



**Economic Development Survey for FHLBank of Pittsburgh Participants**

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 the type of your organization. Your responses will also be provided to the Federal Home Loan Bank (FHLBank) 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.

OMB No. 2590-XXXX, Exp. Date: MM/DD/2010.

- 1 Please check the federal, state, or local economic development funding programs that your organization participates in? (select 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):

- 2 What are the biggest economic problems 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):

**3** Rank the following purposes of business credit for which there is an unmet demand in your market. (1 = Most Important, 4 = Least Important).

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

**4** What is currently the most difficult portion of an economic development funding package for your organization to obtain?

- Loan from private lender
- Guarantees/credit enhancements
- Gap financing
- Equity
- Other (please specify):

**5** 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).

**6** What types of economic development initiatives have been successful in your organization's service area; for example, initiatives that have

created jobs, provided new public services, or revitalized a specific geographical area?

7 Are you familiar with the FHLBank's targeted economic development funding program?

Never heard of the program.

Yes, but have not obtained funding through it.

Yes, have worked with an FHLBank member to obtain funding.

8 If your organization has obtained funding from a member using a FHLBank's targeted economic development program, what are the features of the FHLBank's program that you are most satisfied with? (1 = Very Satisfied, 5 = Least Satisfied)

1 2 3 4 5

Term

Additional Comments:

Pricing

Additional Comments:

Targeting of purpose

Additional Comments:

Eligible ways to use funds for targeted purposes

Additional Comments:

Other (please specify the "other" in the additional comments box below)

Additional Comments:

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

- 10 Does your institution have small business, small farm, or agribusiness and other community development loans/assets to use as collateral for economic development advances from the FHLBank?

- 11 Please identify your organization type from the drop down list below.



Additional Comments:

Eligible ways to use funds for targeted purposes

- 1  2  3  4  5

Additional Comments:

Other (please specify the "other" in the additional comments box below)

- 1  2  3  4  5

Additional Comments:

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

#11 Drop down list

- 10 Community Development Financial Institution (CDFI)  
Certified CDFI  
Economic Development Corporation  
Community Development Organization  
Local Agency  
County Agency  
State Agency  
Housing Organization  
11 Non-Profit Organization  
U.S. Federal Government Agency

