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TO: HEADS OF RESEARCH AT ALL FEDERAL RESERVE BANKS

Enclosed for distribution to respondents is a national summary of the October 2009 Senior Loan Officer Opinion Survey on Bank Lending Practices.

Enclosures

This document is available on the Federal Reserve Board's web site (<http://www.federalreserve.gov/boarddocs/surveys>).



## **The October 2009 Senior Loan Officer Opinion Survey on Bank Lending Practices**

The October 2009 Senior Loan Officer Opinion Survey on Bank Lending Practices addressed changes in the supply of and demand for loans to businesses and households over the past three months. The survey also included three sets of special questions: The first asked banks about the reasons for the decline in commercial and industrial (C&I) loans over the first eight months of 2009, the second asked banks about the status of commercial real estate (CRE) loans on their books that were scheduled to mature by September of this year, and the third asked banks about potential changes in credit card lending due to implementation of the Credit Card Accountability Responsibility and Disclosure (Credit CARD) Act. The results reported here are based on responses from 57 domestic banks and 23 U.S. branches and agencies of foreign banks.<sup>1</sup>

In the October survey, domestic banks indicated that they continued to tighten standards and terms over the past three months on all major types of loans to businesses and households. However, the net percentages of banks that tightened standards and terms for most loan categories continued to decline from the peaks reached late last year.<sup>2</sup> The exceptions were prime residential mortgages and revolving home equity lines of credit, for which there were only small changes in the net fractions of banks that had tightened standards. A small net fraction of branches and agencies of foreign banks eased standards on C&I loans, whereas a significant net fraction continued to tighten standards on CRE loans. Demand for most major categories of loans at domestic banks reportedly continued to weaken, on balance, over the past three months. This weakening was somewhat less widespread than in the July survey for C&I loans, CRE loans, and nontraditional mortgages; approximately the same for consumer loans; and significantly more widespread for home equity lines of credit. However, banks reported stronger demand, on net, for prime residential real estate loans. Demand for C&I and CRE loans at foreign banks continued to weaken, on balance, but the weakening was somewhat less widespread than that in the July survey.

In response to a special question on the sources of the decline in C&I lending this year, the two sources domestic banks cited most often as being “very” important were decreased originations of term loans and decreased draws on revolving credit lines. In response to a second special question, banks indicated that, of the CRE loans on their books that were scheduled to mature by September of this year, more loans had been extended than refinanced. In response to special questions concerning the Credit CARD

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<sup>1</sup> Respondent banks received the survey on or after October 6, 2009, and their responses were due by October 20, 2009.

<sup>2</sup> For questions that ask about lending standards, reported net percentages equal the percentage of banks that reported tightening standards (“tightened considerably” or “tightened somewhat”) minus the percentage of banks that reported easing standards (“eased considerably” or “eased somewhat”). For questions that ask about demand, reported net percentages equal the percentage of banks that reported stronger demand (“substantially stronger” or “moderately stronger”) minus the percentage of banks that reported weaker demand (“substantially weaker” or “moderately weaker”).

legislation passed in May 2009, a majority of banks reported that they had yet to fully comply with the new law. Banks indicated that they expected to tighten many of the terms and conditions of credit card loans as a result of the legislation, with the notable exception of penalty fees and the length of the grace period for payments.

### **Business Lending**

(Table 1, questions 1-10; Table 2, questions 1-10)

**Questions on commercial and industrial lending.** The net fraction of banks that reported tightening standards on C&I loans to firms of all sizes was about 15 percent, about one-half of the net fraction that reported doing so in the July survey and substantially below the peak of around 80 percent that was reported in the October 2008 survey.

The net fractions of domestic respondents that reported having tightened selected terms on C&I loans remained fairly elevated but generally continued to fall from the highs reported in late 2008. Some banks reported having eased a few loan terms. Slightly more than 40 percent of banks, on net, reported increasing spreads of loan rates over their cost of funds for firms of all sizes, which represents a decline of about 20 percentage points in such net tightening from the July survey. In addition, slightly less than 40 percent of respondents reported increasing the premiums charged on riskier loans to firms of all sizes. By contrast, only 5 to 20 percent of banks, on net, reported decreasing the maximum maturity of loans or credit lines, decreasing the maximum size of credit lines, and tightening terms on loan covenants for loans to firms of all sizes.

The predominant reasons cited for tightening credit standards or terms for C&I loans were the same as those reported in the previous three surveys. Respondents that tightened standards most commonly cited reduced tolerance for risk, followed by an economic outlook that was less favorable or more uncertain and a worsening of industry-specific problems. Each of the six domestic banks that reported easing loan terms in the latest survey cited more-aggressive competition from other banks or nonbank lenders as the most important reason for doing so.

Notable net fractions of domestic banks reported weaker demand for C&I loans from firms of all sizes, though the weakening was less widespread than in the July survey. In July, roughly 50 percent of domestic banks reported weaker demand for C&I loans to firms of all sizes; that fraction fell to roughly 30 percent and to 35 percent for loans to larger and to smaller firms, respectively, in October. The predominant reasons provided for reduced demand were similar to those cited in the July survey and included decreases in the need to finance investment in plant and equipment, inventories, accounts receivable, and merger and acquisition activity.

For the first time since the April 2007 survey, a positive net share of U.S. branches and agencies of foreign banks reported having eased standards for C&I loans, though about 90 percent reported that their standards remained basically unchanged. About 15 percent of foreign respondents, on net, reported narrower spreads of loan rates over their cost of

funds and lower premiums charged on riskier loans. Like the domestic banks, each of the five foreign banks that reported easing standards or terms cited more-aggressive competition from other banks or nonbank lenders as the most important reason for having done so. Only about 5 percent of foreign banks, on net, reported a decrease in demand for C&I loans.

**Special question on commercial and industrial lending.** The October survey included a special question on C&I lending, motivated by the significant decline in C&I loans outstanding over the first eight months of 2009. Domestic banks indicated that decreased originations of term loans and reduced draws on revolving credit lines were generally more important sources of the declines than paydowns of outstanding C&I loan balances. More specifically, decreased originations of term loans and decreased draws on revolving credit lines were cited by 45 percent and 30 percent of banks, respectively, as “very” important sources of the decline in C&I loans this year. About 15 percent of banks reported that increased paydowns of draws on revolving credit lines (besides such draws taken down as precautionary liquidity during the market disruptions last fall and winter) were a “very” important source of the decline. Less than 10 percent of respondents pointed to increased writedowns and paydowns of draws on revolving credit lines taken down as precautionary liquidity as being “very” important sources of the decline in C&I loans this year. However, about 45 percent reported each of the two sources as being “somewhat” important. Relatively few domestic banks reported that an increase in sales or syndications of outstanding loans was an important factor for the decline.

Among the foreign respondents indicating that C&I lending had declined at their banks this year, about 45 percent reported that decreased originations of term loans was a “very” important source of the decline. About 15 percent of foreign banks also reported increased writedowns as being “very” important.

**Questions on commercial real estate lending.** About 35 percent of domestic respondents reported tightening standards on CRE loans in the latest survey, a slightly smaller fraction than the 45 percent that reported having done so in July. The net percentage of respondents that reported weaker demand for CRE loans remained high by historical standards at about 45 percent, but this fraction dropped almost 20 percentage points relative to July. About 20 percent of foreign respondents, on net, reported tighter credit standards in the latest survey, and a similar fraction indicated that demand for CRE loans had weakened. In both cases, these fractions were down somewhat from July.

**Special question on commercial real estate lending.** The October survey included a special question on the status of CRE loans on banks’ books that, at the beginning of 2009, were scheduled to mature by September of this year. Among the domestic respondents that reported having such loans, about 75 percent indicated that they had extended more than one-fourth of maturing construction and land development loans, and 70 percent reported extending more than one-fourth of maturing loans secured by nonfarm nonresidential real estate. In contrast, only 15 to 20 percent of domestic banks reported that they had refinanced more than one-fourth of each of the two types of maturing CRE loans.

**Lending to Households**

(Table 1, questions 11-20)

**Questions on residential real estate lending.** About 25 percent of banks, on net, reported in the latest survey that they had tightened standards on prime residential real estate loans over the past three months. This figure is slightly higher than in the July survey but is still significantly below the peak of about 75 percent that was reported in July 2008. For the third consecutive quarter, banks reported that demand for prime residential real estate loans strengthened on net. About 30 percent of banks reported tightening standards on nontraditional mortgage loans, which represents a decline of about 15 percentage points in net tightening from the July survey. Only about 5 percent of domestic respondents, on net, reported weaker demand for nontraditional mortgages, the smallest net fraction reporting so since the survey began to include questions on the demand for nontraditional mortgages in April 2007.

The net percentage of respondents that tightened standards on revolving home equity lines of credit was about 30 percent, roughly the same as in the previous survey. A net fraction of 30 percent of banks reported weaker demand for home equity lines of credit, compared with about 15 percent in the previous survey.

**Question on consumer lending.** About 15 percent of respondents reported tightening standards for credit card loans to individuals or households, down from the 35 percent that reported doing so in the previous survey and the smallest net percentage reported since April 2008. Sizable net fractions of banks—between 30 and 40 percent—continued to report tightening various terms and conditions on credit card loans, including credit limits, interest rate spreads, minimum required credit scores, and their willingness to grant loans to customers who do not meet credit-scoring thresholds.

About 15 percent of banks, on net, reported having tightened standards on consumer loans other than credit card loans, down from the 35 percent that reported having done so in the previous survey and the smallest net percentage of tightening recorded since January 2008. With the exception of interest rate spreads, which nearly 35 percent of banks reported having widened, reports of tighter terms on other consumer loans were also less prevalent.

For consumer loans of all types, 25 percent of banks reported weaker demand, roughly the same as in the July survey.

**Special Questions on the Credit CARD Act of 2009**

(Table 1, questions 21-23)

The October survey included a special question on banks' expectations with regard to the effects of the Credit CARD Act of 2009. Of the banks that make credit card loans, 75 percent did not expect to be compliant with the provisions of the legislation until

February 2010, when most of the provisions will go into effect, whereas the rest were either already compliant or expected to be compliant by the end of this year.

As a result of the act, banks reported that they expect to tighten (or have already tightened) many terms on credit card loans for both prime and nonprime borrowers, although small fractions of banks reported, on net, that they expected to lengthen grace periods for prime borrowers and decrease penalty fees for both prime and nonprime borrowers.

For prime borrowers, about 50 percent of respondents, on net, expected to increase interest rate spreads, reduce credit limits, and reduce the extent to which loans will be granted to customers who do not meet credit-scoring thresholds. On net, about 45 percent of banks also expected to raise minimum required credit scores and about 40 percent expected to raise annual fees for prime borrowers. Expectations for tightening various terms were relatively more common for loans to nonprime borrowers. For nonprime borrowers, about 75 percent of banks expected to increase interest rate spreads, and about 60 percent expected to reduce the extent to which loans will be granted to customers who do not meet credit-scoring thresholds and to reduce credit limits. In addition, about 55 percent and 45 percent of banks also expected to raise minimum required credit scores and to raise annual fees, respectively, for nonprime borrowers.

The survey also included two questions on interest rate practices for credit card loans. A net fraction of about 35 percent of banks expected to increase the use of risk-based pricing, and about 30 percent expected to increase the use of variable interest rates and decrease the use of fixed interest rates.

### **Questions on Existing Credit Lines**

(Table 1, question 24; Table 2, question 11)

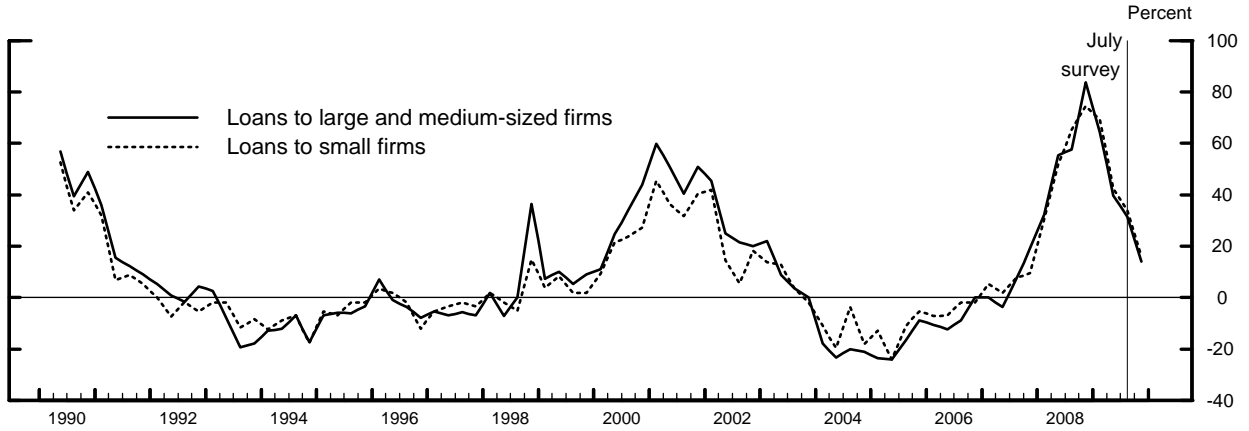
As in the July survey, sizable net fractions of domestic respondents reported decreasing the sizes of credit lines for existing customers on most types of accounts. For certain loan categories, such as home equity lines of credit, commercial construction lines of credit, and lines of credit for financial firms, the net percentages of banks reporting such adjustments increased.

As in the July survey, considerable net fractions of foreign respondents reported decreasing the sizes of credit lines for existing customers on C&I credit lines, commercial construction lines of credit, and lines of credit to financial firms. Nevertheless, the net percentages of foreign banks reporting such changes edged down from their levels in the July survey.

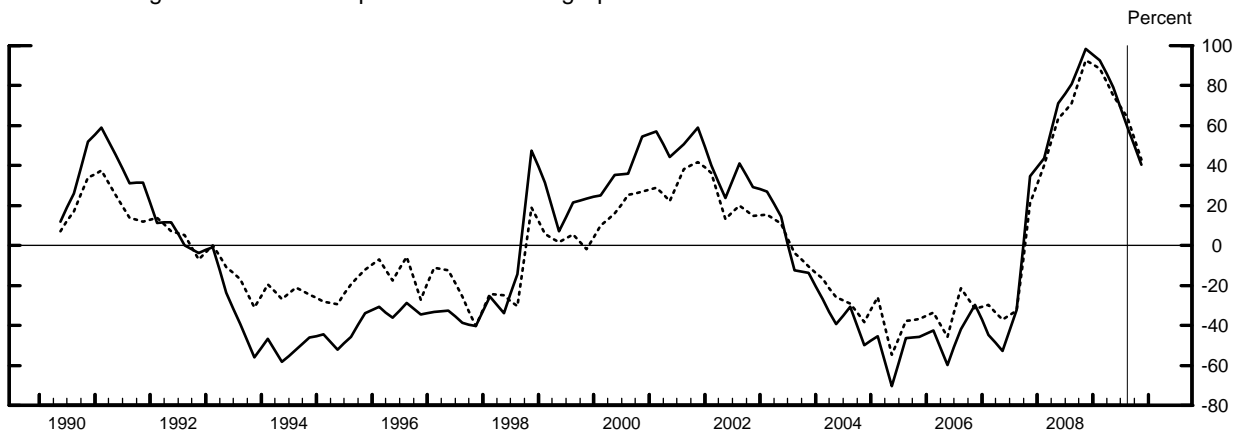
*This document was prepared by Seung Jung Lee and Jonathan Rose with the assistance of Thomas Spiller, Division of Monetary Affairs, Board of Governors of the Federal Reserve System.*

# Measures of Supply and Demand for Commercial and Industrial Loans, by Size of Firm Seeking Loan

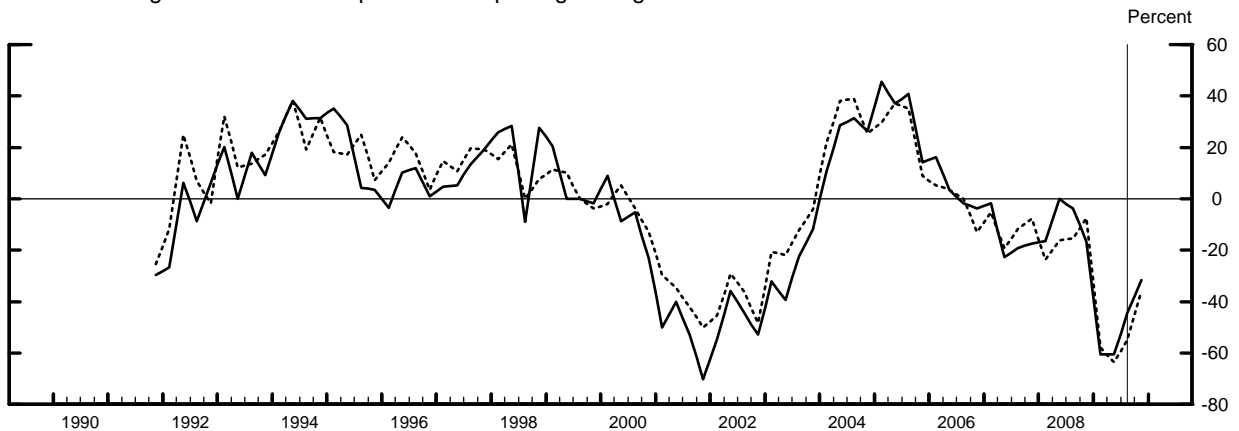
Net Percentage of Domestic Respondents Tightening Standards for Commercial and Industrial Loans



Net Percentage of Domestic Respondents Increasing Spreads of Loan Rates over Banks' Costs of Funds



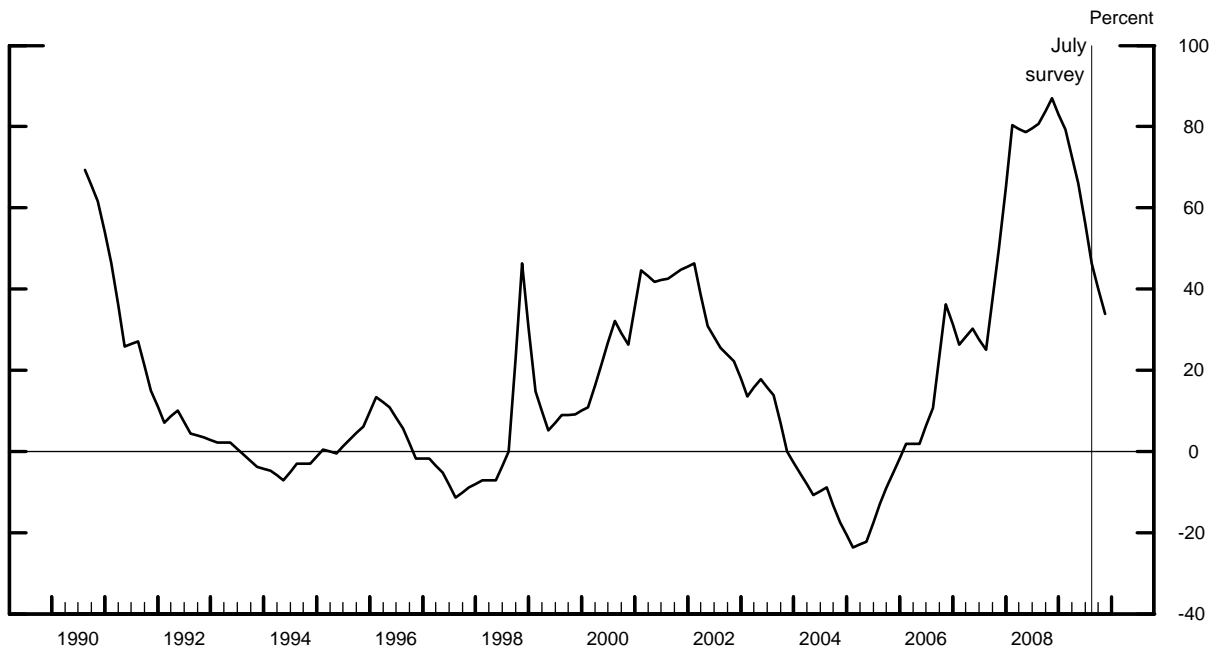
Net Percentage of Domestic Respondents Reporting Stronger Demand for Commercial and Industrial Loans



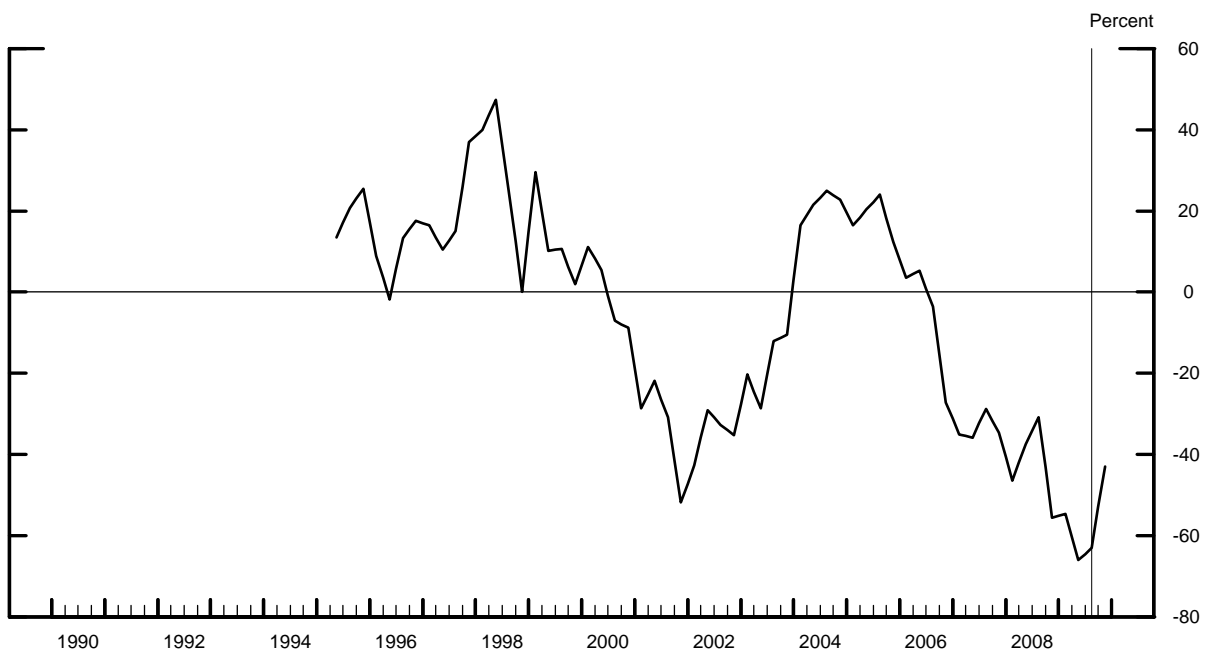


# Measures of Supply and Demand for Commercial Real Estate Loans

Net Percentage of Domestic Respondents Tightening Standards for Commercial Real Estate Loans

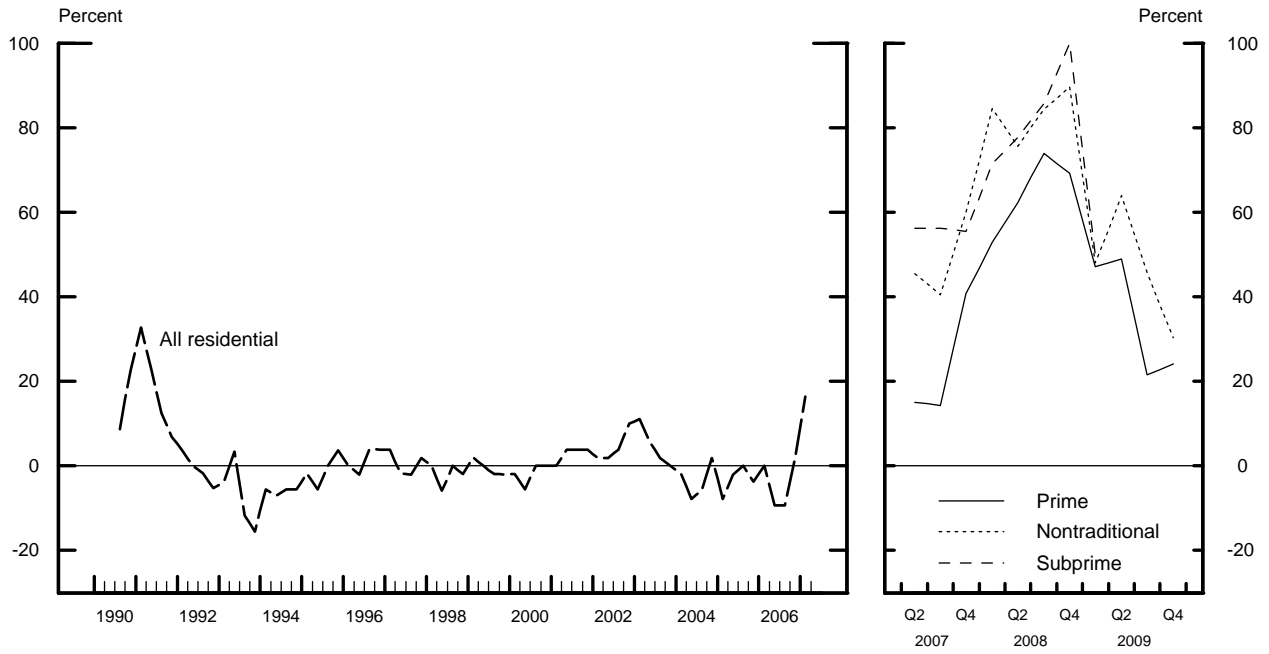


Net Percentage of Domestic Respondents Reporting Stronger Demand for Commercial Real Estate Loans



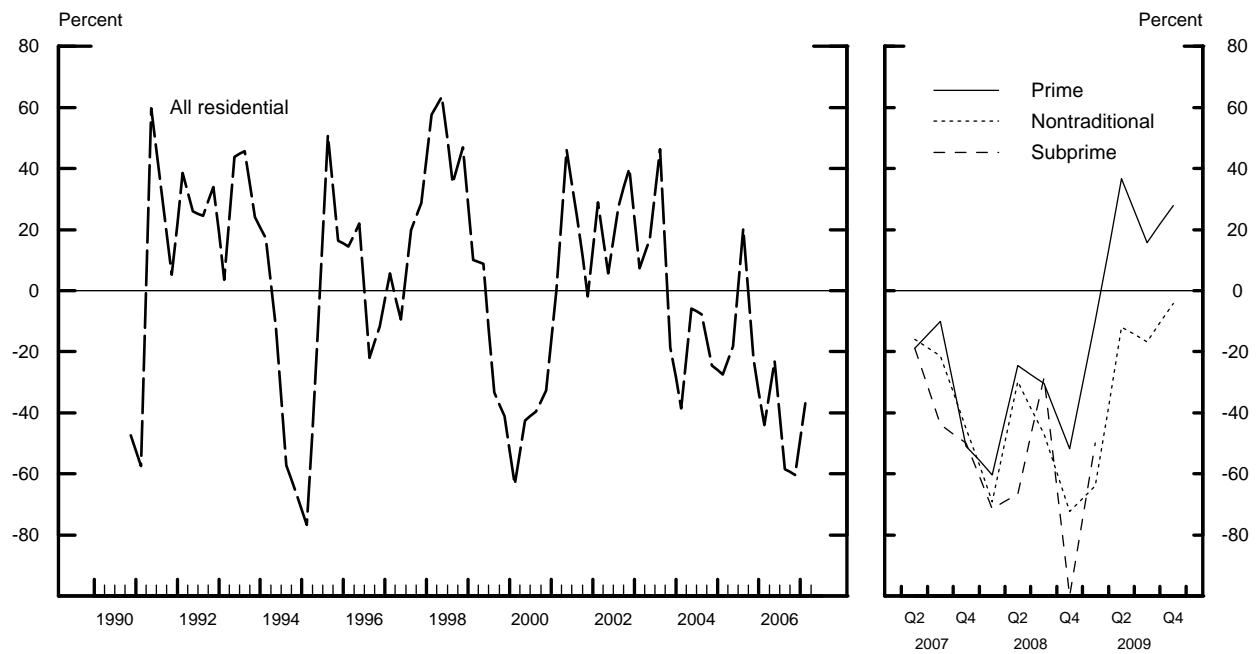
# Measures of Supply and Demand for Residential Mortgage Loans

Net Percentage of Domestic Respondents Tightening Standards for Residential Mortgage Loans



Note: For data starting in 2007:Q2, changes in standards for prime, nontraditional, and subprime mortgage loans are reported separately.

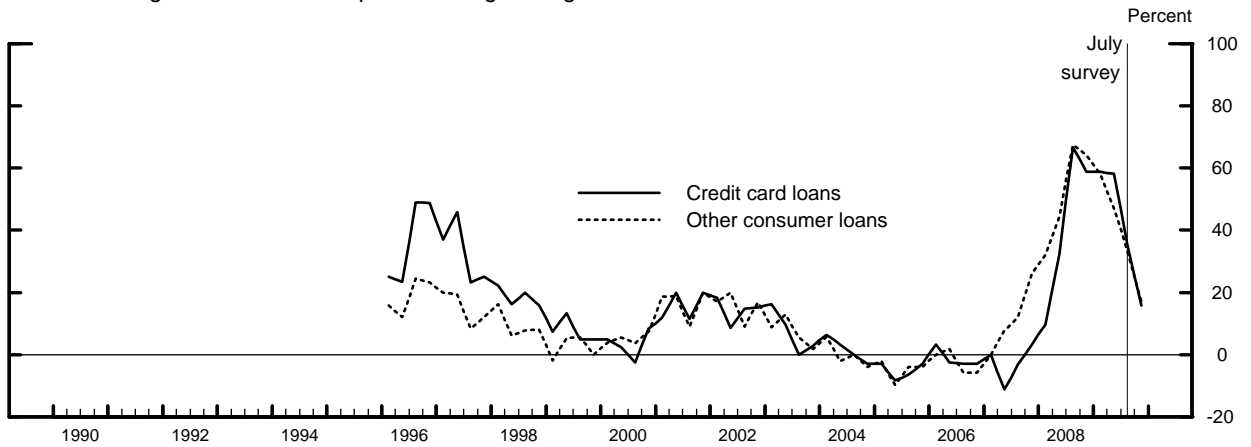
Net Percentage of Domestic Respondents Reporting Stronger Demand for Residential Mortgage Loans



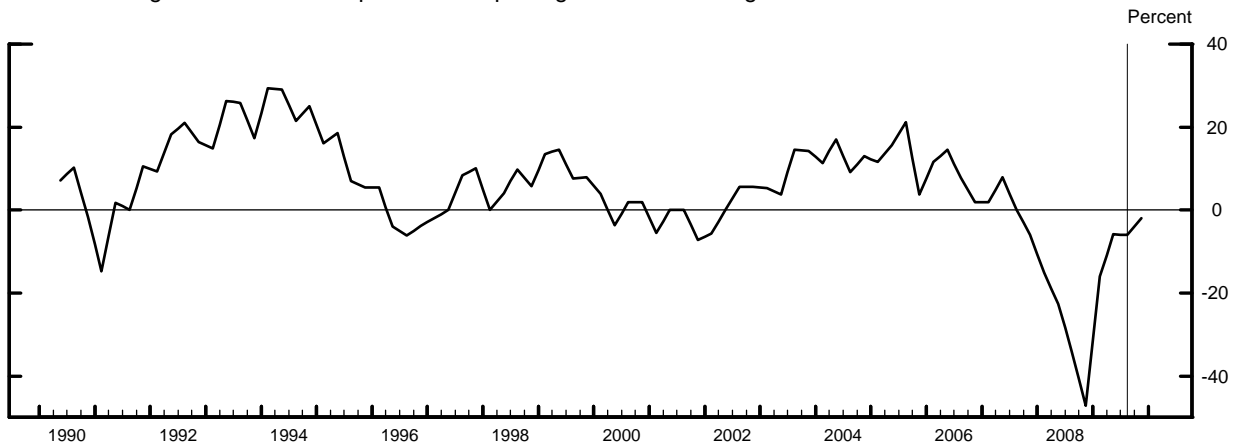
Note: For data starting in 2007:Q2, changes in demand for prime, nontraditional, and subprime mortgage loans are reported separately.

# Measures of Supply and Demand for Consumer Loans

## Net Percentage of Domestic Respondents Tightening Standards for Consumer Loans



## Net Percentage of Domestic Respondents Reporting Increased Willingness to Make Consumer Installment Loans



## Net Percentage of Domestic Respondents Reporting Stronger Demand for Consumer Loans

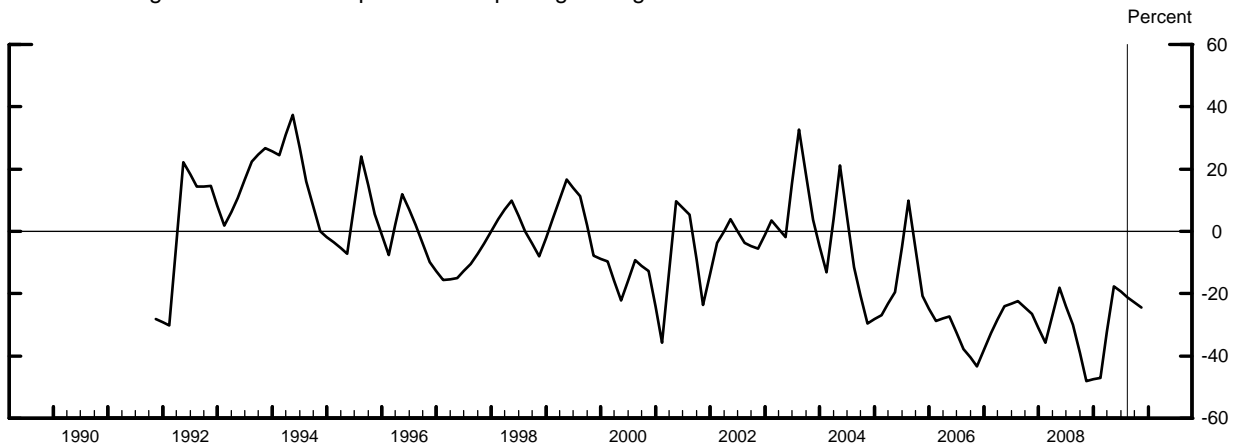


Table 1

## Senior Loan Officer Opinion Survey on Bank Lending Practices at Selected Large Banks in the United States <sup>1</sup>

(Status of policy as of October 2009)

*Questions 1-6 ask about commercial and industrial (C&I) loans at your bank. Questions 1-3 deal with changes in your bank's lending policies over the past three months. Questions 4-5 deal with changes in demand for C&I loans over the past three months. Question 6 asks about changes in prospective demand for C&I loans at your bank, as indicated by the volume of recent inquiries about the availability of new credit lines or increases in existing lines. If your bank's lending policies have not changed over the past three months, please report them as unchanged even if the policies are either restrictive or accommodative relative to longer-term norms. If your bank's policies have tightened or eased over the past three months, please so report them regardless of how they stand relative to longer-term norms. Also, please report changes in enforcement of existing policies as changes in policies.*

1. Over the past three months, how have your bank's credit standards for approving applications for C&I loans or credit lines—other than those to be used to finance mergers and acquisitions—to large and middle-market firms and to small firms changed? (If your bank defines firm size differently from the categories suggested below, please use your definitions and indicate what they are.)

A. Standards for large and middle-market firms (annual sales of \$50 million or more):

|                              | All Respondents |              | Large Banks |              | Other Banks |              |
|------------------------------|-----------------|--------------|-------------|--------------|-------------|--------------|
|                              | Banks           | Percent      | Banks       | Percent      | Banks       | Percent      |
| Tightened considerably       | 1               | 1.8          | 0           | 0.0          | 1           | 3.7          |
| Tightened somewhat           | 7               | 12.3         | 2           | 6.7          | 5           | 18.5         |
| Remained basically unchanged | 49              | 86.0         | 28          | 93.3         | 21          | 77.8         |
| Eased somewhat               | 0               | 0.0          | 0           | 0.0          | 0           | 0.0          |
| Eased considerably           | 0               | 0.0          | 0           | 0.0          | 0           | 0.0          |
| <b>Total</b>                 | <b>57</b>       | <b>100.0</b> | <b>30</b>   | <b>100.0</b> | <b>27</b>   | <b>100.0</b> |

B. Standards for small firms (annual sales of less than \$50 million):

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 1               | 1.8     | 0           | 0.0     | 1           | 3.7     |
| Tightened somewhat           | 8               | 14.3    | 3           | 10.3    | 5           | 18.5    |
| Remained basically unchanged | 47              | 83.9    | 26          | 89.7    | 21          | 77.8    |
| Eased somewhat               | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 56              | 100.0   | 29          | 100.0   | 27          | 100.0   |

2. For applications for C&I loans or credit lines—other than those to be used to finance mergers and acquisitions—from large and middle-market firms and from small firms that your bank currently is willing to approve, how have the terms of those loans changed over the past three months?

A. Terms for large and middle-market firms (annual sales of \$50 million or more):

a. Maximum size of credit lines

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 1               | 1.8     | 1           | 3.3     | 0           | 0.0     |
| Tightened somewhat           | 11              | 19.3    | 4           | 13.3    | 7           | 25.9    |
| Remained basically unchanged | 43              | 75.4    | 23          | 76.7    | 20          | 74.1    |
| Eased somewhat               | 2               | 3.5     | 2           | 6.7     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 57              | 100.0   | 30          | 100.0   | 27          | 100.0   |

b. Maximum maturity of loans or credit lines

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tightened somewhat           | 8               | 14.0    | 3           | 10.0    | 5           | 18.5    |
| Remained basically unchanged | 45              | 78.9    | 24          | 80.0    | 21          | 77.8    |
| Eased somewhat               | 4               | 7.0     | 3           | 10.0    | 1           | 3.7     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 57              | 100.0   | 30          | 100.0   | 27          | 100.0   |

c. Costs of credit lines

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 2               | 3.5     | 0           | 0.0     | 2           | 7.4     |
| Tightened somewhat           | 19              | 33.3    | 11          | 36.7    | 8           | 29.6    |
| Remained basically unchanged | 33              | 57.9    | 17          | 56.7    | 16          | 59.3    |
| Eased somewhat               | 3               | 5.3     | 2           | 6.7     | 1           | 3.7     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 57              | 100.0   | 30          | 100.0   | 27          | 100.0   |

d. Spreads of loan rates over your bank's cost of funds (wider spreads=tightened, narrower spreads=eased)

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 2               | 3.5     | 0           | 0.0     | 2           | 7.4     |
| Tightened somewhat           | 25              | 43.9    | 11          | 36.7    | 14          | 51.9    |
| Remained basically unchanged | 26              | 45.6    | 17          | 56.7    | 9           | 33.3    |
| Eased somewhat               | 4               | 7.0     | 2           | 6.7     | 2           | 7.4     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 57              | 100.0   | 30          | 100.0   | 27          | 100.0   |

e. Premiums charged on riskier loans

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 3               | 5.3     | 0           | 0.0     | 3           | 11.1    |
| Tightened somewhat           | 21              | 36.8    | 12          | 40.0    | 9           | 33.3    |
| Remained basically unchanged | 31              | 54.4    | 17          | 56.7    | 14          | 51.9    |
| Eased somewhat               | 2               | 3.5     | 1           | 3.3     | 1           | 3.7     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 57              | 100.0   | 30          | 100.0   | 27          | 100.0   |

f. Loan covenants

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 1               | 1.8     | 0           | 0.0     | 1           | 3.7     |
| Tightened somewhat           | 11              | 19.3    | 5           | 16.7    | 6           | 22.2    |
| Remained basically unchanged | 44              | 77.2    | 24          | 80.0    | 20          | 74.1    |
| Eased somewhat               | 1               | 1.8     | 1           | 3.3     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 57              | 100.0   | 30          | 100.0   | 27          | 100.0   |

g. Collateralization requirements

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 1               | 1.8     | 1           | 3.3     | 0           | 0.0     |
| Tightened somewhat           | 14              | 25.0    | 4           | 13.3    | 10          | 38.5    |
| Remained basically unchanged | 41              | 73.2    | 25          | 83.3    | 16          | 61.5    |
| Eased somewhat               | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 56              | 100.0   | 30          | 100.0   | 26          | 100.0   |

B. Terms for small firms (annual sales of less than \$50 million):

a. Maximum size of credit lines

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 1               | 1.8     | 1           | 3.4     | 0           | 0.0     |
| Tightened somewhat           | 7               | 12.7    | 2           | 6.9     | 5           | 19.2    |
| Remained basically unchanged | 47              | 85.5    | 26          | 89.7    | 21          | 80.8    |
| Eased somewhat               | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 55              | 100.0   | 29          | 100.0   | 26          | 100.0   |

b. Maximum maturity of loans or credit lines

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tightened somewhat           | 8               | 14.3    | 3           | 10.3    | 5           | 18.5    |
| Remained basically unchanged | 47              | 83.9    | 26          | 89.7    | 21          | 77.8    |
| Eased somewhat               | 1               | 1.8     | 0           | 0.0     | 1           | 3.7     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 56              | 100.0   | 29          | 100.0   | 27          | 100.0   |

c. Costs of credit lines

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 2               | 3.6     | 0           | 0.0     | 2           | 7.4     |
| Tightened somewhat           | 19              | 33.9    | 10          | 34.5    | 9           | 33.3    |
| Remained basically unchanged | 34              | 60.7    | 19          | 65.5    | 15          | 55.6    |
| Eased somewhat               | 1               | 1.8     | 0           | 0.0     | 1           | 3.7     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 56              | 100.0   | 29          | 100.0   | 27          | 100.0   |



d. Spreads of loan rates over your bank's cost of funds (wider spreads=tightened, narrower spreads=eased)

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 2               | 3.6     | 0           | 0.0     | 2           | 7.4     |
| Tightened somewhat           | 24              | 42.9    | 10          | 34.5    | 14          | 51.9    |
| Remained basically unchanged | 28              | 50.0    | 19          | 65.5    | 9           | 33.3    |
| Eased somewhat               | 2               | 3.6     | 0           | 0.0     | 2           | 7.4     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 56              | 100.0   | 29          | 100.0   | 27          | 100.0   |

e. Premiums charged on riskier loans

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 3               | 5.4     | 0           | 0.0     | 3           | 11.1    |
| Tightened somewhat           | 19              | 33.9    | 10          | 34.5    | 9           | 33.3    |
| Remained basically unchanged | 33              | 58.9    | 18          | 62.1    | 15          | 55.6    |
| Eased somewhat               | 1               | 1.8     | 1           | 3.4     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 56              | 100.0   | 29          | 100.0   | 27          | 100.0   |

f. Loan covenants

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 1               | 1.8     | 0           | 0.0     | 1           | 3.7     |
| Tightened somewhat           | 9               | 16.1    | 2           | 6.9     | 7           | 25.9    |
| Remained basically unchanged | 46              | 82.1    | 27          | 93.1    | 19          | 70.4    |
| Eased somewhat               | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 56              | 100.0   | 29          | 100.0   | 27          | 100.0   |

g. Collateralization requirements

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 1               | 1.9     | 1           | 3.4     | 0           | 0.0     |
| Tightened somewhat           | 12              | 22.2    | 2           | 6.9     | 10          | 40.0    |
| Remained basically unchanged | 41              | 75.9    | 26          | 89.7    | 15          | 60.0    |
| Eased somewhat               | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 54              | 100.0   | 29          | 100.0   | 25          | 100.0   |

3. If your bank has tightened or eased its credit standards or its terms for C&I loans or credit lines over the past three months (as described in questions 1 and 2), how important have been the following possible reasons for the change?

A. Possible reasons for tightening credit standards or loan terms:

a. Deterioration in your bank's current or expected capital position

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 25              | 80.6    | 12          | 92.3    | 13          | 72.2    |
| Somewhat important | 5               | 16.1    | 1           | 7.7     | 4           | 22.2    |
| Very important     | 1               | 3.2     | 0           | 0.0     | 1           | 5.6     |
| <b>Total</b>       | 31              | 100.0   | 13          | 100.0   | 18          | 100.0   |

b. Less favorable or more uncertain economic outlook

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 8               | 25.8    | 4           | 30.8    | 4           | 22.2    |
| Somewhat important | 13              | 41.9    | 5           | 38.5    | 8           | 44.4    |
| Very important     | 10              | 32.3    | 4           | 30.8    | 6           | 33.3    |
| <b>Total</b>       | 31              | 100.0   | 13          | 100.0   | 18          | 100.0   |

c. Worsening of industry-specific problems (please specify industries)

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 10              | 32.3    | 3           | 23.1    | 7           | 38.9    |
| Somewhat important | 13              | 41.9    | 6           | 46.2    | 7           | 38.9    |
| Very important     | 8               | 25.8    | 4           | 30.8    | 4           | 22.2    |
| <b>Total</b>       | 31              | 100.0   | 13          | 100.0   | 18          | 100.0   |

d. Less aggressive competition from other banks or nonbank lenders (other financial intermediaries or the capital markets)

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 18              | 58.1    | 7           | 53.8    | 11          | 61.1    |
| Somewhat important | 11              | 35.5    | 5           | 38.5    | 6           | 33.3    |
| Very important     | 2               | 6.5     | 1           | 7.7     | 1           | 5.6     |
| <b>Total</b>       | 31              | 100.0   | 13          | 100.0   | 18          | 100.0   |

e. Reduced tolerance for risk

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 7               | 22.6    | 2           | 15.4    | 5           | 27.8    |
| Somewhat important | 14              | 45.2    | 7           | 53.8    | 7           | 38.9    |
| Very important     | 10              | 32.3    | 4           | 30.8    | 6           | 33.3    |
| <b>Total</b>       | 31              | 100.0   | 13          | 100.0   | 18          | 100.0   |

f. Decreased liquidity in the secondary market for these loans

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 22              | 71.0    | 6           | 46.2    | 16          | 88.9    |
| Somewhat important | 7               | 22.6    | 5           | 38.5    | 2           | 11.1    |
| Very important     | 2               | 6.5     | 2           | 15.4    | 0           | 0.0     |
| <b>Total</b>       | 31              | 100.0   | 13          | 100.0   | 18          | 100.0   |

g. Increase in defaults by borrowers in public debt markets

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 23              | 74.2    | 8           | 61.5    | 15          | 83.3    |
| Somewhat important | 8               | 25.8    | 5           | 38.5    | 3           | 16.7    |
| Very important     | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>       | 31              | 100.0   | 13          | 100.0   | 18          | 100.0   |

h. Deterioration in your bank's current or expected liquidity position

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 29              | 93.5    | 12          | 92.3    | 17          | 94.4    |
| Somewhat important | 1               | 3.2     | 1           | 7.7     | 0           | 0.0     |
| Very important     | 1               | 3.2     | 0           | 0.0     | 1           | 5.6     |
| <b>Total</b>       | 31              | 100.0   | 13          | 100.0   | 18          | 100.0   |

B. Possible reasons for easing credit standards or loan terms:

a. Improvement in your bank's current or expected capital position

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 4               | 66.7    | 2           | 50.0    | 2           | 100.0   |
| Somewhat important | 2               | 33.3    | 2           | 50.0    | 0           | 0.0     |
| Very important     | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>       | 6               | 100.0   | 4           | 100.0   | 2           | 100.0   |

b. More favorable or less uncertain economic outlook

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 1               | 16.7    | 1           | 25.0    | 0           | 0.0     |
| Somewhat important | 3               | 50.0    | 2           | 50.0    | 1           | 50.0    |
| Very important     | 2               | 33.3    | 1           | 25.0    | 1           | 50.0    |
| <b>Total</b>       | 6               | 100.0   | 4           | 100.0   | 2           | 100.0   |

c. Improvement in industry-specific problems (please specify industries)

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 4               | 66.7    | 2           | 50.0    | 2           | 100.0   |
| Somewhat important | 1               | 16.7    | 1           | 25.0    | 0           | 0.0     |
| Very important     | 1               | 16.7    | 1           | 25.0    | 0           | 0.0     |
| <b>Total</b>       | 6               | 100.0   | 4           | 100.0   | 2           | 100.0   |

d. More aggressive competition from other banks or nonbank lenders (other financial intermediaries or the capital markets)

|                    | All Respondents |              | Large Banks |              | Other Banks |              |
|--------------------|-----------------|--------------|-------------|--------------|-------------|--------------|
|                    | Banks           | Percent      | Banks       | Percent      | Banks       | Percent      |
| Not important      | 0               | 0.0          | 0           | 0.0          | 0           | 0.0          |
| Somewhat important | 4               | 66.7         | 3           | 75.0         | 1           | 50.0         |
| Very important     | 2               | 33.3         | 1           | 25.0         | 1           | 50.0         |
| <b>Total</b>       | <b>6</b>        | <b>100.0</b> | <b>4</b>    | <b>100.0</b> | <b>2</b>    | <b>100.0</b> |

e. Increased tolerance for risk

|                    | All Respondents |              | Large Banks |              | Other Banks |              |
|--------------------|-----------------|--------------|-------------|--------------|-------------|--------------|
|                    | Banks           | Percent      | Banks       | Percent      | Banks       | Percent      |
| Not important      | 5               | 83.3         | 3           | 75.0         | 2           | 100.0        |
| Somewhat important | 1               | 16.7         | 1           | 25.0         | 0           | 0.0          |
| Very important     | 0               | 0.0          | 0           | 0.0          | 0           | 0.0          |
| <b>Total</b>       | <b>6</b>        | <b>100.0</b> | <b>4</b>    | <b>100.0</b> | <b>2</b>    | <b>100.0</b> |

f. Increased liquidity in the secondary market for these loans

|                    | All Respondents |              | Large Banks |              | Other Banks |              |
|--------------------|-----------------|--------------|-------------|--------------|-------------|--------------|
|                    | Banks           | Percent      | Banks       | Percent      | Banks       | Percent      |
| Not important      | 5               | 83.3         | 3           | 75.0         | 2           | 100.0        |
| Somewhat important | 0               | 0.0          | 0           | 0.0          | 0           | 0.0          |
| Very important     | 1               | 16.7         | 1           | 25.0         | 0           | 0.0          |
| <b>Total</b>       | <b>6</b>        | <b>100.0</b> | <b>4</b>    | <b>100.0</b> | <b>2</b>    | <b>100.0</b> |

g. Reduction in defaults by borrowers in public debt markets

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 5               | 83.3    | 3           | 75.0    | 2           | 100.0   |
| Somewhat important | 1               | 16.7    | 1           | 25.0    | 0           | 0.0     |
| Very important     | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>       | 6               | 100.0   | 4           | 100.0   | 2           | 100.0   |

h. Improvement in your bank's current or expected liquidity position

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 4               | 66.7    | 2           | 50.0    | 2           | 100.0   |
| Somewhat important | 1               | 16.7    | 1           | 25.0    | 0           | 0.0     |
| Very important     | 1               | 16.7    | 1           | 25.0    | 0           | 0.0     |
| <b>Total</b>       | 6               | 100.0   | 4           | 100.0   | 2           | 100.0   |

4. Apart from normal seasonal variation, how has demand for C&I loans changed over the past three months? (Please consider only funds actually disbursed as opposed to requests for new or increased lines of credit.)

A. Demand for C&I loans from large and middle-market firms (annual sales of \$50 million or more):

|                        | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                        | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Substantially stronger | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Moderately stronger    | 5               | 8.8     | 4           | 13.3    | 1           | 3.7     |
| About the same         | 29              | 50.9    | 15          | 50.0    | 14          | 51.9    |
| Moderately weaker      | 21              | 36.8    | 9           | 30.0    | 12          | 44.4    |
| Substantially weaker   | 2               | 3.5     | 2           | 6.7     | 0           | 0.0     |
| <b>Total</b>           | 57              | 100.0   | 30          | 100.0   | 27          | 100.0   |

B. Demand for C&I loans from small firms (annual sales of less than \$50 million):

|                        | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                        | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Substantially stronger | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Moderately stronger    | 5               | 8.9     | 2           | 6.9     | 3           | 11.1    |
| About the same         | 26              | 46.4    | 13          | 44.8    | 13          | 48.1    |
| Moderately weaker      | 25              | 44.6    | 14          | 48.3    | 11          | 40.7    |
| Substantially weaker   | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>           | 56              | 100.0   | 29          | 100.0   | 27          | 100.0   |

5. If demand for C&I loans has strengthened or weakened over the past three months (as described in question 4), how important have been the following possible reasons for the change?

A. If stronger loan demand (answer 1 or 2 to question 4A or 4B), possible reasons:

a. Customer inventory financing needs increased

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 5               | 71.4    | 2           | 50.0    | 3           | 100.0   |
| Somewhat important | 2               | 28.6    | 2           | 50.0    | 0           | 0.0     |
| Very important     | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>       | 7               | 100.0   | 4           | 100.0   | 3           | 100.0   |

b. Customer accounts receivable financing needs increased

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 4               | 57.1    | 2           | 50.0    | 2           | 66.7    |
| Somewhat important | 3               | 42.9    | 2           | 50.0    | 1           | 33.3    |
| Very important     | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>       | 7               | 100.0   | 4           | 100.0   | 3           | 100.0   |



c. Customer investment in plant or equipment increased

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 6               | 85.7    | 3           | 75.0    | 3           | 100.0   |
| Somewhat important | 1               | 14.3    | 1           | 25.0    | 0           | 0.0     |
| Very important     | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>       | 7               | 100.0   | 4           | 100.0   | 3           | 100.0   |

d. Customer internally generated funds decreased

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 2               | 28.6    | 1           | 25.0    | 1           | 33.3    |
| Somewhat important | 5               | 71.4    | 3           | 75.0    | 2           | 66.7    |
| Very important     | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>       | 7               | 100.0   | 4           | 100.0   | 3           | 100.0   |

e. Customer merger or acquisition financing needs increased

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 6               | 85.7    | 3           | 75.0    | 3           | 100.0   |
| Somewhat important | 1               | 14.3    | 1           | 25.0    | 0           | 0.0     |
| Very important     | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>       | 7               | 100.0   | 4           | 100.0   | 3           | 100.0   |

f. Customer borrowing shifted to your bank from other bank or nonbank sources because these other sources became less attractive

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 1               | 14.3    | 1           | 25.0    | 0           | 0.0     |
| Somewhat important | 5               | 71.4    | 3           | 75.0    | 2           | 66.7    |
| Very important     | 1               | 14.3    | 0           | 0.0     | 1           | 33.3    |
| <b>Total</b>       | 7               | 100.0   | 4           | 100.0   | 3           | 100.0   |

B. If weaker loan demand (answer 4 or 5 to question 4A or 4B), possible reasons:

a. Customer inventory financing needs decreased

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 4               | 16.0    | 0           | 0.0     | 4           | 33.3    |
| Somewhat important | 17              | 68.0    | 9           | 69.2    | 8           | 66.7    |
| Very important     | 4               | 16.0    | 4           | 30.8    | 0           | 0.0     |
| <b>Total</b>       | 25              | 100.0   | 13          | 100.0   | 12          | 100.0   |

b. Customer accounts receivable financing needs decreased

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 5               | 20.0    | 2           | 15.4    | 3           | 25.0    |
| Somewhat important | 16              | 64.0    | 7           | 53.8    | 9           | 75.0    |
| Very important     | 4               | 16.0    | 4           | 30.8    | 0           | 0.0     |
| <b>Total</b>       | 25              | 100.0   | 13          | 100.0   | 12          | 100.0   |

c. Customer investment in plant or equipment decreased

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 2               | 8.0     | 0           | 0.0     | 2           | 16.7    |
| Somewhat important | 13              | 52.0    | 5           | 38.5    | 8           | 66.7    |
| Very important     | 10              | 40.0    | 8           | 61.5    | 2           | 16.7    |
| <b>Total</b>       | 25              | 100.0   | 13          | 100.0   | 12          | 100.0   |

d. Customer internally generated funds increased

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 11              | 44.0    | 4           | 30.8    | 7           | 58.3    |
| Somewhat important | 13              | 52.0    | 8           | 61.5    | 5           | 41.7    |
| Very important     | 1               | 4.0     | 1           | 7.7     | 0           | 0.0     |
| <b>Total</b>       | 25              | 100.0   | 13          | 100.0   | 12          | 100.0   |

e. Customer merger or acquisition financing needs decreased

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 9               | 37.5    | 5           | 38.5    | 4           | 36.4    |
| Somewhat important | 12              | 50.0    | 7           | 53.8    | 5           | 45.5    |
| Very important     | 3               | 12.5    | 1           | 7.7     | 2           | 18.2    |
| <b>Total</b>       | 24              | 100.0   | 13          | 100.0   | 11          | 100.0   |

f. Customer borrowing shifted from your bank to other bank or nonbank credit sources because these other sources became more attractive

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 20              | 83.3    | 12          | 92.3    | 8           | 72.7    |
| Somewhat important | 3               | 12.5    | 0           | 0.0     | 3           | 27.3    |
| Very important     | 1               | 4.2     | 1           | 7.7     | 0           | 0.0     |
| <b>Total</b>       | 24              | 100.0   | 13          | 100.0   | 11          | 100.0   |

6. At your bank, how has the number of inquiries from potential business borrowers regarding the availability and terms of new credit lines or increases in existing lines changed over the past three months? (Please consider only inquiries for additional C&I lines as opposed to the refinancing of existing loans.)

|   | All Respondents |         | Large Banks |         | Other Banks |         |
|---|-----------------|---------|-------------|---------|-------------|---------|
|   | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| The number of inquiries has increased substantially | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| The number of inquiries has increased moderately    | 6               | 10.5    | 3           | 10.0    | 3           | 11.1    |
| The number of inquiries has stayed about the same   | 31              | 54.4    | 17          | 56.7    | 14          | 51.9    |
| The number of inquiries has decreased moderately    | 20              | 35.1    | 10          | 33.3    | 10          | 37.0    |
| The number of inquiries has decreased substantially | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>  | 57              | 100.0   | 30          | 100.0   | 27          | 100.0   |

According to the Federal Reserve's H.8 statistical release, "Assets and Liabilities of Commercial Banks in the United States," C&I loans have contracted at an annual rate of about 15 percent over the first eight months of 2009. **Question 7** asks about the possible reasons for this decline.

7. If C&I lending has declined at your bank this year, how important have the following possible sources of contraction been?

a. Paydowns of bridge loans that were originated during the market disruptions last fall and winter

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 36              | 76.6    | 16          | 64.0    | 20          | 90.9    |
| Somewhat important | 10              | 21.3    | 8           | 32.0    | 2           | 9.1     |
| Very important     | 1               | 2.1     | 1           | 4.0     | 0           | 0.0     |
| <b>Total</b>       | 47              | 100.0   | 25          | 100.0   | 22          | 100.0   |

b. Increased paydowns of other bridge loans

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 38              | 80.9    | 18          | 72.0    | 20          | 90.9    |
| Somewhat important | 9               | 19.1    | 7           | 28.0    | 2           | 9.1     |
| Very important     | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>       | 47              | 100.0   | 25          | 100.0   | 22          | 100.0   |

c. Increased incidence of term loans that matured and were not rolled over or extended (please exclude loans that your bank classified as bridge loans)

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 35              | 74.5    | 17          | 68.0    | 18          | 81.8    |
| Somewhat important | 11              | 23.4    | 7           | 28.0    | 4           | 18.2    |
| Very important     | 1               | 2.1     | 1           | 4.0     | 0           | 0.0     |
| <b>Total</b>       | 47              | 100.0   | 25          | 100.0   | 22          | 100.0   |

d. Increased prepayments of term loans (please exclude loans that your bank classified as bridge loans)

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 32              | 68.1    | 14          | 56.0    | 18          | 81.8    |
| Somewhat important | 15              | 31.9    | 11          | 44.0    | 4           | 18.2    |
| Very important     | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>       | 47              | 100.0   | 25          | 100.0   | 22          | 100.0   |

e. Decreased originations of term loans

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 5               | 10.6    | 3           | 12.0    | 2           | 9.1     |
| Somewhat important | 20              | 42.6    | 10          | 40.0    | 10          | 45.5    |
| Very important     | 22              | 46.8    | 12          | 48.0    | 10          | 45.5    |
| <b>Total</b>       | 47              | 100.0   | 25          | 100.0   | 22          | 100.0   |

f. Paydowns of draws on revolving credit lines that were taken down as precautionary liquidity during the market disruptions of last fall and winter

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 23              | 48.9    | 10          | 40.0    | 13          | 59.1    |
| Somewhat important | 20              | 42.6    | 11          | 44.0    | 9           | 40.9    |
| Very important     | 4               | 8.5     | 4           | 16.0    | 0           | 0.0     |
| <b>Total</b>       | 47              | 100.0   | 25          | 100.0   | 22          | 100.0   |

g. Increased paydowns of other draws on revolving credit lines (including draws made last fall and winter other than those as described in f, above)

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 14              | 29.8    | 5           | 20.0    | 9           | 40.9    |
| Somewhat important | 25              | 53.2    | 15          | 60.0    | 10          | 45.5    |
| Very important     | 8               | 17.0    | 5           | 20.0    | 3           | 13.6    |
| <b>Total</b>       | 47              | 100.0   | 25          | 100.0   | 22          | 100.0   |

h. Decreased draws on revolving credit lines

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 6               | 12.8    | 3           | 12.0    | 3           | 13.6    |
| Somewhat important | 26              | 55.3    | 11          | 44.0    | 15          | 68.2    |
| Very important     | 15              | 31.9    | 11          | 44.0    | 4           | 18.2    |
| <b>Total</b>       | 47              | 100.0   | 25          | 100.0   | 22          | 100.0   |

i. Increased sales or syndications of outstanding loans

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 41              | 87.2    | 21          | 84.0    | 20          | 90.9    |
| Somewhat important | 5               | 10.6    | 3           | 12.0    | 2           | 9.1     |
| Very important     | 1               | 2.1     | 1           | 4.0     | 0           | 0.0     |
| <b>Total</b>       | 47              | 100.0   | 25          | 100.0   | 22          | 100.0   |

j. Increased writedowns of the value of outstanding loans

|                    | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------|-----------------|---------|-------------|---------|-------------|---------|
|                    | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Not important      | 24              | 51.1    | 10          | 40.0    | 14          | 63.6    |
| Somewhat important | 20              | 42.6    | 13          | 52.0    | 7           | 31.8    |
| Very important     | 3               | 6.4     | 2           | 8.0     | 1           | 4.5     |
| <b>Total</b>       | 47              | 100.0   | 25          | 100.0   | 22          | 100.0   |



**Questions 8-9** ask about commercial real estate (CRE) loans at your bank, including construction and land development loans and loans secured by nonfarm nonresidential real estate. Question 8 deals with changes in your bank's standards over the past three months. Question 9 deals with changes in demand. If your bank's lending standards or terms have not changed over the relevant period, please report them as unchanged even if they are either restrictive or accommodative relative to longer-term norms. If your bank's standards or terms have tightened or eased over the relevant period, please so report them regardless of how they stand relative to longer-term norms. Also, please report changes in enforcement of existing standards as changes in standards.

8. Over the past three months, how have your bank's credit standards for approving applications for CRE loans changed?

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 7               | 12.5    | 1           | 3.3     | 6           | 23.1    |
| Tightened somewhat           | 12              | 21.4    | 8           | 26.7    | 4           | 15.4    |
| Remained basically unchanged | 37              | 66.1    | 21          | 70.0    | 16          | 61.5    |
| Eased somewhat               | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 56              | 100.0   | 30          | 100.0   | 26          | 100.0   |

9. Apart from normal seasonal variation, how has demand for CRE loans changed over the past three months?

|                        | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                        | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Substantially stronger | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Moderately stronger    | 2               | 3.6     | 1           | 3.3     | 1           | 3.8     |
| About the same         | 28              | 50.0    | 15          | 50.0    | 13          | 50.0    |
| Moderately weaker      | 18              | 32.1    | 7           | 23.3    | 11          | 42.3    |
| Substantially weaker   | 8               | 14.3    | 7           | 23.3    | 1           | 3.8     |
| <b>Total</b>           | 56              | 100.0   | 30          | 100.0   | 26          | 100.0   |

**Question 10** asks about the resolution of two types of CRE loans at your bank, construction and land development loans and loans secured by nonfarm nonresidential real estate, that were on your bank's books as of January 1, 2009, and were scheduled to mature by September of this year.

10. For CRE loans at your bank as of the beginning of 2009 that were scheduled to mature by September of this year, approximately what percentage (by dollar volume) of each of these two types of CRE loans fell into the following categories?

A. Construction and land development loans

a. Maturing loans that have been refinanced this year

|                           | All Respondents |         | Large Banks |         | Other Banks |         |
|---------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                           | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Zero                      | 10              | 20.8    | 5           | 19.2    | 5           | 22.7    |
| Between 1 and 10 percent  | 23              | 47.9    | 13          | 50.0    | 10          | 45.5    |
| Between 10 and 25 percent | 7               | 14.6    | 5           | 19.2    | 2           | 9.1     |
| Between 25 and 50 percent | 4               | 8.3     | 2           | 7.7     | 2           | 9.1     |
| Between 50 and 75 percent | 4               | 8.3     | 1           | 3.8     | 3           | 13.6    |
| 75 percent or more        | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>              | 48              | 100.0   | 26          | 100.0   | 22          | 100.0   |

b. Maturing loans that have been extended this year

|                           | All Respondents |         | Large Banks |         | Other Banks |         |
|---------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                           | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Zero                      | 1               | 2.1     | 0           | 0.0     | 1           | 4.5     |
| Between 1 and 10 percent  | 2               | 4.2     | 0           | 0.0     | 2           | 9.1     |
| Between 10 and 25 percent | 9               | 18.8    | 4           | 15.4    | 5           | 22.7    |
| Between 25 and 50 percent | 12              | 25.0    | 9           | 34.6    | 3           | 13.6    |
| Between 50 and 75 percent | 13              | 27.1    | 9           | 34.6    | 4           | 18.2    |
| 75 percent or more        | 11              | 22.9    | 4           | 15.4    | 7           | 31.8    |
| <b>Total</b>              | 48              | 100.0   | 26          | 100.0   | 22          | 100.0   |

c. Maturing loans that have been paid off this year

|                           | All Respondents |         | Large Banks |         | Other Banks |         |
|---------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                           | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Zero                      | 2               | 4.2     | 0           | 0.0     | 2           | 9.1     |
| Between 1 and 10 percent  | 31              | 64.6    | 18          | 69.2    | 13          | 59.1    |
| Between 10 and 25 percent | 13              | 27.1    | 7           | 26.9    | 6           | 27.3    |
| Between 25 and 50 percent | 1               | 2.1     | 1           | 3.8     | 0           | 0.0     |
| Between 50 and 75 percent | 1               | 2.1     | 0           | 0.0     | 1           | 4.5     |
| 75 percent or more        | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>              | 48              | 100.0   | 26          | 100.0   | 22          | 100.0   |

d. Maturing loans that have become delinquent this year, but have not been associated with foreclosure

|                           | All Respondents |         | Large Banks |         | Other Banks |         |
|---------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                           | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Zero                      | 4               | 8.3     | 2           | 7.7     | 2           | 9.1     |
| Between 1 and 10 percent  | 32              | 66.7    | 17          | 65.4    | 15          | 68.2    |
| Between 10 and 25 percent | 7               | 14.6    | 5           | 19.2    | 2           | 9.1     |
| Between 25 and 50 percent | 3               | 6.3     | 2           | 7.7     | 1           | 4.5     |
| Between 50 and 75 percent | 1               | 2.1     | 0           | 0.0     | 1           | 4.5     |
| 75 percent or more        | 1               | 2.1     | 0           | 0.0     | 1           | 4.5     |
| <b>Total</b>              | 48              | 100.0   | 26          | 100.0   | 22          | 100.0   |

e. Maturing loans that have been associated with foreclosure this year

|                           | All Respondents |         | Large Banks |         | Other Banks |         |
|---------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                           | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Zero                      | 7               | 14.6    | 4           | 15.4    | 3           | 13.6    |
| Between 1 and 10 percent  | 35              | 72.9    | 18          | 69.2    | 17          | 77.3    |
| Between 10 and 25 percent | 5               | 10.4    | 3           | 11.5    | 2           | 9.1     |
| Between 25 and 50 percent | 1               | 2.1     | 1           | 3.8     | 0           | 0.0     |
| Between 50 and 75 percent | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| 75 percent or more        | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>              | 48              | 100.0   | 26          | 100.0   | 22          | 100.0   |

B. Loans secured by nonfarm nonresidential real estate

a. Maturing loans that have been refinanced this year

|                           | All Respondents |         | Large Banks |         | Other Banks |         |
|---------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                           | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Zero                      | 6               | 12.5    | 3           | 11.5    | 3           | 13.6    |
| Between 1 and 10 percent  | 23              | 47.9    | 15          | 57.7    | 8           | 36.4    |
| Between 10 and 25 percent | 10              | 20.8    | 3           | 11.5    | 7           | 31.8    |
| Between 25 and 50 percent | 5               | 10.4    | 4           | 15.4    | 1           | 4.5     |
| Between 50 and 75 percent | 2               | 4.2     | 1           | 3.8     | 1           | 4.5     |
| 75 percent or more        | 2               | 4.2     | 0           | 0.0     | 2           | 9.1     |
| <b>Total</b>              | 48              | 100.0   | 26          | 100.0   | 22          | 100.0   |

b. Maturing loans that have been extended this year

|                           | All Respondents |         | Large Banks |         | Other Banks |         |
|---------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                           | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Zero                      | 4               | 8.3     | 1           | 3.8     | 3           | 13.6    |
| Between 1 and 10 percent  | 1               | 2.1     | 1           | 3.8     | 0           | 0.0     |
| Between 10 and 25 percent | 9               | 18.8    | 4           | 15.4    | 5           | 22.7    |
| Between 25 and 50 percent | 9               | 18.8    | 5           | 19.2    | 4           | 18.2    |
| Between 50 and 75 percent | 12              | 25.0    | 9           | 34.6    | 3           | 13.6    |
| 75 percent or more        | 13              | 27.1    | 6           | 23.1    | 7           | 31.8    |
| <b>Total</b>              | 48              | 100.0   | 26          | 100.0   | 22          | 100.0   |

c. Maturing loans that have been paid off this year

|                           | All Respondents |         | Large Banks |         | Other Banks |         |
|---------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                           | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Zero                      | 3               | 6.3     | 0           | 0.0     | 3           | 13.6    |
| Between 1 and 10 percent  | 31              | 64.6    | 17          | 65.4    | 14          | 63.6    |
| Between 10 and 25 percent | 11              | 22.9    | 6           | 23.1    | 5           | 22.7    |
| Between 25 and 50 percent | 3               | 6.3     | 3           | 11.5    | 0           | 0.0     |
| Between 50 and 75 percent | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| 75 percent or more        | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>              | 48              | 100.0   | 26          | 100.0   | 22          | 100.0   |

d. Maturing loans that have become delinquent this year, but have not been associated with foreclosure

|                           | All Respondents |         | Large Banks |         | Other Banks |         |
|---------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                           | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Zero                      | 4               | 8.3     | 2           | 7.7     | 2           | 9.1     |
| Between 1 and 10 percent  | 36              | 75.0    | 19          | 73.1    | 17          | 77.3    |
| Between 10 and 25 percent | 6               | 12.5    | 4           | 15.4    | 2           | 9.1     |
| Between 25 and 50 percent | 1               | 2.1     | 1           | 3.8     | 0           | 0.0     |
| Between 50 and 75 percent | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| 75 percent or more        | 1               | 2.1     | 0           | 0.0     | 1           | 4.5     |
| <b>Total</b>              | 48              | 100.0   | 26          | 100.0   | 22          | 100.0   |

e. Maturing loans that have been associated with foreclosure this year

|                           | All Respondents |         | Large Banks |         | Other Banks |         |
|---------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                           | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Zero                      | 13              | 27.1    | 8           | 30.8    | 5           | 22.7    |
| Between 1 and 10 percent  | 33              | 68.8    | 16          | 61.5    | 17          | 77.3    |
| Between 10 and 25 percent | 1               | 2.1     | 1           | 3.8     | 0           | 0.0     |
| Between 25 and 50 percent | 1               | 2.1     | 1           | 3.8     | 0           | 0.0     |
| Between 50 and 75 percent | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| 75 percent or more        | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>              | 48              | 100.0   | 26          | 100.0   | 22          | 100.0   |

**Questions 11-12** ask about three categories of **residential mortgage loans** at your bank—prime residential mortgages, nontraditional residential mortgages, and subprime residential mortgages. Question 11 deals with changes in your bank's credit standards for loans in each of these categories over the past three months. Question 12 deals with changes in demand for loans in each of these categories over the same period. If your bank's credit standards have not changed over the relevant period, please report them as unchanged even if the standards are either restrictive or accommodative relative to longer-term norms. If your bank's credit standards have tightened or eased over the relevant period, please so report them regardless of how they stand relative to longer-term norms. Also, please report changes in enforcement of existing standards as changes in standards.

For the purposes of this survey, please use the following definitions of these loan categories (note that the loan categories are not mutually exclusive) and include first-lien loans only:

- The **prime** category of residential mortgages includes loans made to borrowers that typically had relatively strong, well-documented credit histories, relatively high credit scores, and relatively low debt-to-income ratios at the time of origination. This would include fully amortizing loans that have a fixed rate, a standard adjustable rate, or a common hybrid adjustable rate—those for which the interest rate is initially fixed for a multi-year period and subsequently adjusts more frequently.
- The **nontraditional** category of residential mortgages includes, but is not limited to, adjustable-rate mortgages with multiple payment options, interest-only mortgages, and “Alt-A” products such as mortgages with limited income verification and mortgages secured by non-owner-occupied properties. (Please exclude standard adjustable-rate mortgages and common hybrid adjustable-rate mortgages.)
- The **subprime** category of residential mortgages typically includes loans made to borrowers that displayed one or more of the following characteristics at the time of origination: weakened credit histories that include payment delinquencies, chargeoffs, judgments, and/or bankruptcies; reduced repayment capacity as measured by credit scores or debt-to-income ratios; or incomplete credit histories.

11. Over the past three months, how have your bank's credit standards for approving applications from individuals for mortgage loans to purchase homes changed?

A. Credit standards on mortgage loans that your bank categorizes as prime residential mortgages have:

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tightened somewhat           | 14              | 25.9    | 6           | 21.4    | 8           | 30.8    |
| Remained basically unchanged | 39              | 72.2    | 21          | 75.0    | 18          | 69.2    |
| Eased somewhat               | 1               | 1.9     | 1           | 3.6     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 54              | 100.0   | 28          | 100.0   | 26          | 100.0   |

For this question, 1 respondent answered “My bank does not originate prime residential mortgages.”

B. Credit standards on mortgage loans that your bank categorizes as nontraditional residential mortgages have:

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 1               | 4.3     | 1           | 6.3     | 0           | 0.0     |
| Tightened somewhat           | 6               | 26.1    | 5           | 31.3    | 1           | 14.3    |
| Remained basically unchanged | 16              | 69.6    | 10          | 62.5    | 6           | 85.7    |
| Eased somewhat               | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 23              | 100.0   | 16          | 100.0   | 7           | 100.0   |

For this question, 32 respondents answered “My bank does not originate nontraditional residential mortgages.”

C. Credit standards on mortgage loans that your bank categorizes as subprime residential mortgages have:

Responses are not reported when the number of respondents is 3 or fewer.

12. Apart from normal seasonal variation, how has demand for mortgages to purchase homes changed over the past three months? (Please consider only new originations as opposed to the refinancing of existing mortgages.)

A. Demand for mortgages that your bank categorizes as prime residential mortgages was:

|                        | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                        | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Substantially stronger | 3               | 5.6     | 1           | 3.6     | 2           | 7.7     |
| Moderately stronger    | 21              | 38.9    | 11          | 39.3    | 10          | 38.5    |
| About the same         | 21              | 38.9    | 11          | 39.3    | 10          | 38.5    |
| Moderately weaker      | 7               | 13.0    | 4           | 14.3    | 3           | 11.5    |
| Substantially weaker   | 2               | 3.7     | 1           | 3.6     | 1           | 3.8     |
| <b>Total</b>           | 54              | 100.0   | 28          | 100.0   | 26          | 100.0   |

For this question, 1 respondent answered “My bank does not originate prime residential mortgages.”



B. Demand for mortgages that your bank categorizes as nontraditional residential mortgages was:

|                        | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                        | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Substantially stronger | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Moderately stronger    | 4               | 17.4    | 3           | 18.8    | 1           | 14.3    |
| About the same         | 14              | 60.9    | 10          | 62.5    | 4           | 57.1    |
| Moderately weaker      | 3               | 13.0    | 2           | 12.5    | 1           | 14.3    |
| Substantially weaker   | 2               | 8.7     | 1           | 6.3     | 1           | 14.3    |
| <b>Total</b>           | 23              | 100.0   | 16          | 100.0   | 7           | 100.0   |

For this question, 32 respondents answered “My bank does not originate nontraditional residential mortgages.”

C. Demand for mortgages that your bank categorizes as subprime residential mortgages was:

Responses are not reported when the number of respondents is 3 or fewer.

*Questions 13-14 ask about revolving home equity lines of credit at your bank. Question 13 deals with changes in your bank's credit standards over the past three months. Question 14 deals with changes in demand. If your bank's credit standards have not changed over the relevant period, please report them as unchanged even if they are either restrictive or accommodative relative to longer-term norms. If your bank's credit standards have tightened or eased over the relevant period, please so report them regardless of how they stand relative to longer-term norms. Also, please report changes in enforcement of existing standards as changes in standards.*

13. Over the past three months, how have your bank's credit standards for approving applications for revolving home equity lines of credit changed?

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 1               | 1.8     | 1           | 3.4     | 0           | 0.0     |
| Tightened somewhat           | 17              | 30.4    | 7           | 24.1    | 10          | 37.0    |
| Remained basically unchanged | 38              | 67.9    | 21          | 72.4    | 17          | 63.0    |
| Eased somewhat               | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 56              | 100.0   | 29          | 100.0   | 27          | 100.0   |

14. Apart from normal seasonal variation, how has demand for revolving home equity lines of credit changed over the past three months? (Please consider only funds actually disbursed as opposed to requests for new or increased lines of credit.)

|                        | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                        | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Substantially stronger | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Moderately stronger    | 4               | 7.1     | 1           | 3.4     | 3           | 11.1    |
| About the same         | 30              | 53.6    | 13          | 44.8    | 17          | 63.0    |
| Moderately weaker      | 20              | 35.7    | 14          | 48.3    | 6           | 22.2    |
| Substantially weaker   | 2               | 3.6     | 1           | 3.4     | 1           | 3.7     |
| <b>Total</b>           | 56              | 100.0   | 29          | 100.0   | 27          | 100.0   |

*Questions 15-20 ask about consumer lending at your bank. Question 15 deals with changes in your bank's willingness to make consumer loans over the past three months. Questions 16-19 deal with changes in credit standards and loan terms over the same period. Question 20 deals with changes in demand for consumer loans over the past three months. If your bank's lending policies have not changed over the past three months, please report them as unchanged even if the policies are either restrictive or accommodative relative to longer-term norms. If your bank's policies have tightened or eased over the past three months, please so report them regardless of how they stand relative to longer-term norms. Also, please report changes in enforcement of existing policies as changes in policies.*

15. Please indicate your bank's willingness to make consumer installment loans now as opposed to three months ago.

|                       | All Respondents |              | Large Banks |              | Other Banks |              |
|-----------------------|-----------------|--------------|-------------|--------------|-------------|--------------|
|                       | Banks           | Percent      | Banks       | Percent      | Banks       | Percent      |
| Much more willing     | 0               | 0.0          | 0           | 0.0          | 0           | 0.0          |
| Somewhat more willing | 2               | 3.8          | 2           | 7.4          | 0           | 0.0          |
| About unchanged       | 48              | 90.6         | 24          | 88.9         | 24          | 92.3         |
| Somewhat less willing | 2               | 3.8          | 0           | 0.0          | 2           | 7.7          |
| Much less willing     | 1               | 1.9          | 1           | 3.7          | 0           | 0.0          |
| <b>Total</b>          | <b>53</b>       | <b>100.0</b> | <b>27</b>   | <b>100.0</b> | <b>26</b>   | <b>100.0</b> |

16. Over the past three months, how have your bank's credit standards for approving applications for credit cards from individuals or households changed?

|                              | All Respondents |              | Large Banks |              | Other Banks |              |
|------------------------------|-----------------|--------------|-------------|--------------|-------------|--------------|
|                              | Banks           | Percent      | Banks       | Percent      | Banks       | Percent      |
| Tightened considerably       | 0               | 0.0          | 0           | 0.0          | 0           | 0.0          |
| Tightened somewhat           | 6               | 15.8         | 5           | 25.0         | 1           | 5.6          |
| Remained basically unchanged | 32              | 84.2         | 15          | 75.0         | 17          | 94.4         |
| Eased somewhat               | 0               | 0.0          | 0           | 0.0          | 0           | 0.0          |
| Eased considerably           | 0               | 0.0          | 0           | 0.0          | 0           | 0.0          |
| <b>Total</b>                 | <b>38</b>       | <b>100.0</b> | <b>20</b>   | <b>100.0</b> | <b>18</b>   | <b>100.0</b> |

17. Over the past three months, how have your bank's credit standards for approving applications for consumer loans other than credit card loans changed?

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 1               | 1.9     | 1           | 3.7     | 0           | 0.0     |
| Tightened somewhat           | 9               | 17.0    | 2           | 7.4     | 7           | 26.9    |
| Remained basically unchanged | 42              | 79.2    | 23          | 85.2    | 19          | 73.1    |
| Eased somewhat               | 1               | 1.9     | 1           | 3.7     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 53              | 100.0   | 27          | 100.0   | 26          | 100.0   |

18. Over the past three months, how has your bank changed the following terms and conditions on new or existing credit card accounts for individuals or households?

a. Credit limits

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tightened somewhat           | 12              | 34.3    | 7           | 38.9    | 5           | 29.4    |
| Remained basically unchanged | 23              | 65.7    | 11          | 61.1    | 12          | 70.6    |
| Eased somewhat               | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 35              | 100.0   | 18          | 100.0   | 17          | 100.0   |

b. Spreads of interest rates charged on outstanding balances over your bank's cost of funds (wider spreads=tightened, narrower spreads=eased)

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 2               | 5.7     | 1           | 5.6     | 1           | 5.9     |
| Tightened somewhat           | 10              | 28.6    | 7           | 38.9    | 3           | 17.6    |
| Remained basically unchanged | 23              | 65.7    | 10          | 55.6    | 13          | 76.5    |
| Eased somewhat               | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 35              | 100.0   | 18          | 100.0   | 17          | 100.0   |

c. Minimum percent of outstanding balances required to be repaid each month

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tightened somewhat           | 3               | 8.6     | 2           | 11.1    | 1           | 5.9     |
| Remained basically unchanged | 32              | 91.4    | 16          | 88.9    | 16          | 94.1    |
| Eased somewhat               | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 35              | 100.0   | 18          | 100.0   | 17          | 100.0   |

d. Minimum required credit score (increased score=tightened, reduced score=eased)

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tightened somewhat           | 12              | 34.3    | 8           | 44.4    | 4           | 23.5    |
| Remained basically unchanged | 23              | 65.7    | 10          | 55.6    | 13          | 76.5    |
| Eased somewhat               | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 35              | 100.0   | 18          | 100.0   | 17          | 100.0   |

e. The extent to which loans are granted to some customers that do not meet credit scoring thresholds (increased=eased, decreased=tightened)

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 1               | 2.9     | 1           | 5.6     | 0           | 0.0     |
| Tightened somewhat           | 11              | 31.4    | 4           | 22.2    | 7           | 41.2    |
| Remained basically unchanged | 23              | 65.7    | 13          | 72.2    | 10          | 58.8    |
| Eased somewhat               | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 35              | 100.0   | 18          | 100.0   | 17          | 100.0   |

19. Over the past three months, how has your bank changed the following terms and conditions on consumer loans other than credit card loans? (Please assign *each* term a number between 1 and 5 using the following scale: 1=tightened considerably, 2=tightened somewhat, 3=remained basically unchanged, 4=eased somewhat, 5=eased considerably.)

a. Maximum maturity

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tightened somewhat           | 5               | 9.4     | 2           | 7.4     | 3           | 11.5    |
| Remained basically unchanged | 48              | 90.6    | 25          | 92.6    | 23          | 88.5    |
| Eased somewhat               | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 53              | 100.0   | 27          | 100.0   | 26          | 100.0   |

b. Spreads of loan rates over your bank's cost of funds (wider spreads=tightened, narrower spreads=eased)

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tightened somewhat           | 18              | 34.0    | 8           | 29.6    | 10          | 38.5    |
| Remained basically unchanged | 35              | 66.0    | 19          | 70.4    | 16          | 61.5    |
| Eased somewhat               | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 53              | 100.0   | 27          | 100.0   | 26          | 100.0   |

c. Minimum required downpayment

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 1               | 1.9     | 0           | 0.0     | 1           | 3.8     |
| Tightened somewhat           | 4               | 7.5     | 2           | 7.4     | 2           | 7.7     |
| Remained basically unchanged | 48              | 90.6    | 25          | 92.6    | 23          | 88.5    |
| Eased somewhat               | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 53              | 100.0   | 27          | 100.0   | 26          | 100.0   |

d. Minimum required credit score (increased score=tightened, reduced score=eased)

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tightened somewhat           | 8               | 15.1    | 6           | 22.2    | 2           | 7.7     |
| Remained basically unchanged | 44              | 83.0    | 20          | 74.1    | 24          | 92.3    |
| Eased somewhat               | 1               | 1.9     | 1           | 3.7     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 53              | 100.0   | 27          | 100.0   | 26          | 100.0   |

e. The extent to which loans are granted to some customers that do not meet credit scoring thresholds (increased=eased, decreased=tightened)

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tightened considerably       | 4               | 7.7     | 3           | 11.5    | 1           | 3.8     |
| Tightened somewhat           | 6               | 11.5    | 1           | 3.8     | 5           | 19.2    |
| Remained basically unchanged | 41              | 78.8    | 21          | 80.8    | 20          | 76.9    |
| Eased somewhat               | 1               | 1.9     | 1           | 3.8     | 0           | 0.0     |
| Eased considerably           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 52              | 100.0   | 26          | 100.0   | 26          | 100.0   |

20. Apart from normal seasonal variation, how has demand for consumer loans of all types changed over the past three months?

|                        | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                        | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Substantially stronger | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Moderately stronger    | 5               | 9.4     | 4           | 15.4    | 1           | 3.7     |
| About the same         | 30              | 56.6    | 18          | 69.2    | 12          | 44.4    |
| Moderately weaker      | 14              | 26.4    | 4           | 15.4    | 10          | 37.0    |
| Substantially weaker   | 4               | 7.5     | 0           | 0.0     | 4           | 14.8    |
| <b>Total</b>           | 53              | 100.0   | 26          | 100.0   | 27          | 100.0   |



On May 22, 2009, the President signed the Credit Card Accountability Responsibility and Disclosure (CARD) Act of 2009. Among the provisions of the legislation, most of which will become effective in February 2010, are restrictions on the terms of credit card loans. The act also restricts the conditions under which a credit card issuer may modify the terms of such loans and includes stricter disclosure requirements. **Questions 21-23** ask about potential changes in credit card lending at your bank.

21. When does your bank expect to finish implementing the changes required by the recently passed legislation?

|   | All Respondents |         | Large Banks |         | Other Banks |         |
|---|-----------------|---------|-------------|---------|-------------|---------|
|   | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| My bank is already substantially compliant                            | 4               | 8.2     | 1           | 4.0     | 3           | 12.5    |
| My bank will finish implementing changes by the end of this year      | 4               | 8.2     | 0           | 0.0     | 4           | 16.7    |
| My bank will finish implementing changes by the end of February, 2010 | 25              | 51.0    | 17          | 68.0    | 8           | 33.3    |
| My bank plans to stop making credit card loans                        | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| My bank does not make credit card loans                               | 16              | 32.7    | 7           | 28.0    | 9           | 37.5    |
| <b>Total</b>  | 49              | 100.0   | 25          | 100.0   | 24          | 100.0   |

22. How do you expect the legislation will affect (or has already affected) the following terms and conditions on new or existing credit card accounts for individuals or households at your bank?

A. Prime borrowers

a. Credit limits

|                            | All Respondents |         | Large Banks |         | Other Banks |         |
|----------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                            | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tighten considerably       | 1               | 2.9     | 1           | 5.6     | 0           | 0.0     |
| Tighten somewhat           | 17              | 48.6    | 9           | 50.0    | 8           | 47.1    |
| Remain basically unchanged | 17              | 48.6    | 8           | 44.4    | 9           | 52.9    |
| Ease somewhat              | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Ease considerably          | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>               | 35              | 100.0   | 18          | 100.0   | 17          | 100.0   |

b. Spreads of interest rates charged on outstanding balances over your bank's cost of funds (wider spreads=tighten, narrower spreads=ease)

|                            | All Respondents |         | Large Banks |         | Other Banks |         |
|----------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                            | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tighten considerably       | 7               | 20.0    | 6           | 33.3    | 1           | 5.9     |
| Tighten somewhat           | 12              | 34.3    | 5           | 27.8    | 7           | 41.2    |
| Remain basically unchanged | 15              | 42.9    | 6           | 33.3    | 9           | 52.9    |
| Ease somewhat              | 1               | 2.9     | 1           | 5.6     | 0           | 0.0     |
| Ease considerably          | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>               | 35              | 100.0   | 18          | 100.0   | 17          | 100.0   |

c. Minimum percent of outstanding balances required to be repaid each month

|                            | All Respondents |         | Large Banks |         | Other Banks |         |
|----------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                            | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tighten considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tighten somewhat           | 4               | 11.4    | 0           | 0.0     | 4           | 23.5    |
| Remain basically unchanged | 31              | 88.6    | 18          | 100.0   | 13          | 76.5    |
| Ease somewhat              | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Ease considerably          | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>               | 35              | 100.0   | 18          | 100.0   | 17          | 100.0   |

d. Minimum required credit score (increase score=tighten, reduce score=ease)

|                            | All Respondents |         | Large Banks |         | Other Banks |         |
|----------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                            | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tighten considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tighten somewhat           | 16              | 47.1    | 8           | 44.4    | 8           | 50.0    |
| Remain basically unchanged | 18              | 52.9    | 10          | 55.6    | 8           | 50.0    |
| Ease somewhat              | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Ease considerably          | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>               | 34              | 100.0   | 18          | 100.0   | 16          | 100.0   |

e. Length of grace period

|                            | All Respondents |         | Large Banks |         | Other Banks |         |
|----------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                            | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tighten considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tighten somewhat           | 4               | 11.4    | 1           | 5.6     | 3           | 17.6    |
| Remain basically unchanged | 22              | 62.9    | 9           | 50.0    | 13          | 76.5    |
| Ease somewhat              | 9               | 25.7    | 8           | 44.4    | 1           | 5.9     |
| Ease considerably          | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>               | 35              | 100.0   | 18          | 100.0   | 17          | 100.0   |

f. Interchange fees charged to merchants

|                            | All Respondents |         | Large Banks |         | Other Banks |         |
|----------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                            | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tighten considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tighten somewhat           | 3               | 8.6     | 1           | 5.6     | 2           | 11.8    |
| Remain basically unchanged | 32              | 91.4    | 17          | 94.4    | 15          | 88.2    |
| Ease somewhat              | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Ease considerably          | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>               | 35              | 100.0   | 18          | 100.0   | 17          | 100.0   |

g. Annual fees

|                            | All Respondents |         | Large Banks |         | Other Banks |         |
|----------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                            | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tighten considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tighten somewhat           | 13              | 38.2    | 6           | 35.3    | 7           | 41.2    |
| Remain basically unchanged | 21              | 61.8    | 11          | 64.7    | 10          | 58.8    |
| Ease somewhat              | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Ease considerably          | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>               | 34              | 100.0   | 17          | 100.0   | 17          | 100.0   |

h. Penalty fees (late fees, over limit fees, etc.)

|                            | All Respondents |         | Large Banks |         | Other Banks |         |
|----------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                            | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tighten considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Tighten somewhat           | 5               | 14.3    | 2           | 11.1    | 3           | 17.6    |
| Remain basically unchanged | 22              | 62.9    | 11          | 61.1    | 11          | 64.7    |
| Ease somewhat              | 7               | 20.0    | 4           | 22.2    | 3           | 17.6    |
| Ease considerably          | 1               | 2.9     | 1           | 5.6     | 0           | 0.0     |
| <b>Total</b>               | 35              | 100.0   | 18          | 100.0   | 17          | 100.0   |

i. The extent to which loans are granted to some customers that do not meet credit scoring thresholds (increase=ease, decrease=tighten)

|                            | All Respondents |         | Large Banks |         | Other Banks |         |
|----------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                            | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tighten considerably       | 1               | 3.1     | 0           | 0.0     | 1           | 7.1     |
| Tighten somewhat           | 15              | 46.9    | 8           | 44.4    | 7           | 50.0    |
| Remain basically unchanged | 16              | 50.0    | 10          | 55.6    | 6           | 42.9    |
| Ease somewhat              | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Ease considerably          | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>               | 32              | 100.0   | 18          | 100.0   | 14          | 100.0   |

B. Nonprime borrowers

a. Credit limits

|                            | All Respondents |         | Large Banks |         | Other Banks |         |
|----------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                            | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tighten considerably       | 4               | 21.1    | 2           | 18.2    | 2           | 25.0    |
| Tighten somewhat           | 7               | 36.8    | 5           | 45.5    | 2           | 25.0    |
| Remain basically unchanged | 8               | 42.1    | 4           | 36.4    | 4           | 50.0    |
| Ease somewhat              | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Ease considerably          | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>               | 19              | 100.0   | 11          | 100.0   | 8           | 100.0   |

b. Spreads of interest rates charged on outstanding balances over your bank's cost of funds (wider spreads=tighten, narrower spreads=ease)

|                            | All Respondents |         | Large Banks |         | Other Banks |         |
|----------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                            | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tighten considerably       | 9               | 47.4    | 6           | 54.5    | 3           | 37.5    |
| Tighten somewhat           | 5               | 26.3    | 3           | 27.3    | 2           | 25.0    |
| Remain basically unchanged | 5               | 26.3    | 2           | 18.2    | 3           | 37.5    |
| Ease somewhat              | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Ease considerably          | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>               | 19              | 100.0   | 11          | 100.0   | 8           | 100.0   |

c. Minimum percent of outstanding balances required to be repaid each month

|                            | All Respondents |         | Large Banks |         | Other Banks |         |
|----------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                            | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tighten considerably       | 2               | 10.5    | 0           | 0.0     | 2           | 25.0    |
| Tighten somewhat           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Remain basically unchanged | 17              | 89.5    | 11          | 100.0   | 6           | 75.0    |
| Ease somewhat              | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Ease considerably          | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>               | 19              | 100.0   | 11          | 100.0   | 8           | 100.0   |

d. Minimum required credit score (increase score=tighten, reduce score=ease)

|                            | All Respondents |         | Large Banks |         | Other Banks |         |
|----------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                            | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tighten considerably       | 4               | 21.1    | 2           | 18.2    | 2           | 25.0    |
| Tighten somewhat           | 6               | 31.6    | 5           | 45.5    | 1           | 12.5    |
| Remain basically unchanged | 9               | 47.4    | 4           | 36.4    | 5           | 62.5    |
| Ease somewhat              | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Ease considerably          | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>               | 19              | 100.0   | 11          | 100.0   | 8           | 100.0   |

e. Length of grace period

|                            | All Respondents |         | Large Banks |         | Other Banks |         |
|----------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                            | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tighten considerably       | 1               | 5.3     | 0           | 0.0     | 1           | 12.5    |
| Tighten somewhat           | 2               | 10.5    | 2           | 18.2    | 0           | 0.0     |
| Remain basically unchanged | 13              | 68.4    | 6           | 54.5    | 7           | 87.5    |
| Ease somewhat              | 3               | 15.8    | 3           | 27.3    | 0           | 0.0     |
| Ease considerably          | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>               | 19              | 100.0   | 11          | 100.0   | 8           | 100.0   |

f. Interchange fees charged to merchants

|                            | All Respondents |         | Large Banks |         | Other Banks |         |
|----------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                            | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tighten considerably       | 1               | 5.3     | 0           | 0.0     | 1           | 12.5    |
| Tighten somewhat           | 1               | 5.3     | 0           | 0.0     | 1           | 12.5    |
| Remain basically unchanged | 17              | 89.5    | 11          | 100.0   | 6           | 75.0    |
| Ease somewhat              | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Ease considerably          | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>               | 19              | 100.0   | 11          | 100.0   | 8           | 100.0   |

g. Annual fees

|                            | All Respondents |         | Large Banks |         | Other Banks |         |
|----------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                            | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tighten considerably       | 1               | 5.6     | 0           | 0.0     | 1           | 12.5    |
| Tighten somewhat           | 7               | 38.9    | 6           | 60.0    | 1           | 12.5    |
| Remain basically unchanged | 10              | 55.6    | 4           | 40.0    | 6           | 75.0    |
| Ease somewhat              | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Ease considerably          | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>               | 18              | 100.0   | 10          | 100.0   | 8           | 100.0   |

h. Penalty fees (late fees, over limit fees, etc.)

|                            | All Respondents |         | Large Banks |         | Other Banks |         |
|----------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                            | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tighten considerably       | 1               | 5.3     | 0           | 0.0     | 1           | 12.5    |
| Tighten somewhat           | 2               | 10.5    | 1           | 9.1     | 1           | 12.5    |
| Remain basically unchanged | 10              | 52.6    | 5           | 45.5    | 5           | 62.5    |
| Ease somewhat              | 4               | 21.1    | 3           | 27.3    | 1           | 12.5    |
| Ease considerably          | 2               | 10.5    | 2           | 18.2    | 0           | 0.0     |
| <b>Total</b>               | 19              | 100.0   | 11          | 100.0   | 8           | 100.0   |

i. The extent to which loans are granted to some customers that do not meet credit scoring thresholds (increase=ease, decrease=tighten)

|                            | All Respondents |         | Large Banks |         | Other Banks |         |
|----------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                            | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Tighten considerably       | 5               | 26.3    | 3           | 27.3    | 2           | 25.0    |
| Tighten somewhat           | 6               | 31.6    | 4           | 36.4    | 2           | 25.0    |
| Remain basically unchanged | 8               | 42.1    | 4           | 36.4    | 4           | 50.0    |
| Ease somewhat              | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Ease considerably          | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>               | 19              | 100.0   | 11          | 100.0   | 8           | 100.0   |

23. How do you expect the legislation will affect (or has already affected) the following interest rate practices for new or existing credit card accounts for individuals or households at your bank?

a. Basing the interest rate on the risk profile of the individual or household (risk-based pricing)

|                                      | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                                      | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Substantially increase this practice | 5               | 15.2    | 3           | 18.8    | 2           | 11.8    |
| Moderately increase this practice    | 9               | 27.3    | 5           | 31.3    | 4           | 23.5    |
| No change                            | 16              | 48.5    | 5           | 31.3    | 11          | 64.7    |
| Moderately decrease this practice    | 2               | 6.1     | 2           | 12.5    | 0           | 0.0     |
| Substantially decrease this practice | 1               | 3.0     | 1           | 6.3     | 0           | 0.0     |
| <b>Total</b>                         | 33              | 100.0   | 16          | 100.0   | 17          | 100.0   |

b. Charging individuals or households a fixed interest rate on outstanding balances

|                                      | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                                      | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Substantially increase this practice | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Moderately increase this practice    | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| No change                            | 23              | 69.7    | 9           | 52.9    | 14          | 87.5    |
| Moderately decrease this practice    | 6               | 18.2    | 4           | 23.5    | 2           | 12.5    |
| Substantially decrease this practice | 4               | 12.1    | 4           | 23.5    | 0           | 0.0     |
| <b>Total</b>                         | 33              | 100.0   | 17          | 100.0   | 16          | 100.0   |



c. Charging individuals or households a variable interest rate on outstanding balances

|                                      | All Respondents |         | Large Banks |         | Other Banks |         |
|--------------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                                      | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Substantially increase this practice | 4               | 11.4    | 4           | 22.2    | 0           | 0.0     |
| Moderately increase this practice    | 7               | 20.0    | 4           | 22.2    | 3           | 17.6    |
| No change                            | 24              | 68.6    | 10          | 55.6    | 14          | 82.4    |
| Moderately decrease this practice    | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Substantially decrease this practice | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                         | 35              | 100.0   | 18          | 100.0   | 17          | 100.0   |

24. Over the past three months, how has your bank changed the size of credit lines for existing customers with the following types of accounts? Please consider changes made to line sizes during the life of existing credit agreements as well as changes made to line sizes upon renewal or renegotiation of existing agreements.

a. Home equity lines of credit

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Increased considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Increased somewhat           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Remained basically unchanged | 27              | 50.0    | 13          | 46.4    | 14          | 53.8    |
| Decreased somewhat           | 25              | 46.3    | 14          | 50.0    | 11          | 42.3    |
| Decreased considerably       | 2               | 3.7     | 1           | 3.6     | 1           | 3.8     |
| <b>Total</b>                 | 54              | 100.0   | 28          | 100.0   | 26          | 100.0   |

b. Consumer credit card accounts

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Increased considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Increased somewhat           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Remained basically unchanged | 21              | 65.6    | 10          | 58.8    | 11          | 73.3    |
| Decreased somewhat           | 11              | 34.4    | 7           | 41.2    | 4           | 26.7    |
| Decreased considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 32              | 100.0   | 17          | 100.0   | 15          | 100.0   |

c. Business credit card accounts

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Increased considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Increased somewhat           | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Remained basically unchanged | 29              | 82.9    | 16          | 80.0    | 13          | 86.7    |
| Decreased somewhat           | 6               | 17.1    | 4           | 20.0    | 2           | 13.3    |
| Decreased considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 35              | 100.0   | 20          | 100.0   | 15          | 100.0   |

d. C&I credit lines (excluding business credit card accounts)

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Increased considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Increased somewhat           | 4               | 7.8     | 4           | 16.0    | 0           | 0.0     |
| Remained basically unchanged | 36              | 70.6    | 15          | 60.0    | 21          | 80.8    |
| Decreased somewhat           | 11              | 21.6    | 6           | 24.0    | 5           | 19.2    |
| Decreased considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| <b>Total</b>                 | 51              | 100.0   | 25          | 100.0   | 26          | 100.0   |

e. Commercial construction lines of credit

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Increased considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Increased somewhat           | 1               | 2.0     | 0           | 0.0     | 1           | 3.8     |
| Remained basically unchanged | 23              | 45.1    | 7           | 28.0    | 16          | 61.5    |
| Decreased somewhat           | 19              | 37.3    | 13          | 52.0    | 6           | 23.1    |
| Decreased considerably       | 8               | 15.7    | 5           | 20.0    | 3           | 11.5    |
| <b>Total</b>                 | 51              | 100.0   | 25          | 100.0   | 26          | 100.0   |

f. Lines of credit for financial firms

|                              | All Respondents |         | Large Banks |         | Other Banks |         |
|------------------------------|-----------------|---------|-------------|---------|-------------|---------|
|                              | Banks           | Percent | Banks       | Percent | Banks       | Percent |
| Increased considerably       | 0               | 0.0     | 0           | 0.0     | 0           | 0.0     |
| Increased somewhat           | 2               | 4.9     | 1           | 4.8     | 1           | 5.0     |
| Remained basically unchanged | 17              | 41.5    | 6           | 28.6    | 11          | 55.0    |
| Decreased somewhat           | 13              | 31.7    | 9           | 42.9    | 4           | 20.0    |
| Decreased considerably       | 9               | 22.0    | 5           | 23.8    | 4           | 20.0    |
| <b>Total</b>                 | 41              | 100.0   | 21          | 100.0   | 20          | 100.0   |

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1. The sample is selected from among the largest banks in each Federal Reserve District. In the table, large banks are defined as those with total domestic assets of \$20 billion or more as of June 30, 2009. The combined assets of the 30 large banks totaled \$6.0 trillion, compared to \$6.3 trillion for the entire panel of 57 banks, and \$10.4 trillion for all domestically chartered, federally insured commercial banks.

Table 2

## Senior Loan Officer Opinion Survey on Bank Lending Practices at Selected Branches and Agencies of Foreign Banks in the United States <sup>1</sup>

(Status of policy as of October 2009)

*Questions 1-6 ask about commercial and industrial (C&I) loans at your bank. Questions 1-3 deal with changes in your bank's lending policies over the past three months. Questions 4-5 deal with changes in demand for C&I loans over the past three months. Question 6 asks about changes in prospective demand for C&I loans at your bank, as indicated by the volume of recent inquiries about the availability of new credit lines or increases in existing lines. If your bank's lending policies have not changed over the past three months, please report them as unchanged even if the policies are either restrictive or accommodative relative to longer-term norms. If your bank's policies have tightened or eased over the past three months, please so report them regardless of how they stand relative to longer-term norms. Also, please report changes in enforcement of existing policies as changes in policies.*

1. Over the past three months, how have your bank's credit standards for approving applications for C&I loans or credit lines—other than those to be used to finance mergers and acquisitions—changed?

|                              | All Respondents |              |
|------------------------------|-----------------|--------------|
|                              | Banks           | Percent      |
| Tightened considerably       | 0               | 0.0          |
| Tightened somewhat           | 0               | 0.0          |
| Remained basically unchanged | 21              | 91.3         |
| Eased somewhat               | 2               | 8.7          |
| Eased considerably           | 0               | 0.0          |
| <b>Total</b>                 | <b>23</b>       | <b>100.0</b> |

2. For applications for C&I loans or credit lines—other than those to be used to finance mergers and acquisitions—that your bank currently is willing to approve, how have the terms of those loans changed over the past three months?

a. Maximum size of credit lines

|                              | All Respondents |         |
|------------------------------|-----------------|---------|
|                              | Banks           | Percent |
| Tightened considerably       | 0               | 0.0     |
| Tightened somewhat           | 1               | 4.3     |
| Remained basically unchanged | 22              | 95.7    |
| Eased somewhat               | 0               | 0.0     |
| Eased considerably           | 0               | 0.0     |
| <b>Total</b>                 | 23              | 100.0   |

b. Maximum maturity of loans or credit lines

|                              | All Respondents |         |
|------------------------------|-----------------|---------|
|                              | Banks           | Percent |
| Tightened considerably       | 0               | 0.0     |
| Tightened somewhat           | 3               | 13.0    |
| Remained basically unchanged | 19              | 82.6    |
| Eased somewhat               | 1               | 4.3     |
| Eased considerably           | 0               | 0.0     |
| <b>Total</b>                 | 23              | 100.0   |

c. Costs of credit lines

|                              | All Respondents |         |
|------------------------------|-----------------|---------|
|                              | Banks           | Percent |
| Tightened considerably       | 0               | 0.0     |
| Tightened somewhat           | 2               | 8.7     |
| Remained basically unchanged | 18              | 78.3    |
| Eased somewhat               | 3               | 13.0    |
| Eased considerably           | 0               | 0.0     |
| <b>Total</b>                 | 23              | 100.0   |

d. Spreads of loan rates over your bank's cost of funds (wider spreads=tightened, narrower spreads=eased)

|                              | All Respondents |         |
|------------------------------|-----------------|---------|
|                              | Banks           | Percent |
| Tightened considerably       | 0               | 0.0     |
| Tightened somewhat           | 1               | 4.3     |
| Remained basically unchanged | 18              | 78.3    |
| Eased somewhat               | 4               | 17.4    |
| Eased considerably           | 0               | 0.0     |
| <b>Total</b>                 | 23              | 100.0   |

e. Premiums charged on riskier loans

|                              | All Respondents |         |
|------------------------------|-----------------|---------|
|                              | Banks           | Percent |
| Tightened considerably       | 0               | 0.0     |
| Tightened somewhat           | 0               | 0.0     |
| Remained basically unchanged | 20              | 87.0    |
| Eased somewhat               | 3               | 13.0    |
| Eased considerably           | 0               | 0.0     |
| <b>Total</b>                 | 23              | 100.0   |

f. Loan covenants

|                              | All Respondents |         |
|------------------------------|-----------------|---------|
|                              | Banks           | Percent |
| Tightened considerably       | 0               | 0.0     |
| Tightened somewhat           | 3               | 13.0    |
| Remained basically unchanged | 19              | 82.6    |
| Eased somewhat               | 1               | 4.3     |
| Eased considerably           | 0               | 0.0     |
| <b>Total</b>                 | 23              | 100.0   |

g. Collateralization requirements

|                              | All Respondents |         |
|------------------------------|-----------------|---------|
|                              | Banks           | Percent |
| Tightened considerably       | 0               | 0.0     |
| Tightened somewhat           | 1               | 4.3     |
| Remained basically unchanged | 22              | 95.7    |
| Eased somewhat               | 0               | 0.0     |
| Eased considerably           | 0               | 0.0     |
| <b>Total</b>                 | 23              | 100.0   |

3. If your bank has tightened or eased its credit standards or its terms for C&I loans or credit lines over the past three months (as described in questions 1 and 2), how important have been the following possible reasons for the change?

A. Possible reasons for tightening credit standards or loan terms:

a. Deterioration in your bank's current or expected capital position

|                    | All Respondents |         |
|--------------------|-----------------|---------|
|                    | Banks           | Percent |
| Not important      | 2               | 66.7    |
| Somewhat important | 1               | 33.3    |
| Very important     | 0               | 0.0     |
| <b>Total</b>       | 3               | 100.0   |



b. Less favorable or more uncertain economic outlook

|                    | All Respondents |              |
|--------------------|-----------------|--------------|
|                    | Banks           | Percent      |
| Not important      | 1               | 33.3         |
| Somewhat important | 1               | 33.3         |
| Very important     | 1               | 33.3         |
| <b>Total</b>       | <b>3</b>        | <b>100.0</b> |

c. Worsening of industry-specific problems (please specify industries)

|                    | All Respondents |              |
|--------------------|-----------------|--------------|
|                    | Banks           | Percent      |
| Not important      | 1               | 33.3         |
| Somewhat important | 0               | 0.0          |
| Very important     | 2               | 66.7         |
| <b>Total</b>       | <b>3</b>        | <b>100.0</b> |

d. Less aggressive competition from other banks or nonbank lenders (other financial intermediaries or the capital markets)

|                    | All Respondents |              |
|--------------------|-----------------|--------------|
|                    | Banks           | Percent      |
| Not important      | 0               | 0.0          |
| Somewhat important | 1               | 33.3         |
| Very important     | 2               | 66.7         |
| <b>Total</b>       | <b>3</b>        | <b>100.0</b> |

e. Reduced tolerance for risk

|                    | All Respondents |              |
|--------------------|-----------------|--------------|
|                    | Banks           | Percent      |
| Not important      | 1               | 33.3         |
| Somewhat important | 2               | 66.7         |
| Very important     | 0               | 0.0          |
| <b>Total</b>       | <b>3</b>        | <b>100.0</b> |

f. Decreased liquidity in the secondary market for these loans

|                    | All Respondents |              |
|--------------------|-----------------|--------------|
|                    | Banks           | Percent      |
| Not important      | 1               | 33.3         |
| Somewhat important | 0               | 0.0          |
| Very important     | 2               | 66.7         |
| <b>Total</b>       | <b>3</b>        | <b>100.0</b> |

g. Increase in defaults by borrowers in public debt markets

|                    | All Respondents |              |
|--------------------|-----------------|--------------|
|                    | Banks           | Percent      |
| Not important      | 1               | 33.3         |
| Somewhat important | 2               | 66.7         |
| Very important     | 0               | 0.0          |
| <b>Total</b>       | <b>3</b>        | <b>100.0</b> |

h. Deterioration in your bank's current or expected liquidity position

|                    | All Respondents |              |
|--------------------|-----------------|--------------|
|                    | Banks           | Percent      |
| Not important      | 3               | 100.0        |
| Somewhat important | 0               | 0.0          |
| Very important     | 0               | 0.0          |
| <b>Total</b>       | <b>3</b>        | <b>100.0</b> |

B. Possible reasons for easing credit standards or loan terms:

a. Improvement in your bank's current or expected capital position

|                    | All Respondents |              |
|--------------------|-----------------|--------------|
|                    | Banks           | Percent      |
| Not important      | 4               | 80.0         |
| Somewhat important | 0               | 0.0          |
| Very important     | 1               | 20.0         |
| <b>Total</b>       | <b>5</b>        | <b>100.0</b> |

b. More favorable or less uncertain economic outlook

|                    | All Respondents |              |
|--------------------|-----------------|--------------|
|                    | Banks           | Percent      |
| Not important      | 2               | 40.0         |
| Somewhat important | 3               | 60.0         |
| Very important     | 0               | 0.0          |
| <b>Total</b>       | <b>5</b>        | <b>100.0</b> |

c. Improvement in industry-specific problems (please specify industries)

|                    | All Respondents |              |
|--------------------|-----------------|--------------|
|                    | Banks           | Percent      |
| Not important      | 4               | 80.0         |
| Somewhat important | 1               | 20.0         |
| Very important     | 0               | 0.0          |
| <b>Total</b>       | <b>5</b>        | <b>100.0</b> |

d. More aggressive competition from other banks or nonbank lenders (other financial intermediaries or the capital markets)

|                    | All Respondents |              |
|--------------------|-----------------|--------------|
|                    | Banks           | Percent      |
| Not important      | 0               | 0.0          |
| Somewhat important | 4               | 80.0         |
| Very important     | 1               | 20.0         |
| <b>Total</b>       | <b>5</b>        | <b>100.0</b> |

e. Increased tolerance for risk

|                    | All Respondents |              |
|--------------------|-----------------|--------------|
|                    | Banks           | Percent      |
| Not important      | 4               | 80.0         |
| Somewhat important | 1               | 20.0         |
| Very important     | 0               | 0.0          |
| <b>Total</b>       | <b>5</b>        | <b>100.0</b> |

f. Increased liquidity in the secondary market for these loans

|                    | All Respondents |              |
|--------------------|-----------------|--------------|
|                    | Banks           | Percent      |
| Not important      | 1               | 20.0         |
| Somewhat important | 4               | 80.0         |
| Very important     | 0               | 0.0          |
| <b>Total</b>       | <b>5</b>        | <b>100.0</b> |

g. Reduction in defaults by borrowers in public debt markets

|                    | All Respondents |         |
|--------------------|-----------------|---------|
|                    | Banks           | Percent |
| Not important      | 5               | 100.0   |
| Somewhat important | 0               | 0.0     |
| Very important     | 0               | 0.0     |
| <b>Total</b>       | 5               | 100.0   |

h. Improvement in your bank's current or expected liquidity position

|                    | All Respondents |         |
|--------------------|-----------------|---------|
|                    | Banks           | Percent |
| Not important      | 5               | 100.0   |
| Somewhat important | 0               | 0.0     |
| Very important     | 0               | 0.0     |
| <b>Total</b>       | 5               | 100.0   |

4. Apart from normal seasonal variation, how has demand for C&I loans changed over the past three months? (Please consider only funds actually disbursed as opposed to requests for new or increased lines of credit.)

|                        | All Respondents |         |
|------------------------|-----------------|---------|
|                        | Banks           | Percent |
| Substantially stronger | 0               | 0.0     |
| Moderately stronger    | 4               | 17.4    |
| About the same         | 14              | 60.9    |
| Moderately weaker      | 5               | 21.7    |
| Substantially weaker   | 0               | 0.0     |
| <b>Total</b>           | 23              | 100.0   |

5. If demand for C&I loans has strengthened or weakened over the past three months (as described in question 4), how important have been the following possible reasons for the change?

A. If stronger loan demand (answer 1 or 2 to question 4), possible reasons:

a. Customer inventory financing needs increased

|                    | All Respondents |         |
|--------------------|-----------------|---------|
|                    | Banks           | Percent |
| Not important      | 2               | 50.0    |
| Somewhat important | 2               | 50.0    |
| Very important     | 0               | 0.0     |
| <b>Total</b>       | 4               | 100.0   |

b. Customer accounts receivable financing needs increased

|                    | All Respondents |         |
|--------------------|-----------------|---------|
|                    | Banks           | Percent |
| Not important      | 1               | 25.0    |
| Somewhat important | 2               | 50.0    |
| Very important     | 1               | 25.0    |
| <b>Total</b>       | 4               | 100.0   |

c. Customer investment in plant or equipment increased

|                    | All Respondents |         |
|--------------------|-----------------|---------|
|                    | Banks           | Percent |
| Not important      | 4               | 100.0   |
| Somewhat important | 0               | 0.0     |
| Very important     | 0               | 0.0     |
| <b>Total</b>       | 4               | 100.0   |

d. Customer internally generated funds decreased

|                    | All Respondents |         |
|--------------------|-----------------|---------|
|                    | Banks           | Percent |
| Not important      | 2               | 50.0    |
| Somewhat important | 2               | 50.0    |
| Very important     | 0               | 0.0     |
| <b>Total</b>       | 4               | 100.0   |

e. Customer merger or acquisition financing needs increased

|                    | All Respondents |         |
|--------------------|-----------------|---------|
|                    | Banks           | Percent |
| Not important      | 1               | 25.0    |
| Somewhat important | 3               | 75.0    |
| Very important     | 0               | 0.0     |
| <b>Total</b>       | 4               | 100.0   |

f. Customer borrowing shifted to your bank from other bank or nonbank sources because these other sources became less attractive

|                    | All Respondents |         |
|--------------------|-----------------|---------|
|                    | Banks           | Percent |
| Not important      | 1               | 25.0    |
| Somewhat important | 3               | 75.0    |
| Very important     | 0               | 0.0     |
| <b>Total</b>       | 4               | 100.0   |

B. If weaker loan demand (answer 4 or 5 to question 4), possible reasons:

a. Customer inventory financing needs decreased

|                    | All Respondents |              |
|--------------------|-----------------|--------------|
|                    | Banks           | Percent      |
| Not important      | 1               | 20.0         |
| Somewhat important | 4               | 80.0         |
| Very important     | 0               | 0.0          |
| <b>Total</b>       | <b>5</b>        | <b>100.0</b> |

b. Customer accounts receivable financing needs decreased

|                    | All Respondents |              |
|--------------------|-----------------|--------------|
|                    | Banks           | Percent      |
| Not important      | 1               | 20.0         |
| Somewhat important | 4               | 80.0         |
| Very important     | 0               | 0.0          |
| <b>Total</b>       | <b>5</b>        | <b>100.0</b> |

c. Customer investment in plant or equipment decreased

|                    | All Respondents |              |
|--------------------|-----------------|--------------|
|                    | Banks           | Percent      |
| Not important      | 0               | 0.0          |
| Somewhat important | 4               | 80.0         |
| Very important     | 1               | 20.0         |
| <b>Total</b>       | <b>5</b>        | <b>100.0</b> |



d. Customer internally generated funds increased

|                    | All Respondents |              |
|--------------------|-----------------|--------------|
|                    | Banks           | Percent      |
| Not important      | 1               | 20.0         |
| Somewhat important | 4               | 80.0         |
| Very important     | 0               | 0.0          |
| <b>Total</b>       | <b>5</b>        | <b>100.0</b> |

e. Customer merger or acquisition financing needs decreased

|                    | All Respondents |              |
|--------------------|-----------------|--------------|
|                    | Banks           | Percent      |
| Not important      | 1               | 20.0         |
| Somewhat important | 0               | 0.0          |
| Very important     | 4               | 80.0         |
| <b>Total</b>       | <b>5</b>        | <b>100.0</b> |

f. Customer borrowing shifted from your bank to other bank or nonbank credit sources because these other sources became more attractive

|                    | All Respondents |              |
|--------------------|-----------------|--------------|
|                    | Banks           | Percent      |
| Not important      | 1               | 25.0         |
| Somewhat important | 1               | 25.0         |
| Very important     | 2               | 50.0         |
| <b>Total</b>       | <b>4</b>        | <b>100.0</b> |

6. At your bank, how has the number of inquiries from potential business borrowers regarding the availability and terms of new credit lines or increases in existing lines changed over the past three months? (Please consider only inquiries for additional C&I lines as opposed to the refinancing of existing loans.)

|   | All Respondents |         |
|---|-----------------|---------|
|   | Banks           | Percent |
| The number of inquiries has increased substantially | 0               | 0.0     |
| The number of inquiries has increased moderately    | 6               | 26.1    |
| The number of inquiries has stayed about the same   | 12              | 52.2    |
| The number of inquiries has decreased moderately    | 5               | 21.7    |
| The number of inquiries has decreased substantially | 0               | 0.0     |
| <b>Total</b>  | 23              | 100.0   |

According to the Federal Reserve's H.8 statistical release, "Assets and Liabilities of Commercial Banks in the United States," C&I loans have contracted at an annual rate of about 15 percent over the first eight months of 2009. **Question 7** asks about the possible reasons for this decline.

7. If C&I lending has declined at your bank this year, how important have the following possible sources of contraction been?

a. Paydowns of bridge loans that were originated during the market disruptions last fall and winter

|                    | All Respondents |         |
|--------------------|-----------------|---------|
|                    | Banks           | Percent |
| Not important      | 12              | 70.6    |
| Somewhat important | 3               | 17.6    |
| Very important     | 2               | 11.8    |
| <b>Total</b>       | 17              | 100.0   |

b. Increased paydowns of other bridge loans

|                    | All Respondents |         |
|--------------------|-----------------|---------|
|                    | Banks           | Percent |
| Not important      | 13              | 76.5    |
| Somewhat important | 4               | 23.5    |
| Very important     | 0               | 0.0     |
| <b>Total</b>       | 17              | 100.0   |

c. Increased incidence of term loans that matured and were not rolled over or extended (please exclude loans that your bank classified as bridge loans)

|                    | All Respondents |         |
|--------------------|-----------------|---------|
|                    | Banks           | Percent |
| Not important      | 6               | 35.3    |
| Somewhat important | 11              | 64.7    |
| Very important     | 0               | 0.0     |
| <b>Total</b>       | 17              | 100.0   |

d. Increased prepayments of term loans (please exclude loans that your bank classified as bridge loans)

|                    | All Respondents |         |
|--------------------|-----------------|---------|
|                    | Banks           | Percent |
| Not important      | 10              | 58.8    |
| Somewhat important | 6               | 35.3    |
| Very important     | 1               | 5.9     |
| <b>Total</b>       | 17              | 100.0   |

e. Decreased originations of term loans

|                    | All Respondents |         |
|--------------------|-----------------|---------|
|                    | Banks           | Percent |
| Not important      | 2               | 11.1    |
| Somewhat important | 8               | 44.4    |
| Very important     | 8               | 44.4    |
| <b>Total</b>       | 18              | 100.0   |

f. Paydowns of draws on revolving credit lines that were taken down as precautionary liquidity during the market disruptions of last fall and winter

|                    | All Respondents |         |
|--------------------|-----------------|---------|
|                    | Banks           | Percent |
| Not important      | 6               | 35.3    |
| Somewhat important | 10              | 58.8    |
| Very important     | 1               | 5.9     |
| <b>Total</b>       | 17              | 100.0   |

g. Increased paydowns of other draws on revolving credit lines (including draws made last fall and winter other than those as described in f, above)

|                    | All Respondents |         |
|--------------------|-----------------|---------|
|                    | Banks           | Percent |
| Not important      | 7               | 41.2    |
| Somewhat important | 10              | 58.8    |
| Very important     | 0               | 0.0     |
| <b>Total</b>       | 17              | 100.0   |

h. Decreased draws on revolving credit lines

|                    | All Respondents |         |
|--------------------|-----------------|---------|
|                    | Banks           | Percent |
| Not important      | 10              | 58.8    |
| Somewhat important | 7               | 41.2    |
| Very important     | 0               | 0.0     |
| <b>Total</b>       | 17              | 100.0   |

i. Increased sales or syndications of outstanding loans

|                    | All Respondents |         |
|--------------------|-----------------|---------|
|                    | Banks           | Percent |
| Not important      | 15              | 83.3    |
| Somewhat important | 2               | 11.1    |
| Very important     | 1               | 5.6     |
| <b>Total</b>       | 18              | 100.0   |

j. Increased writedowns of the value of outstanding loans

|                    | All Respondents |              |
|--------------------|-----------------|--------------|
|                    | Banks           | Percent      |
| Not important      | 8               | 44.4         |
| Somewhat important | 7               | 38.9         |
| Very important     | 3               | 16.7         |
| <b>Total</b>       | <b>18</b>       | <b>100.0</b> |

**Questions 8-9** ask about commercial real estate (CRE) loans at your bank, including construction and land development loans and loans secured by nonfarm nonresidential real estate. Question 8 deals with changes in your bank's standards over the past three months. Question 9 deals with changes in demand. If your bank's lending standards or terms have not changed over the relevant period, please report them as unchanged even if they are either restrictive or accommodative relative to longer-term norms. If your bank's standards or terms have tightened or eased over the relevant period, please so report them regardless of how they stand relative to longer-term norms. Also, please report changes in enforcement of existing standards as changes in standards.

8. Over the past three months, how have your bank's credit standards for approving applications for CRE loans changed?

|                              | All Respondents |         |
|------------------------------|-----------------|---------|
|                              | Banks           | Percent |
| Tightened considerably       | 0               | 0.0     |
| Tightened somewhat           | 3               | 20.0    |
| Remained basically unchanged | 12              | 80.0    |
| Eased somewhat               | 0               | 0.0     |
| Eased considerably           | 0               | 0.0     |
| <b>Total</b>                 | 15              | 100.0   |

9. Apart from normal seasonal variation, how has demand for CRE loans changed over the past three months?

|                        | All Respondents |         |
|------------------------|-----------------|---------|
|                        | Banks           | Percent |
| Substantially stronger | 0               | 0.0     |
| Moderately stronger    | 1               | 6.7     |
| About the same         | 10              | 66.7    |
| Moderately weaker      | 1               | 6.7     |
| Substantially weaker   | 3               | 20.0    |
| <b>Total</b>           | 15              | 100.0   |

*Question 10 asks about the resolution of two types of CRE loans at your bank, construction and land development loans and loans secured by nonfarm nonresidential real estate, that were on your bank's books as of January 1, 2009, and were scheduled to mature by September of this year.*

10. For CRE loans at your bank as of the beginning of 2009 that were scheduled to mature by September of this year, approximately what percentage (by dollar volume) of each of these two types of CRE loans fell into the following categories?

A. Construction and land development loans

a. Maturing loans that have been refinanced this year

|                           | All Respondents |         |
|---------------------------|-----------------|---------|
|                           | Banks           | Percent |
| Zero                      | 7               | 63.6    |
| Between 1 and 10 percent  | 1               | 9.1     |
| Between 10 and 25 percent | 3               | 27.3    |
| Between 25 and 50 percent | 0               | 0.0     |
| Between 50 and 75 percent | 0               | 0.0     |
| 75 percent or more        | 0               | 0.0     |
| <b>Total</b>              | 11              | 100.0   |

b. Maturing loans that have been extended this year

|                           | All Respondents |         |
|---------------------------|-----------------|---------|
|                           | Banks           | Percent |
| Zero                      | 1               | 9.1     |
| Between 1 and 10 percent  | 2               | 18.2    |
| Between 10 and 25 percent | 5               | 45.5    |
| Between 25 and 50 percent | 0               | 0.0     |
| Between 50 and 75 percent | 0               | 0.0     |
| 75 percent or more        | 3               | 27.3    |
| <b>Total</b>              | 11              | 100.0   |



c. Maturing loans that have been paid off this year

|                           | All Respondents |         |
|---------------------------|-----------------|---------|
|                           | Banks           | Percent |
| Zero                      | 4               | 36.4    |
| Between 1 and 10 percent  | 5               | 45.5    |
| Between 10 and 25 percent | 1               | 9.1     |
| Between 25 and 50 percent | 1               | 9.1     |
| Between 50 and 75 percent | 0               | 0.0     |
| 75 percent or more        | 0               | 0.0     |
| <b>Total</b>              | 11              | 100.0   |

d. Maturing loans that have become delinquent this year, but have not been associated with foreclosure

|                           | All Respondents |         |
|---------------------------|-----------------|---------|
|                           | Banks           | Percent |
| Zero                      | 3               | 27.3    |
| Between 1 and 10 percent  | 3               | 27.3    |
| Between 10 and 25 percent | 3               | 27.3    |
| Between 25 and 50 percent | 2               | 18.2    |
| Between 50 and 75 percent | 0               | 0.0     |
| 75 percent or more        | 0               | 0.0     |
| <b>Total</b>              | 11              | 100.0   |

e. Maturing loans that have been associated with foreclosure this year

|                           | All Respondents |         |
|---------------------------|-----------------|---------|
|                           | Banks           | Percent |
| Zero                      | 5               | 50.0    |
| Between 1 and 10 percent  | 4               | 40.0    |
| Between 10 and 25 percent | 1               | 10.0    |
| Between 25 and 50 percent | 0               | 0.0     |
| Between 50 and 75 percent | 0               | 0.0     |
| 75 percent or more        | 0               | 0.0     |
| <b>Total</b>              | 10              | 100.0   |

B. Loans secured by nonfarm nonresidential real estate

a. Maturing loans that have been refinanced this year

|                           | All Respondents |         |
|---------------------------|-----------------|---------|
|                           | Banks           | Percent |
| Zero                      | 3               | 33.3    |
| Between 1 and 10 percent  | 3               | 33.3    |
| Between 10 and 25 percent | 1               | 11.1    |
| Between 25 and 50 percent | 1               | 11.1    |
| Between 50 and 75 percent | 0               | 0.0     |
| 75 percent or more        | 1               | 11.1    |
| <b>Total</b>              | 9               | 100.0   |

b. Maturing loans that have been extended this year

|                           | All Respondents |         |
|---------------------------|-----------------|---------|
|                           | Banks           | Percent |
| Zero                      | 2               | 22.2    |
| Between 1 and 10 percent  | 1               | 11.1    |
| Between 10 and 25 percent | 2               | 22.2    |
| Between 25 and 50 percent | 0               | 0.0     |
| Between 50 and 75 percent | 2               | 22.2    |
| 75 percent or more        | 2               | 22.2    |
| <b>Total</b>              | 9               | 100.0   |

c. Maturing loans that have been paid off this year

|                           | All Respondents |         |
|---------------------------|-----------------|---------|
|                           | Banks           | Percent |
| Zero                      | 4               | 44.4    |
| Between 1 and 10 percent  | 4               | 44.4    |
| Between 10 and 25 percent | 1               | 11.1    |
| Between 25 and 50 percent | 0               | 0.0     |
| Between 50 and 75 percent | 0               | 0.0     |
| 75 percent or more        | 0               | 0.0     |
| <b>Total</b>              | 9               | 100.0   |

d. Maturing loans that have become delinquent this year, but have not been associated with foreclosure

|                           | All Respondents |         |
|---------------------------|-----------------|---------|
|                           | Banks           | Percent |
| Zero                      | 3               | 33.3    |
| Between 1 and 10 percent  | 3               | 33.3    |
| Between 10 and 25 percent | 1               | 11.1    |
| Between 25 and 50 percent | 2               | 22.2    |
| Between 50 and 75 percent | 0               | 0.0     |
| 75 percent or more        | 0               | 0.0     |
| <b>Total</b>              | 9               | 100.0   |

e. Maturing loans that have been associated with foreclosure this year

|                           | All Respondents |         |
|---------------------------|-----------------|---------|
|                           | Banks           | Percent |
| Zero                      | 7               | 77.8    |
| Between 1 and 10 percent  | 1               | 11.1    |
| Between 10 and 25 percent | 1               | 11.1    |
| Between 25 and 50 percent | 0               | 0.0     |
| Between 50 and 75 percent | 0               | 0.0     |
| 75 percent or more        | 0               | 0.0     |
| <b>Total</b>              | 9               | 100.0   |

11. Over the past three months, how has your bank changed the size of credit lines for existing customers with the following types of accounts? Please consider changes made to line sizes during the life of existing credit agreements as well as changes made to line sizes upon renewal or renegotiation of existing agreements.

a. Business credit card accounts

|                              | All Respondents |         |
|------------------------------|-----------------|---------|
|                              | Banks           | Percent |
| Increased considerably       | 0               | 0.0     |
| Increased somewhat           | 0               | 0.0     |
| Remained basically unchanged | 9               | 100.0   |
| Decreased somewhat           | 0               | 0.0     |
| Decreased considerably       | 0               | 0.0     |
| <b>Total</b>                 | 9               | 100.0   |

b. C&I credit lines (excluding business credit card accounts)

|                              | All Respondents |         |
|------------------------------|-----------------|---------|
|                              | Banks           | Percent |
| Increased considerably       | 0               | 0.0     |
| Increased somewhat           | 0               | 0.0     |
| Remained basically unchanged | 17              | 73.9    |
| Decreased somewhat           | 6               | 26.1    |
| Decreased considerably       | 0               | 0.0     |
| <b>Total</b>                 | 23              | 100.0   |

c. Commercial construction lines of credit

|                              | All Respondents |         |
|------------------------------|-----------------|---------|
|                              | Banks           | Percent |
| Increased considerably       | 0               | 0.0     |
| Increased somewhat           | 0               | 0.0     |
| Remained basically unchanged | 7               | 53.8    |
| Decreased somewhat           | 3               | 23.1    |
| Decreased considerably       | 3               | 23.1    |
| <b>Total</b>                 | 13              | 100.0   |

d. Lines of credit for financial firms

|                              | All Respondents |         |
|------------------------------|-----------------|---------|
|                              | Banks           | Percent |
| Increased considerably       | 0               | 0.0     |
| Increased somewhat           | 0               | 0.0     |
| Remained basically unchanged | 11              | 68.8    |
| Decreased somewhat           | 3               | 18.8    |
| Decreased considerably       | 2               | 12.5    |
| <b>Total</b>                 | 16              | 100.0   |

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1. As of June 30, 2009, the 23 respondents had combined assets of \$1.0 trillion, compared to \$1.9 trillion for all foreign related banking institutions in the United States. The sample is selected from among the largest foreign-related banking institutions in those Federal Reserve Districts where such institutions are common.