



MASSACHUSETTS DISTRICT OFFICE ANNUAL REPORT FY 2015

Fiscal Year 2015 was one of major achievements. The U.S. Small Business Administration's Massachusetts District Office supported 2,667 loans for over \$657 million dollars through three main loan programs: the 7(a) Loan Guaranty Program, the Certified Development Company/504 Loan Program, and the Microloan Program. In addition, over 19,182 clients were trained and counseled by SBA and our resource partners – SCORE, the Massachusetts Small Business Development Center Network, the Women's Business Center at the Center for Women & Enterprise, and the Northeast Veterans Business Resource Center.



Guaranteed **2,342** loans worth over **\$330** million through SBA's flagship **7(a)** Loan Guaranty Program through **143** lenders.

Approved **249** Certified Development Company **504** loans totaling over **\$141** million.

76 businesses in MA obtained **microloans** totaling over **\$1.3** million through our 9 microlenders.

Contract Awards to MA Small Businesses (estimate):

- Small Business: **\$2.3** billion
- Hub Zone: **\$67** million
- 8(a): **\$123** million
- Veterans: **\$173** million
- Service Disabled Vet: **\$149** million
- Women **\$167** million

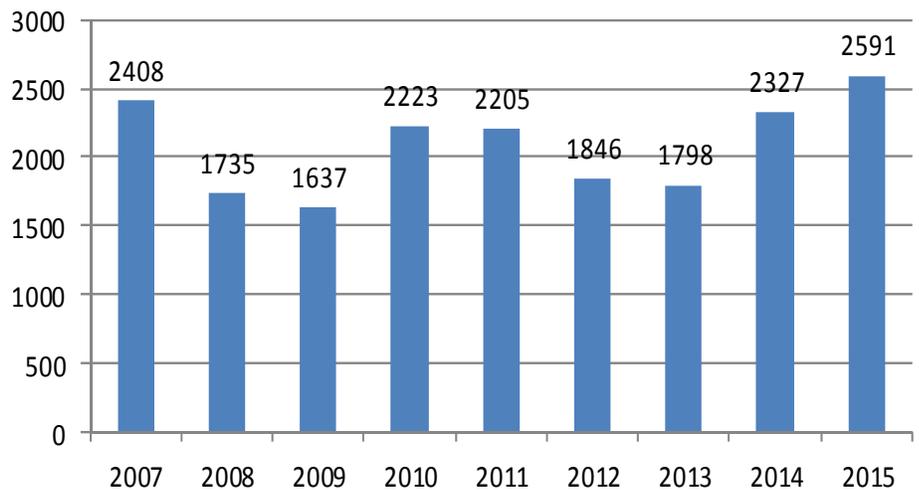
Small Business Innovation Research Program : **85** awards granted totaling over **\$26.8** million.

Small Business Investment Company Program: 144 financings to 71 businesses for \$286.4 million

Surety Bonding
80 bonds were issued for **\$47.4** million

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Total 7(a) and 504 Loans



(estimated as of 10/23/15)

Small Business Clients Counseled and Trained by:

Small Business Development Centers	5,346
SBA Massachusetts District Office	5,958
SCORE Chapters	4,961
Center for Women & Enterprise	<u>2,917</u>

Total Clients Served 19,182



NEW 7(a) LENDERS

The Cooperative Bank
 Milford Federal Savings
 Sharon Credit Union
 North Easton Savings

NEW MICROLENDERS

North Central Mass
 Economic Development
 Council

NEW PREFERRED LENDERS

St. Mary's Credit Union
 Avidia Bank

NEW EXPRESS LENDERS

The Cooperative Bank
 Northern Bank & Trust
 The Cooperative Bank of
 Cape Cod
 Homefield Credit Union
 Sharon Credit Union

LENDER of the QUARTER AWARDS

1st Quarter:
 Berkshire Bank
 2nd Quarter:
 HarborOne Bank
 3rd Quarter:
 Spencer Savings Bank
 4th Quarter:
 Easthampton Savings
 Bank

NEW 8(a) FIRMS

R.S. Electrical Services
 Integrative Sciences
 Vision Sown

NEW HUBZONE FIRMS

Integrative Sciences
 Lawrence Training
 School
 Fulltec Consultants
 Patel Construction

TOP SBA 7(a) LOAN GUARANTY LENDERS	GROSS \$ AMOUNT	LOANS	TOP 504 LENDER NAME	GROSS AMOUNT	NUMBER OF LOANS
EASTERN BANK	\$ 46,049,200	815	BAY COLONY DEVELOPMENT CORP.	\$ 40,845,000	80
CITIZENS BANK, N.A.	\$ 17,340,100	124	GRANITE STATE ECONOMIC DEVELOPMENT CORP.	\$ 44,723,000	77
BERKSHIRE BANK	\$ 6,699,100	119	NEW ENGLAND CERTIFIED DEVELOPMENT COR	\$ 37,911,000	52
ROCKLAND TRUST COMPANY	\$ 13,091,900	100	SOUTH EASTERN ECONOMIC DEVELOPMENT CORP.	\$ 10,649,000	24
SANTANDER BANK, N.A.	\$ 20,140,500	89	CAPE & ISLANDS COMMUNITY DEVELOPMENT	\$ 6,659,000	11
TD BANK, N.A.	\$ 9,405,000	84	TOTAL FOR ALL LENDERS	\$ 141,485,000	249
LEADER BANK, N.A.	\$ 7,058,200	73			
INDEPENDENCE BANK	\$ 12,000,000	50	TOP SBA 504 CDC 3rd PARTY LENDER NAME	GROSS \$ AMOUNT	LOANS
CAMBRIDGE SAVINGS BANK	\$ 6,823,000	39	Eastern Bank	\$ 31,665,496	43
SOUTH SHORE BANK	\$ 2,073,361	34	Rockland Trust Company	\$ 5,760,800	11
HARBORONE BANK	\$ 2,332,300	32	Enterprise Bank and Trust Co.	\$ 4,104,613	9
BRISTOL COUNTY SAVINGS BANK	\$ 6,508,000	29	Nuvo Bank and Trust Co.	\$ 2,086,745	7
ST. MARY'S CU	\$ 1,650,000	26	BankNewport	\$ 8,418,487	6
MERRIMACK VALLEY FCU	\$ 1,573,200	24	Avidia Bank	\$ 3,170,000	6
WELLS FARGO BANK, N.A.	\$ 17,806,400	23	Radius Bank	\$ 2,445,000	6
COMMERCE BANK & TRUST CO.	\$ 4,221,500	22	Commerce Bank & Trust Co.	\$ 2,105,000	6
SPENCER SAVINGS BANK	\$ 3,322,000	22	The Milford National Bank and Trust Co.	\$ 1,748,913	6
SALEM FIVE CENTS SAVINGS BANK	\$ 10,141,000	21	Citizens Bank, N.A.	\$ 4,521,000	5
EASTHAMPTON SAVINGS BANK	\$ 1,856,500	19	TOTAL FOR ALL LENDERS	\$ 184,873,319	249
WORKERS CREDIT UNION	\$ 1,370,100	19			
TOTAL FOR ALL LENDERS	\$ 330,052,071	2342			

Out of 68 SBA District Offices Nationwide, Massachusetts Ranked:

#1 on loans less than \$50K

#2 on loans less than \$150K and underserved

#3 on total loan approvals

#3 in number of 7A Loans approved

#5 in number of 504 Loans approved

Thank you

2015

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TOP SBA MICROLENDERS	GROSS \$ AMOUNT	LOANS
Accion	\$ 364,356	27
New Bedford Economic Development	\$ 282,000	16
Common Capital	\$ 84,833	8
SEED	\$ 225,000	6
Dorchester Bay Neighborhood	\$ 190,000	5
Community Teamwork	\$ 121,244	4
Jobs for Fall River	\$ 88,000	4
EDIC of Lynn	\$ 32,000	4
RCAP	\$ 25,000	2
TOTAL FOR MICROLENDERS	\$ 1,387,433	76

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