

**FR 2028D – Small Business Lending Survey****Loan Volumes and Terms**

1a(1). Does your bank use more than one base rate for C&I loans to U.S. small businesses?     Yes     No  
 If no, complete question 1a(2). If yes, complete question 1a(3).

1a(2). What is your base rate?

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

1a(3). Select the three most common base rates by dollar volume of C&I loans. If only two rates are used, leave column “3<sup>rd</sup> most common” empty. If multiple unlisted rates are used, consider these all as “Other rate” when determining the most common rates.

	Most common	2nd most common	3rd most common
Prime rate	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Libor	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Federal Home Loan Bank rate	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. Treasury rate	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Proprietary rate	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other rate	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

2a. **Outstanding term C&I loans** to U.S. small businesses as of the last calendar day of the most recent calendar quarter. Dollar amounts should be reported in thousands.

	Number	Outstanding dollar amount	Weighted average interest rate	Weighted average base rate	Weighted average maturity	Maximum maturity	Number secured	Dollar amount secured	Number with SBA guarantees	Dollar amount with SBA guarantees	Number with other guarantees	Dollar amount with other guarantees	Number with interest rate floor	Dollar amount at interest rate floor	Weighted average interest rate floor	
	2a(1)	2a(2)	2a(3)	2a(4)	2a(5)	2a(6)	2a(7)	2a(8)	2a(9)	2a(10)	2a(11)	2a(12)	2a(13)	2a(14)	2a(15)	2a(16)
Fixed rate																
Variable rate																

2b. **Outstanding C&I loans made under commitment (formal or informal)** to U.S. small businesses as of the last calendar day of the most recent calendar quarter. Dollar amounts should be reported in thousands.

	Number	Commitment dollar amount	Outstanding dollar amount	Weighted average interest rate	Weighted average base rate	Number secured	Dollar amount secured	Number with SBA guarantees	Dollar amount with SBA guarantees	Number with other guarantees	Dollar amount with other guarantees	Number with interest rate floor	Dollar amount at interest rate floor	Weighted average interest rate floor	
	2b(1)	2b(2)	2b(3)	2b(4)	2b(5)	2b(6)	2b(7)	2b(8)	2b(9)	2b(10)	2b(11)	2b(12)	2b(13)	2b(14)	2b(15)
Fixed rate															
Variable rate															

2c. **Net drawdowns on C&I commitments (formal or informal)** to U.S. small businesses during the entire most recent calendar quarter. Dollar amounts should be reported in thousands.

Net drawn dollar amount	2c(1)
Fixed rate	
Variable rate	

3a. **New term C&I loans** to U.S. small businesses made during the entire most recent calendar quarter. Dollar amounts should be reported in thousands.

	Number	Outstanding dollar amount	Weighted average interest rate	Weighted average base rate	Weighted average maturity	Maximum maturity	Number secured	Dollar amount secured	Number with SBA guarantees	Dollar amount with SBA guarantees	Number with other guarantees	Dollar amount with other guarantees	Number with interest rate floor	Number at interest rate floor	Dollar amount at interest rate floor	Weighted average interest rate floor
Fixed rate																
Variable rate																

3b(1). During the entire most recent calendar quarter, did the bank make **new term C&I loans with SBA guarantees** to U.S. small businesses that were sold, but the bank is still servicing?  Yes  No  
 If yes, complete question 3b(2). If no, skip to question 3c.

3b(2). **New term C&I loans with SBA guarantees** to U.S. small businesses that were made and sold during the entire most recent calendar quarter and the bank is servicing.

	Number	Sold dollar amount	Weighted average interest rate	Weighted average base rate	Weighted average maturity	Maximum maturity									
Fixed rate															

3c. **New C&I loans made under commitment (formal or informal)** to U.S. small businesses during the entire most recent calendar quarter. Dollar amounts should be reported in thousands.

	Number	Commitment dollar amount	Outstanding dollar amount	Weighted average interest rate	Weighted average base rate	Number secured	Dollar amount secured	Number with SBA guarantees	Dollar amount with SBA guarantees	Number with other guarantees	Dollar amount with other guarantees	Number with interest rate floor	Number at interest rate floor	Dollar amount at interest rate floor	Weighted average interest rate floor
Fixed rate															
Variable rate															

**Credit Line Usage**

4. In your opinion, apart from normal seasonal variation, how has U.S. small business C&I credit line usage changed during the entire most recent calendar quarter?

Increased substantially     Increased somewhat     Remained basically unchanged     Decreased somewhat     Decreased substantially

5. If credit line usage has changed during the entire most recent calendar quarter (as described in question 4), how important have been the following possible reasons for the change?

	Not important	Somewhat important	Very important
Change in terms of lending	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Change in pricing (rates, fees, etc.)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Change in local or national economic conditions	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Change in borrower's business revenue or other business specific conditions	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**Loan Demand and Applications**

6. In your opinion, apart from normal seasonal variation, how has demand for U.S. small business C&I loans changed during the entire most recent calendar quarter?

Substantially stronger     Moderately stronger     Remained basically unchanged     Moderately weaker     Substantially weaker

7a. Applications received and approved for U.S. small business C&I loans during the entire most recent calendar quarter. Dollar amounts should be reported in thousands.

	Number 7a(1)	Dollar amount 7a(2)
Applications received		
Applications approved		

7b. Does your bank track lending in low and moderate income (LMI) tracts for Community Reinvestment Act (CRA) purposes or voluntarily for other reasons?  Yes  No  
 If yes, complete question 7c. If no, skip to question 8.

7c. LMI applications received and approved for U.S. small business C&I loans during the entire most recent calendar quarter. Dollar amounts should be reported in thousands.

	Number	Dollar amount
	7c(1)	7c(2)
LMI applications received		
LMI applications approved		

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

	Most common	2nd most common	3rd most common
Financials	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Collateral	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Credit history	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Owner equity investment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Management experience	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Concerns about business plan	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Supervisory or regulatory requirements/ did not meet SBA guidelines	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reduced risk tolerance of bank management	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Concentration limits/industry exposure	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

### **Credit Standards and Terms**

9. In your opinion, how have your credit standards for C&I loans to U.S. small businesses changed over the entire most recent calendar quarter?

Tightened considerably     Tightened somewhat     Remained basically unchanged     Eased somewhat     Eased considerably

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

	Tightened considerably	Tightened somewhat	Remained basically unchanged	Eased somewhat	Eased considerably
Maximum size of credit lines	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Maximum maturity of loans or credit lines	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Costs of credit lines	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Spreads of loan rates over the bank's cost of funds (wider spreads=tightened, narrower spreads=eased)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Premiums charged on riskier loans	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Loan covenants	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Collateral requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Use of interest rate floors (more use=tightened, less use=eased)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Level of interest rate floors (higher=tightened, lower=eased)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

11a. If your bank has tightened or eased its credit standards or its terms for C&I loans to U.S. small businesses over the entire most recent calendar quarter (as described in questions 9 and 10), how important have been the following possible reasons for the change? Complete the top portion of the table if your bank indicated tightening in either credit standards or loan terms. Complete the bottom portion of the table if your bank indicated easing in either credit standards or loan terms.

11b. If you indicated that two or more reasons were “very important” in question 11a, please identify the most important of those reasons in question 11b.

	11a			11b
	Not important	Somewhat important	Very important	
<b>Possible reasons for <b>tightening</b> credit standards or loan terms:</b>				
Deterioration in your bank's current or expected capital position	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Less favorable or more uncertain economic outlook	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Worsening of industry-specific problems	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Less aggressive competition from other banks	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Less aggressive competition from nonbank lenders	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reduced tolerance for risk	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Decreased liquidity in the secondary market for these loans	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Deterioration in your bank's current or expected liquidity position	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Increased concerns about the effects of legislative changes, supervisory actions, or changes in accounting standards, both past and expected	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Possible reasons for <b>easing</b> credit standards or loan terms:</b>				
Improvement in your bank's current or expected capital position	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
More favorable or less uncertain economic outlook	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Improvement in industry-specific problems	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
More aggressive competition from other banks	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
More aggressive competition from nonbank lenders	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Increased tolerance for risk	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Increased liquidity in the secondary market for these loans	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Improvement in your bank's current or expected liquidity position	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reduced concerns about the effects of legislative changes, supervisory actions, or changes in accounting standards, both past and expected	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

### Credit Quality of Applicants

12. In your opinion, how has the credit quality of U.S. small business applicants changed over the entire most recent calendar quarter?

Improved substantially     Improved somewhat     Remained basically unchanged     Declined somewhat     Declined substantially

13. If the credit quality of small business applicants has changed over the entire most recent calendar quarter (as described in question 12), how important have been the following possible factors for the change?

	Not important	Somewhat important	Very important
Credit scores	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality of business collateral	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality of personal collateral	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Willingness to pledge personal assets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Personal wealth of business owners	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Debt-to-income level of business owners	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Liquidity position of business owners	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Recent business income growth	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Prospects for business growth or enterprise values	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

### Special Questions

14. Possible first special question.

15. Possible second special question.