

Survey Questions for FHLBank Member Lenders — (For October Open-Forum Discussion)

Questions marked with an asterisk (*) are mandatory.

1. * Is your institution a/an?

- Certified Community Development Financial Institution (housing)
- Certified Community Development Financial Institution (business)
- Certified Community Development Financial Institution (both: housing & business)
- Credit union
- Commercial bank (regulated by OCC, the Federal Reserve or the FDIC)
- Housing associate (state or local housing finance or economic development finance authority)
- Insurance company
- Savings association (regulated by OTS)

2. * Please check the federal, state or local economic development funding programs that your institution participates in. (check all that apply)

- Small Business Administration (SBA) 7(a) Program
- Small Business Administration (SBA) 504 Program
- U.S. Department of Agriculture (USDA) Rural Community Development Initiatives
- U.S. Economic Development Administration (EDA)
- State/local economic development authorities
- Other (please specify):

3. * What is the biggest economic problem your market has faced in the past 2 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 sources of funds
- Decline in private sources of funds
- Decline in Federal sources of funds
- Decline in state sources of funds
- Decline in local sources of funds
- Decline in business credit demand
- General decline in small business activity
- High unemployment
- Lack of public infrastructure to support development
- Lack of local government concessions (e.g., tax abatements)
- More restrictive credit requirements
- Other (please specify):

4. * Rank the following purposes of business credit for which there is an unmet demand in your market (1 = most important, 4 = least important).

- Equipment
- Expansion
- Permanent Working Capital
- Premises/Real estate

5. * What is currently the most difficult portion of an economic development funding package for the borrower to come up with? (1 = Most difficult, 3 = Least difficult)

- Equity Loan from private lender
- Gap financing
- Guarantees/credit enhancements

6. * What do you view as the biggest hurdle to borrowers trying to qualify for economic development financing from your institution?

- Borrower's weak financial position
- Cost (interest rates, fees, short amortization) of private loan
- Subordination of loans
- Lack of collateral
- Lack of private credit
- Lack of public credit
- Other (please specify):

7. * Does your institution provide any of the following financing products for economic development projects (select all that apply)

- Gap Financing
- Grants
- Guarantee
- Loans
- Letters of Credit
- Does Not Provide Economic Development Financing
- Other (please specify):

8. What is the annual volume (number of loans and dollar amount of loans) of economic development lending done by your institution?

- Number of Economic Development Loan:
- Dollar Amount of Economic Development Loans:

9. * Does your institution offer loans or other credit products for the following types of activities (select all that apply)

- Agribusiness
- CDFI Intermediaries
- Farms
- Infrastructure
- Small Businesses (as defined by SBA or less than 100 employees)
- Medium Sized Businesses (100-499 employees)
- Large Sized Businesses (500 or more employees)
- Social Services
- Other (please specify):

10. * If yes to Question 9, what are the loan maturities? (select all that apply)

- 1 year or shorter
- From 1 to 5 Years
- From 5 to 10 years
- From 10 to 20 years
- Longer than 20 Years

11. * Please describe the types of economic development initiatives that you think will be creating demand for long-term financing (maturities of 5 years or more) in your market area in the next five years (e.g., evolving industries, small businesses, relocation packages for regional or national business headquarters, local government expansion).

12. * What types of economic development initiatives have been successful in your institution's service area; for example, initiatives that have created jobs, provided new public services, or revitalized a specific geographical area?.

13. * When was the last time that your institution applied for or obtained a targeted economic development advance, grant or letter of credit from an FHLBank?

- Never applied for an advance, grant, or letter of credit
- Within the last year
- Within the last 3 years
- Within the last 5 years
- Within the last 10 years

14. * How many FHLBank targeted economic development advances were you approved for within the last five years?

- Never applied for a targeted economic development advances
- Less than 5 advances
- 5 advances to less than 10 advances
- 10 advances to less than 20 advances
- 20 or more advances

15. * Is there a feature of the FHLBank's targeted economic development advances program that deters your institution from obtaining these advances to fund your economic development and small business credit activities?

- Regulation is too confusing
- Targeting requirements for use of advances doesn't target the economic development needs in my service area
- Not inclined to use housing assets as collateral for economic development loans
- Don't have sufficient housing assets to collateralize economic development advances
- Paperwork/Documentation
- Other (please specify):

16. * What economic development needs (e.g., types of industries, geographic areas, or other) do you think should be targeted for the use of FHLBank economic development funding?

17. * In your opinion, what would be the characteristics of successful targeted economic development advances from your FHLBank, that your institution would be willing and able to access regularly to support economic development and business financing in your market area?
18. * Does your institution qualify as a community financial institution (CFI) (i.e., assets at or below \$1.01 billion? Yes _____ No _____
19. * If your institution is a CFI, does your institution have small business, small farm, agribusiness or other community development loans/assets to use as collateral for economic development advances from the FHLBank? Yes _____ No _____
20. Please provide your total assets as of 12/31/09.