



**FHFA Economic Development Survey for Economic and Community Development Trade Associations**

Please respond to the following questions to assist the Federal Housing Finance Agency in identifying the nation's unmet economic development credit needs. Your responses are important to us. The Federal Housing Finance Agency is administering this voluntary survey. Your responses will be anonymous and will only be associated with your organization type. Your responses will be used as written (i.e., unedited) to facilitate the open-forum discussion.

This survey should take no more than 10 to 15 minutes to complete. Thank you very much for taking part in this survey.

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- 1** What type of organizations does your association represent? (Check all that apply).

Economic development

Social services or facilities

Public/government-related services or facilities

Owner-occupied development/preservation: Single-family

Owner-occupied development/preservation: Multifamily

Rental development/preservation: Single-family

Rental development/preservation: Multifamily

Private

Governmental/quasi-government

Public/private partnership

- 2** Are your association's members primarily?

Not-for-profits

For-profits

Both not-for-profit and for-profit

State or local government agencies

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3 Do your members rely primarily on funding for economic development from?

- Government sources
- Private sources
- Both

4 Do your members primarily focus on?

- Revitalizing declining areas
- Businesses in newly developing areas
- Sustaining existing communities

5 Do your members primarily use economic development financing for?

- Small businesses (SBA defined)
- Expansion of medium businesses
- Relocations of large businesses from other areas
- Farms and agribusinesses
- Services
- Other, please specify:

6 What are the uses of economic development funding by your members? (Please rank from 1=most important to 4=least important).

	1	2	3	4
Premises/Real estate				
Equipment				
Expansion				
Permanent Working Capital				

7 Please list the federal, state or local economic development programs or sources of funding that are most important to your member organizations for funding economic development activities?

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- 8** In response to question 7 above, what are the most useful attributes of these government-related programs for your members? (Check all that apply).

No restriction on working capital

Fixed interest rate

Long-term funds

Deferred payment

Other, please specify:

- 9** In response to question 7 above, what are the most difficult requirements of these government-related programs for your members? (Check all that apply).

Equity requirements too high

Collateral requirements

Subordination requirements

Minimum loan amounts too low

Restricted targeting/use of proceeds

Other, please specify:

- 10** Please list the private economic development programs or sources of funding that are most important to your member organizations for funding economic development?

- 11** In response to question 10 above, what are the most useful attributes of these government-related programs for your members? (Check all that apply).

No restriction on working capital

Fixed interest rate

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- Long-term funds
- Deferred repayment
- Other, please specify:

**12** In response to question 10 above, what are the most difficult requirements of these government-related programs for your members? (Check all that apply).

- Equity requirements too high
- Collateral requirements
- Subordination requirements
- Minimum loan amounts too high
- Maximum loan amounts too low
- Restricted targeting/use of proceeds
- Other, please specify:

**13** What is the biggest economic problem your members have faced in the past 2 years?

- Decline of a major industry (e.g., auto)
- Decline in private sources of funds
- Decline in government sources of funds
- More restrictive credit requirements
- Lack of public infrastructure to support development
- Lack of local government concessions (e.g., tax abatements)
- Other, please specify:

**14** What do you view as the most important industries for economic development funding? (Please rank from 1=most important to 7=least important).

	1	2	3	4	5	6	7
Commercial	<hr/>						
Industrial	<hr/>						
Manufacturing	<hr/>						

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Farming/agribusiness

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Social services

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Public facility projects and activities

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

- 15** 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 the next five years (e.g., evolving industries, small businesses, relocation packages for regional or national business headquarters, local government expansion).

- 16** What types of economic development initiatives have your association's members been most involved in; for example, initiatives that have created jobs, attracted new industries, provided new public services, or revitalized specific geographical areas.

- 17** Are you familiar with the FHLBanks' targeted economic development funding programs?

Never heard of the programs

Yes, aware that some of the association's members have used FHLBanks' programs

Yes, the association includes FHLBanks' programs in our educational materials for member organizations.

Yes, the association has a working relationship with one or more FHLBanks on behalf of its member organizations

- 18** Has your association previously discussed issues or problems with any of the FHLBanks regarding how their economic development programs could be more useful to the association's members? If so, what were the issues/problems?

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- 19 What economic development needs (e.g., types of industries, geographic areas, or other) do you think should be targeted for FHLBank economic development funding, and why?

