



Massachusetts  
District Office

# 2018 Annual Report

## Powering the American Dream

Ranking out of **68** SBA District Offices:

- #3 on loans less than \$50k
- #4 on loans less than \$150k and underserved
- #5 on total loan approvals
- #6 in number of 7A loans approved
- #5 in number of 504 loans approved

### OVER \$754 Million Approved!

**2,126**  
7A Loans

**\$349**  
MILLION

**TOP 5:**

1. Eastern Bank
2. TD Bank
3. Citizens Bank
4. Independence Bank
5. Leader Bank

### TOP 5 LENDING CATEGORIES:

1. Construction
2. Retail Trade
3. Accommodation and Food Services
4. Professional, Scientific and Technical Services
5. Other Services  
(except Public Administration)

**270**  
504 Loans

**\$171**  
MILLION

**TOP 5:**

1. Bay Colony
2. Granite State
3. New England Certified
4. Cape & Islands Community Dev
5. SEED Corp

**270**  
3rd Party Loans

**\$231**  
MILLION

**TOP 5:**

1. Eastern Bank
2. Enterprise Bank & Trust
3. Rockland Trust
4. Cape Cod Five
5. Salem Five

### Lender of the Quarter Awards:

- Q1: TD Bank
- Q2: Northern Bank
- Q3: Cape Cod 5
- Q4: Webster Bank

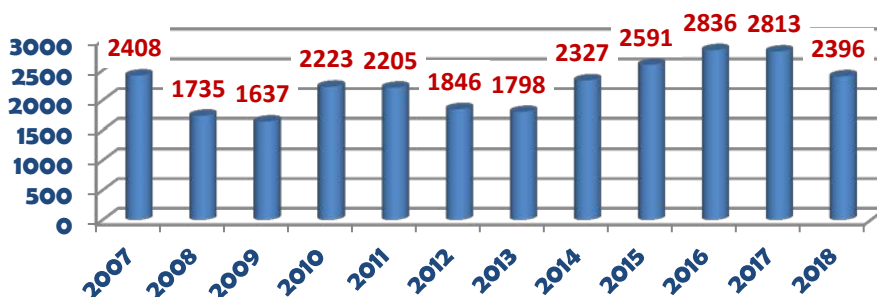
**102**  
Microloans

**\$2**  
MILLION

**TOP 5:**

1. ACCION
2. SEED Corp
3. Common Capital
4. North Central MA Dev Corp
5. Dorchester Bay Neighborhood

Total 7A and 504 Loans: FY07 - FY18



### NEW 7(a) Lenders



# counseling

CLIENTS SERVED  
(est. as of 10/17/18)

**30,939**



**12,149**



**4,328**



**2,417**



**12,045**

# contracting

**5**



**NEW  
HUBZone &  
8A Certified  
Businesses**

**Awards to Massachusetts  
Small Businesses (estimated):**

|                           |               |
|---------------------------|---------------|
| Small Businesses          | \$2.9 billion |
| Hub Zone                  | \$76 million  |
| 8A Business Development   | \$89 million  |
| Veterans                  | \$176 million |
| Service-Disabled Veterans | \$143 million |
| Women-Owned               | \$376 million |

**78**



**Surety  
Bonds  
Issued  
\$22.7  
million**

**Small Business  
Investment  
Companies  
\$255.8 million**



# investment & innovation

**120 FINANCINGS  
50 BUSINESSES**

(FY17)



**SBIR · STTR**  
America's Seed Fund

**126 AWARDS  
\$26 MILLION**