

This information collection is necessary for SBA to meet requirements imposed by Section 853(c) of the John S. McCain National Defense Authorization Act for Fiscal Year 2019 (NDAA 2019), Pub. L.115-232 (8/13/2018). It requires the SBA to study the level of participation by intermediaries that are eligible to participate in the Agency's Microloan Program. Based on the survey responses, SBA will deliver a report to Congress that includes:

- 1) the operations (including services provided, structure, size, and area of operation) of a representative sample of—
  - (A) intermediaries that are eligible to participate in the microloan program and that do participate; and
  - (B) intermediaries that are eligible to participate in the microloan program and that do not participate;
- 2) the reasons why eligible intermediaries described in paragraph (1)(B) choose not to participate in the microloan program;
- 3) recommendations on how to encourage increased participation in the microloan program by eligible intermediaries described in paragraph (1)(B); and
- 4) recommendations on how to decrease the costs associated with participation in the microloan program for eligible intermediaries.

Responses to this survey are strongly encouraged in order to gain valuable insights, but are voluntary.

**Paperwork Reduction Act:** You are not required to respond to this survey unless it displays an OMB Control Number that is current. The estimated time to complete this survey is 20 minutes. This estimate includes the time needed to collect the information. If you have any questions or comments about this estimated time, or any other aspect of this survey, including suggestions for how to reduce the time needed, you can send comments to the Director, Records Management Division, Small Business Administration, 409 Third Street, SW, Washington DC 20146, and/or SBA Desk Officer, Office of Management and Budget, New Executive Office Building, Rm. 10202, Washington DC 20503.

Thank you very much for your participation in this survey.

#### Survey Questions

1. Organization type:

My organization is:

- A private, nonprofit community development corporation or other non-profit entity.
- A consortium of private, nonprofit community development corporations or other entities.
- A quasi-governmental economic development entity, other than a state, county, municipal government or any agency thereof.

- An agency of, or a nonprofit entity established by a Native American Tribal Government.
- None of the above.

2. Organizational Experience:

My organization has made and serviced short-term fixed rate loans of not more than \$50,000 to newly established or growing small businesses for at least one year.

- Yes
- No

3. My organization has at least one year of experience providing in-house training and technical assistance to microloan borrowers and prospective borrowers.

- Yes
- No

4. My organization currently participates in the SBA Microloan Program.

- Yes
- No

5. My organization participated in the SBA Microloan Program in the past, but currently does not participate.

- Yes
- No

6. My organization applied to SBA to participate in the Microloan Program.

- Yes
- No

7. Please select the top 3 reasons your organization has not applied to participate in the SBA Microloan Program.

- Lack of knowledge about the SBA Microloan Program
- I have access to all the funding sources I require
- Too many regulations / rules are too complicated
- Reporting requirements are too burdensome
- I don't like the audit requirement
- I don't like the uncertainty of annual funding level fluctuations
- I don't like the 15% matching funds requirement
- I don't like the 15% loan loss reserve requirement
- The maximum allowable interest rate does not allow me to cover my costs
- The application is too burdensome
- Other (please specify) \_\_\_\_\_

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8. Please select the top 3 reasons your organization exited the Microloan Program.
- I have access to all the funding sources I require
  - Too many regulations / rules are too complicated
  - Reporting requirements are too burdensome
  - I don't like the audit requirement
  - I don't like the uncertainty of annual funding level fluctuations
  - I don't like the 15% matching funds requirement
  - I don't like the 15% loan loss reserve requirement
  - The maximum allowable interest rate does not allow me to cover my costs
  - Not enough training and technical assistance grant funding
  - Other (please specify) \_\_\_\_\_
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9. Select the reasons your organization's application to the SBA Microloan Program was turned down (select all that apply)
- Insufficient organizational staffing
  - Insufficient financial strength/stability
  - Insufficient history of lending/technical assistance
  - Poor historical loan performance
  - SBA found my organization ineligible
  - Other (please specify) \_\_\_\_\_
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10. Please select the top 3 areas that you believe would improve the SBA Microloan Program
- Increase maximum microloan size above \$50,000
  - Improve reporting system / technology
  - SBA to provide more frequent / more detailed training to intermediaries
  - Reduce required production level to fewer than 10 microloans per year
  - Allow intermediary to charge greater interest rate spread
  - Allow intermediary to charge greater fees
  - Provide more grant funding
  - Eliminate geographic restriction on distribution of loans to Intermediaries ("1/55<sup>th</sup> rule")
  - Eliminate restrictions on maximum amount of pre-loan technical assistance (currently limited to 50%)
  - Allow longer repayment term to SBA
  - Simplify program-related interest rate rules
  - Provide greater incentives for serving identified underserved markets
  - Other (please specify) \_\_\_\_\_
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11. My organization has been making small business loans of \$50,000 or less for \_\_\_\_\_ years.

- 1 to 5 years
- 6 to 10 years
- More than 10 years

12. My organization made \_\_\_\_\_ small business loans of \$50,000 or less in the most recent 12-month period.

- 0
- 1 to 10
- 11 to 50
- more than 50

13. The total dollars lent by my organization to small businesses (loans of \$50,000 or less) in the most recent 12-month period is \_\_\_\_\_.

- \$0 to \$100,000
- \$100,001 to \$500,000
- \$500,001 to \$2,000,000
- More than \$2,000,000

14. My organization has \_\_\_\_\_ years experience providing training and technical assistance to small businesses.

- 1 to 5 years
- 6 to 10 years
- More than 10 years

15. My organization performed \_\_\_\_\_ hours of training and technical assistance in the most recent 12-month period.

- 1 to 100
- 101 to 500
- 501 to 2000
- 201 to 5000
- more than 5000

16. My organization provides microloans (\$50,000 or less) and training and technical assistance services to the following markets (select all that apply)

- Minority-owned
- Low/Moderate Income
- Women-owned
- Veteran-owned
- Startup businesses (less than 2 years old)
- Businesses located in rural areas
- Other (please specify) \_\_\_\_\_  
\_\_\_\_\_

17. The geographic territory my organization provided small business loans (\$50,000 or less) and training and technical assistance services in over the most recent 12-month period is\_\_\_\_\_.

- 1 to 5 counties
- 6 to 10 counties
- 11 to 20 counties
- More than 20 counties, but not statewide
- Statewide
- Multistate
- National
- My organization did not provide small business loans (\$50,000 or less) and training and technical assistance in the most recent 12-month period

18. My organization has \_\_\_\_\_ full-time employees (measured in full-time-equivalent – 40 hours per week)

- 0
- 1 to 5
- 6 to 10
- 11 to 20
- more than 20

19. Please recommend ways to encourage increased participation in the SBA Microloan Program

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20. Please recommend ways to reduce the costs associated with participation in the SBA Microloan Program

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