

**SBA MASSACHUSETTS DISTRICT OFFICE  
FY- 2018 LOAN VOLUME REPORT OCTOBER 1, 2017 - SEPTEMBER 30, 2018**



U.S. Small Business  
Administration

## 7(a) LOANS

<b>RANK</b>	<b>LENDER NAME</b>	<b># LOANS</b>	<b>GROSS \$\$ AMOUNT</b>
1	Eastern Bank	565	\$ 43,285,500
2	TD Bank, National Association	227	\$ 14,203,100
3	Citizens Bank, National Association	144	\$ 21,142,500
4	Independence Bank	94	\$ 5,725,000
5	Leader Bank, National Association	70	\$ 8,036,100
6	Berkshire Bank	62	\$ 5,381,300
7	Salem Five Cents Savings Bank	50	\$ 11,321,900
8	Santander Bank, National Association	50	\$ 4,783,700
9	Rockland Trust Company	48	\$ 11,749,600
10	Cambridge Savings Bank	48	\$ 5,105,700
11	Webster Bank, National Association	45	\$ 14,216,300
12	UniBank for Savings	43	\$ 3,972,800
13	St. Mary's Credit Union	36	\$ 2,022,400
14	Century Bank and Trust Company	30	\$ 4,932,000
15	Brookline Bank	26	\$ 2,522,100
16	Cornerstone Bank	23	\$ 2,879,900
17	Live Oak Banking Company	22	\$ 28,485,000
18	South Shore Bank	22	\$ 4,277,000
19	Avidia Bank	21	\$ 14,981,500
20	First Home Bank	20	\$ 4,412,000
21	Celtic Bank Corporation	20	\$ 3,273,100
22	HarborOne Bank	20	\$ 1,437,900
23	Beverly Bank	19	\$ 1,959,000
24	Cape Cod Five Cents Savings Bank	16	\$ 1,428,700
25	People's United Bank, National Association	14	\$ 3,165,000
26	BankFive	14	\$ 1,430,200
27	Wells Fargo Bank, National Association	12	\$ 11,842,800
28	The Provident Bank	12	\$ 5,278,000
29	Stearns Bank National Association	12	\$ 3,783,700
30	Enterprise Bank and Trust Company	12	\$ 2,985,900
31	Greenfield Co-Operative Bank	12	\$ 1,098,200
32	Workers Credit Union	12	\$ 737,700
33	Northern Bank and Trust Company	11	\$ 7,761,500

**SBA MASSACHUSETTS DISTRICT OFFICE**  
**FY- 2018 LOAN VOLUME REPORT OCTOBER 1, 2017 - SEPTEMBER 30, 2018**

<b>RANK</b>	<b>LENDER NAME</b>	<b># LOANS</b>	<b>GROSS \$\$ AMOUNT</b>
34	PeoplesBank	10	\$ 762,500
35	Bank of America, National Association	9	\$ 4,518,000
36	Greenfield Savings Bank	9	\$ 1,224,700
36	KeyBank National Association	8	\$ 3,221,500
37	Newtek Small Business Finance, Inc.	8	\$ 3,070,000
38	Bristol County Savings Bank	8	\$ 1,940,000
39	Hometown Bank	8	\$ 1,747,400
40	The Cooperative Bank of Cape Cod	8	\$ 560,000
41	Webster Five Cents Savings Bank	8	\$ 557,000
42	Milford National Bank and Trust	7	\$ 1,475,000
43	Mechanics Cooperative Bank	7	\$ 1,428,000
44	Westfield Bank	7	\$ 1,185,300
45	Atlantic Capital Bank, National Association	6	\$ 4,937,000
46	Navigant Credit Union	6	\$ 1,317,200
47	Five Star Bank	6	\$ 1,090,000
48	Coastal Heritage Bank	6	\$ 1,030,000
49	United Midwest Savings Bank, National Assoc	6	\$ 668,000
50	Coastway Community Bank	5	\$ 1,247,500
51	Boston Private Bank & Trust Company	5	\$ 1,110,000
52	Accion East, Inc.	5	\$ 530,500
53	Adams Community Bank	5	\$ 465,000
54	Bridgewater Credit Union	5	\$ 115,000
55	First Bank	4	\$ 4,522,900
56	Customers Bank	4	\$ 3,056,600
57	East Boston Savings Bank	4	\$ 2,361,000
58	The Cooperative Bank	4	\$ 1,139,500
59	Pawtucket Credit Union	4	\$ 1,062,000
60	Crescent Credit Union	4	\$ 532,800
61	Liberty Bay Credit Union	4	\$ 325,000
62	Lee Bank	4	\$ 263,000
63	Florence Bank	4	\$ 232,100
64	Freedom National Bank	4	\$ 201,600
65	North Brookfield Savings Bank	4	\$ 92,000
66	Byline Bank	3	\$ 5,045,000
67	First Savings Bank	3	\$ 3,193,700
68	Primary Bank	3	\$ 2,111,400
69	Fifth Third Bank	3	\$ 2,019,400
70	Radius Bank	3	\$ 1,617,000
71	Lowell Five Cent Savings Bank	3	\$ 692,800
72	Needham Bank	3	\$ 575,000
73	Dean Co-Operative Bank	3	\$ 425,000
74	BayCoast Bank	3	\$ 325,000

**SBA MASSACHUSETTS DISTRICT OFFICE**  
**FY- 2018 LOAN VOLUME REPORT OCTOBER 1, 2017 - SEPTEMBER 30, 2018**

<b>RANK</b>	<b>LENDER NAME</b>	<b># LOANS</b>	<b>GROSS \$\$ AMOUNT</b>
75	First Ipswich Bank	3	\$ 252,500
76	Salem Co-operative Bank	3	\$ 170,000
77	Barrington Bank & Trust Company, N.A.	2	\$ 2,754,000
78	Fidelity Bank	2	\$ 1,688,000
79	Kennebunk Savings Bank	2	\$ 740,000
80	Spirit of Texas Bank, SSB	2	\$ 715,000
80	MountainOne Bank	2	\$ 700,000
81	Athol Savings Bank	2	\$ 645,800
82	Taunton Federal Credit Union	2	\$ 630,000
83	Seacoast National Bank	2	\$ 615,000
84	Manufacturers and Traders Trust Company	2	\$ 478,500
85	Florida Capital Bank, National Association	2	\$ 475,000
86	North Easton Savings Bank	2	\$ 368,000
87	Common Capital Inc.	2	\$ 355,000
88	Haverhill Bank	2	\$ 261,300
89	Millbury Savings Bank	2	\$ 99,000
90	Walpole Co-Operative Bank	2	\$ 85,000
91	Middlesex Savings Bank	2	\$ 81,000
92	Country Bank for Savings	2	\$ 36,300
93	Blue Hills Bank	1	\$ 2,500,000
94	North State Bank	1	\$ 1,900,000
95	Northeast Bank	1	\$ 1,555,000
96	Citibank, N.A.	1	\$ 1,000,000
97	The Bancorp Bank	1	\$ 750,000
98	United Community Bank	1	\$ 682,000
99	Paragon Bank	1	\$ 670,000
100	Pacific Western Bank	1	\$ 625,000
101	First Business Bank	1	\$ 570,500
102	Mansfield Co-Operative Bank	1	\$ 550,000
103	West Town Bank & Trust	1	\$ 532,000
104	Titan Bank, National Association	1	\$ 400,000
105	Savings Institute Bank and Trust Company	1	\$ 319,500
106	Mutual Bank	1	\$ 256,000
107	Homefield Credit Union	1	\$ 250,000
108	Bangor Savings Bank	1	\$ 200,000
109	Merrimack County Savings Bank	1	\$ 200,000
110	Cape Ann Savings Bank	1	\$ 175,000
111	Stone Bank	1	\$ 163,000
112	Hanscom Federal Credit Union	1	\$ 150,000
113	New Millennium Bank	1	\$ 150,000
114	Bay State Savings Bank	1	\$ 144,000
115	Genesee Regional Bank	1	\$ 125,000
116	Align Credit Union	1	\$ 100,000

**SBA MASSACHUSETTS DISTRICT OFFICE  
FY- 2018 LOAN VOLUME REPORT OCTOBER 1, 2017 - SEPTEMBER 30, 2018**

<b>RANK</b>	<b>LENDER NAME</b>	<b># LOANS</b>	<b>GROSS \$\$ AMOUNT</b>
117	BankNewport	1	\$ 100,000
118	Sanford Institution for Savings	1	\$ 100,000
119	South Eastern Economic Development Corp.	1	\$ 100,000
120	Bar Harbor Bank & Trust	1	\$ 50,000
121	Reading Co-Operative Bank	1	\$ 50,000
122	BankGloucester	1	\$ 45,000
123	Pilgrim Bank	1	\$ 15,000

	<b>Grand Total</b>	<b>2126</b>	<b>\$ 349,185,900</b>
--	--------------------	-------------	-----------------------

## 504 Loans

<b>RANK</b>	<b>LENDER NAME</b>	<b># LOANS</b>	<b>GROSS \$\$ AMOUNT</b>
1	Bay Colony Development Corporation	93	\$ 51,511,000
2	Granite State Economic Development Corp.	76	\$ 43,049,000
3	New England Certified Development Corp.	60	\$ 52,894,000
4	Cape & Islands Community Development, Inc.	17	\$ 8,448,000
5	South Eastern Economic Development Corp.	12	\$ 9,994,000
6	Worcester Business Development Corporation	8	\$ 2,848,000
7	Ocean State Business Development Authority	3	\$ 2,281,000
8	Pine Tree State Certified Development Corp.	1	\$ 675,000

	<b>Grand Total</b>	<b>270</b>	<b>\$ 171,700,000</b>
--	--------------------	------------	-----------------------

## 3rd Party

<b>RANK</b>	<b>LENDER NAME</b>	<b># LOANS</b>	<b>GROSS \$\$ AMOUNT</b>
1	Eastern Bank	29	\$ 10,870,918
2	Enterprise Bank and Trust Company	16	\$ 6,019,025
3	Rockland Trust Company	12	\$ 10,744,634
4	Salem Five Cents Savings Bank	11	\$ 8,849,000
5	Cape Cod Co-Operative Bank	9	\$ 13,722,051
6	Cape Cod Five Cents Savings Bank	9	\$ 6,396,600
7	Avidia Bank	6	\$ 5,955,111
8	Leader Bank, National Association	6	\$ 3,647,500
9	Beverly Bank	6	\$ 1,976,150
10	Coastal Heritage Bank	5	\$ 6,543,000
11	TD Bank, National Association	5	\$ 3,763,400
12	Middlesex Savings Bank	5	\$ 3,442,472
13	Seamen's Bank	5	\$ 2,491,250
14	South Shore Bank	5	\$ 1,765,892
15	People's United Bank, National Association	4	\$ 8,991,000
16	St. Mary's Credit Union	4	\$ 2,300,000
17	Lee Bank	4	\$ 2,157,500
18	Webster Bank, National Association	4	\$ 1,625,000

**SBA MASSACHUSETTS DISTRICT OFFICE**  
**FY- 2018 LOAN VOLUME REPORT OCTOBER 1, 2017 - SEPTEMBER 30, 2018**

<b>RANK</b>	<b>LENDER NAME</b>	<b># LOANS</b>	<b>GROSS \$\$ AMOUNT</b>
19	Weymouth Bank	3	\$ 6,058,026
20	Northern Bank and Trust Company	3	\$ 2,951,950
21	Greenfield Savings Bank	3	\$ 2,297,136
22	East Boston Savings Bank	3	\$ 2,107,500
23	Cambridge Savings Bank	3	\$ 2,059,629
24	Pawtucket Credit Union	3	\$ 1,321,400
25	Hometown Bank	3	\$ 997,500
26	Adams Community Bank	3	\$ 862,500
27	Southern Bancorp Bank	2	\$ 9,318,500
28	The Bank of Canton	2	\$ 3,768,000
29	Needham Bank	2	\$ 2,604,000
30	Bay State Savings Bank	2	\$ 2,475,000
31	Wells Fargo Bank, National Association	2	\$ 1,875,250
32	Primary Bank	2	\$ 1,514,240
33	Boston Private Bank & Trust Company	2	\$ 1,350,000
34	The Cooperative Bank	2	\$ 1,302,500
35	Cornerstone Bank	2	\$ 1,268,572
36	Pentucket Bank	2	\$ 1,112,500
37	Lowell Five Cent Savings Bank	2	\$ 993,947
38	MutualOne Bank	2	\$ 893,000
39	Align Credit Union	2	\$ 846,350
40	Graylock Federal Credit Union	2	\$ 842,500
41	Fidelity Bank	2	\$ 800,000
42	Savings Institute Bank and Trust Company	2	\$ 777,500
43	Country Bank for Savings	2	\$ 735,000
44	UniBank for Savings	2	\$ 681,250
45	Century Bank and Trust Company	2	\$ 662,000
46	HarborOne Bank	2	\$ 611,500
47	Mutual Bank	2	\$ 587,000
48	Leominster Credit Union	2	\$ 458,500
49	Envision Bank	2	\$ 415,000
50	Haverhill Bank	2	\$ 322,500
51	Centreville Savings Bank	1	\$ 10,681,285
52	Easthampton Savings Bank	1	\$ 7,954,200
53	Salisbury Bank & Trust Company	1	\$ 6,770,000
54	Hanscom Federal Credit Union	1	\$ 6,379,324
55	Radius Bank	1	\$ 5,230,991
56	Middlesex Federal Savings, F.A.	1	\$ 3,873,837
57	Digital Federal Credit Union	1	\$ 3,000,000
58	Rollstone Bank and Trust	1	\$ 2,550,000
59	The Cooperative Bank of Cape Cod	1	\$ 2,525,000
60	Workers Credit Union	1	\$ 1,920,000
61	FSGBank, National Association	1	\$ 1,863,000
62	Centrix Bank & Trust	1	\$ 1,681,483
63	East Cambridge Savings Bank	1	\$ 1,350,000

**SBA MASSACHUSETTS DISTRICT OFFICE**  
**FY- 2018 LOAN VOLUME REPORT OCTOBER 1, 2017 - SEPTEMBER 30, 2018**

<b>RANK</b>	<b>LENDER NAME</b>	<b># LOANS</b>	<b>GROSS \$\$ AMOUNT</b>
64	Patriot Community Bank	1	\$ 1,315,000
65	Peoples Bank	1	\$ 1,242,550
66	BankNewport	1	\$ 1,227,500
67	Bristol County Savings Bank	1	\$ 1,160,000
68	Blue Hills Bank	1	\$ 1,000,000
69	Cambridge Trust Company	1	\$ 900,000
70	Fidelity Bank	1	\$ 750,000
71	Coastway Community Bank	1	\$ 704,500
72	Santander Bank, National Association	1	\$ 700,000
73	Taunton Federal Credit Union	1	\$ 687,500
74	Pilgrim Bank	1	\$ 675,000
75	Reading Co-Operative Bank	1	\$ 655,000
76	Equitable Bank	1	\$ 650,000
77	Brookline Bank	1	\$ 530,000
78	The Savings Bank	1	\$ 528,814
79	First Pioneer Farm Credit, ACA	1	\$ 500,000
80	Main Street Bank	1	\$ 475,000
81	Martha's Vineyard Savings Bank	1	\$ 470,000
82	Bridgewater Credit Union	1	\$ 442,500
83	Gloucester Municipal Credit Union	1	\$ 422,066
84	Newburyport Five Cents Savings Bank	1	\$ 382,500
85	MountainOne Bank	1	\$ 366,668
86	Charles River Bank	1	\$ 300,000
87	First Financial Bank, National Association	1	\$ 299,400
88	Bangor Savings Bank	1	\$ 299,375
89	Central Pacific Bank	1	\$ 297,777
90	Millbury Savings Bank	1	\$ 290,500
91	Milford National Bank and Trust	1	\$ 278,500
92	North Shore Bank, A Cooperative Bank	1	\$ 272,500
93	Bridgewater Savings Bank	1	\$ 267,500
94	Bank of America, National Association	1	\$ 250,000
95	Cape Ann Savings Bank	1	\$ 242,500
96	Florence Bank	1	\$ 242,500
97	Savers Co-Operative Bank	1	\$ 200,000
98	Wellesley Bank	1	\$ 200,000
99	Mansfield Co-Operative Bank	1	\$ 190,000
100	Berkshire Bank	1	\$ 158,600
101	Cedar Falls Community Credit Union	1	\$ 136,605
102	The Provident Bank	1	\$ 127,500
103	Athol Savings Bank	1	\$ 120,000

	<b>Grand Total</b>	<b>270</b>	<b>\$ 231,867,728</b>
--	--------------------	------------	-----------------------

**SBA MASSACHUSETTS DISTRICT OFFICE  
FY- 2018 LOAN VOLUME REPORT OCTOBER 1, 2017 - SEPTEMBER 30, 2018**

## Microlenders

<b>RANK</b>	<b>LENDER NAME</b>	<b># LOANS</b>	<b>GROSS \$\$ AMOUNT</b>
1	Accion East, Inc.	26	\$ 396,184
2	South Eastern Economic Development Corp.	14	\$ 482,000
3	Common Capital Inc.	13	\$ 358,500
4	North Central Massachusetts Development	10	\$ 191,000
5	Dorchester Bay Neighborhood Loan Fund	10	\$ 160,900
6	EDIC of Lynn	10	\$ 80,000
7	New Bedford Economic Development	9	\$ 130,457
8	Jobs for Fall River	5	\$ 136,000
9	Massachusetts Growth Capital Corporation	3	\$ 80,878
10	Community Teamwork, Inc.	2	\$ 60,000

	<b>Grand Total</b>	<b>102</b>	<b>\$ 2,075,919</b>
--	--------------------	------------	---------------------

**SBA SPRINGFIELD BRANCH OFFICE  
FY- 2018 LOAN VOLUME REPORT OCTOBER 1, 2017 - SEPTEMBER 30, 2018  
WESTERN MASSACHUSETTS**

**The following loans are included in the MA Loan Volume Report totals above:**

## 7(a) LOANS

<b>RANK</b>	<b>LENDER NAME</b>	<b># LOANS</b>	<b>GROSS \$\$ AMOUNT</b>
1	Berkshire Bank	47	\$ 2,736,300
2	TD Bank, National Association	19	\$ 955,000
3	Greenfield Co-Operative Bank	12	\$ 1,098,200
4	PeoplesBank	10	\$ 762,500
5	Independence Bank	10	\$ 750,000
6	Greenfield Savings Bank	9	\$ 1,224,700
7	Westfield Bank	7	\$ 1,185,300
8	Citizens Bank, National Association	5	\$ 4,948,000
9	Leader Bank, National Association	5	\$ 525,100
10	Adams Community Bank	5	\$ 465,000
11	Lee Bank	4	\$ 263,000
12	Florence Bank	4	\$ 232,100
13	Newtek Small Business Finance, Inc.	2	\$ 850,000
14	Common Capital Inc.	2	\$ 355,000
15	Santander Bank, National Association	2	\$ 225,000
16	People's United Bank, National Association	2	\$ 190,000
17	Celtic Bank Corporation	2	\$ 175,000
18	Eastern Bank	2	\$ 75,000
19	North Brookfield Savings Bank	2	\$ 42,000

**SBA MASSACHUSETTS DISTRICT OFFICE  
FY- 2018 LOAN VOLUME REPORT OCTOBER 1, 2017 - SEPTEMBER 30, 2018**

<b>RANK</b>	<b>LENDER NAME</b>	<b># LOANS</b>	<b>GROSS \$\$ AMOUNT</b>
20	First Savings Bank	1	\$ 1,931,700
21	Atlantic Capital Bank, National Association	1	\$ 786,000
22	Wells Fargo Bank, National Association	1	\$ 723,300
23	Live Oak Banking Company	1	\$ 565,000
24	Bank of America, National Association	1	\$ 464,400
25	Spirit of Texas Bank, SSB	1	\$ 373,000
26	Stearns Bank National Association	1	\$ 92,000
27	First Home Bank	1	\$ 35,000

	<b>Grand Total</b>	<b>159</b>	<b>\$ 22,027,600</b>
--	--------------------	------------	----------------------

## 504 Loans

<b>RANK</b>	<b>LENDER NAME</b>	<b># LOANS</b>	<b>GROSS \$\$ AMOUNT</b>
1	New England Certified Development Corp.	10	\$ 12,198,000
2	Granite State Economic Development Corp.	7	\$ 3,131,000
3	Bay Colony Development Corporation	6	\$ 1,442,000
	<b>Grand Total</b>	<b>23</b>	<b>\$ 16,771,000</b>

## 3rd Party

<b>RANK</b>	<b>LENDER NAME</b>	<b># LOANS</b>	<b>GROSS \$\$ AMOUNT</b>
1	Lee Bank	4	\$ 2,157,500
2	Greenfield Savings Bank	3	\$ 2,297,136
3	Adams Community Bank	3	\$ 862,500
4	Graylock Federal Credit Union	2	\$ 842,500
5	Country Bank for Savings	2	\$ 735,000
6	Easthampton Savings Bank	1	\$ 7,954,200
7	Salisbury Bank & Trust Company	1	\$ 6,770,000
8	Peoples Bank	1	\$ 1,242,550
9	First Pioneer Farm Credit, ACA	1	\$ 500,000
10	TD Bank, National Association	1	\$ 484,000
11	Savings Institute Bank and Trust Company	1	\$ 387,500
12	Southern Bancorp Bank	1	\$ 318,500
13	Florence Savings Bank	1	\$ 242,500
14	Savers Co-Operative Bank	1	\$ 200,000
	<b>Grand Total</b>	<b>23</b>	<b>\$ 24,993,886</b>

**SBA MASSACHUSETTS DISTRICT OFFICE**  
**FY- 2018 LOAN VOLUME REPORT OCTOBER 1, 2017 - SEPTEMBER 30, 2018**

---

## Surety Bond

<b>RANK</b>	<b>BOND AGENCY</b>	<b># BONDS</b>	<b>GROSS \$\$ AMOUNT</b>
1	Travelers Casualty & Surety Company of America	26	\$ 4,911,017
2	Tonry Insurance Group	19	\$ 4,242,246
3	Contractors Bonding & Insurance Co.	10	\$ 3,666,861
4	CCI Surety, Inc.	8	\$ 2,703,160
5	Surety Placement Services LLC	7	\$ 2,050,729
6	The Bond Exchange, Inc.	3	\$ 2,400,300
7	BondPro, Inc.	2	\$ 2,067,992
8	Capstone Brokerage, Inc.	2	\$ 516,444
9	Eastern Insurance Group LLC	1	\$ 99,310
<b>Grand Total</b>		<b>78</b>	<b>\$ 22,658,059</b>