

SURVEY QUESTIONS FOR STATE AND LOCAL ECONOMIC DEVELOPMENT AUTHORITIES —
(For October Open-Forum Discussion)

- 1) What is currently the most difficult portion of an economic development funding package for the borrower to come up with? (select one response)**
 - Loan from private lender
 - Guarantees/credit enhancements
 - Gap financing
 - Equity
 - Other

- 2) What do you view as the biggest hurdle to obtaining economic development financing? (select one response)**
 - Cost (interest rates, fees, short amortization) of private loan
 - Subordination
 - Collateral
 - Lack of private credit
 - Lack of public credit
 - Other

- 3) What would be useful attributes of private economic development funding that would complement your agency's programs? (check all that apply)**
 - Long-term funding
 - Short-term/bridge funding
 - Fixed-rate funding
 - Funding for premises
 - Funding for equipment
 - Funding for permanent working capital
 - Subordination
 - Guarantees/Credit enhancements
 - Equity
 - Small loans
 - Other

- 4) What do you see as the more critical needs for economic development? (check all that apply)**
 - Rural Areas
 - Urban Areas
 - Particular states or regions of the country (please specify)
 - Small businesses
 - Expansion of medium businesses
 - Redevelopment of declining areas
 - Development of new areas
 - Sustaining existing communities

Development of new industries (e.g., “green” products and services) to replace declining industries

Micro and small business incubation

5) What do you view as the most important industries for economic development funding (please rank from 1 = most important to 7 = least important)

Commercial

Industrial

Manufacturing

Farming/agribusiness

Social Services

Public facility projects and activities

Public or private infrastructure projects such as roads, utilities and sewers

6) Does your agency primarily focus on? (please rank 1 = most important, 2 = very important, 3 = important)

Revitalizing declining areas

Businesses in newly developing areas

Sustaining existing communities

7) Does your agency primarily use economic development financing for? (please rank 1= most important, 2 = very important, 3 = important, 4 = somewhat important)

Small businesses (SBA defined)

Expansion of medium businesses

Relocations of large businesses from other areas

Farms and agribusinesses

8) Please check the purposes of business credit for which there is unmet demand in your market. (Please rank from 1 = most important to 5 = somewhat Important?)

Premises

Equipment

Expansion

Permanent Working Capital

Other(please specify)

9) Do you restrict funding for any of these purposes?

- No
- Yes (please specify)

10) What do you think are the three most useful attributes of your program for borrowers (e.g., no restriction on working capital, fixed interest rate, etc.)? (Comment Box)

11) What do you think are the three most difficult requirements of your program for borrowers to meet (e.g., equity requirements, collateral requirements, subordination requirements, minimum loan amounts)? (Comment Box)

12) What is the biggest economic problem your market has faced in the past two years? (please select only your top three)

Decline of a major industry (e.g., auto) – If selected, please identify the major industry in the “other” field below.

Decline in Private sources

Decline in Government sources

More restrictive credit requirements

General decline in small business activity

High unemployment

Lack of public infrastructure to support development

Lack of local government concessions (e.g., tax abatements)

Other (please specify):

13) What do you view as the most important industries for economic development funding? (please rank from 1 = most important to 7 = least important)

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Industrial

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14) Please describe the types of economic development initiatives that will require long-term financing, create jobs and spur economic growth (e.g., hospitals, fire companies, energy and/or telecommunications industries): (Comment Box)

15) What types of economic development initiatives have been successful in your organization’s service area, for example, initiatives that have created jobs in certain industries (green jobs, energy), provided for social services (parks, day care centers), and/or located in a specific geographical area (unemployment, population loss census tracts, or empowerment zone etc.) (Comment Box)

16) Are you familiar with the FHLBanks’ targeted economic development programs which advances funds to banks and thrifts to lend to businesses and organizations for economic development activities? (Select one response)

Never heard of the program

We regularly partner with FHLBank member lenders

Member lender regularly uses FHLBank economic development programs

Do not know if this funding is provided through special FHLBank economic development programs

17) Which type of financial assistance from the Federal Home Loan Banks might be of potentially greatest use to the grantees/borrowers/beneficiaries of your agency/department? (Please rank from 1 = highest to 4 = lowest).

Loan

Letter of Credit

Grant

Guarantee

18) How could the FHLBanks programs used for economic development be improved? Please consider use of funding for targeted economic development programs. (Comment Box)