

1. DO YOU HAVE A SMALL BUSINESS GROUP SEPARATE FROM YOUR COMMERCIAL LENDING GROUP?

Include	<ul style="list-style-type: none">Small business loan portfolios and/or Small Business Administration (SBA) loans managed in its own group (not part of a larger group i.e. commercial lending)
Exclude	<ul style="list-style-type: none">Small business loans that are part of a larger group, i.e. commercial lending. If part of the commercial portfolio, include the small business loan information in survey section 08 Commercial LendingYou must click NEXT to save your answerTip: You can click in page box in the next question, put the last page number and hit Enter to skip to the end of this survey section

☐ True ☐ False

2. TOTAL # OF SMALL BUSINESS LOANS CLOSED PER MONTH

Exclude	<ul style="list-style-type: none">Small Business Administration (SBA) loansSmall business loans closed as part of the commercial portfolio (See Commercial [08])
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Answer: _____
Format: 0

3. DOLLAR AMOUNT OF SMALL BUSINESS LOANS CLOSED PER MONTH

Exclude	<ul style="list-style-type: none">Small Business Administration (SBA) loansSmall business loan closed as part of the commercial portfolio (See Commercial [08])
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Answer: _____
Format: \$0

4. WHAT PERCENTAGE (%) OF YOUR SMALL BUSINESS LOAN APPLICATIONS WERE AUTO-DECISIONED THROUGH AUTOMATED UNDERWRITING/CREDIT MODEL SCORING MODELS, WITH NO HUMAN REVIEW?

Answer: _____
Format: 0.00% Max 100

5. SMALL BUSINESS MANAGEMENT FTE

Include	<ul style="list-style-type: none">Overseeing/supervising the Small Business lending employees
Exclude	<ul style="list-style-type: none">Finding and managing Small Business deals (See 'Small Business Loan Officers FTE' [06])Overseeing the Small Business Administration (SBA) lending employees (See 'SBA FTE' [06])

Answer: _____

Format: 0.00

6. SMALL BUSINESS LOAN OFFICERS FTE

Include	<ul style="list-style-type: none">• Small Business loan officers who produce new small business loans and may also carry portfolios
Exclude	<ul style="list-style-type: none">• Commercial loan officers who have some small business loans in their portfolio mix (See 'Commercial Loan Officer' [08])• Small Business Administration (SBA) loan officers (See 'SBA FTE' [08])

Answer: _____

Format: 0.00

7. SMALL BUSINESS UNDERWRITING FTE

Include	<ul style="list-style-type: none">• Small Business loan underwriting for loans produced through retail branches or Small Business loan officers
Exclude	<ul style="list-style-type: none">• Commercial credit analyst FTE who include Small Business underwriting as part of their commercial duties (See 'Commercial Credit Analyst FTE' [08])• Commercial or Small Business loan processing, doc prep, closing• Small Business Administration (SBA) underwriting (See 'SBA FTE' [06])

Answer: _____

Format: 0.00

8. SMALL BUSINESS LOAN PROCESSING FTE

Include	<ul style="list-style-type: none">• Supporting Small Business loan officers and branches in the processing of new Small Business applications and gathering information for loan approval and closing• Loan application input, package development/transmittals, ordering title and appraisals, sending denial letters
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Answer: _____

Format: 0.00

9. SMALL BUSINESS DOCUMENT PREPARATION/ PRE-FUND REVIEW/ LOAN CLOSING/ FUNDING/ POST-FUND REVIEW FTE

Include	<ul style="list-style-type: none">• Physically preparing loan documents, providing pre-fund and post-fund control over small business loan document
Exclude	<ul style="list-style-type: none">• Mortgage document preparation activities (See 'Mortgage Doc Prep / Closing/ Funding' [07])• Consumer loan document preparation activities (See 'Consumer Loan Doc Prep / Closing / Funding') [05]• Small Business Administration (SBA) document preparation activities (See 'SBA FTE' [06])

Answer: _____

Format: 0.00

10. SMALL BUSINESS - OTHER FTE

Include	<ul style="list-style-type: none">• Small Business functions not included in other Small Business FTE functions
Exclude	<ul style="list-style-type: none">• Commercial loan FTE functions (See 'Commercial Lending' [08])• Small Business functions already allocated• Small Business Administration (SBA) functions (See 'SBA FTE' [06])

Answer: _____
Format: 0.00

11. IF YOU HAVE FTE IN THE 'OTHER' SMALL BUSINESS FTE CATEGORY ABOVE, PLEASE DESCRIBE THE 'OTHER' FTE DUTIES

Instructions	If you have FTE in the "Other" FTE category, please describe the "Other" FTE duties.
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Answer: _____

12. TOTAL # OF SMALL BUSINESS ADMINISTRATION (SBA) LOANS CLOSED PER MONTH IN SBA GROUP?

Include	<ul style="list-style-type: none">• SBA guaranteed• 504 loans
Exclude	<ul style="list-style-type: none">• Small business loans

Answer: _____
Format: 0

13. TOTAL DOLLAR AMOUNT OF SBA LOAN BALANCES OUTSTANDING?

Include	SBA guaranteed 504 loans
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Answer: _____
Format: \$0

14. ALL SMALL BUSINESS ADMINISTRATION (SBA) FTE

Include	<ul style="list-style-type: none">• SBA Management FTE• SBA Loan Officers FTE• SBA Underwriting FTE• SBA Loan Processing and Doc Prep FTE
Exclude	<ul style="list-style-type: none">• Small Business FTE (Management, loan officers, underwriting, processing and doc prep)• Duties performed outside the SBA group

Answer: _____
Format: 0.00

15. WHICH BEST DESCRIBES HOW DO YOUR ORGANIZATION BREAKS OUT SMALL LOAN CONCENTRATION OF BORROWER?

- ☐ Under \$250,000
- ☐ Under \$500,000
- ☐ Under \$750,000
- ☐ Under \$1,000,000
- ☐ Other concentration