

Massachusetts Business Development Corporation
CAP Performance Report as of 12/31/2010

LOANS BY INDUSTRY:

INDUSTRY TYPE	NUMBER OF LOANS	DOLLAR AMOUNT	PERCENT OF DOLLARS
Agribusiness	131	\$5,557,660	2.01
Mining/Construction	339	\$18,371,487	6.63
Manufacturing	475	\$37,380,599	13.50
Transportation	236	\$15,997,244	5.78
Wholesale	227	\$17,767,739	6.42
Retail	823	\$48,130,238	17.38
Finance/Real Estate	146	\$12,202,615	4.41
Service/Misc.	1,721	109,168,215	39.43
Unknown	277	\$12,316,605	4.45
TOTALS:	4,375	276,892,401	100.00

BREAKDOWN BY LOAN SIZE:

LOAN SIZE RANGE	NUMBER OF LOANS	DOLLAR AMOUNT	PERCENT OF DOLLARS
\$0 - \$24,999	1,387	\$18,503,699	6.68
\$25,000 - \$49,999	1,063	\$33,589,195	12.13
\$50,000 - \$99,999	1,019	\$62,815,454	22.69
\$100,000 - \$249,999	736	103,410,363	37.35
\$250,000 - \$499,999	145	\$45,823,690	16.55
\$500,000 and above	25	\$12,750,000	4.60
TOTALS:	4,375	276,892,401	100.00

BREAKDOWN BY SALES OF BORROWER:

SALES RANGE	NUMBER OF LOANS	DOLLAR AMOUNT	PERCENT OF DOLLARS
\$0 [Start-up]	674	\$40,288,556	14.55
Less than \$100,000	685	\$25,050,925	9.05
\$100,000 - \$249,999	861	\$35,199,660	12.71
\$250,000 - \$499,999	824	\$43,045,375	15.55
\$500,000 - \$1,000,000	691	\$54,712,141	19.76
Over \$1,000,000	640	\$78,595,745	28.38
TOTALS:	4,375	276,892,401	100.00

RANGE	NUMBER OF LOANS	DOLLAR AMOUNT	PERCENT OF DOLLARS
0 - 9	3,564	189,053,557	68.28
10 - 24	623	\$63,816,426	23.05
25 - 49	129	\$15,714,914	5.68
50 - 99	36	\$4,673,754	1.69
100 - 249	19	\$3,018,750	1.09
250 +	4	\$615,000	0.22
TOTALS:	4,375	276,892,401	100.00

TOP FIVE BANKS BY DOLLAR AMOUNT OF LOANS ENROLLED:

BANK NAME	NUMBER OF LOANS	AMOUNT ENROLLED
Bank of America	906	\$47,617,977
TD Banknorth, N.A.	484	\$20,210,551
Citizens Bank	370	\$19,863,255
Sovereign Bank New England	265	\$19,561,142
Rockland Trust Company	279	\$19,334,359

PROGRAM PERFORMANCE DATA:

Total amount of CAP loans:	276,892,401
Amount of loans enrolled:	222,166,985
Amount of reserve deposited by agency:	\$8,438,087
Amount of reserve paid by banks/borrowers:	\$7,001,701
Accrued interest on reserves:	\$394,236
Less interest withdrawn to fund administration:	\$360,415
Less net claims paid:	\$11,584,206
Total current reserve	\$3,889,403
Current default rate:	5.21%
Amount of loans outstanding:	123,616,481
Coverage on loans outstanding:	3.15%
Smallest amount enrolled:	\$1,000
Largest amount enrolled:	\$500,000
Average amount enrolled:	\$50,783
Jobs created by CAP loans:	12,850
Jobs retained by CAP loans:	16,155
Agency deposit per job created/retained:	\$657
Agency cost (net claims) per job created/retained:	\$901
Loan-to-program-deposit ratio:	\$26.33: \$1
Loan-to-loss (leverage) ratio:	\$19.18: \$1
Wtd. avg. interest rate of loans:	8.59%
Gateway City Borrowers:	0.73%
Gateway City Loans:	0.56%
Lines of credit:	44.04%
Term loans:	55.96%