

REPORTING BURDEN: Public reporting burden for this collection of information is estimated to average 10 minutes per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to Secretary, Board of Governors of the Federal Reserve System, 20th & C Streets, N.W., Washington, D.C. 20551; and to the Office of Management and Budget, Paperwork Reduction Project (7100-0232), Washington, D. C. 20503.

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

**Data on Sources of Financing for Small Businesses to Determine  
 the Extent to which Small Businesses Use Nonbank and Nonlocal Sources  
 of Financial Services<sup>1</sup>**

**(The most knowledgeable respondent is likely to be  
 the president or treasurer)**

	<u>0-\$50,000</u>	<u>\$50,000- \$150,000</u>	<u>\$150,000- \$500,000</u>	<u>\$500,000- \$1 million</u>	
1. What is the annual revenue (dollar volume) of your firm? <sup>2</sup>					An individual person (including self)
	<u>Commercial bank</u>	<u>Savings &amp; loan</u>	<u>Savings Bank</u>	<u>Credit card</u>	<u>Other Specify)</u>
2. From what source or type of institution did your firm obtain its most recent loan? Do <u>not</u> include trade credit here. [It may be most useful for Reserve Bank staff to request the name of the institution since the respondent may not know the type of institution.]					
3. How many loans does your firm have outstanding from each type of institution? (a) What is the approximate average size of loans from each source?					
		<u>Yes</u>	<u>No</u>	<u>If yes-- Name of institution</u>	<u>Location</u>
4. Does your firm have loans outstanding from an institution located <u>outside</u> the city/town in which you are located? <sup>3</sup> [If the institution has an office in the local area, do <u>not</u> record it as an out-of-market institution.]					
	<u>Commercial bank</u>	<u>Savings &amp; loan</u>	<u>Savings bank</u>	<u>Other (Specify)</u>	
5. If yes to number 4, from what type of institution? (a) What is the approximate average size of loans from each out-of-market source?					

1. Emphasize to the respondent at the beginning of the interview that the interview will be in the interest of public policy and will take only about five to ten minutes. Information will be obtained by telephone from a sample of 25 firms selected randomly from the business white pages of the phone directory or yellow pages if the white pages are not available. The respondents selected from the phone book should reside in the market area defined by the Reserve Bank so that the area included in the phone book does not serve as the market definition from which the sample is drawn.

2. This should include the entire firm rather than an office, branch, or franchise of a larger firm.

3. The Reserve Bank would be required to describe the market area in question.

Yes      No

6. During the past two years, has your firm been directly solicited for its loan business by an institution located outside the city/town in which you are located?

Describe

7. If yes to number 6, how were you solicited (e.g., phone, personal visit) and how often?

<u>Commercial bank</u>	<u>Savings &amp; loan</u>	<u>Savings Bank</u>	<u>Other (specify)</u>
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8. In what type of institution does your firm maintain:  
(a) primary checking account  
(b) secondary checking account  
(c) savings account

<u>Yes</u>	<u>No</u>	<u>If yes-- Name of institution</u>	<u>Location</u>
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9. Does your firm maintain a checking account with a financial institution that has no offices in your city/town?

10. Does your firm maintain a savings account with a financial institution that has no offices in your city/town?

11. Did you receive any trade credit without which you would have required a loan? [It is very important to determine whether trade credit was a substitute for a loan rather than simply a means of postponing payment.]

12. If yes to number 11, roughly what percentage of your credit (loan) requirements were satisfied by trade credit?

Yes      No

13. Does your firm lease any equipment such as an automobile, copying machine, or computer?

14. If yes to number 13, what items are leased?

(a) What is the approximate size of the firm's monthly payments for leased equipment?

Yes      No

15. Does your firm have a formal line of credit outstanding?

Commercial   Savings   Savings   Credit   Employer   Investment   Mutual  
bank        & loan     bank     union   thrift plan   broker     fund

16. If yes to number 15, from what type of institution was the line of credit obtained?

(a) Approximately how large is the line of credit?

**Data on Sources of Financing for Consumers to Determine  
 the Extent to which Consumers Use Nonbank and Nonlocal Sources of Financing<sup>4</sup>**

REPORTING BURDEN: Public reporting burden for this collection of information is estimated to average 6 minutes per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to Secretary, Board of Governors of the Federal Reserve System, 20th & C Streets, N.W., Washington, D.C. 20551; and to the Office of Management and Budget, Paperwork Reduction Project (7100-0232), Washington, D. C. 20503.

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Yes      No

1. Do you have a checking account or NOW account?

Commercial bank   Savings & loan   Savings bank   Credit union   Employer thrift plan   Investment broker   Mutual fund

2. If yes to number 1, at what type of institution do you maintain your primary checking (NOW) account? [Obtain name of institution since respondent may not know the type.]

Yes      No

3. Do you have savings that you deposit or invest?

Commercial bank   Savings & loan   Savings bank   Credit union   Employer thrift plan   Investment broker   Mutual fund

4. If yes to number 3, at what type(s) of institution do you maintain your savings account(s)?

(a) Which is your main savings institution type (i.e., where your largest savings are located)?

Yes      No

5. If yes to number 3, does the main savings institution have a local office that you contact?

4. Emphasize to respondent at the beginning of the interview that the interview will be in the interest of public policy and will take only about four to six minutes.

6. Do you have any loans outstanding (exclusive of credit cards)?

(a) For what purpose (e.g., car, house, education, home improvement, vacation)?

<u>Commercial bank</u>	<u>Savings &amp; loan</u>	<u>Savings bank</u>	<u>Credit union</u>	<u>Automobile or consumer finance company</u>	<u>Other (specify)</u>
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7. If yes to number 6, from what type(s) of institution did you obtain your loan(s)? [Obtain name of institution since respondent may not know the type.]

Yes      No

8. If yes to number 6, did the institution have a local office that you visited in order to fill out the loan papers?

Describe

9. If yes to number 6 but no to number 8, how did you

(a) make arrangements for your loan (e.g., telephone, mail)?  
(b) learn of this distant (out-of-market) loan source?

<u>0- \$12,000</u>	<u>\$12,000- 25,000</u>	<u>\$25,000- 50,000</u>	<u>\$50,000- 100,000</u>	<u>Over \$100,000</u>
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10. What is your family income level?