

**SBA MASSACHUSETTS DISTRICT OFFICE  
FY- 2019 LOAN VOLUME REPORT OCTOBER 1, 2018 - AUGUST 31, 2019**



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	389	\$ 38,183,200
2	TD Bank, National Association	143	\$ 11,526,900
3	Webster Bank, National Association	86	\$ 21,116,800
4	Citizens Bank, National Association	50	\$ 20,310,700
5	Santander Bank, National Association	45	\$ 5,582,700
6	Cambridge Savings Bank	44	\$ 6,191,000
7	Leader Bank, National Association	43	\$ 7,454,100
8	Salem Five Cents Savings Bank	36	\$ 11,414,700
9	St. Mary's Credit Union	27	\$ 1,389,100
10	UniBank for Savings	25	\$ 3,535,800
11	Berkshire Bank	24	\$ 7,177,500
12	Independence Bank	23	\$ 3,250,000
13	Northern Bank and Trust Company	21	\$ 11,310,800
14	Live Oak Banking Company	20	\$ 27,432,800
15	Beverly Bank	19	\$ 3,932,000
16	First Home Bank	18	\$ 3,383,000
17	Celtic Bank Corporation	17	\$ 8,497,500
18	Rockland Trust Company	17	\$ 6,768,000
19	Cornerstone Bank	16	\$ 2,537,100
20	Cape Cod Five Cents Savings Bank	15	\$ 3,754,500
21	Bristol County Savings Bank	14	\$ 1,867,500
22	People's United Bank, National Association	14	\$ 1,840,000
23	Century Bank and Trust Company	14	\$ 1,233,000
24	Avidia Bank	13	\$ 5,770,600
25	Newtek Small Business Finance, Inc.	12	\$ 8,451,300
26	Bank of America, National Association	12	\$ 4,980,700
27	Needham Bank	12	\$ 2,940,300
28	Webster Five Cents Savings Bank	12	\$ 1,854,400
29	United Midwest Savings Bank, National Assoc	11	\$ 2,940,000
30	Atlantic Capital Bank, National Association	10	\$ 8,232,000
31	Stearns Bank National Association	10	\$ 3,675,800
32	South Shore Bank	9	\$ 1,777,000
33	The Provident Bank	9	\$ 1,484,600
34	Greenfield Savings Bank	9	\$ 1,205,000
35	Enterprise Bank and Trust Company	8	\$ 2,376,700
36	HarborOne Bank	8	\$ 936,000
37	Brookline Bank	8	\$ 718,000
38	PeoplesBank	8	\$ 257,000

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<b>RANK</b>	<b>LENDER NAME</b>	<b># LOANS</b>	<b>GROSS \$\$ AMOUNT</b>
39	Wells Fargo Bank, National Association	7	\$ 3,328,100
40	Five Star Bank	7	\$ 1,985,000
41	KeyBank National Association	7	\$ 1,094,300
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	BankFive	5	\$ 747,500
47	The Cooperative Bank of Cape Cod	5	\$ 224,000
48	Harvest Small Business Finance, LLC	4	\$ 5,658,100
49	Fidelity Bank, A Division of Ameris Bank	4	\$ 2,022,500
50	Middlesex Savings Bank	4	\$ 1,162,200
51	Seacoast National Bank	4	\$ 720,000
52	BayCoast Bank	4	\$ 390,000
53	Greenfield Co-Operative Bank	4	\$ 383,000
54	Workers Credit Union	4	\$ 266,500
55	Primary Bank	3	\$ 1,275,000
56	United Community Bank	3	\$ 1,027,000
57	Cadence Bank, National Association	3	\$ 660,000
58	Newburyport Five Cents Savings Bank	3	\$ 598,600
59	Boston Private Bank & Trust Company	3	\$ 525,000
60	Athol Savings Bank	3	\$ 520,000
61	Bay State Savings Bank	3	\$ 498,000
62	Abington Bank	3	\$ 301,300
63	Cape Ann Savings Bank	3	\$ 229,000
64	Reading Co-Operative Bank	3	\$ 225,000
65	Everett Co-operative Bank	3	\$ 197,000
66	North Brookfield Savings Bank	3	\$ 142,600
67	Citibank, N.A.	2	\$ 4,500,000
68	Northeast Bank	2	\$ 1,815,000
69	Crestmark Bank	2	\$ 1,410,000
70	New Millennium Bank	2	\$ 1,390,000
71	First Savings Bank	2	\$ 1,166,000
72	Fund-Ex Solutions Group, LLC	2	\$ 836,000
73	Charles River Bank	2	\$ 619,000
74	Dean Co-Operative Bank	2	\$ 570,000
75	Spirit of Texas Bank, SSB	2	\$ 527,000
76	Crescent Credit Union	2	\$ 500,000
77	Triangle Credit Union	2	\$ 380,000
78	Liberty Bay Credit Union	2	\$ 354,000
79	East Boston Savings Bank	2	\$ 310,000
80	Southbridge Credit Union	2	\$ 302,000
81	Bank Rhode Island	2	\$ 300,000
82	Florence Bank	2	\$ 287,100
83	Freedom National Bank	2	\$ 243,000

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<b>RANK</b>	<b>LENDER NAME</b>	<b># LOANS</b>	<b>GROSS \$\$ AMOUNT</b>
84	Accion East, Inc.	2	\$ 200,000
85	East Cambridge Savings Bank	2	\$ 163,300
86	Haverhill Bank	2	\$ 101,300
87	Greylock Federal Credit Union	2	\$ 80,000
88	Capital One, National Association	1	\$ 3,250,000
89	Savoy Bank	1	\$ 2,040,000
90	River Valley Bank	1	\$ 1,910,000
91	First Western SBLC, Inc	1	\$ 1,252,000
92	Federal Savings Bank	1	\$ 1,050,000
93	First Bank	1	\$ 849,900
94	Seacoast Commerce Bank	1	\$ 557,400
95	Pacific Western Bank	1	\$ 551,000
96	BBVA USA	1	\$ 512,000
97	Ameris Bank	1	\$ 450,000
98	North Easton Savings Bank	1	\$ 440,000
99	Kennebunk Savings Bank	1	\$ 400,000
100	Coastal Heritage Bank	1	\$ 270,000
101	Byline Bank	1	\$ 265,000
102	BankGloucester	1	\$ 250,000
103	Easthampton Savings Bank	1	\$ 250,000
104	CRF Small Business Loan Company, LLC	1	\$ 247,000
105	Westfield Bank	1	\$ 215,000
106	Merrimack Valley Credit Union	1	\$ 160,000
107	South Eastern Economic Development Corporat	1	\$ 160,000
108	Hanscom Federal Credit Union	1	\$ 140,000
109	Fidelity Co-Operative Bank	1	\$ 85,000
110	Common Capital Inc.	1	\$ 60,000
111	Millbury Savings Bank	1	\$ 50,000
112	GFA Federal Credit Union	1	\$ 30,000
113	Pentucket Bank	1	\$ 25,000

<b>Grand Total</b>		<b>1457</b>	<b>\$ 326,589,800</b>
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## 504 Loans

<b>RANK</b>	<b>LENDER NAME</b>	<b># LOANS</b>	<b>GROSS \$\$ AMOUNT</b>
1	Bay Colony Development Corporation	79	\$ 47,997,000
2	Granite State Economic Development Corp.	76	\$ 44,867,000
3	New England Certified Development Corp.	39	\$ 33,926,000
4	Cape & Islands Community Development, Inc.	11	\$ 4,246,000
5	South Eastern Economic Development Corp.	9	\$ 5,207,000
6	Worcester Business Development Corporation	7	\$ 5,195,000
7	Ocean State Business Development Authority	2	\$ 643,000

<b>Grand Total</b>		<b>223</b>	<b>\$ 142,081,000</b>
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**SBA MASSACHUSETTS DISTRICT OFFICE  
FY- 2019 LOAN VOLUME REPORT OCTOBER 1, 2018 - AUGUST 31, 2019**

## 3rd Party

<b>RANK</b>	<b>LENDER NAME</b>	<b># LOANS</b>	<b>GROSS \$\$ AMOUNT</b>
1	Eastern Bank	30	\$ 24,049,110
2	Enterprise Bank and Trust Company	16	\$ 9,612,855
3	Salem Five Cents Savings Bank	13	\$ 9,656,000
4	Rockland Trust Company	10	\$ 7,456,842
5	TD Bank, National Association	9	\$ 9,175,250
6	Webster Bank, National Association	7	\$ 7,140,000
7	Middlesex Savings Bank	6	\$ 8,102,500
8	North Easton Savings Bank	6	\$ 3,051,375
9	Century Bank and Trust Company	6	\$ 2,404,500
10	Coastal Heritage Bank	4	\$ 2,696,750
11	Bristol County Savings Bank	4	\$ 2,627,500
12	The Cooperative Bank of Cape Cod	4	\$ 2,410,000
13	Cambridge Savings Bank	4	\$ 2,380,000
14	Cape Cod Five Cents Savings Bank	4	\$ 2,109,250
15	Florence Bank	4	\$ 2,012,500
16	Westfield Bank	4	\$ 910,500
17	The Bank of Canton	3	\$ 3,567,500
18	Webster Five Cents Savings Bank	3	\$ 2,910,000
19	Brookline Bank	3	\$ 2,698,000
20	Leader Bank, National Association	3	\$ 2,014,605
21	Berkshire Bank	3	\$ 1,832,500
22	Seamen's Bank	3	\$ 1,262,500
23	Walpole Co-Operative Bank	3	\$ 1,070,000
24	BankFive	3	\$ 755,000
25	Easthampton Savings Bank	3	\$ 700,000
26	People's United Bank	2	\$ 9,732,000
27	Bank of America, National Association	2	\$ 5,527,500
28	Country Bank for Savings	2	\$ 4,369,996
29	Newburyport Five Cents Savings Bank	2	\$ 3,917,500
30	Workers Credit Union	2	\$ 3,119,000
31	The Provident Bank	2	\$ 2,400,000
32	Pawtucket Credit Union	2	\$ 2,333,500
33	East Boston Savings Bank	2	\$ 2,191,000
34	Bridgewater Savings Bank	2	\$ 2,025,000
35	Needham Bank	2	\$ 1,930,000
36	Rollstone Bank & Trust	2	\$ 1,052,800
37	United Bank	2	\$ 940,000
38	Monson Savings Bank	2	\$ 832,500
39	Greenfield Savings Bank	2	\$ 782,000
40	MountainOne Bank	2	\$ 779,760
41	Athol Savings Bank	2	\$ 735,500
42	Greylock Federal Credit Union	2	\$ 562,500
43	Lee Bank	2	\$ 547,000

**SBA MASSACHUSETTS DISTRICT OFFICE**  
**FY- 2019 LOAN VOLUME REPORT OCTOBER 1, 2018 - AUGUST 31, 2019**

<b>RANK</b>	<b>LENDER NAME</b>	<b># LOANS</b>	<b>GROSS \$\$ AMOUNT</b>
44	Haverhill Bank	2	\$ 492,000
45	Salisbury Bank and Trust Co.	1	\$ 4,200,000.00
46	Centreville Savings Bank	1	\$ 3,646,500
47	Fidelity Bank, A Division of Ameris Bank	1	\$ 2,302,500
48	Eastern Funding LLC	1	\$ 2,150,000
49	Avidia Bank	1	\$ 2,064,142
50	BayCoast Bank	1	\$ 2,000,000
51	The Cooperative Bank	1	\$ 1,275,000
52	Lowell Five Cent Savings Bank	1	\$ 1,150,000
53	Pilgrim Bank	1	\$ 984,000
54	Partners Bank	1	\$ 721,085
55	Provident Bank	1	\$ 700,000
56	MainStreet Bank	1	\$ 657,500
57	East Cambridge Savings Bank	1	\$ 600,000
58	Blue Hills Bank	1	\$ 500,000
59	North Shore Bank, A Cooperative Bank	1	\$ 500,000
60	Envision Bank	1	\$ 450,000
61	St. Mary's Credit Union	1	\$ 400,000
62	Citizens Bank, National Association	1	\$ 396,520
63	Martha's Vineyard Savings Bank	1	\$ 331,000
64	Adams Community Bank	1	\$ 250,000
65	Greenfield Co-Operative Bank	1	\$ 245,000
66	Taunton Federal Credit Union	1	\$ 184,950
67	Camden National Bank	1	\$ 160,000
68	The Washington Trust Company of Westerly	1	\$ 155,000
69	BankNewport	1	\$ 141,250
70	Leominster Credit Union	1	\$ 127,500
71	Southern Bancorp Bank	1	\$ 102,500

	<b>Grand Total</b>	<b>223</b>	<b>\$ 183,269,040</b>
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## Microlenders

<b>RANK</b>	<b>LENDER NAME</b>	<b># LOANS</b>	<b>GROSS \$\$ AMOUNT</b>
1	Accion East, Inc.	33	\$ 451,217
2	Common Capital Inc.	19	\$ 262,859
3	Dorchester Bay Neighborhood Loan Fund	17	\$ 180,500
4	New Bedford Economic Development Council, Inc.	10	\$ 160,000
5	North Central Mass Development Corporation	9	\$ 268,000
6	South Eastern Economic Development Corp.	6	\$ 280,000
7	EDIC of Lynn	5	\$ 25,000
8	Massachusetts Growth Capital Corporation	4	\$ 160,000
9	Community Teamwork, Inc.	2	\$ 85,000
10	Jobs for Fall River Inc.	1	\$ 40,000

	<b>Grand Total</b>	<b>106</b>	<b>\$ 1,912,576</b>
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**SBA MASSACHUSETTS DISTRICT OFFICE  
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**SBA SPRINGFIELD BRANCH OFFICE  
FY- 2019 LOAN VOLUME REPORT OCTOBER 1, 2018 - AUGUST 31, 2019  
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	TD Bank, National Association	28	\$ 2,768,600
2	Berkshire Bank	9	\$ 1,570,000
3	Greenfield Savings Bank	9	\$ 1,205,000
4	PeoplesBank	8	\$ 257,000
5	Greenfield Co-Operative Bank	4	\$ 383,000
6	Celtic Bank Corporation	2	\$ 1,360,000
7	United Community Bank	2	\$ 497,000
8	Independence Bank	2	\$ 300,000
9	Florence Bank	2	\$ 287,100
10	United Midwest Savings Bank, National Assoc	2	\$ 260,000
11	People's United Bank, National Association	2	\$ 125,000
12	Greylock Federal Credit Union	2	\$ 80,000
13	North Brookfield Savings Bank	2	\$ 70,000
14	Live Oak Banking Company	1	\$ 1,600,000
15	First Western SBLC, Inc	1	\$ 1,252,000
16	New Millennium Bank	1	\$ 1,250,000
17	First Savings Bank	1	\$ 816,000
18	Fidelity Bank, A Division of Ameris Bank	1	\$ 716,500
19	Seacoast Commerce Bank	1	\$ 557,400
20	Stearns Bank National Association	1	\$ 350,000
21	Easthampton Savings Bank	1	\$ 250,000
22	Five Star Bank	1	\$ 250,000
23	Westfield Bank	1	\$ 215,000
24	Cadence Bank, National Association	1	\$ 200,000
25	Citizens Bank, National Association	1	\$ 198,000
26	Webster Bank, National Association	1	\$ 150,000
27	Cornerstone Bank	1	\$ 120,000
28	Common Capital Inc.	1	\$ 60,000

<b>Grand Total</b>		<b>89</b>	<b>\$ 17,147,600</b>
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## 504 Loans

<b>RANK</b>	<b>LENDER NAME</b>	<b># LOANS</b>	<b>GROSS \$\$ AMOUNT</b>
1	Granite State Economic Development Corp.	19	\$ 7,696,000
2	New England Certified Development Corp.	6	\$ 4,832,000
3	Bay Colony Development Corporation	5	\$ 2,746,000

<b>Grand Total</b>		<b>30</b>	<b>\$ 15,274,000</b>
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**SBA MASSACHUSETTS DISTRICT OFFICE  
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<b>3rd Party</b>			
<b>RANK</b>	<b>LENDER NAME</b>	<b># LOANS</b>	<b>GROSS \$\$ AMOUNT</b>
1	Florence Bank	4	\$ 2,012,500.00
2	Westfield Bank	4	\$ 910,500.00
3	Easthampton Savings Bank	3	\$ 700,000.00
4	United Bank	2	\$ 940,000.00
5	Monson Savings Bank	2	\$ 832,500.00
6	Greenfield Savings Bank	2	\$ 782,000.00
7	Greylock Federal Credit Union	2	\$ 562,500.00
8	Lee Bank	2	\$ 547,000.00
9	Salisbury Bank and Trust Co.	1	\$ 4,200,000.00
10	Middlesex Savings Bank	1	\$ 2,315,000.00
11	Fidelity Bank, A Division of Ameris Bank	1	\$ 2,302,500.00
12	Berkshire Bank	1	\$ 1,510,000.00
13	TD Bank, National Association	1	\$ 720,000.00
14	The Provident Bank	1	\$ 600,000.00
15	Adams Community Bank	1	\$ 250,000.00
16	Leader Bank, National Association	1	\$ 250,000.00
17	Greenfield Co-Operative Bank	1	\$ 245,000.00
<b>Grand Total</b>		<b>30</b>	<b>\$ 19,679,500</b>