

**Patterns of
Small Business Lending
in
Greater Boston
1998-2004**

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MASSACHUSETTS COMMUNITY & BANKING COUNCIL

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FOREWORD

The Massachusetts Community & Banking Council (MCBC) is pleased to offer *Patterns of Small Business Lending in Greater Boston, 1998-2004*, its seventh report on small business lending. MCBC hopes that this report can help to increase access to credit for small businesses by providing a careful description of current small business lending trends, the performance of major types of lenders, and the contributions of non-bank intermediaries.

MCBC was established in 1990 to encourage community investment in low- and moderate-income and minority neighborhoods. MCBC brings together community and bank representatives to promote a better understanding of the credit and financial needs of lower-income neighborhoods and provides information, assistance and direction to banks and community groups in addressing those needs. MCBC operates through its committees, each co-chaired by a bank and a community representative. Today, over 150 bankers, community representatives, public officials and others participate in and/or receive regular information on MCBC committee activities.

MCBC's Economic Development Committee oversees preparation of this report and works to identify other ways to leverage public and private resources to support small business development. The Committee regularly hosts speakers from a variety of city, state and community-based programs that assist small businesses and promote economic development. The Committee has also sponsored several public forums and roundtable discussions and developed recommendations on strategies to increase access to credit and technical assistance for small business owners.

Copies of this report, other MCBC reports and further information on MCBC's committees and programs are available on MCBC's website at www.masscommunityandbanking.org.

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Hudson Savings Bank
Hyde Park Co-operative Bank
Hyde Park Savings Bank
Meetinghouse Co-Operative Bank
Mellon New England
Mt. Washington Cooperative Bank
North Cambridge Co-operative Bank
South Shore Co-operative Bank
Sovereign Bank
State Street Bank
Stoneham Bank
TD Banknorth
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EXECUTIVE SUMMARY

This report is the seventh report on small business lending patterns in Greater Boston commissioned by the Massachusetts Community & Banking Council (MCBC). The report analyzes lending data for the year ended December 31, 2004, and provides comparisons to the 1998 to 2003 lending data that was analyzed in MCBC's previous reports on small business lending. The following are some of the report's most important findings:

1998 - 2004 LENDING RATES

- In each of the past seven 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 six of the past seven 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).

2004 LENDING VOLUME

- The number of loans to small firms in the Boston MSA decreased 2.6% to 36,832 from 2003 to 2004 and the dollar volume decreased 0.6% to \$1.233 billion. The overall number of loans to all firms increased 2.1% to 116,582 in 2004 and the overall dollar volume increased 11.2% to \$3.685 billion (page 8).
- In the city of Boston, the number of loans to small firms decreased 5.3% to 4,250 from 2003 to 2004 while the dollar volume increased 1.8% to \$152.5 million. The overall number of loans to all firms increased 1.7% to 14,021 in 2004 and the overall dollar volume increased 17.6% to \$504.2 million (page 6).
- The city of Boston had a lower overall lending rate in 2004 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 (page 23).

LENDERS

- Massachusetts banks accounted for roughly three quarters of small business loan dollars in Essex, Middlesex, Norfolk, Plymouth, and Suffolk counties. The combined loan volume of Massachusetts banks totaled \$2.830 billion or 76.8% of all CRA-reported small business loan dollars in the Boston MSA (page 40).
- The top five Massachusetts banks alone accounted for 45.6% of all small business loan dollars in the Boston MSA in 2004 (page 41), up from 43.8% in 2003.
- Credit card lenders provided 61.7% of the number of small business loans in the Boston MSA in 2004 and 11.6% of small business loan dollars (page 41). In comparison, in 2003 credit card lenders provided 69.1% of the number of small business loans in the Boston MSA and 13.1% of small business loan dollars.

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 60).
- The 25 organizations that responded to our survey provided technical assistance or direct loans to 1,354 firms and aspiring entrepreneurs. The respondent organizations made a combined total of 100 direct loans for \$2.1 million to small businesses in Greater Boston in 2004. The respondent organizations also referred 18 small firms to traditional bank financing and private financing which resulted in an additional \$2.5 million in loans (page 60).

COMPARISON WITH OTHER METROPOLITAN AREAS

- Of the fifteen largest MSAs across the country, the Boston MSA ranked 12th in lending rates to small firms in 2004 and 11th in lending rates to all firms (page 62). In comparison, in 2003 the Boston MSA ranked 9th in terms of the lending rate to small firms and 10th in terms of the overall lending rate.

I. INTRODUCTION

This report is the seventh report on small business lending patterns in Greater Boston commissioned by the Massachusetts Community & Banking Council (MCBC). The report analyzes lending data for the year ended December 31, 2004, and provides comparisons to the 1998 to 2003 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 of 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, 2004 (designated by the letter "A" beside the table number) and those that provide a time series of data from 2001 to 2004 (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 summarize the activity of nonbank intermediaries which participated in a survey undertaken by MCBC (Tables 12 – 13).
- Tables that focus on small business lending activity in the 15 largest metropolitan statistical areas across the country (Tables 14 – 16)

Readers should note that last year the federal bank regulators revised the census tract income level classifications based on the 2000 census data and 2004 revisions to MSA definitions. This report utilizes the new income level classifications for calculations involving CRA small business loan data for 2004 and 2003. 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. 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 2004 small business loan data for Greater Boston. Readers are advised that the 2004 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 increased 11.3% from 2003 to 2004, while the number of reported small firms increased 13.7% 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 2004 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

2004 LENDING RATES

The 2004 small business lending data for the city of Boston show a **correlation between lending rates and census tract income level**. The rate of lending to small firms, measured in loan dollars per 100 firms, was lowest in the low and moderate income tracts and highest in middle and upper income census tracts. The rate of lending was \$381,000 in low income tracts, \$504,000 in moderate income tracts, \$580,000 in middle income tracts and \$665,000 in upper income tracts. **The lending rate in the city of Boston's low income tracts equaled 67.7% of the city's overall rate in 2003 (compared to 54.4% in 2003) while the rate in moderate income tracts equaled 89.5% of the overall rate (compared to 105.0% in 2003).** The lending rate in middle income tracts equaled 102.9% of the city's overall rate (compared to 99.9% in 2003) and the lending rate in upper income tracts equaled 118.1% of the overall rate (compared to 56.2% in 2003).

Table 1A
Small Business Lending in City of Boston
By Census Tract Income Level, 2004

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
A. Number of Loans							
Low (32)	1,238	1,175	360	24.6	79.9%	12.1	76.8%
Moderate (65)	4,028	3,849	1,223	33.0	107.1%	15.6	99.3%
Middle (38)	3,392	3,204	1,029	38.4	124.6%	18.5	117.6%
Upper (7)	777	733	259	33.2	108.0%	18.5	117.9%
Not Available (1)	0	0	0	NA	NA	NA	NA
Central Bus Area (14)	4,586	4,174	1,379	26.8	87.0%	14.9	94.7%
Total (157)	14,021	13,135	4,250	30.8	100.0%	15.7	100.0%
B. Dollar Amount of Loans (000s)							
Low (32)	\$35,139	\$12,050	\$11,384	\$699	63.1%	\$381	67.7%
Moderate (65)	\$108,005	\$39,911	\$39,546	\$884	79.9%	\$504	89.5%
Middle (38)	\$116,288	\$37,348	\$32,297	\$1,315	118.8%	\$580	102.9%
Upper (7)	\$25,274	\$9,434	\$9,310	\$1,081	97.7%	\$665	118.1%
Not Available (1)	\$0	\$0	\$0	NA	NA	NA	NA
Central Bus Area (14)	\$219,466	\$60,525	\$59,946	\$1,282	115.8%	\$647	114.8%
Total (157)	\$504,172	\$159,268	\$152,483	\$1,107	100.0%	\$563	100.0%

LENDING RATES IN PREVIOUS YEARS

An analysis of the 2004 and 2003 data for the city of Boston shows that the number of loans to small firms decreased 5.3% from 4,487 in 2003 to 4,250 in 2004 while the dollar volume increased 1.8% from \$149.9 million to \$152.5 million. The overall number of loans to all firms increased 1.7% from 13,789 in 2003 to 14,021 in 2004 and the overall dollar volume increased 17.6% from \$428.7 million to \$504.2 million. **Despite the increase in loan dollar volume, overall lending rates decreased markedly in 2004 in the city of Boston due to a large increase in the reported number of small firms.** The lending rate to small firms, measured in loan dollars per 100 firms, decreased 11.1% from \$633,000 in 2003 to \$563,000 in 2004. The decline in the overall lending rate to small firms in the city of Boston can be attributed to an 11.3% increase in the reported number of small firms, which more than offset the 1.8% increase in loan dollar volume. The reported number of small firms increased more in low and moderate income census tracts from 2003 to 2004 than in higher income census tracts. The number of small firms increased 15.2% in low income tracts and 16.9% in moderate income tracts. At the same time, the number of small firms increased 9.4% in middle income tracts and 9.4% in upper income tracts.

The data for the city of Boston also show that **changes in lending rates from 2003 to 2004 fluctuated widely across census tract income level categories.** Lending rates in low income tracts increased 10.8% from 2003 to 2004, while lending rates in moderate income tracts decreased 24.1%. The lending rates in middle income tracts decreased 8.3% from 2003 to 2004 while the rate in upper income tracts increased 87.0%.

An analysis of the small business loan data for the city of Boston from 1998 to 2004 also reveals a strong correlation between lending rates and income level than is revealed by the analysis of the 2004 data alone. **The lowest rates of lending to small firms were in low income census tracts in six of the past seven years while middle and upper income census tracts had the highest lending rates in five of the past seven years.** For the sake of simplicity and clarity, only the data for 2001 to 2004 are shown in the chart and table that follow.

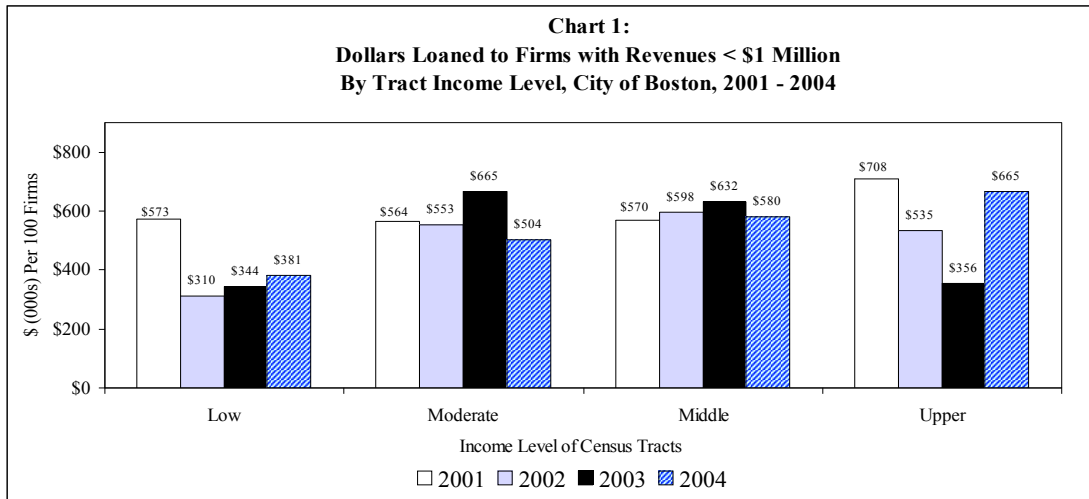


Table 1B
Small Business Lending in City of Boston
By Census Tract Income Level, 2001 – 2004

Census Tract Income Level	Total Small Business Loans				Small Business Loans to Small Firms			
	2001	2002	2003	2004	2001	2002	2003	2004
A. Number of Loans								
Low	1,316	1,306	1,171	1,238	411	312	351	360
Moderate	3,698	4,296	4,039	4,028	1,404	1,102	1,351	1,223
Middle	2,012	2,362	3,255	3,392	770	680	1,019	1,029
Upper	699	733	757	777	227	177	252	259
Not Available	0	0	0	0	0	0	0	0
Central Business Area	4,256	4,566	4,567	4,586	1,717	1,361	1,514	1,379
Total	11,981	13,263	13,789	14,021	4,529	3,632	4,487	4,250
B. Lending Rates - Number of Loans Per 100 Firms								
Low	42.7	30.1	26.8	24.6	16.5	10.5	13.4	12.1
Moderate	42.2	38.1	38.7	33.0	21.1	14.1	20.3	15.6
Middle	47.9	38.9	41.1	38.4	21.6	16.0	20.5	18.5
Upper	49.9	38.1	35.4	33.2	20.4	14.0	19.6	18.5
Not Available	NA	NA	NA	NA	NA	NA	NA	NA
Central Business Area	35.5	30.2	30.3	26.8	18.2	13.0	18.6	14.9
Total	41.8	34.3	34.5	30.8	19.5	13.5	18.9	15.7
C. Dollar Amount of Loans (000s)								
Low	\$54,017	\$39,810	\$27,618	\$35,139	\$14,284	\$9,212	\$8,984	\$11,384
Moderate	\$108,593	\$132,691	\$104,174	\$108,005	\$37,459	\$43,225	\$44,137	\$39,546
Middle	\$62,144	\$61,622	\$96,431	\$116,288	\$20,334	\$25,366	\$31,484	\$32,297
Upper	\$24,171	\$25,398	\$17,332	\$25,274	\$7,899	\$6,775	\$4,581	\$9,310
Not Available	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Central Business Area	\$279,620	\$214,317	\$183,182	\$219,466	\$61,128	\$65,697	\$60,670	\$59,946
Total	\$528,545	\$473,838	\$428,737	\$504,172	\$141,104	\$150,275	\$149,856	\$152,483
D. Lending Rates - Dollar Amount of Loans Per 100 Firms (000s)								
Low	\$1,753	\$917	\$632	\$699	\$573	\$310	\$344	\$381
Moderate	\$1,356	\$1,178	\$997	\$884	\$564	\$553	\$665	\$504
Middle	\$1,479	\$1,015	\$1,216	\$1,315	\$570	\$598	\$632	\$580
Upper	\$1,724	\$1,321	\$811	\$1,081	\$708	\$535	\$356	\$665
Not Available	NA	NA	NA	NA	NA	NA	NA	NA
Central Business Area	\$2,330	\$1,418	\$1,215	\$1,282	\$649	\$626	\$743	\$647
Total	\$1,842	\$1,224	\$1,073	\$1,107	\$607	\$561	\$633	\$563

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

2004 LENDING RATES

The 2004 small business loan data for the Boston MSA, which includes the cities and towns of Essex, Middlesex, Norfolk, Plymouth, and Suffolk Counties also show a **correlation 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 low and moderate income tracts and highest in middle and upper income areas. The rate of lending was \$557,000 in low income tracts, \$639,000 in moderate income tracts, \$738,000 in middle income tracts and \$654,000 in upper income tracts. **The lending rate in the MSA’s low income tracts equaled 81.1% of the MSA’s overall rate in 2004 (compared to 97.9% in 2003) and the rate in moderate income tracts equaled 93.0% of the overall rate (compared to 100.5% in 2003).** The lending rate in middle income tracts equaled 107.4% of the MSA’s overall rate (compared to 101.9% in 2003) and the lending rate in upper income tracts equaled 95.1% of the overall rate (compared to 95.5% in 2003).

Table 2A
Small Business Lending in the Boston MSA
By Census Tract Income Level, 2004

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
A. Number of Loans							
Low (67)	3,732	3,467	1,065	29.0	70.4%	13.6	66.3%
Moderate (192)	17,093	16,205	5,218	37.8	91.7%	17.9	87.3%
Middle (368)	53,939	50,812	16,982	43.7	106.1%	21.7	105.7%
Upper (198)	34,820	33,110	11,544	41.3	100.2%	21.0	102.3%
Not Available (2)	2,412	2,392	644	NA	NA	NA	NA
Central Bus Area (14)	4,586	4,174	1,379	26.8	65.1%	14.9	72.5%
Total (841)	116,582	110,160	36,832	41.2	100.0%	20.5	100.0%
B. Dollar Amount of Loans (000s)							
Low (67)	\$134,086	\$38,842	\$43,572	\$1,041	80.0%	\$557	81.1%
Moderate (192)	\$492,860	\$177,362	\$186,025	\$1,089	83.6%	\$639	93.0%
Middle (368)	\$1,795,897	\$580,368	\$576,946	\$1,455	111.8%	\$738	107.4%
Upper (198)	\$1,019,034	\$392,179	\$359,210	\$1,208	92.8%	\$654	95.1%
Not Available (2)	\$23,886	\$18,234	\$6,938	NA	NA	NA	NA
Central Bus Area (14)	\$219,466	\$60,525	\$59,946	\$1,282	98.5%	\$647	94.1%
Total (841)	\$3,685,229	\$1,267,510	\$1,232,637	\$1,302	100.0%	\$687	100.0%

LENDING RATES IN PREVIOUS YEARS

An analysis of the 2004 and 2003 data for the Boston MSA shows that the number of loans to small firms in the Boston MSA decreased 2.6% from 37,816 in 2003 to 36,832 in 2004 and the dollar volume decreased 0.6% from \$1.240 billion to \$1.233 billion. The overall number of loans to all firms increased 2.1% from 114,169 in 2003 to 116,582 in 2004 and the overall dollar volume increased 11.2% from \$3.315 to \$3.685 billion. **Overall lending rates decreased markedly in 2004 in the Boston MSA due to the decline in loan volume and an increase in the reported number of small firms.** The overall lending rate to small firms, measured in loan dollars per 100 firms, decreased 12.6% from \$786,000 in 2003 to \$687,000 in 2004. The decline in the lending rate can be attributed to the decrease in the dollar volume of loans from 2003 to 2004 coupled with a 13.7% increase in the reported number of small firms.

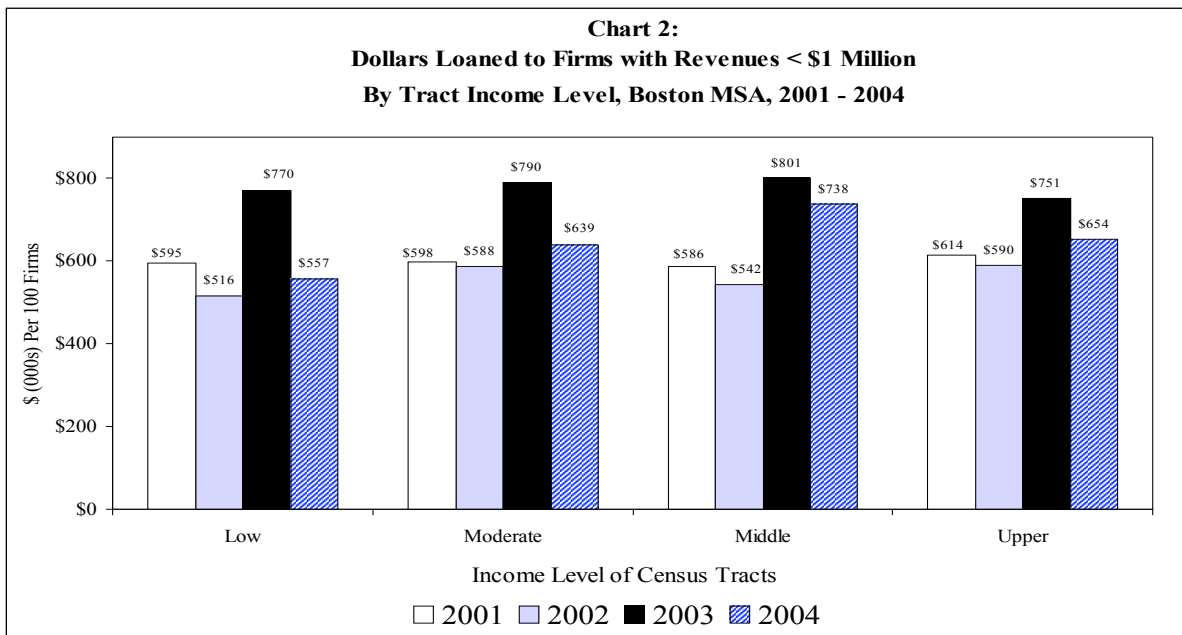
The data for the Boston MSA show **changes in lending rates from 2003 to 2004 were most severe in lower income level categories.** Lending rates in low income tracts decreased 27.6% from

2003 to 2004, while lending rates in moderate income tracts decreased 19.1%. The lending rates in middle income tracts decreased 7.9% from 2003 to 2004 while the rate in upper income tracts decreased 13.0%.

An analysis of the small business loan data for the Boston MSA from 1998 to 2004 also reveals a stronger correlation between lending rates and income level than is revealed by the analysis of the 2004 data alone. **The lowest rates of lending to small firms were in low income census tracts in five of the past seven years while middle and upper income census tracts had the highest lending rates in six of the past seven years.** For the sake of simplicity and clarity, only the data for 2001 to 2004 are shown in the chart and table that follow.

Table 2B
Small Business Lending in the Boston MSA
By Census Tract Income Level, 2001 – 2004

Census Tract Income Level	Total Small Business Loans				Small Business Loans to Small Firms			
	2001	2002	2003	2004	2001	2002	2003	2004
A. Number of Loans								
Low	3,279	3,405	3,755	3,732	1,156	873	1,233	1,065
Moderate	11,204	13,240	18,463	17,093	4,130	3,292	5,657	5,218
Middle	41,465	49,775	50,300	53,939	15,099	13,161	16,534	16,982
Upper	22,374	26,151	33,552	34,820	8,388	7,615	11,789	11,544
Not Available	3,459	4,390	3,532	2,412	1,917	1,003	1,089	644
Central Business Area	4,256	4,566	4,567	4,586	1,717	1,361	1,514	1,379
Total	86,037	101,527	114,169	116,582	32,407	27,305	37,816	36,832
B. Lending Rates - Number of Loans Per 100 Firms								
Low	42.0	33.1	33.3	29.0	18.3	11.9	18.1	13.6
Moderate	45.9	40.8	48.2	37.8	20.2	14.1	22.8	17.9
Middle	47.3	42.9	46.2	43.7	20.5	15.5	23.9	21.7
Upper	46.6	39.0	44.8	41.3	20.7	16.2	24.2	21.0
Not Available	NA	NA	NA	NA	NA	NA	NA	NA
Central Business Area	35.5	30.2	30.3	26.8	18.2	13.0	18.6	14.9
Total	47.8	42.1	46.0	41.2	21.5	15.8	24.0	20.5
C. Dollar Amount of Loans (000s)								
Low	\$119,453	\$109,976	\$127,327	\$134,086	\$37,612	\$37,736	\$52,515	\$43,572
Moderate	\$348,714	\$388,601	\$480,420	\$492,860	\$122,460	\$137,438	\$196,330	\$186,025
Middle	\$1,295,320	\$1,433,931	\$1,567,222	\$1,795,897	\$432,405	\$458,996	\$553,733	\$576,946
Upper	\$707,848	\$759,216	\$925,239	\$1,019,034	\$248,546	\$277,543	\$366,257	\$359,210
Not Available	\$61,699	\$54,069	\$31,523	\$23,886	\$13,466	\$11,424	\$10,386	\$6,938
Central Business Area	\$279,620	\$214,317	\$183,182	\$219,466	\$61,128	\$65,697	\$60,670	\$59,946
Total	\$2,812,654	\$2,960,110	\$3,314,913	\$3,685,229	\$915,617	\$988,834	\$1,239,891	\$1,232,637
D. Lending Rates - Dollar Amount of Loans Per 100 Firms (000s)								
Low	\$1,529	\$1,069	\$1,129	\$1,041	\$595	\$516	\$770	\$557
Moderate	\$1,428	\$1,197	\$1,253	\$1,089	\$598	\$588	\$790	\$639
Middle	\$1,478	\$1,237	\$1,441	\$1,455	\$586	\$542	\$801	\$738
Upper	\$1,474	\$1,131	\$1,235	\$1,208	\$614	\$590	\$751	\$654
Not Available	NA	NA	NA	NA	NA	NA	NA	NA
Central Business Area	\$2,330	\$1,418	\$1,215	\$1,282	\$649	\$626	\$743	\$647
Total	\$1,563	\$1,228	\$1,335	\$1,302	\$609	\$572	\$786	\$687



C. CITY OF BOSTON - LENDING RATES BY MINORITY POPULATION

2004 LENDING RATES

The 2004 small business loan data for the city of Boston show a **correlation 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 \$336,000 in predominantly minority neighborhoods, \$575,000 in mixed-race neighborhoods, and \$563,000 in predominantly white neighborhoods. As a result, **the lending rate in Boston’s minority census tracts decreased to 59.6% of the city’s overall rate (compared to 65.2% in 2003) while the rate in mixed tracts increased to 102.0% of the city’s overall rate (compared to 99.7% in 2003)**. The lending rate in Boston’s white census tracts increased to 99.8% of the city’s overall rate in 2004 (compared to 93.3% in 2003).

**Table 3A
Small Business Lending in City of Boston
By Racial Composition of Census Tracts, 2004**

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)	1,522	1,461	410	25.7	83.5%	10.7	68.2%
Mixed (68)	4,936	4,693	1,527	33.7	109.3%	16.8	106.7%
White (31)	2,977	2,807	934	38.0	123.4%	19.2	122.4%
Cent Bus Area (14)	4,586	4,174	1,379	26.8	87.0%	14.9	94.7%
Total (157)	14,021	13,135	4,250	30.8	100.0%	15.7	100.0%
B. Dollar Amount of Loans (000s)							
Minority (44)	\$36,528	\$13,979	\$12,854	\$617	55.7%	\$336	59.6%
Mixed (68)	\$146,915	\$50,925	\$52,359	\$1,002	90.5%	\$575	102.0%
White (31)	\$101,263	\$33,839	\$27,324	\$1,293	116.8%	\$563	99.8%
Cent Bus Area (14)	\$219,466	\$60,525	\$59,946	\$1,282	115.8%	\$647	114.8%
Total (157)	\$504,172	\$159,268	\$152,483	\$1,107	100.0%	\$563	100.0%

LENDING RATES IN PREVIOUS YEARS

The data for the city of Boston also show that **lending rates in minority neighborhoods decreased from 2003 to 2004**. The lending rate in predominantly minority neighborhoods decreased 18.6% from \$413,000 in 2003 to \$336,000 in 2004. At the same time, lending rates decreased 8.9% and 4.7% in mixed-race and predominantly white neighborhoods respectively. By way of comparison, the lending rate for the entire city of Boston decreased 11.0% from 2003 to 2004.

The data for the city of Boston from 1998 to 2004 also reveal a stronger correlation between lending rates and racial composition than is revealed by the analysis of the 2004 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 lowest in predominantly minority neighborhoods in six of the past seven 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 2001 to 2004 are shown in the chart and table that follow.

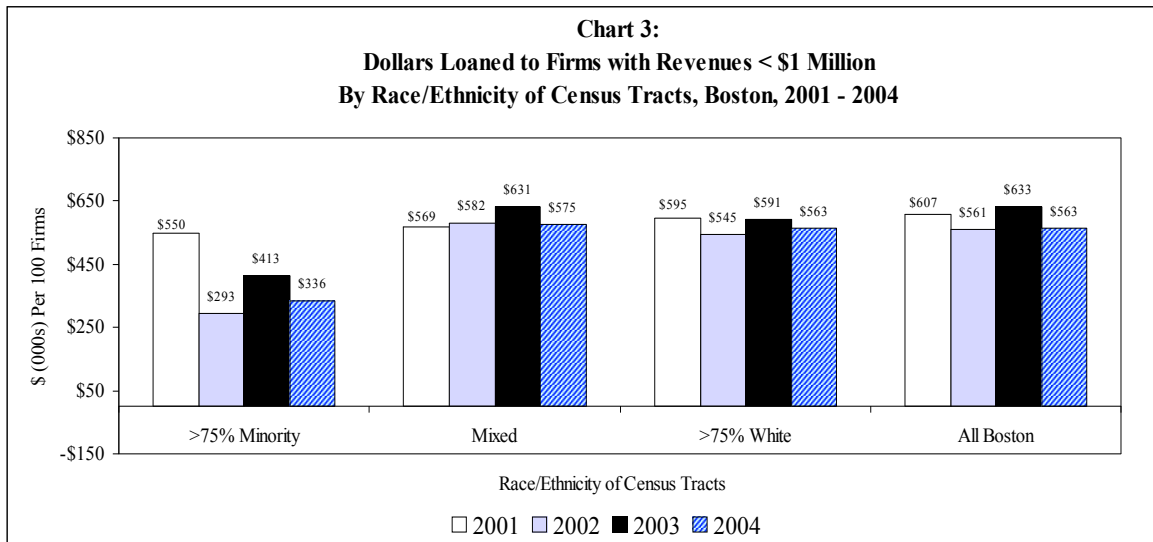


Table 3B
Small Business Lending in City of Boston
By Racial Composition of Census Tracts, 2001 – 2004

Census Tract Racial Composition	Total Small Business Loans				Small Business Loans to Small Firms			
	2001	2002	2003	2004	2001	2002	2003	2004
A. Number of Loans								
Minority	1,168	1,249	1,510	1,522	373	283	453	410
Mixed	2,518	2,889	4,845	4,936	994	789	1,603	1,527
White	4,039	4,559	2,867	2,977	1,445	1,199	917	934
Cent Bus Area	4,256	4,566	4,567	4,586	1,717	1,361	1,514	1,379
Total	11,981	13,263	13,789	14,021	4,529	3,632	4,487	4,250
B. Lending Rates - Number of Loans Per 100 Firms								
Minority	45.4	33.3	30.2	25.7	16.9	11.0	14.2	10.7
Mixed	42.8	34.1	37.8	33.7	20.5	13.4	20.1	16.8
White	49.1	40.1	40.6	38.0	21.3	15.3	21.0	19.2
Cent Bus Area	35.5	30.2	30.3	26.8	18.2	13.0	18.6	14.9
Total	41.8	34.3	34.5	30.8	19.5	13.5	18.9	15.7
C. Dollar Amount of Loans (000s)								
Minority	\$28,348	\$25,444	\$31,201	\$36,528	\$12,102	\$7,515	\$13,166	\$12,854
Mixed	\$80,054	\$91,222	\$135,831	\$146,915	\$27,626	\$34,362	\$50,267	\$52,359
White	\$140,523	\$142,855	\$78,523	\$101,263	\$40,248	\$42,701	\$25,753	\$27,324
Cent Bus Area	\$279,620	\$214,317	\$183,182	\$219,466	\$61,128	\$65,697	\$60,670	\$59,946
Total	\$528,545	\$473,838	\$428,737	\$504,172	\$141,104	\$150,275	\$149,856	\$152,483
D. Lending Rates - Dollar Amount of Loans Per 100 Firms (000s)								
Minority	\$1,101	\$679	\$625	\$617	\$550	\$293	\$413	\$336
Mixed	\$1,361	\$1,077	\$1,059	\$1,002	\$569	\$582	\$631	\$575
White	\$1,707	\$1,256	\$1,112	\$1,293	\$595	\$545	\$591	\$563
Cent Bus Area	\$2,330	\$1,418	\$1,215	\$1,282	\$649	\$626	\$743	\$647
Total	\$1,842	\$1,224	\$1,073	\$1,107	\$607	\$561	\$633	\$563

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 of the census tract 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 predominantly-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.**

2004 LENDING RATES

A review of the 2004 data alone does not provide conclusive evidence 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 second lowest rates were in low-to-moderate white neighborhoods.**

Table 4A
Small Business Lending in City of Boston
By Race and Census Tract Income Level, 2004

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
A. Number of Loans							
Minority & Low-Mod (44)	1,522	1,461	410	25.7	83.5%	10.7	68.2%
Mixed & Low-Mod (49)	3,507	3,335	1,110	33.0	107.1%	16.9	107.4%
Mixed & Mid-Upper (18)	1,429	1,358	417	35.4	115.0%	16.5	105.0%
White & Low-Mod (4)	237	228	63	34.4	111.7%	15.1	96.4%
White & Mid-Upper (27)	2,740	2,579	871	38.4	124.6%	19.6	124.9%
Not Available (1)	0	0	0	NA	NA	NA	NA
Central Bus Area (14)	4,586	4,174	1,379	26.8	87.0%	14.9	94.7%
Total (157)	14,021	13,135	4,250	30.8	100.0%	15.7	100.0%
B. Dollar Amount of Loans (000s)							
Minority & Low-Mod (44)	\$36,528	\$13,979	\$12,854	\$617	55.7%	\$336	59.6%
Mixed & Low-Mod (49)	\$101,859	\$35,466	\$36,328	\$958	86.5%	\$552	98.0%
Mixed & Mid-Upper (18)	\$45,056	\$15,459	\$16,031	\$1,117	100.9%	\$634	112.5%
White & Low-Mod (4)	\$4,757	\$2,516	\$1,748	\$690	62.4%	\$420	74.6%
White & Mid-Upper (27)	\$96,506	\$31,323	\$25,576	\$1,351	122.0%	\$576	102.2%
Not Available (1)	\$0	\$0	\$0	NA	NA	NA	NA
Central Business Area (14)	\$219,466	\$60,525	\$59,946	\$1,282	115.8%	\$647	114.8%
Total (157)	\$504,172	\$159,268	\$152,483	\$1,107	100.0%	\$563	100.0%

LENDING RATES IN PREVIOUS YEARS

The data from 2003 to 2004 show that **lending rates in low-to-moderate income white neighborhoods decreased nearly three times as much as those in low-to-moderate income minority neighborhoods.** The lending rate in low-to-moderate income white neighborhoods decreased 55.6% from 2003 to 2004 while the lending rate in low-to-moderate minority neighborhoods decreased 18.6% and the rate in low-to-moderate mixed-race areas decreased 13.9%.

An analysis of the data for the past seven years, however, suggests 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 seven 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 seven years.** For the sake of simplicity and clarity, only the data for 2001 to 2004 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, 2001 – 2004

Census Tract Racial Composition and Income Level	Total Small Business Loans				Small Business Loans to Small Firms			
	2001	2002	2003	2004	2001	2002	2003	2004
A. Number of Loans								
Minority & Low-Mod	1,168	1,249	1,510	1,522	373	283	453	410
Mixed & Low-Mod	2,108	2,396	3,457	3,507	834	650	1,169	1,110
Mixed & Mid-Upper	410	493	1,388	1,429	160	139	434	417
White & Low-Mod	1,738	1,957	243	237	608	481	80	63
White & Mid-Upper	2,301	2,602	2,624	2,740	837	718	837	871
Not Available	0	0	0	0	0	0	0	0
Central Business Area	4,256	4,566	4,567	4,586	1,717	1,361	1,514	1,379
Total	11,981	13,263	13,789	14,021	4,529	3,632	4,487	4,250
B. Lending Rates - Number of Loans Per 100 Firms								
Minority & Low-Mod	45.4	33.3	30.2	25.7	16.9	11.0	14.2	10.7
Mixed & Low-Mod	43.5	34.3	37.4	33.0	20.8	13.3	20.5	16.9
Mixed & Mid-Upper	39.4	33.2	38.9	35.4	19.0	13.9	19.2	16.5
White & Low-Mod	47.4	40.2	42.9	34.4	20.8	14.5	22.7	15.1
White & Mid-Upper	50.4	40.0	40.4	38.4	21.8	15.9	20.9	19.6
Not Available	NA	NA	NA	NA	NA	NA	NA	NA
Central Business Area	35.5	30.2	30.3	26.8	18.2	13.0	18.6	14.9
Total	41.8	34.3	34.5	30.8	19.5	13.5	18.9	15.7
C. Dollar Amount of Loans (000s)								
Minority & Low-Mod	\$28,348	\$25,444	\$31,201	\$36,528	\$12,102	\$7,515	\$13,166	\$12,854
Mixed & Low-Mod	\$61,869	\$72,669	\$94,520	\$101,859	\$20,535	\$28,799	\$36,611	\$36,328
Mixed & Mid-Upper	\$18,185	\$18,553	\$41,311	\$45,056	\$7,091	\$5,563	\$13,656	\$16,031
White & Low-Mod	\$72,393	\$74,388	\$6,071	\$4,757	\$19,106	\$16,123	\$3,344	\$1,748
White & Mid-Upper	\$68,130	\$68,467	\$72,452	\$96,506	\$21,142	\$26,578	\$22,409	\$25,576
Not Available	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Central Business Area	\$279,620	\$214,317	\$183,182	\$219,466	\$61,128	\$65,697	\$60,670	\$59,946
Total	\$528,545	\$473,838	\$428,737	\$504,172	\$141,104	\$150,275	\$149,856	\$152,483
D. Lending Rates - Dollar Amount of Loans Per 100 Firms (000s)								
Minority & Low-Mod	\$1,101	\$679	\$625	\$617	\$550	\$293	\$413	\$336
Mixed & Low-Mod	\$1,277	\$1,040	\$1,021	\$958	\$512	\$587	\$641	\$552
Mixed & Mid-Upper	\$1,747	\$1,251	\$1,158	\$1,117	\$841	\$556	\$605	\$634
White & Low-Mod	\$1,973	\$1,528	\$1,073	\$690	\$652	\$484	\$947	\$420
White & Mid-Upper	\$1,493	\$1,052	\$1,116	\$1,351	\$551	\$590	\$559	\$576
Not Available	NA	NA	NA	NA	NA	NA	NA	NA
Central Business Area	\$2,330	\$1,418	\$1,215	\$1,282	\$649	\$626	\$743	\$647
Total	\$1,842	\$1,224	\$1,073	\$1,107	\$607	\$561	\$633	\$563

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 2004 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 \$278,000 in Mattapan for the second straight year (compared to \$299,000 in 2003) to a high of \$882,000 in Charlestown (compared to \$809,000 in 2003). The 2004 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 seven years, and the lending rates in Roxbury and Roslindale have ranked in the bottom half during six of the past seven years**. This report does not attempt to explain any apparent correlation 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 2001 to 2004 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.

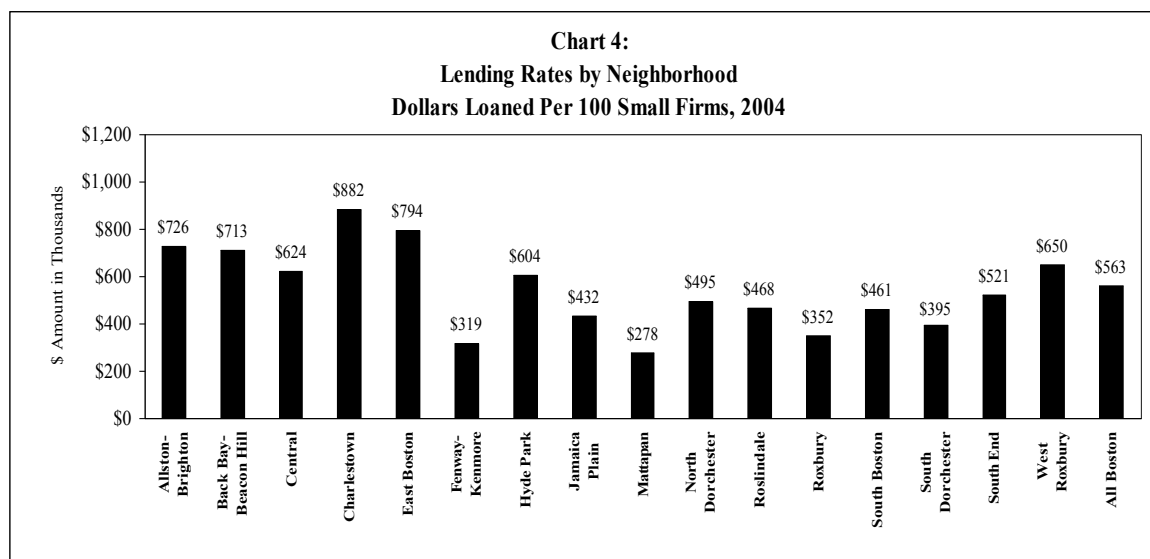


Table 5A
Small Business Lending in City of Boston
By Neighborhood, 2004

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%	1,363	1,304	452	37.4	121.3%	19.7	125.5%
Back Bay-Beacon Hill	11.0%	1,226	1,120	388	29.2	94.8%	16.3	104.1%
Central	39.4%	3,360	3,054	991	26.0	84.5%	14.4	91.5%
Charlestown	37.8%	427	390	151	37.7	122.4%	23.5	149.8%
East Boston	56.5%	534	502	168	32.8	106.5%	17.0	108.2%
Fenway-Kenmore	49.8%	459	439	117	24.7	80.1%	11.4	72.5%
Harbor Islands	NA	0	0	0	NA	NA	NA	NA
Hyde Park	37.3%	552	530	156	38.9	126.2%	16.3	103.9%
Jamaica Plain	48.1%	712	690	248	31.0	100.7%	16.7	106.2%
Mattapan	53.7%	265	257	83	21.9	71.0%	10.1	64.3%
North Dorchester	56.0%	381	358	110	35.5	115.3%	16.6	105.6%
Roslindale	34.1%	517	504	154	39.0	126.5%	16.5	105.3%
Roxbury	65.0%	587	556	160	24.8	80.5%	10.7	68.1%
South Boston	44.2%	1,051	959	286	37.0	120.2%	17.3	110.4%
South Dorchester	49.5%	880	850	256	33.1	107.6%	14.0	89.1%
South End	56.0%	1,144	1,077	338	32.6	105.8%	16.3	103.7%
West Roxbury	26.6%	563	545	192	39.0	126.6%	20.6	131.2%
City of Boston	46.8%	14,021	13,135	4,250	30.8	100.0%	15.7	100.0%
B. Dollar Amount of Loans (000s)								
Allston-Brighton	45.5%	\$38,912	\$14,927	\$16,653	\$1,067	96.3%	\$726	128.8%
Back Bay-Beacon Hill	11.0%	\$58,754	\$16,366	\$16,926	\$1,399	126.3%	\$713	126.5%
Central	39.4%	\$160,712	\$44,159	\$43,020	\$1,244	112.4%	\$624	110.7%
Charlestown	37.8%	\$17,143	\$5,360	\$5,660	\$1,513	136.7%	\$882	156.5%
East Boston	56.5%	\$15,395	\$4,494	\$7,854	\$945	85.4%	\$794	140.9%
Fenway-Kenmore	49.8%	\$11,902	\$4,428	\$3,278	\$640	57.8%	\$319	56.6%
Harbor Islands	NA	\$0	\$0	\$0	NA	NA	NA	NA
Hyde Park	37.3%	\$15,752	\$4,840	\$5,773	\$1,109	100.2%	\$604	107.2%
Jamaica Plain	48.1%	\$15,308	\$6,649	\$6,430	\$666	60.2%	\$432	76.7%
Mattapan	53.7%	\$3,979	\$2,421	\$2,287	\$328	29.7%	\$278	49.4%
North Dorchester	56.0%	\$13,804	\$3,298	\$3,279	\$1,286	116.2%	\$495	87.8%
Roslindale	34.1%	\$9,482	\$4,891	\$4,360	\$715	64.5%	\$468	83.1%
Roxbury	65.0%	\$16,738	\$5,694	\$5,259	\$707	63.8%	\$352	62.4%
South Boston	44.2%	\$52,960	\$13,298	\$7,608	\$1,865	168.5%	\$461	81.9%
South Dorchester	49.5%	\$19,799	\$8,884	\$7,226	\$745	67.3%	\$395	70.1%
South End	56.0%	\$39,782	\$13,563	\$10,813	\$1,132	102.3%	\$521	92.4%
West Roxbury	26.6%	\$13,750	\$5,996	\$6,057	\$952	86.0%	\$650	115.3%
City of Boston	46.8%	\$504,172	\$159,268	\$152,483	\$1,107	100.0%	\$563	100.0%

Table 5B
Changes in Small Business Lending in City of Boston
By Neighborhood, 2001 – 2004

Neighborhood	Total Small Business Loans				Small Business Loans to Small Firms			
	2001	2002	2003	2004	2001	2002	2003	2004
A. Number of Loans								
Allston-Brighton	1,051	1,217	1,299	1,363	463	347	460	452
Back Bay-Beacon Hill	1,057	1,477	1,253	1,226	465	391	420	388
Central	3,199	3,089	3,314	3,360	1,252	970	1,094	991
Charlestown	434	413	400	427	99	92	123	151
East Boston	440	478	530	534	165	105	178	168
Fenway-Kenmore	457	439	478	459	164	138	164	117
Harbor Islands	0	0	0	0	0	0	0	0
Hyde Park	388	486	523	552	110	127	158	156
Jamaica Plain	548	614	719	712	240	188	258	248
Mattapan	239	304	293	265	68	76	87	83
North Dorchester	277	317	394	381	96	63	114	110
Roslindale	387	435	464	517	165	129	143	154
Roxbury	584	676	665	587	206	133	201	160
South Boston	949	1,018	1,084	1,051	323	259	315	286
South Dorchester	627	831	829	880	223	183	250	256
South End	914	966	1,033	1,144	342	289	338	338
West Roxbury	430	503	511	563	148	142	184	192
City of Boston	1,051	1,217	1,299	1,363	463	347	460	452
B. Lending Rates - Number of Loans Per 100 Firms								
Allston-Brighton	48.0	39.6	40.6	37.4	25.4	16.5	23.1	19.7
Back Bay-Beacon Hill	37.6	42.1	34.9	29.2	20.3	15.6	20.9	16.3
Central	34.8	26.6	28.9	26.0	17.5	12.1	17.8	14.4
Charlestown	63.8	44.4	41.3	37.7	18.0	14.7	22.2	23.5
East Boston	40.8	32.6	37.2	32.8	17.9	9.7	20.7	17.0
Fenway-Kenmore	39.8	28.0	29.8	24.7	17.4	12.8	18.0	11.4
Harbor Islands	NA	NA	NA	NA	NA	NA	NA	NA
Hyde Park	49.0	42.9	43.0	38.9	15.9	15.5	18.9	16.3
Jamaica Plain	41.9	31.6	35.8	31.0	21.8	13.8	19.9	16.7
Mattapan	37.1	31.9	28.9	21.9	11.9	11.4	12.8	10.1
North Dorchester	48.5	37.3	41.9	35.5	20.4	10.7	19.9	16.6
Roslindale	52.3	37.7	40.3	39.0	25.5	15.8	17.9	16.5
Roxbury	42.8	34.3	33.0	24.8	18.2	10.0	15.8	10.7
South Boston	46.7	41.8	39.7	37.0	21.3	16.0	20.3	17.3
South Dorchester	44.3	40.3	37.1	33.1	18.0	12.5	16.4	14.0
South End	48.9	34.4	33.6	32.6	22.7	15.0	18.2	16.3
West Roxbury	50.2	40.2	39.4	39.0	20.8	17.0	22.5	20.6
City of Boston	41.8	34.3	34.5	30.8	19.5	13.5	18.9	15.7

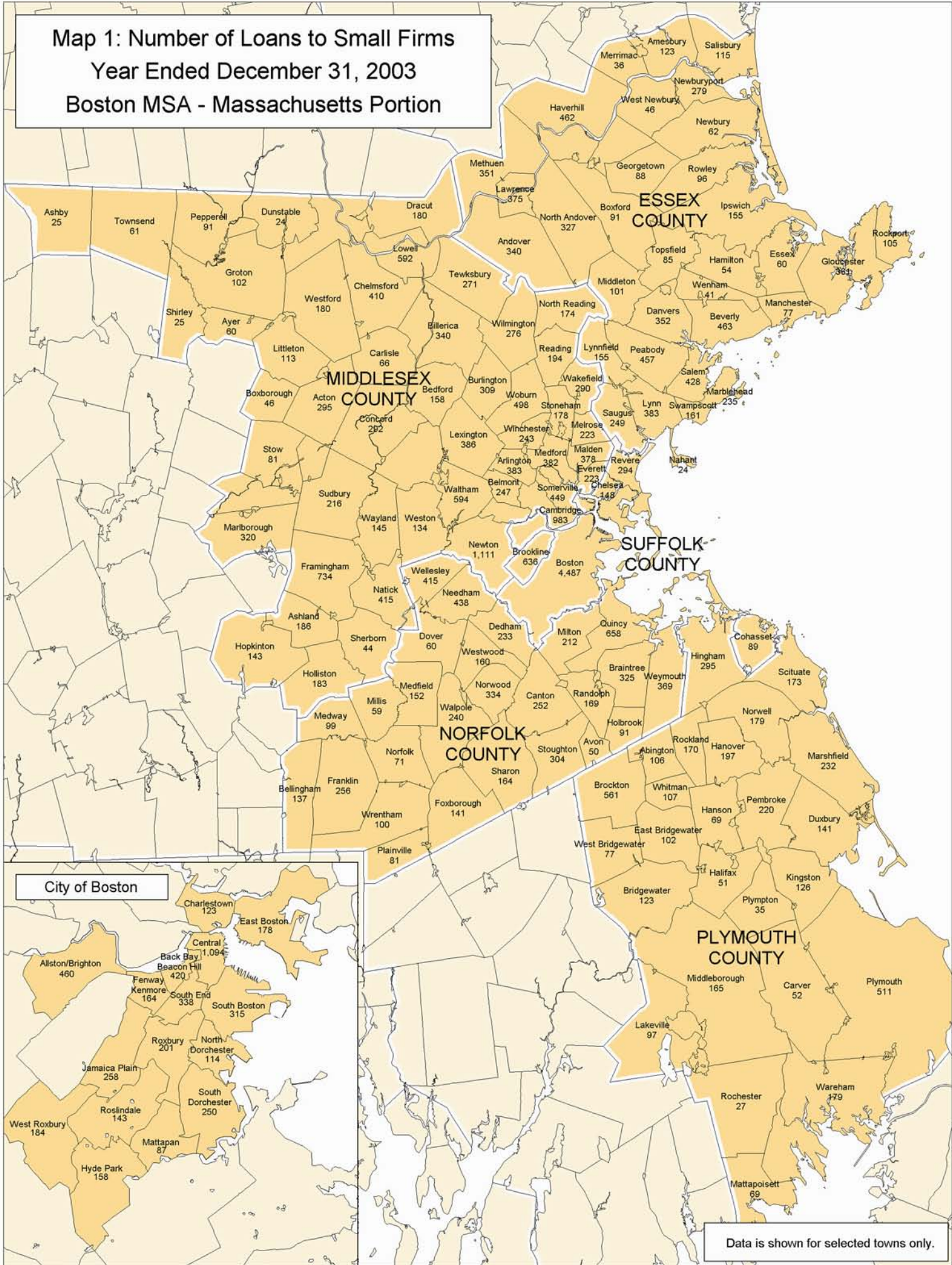
Table 5B (Continued)
Changes in Small Business Lending in City of Boston
By Neighborhood, 2001 - 2004

Neighborhood	Total Small Business Loans				Small Business Loans to Small Firms			
	2001	2002	2003	2004	2001	2002	2003	2004
C. Dollar Amount of Loans (000s)								
Allston-Brighton	\$33,864	\$31,769	\$35,329	\$38,912	\$15,868	\$10,426	\$14,805	\$16,653
Back Bay-Beacon Hill	\$52,667	\$56,594	\$51,421	\$58,754	\$19,858	\$17,162	\$16,948	\$16,926
Central	\$226,953	\$157,723	\$131,761	\$160,712	\$41,270	\$48,535	\$43,722	\$43,020
Charlestown	\$12,656	\$13,070	\$14,425	\$17,143	\$2,680	\$4,818	\$4,473	\$5,660
East Boston	\$12,382	\$12,051	\$14,114	\$15,395	\$5,127	\$4,034	\$6,618	\$7,854
Fenway-Kenmore	\$11,193	\$17,530	\$15,074	\$11,902	\$4,479	\$5,739	\$7,424	\$3,278
Harbor Islands	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Hyde Park	\$9,398	\$14,677	\$14,381	\$15,752	\$3,274	\$6,770	\$4,003	\$5,773
Jamaica Plain	\$13,102	\$12,052	\$13,264	\$15,308	\$6,481	\$6,220	\$6,694	\$6,430
Mattapan	\$3,824	\$5,268	\$4,173	\$3,979	\$1,455	\$2,027	\$2,029	\$2,287
North Dorchester	\$6,269	\$10,561	\$8,334	\$13,804	\$1,902	\$1,734	\$2,490	\$3,279
Roslindale	\$6,750	\$10,679	\$9,093	\$9,482	\$2,881	\$4,918	\$3,160	\$4,360
Roxbury	\$24,471	\$19,530	\$16,416	\$16,738	\$7,026	\$3,965	\$6,165	\$5,259
South Boston	\$59,923	\$47,377	\$39,119	\$52,960	\$9,588	\$8,243	\$8,455	\$7,608
South Dorchester	\$14,279	\$23,124	\$21,965	\$19,799	\$6,760	\$10,199	\$9,465	\$7,226
South End	\$30,835	\$33,036	\$31,575	\$39,782	\$9,821	\$11,171	\$8,798	\$10,813
West Roxbury	\$9,979	\$8,797	\$8,293	\$13,750	\$2,634	\$4,314	\$4,607	\$6,057
City of Boston	\$528,545	\$473,838	\$428,737	\$504,172	\$141,104	\$150,275	\$149,856	\$152,483
D. Lending Rates - Dollar Amount of Loans Per 100 Firms (000s)								
Allston-Brighton	\$1,548	\$1,032	\$1,105	\$1,067	\$871	\$497	\$744	\$726
Back Bay-Beacon Hill	\$1,876	\$1,612	\$1,432	\$1,399	\$867	\$684	\$844	\$713
Central	\$2,468	\$1,359	\$1,147	\$1,244	\$578	\$608	\$710	\$624
Charlestown	\$1,861	\$1,404	\$1,489	\$1,513	\$487	\$772	\$809	\$882
East Boston	\$1,149	\$821	\$990	\$945	\$557	\$373	\$771	\$794
Fenway-Kenmore	\$974	\$1,119	\$941	\$640	\$474	\$531	\$815	\$319
Harbor Islands	NA	NA	NA	NA	NA	NA	NA	NA
Hyde Park	\$1,187	\$1,297	\$1,184	\$1,109	\$472	\$829	\$479	\$604
Jamaica Plain	\$1,001	\$620	\$660	\$666	\$589	\$457	\$516	\$432
Mattapan	\$594	\$553	\$412	\$328	\$255	\$304	\$299	\$278
North Dorchester	\$1,098	\$1,242	\$887	\$1,286	\$405	\$295	\$434	\$495
Roslindale	\$912	\$926	\$789	\$715	\$445	\$603	\$395	\$468
Roxbury	\$1,794	\$992	\$814	\$707	\$620	\$298	\$484	\$352
South Boston	\$2,948	\$1,946	\$1,433	\$1,865	\$634	\$509	\$546	\$461
South Dorchester	\$1,008	\$1,121	\$983	\$745	\$545	\$695	\$619	\$395
South End	\$1,648	\$1,177	\$1,028	\$1,132	\$651	\$582	\$475	\$521
West Roxbury	\$1,164	\$703	\$639	\$952	\$371	\$516	\$564	\$650
City of Boston	\$1,842	\$1,224	\$1,073	\$1,107	\$607	\$561	\$633	\$563

Table 6
Demographic Data – City of Boston
By Neighborhood

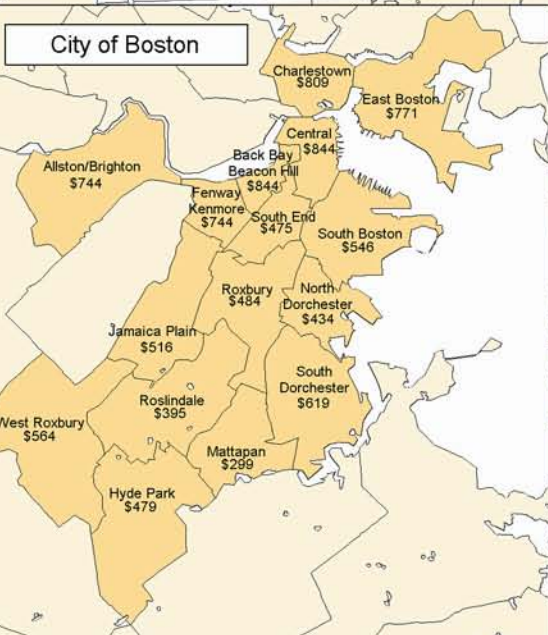
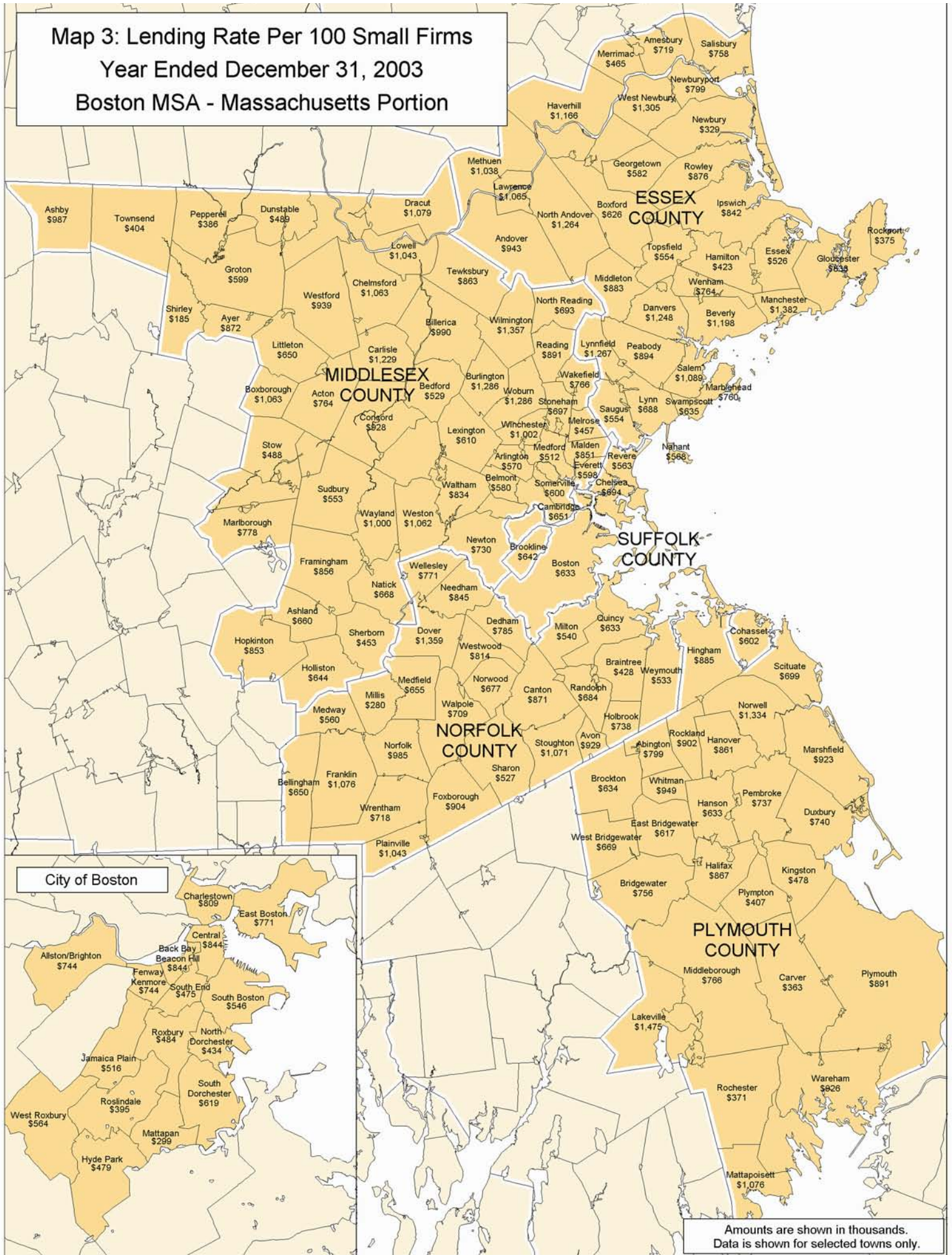
Neighborhood	Median Family Income (MFI)	MFI as % of MSA MFI	Total Population	Asian % of Population	Black % of Population	Hispanic % of Population	Minority % of Population	White % of Population	Total Number of Bank Branches 6/30/04	Bank Branches Per 1,000 Firms	Bank Branches Per 10,000 People	Total Firms 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%	16	4.4	2.3	52.4	32.9
Back Bay-Beacon Hill	\$133,867	212.66%	24,473	5.8%	3.2%	3.9%	14.7%	85.3%	15	3.6	6.1	171.6	97.0
Central	\$64,703	102.79%	25,359	19.9%	3.9%	3.8%	29.4%	70.6%	55	4.3	21.7	509.3	271.9
Charlestown	\$57,344	91.10%	15,195	5.0%	3.5%	11.6%	21.4%	78.6%	3	2.6	2.0	74.6	42.3
East Boston	\$37,037	58.84%	38,413	4.0%	3.1%	39.0%	50.3%	49.7%	8	4.9	2.1	42.4	25.7
Fenway-Kenmore	\$44,235	70.27%	35,704	13.2%	6.8%	8.5%	31.8%	68.2%	11	5.9	3.1	52.1	28.8
Harbor Islands	NA	NA	640	0.8%	38.1%	18.8%	59.4%	40.6%	0	0.0	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	3.5	1.5	41.3	27.8
Jamaica Plain	\$48,107	76.42%	38,124	7.5%	15.4%	22.0%	48.5%	51.5%	13	5.7	3.4	60.3	39.0
Mattapan	\$38,344	60.91%	35,728	1.2%	78.5%	9.9%	94.9%	5.1%	4	3.3	1.1	33.9	23.0
North Dorchester	\$36,200	57.51%	28,668	13.1%	24.0%	14.8%	65.1%	34.9%	4	3.7	1.4	37.4	23.1
Roslindale	\$56,108	89.13%	32,402	3.9%	14.8%	19.8%	42.5%	57.5%	4	3.0	1.2	41.0	28.7
Roxbury	\$30,190	47.96%	56,369	0.6%	61.9%	24.7%	94.6%	5.4%	6	2.5	1.1	42.0	26.5
South Boston	\$48,182	76.54%	29,938	3.9%	2.5%	7.5%	15.4%	84.6%	13	4.6	4.3	94.8	55.1
South Dorchester	\$42,597	67.67%	62,269	9.6%	41.8%	10.3%	70.2%	29.8%	12	4.5	1.9	42.7	29.4
South End	\$43,440	69.01%	33,038	11.2%	25.8%	17.7%	58.0%	42.0%	5	1.4	1.5	106.3	62.8
West Roxbury	\$66,177	105.13%	28,753	3.8%	6.0%	4.6%	16.4%	83.6%	9	6.2	3.1	50.2	32.4
City of Boston	\$48,146	76.48%	589,141	7.5%	23.8%	14.4%	50.5%	49.5%	183	4.0	3.1	77.3	45.9

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



Data is shown for selected towns only.

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



Amounts are shown in thousands.
 Data is shown for selected towns only.

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 2004 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 \$306,000 in Nahant to a high of \$1,290,000 in Rowley. The lending rate to small firms in Middlesex County ranged from a low of \$272,000 in Lincoln to a high of \$2,561,000 in Ayer. The lending rate to small firms in Norfolk County ranged from a low of \$330,000 in Medway to a high of \$1,469,000 in Bellingham. The lending rate to small firms in Plymouth County ranged from a low of \$270,000 in Plympton to a high of \$1,250,000 in Norwell. The lending rate to small firms in Suffolk County ranged from a low of \$467,000 in Winthrop to a high of \$748,000 in Revere.

Perhaps even more so than was the case with Boston's neighborhoods, limited significance should be attached to the observed correlation 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 2004 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 2004 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.**

**Table 7A
Small Business Lending In Surrounding Cities & Towns, 2004**

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	455	133	45.6	20.4	\$10,177	\$4,388	\$1,021	\$673
Andover	1,028	326	40.6	21.3	\$32,328	\$10,499	\$1,276	\$686
Beverly	1,277	476	44.3	24.5	\$47,059	\$19,077	\$1,632	\$983
Boxford	227	103	50.7	34.3	\$3,791	\$2,397	\$846	\$799
Danvers	1,352	390	53.5	25.9	\$45,578	\$18,045	\$1,805	\$1,198
Essex	189	74	54.5	30.3	\$5,150	\$1,777	\$1,484	\$728
Georgetown	278	76	52.7	21.2	\$12,135	\$2,809	\$2,298	\$782
Gloucester	991	391	43.8	25.8	\$20,051	\$10,454	\$887	\$690
Groveland	165	58	56.3	26.9	\$2,912	\$1,324	\$994	\$613
Hamilton	178	70	37.8	21.3	\$5,239	\$3,844	\$1,112	\$1,172
Haverhill	1,232	396	40.9	19.9	\$41,492	\$15,279	\$1,377	\$770
Ipswich	528	168	48.9	23.6	\$15,596	\$7,756	\$1,445	\$1,091
Lawrence	1,036	305	33.8	15.8	\$37,752	\$11,568	\$1,232	\$599
Lynn	1,331	374	37.5	15.7	\$33,759	\$11,750	\$951	\$494
Lynnfield	426	145	46.3	25.1	\$10,517	\$3,750	\$1,142	\$649
Manchester	180	75	35.9	21.7	\$7,336	\$4,141	\$1,464	\$1,200
Marblehead	679	222	37.1	17.6	\$13,536	\$5,568	\$740	\$442
Merrimac	157	44	46.2	20.5	\$2,835	\$882	\$834	\$410
Methuen	954	310	45.5	22.4	\$26,336	\$10,241	\$1,255	\$742
Middleton	355	136	50.1	28.6	\$12,896	\$5,145	\$1,819	\$1,083
Nahant	84	24	38.7	17.5	\$1,031	\$419	\$475	\$306
Newbury	208	84	47.8	27.7	\$3,902	\$1,527	\$897	\$504
Newburyport	1,032	292	52.1	21.8	\$176,653	\$12,386	\$8,922	\$926
North Andover	944	344	46.4	26.4	\$24,226	\$9,721	\$1,190	\$746
Peabody	1,581	503	50.0	26.1	\$52,491	\$20,117	\$1,660	\$1,044
Rockport	266	106	38.6	23.0	\$4,551	\$2,365	\$660	\$513
Rowley	306	110	59.1	31.4	\$10,732	\$4,515	\$2,072	\$1,290
Salem	1,261	452	44.6	23.4	\$38,757	\$19,173	\$1,371	\$992
Salisbury	379	131	50.8	26.3	\$12,837	\$5,800	\$1,721	\$1,165
Saugus	761	213	43.7	19.4	\$13,874	\$5,145	\$797	\$468
Swampscott	434	145	43.8	21.6	\$10,697	\$5,104	\$1,079	\$762
Topsfield	307	108	48.5	26.0	\$10,059	\$3,088	\$1,589	\$742
Wenham	107	45	42.0	26.3	\$1,686	\$943	\$661	\$551
West Newbury	133	55	49.3	28.4	\$3,320	\$667	\$1,230	\$344
No Tract Number	462	144	NA	NA	\$4,796	\$1,526	NA	NA
County Totals	21,283	7,028	45.4	22.9	\$756,087	\$243,190	\$1,612	\$794
Middlesex County								
Acton	786	294	45.0	25.9	\$25,520	\$9,312	\$1,460	\$819
Arlington	936	332	35.3	18.7	\$20,924	\$10,957	\$790	\$616
Ashby	76	23	42.7	16.9	\$1,474	\$903	\$828	\$664
Ashland	606	220	57.8	29.9	\$18,107	\$5,018	\$1,728	\$681
Ayer	290	133	55.8	42.4	\$18,752	\$8,043	\$3,606	\$2,561
Bedford	464	139	36.4	18.4	\$19,656	\$3,018	\$1,540	\$400
Belmont	714	262	40.4	20.4	\$15,121	\$6,928	\$855	\$538
Billerica	1,298	360	52.2	25.2	\$41,965	\$10,559	\$1,687	\$738
Boxborough	141	54	37.3	22.2	\$4,046	\$1,697	\$1,070	\$698
Burlington	999	308	35.6	21.6	\$46,803	\$15,537	\$1,667	\$1,090
Cambridge	2,848	878	29.9	15.8	\$98,206	\$31,926	\$1,032	\$574
Carlisle	130	43	33.2	16.7	\$4,563	\$740	\$1,164	\$287
Chelmsford	1,185	423	45.4	25.1	\$36,917	\$13,904	\$1,413	\$824
Concord	810	290	40.7	21.7	\$30,596	\$12,539	\$1,537	\$936
Dracut	592	188	42.6	18.8	\$13,336	\$4,779	\$959	\$477
Dunstable	87	26	56.1	23.4	\$968	\$393	\$625	\$354
Everett	760	200	37.8	15.4	\$26,454	\$7,900	\$1,315	\$610

Table 7A (Continued)
Small Business Lending In Surrounding Cities & Towns, 2004

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	2,299	707	43.5	21.1	\$68,744	\$25,475	\$1,301	\$760
Groton	281	124	47.5	28.8	\$8,618	\$4,131	\$1,456	\$958
Holliston	611	227	52.6	27.1	\$19,195	\$6,105	\$1,652	\$729
Hopkinton	462	146	46.1	23.5	\$14,038	\$5,508	\$1,400	\$887
Hudson	534	189	41.5	22.9	\$17,903	\$6,109	\$1,391	\$741
Lexington	956	347	33.0	18.6	\$29,325	\$11,920	\$1,011	\$639
Lincoln	159	45	27.4	12.5	\$3,581	\$978	\$617	\$272
Littleton	351	130	45.6	26.1	\$12,266	\$5,992	\$1,595	\$1,201
Lowell	1,870	542	42.1	19.3	\$64,812	\$23,011	\$1,460	\$819
Malden	1,211	374	42.9	20.0	\$37,930	\$15,081	\$1,344	\$806
Marlborough	1,192	360	39.1	20.2	\$34,767	\$8,971	\$1,140	\$504
Maynard	356	102	49.9	22.4	\$11,540	\$3,312	\$1,616	\$726
Medford	1,123	338	37.8	17.2	\$29,714	\$10,035	\$1,001	\$510
Melrose	604	220	44.7	22.5	\$13,756	\$6,173	\$1,017	\$632
Natick	1,500	437	48.5	22.4	\$45,091	\$13,307	\$1,457	\$681
Newton	3,440	1,022	42.0	18.8	\$106,253	\$32,516	\$1,298	\$599
North Reading	579	201	50.9	26.9	\$17,109	\$9,210	\$1,503	\$1,233
Pepperell	338	138	58.2	32.2	\$9,425	\$4,932	\$1,622	\$1,152
Reading	659	223	44.4	22.6	\$18,476	\$8,139	\$1,244	\$825
Sherborn	128	51	40.9	22.7	\$2,399	\$1,106	\$766	\$492
Shirley	137	52	44.9	26.8	\$9,245	\$4,706	\$3,031	\$2,426
Somerville	1,373	440	34.6	17.6	\$39,397	\$16,477	\$994	\$660
Stoneham	630	179	40.9	17.2	\$18,486	\$6,375	\$1,200	\$612
Stow	190	79	40.3	24.4	\$4,177	\$1,854	\$885	\$572
Sudbury	608	210	40.0	20.9	\$20,747	\$7,693	\$1,365	\$764
Tewksbury	877	282	50.3	25.5	\$26,340	\$12,806	\$1,511	\$1,160
Townsend	215	84	48.0	25.9	\$3,763	\$1,458	\$840	\$450
Tyngsborough	462	147	57.5	27.9	\$15,247	\$6,960	\$1,896	\$1,323
Wakefield	995	289	45.4	20.6	\$31,008	\$10,160	\$1,414	\$725
Waltham	1,964	570	37.5	18.8	\$68,442	\$18,390	\$1,306	\$605
Watertown	1,071	345	44.4	22.7	\$30,320	\$11,464	\$1,258	\$753
Wayland	431	152	42.2	22.0	\$9,987	\$4,474	\$977	\$647
Westford	550	173	37.3	18.5	\$15,530	\$5,301	\$1,052	\$566
Weston	339	119	34.5	19.3	\$9,687	\$4,704	\$985	\$761
Wilmington	828	295	52.8	32.9	\$31,046	\$10,396	\$1,981	\$1,158
Winchester	673	221	40.9	19.7	\$21,603	\$7,095	\$1,314	\$633
Woburn	1,685	514	42.5	23.6	\$78,853	\$24,755	\$1,988	\$1,138
No Tract Number	750	196	NA	NA	\$7,123	\$2,052	NA	NA
County Totals	45,153	14,443	41.8	21.1	\$1,429,351	\$503,284	\$1,324	\$737
Norfolk County								
Avon	229	44	45.9	16.4	\$16,899	\$1,029	\$3,387	\$384
Bellingham	475	164	52.1	26.5	\$14,805	\$9,093	\$1,623	\$1,469
Braintree	1,227	353	40.2	20.3	\$33,651	\$9,868	\$1,103	\$568
Brookline	1,626	591	37.6	20.2	\$47,692	\$18,463	\$1,102	\$630
Canton	957	287	45.9	22.5	\$45,503	\$11,639	\$2,184	\$912
Cohasset	257	109	34.5	22.4	\$6,622	\$2,571	\$888	\$529
Dedham	722	214	38.8	18.2	\$18,172	\$6,371	\$977	\$540
Dover	154	50	37.7	20.3	\$5,198	\$1,534	\$1,274	\$624
Foxborough	531	139	43.9	18.2	\$16,664	\$4,629	\$1,378	\$607
Franklin	851	220	47.0	19.2	\$26,820	\$6,355	\$1,481	\$554
Holbrook	240	70	38.3	17.0	\$4,828	\$1,388	\$770	\$337
Medfield	370	136	46.9	25.4	\$8,285	\$2,469	\$1,050	\$461
Medway	342	94	47.2	18.8	\$7,382	\$1,648	\$1,018	\$330
Millis	252	76	43.7	18.8	\$5,761	\$3,445	\$998	\$851

Table 7A (Continued)
Small Business Lending In Surrounding Cities & Towns, 2004

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	761	210	56.8	22.8	\$13,142	\$4,869	\$981	\$528
Needham	1,224	394	41.4	21.2	\$41,445	\$10,535	\$1,400	\$568
Norfolk	249	86	45.5	23.2	\$7,415	\$2,953	\$1,356	\$798
Norwood	1,193	335	42.9	20.0	\$50,350	\$14,675	\$1,812	\$877
Plainville	270	88	44.6	24.2	\$5,532	\$1,835	\$914	\$506
Quincy	2,144	640	41.1	19.0	\$58,854	\$20,532	\$1,129	\$608
Randolph	617	179	38.0	17.5	\$21,712	\$6,552	\$1,337	\$642
Sharon	475	161	40.7	20.7	\$8,795	\$3,616	\$753	\$465
Stoughton	1,018	336	46.4	23.1	\$28,744	\$10,038	\$1,311	\$690
Walpole	714	240	46.9	23.5	\$27,037	\$7,166	\$1,775	\$702
Wellesley	1,038	342	35.1	18.2	\$30,272	\$9,164	\$1,023	\$488
Westwood	458	142	36.2	19.0	\$14,658	\$5,060	\$1,158	\$676
Weymouth	1,300	380	42.3	18.4	\$28,546	\$12,542	\$929	\$608
Wrentham	270	93	32.3	19.2	\$7,341	\$4,431	\$877	\$914
No Tract Number	453	111	NA	NA	\$4,823	\$1,260	NA	NA
County Totals	20,417	6,284	42.8	20.6	\$606,948	\$195,730	\$1,272	\$641
Plymouth County								
Abington	336	115	42.3	20.9	\$5,955	\$1,685	\$749	\$306
Bridgewater	487	141	43.7	19.4	\$7,659	\$3,242	\$687	\$445
Brockton	1,590	514	35.6	17.6	\$42,519	\$13,518	\$951	\$464
Carver	235	79	36.0	22.4	\$3,259	\$1,990	\$500	\$564
Duxbury	400	157	38.4	22.1	\$9,538	\$4,978	\$915	\$702
East Bridgewater	320	105	48.7	23.8	\$3,103	\$1,343	\$472	\$304
Halifax	139	46	46.0	25.7	\$3,343	\$1,283	\$1,107	\$717
Hanover	647	199	45.4	22.1	\$20,007	\$4,346	\$1,403	\$483
Hanson	237	70	49.9	22.3	\$4,571	\$1,422	\$962	\$453
Hingham	825	247	40.0	18.9	\$29,149	\$9,811	\$1,414	\$750
Hull	281	103	46.1	25.2	\$3,391	\$1,713	\$557	\$419
Kingston	367	122	36.4	20.1	\$6,752	\$2,679	\$669	\$441
Lakeville	344	92	55.0	21.1	\$8,290	\$3,692	\$1,324	\$849
Marion	161	58	38.6	19.3	\$3,427	\$1,110	\$822	\$369
Marshfield	713	215	48.5	21.1	\$17,701	\$4,975	\$1,205	\$489
Mattapoisett	221	80	45.9	23.5	\$8,496	\$2,378	\$1,766	\$697
Middleborough	668	179	47.5	20.5	\$15,361	\$5,066	\$1,093	\$580
Norwell	519	163	43.4	22.1	\$23,308	\$9,201	\$1,949	\$1,250
Pembroke	595	216	50.9	27.7	\$14,375	\$5,397	\$1,230	\$693
Plymouth	1,581	484	46.0	21.2	\$35,745	\$11,376	\$1,040	\$497
Plympton	78	27	45.9	21.6	\$594	\$338	\$349	\$270
Rochester	139	40	52.5	22.5	\$2,020	\$1,456	\$762	\$818
Rockland	562	169	47.2	22.6	\$23,007	\$6,441	\$1,932	\$861
Scituate	493	171	41.9	21.7	\$11,402	\$5,841	\$969	\$740
Wareham	532	164	38.7	18.9	\$12,034	\$5,633	\$875	\$650
West Bridgewater	357	103	48.2	21.0	\$12,306	\$3,160	\$1,663	\$644
Whitman	341	112	49.6	25.3	\$8,922	\$2,593	\$1,297	\$585
No Tract Number	525	144	NA	NA	\$5,176	\$1,657	NA	NA
County Totals	13,693	4,315	45.0	21.8	\$341,410	\$118,324	\$1,122	\$597
Suffolk County								
Boston	14,021	4,250	30.8	15.7	\$504,172	\$152,483	\$1,107	\$563
Chelsea	556	120	34.7	12.9	\$21,942	\$5,746	\$1,370	\$619
Revere	895	243	42.8	17.3	\$17,962	\$10,501	\$859	\$748
Winthrop	352	101	38.7	15.9	\$5,468	\$2,966	\$602	\$467
No Tract Number	212	48	NA	NA	\$1,889	\$413	NA	NA
County Totals	16,036	4,762	32.0	15.9	\$551,433	\$172,109	\$1,100	\$573
Grand Totals - Boston MSA								
MSA Grand Totals	116,582	36,832	41.2	20.5	\$3,685,229	\$1,232,637	\$1,302	\$687

**Table 7B Part 1 – Number of Loans
In Surrounding Cities & Towns, 2001 – 2004**

City/Town	Total Small Business Loans				Small Business Loans to Small Firms			
	2001	2002	2003	2004	2001	2002	2003	2004
Essex County								
Amesbury	253	330	368	455	96	81	123	133
Andover	750	841	991	1,028	263	254	340	326
Beverly	739	1,013	1,220	1,277	282	314	463	476
Boxford	133	189	238	227	43	64	91	103
Danvers	1,039	1,103	1,155	1,352	303	244	352	390
Essex	112	148	182	189	36	42	60	74
Georgetown	177	204	255	278	60	46	88	76
Gloucester	616	872	944	991	236	241	361	391
Groveland	91	192	178	165	35	26	72	58
Hamilton	113	166	168	178	51	54	54	70
Haverhill	813	1,017	1,233	1,232	307	291	462	396
Ipswich	372	387	446	528	138	116	155	168
Lawrence	887	972	1,061	1,036	344	230	375	305
Lynn	1,017	1,165	1,230	1,331	368	273	383	374
Lynnfield	351	385	461	426	117	109	155	145
Manchester	126	181	208	180	50	51	77	75
Marblehead	471	572	678	679	180	161	235	222
Merrimac	86	122	133	157	36	25	36	44
Methuen	750	809	915	954	308	216	351	310
Middleton	261	281	309	355	78	72	101	136
Nahant	68	64	90	84	20	15	24	24
Newbury	152	181	190	208	67	43	62	84
Newburyport	607	899	980	1,032	293	252	279	292
North Andover	645	758	863	944	254	214	327	344
Peabody	1,071	1,358	1,505	1,581	376	349	457	503
Rockport	142	207	247	266	56	75	105	106
Rowley	155	225	277	306	60	65	96	110
Salem	891	1,120	1,212	1,261	315	287	428	452
Salisbury	230	333	315	379	79	111	115	131
Saugus	599	721	761	761	191	174	249	213
Swampscott	316	395	459	434	121	112	161	145
Topsfield	192	230	281	307	63	64	85	108
Wenham	55	71	106	107	18	23	41	45
West Newbury	74	96	118	133	38	29	46	55
No Tract Number	569	828	665	462	346	187	214	144
County Totals	14,923	18,435	20,442	21,283	5,628	4,910	7,023	7,028
Middlesex County								
Acton	503	625	776	786	195	183	295	294
Arlington	630	825	946	936	259	271	383	332
Ashby	39	68	95	76	12	16	25	23
Ashland	346	426	518	606	141	112	186	220
Ayer	130	189	194	290	54	50	60	133
Bedford	320	474	465	464	130	102	158	139
Belmont	447	607	679	714	169	172	247	262
Billerica	911	996	1,100	1,298	295	260	340	360
Boxborough	106	118	152	141	47	35	46	54
Burlington	776	832	914	999	298	231	309	308
Cambridge	2,411	2,637	4,814	2,848	989	752	983	878
Carlisle	123	125	167	130	48	36	66	43
Chelmsford	850	911	1,108	1,185	311	235	410	423
Concord	577	698	775	810	258	249	292	290
Dracut	387	511	517	592	144	131	180	188
Dunstable	56	271	75	87	12	22	24	26
Everett	613	720	736	760	198	145	223	200

**Table 7B Part 1 – Number of Loans (Continued)
In Surrounding Cities & Towns, 2001 – 2004**

City/Town	Total Small Business Loans				Small Business Loans to Small Firms			
	2001	2002	2003	2004	2001	2002	2003	2004
Middlesex County (Continued)								
Framingham	1,506	1,960	2,134	2,299	606	569	734	707
Groton	153	232	255	281	48	65	102	124
Holliston	394	460	560	611	163	128	183	227
Hopkinton	280	299	410	462	111	79	143	146
Hudson	386	445	548	534	184	138	196	189
Lexington	762	856	1,078	956	308	307	386	347
Lincoln	127	174	185	159	42	47	74	45
Littleton	262	321	343	351	105	85	113	130
Lowell	1,529	1,533	1,667	1,870	623	382	592	542
Malden	1,013	1,045	1,124	1,211	404	278	378	374
Marlborough	730	1,009	1,048	1,192	301	269	320	360
Maynard	184	222	299	356	58	57	96	102
Medford	950	1,092	1,150	1,123	351	305	382	338
Melrose	458	482	616	604	157	139	223	220
Natick	1,103	1,219	1,287	1,500	377	282	415	437
Newton	2,482	2,665	3,268	3,440	832	788	1,111	1,022
North Reading	376	499	530	579	122	129	174	201
Pepperell	159	198	242	338	41	62	91	138
Reading	507	514	544	659	138	140	194	223
Sherborn	95	106	148	128	37	38	44	51
Shirley	83	84	106	137	31	23	25	52
Somerville	1,051	1,200	1,303	1,373	391	324	449	440
Stoneham	490	516	570	630	168	135	178	179
Stow	115	182	212	190	53	49	81	79
Sudbury	404	509	607	608	159	145	216	210
Tewksbury	585	682	804	877	214	194	271	282
Townsend	147	167	194	215	56	53	61	84
Tyngsborough	295	359	418	462	114	121	150	147
Wakefield	705	852	918	995	271	216	290	289
Waltham	1,573	1,621	1,882	1,964	597	434	594	570
Watertown	740	876	983	1,071	297	257	364	345
Wayland	267	367	415	431	95	105	145	152
Westford	451	458	522	550	162	122	180	173
Weston	265	303	332	339	117	106	134	119
Wilmington	577	636	789	828	228	148	276	295
Winchester	484	546	621	673	170	160	243	221
Woburn	1,231	1,605	1,624	1,685	461	334	498	514
No Tract Number	1,223	1,539	1,229	750	661	355	379	196
County Totals	33,367	38,866	44,996	45,153	12,813	10,570	14,712	14,443
Norfolk County								
Avon	225	184	223	229	62	41	50	44
Bellingham	244	356	417	475	61	95	137	164
Braintree	847	898	1,075	1,227	294	204	325	353
Brookline	1,103	1,370	1,636	1,626	472	510	636	591
Canton	693	741	837	957	240	193	252	287
Cohasset	173	241	281	257	64	62	89	109
Dedham	517	605	689	722	207	180	233	214
Dover	98	122	170	154	30	42	60	50
Foxborough	371	503	480	531	124	91	141	139
Franklin	574	713	798	851	173	145	256	220
Holbrook	204	239	279	240	66	62	91	70
Medfield	273	342	372	370	97	111	152	136
Medway	206	276	326	342	64	53	99	94
Millis	191	196	237	252	63	55	59	76

**Table 7B Part 1 – Number of Loans (Continued)
In Surrounding Cities & Towns, 2001 – 2004**

City/Town	Total Small Business Loans				Small Business Loans to Small Firms			
	2001	2002	2003	2004	2001	2002	2003	2004
Norfolk County (Continued)								
Milton	374	446	570	761	130	147	212	210
Needham	845	964	1,163	1,224	348	299	438	394
Norfolk	141	152	219	249	52	51	71	86
Norwood	879	994	1,042	1,193	314	286	334	335
Plainville	185	245	267	270	64	64	81	88
Quincy	1,550	1,729	1,973	2,144	529	480	658	640
Randolph	408	496	577	617	122	103	169	179
Sharon	335	397	499	475	116	97	164	161
Stoughton	718	833	969	1,018	254	211	304	336
Walpole	524	655	692	714	159	160	240	240
Wellesley	769	820	1,033	1,038	314	270	415	342
Westwood	309	381	445	458	97	114	160	142
Weymouth	960	1,179	1,217	1,300	381	269	369	380
Wrentham	219	260	317	270	70	79	100	93
No Tract Number	617	705	597	453	330	171	178	111
County Totals	14,552	17,042	19,400	20,417	5,297	4,645	6,473	6,284
Plymouth County								
Abington	228	304	325	336	79	78	106	115
Bridgewater	304	408	411	487	102	104	123	141
Brockton	1,226	1,412	1,688	1,590	409	338	561	514
Carver	144	193	215	235	56	45	52	79
Duxbury	242	288	391	400	107	100	141	157
East Bridgewater	181	237	311	320	55	78	102	105
Halifax	91	122	130	139	31	27	51	46
Hanover	437	526	556	647	172	147	197	199
Hanson	155	205	216	237	58	47	69	70
Hingham	613	720	821	825	225	190	295	247
Hull	158	227	273	281	54	49	99	103
Kingston	273	355	385	367	93	88	126	122
Lakeville	215	251	315	344	69	62	97	92
Marion	140	162	170	161	42	55	63	58
Marshfield	369	522	646	713	142	143	232	215
Mattapoisett	127	162	198	221	60	53	69	80
Middleborough	427	528	544	668	123	122	165	179
Norwell	374	415	545	519	148	115	179	163
Pembroke	318	543	599	595	105	140	220	216
Plymouth	962	1,232	1,575	1,581	385	368	511	484
Plympton	62	76	88	78	22	29	35	27
Rochester	79	98	97	139	23	21	27	40
Rockland	415	486	564	562	119	94	170	169
Scituate	302	419	503	493	111	109	173	171
Wareham	368	494	544	532	115	115	179	164
West Bridgewater	268	300	321	357	80	71	77	103
Whitman	249	263	342	341	90	56	107	112
No Tract Number	607	852	700	525	308	171	223	144
County Totals	9,334	11,800	13,473	13,693	3,383	3,015	4,449	4,315
Suffolk County								
Boston	11,981	13,263	13,789	14,021	4,529	3,632	4,487	4,250
Chelsea	500	511	504	556	150	131	148	120
Revere	664	796	854	895	233	219	294	243
Winthrop	285	365	379	352	106	72	138	101
No Tract Number	431	449	332	212	268	111	92	48
County Totals	13,861	15,384	15,858	16,036	5,286	4,165	5,159	4,762
Grand Totals - Boston MSA								
MSA Grand Totals	86,037	101,527	114,169	116,582	32,407	27,305	37,816	36,832

**Table 7B Part 2 – Number of Loans Per 100 Firms
In Surrounding Cities & Towns, 2001 – 2004**

City/Town	Total Small Business Loans				Small Business Loans to Small Firms			
	2001	2002	2003	2004	2001	2002	2003	2004
Essex County								
Amesbury	42.4	42.3	44.5	45.6	20.4	13.8	22.2	20.4
Andover	48.7	38.8	44.3	40.6	21.3	17.0	25.0	21.3
Beverly	39.5	40.8	48.1	44.3	24.5	17.0	26.9	24.5
Boxford	57.1	50.8	61.3	50.7	34.3	25.9	35.4	34.3
Danvers	62.6	51.7	52.8	53.5	25.9	15.2	26.6	25.9
Essex	43.4	49.7	58.9	54.5	30.3	18.0	27.3	30.3
Georgetown	52.7	43.9	53.5	52.7	21.2	13.9	26.5	21.2
Gloucester	41.9	44.9	47.2	43.8	25.8	17.0	26.9	25.8
Groveland	50.6	74.4	70.1	56.3	26.9	12.9	38.7	26.9
Hamilton	37.7	39.1	40.1	37.8	21.3	17.3	17.8	21.3
Haverhill	41.9	39.6	46.2	40.9	19.9	15.0	25.9	19.9
Ipswich	54.0	41.7	47.2	48.9	23.6	17.6	23.4	23.6
Lawrence	46.3	40.7	42.3	33.8	15.8	13.2	24.0	15.8
Lynn	47.8	40.4	41.4	37.5	15.7	12.6	19.0	15.7
Lynnfield	62.6	48.7	55.3	46.3	25.1	20.5	29.6	25.1
Manchester	37.6	39.3	44.7	35.9	21.7	16.1	25.1	21.7
Marblehead	41.2	36.0	41.9	37.1	17.6	14.3	21.3	17.6
Merrimac	23.8	25.4	49.1	46.2	20.5	6.9	19.4	20.5
Methuen	55.4	46.8	51.8	45.5	22.4	16.7	30.3	22.4
Middleton	60.8	50.4	50.7	50.1	28.6	17.1	24.5	28.6
Nahant	58.1	34.8	45.9	38.7	17.5	12.6	19.5	17.5
Newbury	59.4	51.9	52.1	47.8	27.7	16.0	24.5	27.7
Newburyport	47.2	53.4	56.3	52.1	21.8	19.7	23.3	21.8
North Andover	54.6	44.8	48.9	46.4	26.4	18.3	28.9	26.4
Peabody	50.7	50.3	53.6	50.0	26.1	17.3	26.4	26.1
Rockport	32.2	34.6	39.7	38.6	23.0	17.2	24.8	23.0
Rowley	45.7	55.6	63.1	59.1	31.4	20.8	30.2	31.4
Salem	47.5	46.8	48.4	44.6	23.4	15.6	24.5	23.4
Salisbury	48.6	57.6	51.1	50.8	26.3	25.2	26.5	26.3
Saugus	55.2	48.8	49.8	43.7	19.4	15.6	25.7	19.4
Swampscott	54.6	47.2	52.5	43.8	21.6	18.2	28.3	21.6
Topsfield	45.3	42.3	49.9	48.5	26.0	16.4	22.7	26.0
Wenham	42.0	36.8	49.1	42.0	26.3	17.7	27.7	26.3
West Newbury	24.8	22.4	52.0	49.3	28.4	8.9	26.6	28.4
No Tract Number	NA	NA	NA	NA	NA	NA	NA	NA
County Totals	49.9	46.4	50.2	45.4	22.9	16.8	26.1	22.9
Middlesex County								
Acton	44.6	41.2	50.0	45.0	25.9	16.9	29.7	25.9
Arlington	39.4	38.0	42.0	35.3	18.7	16.6	23.5	18.7
Ashby	35.1	46.6	62.9	42.7	16.9	13.7	21.7	16.9
Ashland	49.8	49.1	56.1	57.8	29.9	17.0	28.1	29.9
Ayer	35.2	40.5	41.2	55.8	42.4	14.9	21.5	42.4
Bedford	40.3	44.0	40.1	36.4	18.4	13.8	23.9	18.4
Belmont	41.0	39.2	41.8	40.4	20.4	14.8	21.3	20.4
Billerica	46.3	36.9	50.9	52.2	25.2	13.8	27.3	25.2
Boxborough	45.7	40.3	47.6	37.3	22.2	16.5	22.1	22.2
Burlington	39.2	34.7	36.1	35.6	21.6	13.7	25.0	21.6
Cambridge	40.2	32.1	57.8	29.9	15.8	13.6	20.1	15.8
Carlisle	54.9	36.3	46.6	33.2	16.7	15.4	28.1	16.7
Chelmsford	50.7	40.6	47.8	45.4	25.1	14.5	27.9	25.1
Concord	43.5	38.4	42.0	40.7	21.7	19.6	23.5	21.7
Dracut	46.6	46.4	44.3	42.6	18.8	16.1	21.3	18.8
Dunstable	66.7	229.7	57.3	56.1	23.4	26.8	25.8	23.4
Everett	47.9	44.2	43.0	37.8	15.4	12.3	19.8	15.4

**Table 7B Part 2 – Number of Loans Per 100 Firms (Continued)
In Surrounding Cities & Towns, 2001 – 2004**

City/Town	Total Small Business Loans				Small Business Loans to Small Firms			
	2001	2002	2003	2004	2001	2002	2003	2004
Middlesex County (Continued)								
Framingham	42.8	43.0	45.4	43.5	21.1	17.0	24.7	21.1
Groton	38.1	44.9	48.9	47.5	28.8	16.5	27.4	28.8
Holliston	54.5	46.4	54.1	52.6	27.1	17.9	24.5	27.1
Hopkinton	49.4	37.0	47.8	46.1	23.5	14.2	26.0	23.5
Hudson	49.0	42.7	49.5	41.5	22.9	18.4	27.8	22.9
Lexington	42.7	33.8	41.0	33.0	18.6	17.4	23.0	18.6
Lincoln	32.6	32.6	35.0	27.4	12.5	13.0	23.2	12.5
Littleton	50.8	47.8	50.7	45.6	26.1	18.1	25.5	26.1
Lowell	56.5	41.4	42.9	42.1	19.3	14.3	23.8	19.3
Malden	57.8	43.3	45.2	42.9	20.0	16.1	22.5	20.0
Marlborough	37.5	41.5	40.5	39.1	20.2	15.0	21.9	20.2
Maynard	42.2	39.8	50.1	49.9	22.4	14.1	24.8	22.4
Medford	49.7	42.5	44.1	37.8	17.2	15.8	22.2	17.2
Melrose	45.9	37.8	46.3	44.7	22.5	13.7	22.7	22.5
Natick	52.1	45.3	47.0	48.5	22.4	13.9	24.0	22.4
Newton	51.6	38.5	44.5	42.0	18.8	16.4	22.9	18.8
North Reading	54.7	54.4	54.2	50.9	26.9	19.2	26.5	26.9
Pepperell	35.2	37.6	44.3	58.2	32.2	15.0	22.5	32.2
Reading	55.7	40.6	41.6	44.4	22.6	15.9	22.3	22.6
Sherborn	52.5	37.7	51.9	40.9	22.7	19.9	20.5	22.7
Shirley	51.9	37.8	46.3	44.9	26.8	15.8	16.2	26.8
Somerville	45.5	39.2	40.8	34.6	17.6	14.5	21.1	17.6
Stoneham	50.9	44.4	44.6	40.9	17.2	15.3	21.0	17.2
Stow	36.6	43.2	48.2	40.3	24.4	15.6	26.0	24.4
Sudbury	41.2	39.2	44.7	40.0	20.9	16.2	23.6	20.9
Tewksbury	52.0	48.0	52.4	50.3	25.5	18.7	28.3	25.5
Townsend	48.7	44.7	51.2	48.0	25.9	18.2	21.5	25.9
Tyngsborough	62.1	54.4	60.8	57.5	27.9	25.6	33.0	27.9
Wakefield	48.4	45.4	48.4	45.4	20.6	15.8	24.1	20.6
Waltham	48.8	37.7	42.1	37.5	18.8	14.7	22.9	18.8
Watertown	46.2	41.1	45.3	44.4	22.7	16.8	26.8	22.7
Wayland	52.1	43.0	46.4	42.2	22.0	17.2	23.7	22.0
Westford	46.2	32.9	40.6	37.3	18.5	12.4	22.6	18.5
Weston	55.2	36.5	38.1	34.5	19.3	20.3	24.1	19.3
Wilmington	54.8	46.8	56.5	52.8	32.9	16.3	34.2	32.9
Winchester	50.7	39.0	42.3	40.9	19.7	16.0	24.3	19.7
Woburn	44.6	46.4	45.6	42.5	23.6	14.0	26.0	23.6
No Tract Number	NA	NA	NA	NA	NA	NA	NA	NA
County Totals	48.6	42.2	47.4	41.8	21.1	16.1	24.4	21.1
Norfolk County								
Avon	60.6	40.6	48.4	45.9	16.4	13.7	21.5	16.4
Bellingham	40.7	46.5	51.8	52.1	26.5	16.2	24.7	26.5
Braintree	40.4	33.1	38.7	40.2	20.3	10.1	20.8	20.3
Brookline	41.6	35.2	42.1	37.6	20.2	17.9	24.3	20.2
Canton	52.9	41.7	43.9	45.9	22.5	16.1	22.4	22.5
Cohasset	38.8	37.2	42.4	34.5	22.4	13.6	21.2	22.4
Dedham	39.8	36.0	40.6	38.8	18.2	14.6	21.6	18.2
Dover	51.6	35.3	48.0	37.7	20.3	19.2	27.0	20.3
Foxborough	47.7	49.3	45.5	43.9	18.2	12.8	21.1	18.2
Franklin	49.7	47.2	50.0	47.0	19.2	13.4	25.5	19.2
Holbrook	50.0	46.1	51.0	38.3	17.0	17.4	25.7	17.0
Medfield	53.8	50.7	51.6	46.9	25.4	22.4	31.2	25.4
Medway	48.2	45.6	51.4	47.2	18.8	11.8	21.9	18.8
Millis	51.8	39.2	46.7	43.7	18.8	14.7	17.0	18.8

**Table 7B Part 2 – Number of Loans Per 100 Firms (Continued)
In Surrounding Cities & Towns, 2001 – 2004**

City/Town	Total Small Business Loans				Small Business Loans to Small Firms			
	2001	2002	2003	2004	2001	2002	2003	2004
Norfolk County (Continued)								
Milton	49.3	39.0	48.9	56.8	22.8	17.9	26.5	22.8
Needham	46.3	37.9	44.0	41.4	21.2	17.3	27.0	21.2
Norfolk	41.0	33.6	45.6	45.5	23.2	16.0	22.0	23.2
Norwood	45.4	41.3	41.2	42.9	20.0	16.5	21.6	20.0
Plainville	46.7	49.2	51.3	44.6	24.2	18.4	25.5	24.2
Quincy	46.3	38.8	42.5	41.1	19.0	14.6	21.7	19.0
Randolph	41.6	36.7	40.3	38.0	17.5	10.9	18.9	17.5
Sharon	57.1	42.2	50.5	40.7	20.7	16.0	25.0	20.7
Stoughton	51.5	44.5	49.8	46.4	23.1	15.5	23.5	23.1
Walpole	51.3	49.3	50.9	46.9	23.5	16.1	26.6	23.5
Wellesley	41.0	31.3	38.8	35.1	18.2	14.6	24.8	18.2
Westwood	41.6	33.9	39.1	36.2	19.0	14.9	23.3	19.0
Weymouth	45.0	45.5	44.5	42.3	18.4	13.6	19.7	18.4
Wrentham	39.9	35.8	41.5	32.3	19.2	14.0	21.9	19.2
No Tract Number	NA	NA	NA	NA	NA	NA	NA	NA
County Totals	47.7	41.4	45.5	42.8	20.6	15.7	23.8	20.6
Plymouth County								
Abington	44.0	46.6	46.6	42.3	20.9	16.0	21.7	20.9
Bridgewater	43.8	45.4	44.1	43.7	19.4	15.6	20.2	19.4
Brockton	44.9	39.4	44.5	35.6	17.6	12.7	23.3	17.6
Carver	42.6	25.6	42.1	36.0	22.4	8.9	17.6	22.4
Duxbury	38.6	34.3	41.1	38.4	22.1	16.4	21.7	22.1
East Bridgewater	44.9	43.7	54.5	48.7	23.8	19.2	25.9	23.8
Halifax	50.0	51.9	51.4	46.0	25.7	15.3	31.5	25.7
Hanover	44.3	45.5	44.7	45.4	22.1	16.7	24.8	22.1
Hanson	28.1	28.9	48.9	49.9	22.3	8.5	23.1	22.3
Hingham	44.7	41.1	44.8	40.0	18.9	15.0	25.1	18.9
Hull	47.0	45.6	52.1	46.1	25.2	13.7	29.0	25.2
Kingston	43.3	41.5	43.0	36.4	20.1	13.5	23.7	20.1
Lakeville	62.9	55.7	67.3	55.0	21.1	18.3	30.2	21.1
Marion	52.6	47.8	47.9	38.6	19.3	20.7	24.8	19.3
Marshfield	38.5	42.4	49.6	48.5	21.1	15.2	25.5	21.1
Mattapoisett	39.8	42.0	49.1	45.9	23.5	17.3	23.5	23.5
Middleborough	48.9	45.9	44.1	47.5	20.5	14.4	20.8	20.5
Norwell	52.5	41.8	53.0	43.4	22.1	16.9	28.8	22.1
Pembroke	41.7	60.3	61.1	50.9	27.7	20.3	33.6	27.7
Plymouth	45.1	44.3	54.3	46.0	21.2	17.2	26.3	21.2
Plympton	57.4	52.8	59.5	45.9	21.6	25.7	32.1	21.6
Rochester	54.5	48.0	46.4	52.5	22.5	14.0	19.1	22.5
Rockland	53.1	49.0	53.4	47.2	22.6	14.2	25.8	22.6
Scituate	40.6	41.4	48.3	41.9	21.7	14.8	23.8	21.7
Wareham	41.9	42.3	46.2	38.7	18.9	13.0	23.4	18.9
West Bridgewater	60.2	45.9	49.0	48.2	21.0	15.3	18.1	21.0
Whitman	55.7	48.2	58.5	49.6	25.3	14.8	28.3	25.3
No Tract Number	NA	NA	NA	NA	NA	NA	NA	NA
County Totals	48.4	46.4	51.4	45.0	21.8	16.0	26.0	21.8
Suffolk County								
Boston	41.8	34.3	34.5	30.8	15.7	13.5	18.9	15.7
Chelsea	45.1	35.3	34.1	34.7	12.9	13.0	17.7	12.9
Revere	54.7	49.3	49.4	42.8	17.3	17.9	24.8	17.3
Winthrop	48.1	48.6	48.3	38.7	15.9	12.8	24.5	15.9
No Tract Number	NA	NA	NA	NA	NA	NA	NA	NA
County Totals	43.9	36.2	36.1	32.0	15.9	14.1	19.6	15.9
Grand Totals - Boston MSA								
MSA Grand Totals	47.8	42.1	46.0	41.2	20.5	15.8	24.0	20.5

**Table 7B Part 3 – Dollar Amount of Loans
In Surrounding Cities & Towns, 2001 – 2004**

City/Town	Total Small Business Loans				Small Business Loans to Small Firms			
	2001	2002	2003	2004	2001	2002	2003	2004
Essex County								
Amesbury	\$6,783	\$6,057	\$8,513	\$10,177	\$2,291	\$2,579	\$3,986	\$4,388
Andover	\$24,879	\$24,400	\$28,891	\$32,328	\$7,892	\$9,930	\$12,817	\$10,499
Beverly	\$17,969	\$26,857	\$38,690	\$47,059	\$8,608	\$8,211	\$20,592	\$19,077
Boxford	\$3,379	\$4,586	\$4,142	\$3,791	\$1,349	\$2,475	\$1,608	\$2,397
Danvers	\$40,393	\$32,424	\$36,488	\$45,578	\$9,342	\$11,552	\$16,505	\$18,045
Essex	\$2,388	\$1,949	\$3,368	\$5,150	\$576	\$782	\$1,157	\$1,777
Georgetown	\$8,736	\$5,530	\$4,785	\$12,135	\$3,409	\$833	\$1,931	\$2,809
Gloucester	\$11,837	\$18,366	\$22,347	\$20,051	\$6,011	\$7,906	\$11,256	\$10,454
Groveland	\$1,160	\$2,636	\$2,461	\$2,912	\$808	\$1,155	\$1,129	\$1,324
Hamilton	\$2,123	\$5,551	\$3,987	\$5,239	\$1,850	\$2,076	\$1,282	\$3,844
Haverhill	\$25,741	\$36,085	\$43,303	\$41,492	\$7,652	\$16,209	\$20,781	\$15,279
Ipswich	\$6,353	\$7,650	\$12,132	\$15,596	\$2,960	\$3,191	\$5,584	\$7,756
Lawrence	\$32,029	\$27,363	\$40,747	\$37,752	\$14,042	\$7,130	\$16,629	\$11,568
Lynn	\$23,833	\$28,224	\$34,163	\$33,759	\$11,675	\$12,301	\$13,909	\$11,750
Lynnfield	\$11,742	\$5,930	\$15,780	\$10,517	\$4,914	\$2,078	\$6,625	\$3,750
Manchester	\$2,609	\$4,058	\$6,134	\$7,336	\$1,624	\$861	\$4,244	\$4,141
Marblehead	\$8,896	\$11,933	\$18,810	\$13,536	\$3,485	\$5,421	\$8,392	\$5,568
Merrimac	\$1,041	\$1,934	\$3,246	\$2,835	\$332	\$580	\$864	\$882
Methuen	\$17,071	\$21,454	\$24,691	\$26,336	\$8,178	\$7,959	\$12,034	\$10,241
Middleton	\$6,835	\$4,765	\$8,483	\$12,896	\$2,034	\$1,598	\$3,647	\$5,145
Nahant	\$1,983	\$754	\$1,275	\$1,031	\$1,313	\$460	\$699	\$419
Newbury	\$2,604	\$3,284	\$1,833	\$3,902	\$894	\$1,482	\$832	\$1,527
Newburyport	\$21,427	\$103,389	\$161,839	\$176,653	\$8,231	\$8,779	\$9,584	\$12,386
North Andover	\$25,376	\$25,417	\$33,588	\$24,226	\$13,842	\$7,593	\$14,317	\$9,721
Peabody	\$31,542	\$33,009	\$42,501	\$52,491	\$11,143	\$14,447	\$15,477	\$20,117
Rockport	\$1,567	\$4,534	\$2,685	\$4,551	\$1,250	\$3,870	\$1,588	\$2,365
Rowley	\$3,990	\$5,191	\$5,591	\$10,732	\$1,849	\$1,630	\$2,787	\$4,515
Salem	\$28,649	\$31,615	\$37,395	\$38,757	\$8,273	\$13,639	\$18,998	\$19,173
Salisbury	\$7,566	\$9,516	\$5,881	\$12,837	\$2,358	\$5,523	\$3,290	\$5,800
Saugus	\$15,695	\$14,956	\$15,023	\$13,874	\$4,601	\$6,195	\$5,377	\$5,145
Swampscott	\$5,717	\$8,284	\$8,151	\$10,697	\$2,639	\$4,976	\$3,614	\$5,104
Topsfield	\$7,119	\$5,779	\$6,841	\$10,059	\$1,370	\$1,634	\$2,079	\$3,088
Wenham	\$1,036	\$1,217	\$1,767	\$1,686	\$350	\$645	\$1,131	\$943
West Newbury	\$438	\$1,134	\$3,373	\$3,320	\$280	\$559	\$2,257	\$667
No Tract Number	\$6,665	\$9,940	\$5,088	\$4,796	\$1,837	\$2,116	\$1,643	\$1,526
County Totals	\$417,171	\$535,771	\$693,992	\$756,087	\$159,262	\$178,375	\$248,645	\$243,190
Middlesex County								
Acton	\$22,356	\$15,819	\$19,627	\$25,520	\$6,795	\$6,653	\$7,599	\$9,312
Arlington	\$13,859	\$12,486	\$18,072	\$20,924	\$6,620	\$5,542	\$9,274	\$10,957
Ashby	\$782	\$1,363	\$6,754	\$1,474	\$353	\$818	\$1,135	\$903
Ashland	\$8,641	\$13,450	\$12,533	\$18,107	\$2,368	\$3,245	\$4,364	\$5,018
Ayer	\$7,053	\$7,414	\$7,722	\$18,752	\$794	\$1,449	\$2,434	\$8,043
Bedford	\$9,266	\$14,333	\$13,109	\$19,656	\$3,441	\$5,329	\$3,502	\$3,018
Belmont	\$8,198	\$13,966	\$10,568	\$15,121	\$3,873	\$5,633	\$6,737	\$6,928
Billerica	\$26,343	\$40,088	\$36,637	\$41,965	\$8,695	\$16,515	\$12,331	\$10,559
Boxborough	\$4,961	\$4,210	\$4,734	\$4,046	\$2,319	\$782	\$2,212	\$1,697
Burlington	\$36,288	\$36,431	\$39,067	\$46,803	\$8,332	\$9,261	\$15,921	\$15,537
Cambridge	\$88,189	\$86,285	\$118,927	\$98,206	\$30,145	\$31,276	\$31,842	\$31,926
Carlisle	\$7,742	\$4,852	\$4,456	\$4,563	\$2,453	\$2,791	\$2,887	\$740
Chelmsford	\$23,247	\$24,141	\$32,162	\$36,917	\$11,138	\$8,111	\$15,611	\$13,904
Concord	\$17,937	\$21,298	\$28,350	\$30,596	\$7,017	\$10,009	\$11,503	\$12,539
Dracut	\$11,567	\$12,713	\$13,394	\$13,336	\$5,223	\$4,176	\$9,121	\$4,779
Dunstable	\$769	\$2,669	\$700	\$968	\$136	\$507	\$455	\$393
Everett	\$27,102	\$22,335	\$17,594	\$26,454	\$8,339	\$7,060	\$6,727	\$7,900

**Table 7B Part 3 – Dollar Amount of Loans (Continued)
In Surrounding Cities & Towns, 2001 – 2004**

City/Town	Total Small Business Loans				Small Business Loans to Small Firms			
	2001	2002	2003	2004	2001	2002	2003	2004
Middlesex County (Continued)								
Framingham	\$43,116	\$61,524	\$55,196	\$68,744	\$16,376	\$23,528	\$25,405	\$25,475
Groton	\$2,820	\$4,382	\$3,855	\$8,618	\$1,825	\$1,388	\$2,227	\$4,131
Holliston	\$15,553	\$16,160	\$19,097	\$19,195	\$2,673	\$4,239	\$4,807	\$6,105
Hopkinton	\$8,631	\$7,180	\$9,221	\$14,038	\$3,419	\$2,956	\$4,690	\$5,508
Hudson	\$14,593	\$15,271	\$20,066	\$17,903	\$6,525	\$6,688	\$10,578	\$6,109
Lexington	\$20,070	\$22,636	\$32,683	\$29,325	\$11,042	\$10,533	\$10,217	\$11,920
Lincoln	\$1,659	\$4,678	\$3,705	\$3,581	\$530	\$1,842	\$1,695	\$978
Littleton	\$10,547	\$10,458	\$8,756	\$12,266	\$2,152	\$3,130	\$2,885	\$5,992
Lowell	\$40,448	\$41,725	\$52,233	\$64,812	\$16,956	\$15,355	\$25,940	\$23,011
Malden	\$26,816	\$24,112	\$33,871	\$37,930	\$8,687	\$7,891	\$14,330	\$15,081
Marlborough	\$23,718	\$28,602	\$31,300	\$34,767	\$9,114	\$10,826	\$11,394	\$8,971
Maynard	\$6,382	\$6,997	\$5,900	\$11,540	\$1,667	\$2,240	\$2,294	\$3,312
Medford	\$21,405	\$19,093	\$23,705	\$29,714	\$7,517	\$6,822	\$8,800	\$10,035
Melrose	\$11,028	\$9,175	\$15,894	\$13,756	\$4,060	\$3,644	\$4,493	\$6,173
Natick	\$34,828	\$35,067	\$42,472	\$45,091	\$9,275	\$9,012	\$11,536	\$13,307
Newton	\$71,030	\$70,796	\$91,308	\$106,253	\$27,384	\$25,037	\$35,388	\$32,516
North Reading	\$9,949	\$15,189	\$11,545	\$17,109	\$3,079	\$3,404	\$4,556	\$9,210
Pepperell	\$2,691	\$5,018	\$4,806	\$9,425	\$637	\$2,430	\$1,560	\$4,932
Reading	\$11,353	\$11,640	\$16,950	\$18,476	\$5,406	\$4,591	\$7,759	\$8,139
Sherborn	\$2,169	\$2,441	\$3,271	\$2,399	\$650	\$1,599	\$974	\$1,106
Shirley	\$2,120	\$1,723	\$2,136	\$9,245	\$501	\$485	\$285	\$4,706
Somerville	\$27,948	\$29,252	\$38,148	\$39,397	\$11,699	\$13,673	\$12,791	\$16,477
Stoneham	\$18,221	\$14,964	\$12,168	\$18,486	\$5,910	\$3,517	\$5,916	\$6,375
Stow	\$3,639	\$3,780	\$2,920	\$4,177	\$1,207	\$2,249	\$1,517	\$1,854
Sudbury	\$9,997	\$16,523	\$15,833	\$20,747	\$4,805	\$5,877	\$5,059	\$7,693
Tewksbury	\$13,638	\$21,410	\$24,799	\$26,340	\$4,917	\$8,981	\$8,257	\$12,806
Townsend	\$1,528	\$3,479	\$3,229	\$3,763	\$447	\$924	\$1,146	\$1,458
Tyngsborough	\$8,164	\$12,671	\$9,393	\$15,247	\$3,743	\$5,253	\$4,281	\$6,960
Wakefield	\$29,204	\$33,312	\$26,330	\$31,008	\$9,223	\$6,029	\$9,213	\$10,160
Waltham	\$67,199	\$55,152	\$61,752	\$68,442	\$18,789	\$13,390	\$21,591	\$18,390
Watertown	\$23,409	\$25,033	\$28,899	\$30,320	\$9,236	\$5,114	\$13,137	\$11,464
Wayland	\$6,837	\$7,108	\$14,494	\$9,987	\$1,876	\$1,919	\$6,130	\$4,474
Westford	\$12,983	\$12,592	\$19,151	\$15,530	\$3,452	\$3,423	\$7,490	\$5,301
Weston	\$7,553	\$7,581	\$10,207	\$9,687	\$4,332	\$4,492	\$5,902	\$4,704
Wilmington	\$24,005	\$21,460	\$29,625	\$31,046	\$9,912	\$6,384	\$10,941	\$10,396
Winchester	\$14,918	\$11,922	\$16,800	\$21,603	\$5,902	\$4,562	\$10,036	\$7,095
Woburn	\$54,277	\$50,732	\$76,938	\$78,853	\$13,358	\$11,684	\$24,610	\$24,755
No Tract Number	\$31,487	\$21,524	\$12,744	\$7,123	\$4,125	\$3,022	\$4,688	\$2,052
County Totals	\$1,050,233	\$1,096,215	\$1,275,806	\$1,429,351	\$360,449	\$367,290	\$488,173	\$503,284
Norfolk County								
Avon	\$13,574	\$12,356	\$11,416	\$16,899	\$2,087	\$2,152	\$2,164	\$1,029
Bellingham	\$6,968	\$8,267	\$10,072	\$14,805	\$592	\$3,597	\$3,608	\$9,093
Braintree	\$27,059	\$24,312	\$31,701	\$33,651	\$4,723	\$6,538	\$6,678	\$9,868
Brookline	\$33,012	\$36,347	\$37,161	\$47,692	\$15,477	\$21,906	\$16,825	\$18,463
Canton	\$33,668	\$31,143	\$35,383	\$45,503	\$7,835	\$6,272	\$9,820	\$11,639
Cohasset	\$4,116	\$4,845	\$5,897	\$6,622	\$1,872	\$2,358	\$2,521	\$2,571
Dedham	\$13,049	\$16,347	\$17,223	\$18,172	\$4,919	\$7,045	\$8,482	\$6,371
Dover	\$2,256	\$3,418	\$4,516	\$5,198	\$811	\$1,950	\$3,016	\$1,534
Foxborough	\$9,625	\$9,856	\$12,467	\$16,664	\$3,043	\$3,355	\$6,038	\$4,629
Franklin	\$23,443	\$21,338	\$29,551	\$26,820	\$7,535	\$4,056	\$10,806	\$6,355
Holbrook	\$7,160	\$5,186	\$7,345	\$4,828	\$3,195	\$1,392	\$2,614	\$1,388
Medfield	\$6,386	\$6,853	\$6,873	\$8,285	\$2,807	\$2,955	\$3,190	\$2,469
Medway	\$5,594	\$3,550	\$8,571	\$7,382	\$891	\$669	\$2,537	\$1,648
Millis	\$3,326	\$4,069	\$2,984	\$5,761	\$1,109	\$1,328	\$973	\$3,445

**Table 7B Part 3 – Dollar Amount of Loans (Continued)
In Surrounding Cities & Towns, 2001 – 2004**

City/Town	Total Small Business Loans				Small Business Loans to Small Firms			
	2001	2002	2003	2004	2001	2002	2003	2004
Norfolk County (Continued)								
Milton	\$8,701	\$10,213	\$12,363	\$13,142	\$2,745	\$4,718	\$4,317	\$4,869
Needham	\$26,657	\$33,125	\$38,712	\$41,445	\$7,888	\$10,511	\$13,732	\$10,535
Norfolk	\$2,133	\$3,479	\$5,351	\$7,415	\$965	\$1,316	\$3,183	\$2,953
Norwood	\$41,686	\$29,120	\$32,120	\$50,350	\$8,450	\$6,661	\$10,461	\$14,675
Plainville	\$6,725	\$9,075	\$9,653	\$5,532	\$1,027	\$1,782	\$3,317	\$1,835
Quincy	\$49,769	\$51,353	\$51,453	\$58,854	\$13,156	\$20,391	\$19,212	\$20,532
Randolph	\$12,221	\$12,898	\$14,868	\$21,712	\$2,472	\$3,854	\$6,107	\$6,552
Sharon	\$5,734	\$6,953	\$8,296	\$8,795	\$2,512	\$1,999	\$3,452	\$3,616
Stoughton	\$29,359	\$25,616	\$31,004	\$28,744	\$6,790	\$8,718	\$13,842	\$10,038
Walpole	\$14,453	\$15,394	\$18,920	\$27,037	\$3,126	\$3,731	\$6,403	\$7,166
Wellesley	\$26,075	\$32,697	\$29,952	\$30,272	\$10,352	\$6,535	\$12,916	\$9,164
Westwood	\$15,651	\$11,366	\$12,139	\$14,658	\$3,882	\$4,770	\$5,585	\$5,060
Weymouth	\$31,444	\$34,144	\$24,340	\$28,546	\$12,681	\$12,216	\$9,957	\$12,542
Wrentham	\$5,880	\$5,475	\$7,713	\$7,341	\$2,459	\$1,427	\$3,281	\$4,431
No Tract Number	\$8,920	\$8,861	\$5,238	\$4,823	\$1,487	\$3,388	\$1,437	\$1,260
County Totals	\$474,644	\$477,656	\$523,282	\$606,948	\$136,888	\$157,590	\$196,474	\$195,730
Plymouth County								
Abington	\$6,929	\$12,914	\$7,593	\$5,955	\$2,330	\$3,882	\$3,898	\$1,685
Bridgewater	\$8,501	\$12,440	\$9,410	\$7,659	\$2,245	\$4,794	\$4,599	\$3,242
Brockton	\$44,962	\$42,967	\$42,913	\$42,519	\$12,512	\$11,842	\$15,263	\$13,518
Carver	\$3,381	\$3,403	\$2,074	\$3,259	\$2,845	\$1,679	\$1,070	\$1,990
Duxbury	\$8,789	\$13,960	\$8,735	\$9,538	\$4,296	\$8,509	\$4,820	\$4,978
East Bridgewater	\$2,971	\$4,262	\$4,376	\$3,103	\$1,251	\$2,617	\$2,432	\$1,343
Halifax	\$1,974	\$1,955	\$1,987	\$3,343	\$767	\$469	\$1,404	\$1,283
Hanover	\$13,200	\$14,810	\$16,915	\$20,007	\$5,271	\$4,351	\$6,843	\$4,346
Hanson	\$5,083	\$4,463	\$4,676	\$4,571	\$3,077	\$1,551	\$1,894	\$1,422
Hingham	\$33,285	\$24,025	\$35,641	\$29,149	\$8,501	\$5,695	\$10,404	\$9,811
Hull	\$4,142	\$4,726	\$3,425	\$3,391	\$3,046	\$1,923	\$2,034	\$1,713
Kingston	\$5,496	\$8,865	\$5,211	\$6,752	\$2,758	\$2,915	\$2,539	\$2,679
Lakeville	\$5,786	\$6,876	\$9,270	\$8,290	\$1,893	\$1,761	\$4,734	\$3,692
Marion	\$1,845	\$6,427	\$5,121	\$3,427	\$671	\$4,391	\$2,944	\$1,110
Marshfield	\$7,531	\$11,495	\$16,872	\$17,701	\$2,734	\$4,506	\$8,392	\$4,975
Mattapoisett	\$2,793	\$8,544	\$6,362	\$8,496	\$1,558	\$5,408	\$3,152	\$2,378
Middleborough	\$11,283	\$11,350	\$11,317	\$15,361	\$3,833	\$3,914	\$6,089	\$5,066
Norwell	\$16,519	\$18,400	\$29,567	\$23,308	\$4,415	\$4,902	\$8,286	\$9,201
Pembroke	\$11,343	\$17,690	\$16,023	\$14,375	\$2,993	\$5,539	\$4,819	\$5,397
Plymouth	\$25,719	\$33,805	\$48,721	\$35,745	\$13,876	\$18,232	\$17,298	\$11,376
Plympton	\$701	\$1,685	\$2,341	\$594	\$377	\$715	\$444	\$338
Rochester	\$694	\$1,728	\$1,084	\$2,020	\$328	\$1,012	\$523	\$1,456
Rockland	\$15,971	\$14,892	\$19,171	\$23,007	\$3,613	\$2,503	\$5,953	\$6,441
Scituate	\$7,482	\$5,346	\$9,914	\$11,402	\$3,397	\$1,645	\$5,085	\$5,841
Wareham	\$11,984	\$17,438	\$14,545	\$12,034	\$4,997	\$8,756	\$7,084	\$5,633
West Bridgewater	\$11,872	\$9,044	\$10,415	\$12,306	\$2,456	\$3,916	\$2,848	\$3,160
Whitman	\$10,406	\$9,455	\$7,473	\$8,922	\$2,947	\$2,699	\$3,589	\$2,593
No Tract Number	\$7,212	\$9,506	\$5,665	\$5,176	\$3,071	\$1,231	\$1,822	\$1,657
County Totals	\$287,854	\$332,471	\$356,817	\$341,410	\$102,058	\$121,357	\$140,262	\$118,324
Suffolk County								
Boston	\$528,545	\$473,838	\$428,737	\$504,172	\$141,104	\$150,275	\$149,856	\$152,483
Chelsea	\$28,485	\$23,153	\$15,788	\$21,942	\$5,031	\$5,066	\$5,799	\$5,746
Revere	\$13,082	\$12,853	\$11,329	\$17,962	\$5,915	\$6,174	\$6,687	\$10,501
Winthrop	\$6,809	\$4,251	\$6,411	\$5,468	\$2,528	\$1,358	\$3,225	\$2,966
No Tract Number	\$5,831	\$3,902	\$2,751	\$1,889	\$2,382	\$1,349	\$770	\$413
County Totals	\$582,752	\$517,997	\$465,016	\$551,433	\$156,960	\$164,222	\$166,337	\$172,109
Grand Totals - Boston MSA								
MSA Grand Totals	\$2,812,654	\$2,960,110	\$3,314,913	\$3,685,229	\$915,617	\$988,834	\$1,239,891	\$1,232,637

**Table 7B Part 4 – Dollar Amount of Loans Per 100 Firms
In Surrounding Cities & Towns, 2001 – 2004**

City/Town	Total Small Business Loans				Small Business Loans to Small Firms			
	2001	2002	2003	2004	2001	2002	2003	2004
Essex County								
Amesbury	\$1,138	\$777	\$1,029	\$1,021	\$447	\$439	\$719	\$673
Andover	\$1,617	\$1,127	\$1,291	\$1,276	\$635	\$666	\$943	\$686
Beverly	\$961	\$1,082	\$1,526	\$1,632	\$544	\$445	\$1,198	\$983
Boxford	\$1,450	\$1,233	\$1,068	\$846	\$655	\$1,002	\$626	\$799
Danvers	\$2,432	\$1,520	\$1,668	\$1,805	\$677	\$721	\$1,248	\$1,198
Essex	\$926	\$654	\$1,090	\$1,484	\$269	\$336	\$526	\$728
Georgetown	\$2,600	\$1,189	\$1,003	\$2,298	\$1,240	\$252	\$582	\$782
Gloucester	\$805	\$945	\$1,116	\$887	\$478	\$557	\$838	\$690
Groveland	\$644	\$1,022	\$969	\$994	\$493	\$572	\$607	\$613
Hamilton	\$708	\$1,306	\$952	\$1,112	\$701	\$663	\$423	\$1,172
Haverhill	\$1,326	\$1,404	\$1,624	\$1,377	\$469	\$836	\$1,166	\$770
Ipswich	\$922	\$824	\$1,285	\$1,445	\$508	\$483	\$842	\$1,091
Lawrence	\$1,672	\$1,144	\$1,623	\$1,232	\$902	\$409	\$1,065	\$599
Lynn	\$1,120	\$979	\$1,149	\$951	\$641	\$569	\$688	\$494
Lynnfield	\$2,093	\$751	\$1,892	\$1,142	\$1,052	\$390	\$1,267	\$649
Manchester	\$779	\$882	\$1,319	\$1,464	\$578	\$272	\$1,382	\$1,200
Marblehead	\$778	\$752	\$1,163	\$740	\$350	\$482	\$760	\$442
Merrimac	\$288	\$403	\$1,198	\$834	\$106	\$161	\$465	\$410
Methuen	\$1,262	\$1,242	\$1,399	\$1,255	\$714	\$616	\$1,038	\$742
Middleton	\$1,593	\$854	\$1,393	\$1,819	\$545	\$379	\$883	\$1,083
Nahant	\$1,695	\$410	\$651	\$475	\$1,300	\$387	\$568	\$306
Newbury	\$1,017	\$941	\$502	\$897	\$389	\$553	\$329	\$504
Newburyport	\$1,665	\$6,136	\$9,296	\$8,922	\$742	\$687	\$799	\$926
North Andover	\$2,147	\$1,501	\$1,904	\$1,190	\$1,417	\$650	\$1,264	\$746
Peabody	\$1,494	\$1,223	\$1,514	\$1,660	\$621	\$714	\$894	\$1,044
Rockport	\$355	\$757	\$432	\$660	\$318	\$890	\$375	\$513
Rowley	\$1,177	\$1,282	\$1,274	\$2,072	\$625	\$521	\$876	\$1,290
Salem	\$1,528	\$1,322	\$1,493	\$1,371	\$511	\$741	\$1,089	\$992
Salisbury	\$1,600	\$1,646	\$953	\$1,721	\$574	\$1,255	\$758	\$1,165
Saugus	\$1,445	\$1,012	\$983	\$797	\$482	\$556	\$554	\$468
Swampscott	\$987	\$990	\$933	\$1,079	\$523	\$806	\$635	\$762
Topsfield	\$1,679	\$1,062	\$1,215	\$1,589	\$405	\$419	\$554	\$742
Wenham	\$791	\$631	\$818	\$661	\$313	\$496	\$764	\$551
West Newbury	\$147	\$265	\$1,486	\$1,230	\$100	\$171	\$1,305	\$344
No Tract Number	NA	NA	NA	NA	NA	NA	NA	NA
County Totals	\$1,395	\$1,347	\$1,703	\$1,612	\$627	\$609	\$924	\$794
Middlesex County								
Acton	\$1,980	\$1,043	\$1,264	\$1,460	\$724	\$616	\$764	\$819
Arlington	\$866	\$575	\$802	\$790	\$471	\$340	\$570	\$616
Ashby	\$705	\$934	\$4,473	\$828	\$343	\$699	\$987	\$664
Ashland	\$1,243	\$1,550	\$1,356	\$1,728	\$394	\$494	\$660	\$681
Ayer	\$1,911	\$1,588	\$1,639	\$3,606	\$266	\$431	\$872	\$2,561
Bedford	\$1,167	\$1,330	\$1,131	\$1,540	\$541	\$723	\$529	\$400
Belmont	\$751	\$902	\$651	\$855	\$394	\$483	\$580	\$538
Billerica	\$1,339	\$1,484	\$1,697	\$1,687	\$559	\$876	\$990	\$738
Boxborough	\$2,138	\$1,437	\$1,484	\$1,070	\$1,208	\$369	\$1,063	\$698
Burlington	\$1,833	\$1,521	\$1,541	\$1,667	\$524	\$551	\$1,286	\$1,090
Cambridge	\$1,469	\$1,052	\$1,427	\$1,032	\$614	\$565	\$651	\$574
Carlisle	\$3,456	\$1,410	\$1,245	\$1,164	\$1,264	\$1,193	\$1,229	\$287
Chelmsford	\$1,385	\$1,075	\$1,388	\$1,413	\$788	\$500	\$1,063	\$824
Concord	\$1,354	\$1,172	\$1,537	\$1,537	\$625	\$789	\$928	\$936
Dracut	\$1,392	\$1,155	\$1,147	\$959	\$721	\$513	\$1,079	\$477
Dunstable	\$915	\$2,262	\$534	\$625	\$179	\$618	\$489	\$354
Everett	\$2,116	\$1,370	\$1,028	\$1,315	\$788	\$600	\$598	\$610

**Table 7B Part 4 – Dollar Amount of Loans Per 100 Firms (Continued)
In Surrounding Cities & Towns, 2001 – 2004**

City/Town	Total Small Business Loans				Small Business Loans to Small Firms			
	2001	2002	2003	2004	2001	2002	2003	2004
Middlesex County (Continued)								
Framingham	\$1,224	\$1,348	\$1,175	\$1,301	\$550	\$702	\$856	\$760
Groton	\$701	\$848	\$740	\$1,456	\$507	\$352	\$599	\$958
Holliston	\$2,151	\$1,631	\$1,845	\$1,652	\$441	\$593	\$644	\$729
Hopkinton	\$1,522	\$889	\$1,076	\$1,400	\$735	\$531	\$853	\$887
Hudson	\$1,852	\$1,467	\$1,813	\$1,391	\$986	\$894	\$1,503	\$741
Lexington	\$1,125	\$893	\$1,242	\$1,011	\$757	\$597	\$610	\$639
Lincoln	\$425	\$878	\$700	\$617	\$158	\$510	\$531	\$272
Littleton	\$2,044	\$1,559	\$1,293	\$1,595	\$510	\$667	\$650	\$1,201
Lowell	\$1,494	\$1,127	\$1,345	\$1,460	\$744	\$574	\$1,043	\$819
Malden	\$1,530	\$998	\$1,362	\$1,344	\$580	\$457	\$851	\$806
Marlborough	\$1,218	\$1,178	\$1,210	\$1,140	\$566	\$602	\$778	\$504
Maynard	\$1,464	\$1,254	\$988	\$1,616	\$463	\$554	\$593	\$726
Medford	\$1,120	\$742	\$908	\$1,001	\$458	\$354	\$512	\$510
Melrose	\$1,106	\$720	\$1,195	\$1,017	\$459	\$359	\$457	\$632
Natick	\$1,645	\$1,303	\$1,550	\$1,457	\$517	\$444	\$668	\$681
Newton	\$1,477	\$1,023	\$1,244	\$1,298	\$674	\$521	\$730	\$599
North Reading	\$1,446	\$1,656	\$1,182	\$1,503	\$525	\$507	\$693	\$1,233
Pepperell	\$595	\$954	\$880	\$1,622	\$163	\$588	\$386	\$1,152
Reading	\$1,246	\$919	\$1,295	\$1,244	\$692	\$522	\$891	\$825
Sherborn	\$1,198	\$869	\$1,148	\$766	\$406	\$837	\$453	\$492
Shirley	\$1,325	\$776	\$933	\$3,031	\$411	\$332	\$185	\$2,426
Somerville	\$1,210	\$955	\$1,193	\$994	\$592	\$613	\$600	\$660
Stoneham	\$1,892	\$1,288	\$951	\$1,200	\$710	\$398	\$697	\$612
Stow	\$1,159	\$898	\$664	\$885	\$442	\$716	\$488	\$572
Sudbury	\$1,019	\$1,274	\$1,167	\$1,365	\$584	\$655	\$553	\$764
Tewksbury	\$1,213	\$1,506	\$1,618	\$1,511	\$516	\$864	\$863	\$1,160
Townsend	\$506	\$930	\$852	\$840	\$164	\$316	\$404	\$450
Tyngsborough	\$1,719	\$1,920	\$1,365	\$1,896	\$955	\$1,111	\$943	\$1,323
Wakefield	\$2,003	\$1,777	\$1,388	\$1,414	\$761	\$441	\$766	\$725
Waltham	\$2,084	\$1,281	\$1,382	\$1,306	\$744	\$453	\$834	\$605
Watertown	\$1,461	\$1,175	\$1,332	\$1,258	\$693	\$334	\$966	\$753
Wayland	\$1,335	\$832	\$1,621	\$977	\$403	\$314	\$1,000	\$647
Westford	\$1,329	\$903	\$1,490	\$1,052	\$417	\$349	\$939	\$566
Weston	\$1,574	\$913	\$1,171	\$985	\$1,017	\$859	\$1,062	\$761
Wilmington	\$2,282	\$1,579	\$2,121	\$1,981	\$1,230	\$703	\$1,357	\$1,158
Winchester	\$1,564	\$851	\$1,144	\$1,314	\$697	\$455	\$1,002	\$633
Woburn	\$1,967	\$1,468	\$2,159	\$1,988	\$625	\$490	\$1,286	\$1,138
No Tract Number	NA	NA	NA	NA	NA	NA	NA	NA
County Totals	\$1,530	\$1,191	\$1,345	\$1,324	\$628	\$559	\$811	\$737
Norfolk County								
Avon	\$3,659	\$2,728	\$2,476	\$3,387	\$762	\$717	\$929	\$384
Bellingham	\$1,163	\$1,081	\$1,251	\$1,623	\$113	\$615	\$650	\$1,469
Braintree	\$1,291	\$896	\$1,141	\$1,103	\$272	\$324	\$428	\$568
Brookline	\$1,244	\$934	\$956	\$1,102	\$661	\$770	\$642	\$630
Canton	\$2,568	\$1,754	\$1,855	\$2,184	\$777	\$524	\$871	\$912
Cohasset	\$923	\$748	\$889	\$888	\$478	\$517	\$602	\$529
Dedham	\$1,004	\$974	\$1,014	\$977	\$442	\$572	\$785	\$540
Dover	\$1,187	\$988	\$1,276	\$1,274	\$486	\$890	\$1,359	\$624
Foxborough	\$1,239	\$965	\$1,181	\$1,378	\$471	\$473	\$904	\$607
Franklin	\$2,030	\$1,414	\$1,852	\$1,481	\$775	\$375	\$1,076	\$554
Holbrook	\$1,755	\$999	\$1,343	\$770	\$951	\$390	\$738	\$337
Medfield	\$1,260	\$1,015	\$953	\$1,050	\$647	\$597	\$655	\$461
Medway	\$1,310	\$587	\$1,352	\$1,018	\$234	\$149	\$560	\$330
Millis	\$901	\$814	\$587	\$998	\$340	\$356	\$280	\$851

**Table 7B Part 4 – Dollar Amount of Loans Per 100 Firms (Continued)
In Surrounding Cities & Towns, 2001 – 2004**

City/Town	Total Small Business Loans				Small Business Loans to Small Firms			
	2001	2002	2003	2004	2001	2002	2003	2004
Norfolk County (Continued)								
Milton	\$1,148	\$893	\$1,061	\$981	\$404	\$573	\$540	\$528
Needham	\$1,460	\$1,302	\$1,463	\$1,400	\$532	\$607	\$845	\$568
Norfolk	\$620	\$768	\$1,115	\$1,356	\$327	\$413	\$985	\$798
Norwood	\$2,154	\$1,211	\$1,271	\$1,812	\$550	\$384	\$677	\$877
Plainville	\$1,698	\$1,822	\$1,856	\$914	\$316	\$514	\$1,043	\$506
Quincy	\$1,486	\$1,152	\$1,108	\$1,129	\$469	\$619	\$633	\$608
Randolph	\$1,247	\$953	\$1,040	\$1,337	\$298	\$408	\$684	\$642
Sharon	\$977	\$740	\$839	\$753	\$523	\$330	\$527	\$465
Stoughton	\$2,106	\$1,367	\$1,594	\$1,311	\$588	\$642	\$1,071	\$690
Walpole	\$1,414	\$1,159	\$1,391	\$1,775	\$358	\$376	\$709	\$702
Wellesley	\$1,391	\$1,249	\$1,124	\$1,023	\$652	\$353	\$771	\$488
Westwood	\$2,109	\$1,010	\$1,067	\$1,158	\$643	\$622	\$814	\$676
Weymouth	\$1,473	\$1,319	\$890	\$929	\$708	\$618	\$533	\$608
Wrentham	\$1,071	\$754	\$1,010	\$877	\$507	\$253	\$718	\$914
No Tract Number	NA	NA	NA	NA	NA	NA	NA	NA
County Totals	\$1,556	\$1,161	\$1,228	\$1,272	\$535	\$532	\$722	\$641
Plymouth County								
Abington	\$1,338	\$1,978	\$1,089	\$749	\$537	\$795	\$799	\$306
Bridgewater	\$1,225	\$1,385	\$1,010	\$687	\$370	\$721	\$756	\$445
Brockton	\$1,648	\$1,198	\$1,131	\$951	\$545	\$443	\$634	\$464
Carver	\$1,000	\$451	\$406	\$500	\$998	\$333	\$363	\$564
Duxbury	\$1,402	\$1,664	\$919	\$915	\$784	\$1,397	\$740	\$702
East Bridgewater	\$737	\$786	\$766	\$472	\$358	\$645	\$617	\$304
Halifax	\$1,085	\$832	\$785	\$1,107	\$471	\$266	\$867	\$717
Hanover	\$1,339	\$1,280	\$1,360	\$1,403	\$628	\$493	\$861	\$483
Hanson	\$921	\$629	\$1,058	\$962	\$642	\$280	\$633	\$453
Hingham	\$2,430	\$1,371	\$1,947	\$1,414	\$745	\$450	\$885	\$750
Hull	\$1,233	\$949	\$654	\$557	\$1,029	\$539	\$596	\$419
Kingston	\$871	\$1,036	\$582	\$669	\$510	\$448	\$478	\$441
Lakeville	\$1,692	\$1,525	\$1,981	\$1,324	\$627	\$521	\$1,475	\$849
Marion	\$694	\$1,896	\$1,443	\$822	\$284	\$1,651	\$1,159	\$369
Marshfield	\$786	\$933	\$1,295	\$1,205	\$322	\$480	\$923	\$489
Mattapoisett	\$876	\$2,213	\$1,579	\$1,766	\$543	\$1,762	\$1,076	\$697
Middleborough	\$1,292	\$986	\$917	\$1,093	\$504	\$463	\$766	\$580
Norwell	\$2,320	\$1,853	\$2,873	\$1,949	\$779	\$720	\$1,334	\$1,250
Pembroke	\$1,489	\$1,966	\$1,635	\$1,230	\$472	\$805	\$737	\$693
Plymouth	\$1,205	\$1,215	\$1,679	\$1,040	\$751	\$853	\$891	\$497
Plympton	\$649	\$1,170	\$1,582	\$349	\$401	\$633	\$407	\$270
Rochester	\$479	\$847	\$519	\$762	\$254	\$675	\$371	\$818
Rockland	\$2,042	\$1,503	\$1,814	\$1,932	\$606	\$378	\$902	\$861
Scituate	\$1,007	\$529	\$952	\$969	\$511	\$223	\$699	\$740
Wareham	\$1,365	\$1,493	\$1,235	\$875	\$641	\$992	\$926	\$650
West Bridgewater	\$2,668	\$1,383	\$1,590	\$1,663	\$677	\$842	\$669	\$644
Whitman	\$2,328	\$1,732	\$1,277	\$1,297	\$823	\$714	\$949	\$585
No Tract Number	NA	NA	NA	NA	NA	NA	NA	NA
County Totals	\$1,493	\$1,307	\$1,362	\$1,122	\$621	\$645	\$818	\$597
Suffolk County								
Boston	\$1,842	\$1,224	\$1,073	\$1,107	\$607	\$561	\$633	\$563
Chelsea	\$2,569	\$1,601	\$1,067	\$1,370	\$579	\$503	\$694	\$619
Revere	\$1,078	\$796	\$655	\$859	\$551	\$505	\$563	\$748
Winthrop	\$1,150	\$566	\$818	\$602	\$492	\$242	\$573	\$467
No Tract Number	NA	NA	NA	NA	NA	NA	NA	NA
County Totals	\$1,844	\$1,218	\$1,058	\$1,100	\$611	\$555	\$633	\$573
Grand Totals - Boston MSA								
MSA Grand Totals	\$1,563	\$1,228	\$1,335	\$1,302	\$609	\$572	\$786	\$687

Table 8A
Small Business Lending in Low and Moderate Census Tracts
In Surrounding Cities & Towns, 2004

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	318	100	36.9	18.2	\$14,377	\$3,967	\$1,670	\$723
Gloucester	385	157	39.1	24.5	\$10,746	\$4,878	\$1,091	\$761
Haverhill	495	169	36.6	18.9	\$14,794	\$7,500	\$1,095	\$840
Lawrence	932	277	32.6	15.3	\$32,898	\$11,295	\$1,149	\$623
Lynn	943	250	35.4	14.3	\$25,153	\$8,179	\$945	\$466
Methuen	64	14	43.8	14.6	\$2,560	\$468	\$1,753	\$488
Peabody	184	64	50.7	27.6	\$6,165	\$2,154	\$1,698	\$928
Salem	456	157	50.4	25.7	\$12,906	\$5,868	\$1,428	\$959
County Totals	3,777	1,188	37.3	18.0	\$119,599	\$44,309	\$1,180	\$672
Middlesex County								
Cambridge	1,207	365	30.8	16.2	\$43,656	\$13,543	\$1,115	\$602
Dracut	147	55	36.9	18.9	\$3,030	\$1,438	\$761	\$494
Everett	760	200	37.8	15.4	\$26,454	\$7,900	\$1,315	\$610
Framingham	782	235	47.3	21.7	\$26,563	\$9,726	\$1,608	\$899
Lincoln	6	1	12.5	7.7	\$83	\$13	\$173	\$100
Lowell	1,723	484	42.4	18.9	\$62,003	\$21,175	\$1,524	\$827
Malden	828	243	41.9	18.9	\$30,710	\$11,839	\$1,553	\$919
Marlborough	442	138	38.9	18.6	\$9,416	\$2,648	\$829	\$356
Medford	480	129	35.5	15.7	\$14,857	\$4,361	\$1,097	\$532
Pepperell	130	59	54.9	34.9	\$3,928	\$1,313	\$1,657	\$777
Somerville	1,072	331	34.1	17.1	\$33,107	\$13,372	\$1,054	\$690
Waltham	702	226	45.5	22.3	\$17,790	\$7,160	\$1,152	\$708
Watertown	121	44	55.0	27.2	\$2,417	\$1,497	\$1,099	\$924
Woburn	243	88	44.5	22.4	\$8,263	\$5,399	\$1,513	\$1,377
County Totals	8,643	2,598	38.8	18.5	\$282,277	\$101,384	\$1,269	\$723
Norfolk County								
Quincy	139	44	41.6	21.8	\$3,157	\$1,608	\$945	\$796
Weymouth	132	41	46.6	20.1	\$2,664	\$1,712	\$941	\$839
County Totals	271	85	43.9	20.9	\$5,821	\$3,320	\$943	\$818
Plymouth County								
Brockton	802	264	30.1	15.2	\$23,922	\$8,360	\$899	\$480
Plymouth	391	119	42.8	18.7	\$8,177	\$3,239	\$896	\$508
Wareham	532	164	38.7	18.9	\$12,034	\$5,633	\$875	\$650
County Totals	1,725	547	34.9	16.9	\$44,133	\$17,232	\$892	\$531
Suffolk County								
Boston	5,266	1,583	30.5	14.6	\$143,144	\$50,930	\$830	\$471
Chelsea	484	100	32.9	11.8	\$19,306	\$4,654	\$1,312	\$551
Revere	659	182	44.3	18.3	\$12,666	\$7,768	\$852	\$783
County Totals	6,409	1,865	31.7	14.7	\$175,116	\$63,352	\$867	\$500
Grand Totals - Boston MSA								
MSA Grand Totals	20,825	6,283	35.8	17.0	\$626,946	\$229,597	\$1,078	\$622

Table 9A
Small Business Lending Across Various Geographies, 2004

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	21,283	7,028	45.4	22.9	\$756,087	\$243,190	\$1,612	\$794
Middlesex County	45,153	14,443	41.8	21.1	\$1,429,351	\$503,284	\$1,324	\$737
Norfolk County	20,417	6,284	42.8	20.6	\$606,948	\$195,730	\$1,272	\$641
Plymouth County	13,693	4,315	45.0	21.8	\$341,410	\$118,324	\$1,122	\$597
Suffolk County	16,036	4,762	32.0	15.9	\$551,433	\$172,109	\$1,100	\$573
Boston MSA Totals	116,582	36,832	41.2	20.5	\$3,685,229	\$1,232,637	\$1,302	\$687
City of Boston	14,021	4,250	30.8	15.7	\$504,172	\$152,483	\$1,107	\$563
Central Business Area	4,586	1,379	26.8	14.9	\$219,466	\$59,946	\$1,282	\$647
Low and Moderate Income Census Tracts								
Essex County	3,777	1,188	37.3	18.0	\$119,599	\$44,309	\$1,180	\$672
Middlesex County	8,643	2,598	38.8	18.5	\$282,277	\$101,384	\$1,269	\$723
Norfolk County	271	85	43.9	20.9	\$5,821	\$3,320	\$943	\$818
Plymouth County	1,725	547	34.9	16.9	\$44,133	\$17,232	\$892	\$531
Suffolk County	6,409	1,865	31.7	14.7	\$175,116	\$63,352	\$867	\$500
Boston MSA Totals	20,825	6,283	35.8	17.0	\$626,946	\$229,597	\$1,078	\$622
City of Boston	5,266	1,583	30.5	14.6	\$143,144	\$50,930	\$830	\$471
Central Business Area	1,766	508	27.7	14.8	\$90,179	\$20,366	\$1,413	\$595

G. LENDING BY INDIVIDUAL BANKS AND MAJOR TYPES OF 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 5,919 small business loans in the Boston MSA with a dollar amount of \$71.6 million but only 841 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, for the 2004 reporting year the law exempts small banks (those with assets under \$250 million) from the small business loan reporting requirement.

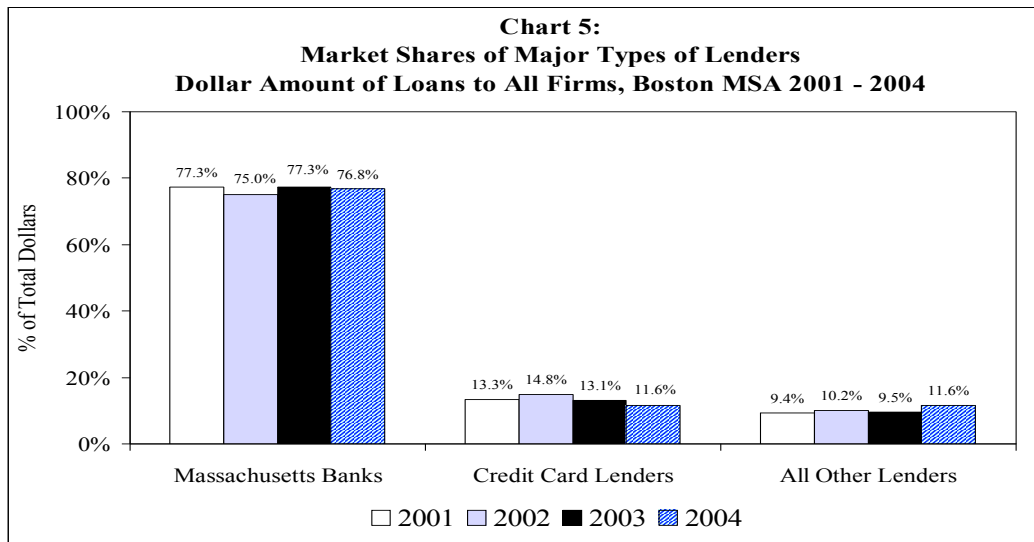
For the purposes of this report, CRA lenders are divided into three major categories: Massachusetts banks, credit card lenders, and all other lenders. Massachusetts banks are defined as banks that have a physical presence in Massachusetts even if their headquarters are located in another state. MCBC's 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 quarters of small business loan dollars in the Boston MSA in 2004.** The combined loan volume of Massachusetts banks totaled \$2.830 billion or 76.8% of the all small business loan dollars in the Boston MSA in 2004. Credit card lenders and other out-of-state lenders originated \$426.8 million and \$427.9 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 45.6% 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 61.7% of the number of small business loans in the Boston MSA in 2004 and 11.6 % of small business loan dollars. The top five credit card lenders alone accounted for 57.8% of the total number of small business loans in the Boston MSA in 2004.

The 2004 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 2004 was \$103,000 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 2001 to 2004. 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, 2004**

	Mass Deposits 6/30/04 (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	\$38,336,299	1,001	\$26,367	\$26	4.7%	3.5%	173	\$3,748	\$22	4.6%	3.1%	97.4%	89.9%
BankNorth	\$7,063,576	972	\$93,877	\$97	4.6%	12.4%	157	\$17,016	\$108	4.2%	14.2%	91.0%	114.6%
Eastern Bank	\$3,781,069	662	\$82,885	\$125	3.1%	11.0%	148	\$12,161	\$82	3.9%	10.2%	126.0%	92.8%
Citizens	\$22,224,161	585	\$174,545	\$298	2.7%	23.1%	82	\$6,283	\$77	2.2%	5.3%	79.0%	22.8%
Sovereign Bank	\$9,640,172	371	\$45,186	\$122	1.7%	6.0%	94	\$12,302	\$131	2.5%	10.3%	142.8%	172.1%
Salem Five	\$1,219,422	243	\$47,701	\$196	1.1%	6.3%	65	\$14,735	\$227	1.7%	12.3%	150.7%	195.3%
Beverly National	\$312,939	150	\$23,082	\$154	0.7%	3.1%	22	\$4,036	\$183	0.6%	3.4%	82.6%	110.5%
Danvers Savings	\$755,707	146	\$19,298	\$132	0.7%	2.6%	14	\$1,785	\$128	0.4%	1.5%	54.0%	58.5%
North Shore Bank	\$302,735	134	\$22,328	\$167	0.6%	3.0%	25	\$4,396	\$176	0.7%	3.7%	105.1%	124.5%
Newburyport Five	\$330,327	121	\$9,135	\$75	0.6%	1.2%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Mellon Trust NE	\$6,658,040	100	\$6,812	\$68	0.5%	0.9%	27	\$1,638	\$61	0.7%	1.4%	152.1%	152.0%
Pentucket Bank	\$336,645	98	\$15,808	\$161	0.5%	2.1%	26	\$3,682	\$142	0.7%	3.1%	149.5%	147.3%
Century B&T	\$1,268,161	94	\$6,595	\$70	0.4%	0.9%	35	\$2,128	\$61	0.9%	1.8%	209.8%	204.0%
Enterprise B&T	\$736,005	62	\$9,742	\$157	0.3%	1.3%	24	\$2,871	\$120	0.6%	2.4%	218.1%	186.3%
FNB of Ipswich	\$223,888	26	\$4,430	\$170	0.1%	0.6%	4	\$0	\$0	0.1%	0.0%	86.7%	0.0%
Lawrence Savings	\$290,566	21	\$4,483	\$213	0.1%	0.6%	6	\$1,688	\$281	0.2%	1.4%	161.1%	238.0%
All Other Mass Bks	NA	110	\$22,691	\$206	0.5%	3.0%	23	\$4,068	\$177	0.6%	3.4%	117.8%	113.3%
Subtotal	NA	4,896	\$614,965	\$126	23.0%	81.3%	925	\$92,537	\$100	24.5%	77.4%	106.5%	95.1%
B. Credit Card Lenders													
Capital One	NA	4,611	\$16,843	\$4	21.7%	2.2%	824	\$2,444	\$3	21.8%	2.0%	100.7%	91.7%
CitiBank	NA	3,525	\$20,821	\$6	16.6%	2.8%	609	\$3,292	\$5	16.1%	2.8%	97.4%	100.0%
MBNA America	NA	2,577	\$15,770	\$6	12.1%	2.1%	433	\$2,748	\$6	11.5%	2.3%	94.7%	110.2%
American Express	NA	939	\$7,850	\$8	4.4%	1.0%	127	\$1,200	\$9	3.4%	1.0%	76.2%	96.6%
Advanta Bank	NA	874	\$7,141	\$8	4.1%	0.9%	135	\$1,099	\$8	3.6%	0.9%	87.0%	97.3%
GE Capital	NA	368	\$1,497	\$4	1.7%	0.2%	55	\$242	\$4	1.5%	0.2%	84.2%	102.2%
US Bank	NA	307	\$2,200	\$7	1.4%	0.3%	18	\$179	\$10	0.5%	0.1%	33.0%	51.4%
Other CC Lenders	NA	86	\$625	\$7	0.4%	0.1%	20	\$130	\$6	0.5%	0.1%	131.1%	131.5%
Subtotal	NA	13,287	\$72,747	\$5	62.4%	9.6%	2,221	\$11,334	\$5	58.8%	9.5%	94.2%	98.5%
C. All Other Lenders													
Chase	NA	1,010	\$12,157	\$12	4.7%	1.6%	152	\$2,071	\$14	4.0%	1.7%	84.8%	107.7%
Pitney Bowes Bank	NA	707	\$4,066	\$6	3.3%	0.5%	171	\$1,124	\$7	4.5%	0.9%	136.3%	174.8%
Atlantic Bank of NY	NA	574	\$5,016	\$9	2.7%	0.7%	159	\$691	\$4	4.2%	0.6%	156.1%	87.1%
Wells Fargo	NA	568	\$16,153	\$28	2.7%	2.1%	97	\$2,564	\$26	2.6%	2.1%	96.2%	100.4%
Bank of America	NA	138	\$1,780	\$13	0.6%	0.2%	19	\$200	\$11	0.5%	0.2%	77.6%	71.0%
All Other Lenders	NA	103	\$29,203	\$284	0.5%	3.9%	33	\$9,078	\$275	0.9%	7.6%	180.6%	196.5%
Subtotal	NA	3,100	\$68,375	\$22	14.6%	9.0%	631	\$15,728	\$25	16.7%	13.2%	114.7%	145.4%
All Lenders Above	NA	20,984	\$703,568	\$34	98.6%	93.1%	3,701	\$106,323	\$29	98.0%	88.9%	99.4%	95.5%
Total - All Lenders	NA	21,283	\$756,087	\$36	100.0%	100.0%	3,777	\$119,599	\$32	100.0%	100.0%	100.0%	100.0%

**Table 10A – Middlesex County
Total Small Business Loans
By Lender Type and Largest Individual Lenders, 2004**

	Mass Deposits 6/30/04 (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	\$38,336,299	3,639	\$107,781	\$30	8.1%	7.5%	642	\$15,693	\$24	7.4%	5.6%	92.2%	73.7%	
Citizens	\$22,224,161	2,179	\$176,931	\$81	4.8%	12.4%	419	\$33,003	\$79	4.8%	11.7%	100.5%	94.5%	
Middlesex Savings	\$2,732,523	724	\$97,973	\$135	1.6%	6.9%	62	\$8,152	\$131	0.7%	2.9%	44.7%	42.1%	
BankNorth	\$7,063,576	707	\$93,924	\$133	1.6%	6.6%	119	\$16,252	\$137	1.4%	5.8%	87.9%	87.6%	
Sovereign Bank	\$9,640,172	566	\$68,354	\$121	1.3%	4.8%	128	\$14,453	\$113	1.5%	5.1%	118.1%	107.1%	
Eastern Bank	\$3,781,069	530	\$97,199	\$183	1.2%	6.8%	138	\$26,738	\$194	1.6%	9.5%	136.0%	139.3%	
Enterprise B&T	\$736,005	497	\$66,047	\$133	1.1%	4.6%	160	\$24,404	\$153	1.9%	8.6%	168.2%	187.1%	
Century B&T	\$1,268,161	296	\$34,012	\$115	0.7%	2.4%	124	\$13,942	\$112	1.4%	4.9%	218.9%	207.6%	
North Middlesex Sav	\$234,223	288	\$26,897	\$93	0.6%	1.9%	11	\$620	\$56	0.1%	0.2%	19.9%	11.7%	
Mellon Trust NE	\$6,658,040	261	\$23,242	\$89	0.6%	1.6%	54	\$2,914	\$54	0.6%	1.0%	108.1%	63.5%	
Northern B&T	\$267,190	221	\$41,570	\$188	0.5%	2.9%	39	\$6,266	\$161	0.5%	2.2%	92.2%	76.3%	
Cambridge Trust	\$652,455	179	\$32,315	\$181	0.4%	2.3%	42	\$8,549	\$204	0.5%	3.0%	122.6%	134.0%	
The Village Bank	\$430,825	86	\$18,002	\$209	0.2%	1.3%	13	\$2,398	\$184	0.2%	0.8%	79.0%	67.5%	
Framingham Coop	\$232,127	75	\$8,408	\$112	0.2%	0.6%	23	\$3,171	\$138	0.3%	1.1%	160.2%	191.0%	
Boston Private	\$1,371,197	64	\$20,154	\$315	0.1%	1.4%	7	\$2,171	\$310	0.1%	0.8%	57.1%	54.5%	
Winchester Savings	\$370,791	63	\$12,688	\$201	0.1%	0.9%	12	\$3,817	\$318	0.1%	1.4%	99.5%	152.3%	
Lowell Five Cents	\$583,524	62	\$9,510	\$153	0.1%	0.7%	19	\$3,928	\$207	0.2%	1.4%	160.1%	209.2%	
Salem Five	\$1,219,422	60	\$18,827	\$314	0.1%	1.3%	18	\$6,609	\$367	0.2%	2.3%	156.8%	177.8%	
Cambridge Savings	\$1,644,554	51	\$9,938	\$195	0.1%	0.7%	4	\$332	\$83	0.0%	0.1%	40.9%	16.9%	
Watertown Savings	\$934,279	48	\$10,200	\$212	0.1%	0.7%	6	\$1,101	\$184	0.1%	0.4%	65.3%	54.7%	
Eagle Bank	\$378,990	39	\$7,856	\$201	0.1%	0.5%	12	\$1,937	\$161	0.1%	0.7%	160.8%	124.9%	
All Other Mass Bks	NA	491	\$83,305	\$170	1.1%	5.8%	91	\$20,082	\$221	1.1%	7.1%	96.8%	122.1%	
Subtotal	NA	11,126	\$1,065,133	\$96	24.6%	74.5%	2,143	\$216,532	\$101	24.8%	76.7%	100.6%	102.9%	
B. Credit Card Lenders														
Capital One	NA	8,745	\$33,963	\$4	19.4%	2.4%	1,703	\$5,184	\$3	19.7%	1.8%	101.7%	77.3%	
CitiBank	NA	8,050	\$49,378	\$6	17.8%	3.5%	1,502	\$8,431	\$6	17.4%	3.0%	97.5%	86.5%	
MBNA America	NA	5,045	\$29,095	\$6	11.2%	2.0%	897	\$5,011	\$6	10.4%	1.8%	92.9%	87.2%	
Advanta Bank	NA	1,866	\$15,985	\$9	4.1%	1.1%	318	\$2,514	\$8	3.7%	0.9%	89.0%	79.6%	
American Express	NA	1,811	\$16,637	\$9	4.0%	1.2%	291	\$2,518	\$9	3.4%	0.9%	83.9%	76.6%	
US Bank	NA	1,310	\$30,597	\$23	2.9%	2.1%	342	\$6,115	\$18	4.0%	2.2%	136.4%	101.2%	
GE Capital	NA	611	\$3,207	\$5	1.4%	0.2%	135	\$578	\$4	1.6%	0.2%	115.4%	91.3%	
Other CC Lenders	NA	189	\$2,494	\$13	0.4%	0.2%	45	\$540	\$12	0.5%	0.2%	124.4%	109.7%	
Subtotal	NA	27,627	\$181,356	\$7	61.2%	12.7%	5,233	\$30,891	\$6	60.5%	10.9%	99.0%	86.3%	
C. All Other Lenders														
Chase	NA	2,375	\$28,937	\$12	5.3%	2.0%	437	\$5,214	\$12	5.1%	1.8%	96.1%	91.2%	
Pitney Bowes Bank	NA	1,651	\$9,156	\$6	3.7%	0.6%	324	\$1,742	\$5	3.7%	0.6%	102.5%	96.3%	
Wells Fargo	NA	1,198	\$36,803	\$31	2.7%	2.6%	253	\$7,314	\$29	2.9%	2.6%	110.3%	100.6%	
Atlantic Bank of NY	NA	587	\$8,995	\$15	1.3%	0.6%	140	\$2,118	\$15	1.6%	0.8%	124.6%	119.2%	
Bank of America	NA	312	\$4,357	\$14	0.7%	0.3%	67	\$647	\$10	0.8%	0.2%	112.2%	75.2%	
Silicon Valley Bank	NA	48	\$29,645	\$618	0.1%	2.1%	9	\$7,450	\$828	0.1%	2.6%	97.9%	127.3%	
Comerica Bank	NA	24	\$10,325	\$430	0.1%	0.7%	2	\$1,200	\$600	0.0%	0.4%	43.5%	58.9%	
All Other Lenders	NA	205	\$54,644	\$267	0.5%	3.8%	35	\$9,169	\$262	0.4%	3.2%	89.2%	85.0%	
Subtotal	NA	6,400	\$182,862	\$29	14.2%	12.8%	1,267	\$34,854	\$28	14.7%	12.3%	103.4%	96.5%	
All Lenders Above	NA	44,268	\$1,288,908	\$29	98.0%	90.2%	8,472	\$252,486	\$30	98.0%	89.4%	100.0%	99.2%	
Total - All Lenders	NA	45,153	\$1,429,351	\$32	100.0%	100.0%	8,643	\$282,277	\$33	100.0%	100.0%	100.0%	100.0%	

**Table 10A – Norfolk County
Total Small Business Loans
By Lender Type and Largest Individual Lenders, 2004**

	Mass Deposits 6/30/04 (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	\$38,336,299	1,880	\$73,316	\$39	9.2%	12.1%	17	\$908	\$53	6.3%	15.6%	68.1%	129.1%
Citizens	\$22,224,161	1,241	\$102,889	\$83	6.1%	17.0%	15	\$1,074	\$72	5.5%	18.5%	91.1%	108.8%
Sovereign Bank	\$9,640,172	236	\$30,581	\$130	1.2%	5.0%	4	\$610	\$152	1.5%	10.5%	127.7%	208.0%
Eastern Bank	\$3,781,069	233	\$49,532	\$213	1.1%	8.2%	2	\$110	\$55	0.7%	1.9%	64.7%	23.2%
Rockland Trust	\$1,999,573	143	\$14,132	\$99	0.7%	2.3%	6	\$441	\$74	2.2%	7.6%	316.2%	325.4%
BankNorth	\$7,063,576	129	\$21,466	\$166	0.6%	3.5%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Bank of Canton	\$453,481	112	\$19,326	\$173	0.5%	3.2%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Walpole Cooperative	\$231,644	105	\$19,631	\$187	0.5%	3.2%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
South Shore Savings	\$629,106	94	\$10,001	\$106	0.5%	1.6%	2	\$380	\$190	0.7%	6.5%	160.3%	396.2%
Middlesex Savings	\$2,732,523	88	\$17,108	\$194	0.4%	2.8%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Strata Bank	\$243,043	75	\$11,397	\$152	0.4%	1.9%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Mellon Trust NE	\$6,658,040	73	\$8,950	\$123	0.4%	1.5%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Dedham Savings	\$762,307	41	\$6,246	\$152	0.2%	1.0%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Boston Private	\$1,371,197	40	\$10,967	\$274	0.2%	1.8%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Century B&T	\$1,268,161	40	\$4,708	\$118	0.2%	0.8%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Ben Franklin Sav	\$412,715	36	\$4,459	\$124	0.2%	0.7%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Randolph Savings	\$300,469	30	\$3,647	\$122	0.1%	0.6%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Milford National	\$245,728	27	\$5,156	\$191	0.1%	0.8%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Norwood Coop	\$284,244	26	\$5,116	\$197	0.1%	0.8%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Bristol County Sav	\$640,949	23	\$3,342	\$145	0.1%	0.6%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Salem Five	\$1,219,422	19	\$8,413	\$443	0.1%	1.4%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Brookline Bank	\$732,878	18	\$3,536	\$196	0.1%	0.6%	1	\$125	\$125	0.4%	2.1%	418.8%	368.6%
Needham Coop	\$274,482	13	\$6,066	\$467	0.1%	1.0%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Cambridge Trust	\$652,455	13	\$4,360	\$335	0.1%	0.7%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Hingham IFS	\$332,444	12	\$5,826	\$486	0.1%	1.0%	1	\$250	\$250	0.4%	4.3%	628.6%	447.5%
All Other Mass Bks	NA	80	\$16,072	\$201	0.4%	2.6%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Subtotal	NA	4,827	\$466,243	\$97	23.6%	76.8%	48	\$3,898	\$81	17.7%	67.0%	74.9%	87.2%
B. Credit Card Lenders													
CitiBank	NA	4,039	\$23,978	\$6	19.8%	4.0%	48	\$267	\$6	17.7%	4.6%	89.5%	116.1%
Capital One	NA	3,970	\$15,170	\$4	19.4%	2.5%	65	\$169	\$3	24.0%	2.9%	123.4%	116.2%
MBNA America	NA	2,219	\$14,130	\$6	10.9%	2.3%	39	\$176	\$5	14.4%	3.0%	132.4%	129.9%
American Express	NA	887	\$8,850	\$10	4.3%	1.5%	13	\$84	\$6	4.8%	1.4%	110.4%	99.0%
Advanta Bank	NA	846	\$7,433	\$9	4.1%	1.2%	8	\$66	\$8	3.0%	1.1%	71.2%	92.6%
GE Capital	NA	355	\$1,823	\$5	1.7%	0.3%	7	\$10	\$1	2.6%	0.2%	148.6%	57.2%
US Bank	NA	183	\$2,542	\$14	0.9%	0.4%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Other CC Lenders	NA	71	\$673	\$9	0.3%	0.1%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Subtotal	NA	12,570	\$74,599	\$6	61.6%	12.3%	180	\$772	\$4	66.4%	13.3%	107.9%	107.9%
C. All Other Lenders													
Chase	NA	1,150	\$14,301	\$12	5.6%	2.4%	18	\$143	\$8	6.6%	2.5%	117.9%	104.3%
Pitney Bowes Bank	NA	884	\$5,096	\$6	4.3%	0.8%	11	\$50	\$5	4.1%	0.9%	93.7%	102.3%
Wells Fargo	NA	564	\$17,222	\$31	2.8%	2.8%	5	\$117	\$23	1.8%	2.0%	66.8%	70.8%
Atlantic Bank of NY	NA	180	\$2,096	\$12	0.9%	0.3%	5	\$37	\$7	1.8%	0.6%	209.3%	184.1%
Bank of America	NA	151	\$2,032	\$13	0.7%	0.3%	3	\$54	\$18	1.1%	0.9%	149.7%	277.1%
All Other Lenders	NA	91	\$25,359	\$279	0.4%	4.2%	1	\$750	\$750	0.4%	12.9%	82.8%	308.4%
Subtotal	NA	3,020	\$66,106	\$22	14.8%	10.9%	43	\$1,151	\$27	15.9%	19.8%	107.3%	181.5%
All Lenders Above	NA	20,175	\$564,844	\$28	98.8%	93.1%	270	\$5,071	\$19	99.6%	87.1%	100.8%	93.6%
Total - All Lenders	NA	20,417	\$606,948	\$30	100.0%	100.0%	271	\$5,821	\$21	100.0%	100.0%	100.0%	100.0%

**Table 10A – Plymouth County
Total Small Business Loans
By Lender Type and Largest Individual Lenders, 2004**

	Mass Deposits 6/30/04 (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	\$1,999,573	724	\$56,807	\$78	5.3%	16.6%	88	\$10,152	\$115	5.1%	23.0%	96.5%	138.2%
Citizens	\$22,224,161	664	\$47,356	\$71	4.8%	13.9%	71	\$6,944	\$98	4.1%	15.7%	84.9%	113.4%
Fleet	\$38,336,299	635	\$26,213	\$41	4.6%	7.7%	72	\$3,531	\$49	4.2%	8.0%	90.0%	104.2%
Eastern Bank	\$3,781,069	149	\$29,322	\$197	1.1%	8.6%	7	\$970	\$139	0.4%	2.2%	37.3%	25.6%
Sovereign Bank	\$9,640,172	134	\$20,729	\$155	1.0%	6.1%	20	\$3,909	\$195	1.2%	8.9%	118.5%	145.9%
Plymouth Savings	\$1,054,861	64	\$11,389	\$178	0.5%	3.3%	11	\$2,100	\$191	0.6%	4.8%	136.4%	142.6%
BankNorth	\$7,063,576	47	\$11,450	\$244	0.3%	3.4%	9	\$1,172	\$130	0.5%	2.7%	152.0%	79.2%
South Shore Savings	\$629,106	43	\$9,104	\$212	0.3%	2.7%	2	\$235	\$118	0.1%	0.5%	36.9%	20.0%
Mellon Trust NE	\$6,658,040	32	\$1,564	\$49	0.2%	0.5%	3	\$85	\$28	0.2%	0.2%	74.4%	42.0%
Hingham IFS	\$332,444	31	\$11,589	\$374	0.2%	3.4%	1	\$580	\$580	0.1%	1.3%	25.6%	38.7%
Bank of Canton	\$453,481	18	\$5,158	\$287	0.1%	1.5%	4	\$1,490	\$372	0.2%	3.4%	176.4%	223.5%
Bristol County Sav	\$640,949	16	\$2,127	\$133	0.1%	0.6%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
North Easton Sav	\$360,880	14	\$2,434	\$174	0.1%	0.7%	1	\$440	\$440	0.1%	1.0%	56.7%	139.8%
Slade's Ferry	\$413,222	11	\$1,992	\$181	0.1%	0.6%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Randolph Savings	\$300,469	8	\$1,211	\$151	0.1%	0.4%	2	\$185	\$92	0.1%	0.4%	198.5%	118.2%
Middlesex Savings	\$2,732,523	7	\$2,400	\$343	0.1%	0.7%	1	\$150	\$150	0.1%	0.3%	113.3%	48.3%
Century B&T	\$1,268,161	6	\$1,585	\$264	0.0%	0.5%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Berkshire Bank	\$854,899	3	\$1,216	\$405	0.0%	0.4%	2	\$716	\$358	0.1%	1.6%	529.2%	455.6%
Cape Cod Five	\$1,150,951	2	\$1,200	\$600	0.0%	0.4%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
All Other Mass Bks	NA	42	\$6,886	\$164	0.3%	2.0%	5	\$992	\$198	0.3%	2.2%	94.0%	108.6%
Subtotal	NA	2,675	\$258,677	\$97	19.5%	75.8%	308	\$34,823	\$113	17.8%	76.9%	90.9%	101.4%
B. Credit Card Lenders													
Capital One	NA	3,240	\$11,408	\$4	23.7%	3.3%	421	\$1,256	\$3	24.4%	2.8%	103.1%	85.2%
CitiBank	NA	2,177	\$12,341	\$6	15.9%	3.6%	274	\$1,450	\$5	15.9%	3.3%	99.9%	90.9%
MBNA America	NA	1,961	\$10,547	\$5	14.3%	3.1%	233	\$1,291	\$6	13.5%	2.9%	94.3%	94.7%
Advanta Bank	NA	584	\$4,636	\$8	4.3%	1.4%	72	\$594	\$8	4.2%	1.3%	97.9%	99.1%
American Express	NA	501	\$4,481	\$9	3.7%	1.3%	74	\$558	\$8	4.3%	1.3%	117.2%	96.3%
GE Capital	NA	468	\$1,922	\$4	3.4%	0.6%	60	\$223	\$4	3.5%	0.5%	101.8%	89.7%
Other CC Lenders	NA	63	\$399	\$6	0.5%	0.1%	5	\$19	\$4	0.3%	0.0%	62.7%	35.9%
Subtotal	NA	8,994	\$45,734	\$5	65.7%	13.4%	1,139	\$5,391	\$5	65.7%	11.9%	100.0%	88.8%
C. All Other Lenders													
Chase	NA	696	\$7,486	\$11	5.1%	2.2%	80	\$751	\$9	4.6%	1.7%	91.2%	77.6%
Pitney Bowes Bank	NA	440	\$1,998	\$5	3.2%	0.6%	67	\$301	\$4	3.9%	0.7%	120.9%	116.5%
Wells Fargo	NA	372	\$10,706	\$29	2.7%	3.1%	47	\$1,099	\$23	2.7%	2.5%	100.3%	79.4%
Atlantic Bank of NY	NA	342	\$1,434	\$4	2.5%	0.4%	68	\$239	\$4	3.9%	0.5%	157.8%	128.9%
Bank of America	NA	97	\$984	\$10	0.7%	0.3%	10	\$104	\$10	0.6%	0.2%	81.8%	81.7%
Webser Bank NA	NA	24	\$4,423	\$184	0.2%	1.3%	6	\$1,371	\$228	0.3%	3.1%	198.5%	239.8%
Washington Mutual	NA	6	\$2,257	\$376	0.0%	0.7%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
LaSalle Bank	NA	2	\$1,190	\$595	0.0%	0.3%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
All Other Lenders	NA	45	\$6,521	\$145	0.3%	1.9%	9	\$1,226	\$136	0.5%	2.7%	157.9%	141.7%
Subtotal	NA	2,024	\$36,999	\$18	14.8%	10.8%	287	\$5,091	\$18	16.6%	11.2%	112.0%	103.7%
All Lenders Above	NA	13,543	\$327,604	\$24	98.9%	96.0%	1,715	\$43,068	\$25	98.9%	95.1%	100.0%	99.1%
Total - All Lenders	NA	13,693	\$341,410	\$25	100.0%	100.0%	1,734	\$45,305	\$26	100.0%	100.0%	100.0%	100.0%

**Table 10A – Suffolk County
Total Small Business Loans
By Lender Type and Largest Individual Lenders, 2004**

	Mass Deposits 6/30/04 (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	\$38,336,299	1,480	\$63,407	\$43	9.2%	11.5%	711	\$28,165	\$40	8.7%	10.6%	94.2%	92.3%	
Citizens	\$22,224,161	1,373	\$122,682	\$89	8.6%	22.2%	758	\$64,341	\$85	9.3%	24.3%	108.3%	109.0%	
Sovereign Bank	\$9,640,172	353	\$56,481	\$160	2.2%	10.2%	176	\$28,328	\$161	2.2%	10.7%	97.8%	104.3%	
Eastern Bank	\$3,781,069	175	\$48,742	\$279	1.1%	8.8%	68	\$16,814	\$247	0.8%	6.3%	76.2%	71.7%	
Boston Private	\$1,371,197	115	\$23,354	\$203	0.7%	4.2%	40	\$8,116	\$203	0.5%	3.1%	68.2%	72.2%	
Century B&T	\$1,268,161	113	\$15,734	\$139	0.7%	2.9%	55	\$7,105	\$129	0.7%	2.7%	95.5%	93.9%	
Mellon Trust NE	\$6,658,040	98	\$15,868	\$162	0.6%	2.9%	38	\$5,664	\$149	0.5%	2.1%	76.1%	74.2%	
BankNorth	\$7,063,576	49	\$9,230	\$188	0.3%	1.7%	18	\$2,855	\$159	0.2%	1.1%	72.0%	64.3%	
Wainwright Bank	\$464,967	49	\$6,920	\$141	0.3%	1.3%	28	\$5,455	\$195	0.3%	2.1%	112.1%	163.9%	
Cambridge Trust	\$652,455	38	\$5,965	\$157	0.2%	1.1%	16	\$3,450	\$216	0.2%	1.3%	82.6%	120.2%	
Salem Five	\$1,219,422	25	\$6,713	\$269	0.2%	1.2%	8	\$3,212	\$402	0.1%	1.2%	62.8%	99.5%	
Danvers Savings	\$755,707	24	\$3,828	\$160	0.1%	0.7%	12	\$1,542	\$128	0.1%	0.6%	98.1%	83.7%	
Brookline Bank	\$732,878	20	\$4,599	\$230	0.1%	0.8%	9	\$2,409	\$268	0.1%	0.9%	88.2%	108.9%	
East Boston Savings	\$649,315	14	\$3,813	\$272	0.1%	0.7%	12	\$3,228	\$269	0.1%	1.2%	168.0%	176.0%	
Central Cooperative	\$315,655	12	\$3,166	\$264	0.1%	0.6%	4	\$1,684	\$421	0.0%	0.6%	65.4%	110.6%	
Bank of Canton	\$453,481	12	\$3,123	\$260	0.1%	0.6%	9	\$2,548	\$283	0.1%	1.0%	147.1%	169.6%	
Cambridge Savings	\$1,644,554	11	\$3,465	\$315	0.1%	0.6%	3	\$970	\$323	0.0%	0.4%	53.4%	58.2%	
Winchester Savings	\$370,791	10	\$2,780	\$278	0.1%	0.5%	4	\$1,043	\$261	0.0%	0.4%	78.5%	78.0%	
Middlesex Savings	\$2,732,523	7	\$2,922	\$417	0.0%	0.5%	2	\$1,000	\$500	0.0%	0.4%	56.0%	71.1%	
All Other Mass Bks	NA	83	\$22,483	\$271	0.5%	4.1%	49	\$10,813	\$221	0.6%	4.0%	115.6%	98.9%	
Subtotal	NA	4,064	\$425,520	\$105	25.3%	77.2%	2,038	\$201,597	\$99	24.9%	75.2%	98.2%	97.4%	
B. Credit Card Lenders														
Capital One	NA	3,168	\$9,984	\$3	19.8%	1.8%	1,674	\$4,990	\$3	20.5%	1.9%	103.7%	103.9%	
CitiBank	NA	3,115	\$18,991	\$6	19.4%	3.4%	1,537	\$8,569	\$6	18.8%	3.2%	96.8%	93.8%	
MBNA America	NA	1,445	\$9,399	\$7	9.0%	1.7%	722	\$4,624	\$6	8.8%	1.7%	98.0%	102.3%	
American Express	NA	664	\$6,443	\$10	4.1%	1.2%	352	\$3,253	\$9	4.3%	1.2%	104.0%	104.9%	
Advanta Bank	NA	543	\$4,792	\$9	3.4%	0.9%	273	\$2,318	\$8	3.3%	0.9%	98.6%	100.5%	
GE Capital	NA	232	\$836	\$4	1.4%	0.2%	136	\$452	\$3	1.7%	0.2%	115.0%	112.3%	
US Bank	NA	176	\$1,227	\$7	1.1%	0.2%	73	\$438	\$6	0.9%	0.2%	81.4%	74.2%	
Other CC Lenders	NA	78	\$657	\$8	0.5%	0.1%	50	\$430	\$9	0.6%	0.2%	125.5%	134.6%	
Subtotal	NA	9,421	\$52,329	\$6	58.7%	9.5%	4,817	\$25,074	\$5	58.8%	9.4%	100.1%	98.5%	
C. All Other Lenders														
Pitney Bowes Bank	NA	1,042	\$7,082	\$7	6.5%	1.3%	543	\$3,581	\$7	6.6%	1.3%	102.2%	105.1%	
Chase	NA	688	\$8,744	\$13	4.3%	1.6%	344	\$4,155	\$12	4.2%	1.6%	98.1%	98.8%	
Wells Fargo	NA	367	\$12,133	\$33	2.3%	2.2%	191	\$6,045	\$32	2.3%	2.3%	102.1%	103.6%	
Atlantic Bank of NY	NA	193	\$4,436	\$23	1.2%	0.8%	113	\$2,145	\$19	1.4%	0.8%	114.8%	100.5%	
Bank of America	NA	150	\$3,163	\$21	0.9%	0.6%	82	\$2,152	\$26	1.0%	0.8%	107.2%	141.4%	
Wachovia Bank	NA	12	\$4,127	\$344	0.1%	0.7%	7	\$3,110	\$444	0.1%	1.2%	114.4%	156.6%	
Greenpoint Bank	NA	11	\$3,765	\$342	0.1%	0.7%	10	\$3,520	\$352	0.1%	1.3%	178.5%	194.3%	
Silicon Valley Bank	NA	10	\$7,646	\$765	0.1%	1.4%	5	\$3,800	\$760	0.1%	1.4%	98.1%	103.3%	
All Other Lenders	NA	78	\$22,488	\$288	0.5%	4.1%	43	\$12,971	\$302	0.5%	4.8%	107.9%	118.6%	
Subtotal	NA	2,551	\$73,584	\$29	15.9%	13.3%	1,338	\$41,479	\$31	16.3%	15.5%	102.7%	115.9%	
All Lenders Above	NA	15,797	\$505,805	\$32	98.5%	91.7%	8,051	\$243,936	\$30	98.3%	91.0%	99.8%	99.2%	
Total - All Lenders	NA	16,036	\$551,433	\$34	100.0%	100.0%	8,193	\$268,150	\$33	100.0%	100.0%	100.0%	100.0%	

**Table 10A – Boston MSA
Total Small Business Loans
By Lender Type and Largest Individual Lenders, 2004**

	Mass Deposits 6/30/04 (000s)	Loans to Firms Anywhere in the MSA					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	\$38,336,299	8,635	\$297,084	\$34	7.4%	8.1%	1,615	\$52,045	\$32	7.1%	7.3%	96.5%	90.0%
Citizens	\$22,224,161	6,042	\$624,403	\$103	5.2%	16.9%	1,345	\$111,645	\$83	6.0%	15.6%	114.9%	91.9%
BankNorth	\$7,063,576	1,904	\$229,947	\$121	1.6%	6.2%	303	\$37,295	\$123	1.3%	5.2%	82.1%	83.3%
Eastern Bank	\$3,781,069	1,749	\$307,680	\$176	1.5%	8.3%	363	\$56,793	\$156	1.6%	7.9%	107.1%	94.9%
Sovereign Bank	\$9,640,172	1,660	\$221,331	\$133	1.4%	6.0%	422	\$59,602	\$141	1.9%	8.3%	131.2%	138.4%
Rockland Trust	\$1,999,573	891	\$74,267	\$83	0.8%	2.0%	104	\$12,322	\$118	0.5%	1.7%	60.2%	85.3%
Middlesex Savings	\$2,732,523	833	\$121,748	\$146	0.7%	3.3%	65	\$9,302	\$143	0.3%	1.3%	40.3%	39.3%
Mellon Trust NE	\$6,658,040	564	\$56,436	\$100	0.5%	1.5%	122	\$10,301	\$84	0.5%	1.4%	111.6%	93.8%
Enterprise B&T	\$736,005	561	\$76,414	\$136	0.5%	2.1%	186	\$27,900	\$150	0.8%	3.9%	171.1%	187.6%
Century B&T	\$1,268,161	549	\$62,634	\$114	0.5%	1.7%	214	\$23,175	\$108	0.9%	3.2%	201.1%	190.2%
Salem Five	\$1,219,422	351	\$82,329	\$235	0.3%	2.2%	93	\$24,856	\$267	0.4%	3.5%	136.7%	155.1%
North Middlesex Sav	\$234,223	288	\$26,897	\$93	0.2%	0.7%	11	\$620	\$56	0.0%	0.1%	19.7%	11.8%
Northern B&T	\$267,190	239	\$45,792	\$192	0.2%	1.2%	42	\$6,579	\$157	0.2%	0.9%	90.7%	73.8%
Cambridge Trust	\$652,455	237	\$43,766	\$185	0.2%	1.2%	59	\$12,249	\$208	0.3%	1.7%	128.5%	143.8%
Boston Private	\$1,371,197	229	\$58,121	\$254	0.2%	1.6%	47	\$10,287	\$219	0.2%	1.4%	105.9%	91.0%
Danvers Savings	\$755,707	219	\$30,038	\$137	0.2%	0.8%	34	\$4,331	\$127	0.2%	0.6%	80.1%	74.1%
Beverly National	\$312,939	172	\$30,350	\$176	0.1%	0.8%	27	\$6,721	\$249	0.1%	0.9%	81.0%	113.8%
North Shore Bank	\$302,735	162	\$28,170	\$174	0.1%	0.8%	31	\$5,151	\$166	0.1%	0.7%	98.8%	94.0%
Bank of Canton	\$453,481	149	\$29,826	\$200	0.1%	0.8%	17	\$5,242	\$308	0.1%	0.7%	58.8%	90.3%
South Shore Savings	\$629,106	146	\$20,300	\$139	0.1%	0.6%	6	\$790	\$132	0.0%	0.1%	21.2%	20.0%
Walpole Cooperative	\$231,644	112	\$20,932	\$187	0.1%	0.6%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
The Village Bank	\$430,825	97	\$20,617	\$213	0.1%	0.6%	13	\$2,398	\$184	0.1%	0.3%	69.1%	59.8%
Hingham IFS	\$332,444	55	\$20,699	\$376	0.0%	0.6%	8	\$3,279	\$410	0.0%	0.5%	75.2%	81.4%
All Other Mass Bks	NA	1,716	\$293,567	\$171	1.5%	8.0%	308	\$62,477	\$203	1.3%	8.3%	91.4%	104.0%
Subtotal	NA	27,588	\$2,830,538	\$103	23.7%	76.8%	5,738	\$582,655	\$102	25.1%	77.2%	105.9%	100.6%
B. Credit Card Lenders													
Capital One	NA	23,734	\$87,368	\$4	20.4%	2.4%	4,687	\$14,043	\$3	20.7%	2.0%	101.9%	82.6%
CitiBank	NA	20,906	\$125,509	\$6	17.9%	3.4%	3,970	\$22,009	\$6	17.6%	3.1%	98.0%	90.1%
MBNA America	NA	13,247	\$78,941	\$6	11.4%	2.1%	2,324	\$13,850	\$6	10.3%	1.9%	90.5%	90.2%
American Express	NA	4,802	\$44,261	\$9	4.1%	1.2%	857	\$7,613	\$9	3.8%	1.1%	92.1%	88.4%
Advanta Bank	NA	4,713	\$39,987	\$8	4.0%	1.1%	806	\$6,591	\$8	3.6%	0.9%	88.3%	84.7%
GE Capital	NA	2,034	\$9,285	\$5	1.7%	0.3%	393	\$1,505	\$4	1.7%	0.2%	99.7%	83.3%
US Bank	NA	1,995	\$36,653	\$18	1.7%	1.0%	435	\$6,737	\$15	1.9%	0.9%	112.5%	94.5%
Other CC Lenders	NA	468	\$4,761	\$10	0.4%	0.1%	118	\$1,114	\$9	0.5%	0.1%	128.4%	114.3%
Subtotal	NA	71,899	\$426,765	\$6	61.7%	11.6%	13,590	\$73,462	\$5	59.4%	9.7%	96.3%	84.1%
C. All Other Lenders													
Chase	NA	5,919	\$71,625	\$12	5.1%	1.9%	1,031	\$12,334	\$12	4.6%	1.7%	89.9%	88.5%
Pitney Bowes Bank	NA	4,724	\$27,398	\$6	4.1%	0.7%	1,116	\$6,798	\$6	4.9%	0.9%	121.9%	127.5%
Wells Fargo	NA	3,069	\$93,017	\$30	2.6%	2.5%	593	\$17,139	\$29	2.6%	2.4%	99.7%	94.7%
Atlantic Bank of NY	NA	1,876	\$21,977	\$12	1.6%	0.6%	485	\$5,230	\$11	2.1%	0.7%	133.4%	122.3%
Bank of America	NA	848	\$12,316	\$15	0.7%	0.3%	181	\$3,157	\$17	0.8%	0.4%	110.2%	131.8%
Silicon Valley Bank	NA	68	\$42,556	\$626	0.1%	1.2%	16	\$12,750	\$797	0.1%	1.8%	121.4%	154.0%
All Other Lenders	NA	591	\$159,037	\$269	0.5%	4.3%	144	\$40,895	\$284	0.6%	5.4%	124.1%	125.6%
Subtotal	NA	17,095	\$427,926	\$25	14.7%	11.6%	3,566	\$98,303	\$28	15.6%	13.0%	106.2%	112.2%
All Lenders Above	NA	113,807	\$3,227,864	\$28	97.6%	87.6%	22,324	\$649,934	\$29	97.5%	86.2%	99.9%	98.4%
Total - All Lenders	NA	116,582	\$3,685,229	\$32	100.0%	100.0%	22,894	\$754,420	\$33	100.0%	100.0%	100.0%	100.0%

**Table 10B – Essex County
Change in Total Small Business Loans
By Lender Type, 2001 – 2004**

	Number of Loans				Dollar Amount of Loans (000s)			
	2001	2002	2003	2004	2001	2002	2003	2004
A. Overall Change in Loans								
Massachusetts Banks	2,906	3,526	4,471	4,896	\$322,420	\$416,969	\$575,965	\$614,965
Credit Card Lenders	11,077	13,879	14,119	13,287	\$58,278	\$74,523	\$72,802	\$72,747
All Other Bank Lenders	940	1,030	1,852	3,100	\$36,473	\$44,279	\$45,225	\$68,375
Totals - All Lenders	14,923	18,435	20,442	21,283	\$417,171	\$535,771	\$693,992	\$756,087
B. Overall Change in Market Share								
Massachusetts Banks	19.5%	19.1%	21.9%	23.0%	77.3%	77.8%	83.0%	81.3%
Credit Card Lenders	74.2%	75.3%	69.1%	62.4%	14.0%	13.9%	10.5%	9.6%
All Other Bank Lenders	6.3%	5.6%	9.1%	14.6%	8.7%	8.3%	6.5%	9.0%
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	654	813	1,053	925	\$62,854	\$75,344	\$113,543	\$92,537
Credit Card Lenders	1,921	2,495	2,426	2,221	\$9,281	\$12,225	\$11,157	\$11,334
All Other Bank Lenders	221	224	427	631	\$6,679	\$5,307	\$9,518	\$15,728
Totals - All Lenders	2,796	3,532	3,906	3,777	\$78,814	\$92,876	\$134,218	\$119,599
D. Change in Market Share in Low & Moderate Income Tracts								
Massachusetts Banks	23.4%	23.0%	27.0%	24.5%	79.7%	81.1%	84.6%	77.4%
Credit Card Lenders	68.7%	70.6%	62.1%	58.8%	11.8%	13.2%	8.3%	9.5%
All Other Bank Lenders	7.9%	6.3%	10.9%	16.7%	8.5%	5.7%	7.1%	13.2%
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, 2001 – 2004**

	Number of Loans				Dollar Amount of Loans (000s)			
	2001	2002	2003	2004	2001	2002	2003	2004
A. Overall Change in Loans								
Massachusetts Banks	6,810	7,606	9,970	11,126	\$772,307	\$788,173	\$952,604	\$1,065,133
Credit Card Lenders	24,813	29,162	31,497	27,627	\$163,248	\$178,790	\$190,137	\$181,356
All Other Bank Lenders	1,744	2,098	3,529	6,400	\$114,678	\$129,252	\$133,065	\$182,862
Totals - All Lenders	33,367	38,866	44,996	45,153	\$1,050,233	\$1,096,215	\$1,275,806	\$1,429,351
B. Overall Change in Market Share								
Massachusetts Banks	20.4%	19.6%	22.2%	24.6%	73.5%	71.9%	74.7%	74.5%
Credit Card Lenders	74.4%	75.0%	70.0%	61.2%	15.5%	16.3%	14.9%	12.7%
All Other Bank Lenders	5.2%	5.4%	7.8%	14.2%	10.9%	11.8%	10.4%	12.8%
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	1,000	1,072	1,671	2,143	\$106,983	\$108,116	\$159,562	\$216,532
Credit Card Lenders	3,161	3,389	5,797	5,233	\$19,946	\$20,428	\$45,294	\$30,891
All Other Bank Lenders	248	260	520	1,267	\$19,427	\$13,178	\$20,164	\$34,854
Totals - All Lenders	4,409	4,721	7,988	8,643	\$146,356	\$141,722	\$225,020	\$282,277
D. Change in Market Share in Low & Moderate Income Tracts								
Massachusetts Banks	22.7%	22.7%	20.9%	24.8%	73.1%	76.3%	70.9%	76.7%
Credit Card Lenders	71.7%	71.8%	72.6%	60.5%	13.6%	14.4%	20.1%	10.9%
All Other Bank Lenders	5.6%	5.5%	6.5%	14.7%	13.3%	9.3%	9.0%	12.3%
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, 2001 – 2004**

	Number of Loans				Dollar Amount of Loans (000s)			
	2001	2002	2003	2004	2001	2002	2003	2004
A. Overall Change in Loans								
Massachusetts Banks	2,879	3,210	4,267	4,827	\$374,977	\$354,602	\$396,761	\$466,243
Credit Card Lenders	10,897	12,852	13,368	12,570	\$63,838	\$75,054	\$70,413	\$74,599
All Other Bank Lenders	776	980	1,765	3,020	\$35,829	\$48,000	\$56,108	\$66,106
Totals - All Lenders	14,552	17,042	19,400	20,417	\$474,644	\$477,656	\$523,282	\$606,948
B. Overall Change in Market Share								
Massachusetts Banks	19.8%	18.8%	22.0%	23.6%	79.0%	74.2%	75.8%	76.8%
Credit Card Lenders	74.9%	75.4%	68.9%	61.6%	13.4%	15.7%	13.5%	12.3%
All Other Bank Lenders	5.3%	5.8%	9.1%	14.8%	7.5%	10.0%	10.7%	10.9%
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	88	96	162	48	\$12,219	\$11,232	\$15,057	\$3,898
Credit Card Lenders	224	343	368	180	\$1,238	\$2,099	\$1,932	\$772
All Other Bank Lenders	14	17	50	43	\$242	\$1,845	\$992	\$1,151
Totals - All Lenders	326	456	580	271	\$13,699	\$15,176	\$17,981	\$5,821
D. Change in Market Share in Low & Moderate Income Tracts								
Massachusetts Banks	27.0%	21.1%	27.9%	17.7%	89.2%	74.0%	83.7%	67.0%
Credit Card Lenders	68.7%	75.2%	63.4%	66.4%	9.0%	13.8%	10.7%	13.3%
All Other Bank Lenders	4.3%	3.7%	8.6%	15.9%	1.8%	12.2%	5.5%	19.8%
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, 2001 – 2004**

	Number of Loans				Dollar Amount of Loans (000s)			
	2001	2002	2003	2004	2001	2002	2003	2004
A. Overall Change in Loans								
Massachusetts Banks	1,882	2,190	2,760	2,675	\$231,753	\$262,365	\$283,246	\$258,677
Credit Card Lenders	6,906	8,986	9,474	8,994	\$36,823	\$47,137	\$46,176	\$45,734
All Other Bank Lenders	546	624	1,239	2,024	\$19,278	\$22,969	\$27,395	\$36,999
Totals - All Lenders	9,334	11,800	13,473	13,693	\$287,854	\$332,471	\$356,817	\$341,410
B. Overall Change in Market Share								
Massachusetts Banks	20.2%	18.6%	20.5%	19.5%	80.5%	78.9%	79.4%	75.8%
Credit Card Lenders	74.0%	76.2%	70.3%	65.7%	12.8%	14.2%	12.9%	13.4%
All Other Bank Lenders	5.8%	5.3%	9.2%	14.8%	6.7%	6.9%	7.7%	10.8%
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	225	278	391	308	\$25,917	\$36,093	\$41,389	\$34,823
Credit Card Lenders	726	939	1,264	1,139	\$3,451	\$4,551	\$5,800	\$5,391
All Other Bank Lenders	92	100	229	287	\$2,493	\$3,733	\$2,944	\$5,091
Totals - All Lenders	1,043	1,317	1,884	1,734	\$31,861	\$44,377	\$50,133	\$45,305
D. Change in Market Share in Low & Moderate Income Tracts								
Massachusetts Banks	21.6%	21.1%	20.8%	17.8%	81.3%	81.3%	82.6%	76.9%
Credit Card Lenders	69.6%	71.3%	67.1%	65.7%	10.8%	10.3%	11.6%	11.9%
All Other Bank Lenders	8.8%	7.6%	12.2%	16.6%	7.8%	8.4%	5.9%	11.2%
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, 2001 – 2004**

	Number of Loans				Dollar Amount of Loans (000s)			
	2001	2002	2003	2004	2001	2002	2003	2004
A. Overall Change in Loans								
Massachusetts Banks	3,403	3,416	3,881	4,064	\$473,848	\$398,061	\$355,307	\$425,520
Credit Card Lenders	9,694	11,141	10,444	9,421	\$51,737	\$63,133	\$54,969	\$52,329
All Other Bank Lenders	764	827	1,533	2,551	\$57,167	\$56,803	\$54,740	\$73,584
Totals - All Lenders	13,861	15,384	15,858	16,036	\$582,752	\$517,997	\$465,016	\$551,433
B. Overall Change in Market Share								
Massachusetts Banks	24.6%	22.2%	24.5%	25.3%	81.3%	76.8%	76.4%	77.2%
Credit Card Lenders	69.9%	72.4%	65.9%	58.7%	8.9%	12.2%	11.8%	9.5%
All Other Bank Lenders	5.5%	5.4%	9.7%	15.9%	9.8%	11.0%	11.8%	13.3%
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	2,129	2,012	2,288	2,038	\$294,580	\$233,185	\$192,411	\$201,597
Credit Card Lenders	5,234	5,917	5,627	4,817	\$26,449	\$31,704	\$28,319	\$25,074
All Other Bank Lenders	411	468	841	1,338	\$30,183	\$24,541	\$26,867	\$41,479
Totals - All Lenders	7,774	8,397	8,756	8,193	\$351,212	\$289,430	\$247,597	\$268,150
D. Change in Market Share in Low & Moderate Income Tracts								
Massachusetts Banks	27.4%	24.0%	26.1%	24.9%	83.9%	80.6%	77.7%	75.2%
Credit Card Lenders	67.3%	70.5%	64.3%	58.8%	7.5%	11.0%	11.4%	9.4%
All Other Bank Lenders	5.3%	5.6%	9.6%	16.3%	8.6%	8.5%	10.9%	15.5%
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, 2001 – 2004**

	Number of Loans				Dollar Amount of Loans (000s)			
	2001	2002	2003	2004	2001	2002	2003	2004
A. Overall Change in Loans								
Massachusetts Banks	17,880	19,948	25,349	27,588	\$2,175,305	\$2,220,170	\$2,563,883	\$2,830,538
Credit Card Lenders	63,387	76,020	78,902	71,899	\$373,924	\$438,637	\$434,497	\$426,765
All Other Bank Lenders	4,770	5,559	9,918	17,095	\$263,425	\$301,303	\$316,533	\$427,926
Totals - All Lenders	86,037	101,527	114,169	116,582	\$2,812,654	\$2,960,110	\$3,314,913	\$3,685,229
B. Overall Change in Market Share								
Massachusetts Banks	20.8%	19.6%	22.2%	23.7%	77.3%	75.0%	77.3%	76.8%
Credit Card Lenders	73.7%	74.9%	69.1%	61.7%	13.3%	14.8%	13.1%	11.6%
All Other Bank Lenders	5.5%	5.5%	8.7%	14.7%	9.4%	10.2%	9.5%	11.6%
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	4,096	4,271	5,565	5,738	\$502,553	\$463,970	\$521,962	\$582,655
Credit Card Lenders	11,266	13,083	15,482	13,590	\$60,365	\$71,007	\$92,502	\$73,462
All Other Bank Lenders	986	1,069	2,067	3,566	\$59,024	\$48,604	\$60,485	\$98,303
Totals - All Lenders	16,348	18,423	23,114	22,894	\$621,942	\$583,581	\$674,949	\$754,420
D. Change in Market Share in Low & Moderate Income Tracts								
Massachusetts Banks	25.1%	23.2%	24.1%	25.1%	80.8%	79.5%	77.3%	77.2%
Credit Card Lenders	68.9%	71.0%	67.0%	59.4%	9.7%	12.2%	13.7%	9.7%
All Other Bank Lenders	6.0%	5.8%	8.9%	15.6%	9.5%	8.3%	9.0%	13.0%
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, 2004**

	Mass Deposits 6/30/04 (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													
BankNorth	\$7,063,576	702	\$44,701	\$64	10.0%	18.4%	108	\$7,195	\$67	9.1%	16.2%	91.0%	88.3%
Citizens	\$22,224,161	268	\$8,933	\$33	3.8%	3.7%	59	\$2,607	\$44	5.0%	5.9%	130.2%	160.2%
Fleet	\$38,336,299	267	\$7,045	\$26	3.8%	2.9%	39	\$923	\$24	3.3%	2.1%	86.4%	71.9%
Sovereign Bank	\$9,640,172	239	\$13,632	\$57	3.4%	5.6%	59	\$4,320	\$73	5.0%	9.7%	146.0%	173.9%
Eastern Bank	\$3,781,069	172	\$23,093	\$134	2.4%	9.5%	37	\$3,409	\$92	3.1%	7.7%	127.3%	81.0%
Salem Five	\$1,219,422	142	\$20,625	\$145	2.0%	8.5%	32	\$5,430	\$170	2.7%	12.3%	133.3%	144.5%
Newburyport Five	\$330,327	112	\$5,973	\$53	1.6%	2.5%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Beverly National	\$312,939	111	\$15,193	\$137	1.6%	6.2%	14	\$1,320	\$94	1.2%	3.0%	74.6%	47.7%
North Shore Bank	\$302,735	105	\$16,109	\$153	1.5%	6.6%	19	\$2,748	\$145	1.6%	6.2%	107.0%	93.6%
Danvers Savings	\$755,707	82	\$7,134	\$87	1.2%	2.9%	10	\$385	\$38	0.8%	0.9%	72.1%	29.6%
Pentucket Bank	\$336,645	51	\$7,327	\$144	0.7%	3.0%	24	\$3,639	\$152	2.0%	8.2%	278.4%	272.6%
FNB of Ipswich	\$223,888	21	\$2,935	\$140	0.3%	1.2%	4	\$0	\$0	0.3%	0.0%	112.7%	0.0%
Cape Ann Savings	\$262,683	21	\$2,345	\$112	0.3%	1.0%	13	\$1,665	\$128	1.1%	3.8%	366.2%	389.7%
Enterprise B&T	\$736,005	19	\$2,526	\$133	0.3%	1.0%	1	\$10	\$10	0.1%	0.0%	31.1%	2.2%
Century B&T	\$1,268,161	16	\$1,307	\$82	0.2%	0.5%	4	\$210	\$52	0.3%	0.5%	147.9%	88.2%
Lawrence Savings	\$290,566	13	\$2,252	\$173	0.2%	0.9%	4	\$817	\$204	0.3%	1.8%	182.1%	199.1%
East Boston Savings	\$649,315	9	\$2,621	\$291	0.1%	1.1%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Northern B&T	\$267,190	6	\$1,715	\$286	0.1%	0.7%	1	\$50	\$50	0.1%	0.1%	98.6%	16.0%
Boston Private	\$1,371,197	5	\$1,558	\$312	0.1%	0.6%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
All Other Mass Bks	NA	28	\$6,815	\$243	0.4%	2.8%	2	\$1,123	\$562	0.2%	2.5%	42.2%	90.4%
Subtotal	NA	2,389	\$193,839	\$81	34.0%	79.7%	430	\$35,851	\$83	36.2%	80.9%	106.5%	101.5%
B. Credit Card Lenders													
MBNA America	NA	1,478	\$8,263	\$6	21.0%	3.4%	253	\$1,409	\$6	21.3%	3.2%	101.3%	93.6%
CitiBank	NA	1,079	\$6,997	\$6	15.4%	2.9%	183	\$990	\$5	15.4%	2.2%	100.3%	77.7%
American Express	NA	737	\$5,465	\$7	10.5%	2.2%	92	\$787	\$9	7.7%	1.8%	73.8%	79.0%
Capital One	NA	584	\$1,934	\$3	8.3%	0.8%	95	\$249	\$3	8.0%	0.6%	96.2%	70.7%
GE Capital	NA	37	\$130	\$4	0.5%	0.1%	6	\$26	\$4	0.5%	0.1%	95.9%	109.7%
Other CC Lenders	NA	18	\$147	\$8	0.3%	0.1%	5	\$50	\$10	0.4%	0.1%	164.3%	186.8%
Subtotal	NA	3,933	\$22,936	\$6	56.0%	9.4%	634	\$3,511	\$6	53.4%	7.9%	95.4%	84.0%
C. All Other Lenders													
Wells Fargo	NA	387	\$10,330	\$27	5.5%	4.2%	71	\$1,731	\$24	6.0%	3.9%	108.5%	92.0%
Chase	NA	153	\$1,460	\$10	2.2%	0.6%	26	\$218	\$8	2.2%	0.5%	100.5%	81.9%
Bank of America	NA	98	\$830	\$8	1.4%	0.3%	13	\$147	\$11	1.1%	0.3%	78.5%	97.2%
Southern NH B&T	NA	6	\$1,246	\$208	0.1%	0.5%	4	\$646	\$162	0.3%	1.5%	394.7%	284.6%
Silicon Valley Bank	NA	3	\$2,000	\$667	0.0%	0.8%	2	\$1,500	\$750	0.2%	3.4%	395.1%	411.6%
US Bank	NA	3	\$1,830	\$610	0.0%	0.8%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Atlantic Bank of NY	NA	3	\$1,312	\$437	0.0%	0.5%	1	\$37	\$37	0.1%	0.1%	197.4%	15.5%
All Other Lenders	NA	53	\$7,407	\$140	0.8%	3.0%	7	\$668	\$95	0.6%	1.5%	78.1%	49.5%
Subtotal	NA	706	\$26,415	\$37	10.0%	10.9%	124	\$4,947	\$40	10.4%	11.2%	103.9%	102.8%
All Lenders Above	NA	6,929	\$228,821	\$33	98.6%	94.1%	1,174	\$42,468	\$36	98.8%	95.8%	100.2%	101.9%
Total - All Lenders	NA	7,028	\$243,190	\$35	100.0%	100.0%	1,188	\$44,309	\$37	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, 2004**

	Mass Deposits 6/30/04 (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													
Citizens	\$22,224,161	1,403	\$60,431	\$43	9.7%	12.0%	256	\$12,053	\$47	9.9%	11.9%	101.4%	99.0%
Fleet	\$38,336,299	1,031	\$24,169	\$23	7.1%	4.8%	175	\$3,587	\$20	6.7%	3.5%	94.4%	73.7%
BankNorth	\$7,063,576	454	\$33,489	\$74	3.1%	6.7%	76	\$4,904	\$65	2.9%	4.8%	93.1%	72.7%
Middlesex Savings	\$2,732,523	390	\$34,367	\$88	2.7%	6.8%	31	\$3,289	\$106	1.2%	3.2%	44.2%	47.5%
Sovereign Bank	\$9,640,172	353	\$22,821	\$65	2.4%	4.5%	78	\$4,321	\$55	3.0%	4.3%	122.8%	94.0%
Enterprise B&T	\$736,005	266	\$24,659	\$93	1.8%	4.9%	82	\$10,659	\$130	3.2%	10.5%	171.4%	214.6%
North Middlesex Sav	\$234,223	244	\$19,605	\$80	1.7%	3.9%	9	\$585	\$65	0.3%	0.6%	20.5%	14.8%
Eastern Bank	\$3,781,069	153	\$18,626	\$122	1.1%	3.7%	41	\$5,654	\$138	1.6%	5.6%	149.0%	150.7%
Century B&T	\$1,268,161	116	\$14,447	\$125	0.8%	2.9%	38	\$4,905	\$129	1.5%	4.8%	182.1%	168.5%
Northern B&T	\$267,190	115	\$18,900	\$164	0.8%	3.8%	15	\$2,947	\$196	0.6%	2.9%	72.5%	77.4%
Cambridge Trust	\$652,455	79	\$10,247	\$130	0.5%	2.0%	14	\$1,642	\$117	0.5%	1.6%	98.5%	79.5%
The Village Bank	\$430,825	64	\$12,824	\$200	0.4%	2.5%	8	\$1,328	\$166	0.3%	1.3%	69.5%	51.4%
Lowell Five Cents	\$583,524	49	\$7,156	\$146	0.3%	1.4%	12	\$2,328	\$194	0.5%	2.3%	136.1%	161.5%
Winchester Savings	\$370,791	44	\$9,465	\$215	0.3%	1.9%	8	\$2,617	\$327	0.3%	2.6%	101.1%	137.3%
Boston Private	\$1,371,197	36	\$7,957	\$221	0.2%	1.6%	5	\$1,300	\$260	0.2%	1.3%	77.2%	81.1%
Framingham Coop	\$232,127	35	\$2,860	\$82	0.2%	0.6%	11	\$878	\$80	0.4%	0.9%	174.7%	152.4%
Cambridge Savings	\$1,644,554	32	\$3,195	\$100	0.2%	0.6%	3	\$82	\$27	0.1%	0.1%	52.1%	12.7%
Salem Five	\$1,219,422	31	\$7,636	\$246	0.2%	1.5%	13	\$4,739	\$365	0.5%	4.7%	233.1%	308.1%
Central Cooperative	\$315,655	31	\$5,090	\$164	0.2%	1.0%	9	\$1,923	\$214	0.3%	1.9%	161.4%	187.6%
Danvers Savings	\$755,707	28	\$3,286	\$117	0.2%	0.7%	3	\$570	\$190	0.1%	0.6%	59.5%	86.1%
Wainwright Bank	\$464,967	25	\$3,404	\$136	0.2%	0.7%	8	\$1,069	\$134	0.3%	1.1%	178.0%	155.9%
Eagle Bank	\$378,990	22	\$5,038	\$229	0.2%	1.0%	6	\$812	\$135	0.2%	0.8%	151.6%	80.0%
Watertown Savings	\$934,279	22	\$3,918	\$178	0.2%	0.8%	5	\$359	\$72	0.2%	0.4%	126.3%	45.5%
Belmont Savings	\$297,537	16	\$4,245	\$265	0.1%	0.8%	5	\$1,553	\$311	0.2%	1.5%	173.8%	181.6%
East Cambridge Sav	\$543,161	14	\$2,883	\$206	0.1%	0.6%	5	\$1,301	\$260	0.2%	1.3%	198.6%	224.0%
Brookline Bank	\$732,878	12	\$3,921	\$327	0.1%	0.8%	2	\$460	\$230	0.1%	0.5%	92.7%	58.2%
East Boston Savings	\$649,315	7	\$3,186	\$455	0.0%	0.6%	2	\$905	\$452	0.1%	0.9%	158.9%	141.0%
All Other Mass Bks	NA	202	\$25,525	\$126	1.4%	5.1%	26	\$4,433	\$170	1.0%	4.4%	71.6%	86.2%
Subtotal	NA	5,274	\$393,350	\$75	36.5%	78.2%	946	\$81,203	\$86	36.4%	80.1%	99.7%	102.5%
B. Credit Card Lenders													
MBNA America	NA	2,598	\$13,900	\$5	18.0%	2.8%	503	\$2,476	\$5	19.4%	2.4%	107.6%	88.4%
CitiBank	NA	2,441	\$15,635	\$6	16.9%	3.1%	418	\$2,715	\$6	16.1%	2.7%	95.2%	86.2%
American Express	NA	1,408	\$11,352	\$8	9.7%	2.3%	224	\$1,758	\$8	8.6%	1.7%	88.4%	76.9%
Capital One	NA	1,108	\$4,577	\$4	7.7%	0.9%	184	\$536	\$3	7.1%	0.5%	92.3%	58.1%
Other CC Lenders	NA	98	\$576	\$6	0.7%	0.1%	17	\$107	\$6	0.7%	0.1%	96.4%	92.2%
Subtotal	NA	7,653	\$46,040	\$6	53.0%	9.1%	1,346	\$7,592	\$6	51.8%	7.5%	97.8%	81.9%
C. All Other Lenders													
Wells Fargo	NA	834	\$23,232	\$28	5.8%	4.6%	176	\$4,586	\$26	6.8%	4.5%	117.3%	98.0%
Chase	NA	334	\$3,390	\$10	2.3%	0.7%	58	\$582	\$10	2.2%	0.6%	96.5%	85.2%
Bank of America	NA	223	\$2,131	\$10	1.5%	0.4%	49	\$432	\$9	1.9%	0.4%	122.2%	100.6%
Atlantic Bank of NY	NA	10	\$3,395	\$340	0.1%	0.7%	2	\$516	\$258	0.1%	0.5%	111.1%	75.4%
Silicon Valley Bank	NA	8	\$5,450	\$681	0.1%	1.1%	4	\$3,200	\$800	0.2%	3.2%	278.3%	291.5%
Comerica Bank	NA	8	\$3,488	\$436	0.1%	0.7%	1	\$700	\$700	0.0%	0.7%	69.4%	99.6%
All Other Lenders	NA	99	\$22,808	\$230	0.7%	4.5%	16	\$2,573	\$161	0.6%	2.5%	89.8%	56.0%
Subtotal	NA	1,516	\$63,894	\$42	10.5%	12.7%	306	\$12,589	\$41	11.8%	12.4%	112.2%	97.8%
All Lenders Above	NA	14,044	\$454,375	\$32	97.2%	90.3%	2,539	\$94,271	\$37	97.7%	93.0%	100.5%	103.0%
Total - All Lenders	NA	14,443	\$503,284	\$35	100.0%	100.0%	2,598	\$101,384	\$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, 2004**

	Mass Deposits 6/30/04 (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													
Citizens	\$22,224,161	753	\$33,676	\$45	12.0%	17.2%	12	\$859	\$72	14.1%	25.9%	117.8%	150.4%
Fleet	\$38,336,299	526	\$12,577	\$24	8.4%	6.4%	5	\$434	\$87	5.9%	13.1%	70.3%	203.4%
Sovereign Bank	\$9,640,172	142	\$8,062	\$57	2.3%	4.1%	3	\$110	\$37	3.5%	3.3%	156.2%	80.4%
Eastern Bank	\$3,781,069	72	\$10,508	\$146	1.1%	5.4%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
South Shore Savings	\$629,106	72	\$7,329	\$102	1.1%	3.7%	2	\$380	\$190	2.4%	11.4%	205.4%	305.7%
BankNorth	\$7,063,576	66	\$4,694	\$71	1.1%	2.4%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Rockland Trust	\$1,999,573	66	\$2,990	\$45	1.1%	1.5%	1	\$100	\$100	1.2%	3.0%	112.0%	197.2%
Walpole Cooperative	\$231,644	59	\$8,650	\$147	0.9%	4.4%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Bank of Canton	\$453,481	51	\$7,852	\$154	0.8%	4.0%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Strata Bank	\$243,043	43	\$3,979	\$93	0.7%	2.0%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Dedham Savings	\$762,307	41	\$6,246	\$152	0.7%	3.2%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Middlesex Savings	\$2,732,523	36	\$3,787	\$105	0.6%	1.9%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Ben Franklin Sav	\$412,715	29	\$3,079	\$106	0.5%	1.6%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Randolph Savings	\$300,469	26	\$3,377	\$130	0.4%	1.7%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Brookline Bank	\$732,878	18	\$3,536	\$196	0.3%	1.8%	1	\$125	\$125	1.2%	3.8%	410.8%	208.4%
Milford National	\$245,728	18	\$3,391	\$188	0.3%	1.7%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Century B&T	\$1,268,161	17	\$2,540	\$149	0.3%	1.3%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Boston Private	\$1,371,197	17	\$1,631	\$96	0.3%	0.8%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Norwood Coop	\$284,244	16	\$3,063	\$191	0.3%	1.6%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
North Easton Sav	\$360,880	16	\$1,572	\$98	0.3%	0.8%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Hingham IFS	\$332,444	10	\$4,406	\$441	0.2%	2.3%	1	\$250	\$250	1.2%	7.5%	739.4%	334.5%
Salem Five	\$1,219,422	9	\$3,040	\$338	0.1%	1.6%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
The Village Bank	\$430,825	8	\$2,360	\$295	0.1%	1.2%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Cambridge Trust	\$652,455	6	\$1,835	\$306	0.1%	0.9%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Wainwright Bank	\$464,967	5	\$1,305	\$261	0.1%	0.7%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Eagle Bank	\$378,990	2	\$1,000	\$500	0.0%	0.5%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
All Other Mass Bks	NA	32	\$6,008	\$188	0.5%	3.1%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Subtotal	NA	2,156	\$152,493	\$71	34.3%	77.9%	25	\$2,258	\$90	29.4%	68.0%	85.7%	87.3%
B. Credit Card Lenders													
MBNA America	NA	1,157	\$6,662	\$6	18.4%	3.4%	24	\$86	\$4	28.2%	2.6%	153.4%	76.1%
CitiBank	NA	1,068	\$7,005	\$7	17.0%	3.6%	10	\$82	\$8	11.8%	2.5%	69.2%	69.0%
American Express	NA	679	\$5,861	\$9	10.8%	3.0%	12	\$59	\$5	14.1%	1.8%	130.7%	59.3%
Capital One	NA	471	\$2,030	\$4	7.5%	1.0%	9	\$41	\$5	10.6%	1.2%	141.3%	119.1%
GE Capital	NA	54	\$271	\$5	0.9%	0.1%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Other CC Lenders	NA	30	\$241	\$8	0.5%	0.1%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Subtotal	NA	3,459	\$22,070	\$6	55.0%	11.3%	55	\$268	\$5	64.7%	8.1%	117.6%	71.6%
C. All Other Lenders													
Wells Fargo	NA	361	\$10,466	\$29	5.7%	5.3%	1	\$5	\$5	1.2%	0.2%	20.5%	2.8%
Chase	NA	153	\$1,611	\$11	2.4%	0.8%	1	\$8	\$8	1.2%	0.2%	48.3%	29.3%
Bank of America	NA	113	\$1,101	\$10	1.8%	0.6%	2	\$31	\$16	2.4%	0.9%	130.8%	166.0%
Webster Bank NA	NA	10	\$2,675	\$268	0.2%	1.4%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
FNB Litchfield	NA	2	\$1,310	\$655	0.0%	0.7%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
All Other Lenders	NA	30	\$4,004	\$133	0.5%	2.0%	1	\$750	\$750	1.2%	22.6%	246.4%	1104.3%
Subtotal	NA	669	\$21,167	\$32	10.6%	10.8%	5	\$794	\$159	5.9%	23.9%	55.3%	221.1%
All Lenders Above	NA	6,192	\$185,477	\$30	98.5%	94.8%	84	\$2,570	\$31	98.8%	77.4%	100.3%	81.7%
Total - All Lenders	NA	6,284	\$195,730	\$31	100.0%	100.0%	85	\$3,320	\$39	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, 2004**

	Mass Deposits 6/30/04 (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													
Citizens	\$22,224,161	461	\$17,716	\$38	10.7%	15.0%	52	\$2,519	\$48	9.5%	14.6%	89.0%	97.6%
Rockland Trust	\$1,999,573	400	\$17,743	\$44	9.3%	15.0%	51	\$2,274	\$45	9.3%	13.2%	100.6%	88.0%
Fleet	\$38,336,299	165	\$5,073	\$31	3.8%	4.3%	23	\$1,342	\$58	4.2%	7.8%	110.0%	181.6%
Sovereign Bank	\$9,640,172	82	\$7,219	\$88	1.9%	6.1%	11	\$856	\$78	2.0%	5.0%	105.8%	81.4%
Eastern Bank	\$3,781,069	54	\$6,766	\$125	1.3%	5.7%	3	\$150	\$50	0.5%	0.9%	43.8%	15.2%
South Shore Savings	\$629,106	34	\$5,045	\$148	0.8%	4.3%	2	\$235	\$118	0.4%	1.4%	46.4%	32.0%
Hingham IFS	\$332,444	25	\$8,362	\$334	0.6%	7.1%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Plymouth Savings	\$1,054,861	24	\$4,219	\$176	0.6%	3.6%	4	\$793	\$198	0.7%	4.6%	131.5%	129.1%
BankNorth	\$7,063,576	18	\$1,970	\$109	0.4%	1.7%	8	\$1,072	\$134	1.5%	6.2%	350.6%	373.7%
North Easton Sav	\$360,880	12	\$1,850	\$154	0.3%	1.6%	1	\$440	\$440	0.2%	2.6%	65.8%	163.3%
Bank of Canton	\$453,481	11	\$3,143	\$286	0.3%	2.7%	3	\$1,415	\$472	0.5%	8.2%	215.1%	309.1%
Bristol County Sav	\$640,949	10	\$962	\$96	0.2%	0.8%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Slade's Ferry	\$413,222	8	\$942	\$118	0.2%	0.8%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Randolph Savings	\$300,469	7	\$1,151	\$164	0.2%	1.0%	2	\$185	\$92	0.4%	1.1%	225.4%	110.4%
Middlesex Savings	\$2,732,523	4	\$1,250	\$312	0.1%	1.1%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Salem Five	\$1,219,422	3	\$525	\$175	0.1%	0.4%	2	\$300	\$150	0.4%	1.7%	526.0%	392.4%
Berkshire Bank	\$854,899	2	\$816	\$408	0.0%	0.7%	1	\$316	\$316	0.2%	1.8%	394.8%	265.9%
Norwood Coop	\$284,244	2	\$462	\$231	0.0%	0.4%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Commerce B&T	\$578,765	2	\$400	\$200	0.0%	0.3%	1	\$325	\$325	0.2%	1.9%	394.8%	558.0%
North Shore Bank	\$302,735	2	\$375	\$188	0.0%	0.3%	1	\$275	\$275	0.2%	1.6%	394.8%	503.6%
All Other Mass Bks	NA	18	\$1,855	\$103	0.4%	1.6%	1	\$92	\$92	0.2%	0.5%	43.2%	32.1%
Subtotal	NA	1,351	\$88,235	\$65	31.3%	74.6%	174	\$13,661	\$79	31.4%	74.6%	100.1%	100.1%
B. Credit Card Lenders													
MBNA America	NA	961	\$5,111	\$5	22.3%	4.3%	112	\$657	\$6	20.5%	3.8%	91.9%	88.3%
CitiBank	NA	648	\$3,994	\$6	15.0%	3.4%	84	\$516	\$6	15.4%	3.0%	102.3%	88.7%
American Express	NA	382	\$2,845	\$7	8.9%	2.4%	51	\$344	\$7	9.3%	2.0%	105.3%	83.0%
Capital One	NA	361	\$1,242	\$3	8.4%	1.0%	56	\$179	\$3	10.2%	1.0%	122.4%	99.0%
GE Capital	NA	118	\$662	\$6	2.7%	0.6%	8	\$48	\$6	1.5%	0.3%	53.5%	49.8%
Other CC Lenders	NA	14	\$91	\$6	0.3%	0.1%	2	\$9	\$4	0.4%	0.0%	111.1%	63.8%
Subtotal	NA	2,484	\$13,945	\$6	57.6%	11.8%	313	\$1,753	\$6	56.4%	9.6%	98.0%	81.3%
C. All Other Lenders													
Wells Fargo	NA	251	\$6,824	\$27	5.8%	5.8%	34	\$796	\$23	6.2%	4.6%	106.9%	80.1%
Chase	NA	110	\$1,024	\$9	2.5%	0.9%	17	\$131	\$8	3.1%	0.8%	121.9%	87.8%
Bank of America	NA	67	\$580	\$9	1.6%	0.5%	6	\$36	\$6	1.1%	0.2%	70.6%	42.6%
Webster Bank NA	NA	22	\$4,108	\$187	0.5%	3.5%	5	\$1,306	\$261	0.9%	7.6%	179.3%	218.3%
1st Source Bank	NA	4	\$374	\$94	0.1%	0.3%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Pinnacle NB	NA	1	\$700	\$700	0.0%	0.6%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
First B&T LA	NA	1	\$481	\$481	0.0%	0.4%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
All Other Lenders	NA	24	\$2,053	\$86	0.6%	1.7%	6	\$621	\$104	1.1%	3.4%	194.4%	195.5%
Subtotal	NA	480	\$16,144	\$34	11.1%	13.6%	68	\$2,890	\$42	12.3%	15.8%	110.1%	115.7%
All Lenders Above	NA	4,259	\$114,325	\$27	98.7%	96.6%	546	\$17,582	\$32	98.4%	96.1%	99.7%	99.4%
Total - All Lenders	NA	4,315	\$118,324	\$27	100.0%	100.0%	555	\$18,304	\$33	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, 2004**

	Mass Deposits 6/30/04 (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													
Citizens	\$22,224,161	808	\$33,170	\$41	17.0%	19.3%	453	\$17,998	\$40	19.1%	21.5%	112.5%	111.5%
Fleet	\$38,336,299	433	\$14,531	\$34	9.1%	8.4%	198	\$6,899	\$35	8.3%	8.2%	91.8%	97.6%
Sovereign Bank	\$9,640,172	208	\$17,146	\$82	4.4%	10.0%	103	\$8,257	\$80	4.3%	9.9%	99.4%	99.0%
Boston Private	\$1,371,197	52	\$7,365	\$142	1.1%	4.3%	15	\$2,290	\$153	0.6%	2.7%	57.9%	63.9%
Eastern Bank	\$3,781,069	42	\$7,285	\$173	0.9%	4.2%	16	\$2,376	\$148	0.7%	2.8%	76.4%	67.0%
Century B&T	\$1,268,161	39	\$6,930	\$178	0.8%	4.0%	18	\$2,756	\$153	0.8%	3.3%	92.6%	81.8%
Wainwright Bank	\$464,967	38	\$3,346	\$88	0.8%	1.9%	19	\$1,911	\$101	0.8%	2.3%	100.3%	117.4%
BankNorth	\$7,063,576	30	\$4,396	\$147	0.6%	2.6%	10	\$1,275	\$128	0.4%	1.5%	66.9%	59.6%
Brookline Bank	\$732,878	20	\$4,599	\$230	0.4%	2.7%	9	\$2,409	\$268	0.4%	2.9%	90.3%	107.7%
Cambridge Trust	\$652,455	17	\$1,460	\$86	0.4%	0.8%	5	\$258	\$52	0.2%	0.3%	59.0%	36.3%
Salem Five	\$1,219,422	16	\$4,908	\$307	0.3%	2.9%	7	\$3,107	\$444	0.3%	3.7%	87.8%	130.1%
East Boston Savings	\$649,315	14	\$3,813	\$272	0.3%	2.2%	12	\$3,228	\$269	0.5%	3.9%	172.0%	174.0%
Danvers Savings	\$755,707	13	\$1,416	\$109	0.3%	0.8%	8	\$1,117	\$140	0.3%	1.3%	123.5%	162.2%
Central Cooperative	\$315,655	12	\$3,166	\$264	0.3%	1.8%	4	\$1,684	\$421	0.2%	2.0%	66.9%	109.4%
Bank of Canton	\$453,481	10	\$2,488	\$249	0.2%	1.4%	7	\$1,913	\$273	0.3%	2.3%	140.5%	158.1%
Winchester Savings	\$370,791	9	\$2,730	\$303	0.2%	1.6%	3	\$993	\$331	0.1%	1.2%	66.9%	74.8%
Cambridge Savings	\$1,644,554	7	\$1,365	\$195	0.1%	0.8%	1	\$370	\$370	0.0%	0.4%	28.7%	55.7%
Beverly National	\$312,939	4	\$1,735	\$434	0.1%	1.0%	2	\$975	\$488	0.1%	1.2%	100.4%	115.5%
North Shore Bank	\$302,735	4	\$1,255	\$314	0.1%	0.7%	3	\$355	\$118	0.1%	0.4%	150.7%	58.2%
Eagle Bank	\$378,990	4	\$1,115	\$279	0.1%	0.6%	3	\$850	\$283	0.1%	1.0%	150.7%	156.7%
Dedham Savings	\$762,307	3	\$1,475	\$492	0.1%	0.9%	2	\$750	\$375	0.1%	0.9%	133.9%	104.5%
Commonwealth NB	\$140,239	1	\$870	\$870	0.0%	0.5%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
All Other Mass Bks	NA	33	\$6,559	\$199	0.7%	3.8%	18	\$2,540	\$141	0.8%	3.0%	109.0%	78.2%
Subtotal	NA	1,820	\$133,368	\$73	38.2%	78.0%	926	\$65,586	\$71	38.9%	77.5%	101.7%	99.3%
B. Credit Card Lenders													
CitiBank	NA	867	\$5,790	\$7	18.2%	3.4%	401	\$2,539	\$6	16.9%	3.0%	92.8%	90.2%
MBNA America	NA	687	\$3,943	\$6	14.4%	2.3%	331	\$1,916	\$6	13.9%	2.3%	96.7%	99.9%
American Express	NA	501	\$4,250	\$8	10.5%	2.5%	261	\$1,997	\$8	11.0%	2.4%	104.5%	96.6%
Capital One	NA	337	\$1,050	\$3	7.1%	0.6%	177	\$571	\$3	7.5%	0.7%	105.4%	111.8%
GE Capital	NA	30	\$151	\$5	0.6%	0.1%	17	\$75	\$4	0.7%	0.1%	113.7%	102.1%
Other CC Lenders	NA	23	\$177	\$8	0.5%	0.1%	10	\$76	\$8	0.4%	0.1%	86.9%	86.7%
Subtotal	NA	2,445	\$15,361	\$6	51.4%	9.0%	1,197	\$7,174	\$6	50.3%	8.5%	97.8%	94.3%
C. All Other Lenders													
Wells Fargo	NA	255	\$7,409	\$29	5.4%	4.3%	138	\$3,917	\$28	5.8%	4.7%	108.6%	108.7%
Bank of America	NA	95	\$878	\$9	2.0%	0.5%	51	\$415	\$8	2.1%	0.5%	107.7%	97.2%
Chase	NA	91	\$797	\$9	1.9%	0.5%	41	\$329	\$8	1.7%	0.4%	90.4%	84.9%
Atlantic Bank of NY	NA	10	\$1,249	\$125	0.2%	0.7%	6	\$964	\$161	0.3%	1.2%	120.4%	158.7%
Webster Bank NA	NA	5	\$1,943	\$389	0.1%	1.1%	5	\$1,943	\$389	0.2%	2.3%	200.9%	205.6%
Wachovia Bank	NA	4	\$1,835	\$459	0.1%	1.1%	2	\$1,491	\$746	0.1%	1.8%	100.4%	167.0%
Silicon Valley Bank	NA	3	\$2,350	\$783	0.1%	1.4%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
First Republic Bank	NA	1	\$1,000	\$1,000	0.0%	0.6%	1	\$1,000	\$1,000	0.0%	1.2%	201.4%	205.6%
All Other Lenders	NA	31	\$4,759	\$154	0.7%	2.8%	15	\$1,824	\$122	0.6%	2.2%	96.7%	77.4%
Subtotal	NA	495	\$22,220	\$45	10.4%	13.0%	259	\$11,883	\$46	10.9%	14.0%	104.6%	108.0%
All Lenders Above	NA	4,673	\$159,454	\$34	98.2%	93.3%	2,339	\$80,203	\$34	98.2%	94.8%	100.0%	101.6%
Total - All Lenders	NA	4,760	\$170,949	\$36	100.0%	100.0%	2,382	\$84,643	\$36	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, 2004**

	Mass Deposits 6/30/04 (000s)	Loans to Firms Anywhere in the MSA					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													
Citizens	\$22,224,161	3,711	\$154,973	\$42	10.1%	12.6%	833	\$36,071	\$43	12.3%	14.4%	121.7%	114.8%
Fleet	\$38,336,299	2,422	\$63,395	\$26	6.6%	5.1%	440	\$13,185	\$30	6.5%	5.3%	98.5%	102.6%
BankNorth	\$7,063,576	1,280	\$89,886	\$70	3.5%	7.3%	202	\$14,446	\$72	3.0%	5.8%	85.6%	79.3%
Sovereign Bank	\$9,640,172	1,024	\$68,880	\$67	2.8%	5.6%	254	\$17,864	\$70	3.7%	7.1%	134.5%	127.9%
Eastern Bank	\$3,781,069	493	\$66,278	\$134	1.3%	5.4%	97	\$11,589	\$119	1.4%	4.6%	106.7%	86.2%
Rockland Trust	\$1,999,573	472	\$21,344	\$45	1.3%	1.7%	55	\$2,735	\$50	0.8%	1.1%	63.2%	63.2%
Middlesex Savings	\$2,732,523	436	\$40,906	\$94	1.2%	3.3%	31	\$3,289	\$106	0.5%	1.3%	38.6%	39.6%
Enterprise B&T	\$736,005	286	\$27,210	\$95	0.8%	2.2%	84	\$10,694	\$127	1.2%	4.3%	159.3%	193.8%
North Middlesex Sav	\$234,223	244	\$19,605	\$80	0.7%	1.6%	9	\$585	\$65	0.1%	0.2%	20.0%	14.7%
Salem Five	\$1,219,422	201	\$36,734	\$183	0.5%	3.0%	54	\$13,576	\$251	0.8%	5.4%	145.7%	182.2%
Century B&T	\$1,268,161	189	\$25,274	\$134	0.5%	2.1%	60	\$7,871	\$131	0.9%	3.1%	172.2%	153.6%
Beverly National	\$312,939	127	\$19,511	\$154	0.3%	1.6%	17	\$2,755	\$162	0.3%	1.1%	72.6%	69.6%
North Shore Bank	\$302,735	125	\$20,458	\$164	0.3%	1.7%	24	\$3,438	\$143	0.4%	1.4%	104.2%	82.9%
Danvers Savings	\$755,707	125	\$11,976	\$96	0.3%	1.0%	21	\$2,072	\$99	0.3%	0.8%	91.1%	85.3%
Northern B&T	\$267,190	124	\$20,998	\$169	0.3%	1.7%	18	\$3,260	\$181	0.3%	1.3%	78.7%	76.6%
South Shore Savings	\$629,106	114	\$13,429	\$118	0.3%	1.1%	6	\$790	\$132	0.1%	0.3%	28.5%	29.0%
Boston Private	\$1,371,197	111	\$18,674	\$168	0.3%	1.5%	20	\$3,590	\$180	0.3%	1.4%	97.7%	94.8%
Cambridge Trust	\$652,455	103	\$13,543	\$131	0.3%	1.1%	19	\$1,900	\$100	0.3%	0.8%	100.0%	69.2%
Bank of Canton	\$453,481	78	\$15,602	\$200	0.2%	1.3%	13	\$4,432	\$341	0.2%	1.8%	90.4%	140.1%
The Village Bank	\$430,825	74	\$15,334	\$207	0.2%	1.2%	8	\$1,328	\$166	0.1%	0.5%	58.6%	42.7%
Wainwright Bank	\$464,967	71	\$8,930	\$126	0.2%	0.7%	27	\$2,980	\$110	0.4%	1.2%	206.3%	164.6%
Walpole Cooperative	\$231,644	65	\$9,351	\$144	0.2%	0.8%	0	\$0	\$0	0.0%	0.0%	0.0%	0.0%
Winchester Savings	\$370,791	55	\$13,055	\$237	0.1%	1.1%	11	\$3,610	\$328	0.2%	1.4%	108.4%	136.4%
Brookline Bank	\$732,878	52	\$12,431	\$239	0.1%	1.0%	12	\$2,994	\$250	0.2%	1.2%	125.2%	118.8%
Dedham Savings	\$762,307	45	\$8,021	\$178	0.1%	0.7%	2	\$750	\$375	0.0%	0.3%	24.1%	46.1%
Hingham IFS	\$332,444	44	\$14,108	\$321	0.1%	1.1%	4	\$755	\$189	0.1%	0.3%	49.3%	26.4%
Central Cooperative	\$315,655	44	\$8,504	\$193	0.1%	0.7%	13	\$3,607	\$277	0.2%	1.4%	160.3%	209.2%
East Boston Savings	\$649,315	31	\$9,685	\$312	0.1%	0.8%	14	\$4,133	\$295	0.2%	1.7%	245.1%	210.4%
All Other Mass Bks	NA	862	\$114,237	\$133	2.3%	9.3%	136	\$21,948	\$161	2.0%	8.8%	85.6%	94.7%
Subtotal	NA	13,008	\$962,332	\$74	35.3%	78.1%	2,484	\$196,247	\$79	36.6%	78.5%	103.6%	100.6%
B. Credit Card Lenders													
MBNA America	NA	6,881	\$37,879	\$6	18.7%	3.1%	1,223	\$6,544	\$5	18.0%	2.6%	96.4%	85.2%
CitiBank	NA	6,103	\$39,421	\$6	16.6%	3.2%	1,096	\$6,842	\$6	16.1%	2.7%	97.4%	85.6%
American Express	NA	3,707	\$29,773	\$8	10.1%	2.4%	640	\$4,945	\$8	9.4%	2.0%	93.6%	81.9%
Capital One	NA	2,861	\$10,833	\$4	7.8%	0.9%	521	\$1,576	\$3	7.7%	0.6%	98.8%	71.7%
GE Capital	NA	295	\$1,468	\$5	0.8%	0.1%	40	\$183	\$5	0.6%	0.1%	73.5%	61.5%
Other CC Lenders	NA	127	\$978	\$8	0.3%	0.1%	25	\$208	\$8	0.4%	0.1%	106.8%	104.9%
Subtotal	NA	19,974	\$120,352	\$6	54.2%	9.8%	3,545	\$20,298	\$6	52.2%	8.1%	96.3%	83.2%
C. All Other Lenders													
Wells Fargo	NA	2,088	\$58,261	\$28	5.7%	4.7%	420	\$11,035	\$26	6.2%	4.4%	109.1%	93.4%
Chase	NA	841	\$8,282	\$10	2.3%	0.7%	143	\$1,268	\$9	2.1%	0.5%	92.2%	75.5%
Bank of America	NA	596	\$5,520	\$9	1.6%	0.4%	121	\$1,061	\$9	1.8%	0.4%	110.1%	94.8%
Webster Bank NA	NA	45	\$11,361	\$252	0.1%	0.9%	11	\$3,999	\$364	0.2%	1.6%	132.6%	173.6%
Silicon Valley Bank	NA	15	\$9,950	\$663	0.0%	0.8%	6	\$4,700	\$783	0.1%	1.9%	217.0%	232.9%
All Other Lenders	NA	265	\$56,579	\$214	0.7%	4.6%	61	\$11,355	\$186	0.9%	4.5%	124.9%	99.0%
Subtotal	NA	3,850	\$149,953	\$39	10.5%	12.2%	762	\$33,418	\$44	11.2%	13.4%	107.3%	109.9%
All Lenders Above	NA	35,578	\$1,060,843	\$30	96.6%	86.1%	6,569	\$216,452	\$33	96.7%	86.6%	100.1%	100.6%
Total - All Lenders	NA	36,832	\$1,232,637	\$33	100.0%	100.0%	6,791	\$249,963	\$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, 2001 – 2004

	Number of Loans				Dollar Amount of Loans (000s)			
	2001	2002	2003	2004	2001	2002	2003	2004
A. Overall Change in Loans								
Massachusetts Banks	1,275	1,884	2,367	2,389	\$117,452	\$145,084	\$208,392	\$193,839
Credit Card Lenders	4,186	2,896	4,225	3,933	\$26,626	\$20,385	\$23,406	\$22,936
All Other Bank Lenders	167	130	431	706	\$15,184	\$12,906	\$16,847	\$26,415
Totals - All Lenders	5,628	4,910	7,023	7,028	\$159,262	\$178,375	\$248,645	\$243,190
B. Overall Change in Market Share								
Massachusetts Banks	22.7%	38.4%	33.7%	34.0%	73.7%	81.3%	83.8%	79.7%
Credit Card Lenders	74.4%	59.0%	60.2%	56.0%	16.7%	11.4%	9.4%	9.4%
All Other Bank Lenders	3.0%	2.6%	6.1%	10.0%	9.5%	7.2%	6.8%	10.9%
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	250	394	581	430	\$28,154	\$31,965	\$57,580	\$35,851
Credit Card Lenders	777	484	785	634	\$4,394	\$3,046	\$3,930	\$3,511
All Other Bank Lenders	43	27	83	124	\$3,273	\$724	\$2,452	\$4,947
Totals - All Lenders	1,070	905	1,449	1,188	\$35,821	\$35,735	\$63,962	\$44,309
D. Change in Market Share in Low & Moderate Income Tracts								
Massachusetts Banks	23.4%	43.5%	40.1%	36.2%	78.6%	89.5%	90.0%	80.9%
Credit Card Lenders	72.6%	53.5%	54.2%	53.4%	12.3%	8.5%	6.1%	7.9%
All Other Bank Lenders	4.0%	3.0%	5.7%	10.4%	9.1%	2.0%	3.8%	11.2%
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, 2001 – 2004

	Number of Loans				Dollar Amount of Loans (000s)			
	2001	2002	2003	2004	2001	2002	2003	2004
A. Overall Change in Loans								
Massachusetts Banks	2,927	4,188	5,014	5,274	\$252,824	\$289,816	\$383,715	\$393,350
Credit Card Lenders	9,554	6,025	8,756	7,653	\$62,733	\$44,742	\$53,116	\$46,040
All Other Bank Lenders	332	357	942	1,516	\$44,892	\$32,732	\$51,342	\$63,894
Totals - All Lenders	12,813	10,570	14,712	14,443	\$360,449	\$367,290	\$488,173	\$503,284
B. Overall Change in Market Share								
Massachusetts Banks	22.8%	39.6%	34.1%	36.5%	70.1%	78.9%	78.6%	78.2%
Credit Card Lenders	74.6%	57.0%	59.5%	53.0%	17.4%	12.2%	10.9%	9.1%
All Other Bank Lenders	2.6%	3.4%	6.4%	10.5%	12.5%	8.9%	10.5%	12.7%
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	359	523	786	946	\$34,401	\$43,524	\$62,218	\$81,203
Credit Card Lenders	1,265	621	1,044	1,346	\$7,883	\$4,156	\$6,043	\$7,592
All Other Bank Lenders	49	27	138	306	\$6,596	\$3,086	\$9,066	\$12,589
Totals - All Lenders	1,673	1,171	1,968	2,598	\$48,880	\$50,766	\$77,327	\$101,384
D. Change in Market Share in Low & Moderate Income Tracts								
Massachusetts Banks	21.5%	44.7%	39.9%	36.4%	70.4%	85.7%	80.5%	80.1%
Credit Card Lenders	75.6%	53.0%	53.0%	51.8%	16.1%	8.2%	7.8%	7.5%
All Other Bank Lenders	2.9%	2.3%	7.0%	11.8%	13.5%	6.1%	11.7%	12.4%
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, 2001 – 2004

	Number of Loans				Dollar Amount of Loans (000s)			
	2001	2002	2003	2004	2001	2002	2003	2004
A. Overall Change in Loans								
Massachusetts Banks	1,091	1,778	2,170	2,156	\$96,697	\$123,305	\$155,290	\$152,493
Credit Card Lenders	4,082	2,739	3,894	3,459	\$26,811	\$21,222	\$22,787	\$22,070
All Other Bank Lenders	124	128	409	669	\$13,380	\$13,063	\$18,397	\$21,167
Totals - All Lenders	5,297	4,645	6,473	6,284	\$136,888	\$157,590	\$196,474	\$195,730
B. Overall Change in Market Share								
Massachusetts Banks	20.6%	38.3%	33.5%	34.3%	70.6%	78.2%	79.0%	77.9%
Credit Card Lenders	77.1%	59.0%	60.2%	55.0%	19.6%	13.5%	11.6%	11.3%
All Other Bank Lenders	2.3%	2.8%	6.3%	10.6%	9.8%	8.3%	9.4%	10.8%
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	26	44	78	25	\$2,496	\$5,956	\$5,718	\$2,258
Credit Card Lenders	76	39	111	55	\$492	\$292	\$668	\$268
All Other Bank Lenders	2	4	7	5	\$57	\$1,572	\$160	\$794
Totals - All Lenders	104	87	196	85	\$3,045	\$7,820	\$6,546	\$3,320
D. Change in Market Share in Low & Moderate Income Tracts								
Massachusetts Banks	25.0%	50.6%	39.8%	29.4%	82.0%	76.2%	87.4%	68.0%
Credit Card Lenders	73.1%	44.8%	56.6%	64.7%	16.2%	3.7%	10.2%	8.1%
All Other Bank Lenders	1.9%	4.6%	3.6%	5.9%	1.9%	20.1%	2.4%	23.9%
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, 2001 – 2004

	Number of Loans				Dollar Amount of Loans (000s)			
	2001	2002	2003	2004	2001	2002	2003	2004
A. Overall Change in Loans								
Massachusetts Banks	866	1,307	1,586	1,351	\$80,411	\$104,562	\$115,546	\$88,235
Credit Card Lenders	2,439	1,630	2,586	2,484	\$16,490	\$11,637	\$14,792	\$13,945
All Other Bank Lenders	78	78	277	480	\$5,157	\$5,158	\$9,924	\$16,144
Totals - All Lenders	3,383	3,015	4,449	4,315	\$102,058	\$121,357	\$140,262	\$118,324
B. Overall Change in Market Share								
Massachusetts Banks	25.6%	43.3%	35.6%	31.3%	78.8%	86.2%	82.4%	74.6%
Credit Card Lenders	72.1%	54.1%	58.1%	57.6%	16.2%	9.6%	10.5%	11.8%
All Other Bank Lenders	2.3%	2.6%	6.2%	11.1%	5.1%	4.3%	7.1%	13.6%
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	95	154	246	174	\$10,028	\$15,961	\$21,947	\$13,661
Credit Card Lenders	229	152	343	313	\$1,478	\$1,085	\$1,892	\$1,753
All Other Bank Lenders	11	14	45	68	\$1,238	\$1,907	\$1,260	\$2,890
Totals - All Lenders	335	320	634	555	\$12,744	\$18,953	\$25,099	\$18,304
D. Change in Market Share in Low & Moderate Income Tracts								
Massachusetts Banks	28.4%	48.1%	38.8%	31.4%	78.7%	84.2%	87.4%	74.6%
Credit Card Lenders	68.4%	47.5%	54.1%	56.4%	11.6%	5.7%	7.5%	9.6%
All Other Bank Lenders	3.3%	4.4%	7.1%	12.3%	9.7%	10.1%	5.0%	15.8%
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, 2001 – 2004

	Number of Loans				Dollar Amount of Loans (000s)			
	2001	2002	2003	2004	2001	2002	2003	2004
A. Overall Change in Loans								
Massachusetts Banks	993	1,674	1,828	1,820	\$109,677	\$138,070	\$132,523	\$133,368
Credit Card Lenders	4,119	2,365	2,998	2,445	\$25,084	\$16,356	\$17,789	\$15,361
All Other Bank Lenders	174	126	333	495	\$22,199	\$9,796	\$16,025	\$22,220
Totals - All Lenders	5,286	4,165	5,159	4,760	\$156,960	\$164,222	\$166,337	\$170,949
B. Overall Change in Market Share								
Massachusetts Banks	18.8%	40.2%	35.4%	38.2%	69.9%	84.1%	79.7%	78.0%
Credit Card Lenders	77.9%	56.8%	58.1%	51.4%	16.0%	10.0%	10.7%	9.0%
All Other Bank Lenders	3.3%	3.0%	6.5%	10.4%	14.1%	6.0%	9.6%	13.0%
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	550	961	1,101	926	\$54,181	\$76,386	\$73,955	\$65,586
Credit Card Lenders	2,165	1,209	1,571	1,197	\$13,207	\$8,017	\$9,097	\$7,174
All Other Bank Lenders	96	76	194	259	\$12,191	\$4,772	\$9,729	\$11,883
Totals - All Lenders	2,811	2,246	2,866	2,382	\$79,579	\$89,175	\$92,781	\$84,643
D. Change in Market Share in Low & Moderate Income Tracts								
Massachusetts Banks	19.6%	42.8%	38.4%	38.9%	68.1%	85.7%	79.7%	77.5%
Credit Card Lenders	77.0%	53.8%	54.8%	50.3%	16.6%	9.0%	9.8%	8.5%
All Other Bank Lenders	3.4%	3.4%	6.8%	10.9%	15.3%	5.4%	10.5%	14.0%
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, 2001 – 2004

	Number of Loans				Dollar Amount of Loans (000s)			
	2001	2002	2003	2004	2001	2002	2003	2004
A. Overall Change in Loans								
Massachusetts Banks	7,152	10,831	12,965	13,008	\$657,061	\$800,837	\$995,466	\$962,332
Credit Card Lenders	24,380	15,655	22,459	19,974	\$157,744	\$114,342	\$131,890	\$120,352
All Other Bank Lenders	875	819	2,392	3,850	\$100,812	\$73,655	\$112,535	\$149,953
Totals - All Lenders	32,407	27,305	37,816	36,832	\$915,617	\$988,834	\$1,239,891	\$1,232,637
B. Overall Change in Market Share								
Massachusetts Banks	22.1%	39.7%	34.3%	35.3%	71.8%	81.0%	80.3%	78.1%
Credit Card Lenders	75.2%	57.3%	59.4%	54.2%	17.2%	11.6%	10.6%	9.8%
All Other Bank Lenders	2.7%	3.0%	6.3%	10.5%	11.0%	7.4%	9.1%	12.2%
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	1,280	2,076	2,792	2,484	\$129,260	\$173,792	\$221,418	\$196,247
Credit Card Lenders	4,512	2,505	3,854	3,545	\$27,454	\$16,596	\$21,630	\$20,298
All Other Bank Lenders	201	148	467	762	\$23,355	\$12,061	\$22,667	\$33,418
Totals - All Lenders	5,993	4,729	7,113	6,791	\$180,069	\$202,449	\$265,715	\$249,963
D. Change in Market Share in Low & Moderate Income Tracts								
Massachusetts Banks	21.4%	43.9%	39.3%	36.6%	71.8%	85.8%	83.3%	78.5%
Credit Card Lenders	75.3%	53.0%	54.2%	52.2%	15.2%	8.2%	8.1%	8.1%
All Other Bank Lenders	3.4%	3.1%	6.6%	11.2%	13.0%	6.0%	8.5%	13.4%
Totals - All Lenders	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

H. ACTIVITIES OF NONBANK INTERMEDIARIES

In an effort to analyze the role of public, quasi-public, and nonprofit lenders and technical assistance providers in lending to and otherwise assisting small businesses in Greater Boston, a fifth 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 Community Venture Fund, Boston Local Development Corporation, Commonwealth Institute, Community Development Corporation of Boston, City of Chelsea, City of Newton, City of Quincy, City of Somerville, City of Waltham, Dorchester Bay Economic Development Corporation, East Boston Community Development Corporation, Economic Development & Industrial Corporation of Lynn, Elizabeth Stone House, Fields Corner Community Development Corporation, International Institute of Boston, Jamaica Plain Neighborhood Development Corporation, Madison Park Development Corporation, Mattapan Community Development Corporation, Town of Brookline, UMass Boston Small Business Development Center, Urban Edge, and Viet-AID.

These 25 organizations provided training, technical assistance, or direct loans to 1,354 firms and aspiring entrepreneurs in 2004. The respondent organizations reported a combined total of 100 direct loans for \$2,056,413 to small businesses in Greater Boston as well as an additional 48 loans for \$286,618 in other parts of Massachusetts. The respondent organizations also referred 18 small firms to traditional bank financing as well as private financing which resulted in an additional \$2,518,700 in loans. The survey data submitted by the respondent organizations show that 58% of the number of loans and 74% of the dollar amount of loans were in low or moderate income census tracts. 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.

More than half (17 out of 25) of the survey respondents also completed a questionnaire that was included with the 2004 survey in an effort to track the functions performed by the respondents and define the scope of their activities. Seven 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, nine defined a specific geographic area such as a neighborhood or town, and one served a broader geographic area.

- With regard to the types of businesses served, four respondents reported that they served all businesses in their service area, while three served only small businesses, and three 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 12
Loans and Referrals Made by Survey Respondents, 2004**

	Number of Respondents	Number of Loans	Dollar Amount of Loans	Number of Referrals	Dollar Amount of Referrals
City of Boston	17	45	\$935,406	13	\$1,691,500
Other Parts of Boston MSA	6	55	\$1,121,007	5	\$827,200
Outside Boston MSA	1	48	\$285,618	0	\$0
Total	19	148	\$2,342,031	18	\$2,518,500

**Table 13
Loans and Referrals Made by Survey Respondents, 2001 – 2004**

	2001	2002	2003	2004
Number of Respondents	14	13	19	25
Number of Loans	84	214	123	148
Dollar Amount of Loans	\$4,170,000	\$2,177,032	\$1,073,150	\$2,342,031
Number of Referrals	14	42	14	18
Dollar Amount of Referrals	\$13,926,000	\$4,445,950	\$1,600,000	\$2,518,500

I. 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.

2004 LENDING RATES

Tables 14 – 16 show that **the Boston MSA ranked in the bottom third of the 15 largest metropolitan areas in 2004 in terms of overall lending rates and lending rates to small firms.** Of the fifteen largest MSAs across the country, the Boston MSA ranked 11th in terms of the overall lending rate, measured in loan dollars per 100 firms, and 12th in terms of the lending rate to small firms. At the same time, **the Boston MSA ranked 14th in terms of the overall lending in low-to-moderate neighborhoods and 14th in terms of the lending to small firms in low-to-moderate neighborhoods.** In comparison, in 2003 the Boston MSA ranked 10th in terms of the overall lending rate, 9th in terms of the lending rate to small firms, 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 14
Selected Demographic Data For 15 Largest Metro Areas, 2004

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	675,475	1	498,138	1
Los Angeles (31100)	12,365,627	2	7,947,035	1	\$54,200	14	595,859	2	445,629	2
Chicago (16980)	9,112,882	3	3,701,436	3	\$67,800	6	361,820	3	258,778	3
Philadelphia (37980)	5,687,147	4	1,670,751	11	\$66,300	7	242,178	9	172,147	9
Dallas (19100)	5,166,871	5	2,118,861	7	\$65,000	8	276,224	5	203,163	5
Miami (33100)	5,007,564	6	2,801,634	4	\$45,700	15	303,960	4	225,021	4
Washington DC (47900)	4,870,279	7	2,162,352	6	\$82,300	2	260,226	6	188,317	6
Houston (26420)	4,787,274	8	2,457,299	5	\$59,400	9	243,418	8	181,844	7
Detroit (19820)	4,452,557	9	1,341,878	12	\$55,000	13	194,331	12	144,073	12
Atlanta (12060)	4,406,747	10	1,714,610	9	\$67,900	5	249,709	7	178,836	8
Boston (14460)	4,390,500	11	846,047	14	\$75,300	3	230,930	10	165,511	10
San Francisco (41860)	4,123,740	12	2,097,718	8	\$87,700	1	214,230	11	158,968	11
Riverside-San Bernardino (40140)	3,254,821	13	1,713,768	10	\$55,300	12	123,885	15	92,976	15
Phoenix (38060)	3,251,876	14	1,111,705	13	\$58,300	10	141,654	14	99,860	14
Seattle (42660)	3,043,878	15	730,619	15	\$72,600	4	167,174	13	124,514	13

Table 15
Total Small Business Loans in 15 Largest Metro Areas, 2004

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)	427,360	2	\$13,487,924	1	63.3	5	\$1,997	9	79,150	2	\$2,443,687	2
Los Angeles (31100)	429,609	1	\$12,189,883	2	72.1	1	\$2,046	7	111,433	1	\$3,989,404	1
Chicago (16980)	224,654	3	\$10,191,895	3	62.1	7	\$2,817	1	31,452	7	\$1,636,195	3
Philadelphia (37980)	151,840	7	\$5,507,336	5	62.7	6	\$2,274	4	24,061	12	\$929,714	12
Dallas (19100)	156,927	5	\$4,577,779	10	56.8	10	\$1,657	14	39,114	5	\$1,421,956	5
Miami (33100)	187,619	4	\$4,855,533	8	61.7	8	\$1,597	15	44,715	3	\$1,349,840	6
Washington DC (47900)	131,803	11	\$4,420,351	11	50.6	15	\$1,699	13	24,681	11	\$842,097	13
Houston (26420)	133,358	10	\$4,635,855	9	54.8	12	\$1,904	10	35,488	6	\$1,329,242	7
Detroit (19820)	105,134	12	\$5,047,427	6	54.1	13	\$2,597	2	22,980	13	\$1,310,299	8
Atlanta (12060)	140,838	8	\$5,571,378	4	56.4	11	\$2,231	5	28,684	8	\$1,289,975	9
Boston (14460)	133,537	9	\$4,189,004	12	57.8	9	\$1,814	11	25,082	10	\$802,318	14
San Francisco (41860)	151,888	6	\$4,895,192	7	70.9	2	\$2,285	3	39,719	4	\$1,489,790	4
Riverside-San Bernardino (40140)	87,500	15	\$2,145,616	15	70.6	3	\$1,732	12	22,869	14	\$733,289	15
Phoenix (38060)	97,218	13	\$3,106,283	14	68.6	4	\$2,193	6	26,714	9	\$1,158,343	10
Seattle (42660)	89,062	14	\$3,373,739	13	53.3	14	\$2,018	8	20,035	15	\$957,740	11

Table 16
Loans to Business With Revenues Under \$1 Million in 15 Largest Metro Areas, 2004

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)	154,292	2	\$5,338,749	1	31.0	5	\$1,072	8	28,610	2	\$1,068,466	2
Los Angeles (31100)	157,770	1	\$4,174,924	2	35.4	3	\$937	11	38,784	1	\$1,319,165	1
Chicago (16980)	68,649	3	\$3,792,595	3	26.5	10	\$1,466	2	9,314	8	\$625,571	4
Philadelphia (37980)	49,249	9	\$2,181,263	5	28.6	7	\$1,267	3	7,810	11	\$360,328	10
Dallas (19100)	53,401	7	\$1,905,211	7	26.3	11	\$938	10	12,130	6	\$496,674	6
Miami (33100)	61,477	4	\$1,808,577	8	27.3	9	\$804	15	13,811	4	\$486,506	8
Washington DC (47900)	43,263	10	\$1,595,586	11	23.0	14	\$847	13	7,969	10	\$301,146	13
Houston (26420)	51,076	8	\$2,094,343	6	28.1	8	\$1,152	6	12,866	5	\$542,653	5
Detroit (19820)	31,358	14	\$1,734,228	9	21.8	15	\$1,204	4	6,371	15	\$378,151	9
Atlanta (12060)	54,810	6	\$2,877,001	4	30.6	6	\$1,609	1	11,188	7	\$649,695	3
Boston (14460)	42,696	11	\$1,436,052	12	25.8	13	\$868	12	7,636	12	\$287,128	14
San Francisco (41860)	56,780	5	\$1,711,848	10	35.7	1	\$1,077	7	14,154	3	\$492,491	7
Riverside-San Bernardino (40140)	29,741	15	\$773,659	15	32.0	4	\$832	14	7,424	13	\$254,618	15
Phoenix (38060)	35,449	12	\$1,192,592	14	35.5	2	\$1,194	5	8,480	9	\$356,902	11
Seattle (42660)	32,277	13	\$1,278,172	13	25.9	12	\$1,027	9	6,815	14	\$326,229	12

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:

- Prior to 2005, banks with assets under \$250 million were not required to report their small business loan data under the CRA. Beginning in 2005, banks with assets less than \$1 billion will be exempt from CRA data collection and reporting requirements.
- 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 62% of the number of loans in the Boston MSA, but accounted for approximately 12% of total dollars with an average loan size of approximately \$6,000. Massachusetts banks had an average loan size of approximately \$103,000.
- 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, 2004. 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.

Reader should note that last year the federal bank regulators revised the census tract income level classifications based on the 2000 census data and 2004 revisions to MSA definitions. This report utilizes the new income level classifications for calculations involving CRA small business loan data for 2004 and 2003. 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 2004, 2003, 2002, and 2001 lending data throughout this report, the business demographic data is for the year 2004, 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 2004 showed an 11.3% increase in firms with revenues under \$1 million and a 14.0% increase in total firms compared to the 2003 data. The reported number of small firms increased more in low and moderate income census tracts from 2003 to 2004 than in higher income census tracts. The number of small firms increased 15.2% in low income tracts and 16.9% in moderate income tracts. At the same time, the number of small firms increased 9.4% in middle income tracts and 9.4% in upper income tracts. For the Boston MSA, the number of firms data for 2004 showed a 13.7% increase in firms with revenues under \$1 million and a 14.0% increase in total firms compared to the 2003 data.

The number of firms data for 2004 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, 2004

Category (No. of Tracts)	Total Number of Firms	Number of Small Firms
A. By Income Level		
Low (32)	5,030	2,985
Moderate (65)	12,212	7,839
Middle (38)	8,840	5,570
Upper (7)	2,337	1,399
Not Available (1)	0	0
Central Bus Area (14)	17,115	9,268
Total (157)	45,534	27,061
B. By Racial Composition		
Minority (44)	5,923	3,826
Mixed (68)	14,664	9,110
White (31)	7,832	4,857
Cent Bus Area (14)	17,115	9,268
Total (157)	45,534	27,061
C. By Race & Income Level		
Minority & Low-Mod (44)	5,923	3,826
Mixed & Low-Mod (49)	10,630	6,582
Mixed & Mid-Upper (18)	4,034	2,528
White & Low-Mod (4)	689	416
White & Mid-Upper (27)	7,143	4,441
Not Available (1)	0	0
Central Bus Area (14)	17,115	9,268
Total (157)	45,534	27,061
D. By Neighborhood		
Allston-Brighton	3,648	2,294
Back Bay-Beacon Hill	4,200	2,374
Central	12,915	6,894
Charlestown	1,133	642
East Boston	1,629	989
Fenway-Kenmore	1,860	1,028
Harbor Islands	0	0
Hyde Park	1,420	956
Jamaica Plain	2,297	1,487
Mattapan	1,212	822
North Dorchester	1,073	663
Roslindale	1,327	931
Roxbury	2,368	1,495
South Boston	2,839	1,649
South Dorchester	2,656	1,829
South End	3,513	2,076
West Roxbury	1,444	932
City of Boston	45,534	27,061

2. Number of Firms Data – Boston MSA, 2004

Category (No. of Tracts)	Total Number of Firms	Number of Small Firms
A. By Income Level		
Low (67)	12,877	7,816
Moderate (192)	45,276	29,100
Middle (368)	123,455	78,197
Upper (198)	84,360	54,963
Not Available (2)	18	3
Central Bus Area (14)	17,115	9,268
Total (841)	283,101	179,347

3. Number of Firms Data – Selected Counties, 2004

Town	Total Number of Firms	Number of Small Firms
Essex County	46,891	30,647
Middlesex County	107,947	68,334
Norfolk County	47,707	30,512
Plymouth County	30,420	19,826
Suffolk County	50,136	30,028

4. Number of Firms Data – Surrounding Cities & Towns, 2004

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	795	551	Haverhill	3,014	1,985	Plymouth	3,437	2,287
Acton	1,748	1,137	Hingham	2,062	1,309	Plympton	170	125
Amesbury	997	652	Holbrook	627	412	Quincy	5,211	3,377
Andover	2,533	1,530	Holliston	1,162	838	Randolph	1,624	1,021
Arlington	2,649	1,780	Hopkinton	1,003	621	Reading	1,485	987
Ashby	178	136	Hudson	1,287	824	Revere	2,091	1,403
Ashland	1,048	737	Hull	609	409	Rochester	265	178
Avon	499	268	Ipswich	1,079	711	Rockland	1,191	748
Ayer	520	314	Kingston	1,009	608	Rockport	690	461
Bedford	1,276	755	Lakeville	626	435	Rowley	518	350
Bellingham	912	619	Lawrence	3,065	1,930	Salem	2,827	1,932
Belmont	1,768	1,287	Lexington	2,901	1,864	Salisbury	746	498
Beverly	2,883	1,940	Lincoln	580	359	Saugus	1,740	1,099
Billerica	2,487	1,430	Littleton	769	499	Scituate	1,177	789
Boston	45,534	27,061	Lowell	4,438	2,808	Sharon	1,168	777
Boxborough	378	243	Lynn	3,551	2,379	Sherborn	313	225
Boxford	448	300	Lynnfield	921	578	Shirley	305	194
Braintree	3,050	1,736	Malden	2,823	1,872	Somerville	3,963	2,495
Bridgewater	1,115	728	Manchester	501	345	Stoneham	1,540	1,042
Brockton	4,469	2,914	Marblehead	1,828	1,261	Stoughton	2,192	1,455
Brookline	4,328	2,931	Marion	417	301	Stow	472	324
Burlington	2,807	1,426	Marlborough	3,051	1,781	Sudbury	1,520	1,007
Cambridge	9,517	5,561	Marshfield	1,469	1,018	Swampscott	991	670
Canton	2,083	1,276	Mattapoisett	481	341	Tewksbury	1,743	1,104
Carlisle	392	258	Maynard	714	456	Topsfield	633	416
Carver	652	353	Medfield	789	535	Townsend	448	324
Chelmsford	2,612	1,687	Medford	2,967	1,967	Tyngsborough	804	526
Chelsea	1,602	929	Medway	725	500	Wakefield	2,193	1,402
Cohasset	746	486	Melrose	1,352	976	Walpole	1,523	1,021
Concord	1,991	1,339	Merrimac	340	215	Waltham	5,242	3,040
Danvers	2,525	1,506	Methuen	2,099	1,381	Wareham	1,375	866
Dedham	1,860	1,179	Middleborough	1,406	873	Watertown	2,411	1,522
Dover	408	246	Middleton	709	475	Wayland	1,022	692
Dracut	1,390	1,001	Millis	577	405	Wellesley	2,960	1,878
Dunstable	155	111	Milton	1,339	923	Wenham	255	171
Duxbury	1,042	709	Nahant	217	137	WBridgewater	740	491
E Bridgewater	657	442	Natick	3,094	1,954	West Newbury	270	194
Essex	347	244	Needham	2,960	1,855	Westford	1,476	937
Everett	2,012	1,296	Newbury	435	303	Weston	983	618
Foxborough	1,209	763	Newburyport	1,980	1,338	Westwood	1,266	748
Framingham	5,282	3,353	Newton	8,188	5,425	Weymouth	3,072	2,063
Franklin	1,811	1,147	Norfolk	547	370	Whitman	688	443
Georgetown	528	359	North Andover	2,035	1,303	Wilmington	1,567	898
Gloucester	2,260	1,514	North Reading	1,138	747	Winchester	1,644	1,120
Groton	592	431	Norwell	1,196	736	Winthrop	909	635
Groveland	293	216	Norwood	2,779	1,673	Woburn	3,966	2,176
Halifax	302	179	Peabody	3,162	1,926	Wrentham	837	485
Hamilton	471	328	Pembroke	1,169	779			
Hanover	1,426	900	Pepperell	581	428			
Hanson	475	314	Plainville	605	363			

5. Number of Firms Data – Surrounding Towns Low and Moderate Tracts, 2004

Town	Total Number of Firms	Number of Small Firms
Beverly	861	549
Boston	17,242	10,824
Brockton	2,661	1,742
Cambridge	3,917	2,249
Chelsea	1,472	844
Dracut	398	291
Everett	2,012	1,296
Framingham	1,652	1,082
Gloucester	985	641
Haverhill	1,351	893
Lawrence	2,863	1,812
Lincoln	48	13
Lowell	4,068	2,561
Lynn	2,661	1,754
Malden	1,978	1,288
Marlborough	1,136	743
Medford	1,354	820
Methuen	146	96
Peabody	363	232
Pepperell	237	169
Plymouth	913	638
Quincy	334	202
Revere	1,487	992
Salem	904	612
Somerville	3,142	1,937
Waltham	1,544	1,012
Wareham	1,375	866
Watertown	220	162
Weymouth	283	204
Woburn	546	392

GLOSSARY

Bank

For the purpose of this report, the term bank includes federally-regulated and FDIC-insured mutual savings institutions, savings banks, savings and loan associations, cooperative banks, and commercial banks. Credit unions are exempt from the federal CRA law and their small business lending activity is not reflected in this report.

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 beginning 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. The small business loan data that is compiled annually under the CRA law is only available on an aggregate basis at the census tract level. The small business loan data of individual banks is only available at the county, state, or MSA level, and is not available at the census tract level.

Central Business Area

The term "Central Business Area" refers to the centrally-located portions of the city of Boston that represent the financial and retail hub of the city. The Central Business Area, as defined in this report, consists of the 14 census tracts that comprise the "Central" and "Back Bay/Beacon Hill" Planning Districts, and includes the downtown financial district, Back Bay, Beacon Hill, North End, West End, Chinatown, and waterfront section of the city.

These 14 census tracts have been separated out of many of the tables in this report due to the fact that they are home to only 8.5% of the city's population, but contain 37.6% of its total businesses and received 43.5% of total small business loan dollars in the city in 2004. Failure to separate out these tracts 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 (except credit unions) 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 2004 and 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.