



FHFA Economic Discussion Survey for State and Local Economic Development Authorities

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.

OMB No. 2590-0010, Exp. Date: 02/28/2011.

- 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, please specify:

- 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, please specify:

- 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, please specify:

- 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 in "other" below)
 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
 Other, please specify:

- 5 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
- 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).

- | 1 | 2 | 3 |
|--------------------------------------|---|---|
| <hr/> | | |
| Revitalizing declining areas | | |
| <hr/> | | |
| Businesses in newly developing areas | | |
| <hr/> | | |
| 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).

- | 1 | 2 | 3 | 4 |
|--|---|---|---|
| <hr/> | | | |
| Small businesses (SBA defined) | | | |
| <hr/> | | | |
| Expansion of medium businesses | | | |
| <hr/> | | | |
| Relocations of large businesses from other areas | | | |
| <hr/> | | | |
| 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 4=somewhat important).

- | 1 | 2 | 3 | 4 |
|-------|---|---|---|
| <hr/> | | | |

Premises

Equipment

Expansion

Permanent Working Capital

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

If 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.)?

- 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)?

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

Decline of 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).

	1	2	3	4	5	6	7
Commercial							
Industrial							
Manufacturing							
Farming/agribusiness							
Social Services							
Public facility projects and activities							
Public or private infrastructure projects such as roads, utilities, and sewers							

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).

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 (high unemployment areas, population loss, census tracts, or empowerment zone, etc.)?

16 Are you familiar with the FHLBanks' targeted economic development programs which advances (loans) 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).

	1	2	3	4
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.

