

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

<b>Include</b>	<ul style="list-style-type: none"> <li>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)</li> </ul>
<b>Exclude</b>	<ul style="list-style-type: none"> <li>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 Lending</li> <li>You must click NEXT to save your answer</li> <li>Tip: 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</li> </ul>

Yes       No

2. TOTAL # OF SMALL BUSINESS LOANS CLOSED PER MONTH

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

3. DOLLAR AMOUNT OF SMALL BUSINESS LOANS CLOSED PER MONTH

<b>Exclude</b>	<ul style="list-style-type: none"> <li>Small Business Administration (SBA) loans</li> <li>Small business loan closed as part of the commercial portfolio (See Commercial [08])</li> </ul>
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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

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

Answer: \_\_\_\_\_

Format: 0.00

## 6. SMALL BUSINESS LOAN OFFICERS FTE

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

Answer: \_\_\_\_\_

Format: 0.00

## 7. SMALL BUSINESS UNDERWRITING FTE

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

Answer: \_\_\_\_\_

Format: 0.00

## 8. SMALL BUSINESS LOAN PROCESSING FTE

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

Format: 0.00

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

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

Answer: \_\_\_\_\_

Format: 0.00

10. SMALL BUSINESS - OTHER FTE

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

Answer: \_\_\_\_\_  
Format: 0.00

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

<b>Instructions</b>	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?

<b>Include</b>	<ul style="list-style-type: none"> <li>• SBA guaranteed</li> <li>• 504 loans</li> </ul>
<b>Exclude</b>	<ul style="list-style-type: none"> <li>• Business loans (See Loan Servicing Survey [12])</li> </ul>

Answer: \_\_\_\_\_  
Format: 0

13. TOTAL DOLLAR AMOUNT OF SBA LOAN BALANCES OUTSTANDING?

<b>Include</b>	SBA guaranteed 504 loans
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Answer: \_\_\_\_\_  
Format: \$0

14. ALL SMALL BUSINESS ADMINISTRATION (SBA) FTE

<b>Include</b>	<ul style="list-style-type: none"> <li>• SBA Management FTE</li> <li>• SBA Loan Officers FTE</li> <li>• SBA Underwriting FTE</li> <li>• SBA Loan Processing and Doc Prep FTE</li> </ul>
<b>Exclude</b>	<ul style="list-style-type: none"> <li>• Any other loan activities outside of SBA loans</li> </ul>

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