

Board of Governors of the Federal Reserve System



# Small Business Lending Survey—FR 2028D

For the quarter ending, \_\_\_\_\_  
 Month / Day / Year (QSBL 9999)

This report is authorized by law (12 U.S.C. § 248(a)(2)). Your voluntary cooperation in submitting this report is needed to make the results comprehensive, accurate, and timely.

The Federal Reserve may not conduct or sponsor, and an organization is not required to respond to, a collection of information unless it displays a currently valid OMB Number.

Bank Name (QSBL 9017) \_\_\_\_\_

Person to be Contacted Concerning This Report (QSBL 8901) \_\_\_\_\_

Address (QSBL 9028) \_\_\_\_\_

Area Code / Phone Number (QSBL 8902) \_\_\_\_\_

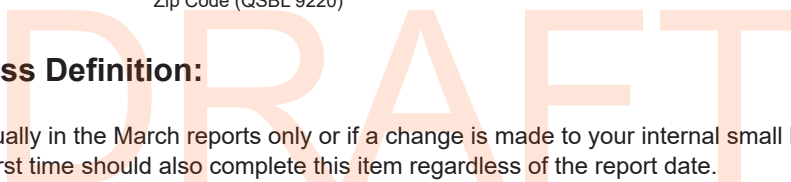
City (QSBL 9130) \_\_\_\_\_

E-mail Address of Contact (QSBL 4086) \_\_\_\_\_

State (QSBL 9200) \_\_\_\_\_

Zip Code (QSBL 9220) \_\_\_\_\_

## Internal Small Business Definition:



Item 1 is to be completed annually in the March reports only or if a change is made to your internal small business definition. Institutions reporting survey data for the first time should also complete this item regardless of the report date.

1. Does your institution use the preferred classification for what constitutes a U.S. nonfarm small business loan when filing this report? (Nonfarm businesses domiciled in the U.S. with no more than \$5 million in total annual revenue.).....

QSBL	Yes		No
PQ99			

1.

If "No", please provide your institution's definition of a small business loan that was used for completing this survey (QSBL PR00):

## Loan Volumes and Terms

2. Does your bank use more than one base rate for Commercial & Industrial (C&I) loans to U.S. small businesses? If "Yes", skip to question 4. If "No", complete question 3. ....

QSBL	Yes		No
HP48			

2.

3. What is your base rate? (check only one)

- Prime rate.....
- Federal Home Loan Bank rate .....
- U.S. Treasury rate .....
- Proprietary rate.....
- SOFR .....
- Other rate.....

QSBL HP49

3.

The ongoing public reporting burden for this information collection is estimated to average 3 hours per response, including time to gather and maintain data in the required form and to review instructions and complete the information collection. Comments regarding this burden estimate or any other aspect of this information collection, including suggestions for reducing the burden, may be sent to Secretary, Board of Governors of the Federal Reserve System, 20th and C Streets, NW, Washington, DC 20551, and to the Office of Management and Budget, Paperwork Reduction Project (7100-0061), Washington, DC 20503.

**Loan Volumes and Terms—Continued**

4. Select and rank the three most common base rates by dollar volume of C&I loans.  
 If only two rates are used, leave "Third Most Common" empty.  
 If multiple "Other" rates are used, consider all of these as "Other Rate" when determining the most common rates.

	QSBL	Prime Rate	Federal Home Loan Bank Rate	U.S. Treasury Rate	Proprietary Rate	SOFR	Other Rate	
a. Most common .....	HP50	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	4. a.
b. Second most common .....	HP51	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	4. b.
c. Third most common .....	HP52	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	4. c.

To U.S. small businesses as of the last calendar day of the most recent calendar quarter.

U.S. Dollar Amounts in Thousands		QSBL	Fixed Rate	QSBL	Variable Rate	
<b>5. Outstanding Term C&amp;I Loans</b>						
a. Number .....		HP53		HP65		5. a.
b. Outstanding dollar amount .....		HP54		HP66		5. b.
c. Weighted average interest rate .....		HP55		HP67		5. c.
d. Weighted average maturity (in months) .....		HP57		HP69		5. d.
e. Maximum maturity (in months) .....		HP58		HP70		5. e.
f. Number with interest rate floor .....				HP77		5. f.
g. Dollar amount with interest rate floor .....				LB24		5. g.
h. Weighted average interest rate floor .....				HP80		5. h.
<b>6. Outstanding C&amp;I Loans Made Under Commitment (Formal or Informal)</b>						
a. Number .....		HP81		HP92		6. a.
b. Commitment dollar amount .....		HP82		HP93		6. b.
c. Outstanding dollar amount .....		HP83		HP94		6. c.
d. Weighted average interest rate .....		HP84		HP95		6. d.
e. Number with interest rate floor .....				HQ03		6. e.
f. Dollar amount with interest rate floor .....				LB25		6. f.
g. Weighted average interest rate floor .....				HQ06		6. g.

To U.S. small businesses during the most recent calendar quarter.

U.S. Dollar Amounts in Thousands		QSBL	Fixed Rate	QSBL	Variable Rate	
<b>7. New Term C&amp;I Loans</b>						
a. Number .....		HQ09		HQ21		7. a.
b. Outstanding dollar amount .....		HQ10		HQ22		7. b.
c. Weighted average interest rate .....		HQ11		HQ23		7. c.
d. Weighted average maturity (in months) .....		HQ13		HQ25		7. d.
e. Maximum maturity (in months) .....		HQ14		HQ26		7. e.
f. Number with interest rate floor .....				HQ33		7. f.
g. Dollar amount with interest rate floor .....				LB26		7. g.
h. Weighted average interest rate floor .....				HQ36		7. h.
<b>8. New C&amp;I Loans Made Under Commitment (Formal or Informal)</b>						
a. Number .....		HQ44		HQ55		8. a.
b. Commitment dollar amount .....		HQ45		HQ56		8. b.
c. Outstanding dollar amount .....		HQ46		HQ57		8. c.
d. Weighted average interest rate .....		HQ47		HQ58		8. d.
e. Number with interest rate floor .....				HQ66		8. e.
f. Dollar amount with interest rate floor .....				LB27		8. f.
g. Weighted average interest rate floor .....				HQ69		8. g.

## Credit Line Usage

9. In your opinion, apart from normal seasonal variation, how has U.S. small business C&I credit line usage changed during the most recent calendar quarter? (check only one)

	QSBL HQ70	9.
Increased substantially .....		
Increased somewhat .....		
Remained basically unchanged .....		
Decreased somewhat .....		
Decreased substantially .....		

10. If credit line usage has changed during the most recent calendar quarter (as described in question 9), how important have been the following possible reasons for the change?

	QSBL	Not Important	Somewhat Important	Very Important	
a. Change in terms of lending .....	HQ71				10.a.
b. Change in pricing (rates, fees, etc.) .....	HQ72				10.b.
c. Change in local or national economic conditions .....	HQ73				10.c.
d. Change in borrower's business revenue or other business specific conditions .....	HQ74				10.d.

## Loan Demand and Applications

11. In your opinion, apart from normal seasonal variation, how has demand for U.S. small business C&I loans changed during the most recent calendar quarter? (check only one)

	QSBL HQ75	11.
Substantially stronger .....		
Moderately stronger .....		
Remained basically unchanged .....		
Moderately weaker .....		
Substantially weaker .....		

For U.S. small business C&I loans during the most recent calendar quarter.

U.S. Dollar Amounts in Thousands		QSBL	Applications Received	QSBL	Applications Approved	
<b>12. Applications Received and Approved</b>						
a. Number .....		HQ76		HQ78		12.a.
b. Dollar amount .....		HQ77		HQ79		12.b.

### Loan Demand and Applications—Continued

13. Select and rank the top three reasons for denying a U.S. small business C&I loan during the most recent calendar quarter.

	QSBL	Financials	Collateral	Credit History	Owner Equity Investment	Management Experience	Concerns About Business Plan	Supervisory or Regulatory Requirements; Did Not Meet SBA Guidelines	Reduced Risk Tolerance of Bank Management	Concentration Limits; Industry Exposure	
a. Most common.....	HQ85	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	13.a.
b. Second most common.....	HQ86	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	13.b.
c. Third most common.....	HQ87	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	13.c.

### Credit Standards and Terms

14. In your opinion, how have your credit standards for C&I loans to U.S. small businesses changed over the most recent calendar quarter? (check one only)

	QSBL	HQ88	
Tightened considerably.....			14.
Tightened somewhat.....			
Remained basically unchanged.....			
Eased somewhat.....			
Eased considerably.....			

15. In your opinion, how have your terms of C&I loans to U.S. small businesses changed over the most recent calendar quarter?

	QSBL	Tightened Considerably	Tightened Somewhat	Remained Basically Unchanged	Eased Somewhat	Eased Considerably	
a. Maximum size of credit lines.....	HQ89	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	15.a.
b. Maximum maturity of loans and credit lines.....	HQ90	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	15.b.
c. Costs of credit lines.....	HQ91	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	15.c.
d. Spreads of loan rates over the bank's cost of funds (wider spreads=tightened, narrower spreads=eased).....	HQ92	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	15.d.
e. Premiums charged on riskier loans.....	HQ93	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	15.e.
f. Loan covenants.....	HQ94	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	15.f.
g. Collateral requirements.....	HQ95	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	15.g.
h. Use of interest rate floors (more use=tightened, less use=eased).....	HQ96	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	15.h.
i. Level of interest rate floors (higher=tightened, lower=eased).....	HQ97	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	15.i.

### Credit Standards and Terms—Continued

16. If your bank has tightened its credit standards or its terms for C&I loans to U.S. small businesses over the most recent calendar quarter (as described in questions 14 and 15), how important have been the following possible reasons for the change?

	QSBL	Not Important	Somewhat Important	Very Important	
<b>Possible reasons for tightening credit standards or loan terms</b>					
a. Deterioration in your bank's current or expected capital position.....	HQ98				16.a.
b. Less favorable or more uncertain economic outlook .....	HQ99				16.b.
c. Worsening of industry-specific problems .....	HR00				16.c.
d. Less aggressive competition from other banks .....	HR01				16.d.
e. Less aggressive competition from nonbank lenders.....	HR02				16.e.
f. Reduced tolerance for risk.....	HR03				16.f.
g. Decreased liquidity in the secondary market for these loans .....	HR04				16.g.
h. Deterioration in your bank's current or expected liquidity position .....	HR05				16.h.
i. Increased concerns about the effects of legislative changes, supervisory actions, or changes in accounting standards, both past and expected .....	HR06				16.i.
j. Other .....					16.j.
Please provide specific reason (QSBL PR01):					

17. If your bank has eased its credit standards or its terms for C&I loans to U.S. small businesses over the most recent calendar quarter (as described in questions 14 and 15), how important have been the following possible reasons for the change?

	QSBL	Not Important	Somewhat Important	Very Important	
<b>Possible reasons for easing credit standards or loan terms</b>					
a. Improvement in your bank's current or expected capital position.....	HR07				17.a.
b. More favorable or less uncertain economic outlook .....	HR08				17.b.
c. Improvement in industry-specific problems .....	HR09				17.c.
d. More aggressive competition from other banks.....	HR10				17.d.
e. More aggressive competition from nonbank lenders .....	HR11				17.e.
f. Increased tolerance for risk .....	HR12				17.f.
g. Increased liquidity in the secondary market for these loans .....	HR13				17.g.
h. Improvement in your bank's current or expected liquidity position .....	HR14				17.h.
i. Reduced concerns about the effects of legislative changes, supervisory actions, or changes in accounting standards, both past and expected .....	HR15				17.i.
j. Other .....					17.j.
Please provide specific reason (QSBL PR02):					

### Credit Quality of Applicants

18. In your opinion, how has the credit quality of U.S. small business applicants changed over the most recent calendar quarter? (check only one)

	QSBL HR18	18.
Improved substantially .....		
Improved somewhat .....		
Remained basically unchanged .....		
Declined somewhat .....		
Declined substantially .....		

19. If the credit quality of small business applicants has changed over the most recent calendar quarter (as described in question 18), how important have been the following possible factors for the change?

	QSBL	Not Important	Somewhat Important	Very Important	
a. Credit scores .....	HR19				19.a.
b. Quality of business collateral .....	HR20				19.b.
c. Quality of personal collateral .....	HR21				19.c.
d. Willingness to pledge personal assets .....	HR22				19.d.
e. Personal wealth of business owners .....	HR23				19.e.
f. Debt-to-income level of business owners .....	HR24				19.f.
g. Liquidity position of business owners .....	HR25				19.g.
h. Recent business income growth .....	HR26				19.h.
i. Prospects for business growth or enterprise values .....	HR27				19.i.
j. Other .....					19.j.

Please provide specific reason (QSBL PR03):

DRAFT

### Special Questions

1. Over the next 12 months, what impact do you expect each of the following factors to have on small business loan demand? (Please indicate whether you anticipate a very negative impact, a somewhat negative impact, no impact, a somewhat positive impact, or a very positive impact for each factor.)

	QSBL	Very Negative Impact	Somewhat Negative Impact	No Impact	Somewhat Positive Impact	Very Positive Impact	
a. Banking regulations .....	QA96	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	1.a.
b. Trade policy .....	QA97	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	1.b.
c. Interest rates .....	QA98	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	1.c.
d. Consumer behavior .....	QA99	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	1.d.
e. Inflation .....	QB00	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	1.e.
f. Cost of labor .....	QB01	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	1.f.
g. Tax policy .....	QB02	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	1.g.
h. Supply chains .....	QB03	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	1.h.
i. Technology .....	QB04	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	1.i.
j. Other .....	QB05	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	1.j.

Please provide specific reason (QSBL QB06):