



Small Business Banking Partnership

Massachusetts State Treasury

Steven Grossman, Treasurer

Al Gordon

Deputy Treasurer
& Director of Policy

- Objectives of the *Partnership*
- Benefits for Participating Banks
- Current Numbers:
Number of Banks &
Money on Deposit
- What's Ahead

Purposes and Principles

- Policy Goals
 - Boost small business lending
 - “Repatriate” MA money
- Execution
 - Safe
 - Simple

Fast, Flexible, Entrepreneurial

- February, 2011: Published guidelines for comment
- March, 2011:
 - Received comments and revised guidelines
 - Issued RFQ
- May, 2011:
 - First deposit
 - First loans

Scorecard

- 50 banks
- \$278 million deposited
- 3,200 loans

**SMALL BUSINESS BANKING PARTNERSHIP
PARTICIPATING BANKS**

Location	Bank	Wired/On Deposit	Loans as of 9/30/2012
Arlington	Leader Bank NA	\$10,000,000.00	70
Auburndale	Village Bank	\$2,000,000.00	9
Ayer	North Middlesex Savings Bank	\$5,000,000.00	267
Belmont	Belmont Savings Bank	\$10,000,000.00	22
Beverly	Beverly Cooperative Bank	\$1,000,000.00	67
Boston	East West Bank	\$5,000,000.00	7
Boston	First Trade Union Bank	\$5,000,000.00	3
Cambridge	Cambridge Savings Bank	\$5,000,000.00	38
Chicopee	Chicopee Savings Bank	\$10,000,000.00	230
Dorchester	Meetinghouse Bank	\$1,000,000.00	2
East Boston	East Boston Savings Bank	\$5,000,000.00	46
East Cambridge	East Cambridge Savings	\$5,000,000.00	4
Everett	Everett Co-operative Bank	\$10,000,000.00	79
Fall River	BankFive	\$5,000,000.00	21
Fall River	BayCoast Bank (formerly Citizens-Union Savings Bank)	\$5,000,000.00	12
Fitchburg	Rollstone Bank and Trust	\$2,500,000.00	0
Gloucester	BankGloucester	\$5,000,000.00	35

List of Participating Banks

Greenfield	Greenfield Co-operative Bank	\$2,000,000.00	35
Haverhill	Haverhill Bank	\$5,000,000.00	17
Haverhill	Pentucket Bank	\$10,000,000.00	57
Hudson	Avidia Bank	\$2,000,000.00	7
Hyannis	Bank of Cape Cod	\$10,000,000.00	36
Hyannis	Cape Cod Cooperative Bank	\$5,000,000.00	121
Leominster	Fidelity Bank	\$5,000,000.00	34
Lowell	Lowell Co-operative	\$5,000,000.00	2
Lowell	Lowell Five Cent Savings Bank	\$5,000,000.00	1
Lynn	Eastern Bank	\$5,000,000.00	20
Marlborough	Marlborough Savings	\$5,000,000.00	8
Medford	Century Bank and Trust Company	\$10,000,000.00	121
Newburyport	Newburyport Five Cents Savings Bank, The	\$5,000,000.00	19
North Adams	Hoosac Bank	\$5,000,000.00	139
Orleans	Cape Cod Five Cents Savings Bank	\$10,000,000.00	65
Oxford	Hometown Bank, A Co-operative Bank	\$5,000,000.00	37
Pittsfield	Berkshire Bank	\$5,000,000.00	72

List of Participating Banks, continued.

Reading	Reading Co-operative Bank	\$5,000,000.00	53
Rockland	Rockland Trust Company	\$5,000,000.00	635
Rockland	South Coastal Bank	\$5,000,000.00	59
South Weymouth	South Shore Savings Bank	\$10,000,000.00	144
Southbridge	Savers Co-operative Bank	\$5,000,000.00	32
Southbridge	Southbridge Savings Bank	\$5,000,000.00	48
Springfield	Hampden Bank	\$5,000,000.00	0
Springfield	Nuvo Bank and Trust Company	\$250,000.00	5
Taunton	Bristol County Savings Bank	\$10,000,000.00	71
Taunton	Mechanics' Co-operative Bank	\$5,000,000.00	97
Wakefield	Savings Bank, The	\$2,000,000.00	3
Walpole	Walpole Co-operative Bank	\$10,000,000.00	64
Westfield	Westfield Bank	\$5,000,000.00	27
Whitman	Mutual Bank	\$5,000,000.00	117
Worcester	Bay State Savings Bank	\$5,000,000.00	46
Worcester	Commerce Bank & Trust (formerly Mercantile Bank and Trust Company)	\$5,000,000.00	107
		\$277,750,000.00	3,211

List of Participating Banks, continued.

Update on the Marketing & Promotion of the *Small Business Banking Partnership* Program

- State Treasurer's Office Press Releases
- Individual Bank & Marketing Promotion
- Local and Regional Media Coverage
- Visits by State Treasurer Grossman
- Twitter, Facebook, Flickr

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For Immediate release - September 07, 2012

GROSSMAN VISITS RAYNHAM COMPANY AIDED THROUGH LOAN PROGRAM

TNT Energy Received Loan Through Small Business Banking Partnership



Treasurer Grossman visits TNT Energy in Raynham.

Today Treasurer Steven Grossman visited TNT Energy of Raynham. TNT Energy is the recipient of a \$150,000 loan made by Mechanics Cooperative Bank of Taunton, leveraged through the Treasury's Small Business Banking Partnership.

"TNT Energy is the kind of business we are hoping to target and help expand through our Small Business Banking Partnership," said Treasurer Steven Grossman. "It is a great privilege to support small businesses that are striving to grow in our innovation economy while offering new job opportunities."

Press release on the TNT Energy *Small Business Banking Partnership* event in Wakefield, MA.

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For Immediate release - August 23, 2012

GROSSMAN TOURS WAKEFIELD BUSINESS AIDED THROUGH LOAN PROGRAM

Paul K. Guillow, Inc. to Create Six New Jobs Through Equipment Purchase



Treasurer Steven Grossman today toured Paul K. Guillow, Inc. in Wakefield, a world leader in the production of toy aviation models and a recipient of a \$110,000 loan made by The Savings Bank of Wakefield leveraged through the Treasury's Small Business Banking Partnership. Guillow's used the loan proceeds to purchase a new automated precision frame saw, which company officials estimate will enhance business operations and create six new jobs.

"Guillow's started as one man's dream, and today it has flourished into one of the world's most recognized aviation model manufacturers," said Grossman. "That's what the Small Business Banking Partnership is all about – investing in good business ideas, fostering opportunity, growing companies, and creating jobs."

Press release on the Guillow's *Small Business Banking Partnership* event in Wakefield, MA.



A big help for small businesses

Photo 1 of 1 | [View Enlarged Photo](#)[BUY PHOTO](#)

Diane Gummow, left, talks with State Treasurer Steven Grossman, right, who visited Little Kids Inc. to talk about a new state loan program through Small Business Banking Partnership. Little Kids Inc. received such a loan. Tammy Inman, second from left, and her husband, Greg Inman, second from right, took over the business from her parents who owned the day care for 29 years.

Cape Cod Times/Warrily Cassidy

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By **ROBERT GOLD**
rgold@capecodonline.com
 August 21, 2012

NORTH FALMOUTH — Tammy Inman started working at her parents child care center 16 years ago, spending the past eight as its director.

Both she and her husband, Greg Inman, attended Little Kids Inc. in North Falmouth as young tykes. Last November, the Inmans bought the business and property from Tammy's mother and father, Cubby and Diane

Raynham company gets loan through banking partnership

September 21, 2012 4:46 PM

RAYNHAM — TNT Energy, the recipient of a \$150,000 loan leveraged through the state's Small Business Banking Partnership, received a visit from Treasurer Steven Grossman recently in a trip to highlight the loan program's success.

"TNT Energy is the kind of business we are hoping to target and help expand through our Small Business Banking Partnership," said Grossman."

The Small Business Banking Partnership is an initiative that encourages Massachusetts community banks to make more loans to creditworthy small businesses, creating more jobs and economic opportunity throughout the state.

The loan to TNT Energy was made by Mechanics Cooperative Bank of Taunton.

A turnkey energy services company, TNT Energy was founded by Timothy Blanchard and Ted Carmone in 2002. The company provides energy saving solutions by performing energy use audits and improving infrastructure required to meet federal energy standards.

With the loan, TNT Energy generated three new full time and two new part time positions.

In 2012, after 10 years of growth, the company opened two additional offices, one in Springfield and one in Long Island, N.Y.

"Thanks to the Small Business Banking Partnership and our relationship with Mechanics Cooperative Bank, TNT Energy has been able to grow what was an entrepreneurial dream into a solid business with 10 employees, three offices and plans for continued expansion and growth in the energy conservation marketplace," said Blanchard.

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SBBP Loan Report - September 30, 2012

NAME	OPENED DATE	ORIGINAL NOTE AMOUNT	NET ACTIVE PRINCIPAL	RATE OVER		ADDRESS	CITY STATE ZIP	Census Tract	Tract Income Level	Minority Owned	Jobs	Manufacturing
				SPLIT								
MASHPEE FITNESS LLC	07-31-12	841,400.00	0.00	5.0000		168 Industrial Drive	MASHPEE MA 02649	151	Middle	No		No
MID-CAPE ICE ARENA INC	08-08-12	68,000.00	67,014.01	5.2500		8 Gages Way	SOUTH DENNIS MA 02660	115	Moderate	No		No
ROBERT M LYNCH DMD PC	08-06-12	43,178.00	42,369.51	5.0000		38 Route 134	SOUTH DENNIS MA 02660	115	Moderate	No		No
P K M CONTRACTORS INC	09-18-12	20,000.00	20,000.00	7.0000		313 Hokum Rock Road	DENNIS MA 02638	114	Middle	No		No
HARWICH QUEEN ANNE REALTY TRST	08-31-12	320,000.00	320,000.00	4.5000		289 QUEEN ANNE ROAD	HARWICH MA 02645	110.02	Middle	No		No
HARWICH EXIT 10 REALTY TRUST	08-31-12	300,000.00	300,000.00	4.5000		291 QUEEN ANNE ROAD	HARWICH MA 02645	110.02	Middle	No		No
PROFESSIONAL NURSE AND HOME	09-24-12	50,000.00	0.00	5.0000		17 GAGES RD	DENNIS MA 02638	113	Middle	Yes		No
HALLETT FUNERAL HOME INC	08-29-12	50,000.00	25,000.00	4.2500		273 STATION AVE	SO YARMOUTH MA 02664	120.01	Middle	Yes		No
WEST PARISH OF BARNSTABLE	09-12-12	100,000.00	0.00	6.0000		2049 MEETINGHOUSE WAY	WEST BARNSTABLE MA 02668	122	Middle	No		No
LUKE BROTHERS INC	07-18-12	500,000.00	500,000.00	5.0000		511 MAIN ST	WEST YARMOUTH MA 02673	121.02	Moderate	No		No
RICHARD A HAMLIN	08-17-12	100,000.00	0.00	7.0000		77 MAIN ST EXT	HARWICH MA 02645	110.02	Middle	No		No
ERSA52 PROPERTIES LLC	07-31-12	500,000.00	497,507.54	4.5000		102 COMMERCE PARK SOUTH	SOUTH CHATHAM MA 02659	107	Middle	No		No
CAPE OIL DELIVERY INC	08-13-12	20,000.00	20,000.00	5.0000		729 Main Street	HARWICH MA 02645	112	Middle	No		No
ALLEN HARBOR MARINE SERV INC	08-30-12	220,000.00	125,000.00	5.7500		335 LOWER COUNTY RD	HARWICH PORT MA 02646	110.02	Middle	No		No
JAYS EQUIPMENT REPAIR INC	08-30-12	60,000.00	60,000.00	5.0000		196 QUEEN ANNE ROAD	HARWICH MA 02645	110.02	Middle	Yes	1	No
JAYS EQUIPMENT REPAIR INC	09-04-12	28,360.00	28,360.00	5.0000		196 QUEEN ANNE ROAD	HARWICH MA 02645	110.02	Middle	Yes		No
CAPE TIP SPORTS INC	09-28-12	25,000.00	25,000.00	6.0000		224 COMMERCIAL ST	PROVINCETOWN MA 02657	101	Moderate	No		No
LATE SEPTEMBER LLC	08-29-12	25,000.00	24,357.56	5.0000		15 HINCKLEY ROAD	HYANNIS MA 02601	153	Low	No		No
LYNNE G TURNER	08-10-12	216,000.00	214,535.70	5.2500		242 WAREHAM STREET	MARION MA 02738	5611	Upper	Yes		No
TRAVERS LANDSCAPE CONSTRUCTION	09-06-12	75,000.00	74,743.75	5.5000		152 CRANBERRY HIGHWAY	SANDWICH MA 02563	133	Middle	No		No
PATRIOT SPIRITS INC	08-24-12	300,000.00	0.00	3.2500		2586 ROUTE 6	WELLFLEET MA 02667	102.06	Upper	No		No
OUR OUTHUSES INC	07-26-12	25,000.00	0.00	5.2500		162 Skunknet Road	CENTERVILLE MA 02632	129	Middle	Yes		No
LA SAISON DES PAINS INC	07-31-12	50,000.00	10,100.00	6.0000		267 Main Street	FALMOUTH MA 02540	149	Upper	No	12	No
SECURE NETWORKS FOR SMALL	07-18-12	50,000.00	0.00	4.2500		11 Potter Ave	HYANNIS MA 02601	125.02	Moderate	No		No
ATHENS REALTY TRUST	08-31-12	320,000.00	319,449.05	5.0000		803 SCENIC HIGHWAY	BUZZARDS BAY MA 02532	137	Middle	No		No
ATHENS REALTY TRUST	08-31-12	40,000.00	39,603.46	5.2500		803 SCENIC HIGHWAY	BUZZARDS BAY MA 02532	137	Middle	No		No
LJW LLC	07-24-12	125,000.00	124,415.12	5.0000		23 BOWDOIN ROAD	MASHPEE MA 02649	151	Middle	No		No
LJW LLC	07-24-12	100,000.00	100,000.00	5.0000		23 BOWDOIN ROAD	MASHPEE MA 02649	151	Middle	No		No
MAGUIRE ENTERPRISES INC	07-26-12	420,000.00	417,906.89	4.5000		273 MAIN STREET	FALMOUTH MA 02540	149	Upper	No		No
MAGUIRE ENTERPRISES INC	07-26-12	70,000.00	40,131.81	4.7500		273 MAIN STREET	FALMOUTH MA 02540	149	Upper	No		No
RICHARD L KINCHLA JR	08-13-12	100,000.00	100,000.00	5.2500		44 Brantwood Road	FALMOUTH MA 02540	143	Middle	No	1	No
BAGELS AND BEYOND LLC	08-15-12	175,000.00	173,313.68	5.5000		311 Main Street	WEST YARMOUTH MA 02673	121.02	Moderate	Yes		No
LACONIA PROPERTIES LLC	09-18-12	165,000.00	165,000.00	5.2500		618 Route 28	WEST YARMOUTH MA 02673	121.01	Middle	No		No

33 5,501,938.00 3,833,808.08

Sample: Quarterly Bank Report

SMALL BUSINESS BANKING PARTNERSHIP

WEBSITE

The screenshot shows the homepage of the Massachusetts Treasurer's website. At the top, it features the 'Mass.gov' logo and navigation links for 'State Agencies', 'State A-Z Topics', and 'State Forms'. Below this is the title 'The Official Website of the Treasurer and Receiver General of Massachusetts' and the name of the Treasurer, Steven Grossman. A search bar is located to the right of the name. A horizontal menu contains links for 'About', 'Unclaimed Property', 'State Board of Retirement', 'Deferred Compensation', 'Debt Management', 'Financial Education', 'Cash Management', and 'Veterans' Bonus'. Below the menu, there is a section for 'Other Affiliated Programs' with a large image of a 'Small Business Loan Application Form' and a calculator. A video player shows a news item: 'Small Business Banking Partnership Passes Quarter Billion Dollars' with a value of '\$292,750,000 Now On Tap for New Jobs'. To the right of the main content, there are social media icons for Facebook, YouTube, and Twitter, and a 'Social Media' link. At the bottom, there are several promotional banners for 'SMART Plan' and 'OPEN CHECKBOOK'.

This screenshot displays the 'Small Business Banking Partnership' page. The header includes the 'Mass.gov' logo and navigation links. The page title is 'Small Business Banking Partnership' under the Treasurer Steven Grossman's name. A search bar is present. A horizontal menu lists various services. Below the menu, there is a video player showing Treasurer Grossman visiting a toy plane manufacturer. To the right of the video is a green box with the text 'SMALL BUSINESS BANKING PARTNERSHIP' and statistics: '50 BANKS' and '3211 LOANS', with a total of '\$277,750,000 MONEY DEPOSITED IN LOCAL BANKS'. Below the video, a paragraph explains the initiative: 'On May 5, 2011 Treasurer Steven Grossman formally launched the Small Business Banking Partnership, an initiative that invests state reserve funds into Massachusetts community banks with the understanding that the financial institutions will use the deposits to make new loans to small credit-worthy businesses.' Below this text is another video player showing Treasurer Grossman and a representative from Pentucket Bank holding a check. To the right of the page, there is a 'Procurement Process' section with links for 'RFQ - Small Business Banking Partnership 2011', 'Small Business Banking Partnership Expansion', and 'Small Business Banking RFQ'. Below that is an 'About the Partnership' section with links for 'Small Business Banking Partnership', 'List of Participating Banks', and 'Program Guidelines'. A 'Press Releases' section lists several news items, including 'Small Business Banking Partnership Now Numbers 50 Banks', 'Grossman Tours Newburyport Shop', 'Grossman Visits Raynham Company', 'Grossman Tours So. Boston Business - Accotson', and 'Grossman Tours Wakefield Business - Paul K. Gullow'. At the bottom right, there are 'News & Updates' sections with 'See All' and 'Subscribe' links.

Our site includes the most updated list of banks, news on the program, press releases, and application information



The Official Website of the Treasurer and Receiver General of Massachusetts

Treasurer Steven Grossman

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Small Business Banking Partnership Passes Quarter Billion Dollars
\$252,750,000 Now On Tap for New Jobs

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SMALL BUSINESS BANKING PARTNERSHIP
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The Treasury Agenda

Since the beginning of Treasurer Grossman's term, he has laid out a clear vision to improve the operations and efficiencies at Treasury. The Treasury Agenda provides a retrospective look at what Treasurer Grossman accomplished during his first year in office while, outlining his ongoing commitment to protect the taxpayer's money, enhance government transparency, and help the economy by creating jobs and boosting small businesses.

[Read more ...](#)

Steven Grossman
Treasurer
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Press Releases

- Grossman Announces Unclaimed Property Ebay Auction
- Small Business Banking Partnership Now Numbers 50 Banks
- Unprecedented Low Rates Mark Treasury Borrowing Deals



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Treasurer
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Small Business Banking Partnership



On May 5, 2011 Treasurer Steven Grossman formally launched the Small Business Banking Partnership, an initiative that invests state reserve funds into Massachusetts community banks with the understanding that the financial institutions will use the deposits to make new loans to small credit-worthy businesses.



Procurement Process

- [RFQ - Small Business Banking Partnership 2011](#)
- [Small Business Banking Partnership Expansion](#)
- [Small Business Banking RFQ](#)

About the Partnership

- [Small Business Banking Partnership](#)
- [List of Participating Banks](#)
- [Program Guidelines](#)

Press Releases

- [Small Business Banking Partnership Now Numbers 50 Banks](#)

Small Business Banking Partnership page on Treasury website

<http://www.mass.gov/treasury/finance-investments/small-business-banking-partnership-home/>