

**SBA MASSACHUSETTS DISTRICT OFFICE
FY- 2019 LOAN VOLUME REPORT OCTOBER 1, 2018 - SEPTEMBER 30, 2019**



U.S. Small Business
Administration

7(a) LOANS

RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT
1	Eastern Bank	415	\$ 41,657,800
2	TD Bank, National Association	156	\$ 12,591,900
3	Webster Bank, National Association	96	\$ 23,976,300
4	Citizens Bank, National Association	56	\$ 21,709,200
5	Leader Bank, National Association	50	\$ 8,414,100
6	Santander Bank, National Association	49	\$ 6,152,700
7	Cambridge Savings Bank	47	\$ 6,851,000
8	Salem Five Cents Savings Bank	39	\$ 15,333,400
9	UniBank for Savings	29	\$ 3,820,800
10	St. Mary's Credit Union	29	\$ 1,536,300
11	Berkshire Bank	25	\$ 7,277,500
12	Northern Bank and Trust Company	23	\$ 11,722,800
13	Independence Bank	23	\$ 3,250,000
14	Live Oak Banking Company	20	\$ 27,432,800
15	Beverly Bank	19	\$ 3,932,000
16	First Home Bank	19	\$ 3,733,000
17	Cornerstone Bank	19	\$ 2,969,600
18	Bristol County Savings Bank	19	\$ 2,417,300
19	Rockland Trust Company	18	\$ 7,068,000
20	Celtic Bank Corporation	17	\$ 8,497,500
21	Webster Five Cents Savings Bank	17	\$ 3,579,400
22	Century Bank and Trust Company	17	\$ 1,498,000
23	Cape Cod Five Cents Savings Bank	16	\$ 3,854,500
24	Needham Bank	16	\$ 3,840,300
25	People's United Bank, National Association	16	\$ 2,190,000
26	Avidia Bank	15	\$ 7,820,600
27	Newtek Small Business Finance, Inc.	12	\$ 8,451,300
28	Bank of America, National Association	12	\$ 4,980,700
29	Stearns Bank National Association	12	\$ 4,103,400
30	United Midwest Savings Bank, National Assoc	12	\$ 3,090,000
31	Atlantic Capital Bank, National Association	10	\$ 8,232,000
32	South Shore Bank	10	\$ 1,877,000
33	The Provident Bank	10	\$ 1,659,600
34	Brookline Bank	10	\$ 918,000
35	Enterprise Bank and Trust Company	9	\$ 2,676,700
36	Greenfield Savings Bank	9	\$ 1,205,000
37	HarborOne Bank	9	\$ 996,000
38	PeoplesBank	9	\$ 287,000

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RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT
39	Wells Fargo Bank, National Association	8	\$ 3,335,600
40	KeyBank National Association	8	\$ 1,444,300
41	Five Star Bank	7	\$ 1,985,000
42	Customers Bank	6	\$ 6,761,500
43	Mechanics Cooperative Bank	6	\$ 2,050,000
44	Align Credit Union	6	\$ 737,500
45	Patriot Bank, National Association	5	\$ 4,050,000
46	Bank Five	5	\$ 747,500
47	The Cooperative Bank of Cape Cod	5	\$ 224,000
48	Harvest Small Business Finance, LLC	4	\$ 5,658,100
49	East Boston Savings Bank	4	\$ 3,037,000
50	Fidelity Bank, A Division of Ameris Bank	4	\$ 2,022,500
51	Middlesex Savings Bank	4	\$ 1,162,200
52	Dean Co-Operative Bank	4	\$ 761,600
53	Seacoast National Bank	4	\$ 720,000
54	BayCoast Bank	4	\$ 390,000
55	Greenfield Co-Operative Bank	4	\$ 383,000
56	Workers Credit Union	4	\$ 266,500
57	East Cambridge Savings Bank	4	\$ 243,300
58	Primary Bank	3	\$ 1,275,000
59	United Community Bank	3	\$ 1,027,000
60	Cadence Bank, National Association	3	\$ 660,000
61	Bank Rhode Island	3	\$ 650,000
62	Newburyport Five Cents Savings Bank	3	\$ 598,600
63	Boston Private Bank & Trust Company	3	\$ 525,000
64	Athol Savings Bank	3	\$ 520,000
65	Bay State Savings Bank	3	\$ 498,000
66	Abington Bank	3	\$ 301,300
67	Freedom National Bank	3	\$ 273,000
68	Cape Ann Savings Bank	3	\$ 229,000
69	Reading Co-Operative Bank	3	\$ 225,000
70	Everett Co-operative Bank	3	\$ 197,000
71	North Brookfield Savings Bank	3	\$ 142,600
72	Citibank, N.A.	2	\$ 4,500,000
73	Northeast Bank	2	\$ 1,815,000
74	Crestmark Bank	2	\$ 1,410,000
75	New Millennium Bank	2	\$ 1,390,000
76	First Savings Bank	2	\$ 1,166,000
77	Ameris Bank	2	\$ 931,000
78	Fund-Ex Solutions Group, LLC	2	\$ 836,000
79	Charles River Bank	2	\$ 619,000
80	Spirit of Texas Bank, SSB	2	\$ 527,000
81	Crescent Credit Union	2	\$ 500,000
82	Hanscom Federal Credit Union	2	\$ 470,000
83	Triangle Credit Union	2	\$ 380,000
84	Liberty Bay Credit Union	2	\$ 354,000
85	Coastal Heritage Bank	2	\$ 320,000

**SBA MASSACHUSETTS DISTRICT OFFICE
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RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT
86	Southbridge Credit Union	2	\$ 302,000
87	Florence Bank	2	\$ 287,100
88	Accion East, Inc.	2	\$ 200,000
89	Haverhill Bank	2	\$ 101,300
90	Greylock Federal Credit Union	2	\$ 80,000
91	Capital One, National Association	1	\$ 3,250,000
92	Savoy Bank	1	\$ 2,040,000
93	River Valley Bank	1	\$ 1,910,000
94	First Western SBLC, Inc	1	\$ 1,252,000
95	First Seacoast Bank	1	\$ 1,050,000
96	First Bank	1	\$ 849,900
97	The Bancorp Bank	1	\$ 815,500
98	American National Bank	1	\$ 629,500
99	Seacoast Commerce Bank	1	\$ 557,400
100	Pacific Western Bank	1	\$ 551,000
101	BBVA USA	1	\$ 512,000
102	North Easton Savings Bank	1	\$ 440,000
103	Kennebunk Savings Bank	1	\$ 400,000
104	Byline Bank	1	\$ 265,000
105	BankGloucester	1	\$ 250,000
106	Business Development Company	1	\$ 250,000
107	Easthampton Savings Bank	1	\$ 250,000
108	CRF Small Business Loan Company, LLC	1	\$ 247,000
109	Westfield Bank	1	\$ 215,000
110	Merrimack Valley Credit Union	1	\$ 160,000
111	South Eastern Economic Development Corp	1	\$ 160,000
112	Optus Bank	1	\$ 103,000
113	Fidelity Co-Operative Bank	1	\$ 85,000
114	Taunton Federal Credit Union	1	\$ 77,700
115	Common Capital Inc.	1	\$ 60,000
116	Millbury Savings Bank	1	\$ 50,000
117	GFA Federal Credit Union	1	\$ 30,000
118	Pentucket Bank	1	\$ 25,000

Grand Total	1593	\$ 357,378,000
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504 Loans

RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT
1	Bay Colony Development Corporation	92	\$ 56,307,000
2	Granite State Economic Development Corp	83	\$ 48,464,000
3	New England Certified Development Corp	41	\$ 35,353,000
4	Cape & Islands Community Development, Inc.	12	\$ 4,821,000
5	South Eastern Economic Development Corp	10	\$ 5,526,000
6	Worcester Business Development Corporation	7	\$ 5,195,000
7	Ocean State Business Development Authority	2	\$ 643,000

Grand Total	247	\$ 156,309,000
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SBA MASSACHUSETTS DISTRICT OFFICE
FY- 2019 LOAN VOLUME REPORT OCTOBER 1, 2018 - SEPTEMBER 30, 2019

3rd Party

RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT
1	Eastern Bank	32	\$ 26,699,110
2	Enterprise Bank and Trust Company	17	\$ 10,412,855
3	Rockland Trust Company	15	\$ 10,291,592
4	Salem Five Cents Savings Bank	14	\$ 11,286,000
5	TD Bank, National Association	9	\$ 9,175,250
6	Webster Bank, National Association	8	\$ 7,965,000
7	Middlesex Savings Bank	6	\$ 8,102,500
8	North Easton Savings Bank	6	\$ 3,525,900
9	Century Bank and Trust Company	6	\$ 2,404,500
10	Bristol County Savings Bank	5	\$ 7,227,500
11	Cape Cod Five Cents Savings Bank	5	\$ 2,614,250
12	Webster Five Cents Savings Bank	4	\$ 3,860,000
13	Coastal Heritage Bank	4	\$ 2,696,750
14	Cambridge Savings Bank	4	\$ 2,380,000
15	Florence Bank	4	\$ 2,012,500
16	Seamen's Bank	4	\$ 2,007,500
17	Westfield Bank	4	\$ 910,500
18	People's United Bank, National Association	3	\$ 10,512,000
19	Newburyport Savings Bank	3	\$ 4,097,500
20	The Bank of Canton	3	\$ 3,567,500
21	Brookline Bank	3	\$ 2,698,000
22	Leader Bank, National Association	3	\$ 2,014,605
23	Berkshire Bank	3	\$ 1,822,500
24	Cape Cod Co-Operative Bank	3	\$ 1,700,000
25	Greenfield Savings Bank	3	\$ 1,407,000
26	Charles River Bank	3	\$ 1,230,500
27	Walpole Co-Operative Bank	3	\$ 1,070,000
28	BankFive Corporation	3	\$ 755,000
29	Easthampton Savings Bank	3	\$ 695,000
30	Bank of America, National Association	2	\$ 5,452,500
31	Country Bank for Savings	2	\$ 4,369,996
32	The Cooperative Bank of Cape Cod	2	\$ 3,160,000
33	Workers CU	2	\$ 3,119,000
34	The Provident Bank	2	\$ 2,405,000
35	Pawtucket CU	2	\$ 2,333,500
36	East Boston Savings Bank	2	\$ 2,191,000
37	Needham Bank	2	\$ 1,930,000
38	Abington Bank	2	\$ 1,834,000
39	Rollstone Bank & Trust	2	\$ 1,052,800
40	United Bank	2	\$ 940,000
41	Monson Savings Bank	2	\$ 832,500
42	MountainOne Bank	2	\$ 779,760
43	Athol Savings Bank	2	\$ 735,500
44	St. Mary's CU	2	\$ 672,000
45	Greylock FCU	2	\$ 562,500

**SBA MASSACHUSETTS DISTRICT OFFICE
FY- 2019 LOAN VOLUME REPORT OCTOBER 1, 2018 - SEPTEMBER 30, 2019**

RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT
46	Lee Bank	2	\$ 547,000
47	Salisbury Bank and Trust Co.	1	\$ 4,200,000.00
48	Centreville Savings Bank	1	\$ 3,646,500
49	Fidelity Bank, A Division of Ameris Bank	1	\$ 2,302,500
50	Eastern Funding LLC	1	\$ 2,150,000
51	Avidia Bank	1	\$ 2,064,142
52	BayCoast Bank	1	\$ 2,000,000
53	The Cooperative Bank	1	\$ 1,275,000
54	Digital FCU	1	\$ 1,175,000
55	Lowell Five	1	\$ 1,150,000
56	Bridgewater Savings Bank	1	\$ 850,000
57	Sanford Institution for Savings	1	\$ 721,085
58	Provident Bank	1	\$ 700,000
59	Main Street Bank	1	\$ 657,500
60	East Cambridge Savings Bank	1	\$ 600,000
61	North Shore Bank	1	\$ 500,000
62	Envision Bank	1	\$ 450,000
63	Citizens Bank, National Association	1	\$ 396,520
64	Martha's Vineyard Savings Bank	1	\$ 331,000
65	Haverhill Bank	1	\$ 275,000
66	Adams Community Bank	1	\$ 250,000
67	Beverly Bank	1	\$ 250,000
68	Greenfield Co-Operative Bank	1	\$ 245,000
69	Hometown Bank	1	\$ 232,500
70	Bank Gloucester	1	\$ 217,000
71	Taunton FCU	1	\$ 184,950
72	Camden National Bank	1	\$ 160,000
73	The Washington Trust Company of Westerly	1	\$ 155,000
74	BankNewport	1	\$ 141,250
75	Leominster CU	1	\$ 127,500
76	Peoples Bank	1	\$ 85,000

Grand Total	247	\$ 205,550,815
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Microlenders

RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT
1	Accion East Inc	33	\$ 451,217
2	Common Capital Inc	22	\$ 359,859
3	Dorchester Bay Neighborhood	22	\$ 237,900
4	New Bedford Economic Development Council	12	\$ 177,450
5	North Central Massachusetts Development Corp	10	\$ 298,000
6	South Eastern Economic Development Corp	9	\$ 387,000
7	Community Teamwork Inc	9	\$ 181,000
8	EDIC of Lynn	9	\$ 42,500
9	Massachusetts Growth Capital Corporation	4	\$ 160,000
10	Jobs For Fall River Inc	1	\$ 40,000

Grand Total	131	\$ 2,334,926
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**SBA MASSACHUSETTS DISTRICT OFFICE
FY- 2019 LOAN VOLUME REPORT OCTOBER 1, 2018 - SEPTEMBER 30, 2019**

**SBA SPRINGFIELD BRANCH OFFICE
FY- 2019 LOAN VOLUME REPORT OCTOBER 1, 2018 - SEPTEMBER 30, 2019
WESTERN MASSACHUSETTS**

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

7(a) LOANS

RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT
1	TD Bank, National Association	30	\$ 2,918,600
2	Berkshire Bank	10	\$ 1,670,000
3	Greenfield Savings Bank	9	\$ 1,205,000
4	PeoplesBank	9	\$ 287,000
5	Greenfield Co-Operative Bank	4	\$ 383,000
6	Avidia Bank	2	\$ 2,050,000
7	Celtic Bank Corporation	2	\$ 1,360,000
8	United Community Bank	2	\$ 497,000
9	Citizens Bank, National Association	2	\$ 348,000
10	Independence Bank	2	\$ 300,000
11	Florence Bank	2	\$ 287,100
12	United Midwest Savings Bank, National Assoc	2	\$ 260,000
13	People's United Bank, National Association	2	\$ 125,000
14	Greylock FCU	2	\$ 80,000
15	North Brookfield Savings Bank	2	\$ 70,000
16	Live Oak Banking Company	1	\$ 1,600,000
17	First Western SBLC, Inc	1	\$ 1,252,000
18	New Millennium Bank	1	\$ 1,250,000
19	First Savings Bank	1	\$ 816,000
20	The Bancorp Bank	1	\$ 815,500
21	Fidelity Bank, A Division of Ameris Bank	1	\$ 716,500
22	Seacoast Commerce Bank	1	\$ 557,400
23	First Home Bank	1	\$ 350,000
24	KeyBank National Association	1	\$ 350,000
25	Stearns Bank National Association	1	\$ 350,000
26	Easthampton Savings Bank	1	\$ 250,000
27	Five Star Bank	1	\$ 250,000
28	Westfield Bank	1	\$ 215,000
29	Cadence Bank, National Association	1	\$ 200,000
30	Webster Bank, National Association	1	\$ 150,000
31	Cornerstone Bank	1	\$ 120,000
32	Common Capital Inc.	1	\$ 60,000

	Grand Total	99	\$ 21,143,100
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SBA MASSACHUSETTS DISTRICT OFFICE
FY- 2019 LOAN VOLUME REPORT OCTOBER 1, 2018 - SEPTEMBER 30, 2019

504 Loans

RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT
1	Granite State Economic Development Corp	21	\$ 8,216,000
2	New England Certified Development Corp.	6	\$ 4,832,000
3	Bay Colony Development Corporation	5	\$ 2,746,000
Grand Total		32	\$ 15,794,000

3rd Party

RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT
1	Florence Bank	4	\$ 2,012,500
2	Westfield Bank	4	\$ 910,500
3	Greenfield Savings Bank	3	\$ 1,407,000
4	Easthampton Savings Bank	3	\$ 695,000
5	United Bank	2	\$ 940,000
6	Monson Savings Bank	2	\$ 832,500
7	Greylock FCU	2	\$ 562,500
8	Lee Bank	2	\$ 547,000
9	Salisbury Bank and Trust Co.	1	\$ 4,200,000
10	Middlesex Savings Bank	1	\$ 2,315,000
11	Fidelity Bank, A Division of Ameris Bank	1	\$ 2,302,500
12	Berkshire Bank	1	\$ 1,510,000
13	TD Bank, National Association	1	\$ 720,000
14	The Provident Bank	1	\$ 605,000
15	Adams Community Bank	1	\$ 250,000
16	Leader Bank, National Association	1	\$ 250,000
17	Greenfield Co-Operative Bank	1	\$ 245,000
18	Peoples Bank	1	\$ 85,000
Grand Total		32	\$ 20,389,500

Surety Bond

RANK	BOND AGENCY	# BONDS	GROSS \$\$ AMOUNT
1	Tonry Insurance Group	24	\$ 6,016,380
2	Eastern Insurance Group LLC	12	\$ 1,384,703
3	Contractors Bonding & Insurance Co.	11	\$ 2,602,071
4	Surety Placement Services, LLC dba The Surety Place	8	\$ 2,675,000
5	Surety Bond Professionals, Inc.	7	\$ 10,013,991
6	Travelers Casualty & Surety Company of America	7	\$ 4,113,732
7	Developers Surety and Indemnity Co.	6	\$ 859,809
8	The Ohio Casualty Insurance Co.	3	\$ 657,378
9	AA Plus Bonding Services, LLC	1	\$ 3,070,500
10	BondPro, Inc.	1	\$ 1,190,000
11	CCI Surety, Inc.	1	\$ 505,201
12	Capstone Brokerage, Inc.	1	\$ 268,356
Grand Total		114	\$ 53,746,621