,555	260	\$26,322	\$101	0.6%	2.1%	36	\$1,541	\$43	0.5%	0.7%	78.0%	33.2%
Cambridge Trust	\$581,627	247	\$34,764	\$141	0.5%	2.7%	53	\$8,061	\$152	0.7%	3.6%	120.9%	131.5%
Northern B&T	\$281,748	231	\$39,334	\$170	0.5%	3.1%	21	\$3,422	\$163	0.3%	1.5%	51.2%	49.3%
Hudson Savings	\$360,640	117	\$16,344	\$140	0.3%	1.3%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Century B&T	\$1,323,918	102	\$20,106	\$197	0.2%	1.6%	24	\$5,389	\$225	0.3%	2.4%	132.6%	152.0%
Cambridge Savings	\$1,518,211	83	\$12,115	\$146	0.2%	0.9%	9	\$2,341	\$260	0.1%	1.0%	61.1%	109.6%
Salem Five	\$1,182,791	82	\$22,284	\$272	0.2%	1.7%	17	\$3,445	\$203	0.2%	1.5%	116.8%	87.7%
Danvers Savings	\$663,011	71	\$11,680	\$165	0.2%	0.9%	8	\$758	\$95	0.1%	0.3%	63.5%	36.8%
First Essex Bank	\$840,577	59	\$16,880	\$286	0.1%	1.3%	11	\$2,483	\$226	0.1%	1.1%	105.0%	83.4%
The Village Bank	\$292,284	56	\$13,569	\$242	0.1%	1.1%	1	\$590	\$590	0.0%	0.3%	10.0%	24.6%
Boston Private	\$1,122,494	53	\$17,644	\$333	0.1%	1.4%	5	\$1,309	\$262	0.1%	0.6%	53.1%	42.1%
Medford Cooperative	\$344,627	51	\$12,599	\$247	0.1%	1.0%	9	\$3,220	\$358	0.1%	1.4%	99.4%	144.9%
Stoneham Savings	\$262,708	49	\$9,923	\$203	0.1%	0.8%	7	\$1,494	\$213	0.1%	0.7%	80.5%	85.4%
All Other Mass Bks	NA	432	\$76,576	\$177	1.0%	6.0%	80	\$16,961	\$212	1.0%	7.5%	104.3%	125.6%
Subtotal	NA	9,970	\$952,604	\$96	22.2%	74.7%	1,671	\$159,562	\$95	20.9%	70.9%	94.4%	95.0%
B. Credit Card Lenders													
Capital One	NA	8,981	\$37,012	\$4	20.0%	2.9%	1,230	\$3,842	\$3	15.4%	1.7%	77.1%	58.9%
CitiBank	NA	6,519	\$36,290	\$6	14.5%	2.8%	810	\$4,471	\$6	10.1%	2.0%	70.0%	69.9%
MBNA America	NA	6,343	\$51,299	\$8	14.1%	4.0%	2,474	\$28,245	\$11	31.0%	12.6%	219.7%	312.2%
American Express	NA	3,593	\$21,625	\$6	8.0%	1.7%	388	\$2,512	\$6	4.9%	1.1%	60.8%	65.9%
Advanta Bank	NA	2,041	\$19,045	\$9	4.5%	1.5%	281	\$2,612	\$9	3.5%	1.2%	77.6%	77.8%
Bank One	NA	1,575	\$4,948	\$3	3.5%	0.4%	192	\$523	\$3	2.4%	0.2%	68.7%	59.9%
GE Capital	NA	1,543	\$7,216	\$5	3.4%	0.6%	264	\$1,561	\$6	3.3%	0.7%	96.4%	122.6%
US Bank	NA	629	\$10,114	\$16	1.4%	0.8%	113	\$1,008	\$9	1.4%	0.4%	101.2%	56.5%
Other CC Lenders	NA	273	\$2,588	\$9	0.6%	0.2%	45	\$520	\$12	0.6%	0.2%	92.8%	113.9%
Subtotal	NA	31,497	\$190,137	\$6	70.0%	14.9%	5,797	\$45,294	\$8	72.6%	20.1%	103.7%	135.1%
C. All Other Lenders													
Pitney Bowes Bank	NA	955	\$8,268	\$9	2.1%	0.6%	148	\$1,158	\$8	1.9%	0.5%	87.3%	79.4%
Wells Fargo	NA	936	\$30,378	\$32	2.1%	2.4%	141	\$3,984	\$28	1.8%	1.8%	84.9%	74.4%
Chase	NA	823	\$19,055	\$23	1.8%	1.5%	104	\$2,054	\$20	1.3%	0.9%	71.2%	61.1%
Atlantic Bank	NA	580	\$7,487	\$13	1.3%	0.6%	91	\$1,549	\$17	1.1%	0.7%	88.4%	117.3%
Silicon Valley Bank	NA	31	\$15,942	\$514	0.1%	1.2%	6	\$2,185	\$364	0.1%	1.0%	109.2%	77.7%
All Other Lenders	NA	204	\$51,935	\$255	0.5%	4.1%	30	\$9,234	\$308	0.4%	4.1%	82.8%	100.8%
Subtotal	NA	3,529	\$133,065	\$38	7.8%	10.4%	520	\$20,164	\$39	6.5%	9.0%	83.0%	85.9%
All Lenders Above	NA	44,087	\$1,144,707	\$26	98.0%	89.7%	7,833	\$198,305	\$25	98.1%	88.1%	100.1%	98.2%
Total - All Lenders	NA	44,996	\$1,275,806	\$28	100.0%	100.0%	7,988	\$225,020	\$28	100.0%	100.0%	100.0%	100.0%

**Table 10A – Norfolk County
Total Small Business Loans
By Lender Type and Largest Individual Lenders, 2003**

	Mass Deposits 6/30/03 (000s)	Loans to Firms Anywhere in the County					Loans to Firms in Low & Moderate Income Census Tracts					Low/Mod 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. Massachusetts Banks													
Fleet	\$41,509,147	1,811	\$49,975	\$28	9.3%	9.6%	78	\$965	\$12	13.4%	5.4%	144.1%	56.2%
Citizens	\$18,551,380	858	\$85,009	\$99	4.4%	16.2%	30	\$1,776	\$59	5.2%	9.9%	117.0%	60.8%
Sovereign Bank	\$8,848,092	266	\$34,586	\$130	1.4%	6.6%	8	\$1,310	\$164	1.4%	7.3%	100.6%	110.2%
Eastern Bank	\$3,560,285	222	\$44,171	\$199	1.1%	8.4%	28	\$6,340	\$226	4.8%	35.3%	421.9%	417.7%
Rockland Trust	\$1,771,653	161	\$12,831	\$80	0.8%	2.5%	4	\$560	\$140	0.7%	3.1%	83.1%	127.0%
Walpole Cooperative	\$227,098	104	\$16,794	\$161	0.5%	3.2%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Middlesex Savings	\$2,726,871	104	\$14,965	\$144	0.5%	2.9%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
BankNorth	\$5,664,377	88	\$17,905	\$203	0.5%	3.4%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Strata Bank	\$241,700	80	\$9,473	\$118	0.4%	1.8%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Bank of Canton	\$456,081	68	\$9,752	\$143	0.4%	1.9%	6	\$1,502	\$250	1.0%	8.4%	295.1%	448.2%
Mellon Trust NE	\$6,278,555	59	\$8,464	\$143	0.3%	1.6%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Ben Franklin SB	\$401,439	41	\$8,035	\$196	0.2%	1.5%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Boston Private	\$1,122,494	38	\$9,009	\$237	0.2%	1.7%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
South Shore Savings	\$560,610	36	\$5,256	\$146	0.2%	1.0%	3	\$111	\$37	0.5%	0.6%	278.8%	61.5%
Abington Savings	\$665,326	35	\$7,080	\$202	0.2%	1.4%	1	\$393	\$393	0.2%	2.2%	95.6%	161.5%
Bristol County SB	\$619,764	34	\$6,018	\$177	0.2%	1.2%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Randolph Savings	\$289,190	33	\$6,759	\$205	0.2%	1.3%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Brookline Bank	\$664,177	20	\$7,127	\$356	0.1%	1.4%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Hingham IFS	\$274,179	15	\$5,014	\$334	0.1%	1.0%	3	\$1,100	\$367	0.5%	6.1%	669.1%	638.5%
Salem Five	\$1,182,791	14	\$4,623	\$330	0.1%	0.9%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Wainwright B&T	\$457,854	7	\$3,957	\$565	0.0%	0.8%	1	\$1,000	\$1,000	0.2%	5.6%	478.9%	735.5%
All Other Mass Bks	NA	173	\$29,958	\$173	0.9%	5.7%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Subtotal	NA	4,267	\$396,761	\$93	22.0%	75.8%	162	\$15,057	\$93	27.9%	83.7%	127.0%	110.4%
B. Credit Card Lenders													
Capital One	NA	4,224	\$17,367	\$4	21.8%	3.3%	114	\$395	\$3	19.7%	2.2%	90.3%	66.2%
CitiBank	NA	2,938	\$16,117	\$5	15.1%	3.1%	92	\$517	\$6	15.9%	2.9%	104.7%	93.4%
MBNA America	NA	1,970	\$11,789	\$6	10.2%	2.3%	61	\$378	\$6	10.5%	2.1%	103.6%	93.3%
American Express	NA	1,648	\$9,896	\$6	8.5%	1.9%	28	\$232	\$8	4.8%	1.3%	56.8%	68.2%
Advanta Bank	NA	955	\$8,615	\$9	4.9%	1.6%	27	\$271	\$10	4.7%	1.5%	94.6%	91.5%
Bank One	NA	768	\$2,329	\$3	4.0%	0.4%	25	\$62	\$2	4.3%	0.3%	108.9%	77.5%
GE Capital	NA	623	\$2,740	\$4	3.2%	0.5%	21	\$77	\$4	3.6%	0.4%	112.7%	81.8%
Other CC Lenders	NA	242	\$1,560	\$6	1.2%	0.3%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Subtotal	NA	13,368	\$70,413	\$5	68.9%	13.5%	368	\$1,932	\$5	63.4%	10.7%	92.1%	79.8%
C. All Other Lenders													
Pitney Bowes Bank	NA	492	\$4,384	\$9	2.5%	0.8%	13	\$155	\$12	2.2%	0.9%	88.4%	102.9%
Wells Fargo	NA	434	\$14,560	\$34	2.2%	2.8%	12	\$277	\$23	2.1%	1.5%	92.5%	55.4%
Chase	NA	371	\$7,883	\$21	1.9%	1.5%	15	\$271	\$18	2.6%	1.5%	135.2%	100.0%
Atlantic Bank	NA	329	\$2,059	\$6	1.7%	0.4%	8	\$27	\$3	1.4%	0.2%	81.3%	38.2%
All Other Lenders	NA	139	\$27,222	\$196	0.7%	5.2%	2	\$262	\$131	0.3%	1.5%	48.1%	28.0%
Subtotal	NA	1,765	\$56,108	\$32	9.1%	10.7%	50	\$992	\$20	8.6%	5.5%	94.8%	51.5%
All Lenders Above	NA	18,846	\$464,542	\$25	97.1%	88.8%	578	\$17,719	\$31	99.7%	98.5%	102.6%	111.0%
Total - All Lenders	NA	19,400	\$523,282	\$27	100.0%	100.0%	580	\$17,981	\$31	100.0%	100.0%	100.0%	100.0%

**Table 10A – Plymouth County
Total Small Business Loans
By Lender Type and Largest Individual Lenders, 2003**

	Mass Deposits 6/30/03 (000s)	Loans to Firms Anywhere in the County					Loans to Firms in Low & Moderate Income Census Tracts					Low/Mod 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. Massachusetts Banks													
Fleet	\$41,509,147	730	\$24,189	\$33	5.4%	6.8%	137	\$3,246	\$24	7.3%	6.5%	134.2%	95.5%
Rockland Trust	\$1,771,653	712	\$50,017	\$70	5.3%	14.0%	85	\$8,990	\$106	4.5%	17.9%	85.4%	127.9%
Citizens	\$18,551,380	462	\$44,122	\$96	3.4%	12.4%	47	\$6,347	\$135	2.5%	12.7%	72.8%	102.4%
Eastern Bank	\$3,560,285	148	\$31,826	\$215	1.1%	8.9%	10	\$1,733	\$173	0.5%	3.5%	48.3%	38.8%
Sovereign Bank	\$8,848,092	136	\$16,018	\$118	1.0%	4.5%	16	\$1,945	\$122	0.8%	3.9%	84.1%	86.4%
Abington Savings	\$665,326	98	\$16,970	\$173	0.7%	4.8%	15	\$3,524	\$235	0.8%	7.0%	109.5%	147.8%
Plymouth Savings	\$1,102,061	76	\$14,460	\$190	0.6%	4.1%	13	\$2,699	\$208	0.7%	5.4%	122.3%	132.8%
Cape Cod B&T	\$976,536	74	\$17,377	\$235	0.5%	4.9%	17	\$3,967	\$233	0.9%	7.9%	164.3%	162.5%
CompassBank	\$2,663,645	68	\$13,090	\$192	0.5%	3.7%	11	\$1,893	\$172	0.6%	3.8%	115.7%	102.9%
First FSB America	\$1,286,854	40	\$10,302	\$258	0.3%	2.9%	9	\$1,752	\$195	0.5%	3.5%	161.0%	121.0%
Hingham IFS	\$274,179	37	\$11,903	\$322	0.3%	3.3%	7	\$1,629	\$233	0.4%	3.2%	135.3%	97.4%
Mellon Trust NE	\$6,278,555	29	\$3,753	\$129	0.2%	1.1%	6	\$273	\$46	0.3%	0.5%	148.0%	51.8%
South Shore Savings	\$560,610	29	\$3,291	\$113	0.2%	0.9%	1	\$175	\$175	0.1%	0.3%	24.6%	37.8%
BankNorth	\$5,664,377	26	\$6,138	\$236	0.2%	1.7%	5	\$816	\$163	0.3%	1.6%	137.5%	94.6%
Bank of Canton	\$456,081	14	\$3,010	\$215	0.1%	0.8%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Boston Private	\$1,122,494	4	\$1,957	\$489	0.0%	0.5%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
All Other Mass Bks	NA	77	\$14,823	\$193	0.6%	4.2%	12	\$2,400	\$200	0.6%	4.8%	111.4%	115.2%
Subtotal	NA	2,760	\$283,246	\$103	20.5%	79.4%	391	\$41,389	\$106	20.8%	82.6%	101.3%	104.0%
B. Credit Card Lenders													
Capital One	NA	3,262	\$12,185	\$4	24.2%	3.4%	436	\$1,360	\$3	23.1%	2.7%	95.6%	79.4%
CitiBank	NA	1,747	\$8,740	\$5	13.0%	2.4%	240	\$1,262	\$5	12.7%	2.5%	98.2%	102.8%
MBNA America	NA	1,525	\$8,460	\$6	11.3%	2.4%	215	\$1,159	\$5	11.4%	2.3%	100.8%	97.5%
American Express	NA	955	\$6,210	\$7	7.1%	1.7%	104	\$696	\$7	5.5%	1.4%	77.9%	79.8%
GE Capital	NA	710	\$2,736	\$4	5.3%	0.8%	118	\$417	\$4	6.3%	0.8%	118.9%	108.5%
Advanta Bank	NA	681	\$5,727	\$8	5.1%	1.6%	83	\$619	\$7	4.4%	1.2%	87.2%	76.9%
Bank One	NA	486	\$1,328	\$3	3.6%	0.4%	48	\$128	\$3	2.5%	0.3%	70.6%	68.6%
Other CC Lenders	NA	108	\$790	\$7	0.8%	0.2%	20	\$159	\$8	1.1%	0.3%	132.4%	143.2%
Subtotal	NA	9,474	\$46,176	\$5	70.3%	12.9%	1,264	\$5,800	\$5	67.1%	11.6%	95.4%	89.4%
C. All Other Lenders													
Atlantic Bank	NA	418	\$1,882	\$5	3.1%	0.5%	103	\$498	\$5	5.5%	1.0%	176.2%	188.3%
Wells Fargo	NA	288	\$9,697	\$34	2.1%	2.7%	38	\$1,089	\$29	2.0%	2.2%	94.4%	79.9%
Pitney Bowes Bank	NA	276	\$2,192	\$8	2.0%	0.6%	56	\$422	\$8	3.0%	0.8%	145.1%	137.0%
Chase	NA	207	\$3,746	\$18	1.5%	1.0%	27	\$503	\$19	1.4%	1.0%	93.3%	95.6%
Wachovia Bank	NA	4	\$1,803	\$451	0.0%	0.5%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
LaSalle Bank	NA	3	\$2,051	\$684	0.0%	0.6%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
All Other Lenders	NA	43	\$6,024	\$140	0.3%	1.7%	5	\$432	\$86	0.3%	0.9%	83.1%	51.0%
Subtotal	NA	1,239	\$27,395	\$22	9.2%	7.7%	229	\$2,944	\$13	12.2%	5.9%	132.2%	76.5%
All Lenders Above	NA	13,245	\$335,180	\$25	98.3%	93.9%	1,847	\$47,142	\$26	98.0%	94.0%	99.7%	100.1%
Total - All Lenders	NA	13,473	\$356,817	\$26	100.0%	100.0%	1,884	\$50,133	\$27	100.0%	100.0%	100.0%	100.0%

**Table 10A – Suffolk County
Total Small Business Loans
By Lender Type and Largest Individual Lenders, 2003**

	Mass Deposits 6/30/03 (000s)	Loans to Firms Anywhere in the County					Loans to Firms in Low & Moderate Income Census Tracts					Low/Mod 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. Massachusetts Banks													
Fleet	\$41,509,147	1,779	\$48,566	\$27	11.2%	10.4%	1,114	\$24,107	\$22	12.7%	9.7%	113.4%	93.2%
Citizens	\$18,551,380	945	\$100,006	\$106	6.0%	21.5%	551	\$61,441	\$112	6.3%	24.8%	105.6%	115.4%
Sovereign Bank	\$8,848,092	373	\$41,655	\$112	2.4%	9.0%	216	\$22,057	\$102	2.5%	8.9%	104.9%	99.4%
Eastern Bank	\$3,560,285	157	\$39,170	\$249	1.0%	8.4%	86	\$20,632	\$240	1.0%	8.3%	99.2%	98.9%
Mellon Trust NE	\$6,278,555	111	\$13,302	\$120	0.7%	2.9%	44	\$2,697	\$61	0.5%	1.1%	71.8%	38.1%
Boston Private	\$1,122,494	88	\$19,209	\$218	0.6%	4.1%	28	\$4,814	\$172	0.3%	1.9%	57.6%	47.1%
BankNorth	\$5,664,377	50	\$9,162	\$183	0.3%	2.0%	31	\$6,566	\$212	0.4%	2.7%	112.3%	134.6%
Cambridge Trust	\$581,627	45	\$8,501	\$189	0.3%	1.8%	20	\$5,010	\$250	0.2%	2.0%	80.5%	110.7%
Century B&T	\$1,323,918	35	\$7,842	\$224	0.2%	1.7%	21	\$5,316	\$253	0.2%	2.1%	108.7%	127.3%
Wainwright B&T	\$457,854	31	\$5,817	\$188	0.2%	1.3%	18	\$3,488	\$194	0.2%	1.4%	105.2%	112.6%
Salem Five	\$1,182,791	30	\$9,459	\$315	0.2%	2.0%	6	\$1,971	\$328	0.1%	0.8%	36.2%	39.1%
Brookline Bank	\$664,177	29	\$6,649	\$229	0.2%	1.4%	16	\$3,124	\$195	0.2%	1.3%	99.9%	88.2%
First Trade Union	\$216,749	28	\$7,405	\$264	0.2%	1.6%	23	\$5,890	\$256	0.3%	2.4%	148.8%	149.4%
Danvers Savings	\$663,011	27	\$4,880	\$181	0.2%	1.0%	18	\$1,989	\$110	0.2%	0.8%	120.7%	76.5%
East Boston Savings	\$637,552	17	\$3,471	\$204	0.1%	0.7%	11	\$3,004	\$273	0.1%	1.2%	117.2%	162.5%
Bank of Canton	\$456,081	10	\$3,384	\$338	0.1%	0.7%	7	\$2,579	\$368	0.1%	1.0%	126.8%	143.1%
Commerce B&T	\$607,382	6	\$2,340	\$390	0.0%	0.5%	3	\$2,070	\$690	0.0%	0.8%	90.5%	166.1%
Hingham IFS	\$274,179	5	\$2,575	\$515	0.0%	0.6%	2	\$1,265	\$632	0.0%	0.5%	72.4%	92.3%
All Other Mass Bks	NA	115	\$21,914	\$191	0.7%	4.7%	73	\$14,391	\$197	0.8%	5.8%	115.0%	123.3%
Subtotal	NA	3,881	\$355,307	\$92	24.5%	76.4%	2,288	\$192,411	\$84	26.1%	77.7%	106.8%	101.7%
B. Credit Card Lenders													
Capital One	NA	3,349	\$10,936	\$3	21.1%	2.4%	1,917	\$5,653	\$3	21.9%	2.3%	103.7%	97.1%
CitiBank	NA	2,586	\$14,883	\$6	16.3%	3.2%	1,330	\$7,437	\$6	15.2%	3.0%	93.1%	93.8%
American Express	NA	1,312	\$8,235	\$6	8.3%	1.8%	625	\$3,410	\$5	7.1%	1.4%	86.3%	77.8%
MBNA America	NA	1,243	\$7,912	\$6	7.8%	1.7%	684	\$4,410	\$6	7.8%	1.8%	99.7%	104.7%
Advanta Bank	NA	631	\$5,295	\$8	4.0%	1.1%	354	\$2,967	\$8	4.0%	1.2%	101.6%	105.2%
Bank One	NA	509	\$2,770	\$5	3.2%	0.6%	265	\$1,771	\$7	3.0%	0.7%	94.3%	120.1%
GE Capital	NA	506	\$1,804	\$4	3.2%	0.4%	324	\$1,179	\$4	3.7%	0.5%	116.0%	122.7%
US Bank	NA	194	\$2,248	\$12	1.2%	0.5%	61	\$1,003	\$16	0.7%	0.4%	56.9%	83.8%
Other CC Lenders	NA	114	\$886	\$8	0.7%	0.2%	67	\$489	\$7	0.8%	0.2%	106.4%	103.6%
Subtotal	NA	10,444	\$54,969	\$5	65.9%	11.8%	5,627	\$28,319	\$5	64.3%	11.4%	97.6%	96.8%
C. All Other Lenders													
Pitney Bowes Bank	NA	599	\$6,031	\$10	3.8%	1.3%	325	\$3,143	\$10	3.7%	1.3%	98.3%	97.9%
Wells Fargo	NA	314	\$9,586	\$31	2.0%	2.1%	178	\$4,817	\$27	2.0%	1.9%	102.7%	94.4%
Atlantic Bank	NA	274	\$6,521	\$24	1.7%	1.4%	156	\$3,822	\$24	1.8%	1.5%	103.1%	110.1%
Chase	NA	240	\$5,500	\$23	1.5%	1.2%	123	\$2,661	\$22	1.4%	1.1%	92.8%	90.9%
Greenpoint Bank	NA	15	\$4,932	\$329	0.1%	1.1%	12	\$4,312	\$359	0.1%	1.7%	145.0%	164.2%
Silicon Valley Bank	NA	7	\$4,700	\$671	0.0%	1.0%	2	\$1,150	\$575	0.0%	0.5%	51.7%	45.9%
All Other Lenders	NA	84	\$17,470	\$208	0.5%	3.8%	45	\$6,962	\$155	0.5%	2.8%	97.0%	74.8%
Subtotal	NA	1,533	\$54,740	\$36	9.7%	11.8%	841	\$26,867	\$32	9.6%	10.9%	99.4%	92.2%
All Lenders Above	NA	15,545	\$424,746	\$27	98.0%	91.3%	8,571	\$225,755	\$26	97.9%	91.2%	99.9%	99.8%
Total - All Lenders	NA	15,858	\$465,016	\$29	100.0%	100.0%	8,756	\$247,597	\$28	100.0%	100.0%	100.0%	100.0%

**Table 10A – Boston MSA
Total Small Business Loans
By Lender Type and Largest Individual Lenders, 2003**

	Mass Deposits 6/30/03 (000s)	Loans to Firms Anywhere in the County					Loans to Firms in Low & Moderate Income Census Tracts					Low/Mod 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. Massachusetts Banks													
Fleet	\$41,509,147	9,355	\$257,265	\$28	8.2%	7.8%	2,358	\$53,377	\$23	10.2%	7.9%	124.5%	101.9%
Citizens	\$18,551,380	4,148	\$549,568	\$132	3.6%	16.6%	858	\$93,019	\$108	3.7%	13.8%	102.2%	83.1%
Sovereign Bank	\$8,848,092	1,707	\$186,923	\$110	1.5%	5.6%	429	\$44,510	\$104	1.9%	6.6%	124.1%	116.9%
Eastern Bank	\$3,560,285	1,695	\$277,220	\$164	1.5%	8.4%	389	\$70,816	\$182	1.7%	10.5%	113.4%	125.5%
BankNorth	\$5,664,377	1,311	\$179,700	\$137	1.1%	5.4%	255	\$35,773	\$140	1.1%	5.3%	96.1%	97.8%
Rockland Trust	\$1,771,653	896	\$64,505	\$72	0.8%	1.9%	101	\$10,137	\$100	0.4%	1.5%	55.7%	77.2%
Middlesex Savings	\$2,726,871	733	\$90,947	\$124	0.6%	2.7%	41	\$7,607	\$186	0.2%	1.1%	27.6%	41.1%
Mellon Trust NE	\$6,278,555	569	\$58,871	\$103	0.5%	1.8%	116	\$7,047	\$61	0.5%	1.0%	100.7%	58.8%
Enterprise B&T	\$679,666	478	\$64,550	\$135	0.4%	1.9%	158	\$22,509	\$142	0.7%	3.3%	163.3%	171.3%
Salem Five	\$1,182,791	371	\$86,112	\$232	0.3%	2.6%	89	\$18,823	\$211	0.4%	2.8%	118.5%	107.4%
Cambridge Trust	\$581,627	310	\$44,562	\$144	0.3%	1.3%	73	\$13,071	\$179	0.3%	1.9%	116.3%	144.1%
Danvers Savings	\$663,011	265	\$38,577	\$146	0.2%	1.2%	49	\$5,883	\$120	0.2%	0.9%	91.3%	74.9%
Northern B&T	\$281,748	259	\$45,817	\$177	0.2%	1.4%	31	\$5,334	\$172	0.1%	0.8%	59.1%	57.2%
First Essex Bank	\$840,577	250	\$53,051	\$212	0.2%	1.6%	84	\$18,178	\$216	0.4%	2.7%	166.0%	168.3%
Boston Private	\$1,122,494	194	\$52,119	\$269	0.2%	1.6%	34	\$7,123	\$210	0.1%	1.1%	86.5%	67.1%
Century B&T	\$1,323,918	172	\$36,594	\$213	0.2%	1.1%	49	\$11,362	\$232	0.2%	1.7%	140.7%	152.5%
Beverly National	\$315,098	147	\$21,701	\$148	0.1%	0.7%	39	\$4,885	\$125	0.2%	0.7%	131.1%	110.6%
Abington Savings	\$665,326	139	\$25,647	\$185	0.1%	0.8%	20	\$5,114	\$256	0.1%	0.8%	71.1%	97.9%
North Shore Bank	\$281,594	129	\$21,147	\$164	0.1%	0.6%	39	\$7,879	\$202	0.2%	1.2%	149.4%	183.0%
Walpole Cooperative	\$227,098	109	\$18,231	\$167	0.1%	0.5%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Cape Cod B&T	\$976,536	82	\$18,265	\$223	0.1%	0.6%	17	\$3,967	\$233	0.1%	0.6%	102.4%	106.7%
Brookline Bank	\$664,177	73	\$23,881	\$327	0.1%	0.7%	20	\$4,989	\$249	0.1%	0.7%	135.4%	102.6%
Hingham IFS	\$274,179	58	\$19,882	\$343	0.1%	0.6%	12	\$3,994	\$333	0.1%	0.6%	102.2%	98.7%
All Other Mass Bks	NA	1,899	\$328,748	\$173	1.7%	9.9%	304	\$66,565	\$219	1.3%	9.9%	79.1%	99.4%
Subtotal	NA	25,349	\$2,563,883	\$101	22.2%	77.3%	5,565	\$521,962	\$94	24.1%	77.3%	108.4%	100.0%
B. Credit Card Lenders													
Capital One	NA	24,551	\$96,283	\$4	21.5%	2.9%	4,540	\$13,867	\$3	19.6%	2.1%	91.3%	70.7%
CitiBank	NA	16,518	\$89,873	\$5	14.5%	2.7%	2,975	\$16,016	\$5	12.9%	2.4%	89.0%	87.5%
MBNA America	NA	13,178	\$92,168	\$7	11.5%	2.8%	3,809	\$36,478	\$10	16.5%	5.4%	142.8%	194.4%
American Express	NA	9,390	\$56,259	\$6	8.2%	1.7%	1,399	\$8,342	\$6	6.1%	1.2%	73.6%	72.8%
Advanta Bank	NA	5,287	\$47,339	\$9	4.6%	1.4%	915	\$7,920	\$9	4.0%	1.2%	85.5%	82.2%
GE Capital	NA	4,118	\$17,369	\$4	3.6%	0.5%	851	\$3,646	\$4	3.7%	0.5%	102.1%	103.1%
Bank One	NA	4,045	\$14,439	\$4	3.5%	0.4%	660	\$2,902	\$4	2.9%	0.4%	80.6%	98.7%
US Bank	NA	1,122	\$15,089	\$13	1.0%	0.5%	187	\$2,082	\$11	0.8%	0.3%	82.3%	67.8%
Other CC Lenders	NA	693	\$5,678	\$8	0.6%	0.2%	146	\$1,249	\$9	0.6%	0.2%	104.1%	108.1%
Subtotal	NA	78,902	\$434,497	\$6	69.1%	13.1%	15,482	\$92,502	\$6	67.0%	13.7%	96.9%	104.6%
C. All Other Lenders													
Pitney Bowes Bank	NA	2,773	\$24,526	\$9	2.4%	0.7%	649	\$5,718	\$9	2.8%	0.8%	115.6%	114.5%
Wells Fargo	NA	2,423	\$77,347	\$32	2.1%	2.3%	467	\$12,537	\$27	2.0%	1.9%	95.2%	79.6%
Atlantic Bank	NA	2,154	\$21,488	\$10	1.9%	0.6%	514	\$6,624	\$13	2.2%	1.0%	117.9%	151.4%
Chase	NA	1,949	\$43,172	\$22	1.7%	1.3%	319	\$6,597	\$21	1.4%	1.0%	80.8%	75.1%
Silicon Valley Bank	NA	44	\$24,442	\$556	0.0%	0.7%	8	\$3,335	\$417	0.0%	0.5%	89.9%	67.0%
All Other Lenders	NA	575	\$125,558	\$218	0.5%	3.8%	110	\$25,674	\$233	0.5%	3.8%	94.5%	100.4%
Subtotal	NA	9,918	\$316,533	\$32	8.7%	9.5%	2,067	\$60,485	\$29	8.9%	9.0%	102.9%	93.8%
All Lenders Above	NA	111,002	\$2,854,929	\$26	97.2%	86.1%	22,554	\$581,461	\$26	97.6%	86.1%	100.4%	100.0%
Total - All Lenders	NA	114,169	\$3,314,913	\$29	100.0%	100.0%	23,114	\$674,949	\$29	100.0%	100.0%	100.0%	100.0%

Table 10B – Essex County
Change in Total Small Business Loans
By Lender Type, 2000 – 2003

	Number of Loans				Dollar Amount of Loans (000s)			
	2000	2001	2002	2003	2000	2001	2002	2003
A. Overall Change in Loans								
Massachusetts Banks	1,945	2,906	3,526	4,471	\$219,889	\$322,420	\$416,969	\$575,965
Credit Card Lenders	10,014	11,077	13,879	14,119	\$63,509	\$58,278	\$74,523	\$72,802
All Other Bank Lenders	304	940	1,030	1,852	\$24,410	\$36,473	\$44,279	\$45,225
Totals - All Lenders	12,263	14,923	18,435	20,442	\$307,808	\$417,171	\$535,771	\$693,992
B. Overall Change in Market Share								
Massachusetts Banks	15.9%	19.5%	19.1%	21.9%	71.4%	77.3%	77.8%	83.0%
Credit Card Lenders	81.7%	74.2%	75.3%	69.1%	20.6%	14.0%	13.9%	10.5%
All Other Bank Lenders	2.5%	6.3%	5.6%	9.1%	7.9%	8.7%	8.3%	6.5%
Totals - All Lenders	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
C. Change in Loans in Low & Moderate Income Tracts								
Massachusetts Banks	400	654	813	1,053	\$37,513	\$62,854	\$75,344	\$113,543
Credit Card Lenders	1,740	1,921	2,495	2,426	\$9,992	\$9,281	\$12,225	\$11,157
All Other Bank Lenders	76	221	224	427	\$4,435	\$6,679	\$5,307	\$9,518
Totals - All Lenders	2,216	2,796	3,532	3,906	\$51,940	\$78,814	\$92,876	\$134,218
D. Change in Market Share in Low & Moderate Income Tracts								
Massachusetts Banks	18.1%	23.4%	23.0%	27.0%	72.2%	79.7%	81.1%	84.6%
Credit Card Lenders	78.5%	68.7%	70.6%	62.1%	19.2%	11.8%	13.2%	8.3%
All Other Bank Lenders	3.4%	7.9%	6.3%	10.9%	8.5%	8.5%	5.7%	7.1%
Totals - All Lenders	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Table 10B – Middlesex County
Change in Total Small Business Loans
By Lender Type, 2000 – 2003

	Number of Loans				Dollar Amount of Loans (000s)			
	2000	2001	2002	2003	2000	2001	2002	2003
A. Overall Change in Loans								
Massachusetts Banks	4,575	6,810	7,606	9,970	\$525,911	\$772,307	\$788,173	\$952,604
Credit Card Lenders	21,846	24,813	29,162	31,497	\$148,943	\$163,248	\$178,790	\$190,137
All Other Bank Lenders	842	1,744	2,098	3,529	\$85,272	\$114,678	\$129,252	\$133,065
Totals - All Lenders	27,263	33,367	38,866	44,996	\$760,126	\$1,050,233	\$1,096,215	\$1,275,806
B. Overall Change in Market Share								
Massachusetts Banks	16.8%	20.4%	19.6%	22.2%	69.2%	73.5%	71.9%	74.7%
Credit Card Lenders	80.1%	74.4%	75.0%	70.0%	19.6%	15.5%	16.3%	14.9%
All Other Bank Lenders	3.1%	5.2%	5.4%	7.8%	11.2%	10.9%	11.8%	10.4%
Totals - All Lenders	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
C. Change in Loans in Low & Moderate Income Tracts								
Massachusetts Banks	742	1,000	1,072	1,671	\$80,139	\$106,983	\$108,116	\$159,562
Credit Card Lenders	2,493	3,161	3,389	5,797	\$16,582	\$19,946	\$20,428	\$45,294
All Other Bank Lenders	104	248	260	520	\$11,648	\$19,427	\$13,178	\$20,164
Totals - All Lenders	3,339	4,409	4,721	7,988	\$108,369	\$146,356	\$141,722	\$225,020
D. Change in Market Share in Low & Moderate Income Tracts								
Massachusetts Banks	22.2%	22.7%	22.7%	20.9%	74.0%	73.1%	76.3%	70.9%
Credit Card Lenders	74.7%	71.7%	71.8%	72.6%	15.3%	13.6%	14.4%	20.1%
All Other Bank Lenders	3.1%	5.6%	5.5%	6.5%	10.7%	13.3%	9.3%	9.0%
Totals - All Lenders	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

**Table 10B – Norfolk County
Change in Total Small Business Loans
By Lender Type, 2000 – 2003**

	Number of Loans				Dollar Amount of Loans (000s)			
	2000	2001	2002	2003	2000	2001	2002	2003
A. Overall Change in Loans								
Massachusetts Banks	1,758	2,879	3,210	4,267	\$221,625	\$374,977	\$354,602	\$396,761
Credit Card Lenders	9,881	10,897	12,852	13,368	\$67,192	\$63,838	\$75,054	\$70,413
All Other Bank Lenders	383	776	980	1,765	\$35,973	\$35,829	\$48,000	\$56,108
Totals - All Lenders	12,022	14,552	17,042	19,400	\$324,790	\$474,644	\$477,656	\$523,282
B. Overall Change in Market Share								
Massachusetts Banks	14.6%	19.8%	18.8%	22.0%	68.2%	79.0%	74.2%	75.8%
Credit Card Lenders	82.2%	74.9%	75.4%	68.9%	20.7%	13.4%	15.7%	13.5%
All Other Bank Lenders	3.2%	5.3%	5.8%	9.1%	11.1%	7.5%	10.0%	10.7%
Totals - All Lenders	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
C. Change in Loans in Low & Moderate Income Tracts								
Massachusetts Banks	52	88	96	162	\$5,283	\$12,219	\$11,232	\$15,057
Credit Card Lenders	187	224	343	368	\$1,093	\$1,238	\$2,099	\$1,932
All Other Bank Lenders	5	14	17	50	\$72	\$242	\$1,845	\$992
Totals - All Lenders	244	326	456	580	\$6,448	\$13,699	\$15,176	\$17,981
D. Change in Market Share in Low & Moderate Income Tracts								
Massachusetts Banks	21.3%	27.0%	21.1%	27.9%	81.9%	89.2%	74.0%	83.7%
Credit Card Lenders	76.6%	68.7%	75.2%	63.4%	17.0%	9.0%	13.8%	10.7%
All Other Bank Lenders	2.0%	4.3%	3.7%	8.6%	1.1%	1.8%	12.2%	5.5%
Totals - All Lenders	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

**Table 10B – Plymouth County
Change in Total Small Business Loans
By Lender Type, 2000 – 2003**

	Number of Loans				Dollar Amount of Loans (000s)			
	2000	2001	2002	2003	2000	2001	2002	2003
A. Overall Change in Loans								
Massachusetts Banks	1,357	1,882	2,190	2,760	\$169,740	\$231,753	\$262,365	\$283,246
Credit Card Lenders	6,154	6,906	8,986	9,474	\$39,635	\$36,823	\$47,137	\$46,176
All Other Bank Lenders	183	546	624	1,239	\$12,154	\$19,278	\$22,969	\$27,395
Totals - All Lenders	7,694	9,334	11,800	13,473	\$221,529	\$287,854	\$332,471	\$356,817
B. Overall Change in Market Share								
Massachusetts Banks	17.6%	20.2%	18.6%	20.5%	76.6%	80.5%	78.9%	79.4%
Credit Card Lenders	80.0%	74.0%	76.2%	70.3%	17.9%	12.8%	14.2%	12.9%
All Other Bank Lenders	2.4%	5.8%	5.3%	9.2%	5.5%	6.7%	6.9%	7.7%
Totals - All Lenders	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
C. Change in Loans in Low & Moderate Income Tracts								
Massachusetts Banks	197	225	278	391	\$25,409	\$25,917	\$36,093	\$41,389
Credit Card Lenders	552	726	939	1,264	\$3,382	\$3,451	\$4,551	\$5,800
All Other Bank Lenders	12	92	100	229	\$1,269	\$2,493	\$3,733	\$2,944
Totals - All Lenders	761	1,043	1,317	1,884	\$30,060	\$31,861	\$44,377	\$50,133
D. Change in Market Share in Low & Moderate Income Tracts								
Massachusetts Banks	25.9%	21.6%	21.1%	20.8%	84.5%	81.3%	81.3%	82.6%
Credit Card Lenders	72.5%	69.6%	71.3%	67.1%	11.3%	10.8%	10.3%	11.6%
All Other Bank Lenders	1.6%	8.8%	7.6%	12.2%	4.2%	7.8%	8.4%	5.9%
Totals - All Lenders	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Table 10B – Suffolk County
Change in Total Small Business Loans
By Lender Type, 2000 – 2003

	Number of Loans				Dollar Amount of Loans (000s)			
	2000	2001	2002	2003	2000	2001	2002	2003
A. Overall Change in Loans								
Massachusetts Banks	1,945	3,403	3,416	3,881	\$260,039	\$473,848	\$398,061	\$355,307
Credit Card Lenders	8,324	9,694	11,141	10,444	\$55,893	\$51,737	\$63,133	\$54,969
All Other Bank Lenders	367	764	827	1,533	\$51,700	\$57,167	\$56,803	\$54,740
Totals - All Lenders	10,636	13,861	15,384	15,858	\$367,632	\$582,752	\$517,997	\$465,016
B. Overall Change in Market Share								
Massachusetts Banks	18.3%	24.6%	22.2%	24.5%	70.7%	81.3%	76.8%	76.4%
Credit Card Lenders	78.3%	69.9%	72.4%	65.9%	15.2%	8.9%	12.2%	11.8%
All Other Bank Lenders	3.5%	5.5%	5.4%	9.7%	14.1%	9.8%	11.0%	11.8%
Totals - All Lenders	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
C. Change in Loans in Low & Moderate Income Tracts								
Massachusetts Banks	1,199	2,129	2,012	2,288	\$156,993	\$294,580	\$233,185	\$192,411
Credit Card Lenders	4,583	5,234	5,917	5,627	\$29,533	\$26,449	\$31,704	\$28,319
All Other Bank Lenders	228	411	468	841	\$30,382	\$30,183	\$24,541	\$26,867
Totals - All Lenders	6,010	7,774	8,397	8,756	\$216,908	\$351,212	\$289,430	\$247,597
D. Change in Market Share in Low & Moderate Income Tracts								
Massachusetts Banks	20.0%	27.4%	24.0%	26.1%	72.4%	83.9%	80.6%	77.7%
Credit Card Lenders	76.3%	67.3%	70.5%	64.3%	13.6%	7.5%	11.0%	11.4%
All Other Bank Lenders	3.8%	5.3%	5.6%	9.6%	14.0%	8.6%	8.5%	10.9%
Totals - All Lenders	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Table 10B – Boston MSA
Change in Total Small Business Loans
By Lender Type, 2000 – 2003

	Number of Loans				Dollar Amount of Loans (000s)			
	2000	2001	2002	2003	2000	2001	2002	2003
A. Overall Change in Loans								
Massachusetts Banks	11,580	17,880	19,948	25,349	\$1,397,204	\$2,175,305	\$2,220,170	\$2,563,883
Credit Card Lenders	56,219	63,387	76,020	78,902	\$375,172	\$373,924	\$438,637	\$434,497
All Other Bank Lenders	2,079	4,770	5,559	9,918	\$209,509	\$263,425	\$301,303	\$316,533
Totals - All Lenders	69,878	86,037	101,527	114,169	\$1,981,885	\$2,812,654	\$2,960,110	\$3,314,913
B. Overall Change in Market Share								
Massachusetts Banks	16.6%	20.8%	19.6%	22.2%	70.5%	77.3%	75.0%	77.3%
Credit Card Lenders	80.5%	73.7%	74.9%	69.1%	18.9%	13.3%	14.8%	13.1%
All Other Bank Lenders	3.0%	5.5%	5.5%	8.7%	10.6%	9.4%	10.2%	9.5%
Totals - All Lenders	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
C. Change in Loans in Low & Moderate Income Tracts								
Massachusetts Banks	2,590	4,096	4,271	5,565	\$305,337	\$502,553	\$463,970	\$521,962
Credit Card Lenders	9,555	11,266	13,083	15,482	\$60,582	\$60,365	\$71,007	\$92,502
All Other Bank Lenders	425	986	1,069	2,067	\$47,806	\$59,024	\$48,604	\$60,485
Totals - All Lenders	12,570	16,348	18,423	23,114	\$413,725	\$621,942	\$583,581	\$674,949
D. Change in Market Share in Low & Moderate Income Tracts								
Massachusetts Banks	20.6%	25.1%	23.2%	24.1%	73.8%	80.8%	79.5%	77.3%
Credit Card Lenders	76.0%	68.9%	71.0%	67.0%	14.6%	9.7%	12.2%	13.7%
All Other Bank Lenders	3.4%	6.0%	5.8%	8.9%	11.6%	9.5%	8.3%	9.0%
Totals - All Lenders	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Table 11A – Essex County
Loans to Businesses With Revenues Under \$1 Million
By Lender Type and Largest Individual Lenders, 2003

	Mass Deposits 6/30/03 (000s)	Loans to Firms Anywhere in the County					Loans to Firms in Low & Moderate Income Census Tracts					Low/Mod 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. Massachusetts Banks													
Fleet	\$41,509,147	602	\$16,730	\$28	8.6%	6.7%	173	\$4,276	\$25	11.9%	6.7%	139.3%	99.4%
BankNorth	\$5,664,377	421	\$35,144	\$83	6.0%	14.1%	88	\$8,052	\$92	6.1%	12.6%	101.3%	89.1%
Sovereign Bank	\$8,848,092	178	\$11,060	\$62	2.5%	4.4%	45	\$3,824	\$85	3.1%	6.0%	122.5%	134.4%
Eastern Bank	\$3,560,285	174	\$16,464	\$95	2.5%	6.6%	36	\$4,164	\$116	2.5%	6.5%	100.3%	98.3%
Salem Five	\$1,182,791	165	\$27,746	\$168	2.3%	11.2%	42	\$6,243	\$149	2.9%	9.8%	123.4%	87.5%
First Essex Bank	\$840,577	129	\$23,494	\$182	1.8%	9.4%	43	\$10,290	\$239	3.0%	16.1%	161.6%	170.3%
Citizens	\$18,551,380	125	\$5,544	\$44	1.8%	2.2%	31	\$1,059	\$34	2.1%	1.7%	120.2%	74.3%
Newburyport Five	\$314,547	110	\$6,299	\$57	1.6%	2.5%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Beverly National	\$315,098	108	\$13,758	\$127	1.5%	5.5%	30	\$3,570	\$119	2.1%	5.6%	134.6%	100.9%
Danvers Savings	\$663,011	97	\$8,051	\$83	1.4%	3.2%	18	\$1,671	\$93	1.2%	2.6%	89.9%	80.7%
North Shore Bank	\$281,594	92	\$14,226	\$155	1.3%	5.7%	30	\$6,422	\$214	2.1%	10.0%	158.1%	175.5%
Pentucket Bank	\$312,916	57	\$7,663	\$134	0.8%	3.1%	19	\$2,685	\$141	1.3%	4.2%	161.6%	136.2%
East Boston Savings	\$637,552	21	\$6,463	\$308	0.3%	2.6%	3	\$610	\$203	0.2%	1.0%	69.2%	36.7%
Cape Ann Savings	\$270,214	18	\$2,481	\$138	0.3%	1.0%	7	\$1,803	\$258	0.5%	2.8%	188.5%	282.5%
Lawrence Savings	\$280,943	14	\$2,860	\$204	0.2%	1.2%	3	\$205	\$68	0.2%	0.3%	103.9%	27.9%
Northern B&T	\$281,748	10	\$2,066	\$207	0.1%	0.8%	2	\$627	\$314	0.1%	1.0%	97.0%	118.0%
Century B&T	\$1,323,918	10	\$1,270	\$127	0.1%	0.5%	4	\$657	\$164	0.3%	1.0%	194.0%	201.1%
Boston Private	\$1,122,494	6	\$1,400	\$233	0.1%	0.6%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Brookline Bank	\$664,177	3	\$1,450	\$483	0.0%	0.6%	1	\$300	\$300	0.1%	0.5%	161.6%	80.4%
All Other Mass Bks	NA	27	\$4,223	\$156	0.4%	1.7%	6	\$1,122	\$187	0.4%	1.8%	107.7%	103.3%
Subtotal	NA	2,367	\$208,392	\$88	33.7%	83.8%	581	\$57,580	\$99	40.1%	90.0%	119.0%	107.4%
B. Credit Card Lenders													
CitiBank	NA	1,659	\$7,980	\$5	23.6%	3.2%	334	\$1,495	\$4	23.1%	2.3%	97.6%	72.8%
MBNA America	NA	1,184	\$6,922	\$6	16.9%	2.8%	226	\$1,251	\$6	15.6%	2.0%	92.5%	70.3%
Capital One	NA	762	\$3,269	\$4	10.9%	1.3%	134	\$442	\$3	9.2%	0.7%	85.2%	52.6%
American Express	NA	548	\$4,653	\$8	7.8%	1.9%	76	\$649	\$9	5.2%	1.0%	67.2%	54.2%
Bank of America	NA	55	\$441	\$8	0.8%	0.2%	13	\$74	\$6	0.9%	0.1%	114.6%	65.2%
Other CC Lenders	NA	17	\$141	\$8	0.2%	0.1%	2	\$19	\$10	0.1%	0.0%	57.0%	52.4%
Subtotal	NA	4,225	\$23,406	\$6	60.2%	9.4%	785	\$3,930	\$5	54.2%	6.1%	90.1%	65.3%
C. All Other Lenders													
Wells Fargo	NA	272	\$8,116	\$30	3.9%	3.3%	59	\$1,434	\$24	4.1%	2.2%	105.1%	68.7%
Chase	NA	120	\$1,154	\$10	1.7%	0.5%	19	\$176	\$9	1.3%	0.3%	76.7%	59.3%
Merrill Lynch Bank	NA	4	\$1,325	\$331	0.1%	0.5%	2	\$575	\$288	0.1%	0.9%	242.5%	168.7%
All Other Lenders	NA	35	\$6,252	\$179	0.5%	2.5%	3	\$267	\$89	0.2%	0.4%	41.5%	16.6%
Subtotal	NA	431	\$16,847	\$39	6.1%	6.8%	83	\$2,452	\$30	5.7%	3.8%	93.3%	56.6%
All Lenders Above	NA	6,944	\$238,029	\$34	98.9%	95.7%	1,438	\$62,554	\$44	99.2%	97.8%	100.4%	102.2%
Total - All Lenders	NA	7,023	\$248,645	\$35	100.0%	100.0%	1,449	\$63,962	\$44	100.0%	100.0%	100.0%	100.0%

Table 11A – Middlesex County
Loans to Businesses With Revenues Under \$1 Million
By Lender Type and Largest Individual Lenders, 2003

	Mass Deposits 6/30/03 (000s)	Loans to Firms Anywhere in the County					Loans to Firms in Low & Moderate Income Census Tracts					Low/Mod 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. Massachusetts Banks													
Fleet	\$41,509,147	1,896	\$52,514	\$28	12.9%	10.8%	329	\$7,170	\$22	16.7%	9.3%	129.7%	86.2%
Citizens	\$18,551,380	691	\$39,092	\$57	4.7%	8.0%	90	\$4,961	\$55	4.6%	6.4%	97.4%	80.1%
Middlesex Savings	\$2,726,871	370	\$22,886	\$62	2.5%	4.7%	19	\$2,090	\$110	1.0%	2.7%	38.4%	57.7%
BankNorth	\$5,664,377	345	\$31,097	\$90	2.3%	6.4%	50	\$6,618	\$132	2.5%	8.6%	108.3%	134.4%
Sovereign Bank	\$8,848,092	327	\$20,312	\$62	2.2%	4.2%	67	\$4,048	\$60	3.4%	5.2%	153.2%	125.8%
Enterprise B&T	\$679,666	256	\$28,579	\$112	1.7%	5.9%	89	\$9,210	\$103	4.5%	11.9%	259.9%	203.5%
Northern B&T	\$281,748	124	\$20,183	\$163	0.8%	4.1%	6	\$2,072	\$345	0.3%	2.7%	36.2%	64.8%
Hudson Savings	\$360,640	116	\$16,044	\$138	0.8%	3.3%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Cambridge Trust	\$581,627	112	\$9,743	\$87	0.8%	2.0%	16	\$629	\$39	0.8%	0.8%	106.8%	40.8%
Eastern Bank	\$3,560,285	102	\$15,765	\$155	0.7%	3.2%	18	\$2,975	\$165	0.9%	3.8%	131.9%	119.1%
Cambridge Savings	\$1,518,211	61	\$6,935	\$114	0.4%	1.4%	8	\$1,341	\$168	0.4%	1.7%	98.0%	122.1%
Salem Five	\$1,182,791	57	\$14,245	\$250	0.4%	2.9%	14	\$3,236	\$231	0.7%	4.2%	183.6%	143.4%
Century B&T	\$1,323,918	54	\$9,119	\$169	0.4%	1.9%	11	\$1,524	\$139	0.6%	2.0%	152.3%	105.5%
First Essex Bank	\$840,577	47	\$14,168	\$301	0.3%	2.9%	5	\$1,206	\$241	0.3%	1.6%	79.5%	53.7%
Lowell Five	\$538,256	46	\$6,616	\$144	0.3%	1.4%	13	\$1,841	\$142	0.7%	2.4%	211.3%	175.7%
The Village Bank	\$292,284	41	\$9,395	\$229	0.3%	1.9%	1	\$590	\$590	0.1%	0.8%	18.2%	39.6%
Medford Cooperative	\$344,627	32	\$7,268	\$227	0.2%	1.5%	4	\$1,780	\$445	0.2%	2.3%	93.4%	154.6%
Watertown Savings	\$870,050	25	\$3,816	\$153	0.2%	0.8%	2	\$666	\$333	0.1%	0.9%	59.8%	110.2%
Central Bank	\$288,021	24	\$7,311	\$305	0.2%	1.5%	5	\$3,165	\$633	0.3%	4.1%	155.7%	273.3%
Boston Private	\$1,122,494	24	\$6,843	\$285	0.2%	1.4%	1	\$66	\$66	0.1%	0.1%	31.1%	6.1%
Winchester Savings	\$368,212	21	\$4,010	\$191	0.1%	0.8%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Brookline Bank	\$664,177	19	\$8,480	\$446	0.1%	1.7%	2	\$1,490	\$745	0.1%	1.9%	78.7%	110.9%
First Trade Union	\$216,749	14	\$3,891	\$278	0.1%	0.8%	5	\$1,185	\$237	0.3%	1.5%	267.1%	192.3%
All Other Mass Bks	NA	210	\$25,403	\$121	1.4%	5.2%	31	\$4,355	\$140	1.6%	5.6%	110.4%	108.2%
Subtotal	NA	5,014	\$383,715	\$77	34.1%	78.6%	786	\$62,218	\$79	39.9%	80.5%	117.2%	102.4%
B. Credit Card Lenders													
CitiBank	NA	3,833	\$20,556	\$5	26.1%	4.2%	446	\$2,464	\$6	22.7%	3.2%	87.0%	75.7%
MBNA America	NA	2,267	\$14,260	\$6	15.4%	2.9%	255	\$1,477	\$6	13.0%	1.9%	84.1%	65.4%
Capital One	NA	1,473	\$6,908	\$5	10.0%	1.4%	194	\$688	\$4	9.9%	0.9%	98.5%	62.9%
American Express	NA	974	\$10,024	\$10	6.6%	2.1%	109	\$1,191	\$11	5.5%	1.5%	83.7%	75.0%
Bank of America	NA	132	\$956	\$7	0.9%	0.2%	25	\$166	\$7	1.3%	0.2%	141.6%	109.6%
Other CC Lenders	NA	77	\$412	\$5	0.5%	0.1%	15	\$57	\$4	0.8%	0.1%	145.6%	87.4%
Subtotal	NA	8,756	\$53,116	\$6	59.5%	10.9%	1,044	\$6,043	\$6	53.0%	7.8%	89.1%	71.8%
C. All Other Lenders													
Wells Fargo	NA	572	\$19,038	\$33	3.9%	3.9%	84	\$2,326	\$28	4.3%	3.0%	109.8%	77.1%
Chase	NA	259	\$2,639	\$10	1.8%	0.5%	31	\$252	\$8	1.6%	0.3%	89.5%	60.3%
Silicon Valley Bank	NA	12	\$5,650	\$471	0.1%	1.2%	4	\$1,550	\$388	0.2%	2.0%	249.3%	173.2%
Comerica Bank	NA	10	\$4,697	\$470	0.1%	1.0%	4	\$2,230	\$558	0.2%	2.9%	299.3%	299.7%
All Other Lenders	NA	89	\$19,318	\$217	0.6%	4.0%	15	\$2,708	\$181	0.8%	3.5%	126.0%	88.5%
Subtotal	NA	942	\$51,342	\$55	6.4%	10.5%	138	\$9,066	\$66	7.0%	11.7%	109.5%	111.5%
All Lenders Above	NA	14,336	\$443,040	\$31	97.4%	90.8%	1,907	\$70,207	\$37	96.9%	90.8%	99.4%	100.0%
Total - All Lenders	NA	14,712	\$488,173	\$33	100.0%	100.0%	1,968	\$77,327	\$39	100.0%	100.0%	100.0%	100.0%

**Table 11A – Norfolk County
Loans to Businesses With Revenues Under \$1 Million
By Lender Type and Largest Individual Lenders, 2003**

	Mass Deposits 6/30/03 (000s)	Loans to Firms Anywhere in the County					Loans to Firms in Low & Moderate Income Census Tracts					Low/Mod 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. Massachusetts Banks													
Fleet	\$41,509,147	871	\$22,909	\$26	13.5%	11.7%	39	\$643	\$16	19.9%	9.8%	147.9%	84.2%
Citizens	\$18,551,380	454	\$25,937	\$57	7.0%	13.2%	18	\$710	\$39	9.2%	10.8%	130.9%	82.2%
Sovereign Bank	\$8,848,092	139	\$9,957	\$72	2.1%	5.1%	5	\$560	\$112	2.6%	8.6%	118.8%	168.8%
Rockland Trust	\$1,771,653	116	\$5,145	\$44	1.8%	2.6%	3	\$360	\$120	1.5%	5.5%	85.4%	210.0%
Middlesex Savings	\$2,726,871	59	\$4,054	\$69	0.9%	2.1%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
BankNorth	\$5,664,377	57	\$6,736	\$118	0.9%	3.4%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Walpole Cooperative	\$227,098	56	\$6,537	\$117	0.9%	3.3%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Eastern Bank	\$3,560,285	48	\$6,928	\$144	0.7%	3.5%	4	\$881	\$220	2.0%	13.5%	275.2%	381.7%
Strata Bank	\$241,700	43	\$2,504	\$58	0.7%	1.3%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Ben Franklin SB	\$401,439	34	\$7,632	\$224	0.5%	3.9%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Bank of Canton	\$456,081	29	\$5,062	\$175	0.4%	2.6%	2	\$960	\$480	1.0%	14.7%	227.8%	569.2%
South Shore Savings	\$560,610	27	\$3,731	\$138	0.4%	1.9%	3	\$111	\$37	1.5%	1.7%	367.0%	89.3%
Randolph Savings	\$289,190	24	\$4,706	\$196	0.4%	2.4%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Brookline Bank	\$664,177	20	\$7,127	\$356	0.3%	3.6%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Boston Private	\$1,122,494	19	\$3,291	\$173	0.3%	1.7%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Bristol County SB	\$619,764	14	\$2,321	\$166	0.2%	1.2%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Salem Five	\$1,182,791	11	\$3,796	\$345	0.2%	1.9%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Hingham IFS	\$274,179	11	\$3,274	\$298	0.2%	1.7%	3	\$1,100	\$367	1.5%	16.8%	900.9%	1008.5%
Abington Savings	\$665,326	10	\$2,391	\$239	0.2%	1.2%	1	\$393	\$393	0.5%	6.0%	330.4%	493.4%
First FSB America	\$1,286,854	10	\$2,282	\$228	0.2%	1.2%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
CompassBank	\$2,663,645	9	\$2,240	\$249	0.1%	1.1%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Bay State Federal	\$373,317	7	\$1,700	\$243	0.1%	0.9%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
The Village Bank	\$292,284	7	\$1,506	\$215	0.1%	0.8%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Century B&T	\$1,323,918	6	\$1,641	\$274	0.1%	0.8%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
First Trade Union	\$216,749	3	\$2,088	\$696	0.0%	1.1%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
All Other Mass Bks	NA	86	\$9,795	\$114	1.3%	5.0%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Subtotal	NA	2,170	\$155,290	\$72	33.5%	79.0%	78	\$5,718	\$73	39.8%	87.4%	118.7%	110.5%
B. Credit Card Lenders													
CitiBank	NA	1,725	\$8,716	\$5	26.6%	4.4%	52	\$238	\$5	26.5%	3.6%	99.6%	82.0%
MBNA America	NA	979	\$5,895	\$6	15.1%	3.0%	27	\$216	\$8	13.8%	3.3%	91.1%	110.0%
Capital One	NA	648	\$3,081	\$5	10.0%	1.6%	23	\$74	\$3	11.7%	1.1%	117.2%	72.1%
American Express	NA	437	\$4,398	\$10	6.8%	2.2%	9	\$140	\$16	4.6%	2.1%	68.0%	95.5%
Bank of America	NA	56	\$347	\$6	0.9%	0.2%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Other CC Lenders	NA	49	\$350	\$7	0.8%	0.2%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Subtotal	NA	3,894	\$22,787	\$6	60.2%	11.6%	111	\$668	\$6	56.6%	10.2%	94.1%	88.0%
C. All Other Lenders													
Wells Fargo	NA	235	\$8,826	\$38	3.6%	4.5%	3	\$70	\$23	1.5%	1.1%	42.2%	23.8%
Chase	NA	110	\$1,099	\$10	1.7%	0.6%	3	\$21	\$7	1.5%	0.3%	90.1%	57.4%
Banco Popular PR	NA	39	\$2,002	\$51	0.6%	1.0%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
AmSouth Bank	NA	3	\$2,117	\$706	0.0%	1.1%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
All Other Lenders	NA	22	\$4,353	\$198	0.3%	2.2%	1	\$69	\$69	0.5%	1.1%	150.1%	47.6%
Subtotal	NA	409	\$18,397	\$45	6.3%	9.4%	7	\$160	\$23	3.6%	2.4%	56.5%	26.1%
All Lenders Above	NA	6,316	\$181,976	\$29	97.6%	92.6%	195	\$6,477	\$33	99.5%	98.9%	102.0%	106.8%
Total - All Lenders	NA	6,473	\$196,474	\$30	100.0%	100.0%	196	\$6,546	\$33	100.0%	100.0%	100.0%	100.0%

**Table 11A – Plymouth County
Loans to Businesses With Revenues Under \$1 Million
By Lender Type and Largest Individual Lenders, 2003**

	Mass Deposits 6/30/03 (000s)	Loans to Firms Anywhere in the County					Loans to Firms in Low & Moderate Income Census Tracts					Low/Mod 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. Massachusetts Banks													
Rockland Trust	\$1,771,653	541	\$20,092	\$37	12.2%	14.3%	56	\$1,728	\$31	8.8%	6.9%	72.6%	48.1%
Fleet	\$41,509,147	360	\$9,374	\$26	8.1%	6.7%	77	\$2,427	\$32	12.1%	9.7%	150.1%	144.7%
Citizens	\$18,551,380	261	\$13,208	\$51	5.9%	9.4%	27	\$1,780	\$66	4.3%	7.1%	72.6%	75.3%
Sovereign Bank	\$8,848,092	66	\$5,926	\$90	1.5%	4.2%	11	\$1,295	\$118	1.7%	5.2%	117.0%	122.1%
Abington Savings	\$665,326	53	\$8,992	\$170	1.2%	6.4%	14	\$3,174	\$227	2.2%	12.6%	185.4%	197.3%
CompassBank	\$2,663,645	42	\$5,691	\$136	0.9%	4.1%	9	\$1,143	\$127	1.4%	4.6%	150.4%	112.2%
Eastern Bank	\$3,560,285	38	\$4,932	\$130	0.9%	3.5%	4	\$763	\$191	0.6%	3.0%	73.9%	86.5%
Plymouth Savings	\$1,102,061	36	\$6,849	\$190	0.8%	4.9%	6	\$1,169	\$195	0.9%	4.7%	117.0%	95.4%
Hingham IFS	\$274,179	35	\$11,118	\$318	0.8%	7.9%	6	\$1,444	\$241	0.9%	5.8%	120.3%	72.6%
First FSB America	\$1,286,854	34	\$7,863	\$231	0.8%	5.6%	9	\$1,752	\$195	1.4%	7.0%	185.7%	124.5%
Cape Cod B&T	\$976,536	34	\$4,963	\$146	0.8%	3.5%	16	\$2,967	\$185	2.5%	11.8%	330.2%	334.1%
South Shore Savings	\$560,610	23	\$2,570	\$112	0.5%	1.8%	1	\$175	\$175	0.2%	0.7%	30.5%	38.1%
BankNorth	\$5,664,377	9	\$2,421	\$269	0.2%	1.7%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Salem Five	\$1,182,791	6	\$1,218	\$203	0.1%	0.9%	5	\$954	\$191	0.8%	3.8%	585.0%	437.7%
Randolph Savings	\$289,190	5	\$1,202	\$240	0.1%	0.9%	1	\$145	\$145	0.2%	0.6%	140.4%	67.4%
Bank of Canton	\$456,081	4	\$1,828	\$457	0.1%	1.3%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Boston Private	\$1,122,494	3	\$1,157	\$386	0.1%	0.8%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Citizens-Union	\$411,788	3	\$820	\$273	0.1%	0.6%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Enterprise B&T	\$679,666	1	\$885	\$885	0.0%	0.6%	1	\$885	\$885	0.2%	3.5%	704.0%	558.9%
North Shore Bank	\$281,594	1	\$800	\$800	0.0%	0.6%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Bank of Western MA	\$470,904	1	\$750	\$750	0.0%	0.5%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
All Other Mass Bks	NA	30	\$2,887	\$96	0.7%	2.1%	3	\$146	\$49	0.5%	0.6%	70.2%	28.3%
Subtotal	NA	1,586	\$115,546	\$73	35.6%	82.4%	246	\$21,947	\$89	38.8%	87.4%	108.8%	106.1%
B. Credit Card Lenders													
CitiBank	NA	978	\$4,709	\$5	22.0%	3.4%	129	\$623	\$5	20.3%	2.5%	92.6%	73.9%
MBNA America	NA	795	\$4,667	\$6	17.9%	3.3%	99	\$544	\$5	15.6%	2.2%	87.4%	65.1%
Capital One	NA	498	\$2,027	\$4	11.2%	1.4%	68	\$205	\$3	10.7%	0.8%	95.8%	56.5%
American Express	NA	256	\$2,975	\$12	5.8%	2.1%	37	\$455	\$12	5.8%	1.8%	101.4%	85.5%
Bank of America	NA	37	\$284	\$8	0.8%	0.2%	8	\$53	\$7	1.3%	0.2%	151.7%	104.3%
Other CC Lenders	NA	22	\$130	\$6	0.5%	0.1%	2	\$12	\$6	0.3%	0.0%	63.8%	51.6%
Subtotal	NA	2,586	\$14,792	\$6	58.1%	10.5%	343	\$1,892	\$6	54.1%	7.5%	93.1%	71.5%
C. All Other Lenders													
Wells Fargo	NA	168	\$5,897	\$35	3.8%	4.2%	28	\$907	\$32	4.4%	3.6%	117.0%	86.0%
Chase	NA	91	\$871	\$10	2.0%	0.6%	16	\$158	\$10	2.5%	0.6%	123.4%	101.4%
All Other Lenders	NA	18	\$3,156	\$175	0.4%	2.3%	1	\$195	\$195	0.2%	0.8%	39.0%	34.5%
Subtotal	NA	277	\$9,924	\$36	6.2%	7.1%	45	\$1,260	\$28	7.1%	5.0%	114.0%	71.0%
All Lenders Above	NA	4,379	\$134,089	\$31	98.4%	95.6%	628	\$24,746	\$39	99.1%	98.6%	100.6%	103.1%
Total - All Lenders	NA	4,449	\$140,262	\$32	100.0%	100.0%	634	\$25,099	\$40	100.0%	100.0%	100.0%	100.0%

**Table 11A – Suffolk County
Loans to Businesses With Revenues Under \$1 Million
By Lender Type and Largest Individual Lenders, 2003**

	Mass Deposits 6/30/03 (000s)	Loans to Firms Anywhere in the County					Loans to Firms in Low & Moderate Income Census Tracts					Low/Mod 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. Massachusetts Banks													
Fleet	\$41,509,147	848	\$21,581	\$25	16.4%	13.0%	541	\$11,181	\$21	18.9%	12.1%	114.8%	92.9%
Citizens	\$18,551,380	425	\$24,329	\$57	8.2%	14.6%	242	\$15,209	\$63	8.4%	16.4%	102.5%	112.1%
Sovereign Bank	\$8,848,092	184	\$12,142	\$66	3.6%	7.3%	120	\$7,731	\$64	4.2%	8.3%	117.4%	114.2%
Boston Private	\$1,122,494	41	\$7,425	\$181	0.8%	4.5%	12	\$1,352	\$113	0.4%	1.5%	52.7%	32.6%
Eastern Bank	\$3,560,285	39	\$9,439	\$242	0.8%	5.7%	19	\$3,484	\$183	0.7%	3.8%	87.7%	66.2%
Brookline Bank	\$664,177	29	\$6,649	\$229	0.6%	4.0%	16	\$3,124	\$195	0.6%	3.4%	99.3%	84.2%
First Trade Union	\$216,749	27	\$7,255	\$269	0.5%	4.4%	22	\$5,740	\$261	0.8%	6.2%	146.7%	141.8%
BankNorth	\$5,664,377	27	\$3,815	\$141	0.5%	2.3%	14	\$2,594	\$185	0.5%	2.8%	93.3%	121.9%
Salem Five	\$1,182,791	25	\$7,059	\$282	0.5%	4.2%	6	\$1,971	\$328	0.2%	2.1%	43.2%	50.1%
Wainwright B&T	\$457,854	23	\$3,132	\$136	0.4%	1.9%	14	\$2,238	\$160	0.5%	2.4%	109.6%	128.1%
Cambridge Trust	\$581,627	22	\$2,770	\$126	0.4%	1.7%	8	\$894	\$112	0.3%	1.0%	65.5%	57.9%
Century B&T	\$1,323,918	18	\$3,773	\$210	0.3%	2.3%	9	\$2,681	\$298	0.3%	2.9%	90.0%	127.4%
East Boston Savings	\$637,552	17	\$3,471	\$204	0.3%	2.1%	11	\$3,004	\$273	0.4%	3.2%	116.5%	155.2%
Danvers Savings	\$663,011	12	\$1,185	\$99	0.2%	0.7%	9	\$589	\$65	0.3%	0.6%	135.0%	89.1%
Bank of Canton	\$456,081	7	\$1,754	\$251	0.1%	1.1%	6	\$1,679	\$280	0.2%	1.8%	154.4%	171.6%
First Essex Bank	\$840,577	6	\$2,075	\$346	0.1%	1.2%	5	\$1,875	\$375	0.2%	2.0%	150.0%	162.0%
Northern B&T	\$281,748	6	\$1,058	\$176	0.1%	0.6%	6	\$1,058	\$176	0.2%	1.1%	180.0%	179.3%
Bay State Federal	\$373,317	5	\$1,132	\$226	0.1%	0.7%	4	\$832	\$208	0.1%	0.9%	144.0%	131.8%
Hingham IFS	\$274,179	4	\$1,925	\$481	0.1%	1.2%	1	\$615	\$615	0.0%	0.7%	44.9%	57.3%
Abington Savings	\$665,326	4	\$1,247	\$312	0.1%	0.7%	3	\$947	\$316	0.1%	1.0%	135.0%	136.2%
First FSB America	\$1,286,854	4	\$852	\$213	0.1%	0.5%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Eagle Bank	\$349,823	4	\$850	\$212	0.1%	0.5%	2	\$350	\$175	0.1%	0.4%	89.9%	73.8%
Stoneham Savings	\$262,708	2	\$1,050	\$525	0.0%	0.6%	2	\$1,050	\$525	0.1%	1.1%	180.1%	179.3%
All Other Mass Bks	NA	49	\$6,555	\$134	0.9%	3.9%	29	\$3,757	\$130	1.0%	4.0%	106.5%	102.8%
Subtotal	NA	1,828	\$132,523	\$72	35.4%	79.7%	1,101	\$73,955	\$67	38.4%	79.7%	108.4%	100.0%
B. Credit Card Lenders													
CitiBank	NA	1,441	\$7,535	\$5	27.9%	4.5%	738	\$4,036	\$5	25.8%	4.4%	92.2%	96.0%
MBNA America	NA	610	\$3,997	\$7	11.8%	2.4%	339	\$2,250	\$7	11.8%	2.4%	100.0%	100.9%
Capital One	NA	501	\$1,719	\$3	9.7%	1.0%	277	\$822	\$3	9.7%	0.9%	99.5%	85.7%
American Express	NA	342	\$3,507	\$10	6.6%	2.1%	163	\$1,592	\$10	5.7%	1.7%	85.8%	81.4%
Bank of America	NA	67	\$529	\$8	1.3%	0.3%	40	\$304	\$8	1.4%	0.3%	107.5%	103.0%
First NB of Omaha	NA	26	\$172	\$7	0.5%	0.1%	10	\$62	\$6	0.3%	0.1%	69.2%	64.6%
Other CC Lenders	NA	11	\$330	\$30	0.2%	0.2%	4	\$31	\$8	0.1%	0.0%	65.4%	16.8%
Subtotal	NA	2,998	\$17,789	\$6	58.1%	10.7%	1,571	\$9,097	\$6	54.8%	9.8%	94.3%	91.7%
C. All Other Lenders													
Wells Fargo	NA	197	\$6,135	\$31	3.8%	3.7%	115	\$3,294	\$29	4.0%	3.6%	105.1%	96.3%
Chase	NA	82	\$859	\$10	1.6%	0.5%	45	\$454	\$10	1.6%	0.5%	98.8%	94.8%
Atlantic Bank	NA	20	\$3,204	\$160	0.4%	1.9%	14	\$2,248	\$161	0.5%	2.4%	126.0%	125.8%
Webster Bank	NA	3	\$1,817	\$606	0.1%	1.1%	2	\$1,567	\$784	0.1%	1.7%	120.0%	154.6%
All Other Lenders	NA	31	\$4,010	\$129	0.6%	2.4%	18	\$2,166	\$120	0.6%	2.3%	104.5%	96.8%
Subtotal	NA	333	\$16,025	\$48	6.5%	9.6%	194	\$9,729	\$50	6.8%	10.5%	104.9%	108.8%
All Lenders Above	NA	5,068	\$155,442	\$31	98.2%	93.5%	2,815	\$86,827	\$31	98.2%	93.6%	100.0%	100.1%
Total - All Lenders	NA	5,159	\$166,337	\$32	100.0%	100.0%	2,866	\$92,781	\$32	100.0%	100.0%	100.0%	100.0%

Table 11A – Boston MSA
Loans to Businesses With Revenues Under \$1 Million
By Lender Type and Largest Individual Lenders, 2003

	Mass Deposits 6/30/03 (000s)	Loans to Firms Anywhere in the County					Loans to Firms in Low & Moderate Income Census Tracts					Low/Mod 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. Massachusetts Banks													
Fleet	\$41,509,147	4,577	\$123,108	\$27	12.1%	9.9%	1,159	\$25,697	\$22	16.3%	9.7%	134.6%	97.4%
Citizens	\$18,551,380	1,956	\$108,110	\$55	5.2%	8.7%	408	\$23,719	\$58	5.7%	8.9%	110.9%	102.4%
Sovereign Bank	\$8,848,092	894	\$59,397	\$66	2.4%	4.8%	248	\$17,458	\$70	3.5%	6.6%	147.5%	137.1%
BankNorth	\$5,664,377	859	\$79,213	\$92	2.3%	6.4%	152	\$17,264	\$114	2.1%	6.5%	94.1%	101.7%
Rockland Trust	\$1,771,653	673	\$26,164	\$39	1.8%	2.1%	67	\$2,470	\$37	0.9%	0.9%	52.9%	44.1%
Middlesex Savings	\$2,726,871	429	\$26,940	\$63	1.1%	2.2%	19	\$2,090	\$110	0.3%	0.8%	23.5%	36.2%
Eastern Bank	\$3,560,285	401	\$53,528	\$133	1.1%	4.3%	81	\$12,267	\$151	1.1%	4.6%	107.4%	106.9%
Enterprise B&T	\$679,666	266	\$30,538	\$115	0.7%	2.5%	94	\$10,378	\$110	1.3%	3.9%	187.9%	158.6%
Salem Five	\$1,182,791	264	\$54,064	\$205	0.7%	4.4%	67	\$12,404	\$185	0.9%	4.7%	134.9%	107.1%
First Essex Bank	\$840,577	190	\$41,167	\$217	0.5%	3.3%	53	\$13,371	\$252	0.7%	5.0%	148.3%	151.6%
Danvers Savings	\$663,011	148	\$12,596	\$85	0.4%	1.0%	30	\$2,525	\$84	0.4%	1.0%	107.8%	93.5%
Cambridge Trust	\$581,627	143	\$12,982	\$91	0.4%	1.0%	24	\$1,523	\$63	0.3%	0.6%	89.2%	54.7%
Northern B&T	\$281,748	140	\$23,307	\$166	0.4%	1.9%	14	\$3,757	\$268	0.2%	1.4%	53.2%	75.2%
Hudson Savings	\$360,640	117	\$16,144	\$138	0.3%	1.3%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Beverly National	\$315,098	110	\$13,983	\$127	0.3%	1.1%	30	\$3,570	\$119	0.4%	1.3%	145.0%	119.1%
North Shore Bank	\$281,594	100	\$16,142	\$161	0.3%	1.3%	32	\$6,927	\$216	0.4%	2.6%	170.1%	200.3%
Boston Private	\$1,122,494	93	\$20,116	\$216	0.2%	1.6%	13	\$1,418	\$109	0.2%	0.5%	74.3%	32.9%
Century B&T	\$1,323,918	89	\$16,078	\$181	0.2%	1.3%	24	\$4,862	\$203	0.3%	1.8%	143.4%	141.1%
Brookline Bank	\$664,177	73	\$23,881	\$327	0.2%	1.9%	20	\$4,989	\$249	0.3%	1.9%	145.6%	97.5%
Abington Savings	\$665,326	68	\$12,730	\$187	0.2%	1.0%	18	\$4,514	\$251	0.3%	1.7%	140.7%	165.5%
Hingham IFS	\$274,179	51	\$16,707	\$328	0.1%	1.3%	10	\$3,159	\$316	0.1%	1.2%	104.2%	88.2%
The Village Bank	\$292,284	50	\$11,094	\$222	0.1%	0.9%	1	\$590	\$590	0.0%	0.2%	10.6%	24.8%
First FSB America	\$1,286,854	49	\$11,249	\$230	0.1%	0.9%	9	\$1,752	\$195	0.1%	0.7%	97.7%	72.7%
First Trade Union	\$216,749	48	\$13,681	\$285	0.1%	1.1%	28	\$6,957	\$248	0.4%	2.6%	310.2%	237.3%
East Boston Savings	\$637,552	45	\$12,129	\$270	0.1%	1.0%	15	\$3,794	\$253	0.2%	1.4%	177.3%	146.0%
All Other Mass Bks	\$0	1,132	\$160,418	\$142	3.0%	12.9%	176	\$33,963	\$193	2.5%	12.8%	82.7%	98.8%
Subtotal	\$0	12,965	\$995,466	\$77	34.3%	80.3%	2,792	\$221,418	\$79	39.3%	83.3%	114.5%	103.8%
B. Credit Card Lenders													
CitiBank	\$0	9,636	\$49,496	\$5	25.5%	4.0%	1,699	\$8,856	\$5	23.9%	3.3%	93.7%	83.5%
MBNA America	\$0	5,835	\$35,741	\$6	15.4%	2.9%	946	\$5,738	\$6	13.3%	2.2%	86.2%	74.9%
Capital One	\$0	3,882	\$17,004	\$4	10.3%	1.4%	696	\$2,231	\$3	9.8%	0.8%	95.3%	61.2%
American Express	\$0	2,557	\$25,557	\$10	6.8%	2.1%	394	\$4,027	\$10	5.5%	1.5%	81.9%	73.5%
Bank of America	\$0	347	\$2,557	\$7	0.9%	0.2%	86	\$597	\$7	1.2%	0.2%	131.8%	108.9%
Other CC Lenders	\$0	202	\$1,535	\$8	0.5%	0.1%	33	\$181	\$5	0.5%	0.1%	86.9%	55.0%
Subtotal	\$0	22,459	\$131,890	\$6	59.4%	10.6%	3,854	\$21,630	\$6	54.2%	8.1%	91.2%	76.5%
C. All Other Lenders													
Wells Fargo	\$0	1,444	\$48,012	\$33	3.8%	3.9%	289	\$8,031	\$28	4.1%	3.0%	106.4%	78.1%
Chase	\$0	662	\$6,622	\$10	1.8%	0.5%	114	\$1,061	\$9	1.6%	0.4%	91.6%	74.8%
All Other Lenders	\$0	286	\$57,901	\$202	0.8%	4.7%	64	\$13,575	\$212	0.9%	5.1%	119.0%	109.4%
Subtotal	\$0	2,392	\$112,535	\$47	6.3%	9.1%	467	\$22,667	\$49	6.6%	8.5%	103.8%	94.0%
All Lenders Above	\$0	36,196	\$1,020,037	\$28	95.7%	82.3%	6,840	\$217,996	\$32	96.2%	82.0%	100.5%	99.7%
Total - All Lenders	\$0	37,816	\$1,239,891	\$33	100.0%	100.0%	7,113	\$265,715	\$37	100.0%	100.0%	100.0%	100.0%

Table 11B – Essex County
Change in Loans to Businesses With Revenues Under \$1 Million
By Lender Type, 2000 – 2003

	Number of Loans				Dollar Amount of Loans (000s)			
	2000	2001	2002	2003	2000	2001	2002	2003
A. Overall Change in Loans								
Massachusetts Banks	1,074	1,275	1,884	2,367	\$105,372	\$117,452	\$145,084	\$208,392
Credit Card Lenders	3,245	4,186	2,896	4,225	\$24,442	\$26,626	\$20,385	\$23,406
All Other Bank Lenders	69	167	130	431	\$9,220	\$15,184	\$12,906	\$16,847
Totals - All Lenders	4,388	5,628	4,910	7,023	\$139,034	\$159,262	\$178,375	\$248,645
B. Overall Change in Market Share								
Massachusetts Banks	24.5%	22.7%	38.4%	33.7%	75.8%	73.7%	81.3%	83.8%
Credit Card Lenders	74.0%	74.4%	59.0%	60.2%	17.6%	16.7%	11.4%	9.4%
All Other Bank Lenders	1.6%	3.0%	2.6%	6.1%	6.6%	9.5%	7.2%	6.8%
Totals - All Lenders	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
C. Change in Loans in Low & Moderate Income Tracts								
Massachusetts Banks	192	250	394	581	\$17,423	\$28,154	\$31,965	\$57,580
Credit Card Lenders	543	777	484	785	\$3,913	\$4,394	\$3,046	\$3,930
All Other Bank Lenders	11	43	27	83	\$1,211	\$3,273	\$724	\$2,452
Totals - All Lenders	746	1,070	905	1,449	\$22,547	\$35,821	\$35,735	\$63,962
D. Change in Market Share in Low & Moderate Income Tracts								
Massachusetts Banks	25.7%	23.4%	43.5%	40.1%	77.3%	78.6%	89.5%	90.0%
Credit Card Lenders	72.8%	72.6%	53.5%	54.2%	17.4%	12.3%	8.5%	6.1%
All Other Bank Lenders	1.5%	4.0%	3.0%	5.7%	5.4%	9.1%	2.0%	3.8%
Totals - All Lenders	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Table 11B – Middlesex County
Change in Loans to Businesses With Revenues Under \$1 Million
By Lender Type, 2000 – 2003

	Number of Loans				Dollar Amount of Loans (000s)			
	2000	2001	2002	2003	2000	2001	2002	2003
A. Overall Change in Loans								
Massachusetts Banks	2,618	2,927	4,188	5,014	\$241,588	\$252,824	\$289,816	\$383,715
Credit Card Lenders	7,272	9,554	6,025	8,756	\$58,112	\$62,733	\$44,742	\$53,116
All Other Bank Lenders	205	332	357	942	\$39,560	\$44,892	\$32,732	\$51,342
Totals - All Lenders	10,095	12,813	10,570	14,712	\$339,260	\$360,449	\$367,290	\$488,173
B. Overall Change in Market Share								
Massachusetts Banks	25.9%	22.8%	39.6%	34.1%	71.2%	70.1%	78.9%	78.6%
Credit Card Lenders	72.0%	74.6%	57.0%	59.5%	17.1%	17.4%	12.2%	10.9%
All Other Bank Lenders	2.0%	2.6%	3.4%	6.4%	11.7%	12.5%	8.9%	10.5%
Totals - All Lenders	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
C. Change in Loans in Low & Moderate Income Tracts								
Massachusetts Banks	369	359	523	786	\$35,920	\$34,401	\$43,524	\$62,218
Credit Card Lenders	819	1,265	621	1,044	\$6,420	\$7,883	\$4,156	\$6,043
All Other Bank Lenders	20	49	27	138	\$4,750	\$6,596	\$3,086	\$9,066
Totals - All Lenders	1,208	1,673	1,171	1,968	\$47,090	\$48,880	\$50,766	\$77,327
D. Change in Market Share in Low & Moderate Income Tracts								
Massachusetts Banks	30.5%	21.5%	44.7%	39.9%	76.3%	70.4%	85.7%	80.5%
Credit Card Lenders	67.8%	75.6%	53.0%	53.0%	13.6%	16.1%	8.2%	7.8%
All Other Bank Lenders	1.7%	2.9%	2.3%	7.0%	10.1%	13.5%	6.1%	11.7%
Totals - All Lenders	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Table 11B – Norfolk County
Change in Loans to Businesses With Revenues Under \$1 Million
By Lender Type, 2000 – 2003

	Number of Loans				Dollar Amount of Loans (000s)			
	2000	2001	2002	2003	2000	2001	2002	2003
A. Overall Change in Loans								
Massachusetts Banks	1,042	1,091	1,778	2,170	\$108,956	\$96,697	\$123,305	\$155,290
Credit Card Lenders	3,165	4,082	2,739	3,894	\$25,400	\$26,811	\$21,222	\$22,787
All Other Bank Lenders	76	124	128	409	\$14,248	\$13,380	\$13,063	\$18,397
Totals - All Lenders	4,283	5,297	4,645	6,473	\$148,604	\$136,888	\$157,590	\$196,474
B. Overall Change in Market Share								
Massachusetts Banks	24.3%	20.6%	38.3%	33.5%	73.3%	70.6%	78.2%	79.0%
Credit Card Lenders	73.9%	77.1%	59.0%	60.2%	17.1%	19.6%	13.5%	11.6%
All Other Bank Lenders	1.8%	2.3%	2.8%	6.3%	9.6%	9.8%	8.3%	9.4%
Totals - All Lenders	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
C. Change in Loans in Low & Moderate Income Tracts								
Massachusetts Banks	17	26	44	78	\$2,258	\$2,496	\$5,956	\$5,718
Credit Card Lenders	51	76	39	111	\$387	\$492	\$292	\$668
All Other Bank Lenders	1	2	4	7	\$9	\$57	\$1,572	\$160
Totals - All Lenders	69	104	87	196	\$2,654	\$3,045	\$7,820	\$6,546
D. Change in Market Share in Low & Moderate Income Tracts								
Massachusetts Banks	24.6%	25.0%	50.6%	39.8%	85.1%	82.0%	76.2%	87.4%
Credit Card Lenders	73.9%	73.1%	44.8%	56.6%	14.6%	16.2%	3.7%	10.2%
All Other Bank Lenders	1.4%	1.9%	4.6%	3.6%	0.3%	1.9%	20.1%	2.4%
Totals - All Lenders	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Table 11B – Plymouth County
Change in Loans to Businesses With Revenues Under \$1 Million
By Lender Type, 2000 – 2003

	Number of Loans				Dollar Amount of Loans (000s)			
	2000	2001	2002	2003	2000	2001	2002	2003
A. Overall Change in Loans								
Massachusetts Banks	970	866	1,307	1,586	\$99,038	\$80,411	\$104,562	\$115,546
Credit Card Lenders	1,972	2,439	1,630	2,586	\$15,552	\$16,490	\$11,637	\$14,792
All Other Bank Lenders	39	78	78	277	\$2,276	\$5,157	\$5,158	\$9,924
Totals - All Lenders	2,981	3,383	3,015	4,449	\$116,866	\$102,058	\$121,357	\$140,262
B. Overall Change in Market Share								
Massachusetts Banks	32.5%	25.6%	43.3%	35.6%	84.7%	78.8%	86.2%	82.4%
Credit Card Lenders	66.2%	72.1%	54.1%	58.1%	13.3%	16.2%	9.6%	10.5%
All Other Bank Lenders	1.3%	2.3%	2.6%	6.2%	1.9%	5.1%	4.3%	7.1%
Totals - All Lenders	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
C. Change in Loans in Low & Moderate Income Tracts								
Massachusetts Banks	124	95	154	246	\$13,880	\$10,028	\$15,961	\$21,947
Credit Card Lenders	159	229	152	343	\$1,083	\$1,478	\$1,085	\$1,892
All Other Bank Lenders	4	11	14	45	\$180	\$1,238	\$1,907	\$1,260
Totals - All Lenders	287	335	320	634	\$15,143	\$12,744	\$18,953	\$25,099
D. Change in Market Share in Low & Moderate Income Tracts								
Massachusetts Banks	43.2%	28.4%	48.1%	38.8%	91.7%	78.7%	84.2%	87.4%
Credit Card Lenders	55.4%	68.4%	47.5%	54.1%	7.2%	11.6%	5.7%	7.5%
All Other Bank Lenders	1.4%	3.3%	4.4%	7.1%	1.2%	9.7%	10.1%	5.0%
Totals - All Lenders	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Table 11B – Suffolk County
Change in Loans to Businesses With Revenues Under \$1 Million
By Lender Type, 2000 – 2003

	Number of Loans				Dollar Amount of Loans (000s)			
	2000	2001	2002	2003	2000	2001	2002	2003
A. Overall Change in Loans								
Massachusetts Banks	885	993	1,674	1,828	\$102,617	\$109,677	\$138,070	\$132,523
Credit Card Lenders	2,847	4,119	2,365	2,998	\$22,866	\$25,084	\$16,356	\$17,789
All Other Bank Lenders	89	174	126	333	\$15,973	\$22,199	\$9,796	\$16,025
Totals - All Lenders	3,821	5,286	4,165	5,159	\$141,456	\$156,960	\$164,222	\$166,337
B. Overall Change in Market Share								
Massachusetts Banks	23.2%	18.8%	40.2%	35.4%	72.5%	69.9%	84.1%	79.7%
Credit Card Lenders	74.5%	77.9%	56.8%	58.1%	16.2%	16.0%	10.0%	10.7%
All Other Bank Lenders	2.3%	3.3%	3.0%	6.5%	11.3%	14.1%	6.0%	9.6%
Totals - All Lenders	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
C. Change in Loans in Low & Moderate Income Tracts								
Massachusetts Banks	493	550	961	1,101	\$55,429	\$54,181	\$76,386	\$73,955
Credit Card Lenders	1,586	2,165	1,209	1,571	\$12,286	\$13,207	\$8,017	\$9,097
All Other Bank Lenders	40	96	76	194	\$6,664	\$12,191	\$4,772	\$9,729
Totals - All Lenders	2,119	2,811	2,246	2,866	\$74,379	\$79,579	\$89,175	\$92,781
D. Change in Market Share in Low & Moderate Income Tracts								
Massachusetts Banks	23.3%	19.6%	42.8%	38.4%	74.5%	68.1%	85.7%	79.7%
Credit Card Lenders	74.8%	77.0%	53.8%	54.8%	16.5%	16.6%	9.0%	9.8%
All Other Bank Lenders	1.9%	3.4%	3.4%	6.8%	9.0%	15.3%	5.4%	10.5%
Totals - All Lenders	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Table 11B – Boston MSA
Change in Loans to Businesses With Revenues Under \$1 Million
By Lender Type, 2000 – 2003

	Number of Loans				Dollar Amount of Loans (000s)			
	2000	2001	2002	2003	2000	2001	2002	2003
A. Overall Change in Loans								
Massachusetts Banks	6,589	7,152	10,831	12,965	\$657,571	\$657,061	\$800,837	\$995,466
Credit Card Lenders	18,501	24,380	15,655	22,459	\$146,372	\$157,744	\$114,342	\$131,890
All Other Bank Lenders	478	875	819	2,392	\$81,277	\$100,812	\$73,655	\$112,535
Totals - All Lenders	25,568	32,407	27,305	37,816	\$885,220	\$915,617	\$988,834	\$1,239,891
B. Overall Change in Market Share								
Massachusetts Banks	25.8%	22.1%	39.7%	34.3%	74.3%	71.8%	81.0%	80.3%
Credit Card Lenders	72.4%	75.2%	57.3%	59.4%	16.5%	17.2%	11.6%	10.6%
All Other Bank Lenders	1.9%	2.7%	3.0%	6.3%	9.2%	11.0%	7.4%	9.1%
Totals - All Lenders	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
C. Change in Loans in Low & Moderate Income Tracts								
Massachusetts Banks	1,195	1,280	2,076	2,792	\$124,910	\$129,260	\$173,792	\$221,418
Credit Card Lenders	3,158	4,512	2,505	3,854	\$24,089	\$27,454	\$16,596	\$21,630
All Other Bank Lenders	76	201	148	467	\$12,814	\$23,355	\$12,061	\$22,667
Totals - All Lenders	4,429	5,993	4,729	7,113	\$161,813	\$180,069	\$202,449	\$265,715
D. Change in Market Share in Low & Moderate Income Tracts								
Massachusetts Banks	27.0%	21.4%	43.9%	39.3%	77.2%	71.8%	85.8%	83.3%
Credit Card Lenders	71.3%	75.3%	53.0%	54.2%	14.9%	15.2%	8.2%	8.1%
All Other Bank Lenders	1.7%	3.4%	3.1%	6.6%	7.9%	13.0%	6.0%	8.5%
Totals - All Lenders	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

H. 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 section provides 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.

2003 LENDING RATES

Tables 12 – 14 show that **the Boston MSA ranked in the bottom third of the 15 largest metropolitan areas in 2003 in terms of overall lending rates and lending rates to small firms.** Of the fifteen largest MSAs across the country, the Boston MSA ranked 10th in terms of the overall lending rate, measured in loan dollars per 100 firms, and 9th in terms of the lending rate to small firms. At the same time, the Boston MSA ranked 14th in terms of the overall lending rate in low-to-moderate neighborhoods and 12th in terms of the lending rate to small firms in low-to-moderate neighborhoods.

Table 12
Selected Demographic Data For 15 Largest Metro Areas, 2003

MSA Name (Number)	Total Population		Minority Population		HUD Median Family Income		Total Number of Firms		Number of Small Firms	
	Number	Rank	Number	Rank	Income	Rank	Number	Rank	Number	Rank
New York (35620)	15,569,089	1	7,882,066	2	\$57,000	11	783,633	1	582,350	1
Los Angeles (31100)	12,365,627	2	7,947,035	1	\$54,200	14	579,275	2	427,578	2
Chicago (16980)	9,112,882	3	3,701,436	3	\$67,800	6	343,890	3	243,466	3
Philadelphia (37980)	5,687,147	4	1,670,751	11	\$66,300	7	229,940	8	162,598	8
Dallas (19100)	5,166,871	5	2,118,861	7	\$65,000	8	266,569	5	193,684	5
Miami (33100)	5,007,564	6	2,801,634	4	\$45,700	15	274,962	4	204,716	4
Washington DC (47900)	4,870,279	7	2,162,352	6	\$82,300	2	237,121	6	169,141	7
Houston (26420)	4,787,274	8	2,457,299	5	\$59,400	9	232,603	7	171,504	6
Detroit (19820)	4,452,557	9	1,341,878	12	\$55,000	13	177,707	12	129,501	12
Atlanta (12060)	4,406,747	10	1,714,610	9	\$67,900	5	223,524	9	157,902	9
Boston (14460)	4,390,500	11	846,047	14	\$75,300	3	211,950	10	148,841	11
San Francisco (41860)	4,123,740	12	2,097,718	8	\$87,700	1	208,270	11	152,036	10
Riverside-San Bernardino (40140)	3,254,821	13	1,713,768	10	\$55,300	12	122,457	15	90,045	15
Phoenix (38060)	3,251,876	14	1,111,705	13	\$58,300	10	128,174	14	90,119	14
Seattle (42660)	3,043,878	15	730,619	15	\$72,600	4	160,532	13	119,995	13

Table 13
Total Small Business Loans in 15 Largest Metro Areas, 2003

MSA Name (Number)	Total Number of Loans		Total Dollar Amount of Loans		Lending Rate (# of Loans)		Lending Rate (\$ of Loans)		Number of Loans in Low & Moderate Tracts		Dollar Amount in Low & Moderate Tracts	
	Number	Rank	Amount	Rank	Rate	Rank	Rate	Rank	Number	Rank	Amount	Rank
New York (35620)	418,387	1	\$11,915,162	1	53.4	14	\$1,521	13	80,143	2	\$2,120,150	2
Los Angeles (31100)	405,974	2	\$10,879,136	2	70.1	1	\$1,878	8	106,854	1	\$3,556,235	1
Chicago (16980)	214,495	3	\$10,422,133	3	62.4	5	\$3,031	1	31,531	7	\$1,619,099	3
Philadelphia (37980)	140,737	7	\$5,291,111	4	61.2	7	\$2,301	4	23,844	12	\$896,132	11
Dallas (19100)	142,371	6	\$3,902,801	11	53.4	13	\$1,464	14	37,924	5	\$1,247,703	5
Miami (33100)	183,536	4	\$4,320,111	9	66.7	4	\$1,571	12	44,535	3	\$1,209,066	7
Washington DC (47900)	128,330	10	\$4,043,621	10	54.1	12	\$1,705	11	24,506	11	\$788,126	13
Houston (26420)	129,127	9	\$4,381,992	7	55.5	11	\$1,884	7	36,266	6	\$1,217,342	6
Detroit (19820)	100,731	12	\$4,524,754	6	56.7	10	\$2,546	2	22,237	13	\$1,173,328	8
Atlanta (12060)	132,263	8	\$5,157,673	5	59.2	8	\$2,307	3	28,126	8	\$1,163,157	9
Boston (14460)	124,801	11	\$3,739,587	12	58.9	9	\$1,764	10	26,229	9	\$747,841	14
San Francisco (41860)	144,441	5	\$4,378,088	8	69.4	2	\$2,102	5	38,822	4	\$1,320,065	4
Riverside-San Bernardino (40140)	76,146	15	\$1,783,328	15	62.2	6	\$1,456	15	21,532	14	\$633,356	15
Phoenix (38060)	88,422	13	\$2,378,626	14	69.0	3	\$1,856	9	25,169	10	\$892,314	12
Seattle (42660)	82,741	14	\$3,131,200	13	51.5	15	\$1,951	6	19,549	15	\$917,128	10

Table 14
Loans to Business With Revenues Under \$1 Million in 15 Largest Metro Areas, 2003

MSA Name (Number)	Total Number of Loans		Total Dollar Amount of Loans		Lending Rate (# of Loans)		Lending Rate (\$ of Loans)		Number of Loans in Low & Moderate Tracts		Dollar Amount in Low & Moderate Tracts	
	Number	Rank	Amount	Rank	Rate	Rank	Rate	Rank	Number	Rank	Amount	Rank
New York (35620)	152,403	1	\$4,661,537	1	26.2	12	\$800	13	29,484	2	\$883,219	2
Los Angeles (31100)	151,257	2	\$3,745,998	3	35.4	1	\$876	11	37,908	1	\$1,182,901	1
Chicago (16980)	71,620	3	\$4,100,225	2	29.4	7	\$1,684	1	10,248	8	\$631,974	3
Philadelphia (37980)	45,281	9	\$2,089,364	5	27.8	10	\$1,285	3	7,370	12	\$327,700	11
Dallas (19100)	51,278	6	\$1,644,591	7	26.5	11	\$849	12	12,363	6	\$473,918	6
Miami (33100)	62,734	4	\$1,631,757	8	30.6	4	\$797	14	14,585	3	\$433,382	7
Washington DC (47900)	43,224	10	\$1,627,415	9	25.6	14	\$962	10	8,263	10	\$291,339	13
Houston (26420)	49,209	7	\$2,048,086	6	28.7	8	\$1,194	5	13,052	5	\$513,616	5
Detroit (19820)	31,743	12	\$1,604,867	10	24.5	15	\$1,239	4	6,641	15	\$353,457	9
Atlanta (12060)	48,045	8	\$2,487,488	4	30.4	5	\$1,575	2	10,328	7	\$564,572	4
Boston (14460)	41,897	11	\$1,435,989	12	28.1	9	\$965	9	8,305	9	\$302,867	12
San Francisco (41860)	53,265	5	\$1,530,056	11	35.0	2	\$1,006	8	13,921	4	\$419,527	8
Riverside-San Bernardino (40140)	26,702	15	\$651,874	15	29.7	6	\$724	15	7,290	13	\$218,955	15
Phoenix (38060)	30,527	14	\$934,155	14	33.9	3	\$1,037	7	7,779	11	\$273,102	14
Seattle (42660)	30,781	13	\$1,260,355	13	25.7	13	\$1,050	6	6,879	14	\$338,253	10

I. 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 fourth annual 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 closely conform 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 organizations, agencies, and state and municipal government entities in Greater Boston. The responding organizations consisted of ACCION USA, Allston/Brighton Community Development Corporation, Asian Community Development Corporation, Boston Local Development Corporation, Community Economic Development Assistance Corporation (CEDAC), Community Development Corporation of Boston, Center for Women & Enterprise, City of Cambridge, City of Medford, City of Newton, City of Somerville, Codman Square Neighborhood Development Corporation, Dorchester Bay Economic Development Corporation, Fields Corner Community Development Corporation, International Institute of Boston, Jamaica Plain Neighborhood Development Corporation, This Neighborhood Means Business, UMass Boston Small Business Development Corporation, and Viet-AID.

These 19 organizations provided technical assistance or direct loans to 1,163 firms and aspiring entrepreneurs in 2003. The respondent organizations reported a combined total of 105 direct loans for \$971,150 to small businesses in Greater Boston as well as an additional 18 loans for \$102,000 in other parts of Massachusetts. The respondent organizations also referred 16 small firms to traditional bank financing which resulted in an additional \$1.6 million in bank loans. 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.

The majority (11 out of 19) of the survey respondents also completed a newly created questionnaire that was included with the 2003 survey in an effort to track the functions performed by the respondents and define the scope of their activities. Two of the questionnaire respondents did not provide any technical assistance, direct loans, or loan referrals to businesses. The following highlight some of the responses of the remaining nine questionnaire respondents:

- With regard to geographic service area, seven defined a specific geographic area such as a neighborhood or town, and two served the entire state.
- With regard to the types of businesses served, five respondents reported that they served all businesses in their service area, while 3 served only small businesses, and 1 served a specific group of businesses.

It is hoped that by publishing the 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.

Table 15
Loans and Referrals Made by Survey Respondents, 2003

	Number of Respondents	Number of Loans	Dollar Amount of Loans	Number of Referrals	Dollar Amount of Referrals
City of Boston	15	90	\$868,650	13	\$1,562,000
Other Parts of Boston MSA	3	15	\$102,500	3	\$38,000
Outside Boston MSA	1	18	\$102,000	0	\$0
Total	19	123	\$1,073,150	16	\$1,600,000

Table 16
Loans and Referrals Made by Survey Respondents, 2000 – 2003

	2000	2001	2002	2003
Number of Respondents	12	14	13	19
Number of Loans	109	84	214	123
Dollar Amount of Loans	\$2,600,000	\$4,170,000	\$2,177,032	\$1,073,150
Number of Referrals	3	14	42	14
Dollar Amount of Referrals	\$7,625,000	\$13,926,000	\$4,445,950	\$1,600,000

III. 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 source of data used in this report.

A. BANK 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 include information on originations, renewals, and purchases of small business loans and small farm loans. The data are compiled and publicly released by the Federal Financial Institutions Examination Council (FFIEC).

Small business loans are defined as commercial 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 and renewal 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, include only firms with revenues of \$1 million or less. For the purposes of this report, such firms are referred to as small firms.

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:

- Only banks with assets over \$250 million are required to report their small business loan data under the CRA. Recent studies have suggested that the CRA small lending database may include less than half of the total.
- Data for individual lenders are 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 approximately 69% of the number of loans in the Boston MSA, but accounted for approximately 13% of total dollars with an average loan size of approximately \$6,000. Massachusetts banks had an average loan size of approximately \$101,000.
- The data do not contain information about the race or gender of the borrower or the type of business.
- The data do 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 have traditionally been reported as new loans, renewals of loans or lines of credit, a much more common form of small business lending, were not reported prior to 2001.
- 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.

Bank branch data were 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, 2003. For this purpose, as elsewhere in this report, the term bank includes mutual savings institutions, savings banks, savings and loan associations, cooperative banks, and commercial banks.

B. POPULATION & INCOME DATA

The second major type of data used in this report is data from the US Decennial 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. There are 157 census tracts in the city of Boston (total population of 589,141) and 841 census tracts in the Boston MSA (total population of 4,001,752).

For purposes of this report, and consistent with the CRA, 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 or metropolitan division, where applicable, 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.

Prior to the preparation of this report, the federal bank regulators revised the census tract income level classifications based on the 2000 census data and the recently revised 2004 MSA definitions. MCBC opted to utilize the revised 2004 income level classifications for calculations involving the 2003 CRA small business loan data to ensure that the report reflects the most current income level data available. For calculations involving CRA small business loan data for 1998 to 2002, this report uses median family income data from the 1990 US Census and the corresponding MSA definitions.

In order to analyze lending rates by race/ethnicity, the census tracts in the city of Boston were divided into three categories: minority, mixed-race, and white. 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%.

A review of the 2000 income level data indicates an increase in the number of residents living in low and moderate income census tracts while at the same time an overall decrease in the number of low and moderate income census tracts. A preliminary review of the 2000 minority population data indicates a substantial increase in total minority population to the point where whites now represent less than 50% of the total population.

**Population by Tract Income Level, 2000 vs 1990
City of Boston**

Tract Income Level	2000 Number of Tracts	2000 Total Population	2000 % of Total Population	1990 Number of Tracts	1990 Total Population	1990 % of Total Population	Change in Number of Tracts	Change in Total Population
Low	32	101,825	17.3%	38	99,487	17.3%	-6	2.4%
Moderate	65	279,591	47.5%	71	267,869	46.6%	-6	4.4%
Middle	38	133,234	22.6%	34	136,690	23.8%	4	-2.5%
Upper	7	24,019	4.1%	7	21,979	3.8%	0	9.3%
NA	1	640	0.1%	5	1,923	0.3%	-4	-66.7%
Central	14	49,832	8.5%	14	46,332	8.1%	0	7.6%
Total	157	589,141	100.0%	169	574,280	100.0%	-12	2.6%

**Population by Race, 2000 vs 1990
City of Boston**

Race/ Ethnicity	2000 Total Population	2000 % of Total Population	1990 Total Population	1990 % of Total Population	Change in Total Population
Black	140,305	23.8%	137,756	24.0%	1.9%
Hispanic	85,089	14.4%	59,692	10.4%	42.5%
Asian	44,280	7.5%	30,060	5.2%	47.3%
Other	27,906	4.7%	7,317	1.3%	281.4%
White	291,561	49.5%	339,455	59.1%	-14.1%
Total	589,141	100.0%	574,280	100.0%	2.6%
Minority Combined	297,580	50.5%	234,825	40.9%	26.7%

**Census Tract Racial Composition, 2000 vs 1990
City of Boston**

Predominant Racial Composition	2000 Number of Tracts	2000 Total Population	2000 % of Total Population	1990 Number of Tracts	1990 Total Population	1990 % of Total Population	Change in Number of Tracts	Change in Total Population
Minority	44	156,251	26.5%	41	128,446	22.4%	3	21.6%
Mixed	68	271,440	46.1%	49	177,854	30.9%	19	52.6%
White	31	111,618	18.9%	65	221,648	38.6%	-34	-49.6%
Central	14	49,832	8.5%	14	46,332	8.1%	0	7.6%
Total	157	589,141	100.0%	169	574,280	100.0%	-12	2.6%

C. BUSINESS DATA

The third major type of data used in this report is aggregate data on the number of firms. Dun & Bradstreet (D&B) Corporation compiles information on the number and size of business firms down to the census tract level for use with PCI Service's CRA Wiz software. For the purposes of all calculations involving 2003, 2002, and 2001 lending data throughout this report, the business demographic data is for the year 2003, 2002, and 2001, respectively. For the purposes of all calculations involving 1998 through 2000 lending data, the business demographic data is for the year 1998.

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 continue to not report revenue data.

The reported number of firms changes from year to year. For the city of Boston, the number of firms data for 2003 showed an 11.7% decrease in firms with revenues under \$1 million and a 3.2% increase in total firms compared to the 2002 data. The reported number of small firms decreased more in low and moderate income census tracts from 2002 to 2003 than in higher income census tracts, primarily due to the decrease in the number of low and moderate income census tracts. The number of small firms decreased 12.3% in low income tracts and 15.1% in moderate income tracts. At the same time, the number of small firms increased 17.4% in middle income tracts and 1.6% in upper income tracts. For the Boston MSA, the number of firms data for 2003 showed a 3.7% increase in firms with revenues under \$1 million and a 17.1% increase in total firms compared to the 2002 data.

The number of firms data for 2002 that is utilized in the lending rate calculations contained in this study is identified on the following pages.

1. Number of Firms Data – City of Boston, 2003

Category (No. of Tracts)	Total Number of Firms	Number of Small Firms
A. By Income Level		
Low (32)	4,367	2,610
Moderate (65)	10,446	6,641
Middle (38)	7,927	4,980
Upper (7)	2,136	1,287
Not Available (1)	0	0
Central Bus Area (14)	15,076	8,161
Total (157)	39,952	23,679
B. By Racial Composition		
Minority (44)	4,992	3,190
Mixed (68)	12,823	7,967
White (31)	7,061	4,361
Cent Bus Area (14)	15,076	8,161
Total (157)	39,952	23,679
C. By Race & Income Level		
Minority & Low-Mod (44)	4,992	3,190
Mixed & Low-Mod (49)	9,255	5,708
Mixed & Mid-Upper (18)	3,568	2,259
White & Low-Mod (4)	566	353
White & Mid-Upper (27)	6,495	4,008
Not Available (1)	0	0
Central Bus Area (14)	15,076	8,161
Total (157)	39,952	23,679
D. By Neighborhood		
Allston-Brighton	3,198	1,990
Back Bay-Beacon Hill	3,591	2,007
Central	11,485	6,154
Charlestown	969	553
East Boston	1,425	858
Fenway-Kenmore	1,602	911
Harbor Islands	0	0
Hyde Park	1,215	835
Jamaica Plain	2,010	1,298
Mattapan	1,014	679
North Dorchester	940	574
Roslindale	1,152	799
Roxbury	2,017	1,273
South Boston	2,730	1,549
South Dorchester	2,234	1,529
South End	3,072	1,853
West Roxbury	1,298	817
City of Boston	39,952	23,679

2. Number of Firms Data – Boston MSA, 2003

Category (No. of Tracts)	Total Number of Firms	Number of Small Firms
A. By Income Level		
Low (67)	11,277	6,823
Moderate (192)	38,332	24,843
Middle (368)	108,788	69,136
Upper (198)	74,908	48,774
Not Available (2)	17	2
Central Bus Area (14)	15,076	8,161
Total (841)	248,398	157,739

3. Number of Firms Data – Selected Counties, 2003

Town	Total Number of Firms	Number of Small Firms
Essex County	40,756	26,912
Middlesex County	94,877	60,209
Norfolk County	42,629	27,212
Plymouth County	26,191	17,141
Suffolk County	43,945	26,265

4. Number of Firms Data – Surrounding Cities & Towns, 2003

Town	Total Number of Firms	Number of Small Firms	Town	Total Number of Firms	Number of Small Firms	Town	Total Number of Firms	Number of Small Firms
Abington	697	488	Haverhill	2,667	1,782	Plymouth	2,901	1,942
Acton	1,553	994	Hingham	1,831	1,175	Plympton	148	109
Amesbury	827	554	Holbrook	547	354	Quincy	4,645	3,037
Andover	2,238	1,359	Holliston	1,035	746	Randolph	1,430	893
Arlington	2,254	1,627	Hopkinton	857	550	Reading	1,309	871
Ashby	151	115	Hudson	1,107	704	Revere	1,730	1,187
Ashland	924	661	Hull	524	341	Rochester	209	141
Avon	461	233	Ipswich	944	663	Rockland	1,057	660
Ayer	471	279	Kingston	895	531	Rockport	622	423
Bedford	1,159	662	Lakeville	468	321	Rowley	439	318
Bellingham	805	555	Lawrence	2,511	1,562	Salem	2,504	1,745
Belmont	1,624	1,161	Lexington	2,631	1,676	Salisbury	617	434
Beverly	2,535	1,719	Lincoln	529	319	Saugus	1,528	970
Billerica	2,159	1,245	Littleton	677	444	Scituate	1,041	727
Boston	39,952	23,679	Lowell	3,884	2,486	Sharon	989	655
Boxborough	319	208	Lynn	2,974	2,021	Sherborn	285	215
Boxford	388	257	Lynnfield	834	523	Shirley	229	154
Braintree	2,779	1,562	Malden	2,487	1,683	Somerville	3,197	2,131
Bridgewater	932	608	Manchester	465	307	Stoneham	1,279	849
Brockton	3,794	2,407	Marblehead	1,617	1,104	Stoughton	1,945	1,292
Brookline	3,889	2,622	Marion	355	254	Stow	440	311
Burlington	2,535	1,238	Marlborough	2,587	1,464	Sudbury	1,357	915
Cambridge	8,334	4,895	Marshfield	1,303	909	Swampscott	874	569
Canton	1,907	1,127	Mattapoisett	403	293	Tewksbury	1,533	957
Carlisle	358	235	Maynard	597	387	Topsfield	563	375
Carver	511	295	Medfield	721	487	Townsend	379	284
Chelmsford	2,317	1,468	Medford	2,610	1,718	Tyngsborough	688	454
Chelsea	1,479	836	Medway	634	453	Wakefield	1,897	1,202
Cohasset	663	419	Melrose	1,330	984	Walpole	1,360	903
Concord	1,844	1,240	Merrimac	271	186	Waltham	4,467	2,590
Danvers	2,187	1,322	Methuen	1,765	1,159	Wareham	1,178	765
Dedham	1,699	1,080	Middleborough	1,234	795	Watertown	2,170	1,360
Dover	354	222	Middleton	609	413	Wayland	894	613
Dracut	1,168	845	Millis	508	348	Wellesley	2,665	1,675
Dunstable	131	93	Milton	1,165	800	Wenham	216	148
Duxbury	951	651	Nahant	196	123	WBridgeWater	655	426
E BridgeWater	571	394	Natick	2,741	1,728	West Newbury	227	173
Essex	309	220	Needham	2,646	1,625	Westford	1,285	798
Everett	1,712	1,125	Newbury	365	253	Weston	872	556
Foxborough	1,056	668	Newburyport	1,741	1,200	Westwood	1,138	686
Framingham	4,697	2,968	Newton	7,341	4,846	Weymouth	2,736	1,869
Franklin	1,596	1,004	Norfolk	480	323	Whitman	585	378
Georgetown	477	332	North Andover	1,764	1,133	Wilmington	1,397	806
Gloucester	2,002	1,344	North Reading	977	657	Winchester	1,468	1,002
Groton	521	372	Norwell	1,029	621	Winthrop	784	563
Groveland	254	186	Norwood	2,527	1,545	Woburn	3,564	1,914
Halifax	253	162	Peabody	2,807	1,732	Wrentham	764	457
Hamilton	419	303	Pembroke	980	654	Plymouth	2,901	1,942
Hanover	1,244	795	Pepperell	546	404	Plympton	148	109
Hanson	442	299	Plainville	520	318	Quincy	4,645	3,037

5. Number of Firms Data – Surrounding Towns Low and Moderate Tracts, 2003

Town	Total Number of Firms	Number of Small Firms
Beverly	455	317
Boston	20633	12324
Brockton	2219	1409
Cambridge	3514	2002
Chelsea	1303	737
Dracut	321	235
Everett	1712	1125
Framingham	1375	898
Gloucester	863	566
Haverhill	1192	806
Lawrence	2336	1459
Lincoln	41	10
Lowell	3577	2276
Lynn	2240	1488
Malden	1767	1173
Marlborough	967	630
Medford	1165	694
Methuen	135	91
Peabody	333	217
Pepperell	203	145
Plymouth	850	592
Quincy	279	174
Revere	1212	838
Salem	793	555
Shirley	4	1
Somerville	2476	1646
Waltham	1347	906
Wareham	1178	765
Watertown	175	128
Weymouth	258	182
Woburn	510	351

GLOSSARY

Bank

For the purpose of this report, the term bank includes mutual savings institutions, savings banks, savings and loan associations, cooperative banks, and commercial banks.

Boston Metropolitan Statistical Area (MSA)

For the purpose of this report, the term Boston MSA refers the Massachusetts portion of the Boston MSA (MSA 14460) and is based on the Office of Management and Budget's (OMB) revised MSA definitions that were announced on June 6, 2003. The Massachusetts portion of the Boston MSA includes Essex, Middlesex, Norfolk, Plymouth, and Suffolk Counties in their entirety. The non-Massachusetts portion of the Boston MSA, which is not included in this report, includes Rockingham and Strafford Counties, New Hampshire in their entirety.

The OMB's revised definitions were announced during the summer of 2003 and went into effect for all banks beginning January 1, 2004. The revised definition expanded the Boston MSA to include the counties noted in the preceding paragraph and further divided the Boston MSA into four metropolitan division components as follows:

Metropolitan Division	Counties Covered
21604 - Essex County, MA Metropolitan Division	Essex County, MA
15764 - Cambridge-Newton-Framingham, MA Metropolitan Division	Middlesex County, MA
14484 - Boston-Quincy, MA Metropolitan Division	Norfolk, Plymouth, and Suffolk Counties, MA
40484 - Rockingham-Strafford County, NH Metropolitan Division	Rockingham and Strafford Counties, NH

Prior to the preparation of this report, the federal bank regulators revised the census tract income level classifications based on the 2000 census data and the 2004 MSA definitions. MCBC opted to utilize the revised 2004 income level classifications with the 2003 CRA small business loan data to ensure that the report reflects the most current income level data available.

Census Tract

Census tracts are the basic geographical unit used in the US Decennial Census. A census tract typically contains between 3,000 and 5,000 residents.

Central Business Area

The 14 census tracts that make up the "Central" and "Back Bay/Beacon Hill" Planning Districts have been separated out of many of the tables in this report. The distinctive nature of these fourteen tracts is shown by the fact that they are home to only 8.5% of the city's population, but contain 37.7% of its total businesses and received 40.5% of total small business loan dollars in the city in 2003.

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 generally receive more loans than businesses located in the other *thirty-two* low income tracts in the city. 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.

CRA – Community Reinvestment Act

The Community Reinvestment Act is a federal law intended to encourage depository institutions to help meet the credit needs of the communities in which they operate. The law places particular emphasis on lending in low and moderate income areas. The law also requires banks to report information on small business loans including information on the annual revenue of the business, loan amount, and the census tract where the business is located.

Income Level

For the purposes of this report 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 or metropolitan division (where applicable) 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. For calculations involving 2003 CRA small business loan data, the breakdown of the income ranges in dollar terms (based on 2000 census data and the 2004 MSA definitions) is as follows:

County	Low	Moderate	Middle	Upper
Essex County	Less Than \$31,778	\$31,778 - \$50,844	\$50,845 - \$76,266	\$76,267 or More
Middlesex County	Less Than \$37,061	\$37,067 - \$59,296	\$59,297 - \$88,944	\$88,945 or More
Norfolk, Plymouth, and Suffolk Counties	Less Than \$31,474	\$31,474 - \$50,357	\$50,358 - \$75,537	\$75,538 or More

For calculations involving 1998 to 2002 CRA small business loan data, this report uses median family income data from the 1990 US Census and the corresponding MSA definitions in effect at the time per the federal bank regulators' guidelines.

Lending Rates

The report applies four different measures of lending rates, expressed in terms of lending per 100 firms, to compare lending activity across different geographical areas. These lending rates are calculated based on the following: (1) the total number of small business loans, (2) the total dollar amount of small business loans, (3) the number of loans to firms with annual revenues of less than \$1 million, and (4) the dollar amount of loans to firms with annual revenues of less than \$1 million. For the purposes of the report's findings, discussion is generally limited to the fourth measure of lending rates.

Market Share

Market share is determined by dividing lender totals into the comparable totals for all CRA reporters in a specified geographic area. It is important to note that many lenders are not obligated to report their small business lending activity under the CRA regulation and are therefore not included in the market share totals included in this report. The CRA law does not apply to private finance companies – it applies only to federally-regulated depository institutions. In addition, the law exempts small banks (those with assets under \$250 million) from the small business loan reporting requirement.

Minority

For the purposes of this report, minority population is determined by subtracting the white non-Hispanic population from the total population of a given geographic area. 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%.

Neighborhood Designations

Census tracts were assigned to Boston neighborhoods/Planning Districts as follows:

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
Harbor Islands:	1501.00
Hyde Park:	1401.02 – 1404.00
Jamaica Plain:	0808.00 – 0812.00, 1201.01 – 1202.00, & 1204.00 – 1207.00
Mattapan:	1001.00 – 1003.00 & 1009.00 – 1011.02
North Dorchester:	0907.00 – 0915.00
Roslindale:	1101.00 – 1105.02 & 1106.02
Roxbury:	0801.00 – 0803.00, 0813.00–0821.00, 0901.00–0906.00, 0924.00, & 1203.00

South Boston: 0601.00 – 0612.00
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

Planning Districts

A term used by the Boston Redevelopment Authority to define the 16 neighborhoods and communities that comprise the city of Boston.

Small Business Loan

For the purposes of the CRA and this report, small business loans are defined as commercial loans of \$1 million or less. These loans may be to firms 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 and renewal activity; purchased loans are not included in the analysis.

Small Firms

A term used throughout this report to refer to firms with annual revenues of \$1 million or less.