#### NAFCU 2022 Federal Reserve Survey

#### Your Information

In preparation for the annual meeting between NAFCU's Board of Directors and the Board of Governors of the Federal Reserve System (Fed), we would like to request your input on various issues and learn about your experiences with Fed services. Your responses to these questions are very important to both the Fed and NAFCU, and your help is greatly appreciated. The survey results will be summarized in the 2022 NAFCU Report on Credit Unions with a copy provided to you later this year.

Please complete the survey by August 24, 2022. All responses will be kept confidential.

\* 1. Your Name

- \* 2. Credit Union Name
- 3. NCUA Charter Number (if known)
- 4. Email Address or Phone Number

## NAFCU 2022 Federal Reserve Survey

### Part 1 of 5: Strategic Initiatives/Challenges

### 5. Rate the magnitude of the challenges you anticipate over the next three years.

	Slight / none	Moderate	Significant
Maintaining or increasing capital			
Maintaining or improving credit quality			
Maintaining or attracting shares/deposits			
Strengthening net interest margin			
Maintaining or increasing non-interest income			
Achieving satisfactory mortgage loan volume			
Achieving satisfactory business loan volume			
Achieving satisfactory consumer loan volume			
Meeting regulatory compliance requirements			
Maintaining a secure electronic environment			
Maintaining access to affordable payments			
Modernizing your CU's computer systems and technology	$\bigcirc$	$\bigcirc$	$\bigcirc$
Attracting and retaining skilled staff and management	$\bigcirc$		
Managing third party vendors			
Slow economic growth within your field of membership	$\bigcirc$	$\bigcirc$	
Population loss within your field of membership			
Aging member base			
Weak housing markets			
Decline in a key select employee group (SEG) or community's primary industry	$\circ$	$\bigcirc$	
Lack of growth opportunities			

Community banks Other credit unions Other credit unions Other credit unions  How has the degree of pressure from each of those sectors changed in recent ears?  Significantly decreased decreased No change increased increased increased increased increased.  Large banks Other credit unions Other credit unions Other credit unions Other credit unions Little to no concern for the following items he eart three years.  Little to no concern Moderate concern Significant concern rate isk Other credit risk Other credit unions Other credit union				Little to no pressure	Moderate pressure	Significant pressure
Significantly Moderately Moderately increased	Large banks					
Fintech firms	Community banks				$\bigcirc$	
Significantly decreased decreased No change increased increased large banks  Community banks Other credit unions Fintech firms  Little to no concern Moderate concern Significant concerns the following items the next three years.  Little to no concern Moderate concern Significant concerns the firms  Credit risk Liquidity risk Regulatory/ compliance risk Operational risk Fraud risk  Significant with the sectors of the following items and the next three years.  Credit risk Significant concern Moderate concern Significant concern with the sector of the following items and the next three years.  Credit risk Significant concern with the following items and the next three years.  Credit risk Significant concern with the following items and the next three years.  Credit risk Significant concern with the following items and the next three years.  Credit risk Significant concern with the following items and the next three years.  Credit risk Significant concern with the following items and the next three years.  Credit risk Significant concern with the following items and the next three years.  Credit risk Significant concern with the following items and the next three years.  Credit risk Significant concern with the following items and the next three years.  Credit risk Significant concern with the following items and the next three years.  Concern with the following items and the next three years.	Other credit unions					
Significantly decreased levels of risk management concerns for the following items the next three years.  Little to no concern Moderate concern Significant concerns for the following items levels risk little to no concern levels risk little ri	Fintech firms			$\bigcirc$	$\bigcirc$	$\bigcirc$
Large banks Community banks Other credit unions Fintech firms Little to no concern Interest rate risk Liquidity risk Regulatory/ compliance risk Operational risk Fraud risk  I Large banks Operational risk I Large banks Operational risk Operatio	_	gree of press	ure from ea	ch of those se	ectors change	ed in recent
Community banks Other credit unions Fintech firms  Little to no concern Moderate concern Significant concern trick  Credit risk Interest rate risk Liquidity risk Regulatory/ compliance risk Operational risk Fraud risk  Other credit unions  Little to no concern Moderate concern Significant concern trick  Operational risk Operational risk Operational risk Other credit unions  Other credit unions Operational visk Operational risk			_	No change		
Other credit unions  Fintech firms  Credit risk  Interest rate risk  Regulatory/ compliance risk  Operational risk  Fraud risk  Other credit unions  Credit unions  Credit risk  Credit ris	Large banks					
Fintech firms    Same of the following items	Community banks					
B. Indicate expected levels of risk management concerns for the following items the next three years.  Little to no concern Moderate concern Significant concern Interest rate risk One Credit	Other credit unions					
Little to no concern Moderate concern Significant concern Credit risk	Fintech firms					
Interest rate risk   Liquidity risk   Regulatory/ compliance risk   IT/ cyber risk   Operational risk   Fraud risk   O  O  O  O  O  O  O  O  O  O  O  O  O						_
Liquidity risk  Regulatory/ compliance risk  O  O  O  O  Fraud risk  O  O  O  O  O  O  O  O  O  O  O  O  O	ne next three year					_
Regulatory/ compliance risk   IT/ cyber risk   Operational risk   Fraud risk   O  O  O  O  O  O  O  O  O  O  O  O  O	ne next three year					_
IT/ cyber risk	ne next three year Credit risk Interest rate risk					Significant concern
Operational risk   Fraud risk  O  O  O	ne next three year  Credit risk  Interest rate risk  Liquidity risk	cs.				_
	ne next three year  Credit risk  Interest rate risk  Liquidity risk  Regulatory/ compliance	cs.				_
Strategic risk (e.g., new business	ne next three year  Credit risk  Interest rate risk  Liquidity risk  Regulatory/ compliance  IT/ cyber risk	cs.				_
initiatives, succession planning, etc.)	ne next three year  Credit risk  Interest rate risk  Liquidity risk  Regulatory/ compliance  IT/ cyber risk  Operational risk	cs.				_
Vendor management risk	credit risk Interest rate risk Liquidity risk Regulatory/ complianc IT/ cyber risk Operational risk Fraud risk Strategic risk (e.g., ne	ce risk				_

	ogy
Regulation/control e	environment
New products or ser	rvices
Changes to charter	type or field of membership
Acquisitions	
Expanding facilities	
Advertising and man	rketing/branding
Employee compensa	ation/training
None of the above	
nvesting in over the	e next three years? (Select all that apply) grade
Core conversion/upg	grade
Servicing/collection	
Mobile banking	
Mobile banking Online banking plats	form
Online banking plats	
Online banking plati Customer kiosks/sel ATMs	
Online banking plati Customer kiosks/sel ATMs Artificial intelligence	f-service stations
Online banking plati Customer kiosks/sel ATMs Artificial intelligence	f-service stations e/machine learning applications blockchain applications
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Online banking platic Customer kiosks/sel ATMs Artificial intelligence Distributed ledger/b Payments processing Fraud prevention Data analytics/mark Automation of comp	f-service stations  e/machine learning applications  blockchain applications  g  teting  bliance or reg. reporting functions

	CUSO	In-house	Core provider	Fintech / other vendor
Core conversion/upgrade	$\bigcirc$	$\circ$	$\circ$	$\circ$
Servicing/collection	$\bigcirc$	$\bigcirc$	$\bigcirc$	
Mobile banking				
Online banking platform				
Customer kiosks/self-service stations	$\circ$	0	0	$\circ$
ATMs		$\bigcirc$	$\bigcirc$	
Artificial intelligence/machine learning applications	0	0	0	$\bigcirc$
Distributed ledger/blockchain applications	$\bigcirc$	$\bigcirc$	0	$\bigcirc$
Payments processing			$\bigcirc$	$\bigcirc$
Fraud prevention		$\bigcirc$		
Data analytics/marketing		$\bigcirc$	$\bigcirc$	
Automation of compliance or regulatory reporting functions	$\circ$	0	$\circ$	
Privacy management	$\bigcirc$	0	$\circ$	$\circ$
Other (as specified in previous question)	$\circ$	0	0	$\bigcirc$

 ${\bf 13.}\ Five\ years\ ago,\ roughly\ what\ percent\ of\ your\ operating\ budget\ was\ devoted\ to$ 

cybersecurity?

Capital requireme	ary mortgage market tplace with appropriat system	nment y aligned with industry risks e safeguards against fraud/dat	
Access to seconda A financial market A secure payment	ary mortgage market tplace with appropriat system		
A financial market	tplace with appropriat	e safeguards against fraud/dat	
A secure payment	system	e safeguards against fraud/dat	
	-		a breaches
None of the above	•		
Yes, our credit un	ion is growing <u>faster</u> t	nan needed to remain viable lo	ng term
	hood that your cr	edit union will be involve	ed in a merger in th
5. What is the likeli ext three years?	hood that your cre	edit union will be involve  Somewhat likely	ed in a merger in th Very likely
ext three years?	-		_
	-		_

O O O O O O O O O O O O O O O O O O O	you described by the sound of t	O O O O O O O O O O O O O O O O O O O	O O O O O O O O O O O O O O O O O O O	or the follow	
		O O O O O O O O O O O O O O O O O O O	O O O O O O O O O O O O O O O O O O O	or the follow	
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		O O O O O O O O O O O O O O O O O O O	O O O O O O O O O O O O O O O O O O O	or the follow	
		o o ribe loan	O O O O O O O O O O O O O O O O O O O	or the follow	O O
		ribe loan	demand fo	or the follow	ving
		ribe loan	Odemand fo	or the follow	ving
		ribe loan	demand fo	or the follow	vina
0	0	0	0		
	weak	Average	Somewhat strong	Very strong	We do not offer
0	0				
to first-time	homebuy	ers?			
t	o first-time	o first-time homebuy	o first-time homebuyers?		

22. [Please skip this question if your credit union is FHLB eligibility was modified for credit unions such	_
percent of total assets in residential mortgages was	<del>-</del>
community FIs (which are exempt from the 10 perce	ent requirement), would you
join?  ( Yes	
○ No	
O NO	
23. What options does your credit union use to sell a	mortgage loans? (Select all that
apply)	
GSEs	
Mortgage wholesaler	
Private placement	
CUSO	
FHLB	
Other (please specify)	
None of the above	1
24. What are the key factors influencing how heavily	y you utilize GSEs?
Ease of access relative to alternatives	
Pricing	
None of the above	
25. What percentage of your first mortgage loans outs	tanding qualified to be sold to
the GSEs as of this June?	
26. Approximately what portion of your mortgage original	inations from the past 12
months did you sell in the secondary market?	mations from the past 12
27. Do you plan to sell a larger or smaller portion or	ver the next 12 months?
Larger	
About the same	
○ Smaller	

material impact or	your credit unio	n? (Select all that apply)					
Imposition of fees	on mortgage refinance	ces					
Impending expiration of the GSE Patch							
The ability to sell single-family mortgages currently in forbearance to the GSEs with a LLP							
	Extension of loan processing flexibilities such as alternative appraisals, documentation of income and verification of employment, and use of POA and remote online notarizations						
Establishment of	the foreclosure and ev	viction moratoriums.					
The re-design of t	he Automated Underv	vriting Systems (AUS)					
None of the above	•						
9. How valuable wor or credit union?	ıld each of the fo	llowing be as additional in	nvestment authorities				
	Not valuable	Moderately valuable	Very valuable				
Authority to invest in corporate bonds	$\circ$						
Authority to invest in asset backed securities	$\bigcirc$						
Authority to invest directly in financial technology companies.	0		0				
Authority to invest greater than 1 percent of total paid-in and unimpaired capital and surplus in CUSOs (aggregate).							

# NAFCU 2022 Federal Reserve Survey

#### Part 3 of 5: Non-Interest Income

	-	n's sources of fee income over the past year	
which case, shou	_	ar amount, or as a percent of total fee inco	me (
Overdraft/ NSF fees:			
Monthly service fees			
for savings/ checking			
accounts:			
ATM fees:			
Convenience fees for			
phone payments:			
Convenience fees for			
online payments:			
Inactivity fees:			
Late payment fees:			
Loan origination			
fees:			
Balance transfer			
fees:			
Interchange fees:			
Other:			
	<u> </u>		
31. On average,	now much do you c	harge for:	
Overdraft			
NSF			
<del>-</del>			
22 What names	ago of your mamb	ore have antad in to avandraft protection?	
52. What percen	.age or your memb	ers have opted in to overdraft protection?	

Waive overdraf				
	ft or NSF fees on a	case by case basis		
Intervene when	n a member engag	es in frequent overdra	fts	
Provide targete	ed outreach or edu	cation to members wh	o miss payments	
Lower or elimi	nate fees for certa	in products based on n	nember feedback	
None of the ab	ove			
34. How would y regulation? (Sel	_		ft fees were cappo	ed or eliminated by
Change fees/pr	ricing of checking	accounts		
Change card re	ewards			
Change fees/pr	ricing on credit pro	oducts		
Would not try t	to recoup fee incon	ne		
Other (please s	specify)			
35. In 2021, the Fesuers to ensure to ensure to the present (CNP) ikely require issues the Federal Reservation of the proposed, how would ollowing areas?	hat at least two transactions. I ers to enable no we has not yet f	o unaffiliated nety If this requiremen ew network functi inalized the propo	works are enabled t is finalized as pro- conality and reissons al. If the change	to process card roposed, it would ue debit cards. es are codified as
ssuers to ensure to tot present (CNP) ikely require issue The Federal Reservoroposed, how wou	hat at least two transactions. I ers to enable no we has not yet f	o unaffiliated nety If this requiremen ew network functi inalized the propo	works are enabled t is finalized as pro- conality and reissons al. If the change	to process card roposed, it would ue debit cards. es are codified as
ssuers to ensure to not present (CNP) ikely require issue the Federal Reserve proposed, how would ollowing areas?	hat at least two transactions. I ers to enable no ve has not yet f ild you rate the	o unaffiliated netwood this requirement ew network functionalized the proposition of the	works are enabled t is finalized as pro- conality and reisson osal. If the change redit union in eac	to process card roposed, it would ue debit cards. es are codified as ch of the
ssuers to ensure to not present (CNP) ikely require issue The Federal Reserv proposed, how wou	hat at least two transactions. I ers to enable no ve has not yet f ild you rate the	o unaffiliated netwood this requirement ew network functionalized the proposition of the	works are enabled t is finalized as pro- conality and reisson osal. If the change redit union in eac	to process card roposed, it would ue debit cards. es are codified as ch of the

Decrease debit rewards
Increase fees or service charges for other products
Moderate or decrease investments in payments related products or services
Other (please specify)
None of the above

rvey	
ive Issues	
latory burden is expect please describe how yo en in the second colun to change over the nex	an please describe how t five years.
Past 5 years	Next 5 years
evoted to the following apply) ctivities d practices (UDAAP)	ne number of full-time g compliance activities <u>in the</u>
	latory burden is expectolease describe how you en in the second column to change over the nexton Past 5 years  Past 5 years  u expect to increase the sexpector of the sexpect to increase the sexpector of the se

IT compliance (ex. Part 748)

Capital rules

None of the above

). Has your credi ese types of frau		increase in the numecent years?	iber and/or do	llar amount of
	Yes	No		Not sure
Check fraud				
Wire fraud	$\bigcirc$			
Online/card not present fraud	$\bigcirc$	$\circ$		$\bigcirc$
ACH fraud				
ATM deposit fraud				
Signature fraud				$\bigcirc$
P2P fraud				
riendly fraud				
1erchant				
Manahant	High likelihood	Moderate likelihood M	inimal likelihood	Not likely
ayment processor	$\bigcirc$	$\bigcirc$	$\bigcirc$	
hird-party vendor				
ore service rovider	$\bigcirc$	$\circ$	$\bigcirc$	$\bigcirc$
Criminal actor		$\bigcirc$		
		$\circ$		
nsider threat				

Lack of harmonization	with other state law	
No exemption for entit	ies already subject to the Gramı	m Leach Bliley Act
	n rights/conflict with federal da	
Treatment of geolocati		
	ng what information is exempted	d
Other (please specify)	g	
Ctrief (prease speerly)		
None of the above		
	redit union is operating o	on a level regulatory playing field
h the following:	Yes	No
onbank mortgage	ies	INO
nders		$\bigcirc$
onbank small		
siness loan Iginators	$\bigcirc$	$\bigcirc$
nancial data		
gregators		
onbank payment		
oviders (e.g., P2P rvices)	$\cup$	
ecial Purpose		
epository stitutions (e.g.,		$\bigcirc$
yoming SPDIs)		
ecentralized		
ance entities, gital asset		
otocols		
15. How is your credit	union evaluating buy-nov	w-pay-later (BNPL) or pay-in-4
•		
products?		
oroducts?  Currently offer	n the next 1 2 years	
Currently offer  Planning to introduce in	in the next 1-2 years g but decided not to proceed	

46. Does your cre complementary to				s are
O Yes				
○ No				
47. Does your cre party to buy, sell a  Yes  No		-	_	
48. Which statem members engage				est in helping
Significantly inte	erested			
Moderately inter	rested			
Minimally intere	sted			
O Not interested				
nion?  Directly custody  digital assets for  members	Not useful	Minimallly useful	Somewhat useful	Very useful
Issue stablecoins	$\bigcirc$		$\bigcirc$	$\bigcirc$
ssue tokenized deposits				$\bigcirc$
Acceptance of digital assets as collateral	$\bigcirc$	$\bigcirc$	$\bigcirc$	$\bigcirc$
Invest in digital assets	$\bigcirc$	$\bigcirc$	$\bigcirc$	
O. As compared to urpose of assessing rigin/ancestry, sex,	g diversity, con	sider race, color,	religion/creed, 1	national
	Less diverse	e About a	as diverse	More diverse
Membership diversity		(		0
Staff diversity	O	(		$\bigcirc$
Board member diversity	$\bigcirc$	(		0

	Competitive labor market
	Lack of qualified candidates for technical positions (e.g., IT, legal, software engineering)
	Lack of diverse candidates
	Lack of candidates willing to work in credit union's service area or geographic boundaries
	Cost of living for employees in area where credit union or branches are located
	Other (please specify)
L	
	None of the above
ppl	
	Firewall results from E&I staff
	Aggregation of data by an independent third party
	Reduce length of survey
	Modify content of survey
	Other (please specify)
	None of the above
3. I	s your credit union currently pursuing any of the following changes to your field
	embership (FOM) or charter? (Select all that apply)
	Addition of new geographic area (e.g., statistical area or rural district)
	Addition of new sponsor employee group
	Convert to another type of FOM (e.g., community, multiple common bond, etc.)
	Merger related amendment to FOM
	A 1 100 C 1 1
	Addition of underserved area
	Addition of underserved area  Low-income designation
	Low-income designation

Inability	to add underserved area			
Small or	stagnating SEG groups			
Service	facility requirement			
Populati	on limits for community CU:	s serving statistical	l areas	
Census	definitions for core based or	combined statistic	cal areas	
Slow app	proval process for FOM ame	endments		
Aging m	embership			
Inability	to expand into new commu	nities		
Other (p	lease specify below)			
None of	the above			
Yes No Not a LI	our low-income status	due to newly re	eported census inf	formation?
Yes No Not a LI		ou turned down	a loan application	
Yes No Not a LI  56. In the l occupied h Yes No	CU <b>ast 12 months have yo</b>	ou turned down r maturity limi nion in applying	a loan application t?	
Yes No Not a LI  56. In the l occupied h Yes No	CU ast 12 months have yo ome due to the 15-yea	ou turned down r maturity limi	a loan application t?	
Yes No Not a LI  56. In the l occupied h Yes No No	CU  ast 12 months have you  ome due to the 15-yea  rested is your credit ur	ou turned down r maturity limi nion in applying Moderately	a loan application t? g to become a:	n on a non-owner
Yes No Not a LI  56. In the l occupied h Yes No	CU  ast 12 months have you  ome due to the 15-yea  rested is your credit ur	ou turned down r maturity limi nion in applying Moderately	a loan application t? g to become a:	n on a non-owner

58. If your credit union plans to become a CDFI or is currently certified, which credi union activities or strategic initiatives would benefit the most from CDFI award
funding or technical assistance? (Select all that apply)
Small dollar loan programs
Credit builder programs
Financial literacy training
First time homebuyer programs
Branch expansion
Underserved area expansion
Small business loan programs
None of the above
bank digital currency? (Select all that apply)  Potential member substitution of credit union deposits for CBDC  Competing against an interest-bearing CBDC
Competing against nonbank financial intermediaries offering CBDC accounts
Cost of implementing new technology to implement BSA/AML compliance for CBDC accounts
Managing fraud risk associated with CBDC transactions that may settle in real time
Potential for increased government involvement or participation in retail banking
Other (please specify)
None of the above
60. Is your credit union interested in becoming an SBA approved lender?
○ Yes
○ No
Already an SBA approved lender

uired under Section 1071 of the Dodd-Frank Act (similar to HMDA) influence all business lending activities? Please rate the likelihood of the following marios.  Not likely Somewhat likely Very likely uld reconsider ricipation in siness lending rate the likelihood of the following marios.  Not likely Somewhat likely Very likely very likely uld reconsider ricipation in siness lending rate the likelihood of the following marios.  In the likelihood of the following marios.  Not likely Somewhat likely Very lik	Specific SBA regu	ılations		
Insufficient staff resources to manage SBA relationship/certification  Other (please specify)  None of the above  How would implementation of small business data collection requirements uired under Section 1071 of the Dodd-Frank Act (similar to HMDA) influence all business lending activities? Please rate the likelihood of the following narios.  Not likely Somewhat likely Very likely uild reconsider ricipation in siness lending ricket  uild reduce mber of small siness credit ducts  uild digust fees cover new impliance costs  uild dajust fees cover new impliance costs  uild keep small siness loan ginations below yfuture industry porting threshold g., 100 loans or	Complexity of app	plication process		
Other (please specify)  None of the above  How would implementation of small business data collection requirements uired under Section 1071 of the Dodd-Frank Act (similar to HMDA) influence all business lending activities? Please rate the likelihood of the following narios.  Not likely Somewhat likely Very likely very likely ould reconsider reticipation in siness lending arket  ould reduce mber of small siness credit oducts  ould adjust fees cover new mpliance costs  ould keep small siness loan ginations below y future qualitory porting threshold g., 100 loans or	Insufficient small	business loan demand		
How would implementation of small business data collection requirements uired under Section 1071 of the Dodd-Frank Act (similar to HMDA) influence all business lending activities? Please rate the likelihood of the following narios.  Not likely Somewhat likely Very likely build reconsider riticipation in siness lending whete the ductor of small siness credit adducts build reduce multiplication of small siness credit adducts build dijust fees cover new mpliance costs build keep small siness loan ginations below yfuture gualatory porting threshold g., 100 loans or	Insufficient staff i	resources to manage S	BA relationship/certification	
How would implementation of small business data collection requirements uired under Section 1071 of the Dodd-Frank Act (similar to HMDA) influence all business lending activities? Please rate the likelihood of the following marios.  Not likely Somewhat likely Very likely uld reconsider recipitation in siness lending raket  and reduce mber of small siness credit doducts  and adjust fees cover new mpliance costs  and keep small siness loan ginations below you future pulatory or fitting threshold g., 100 loans or	Other (please spe	cify)		
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rticipation in siness lending arket  ould reduce mber of small siness credit oducts  ould adjust fees cover new mpliance costs  ould keep small siness loan iginations below y future gulatory porting threshold g., 100 loans or		Not likely	Somewhat likely	Very likely
arket  puld reduce mber of small siness credit oducts  puld adjust fees cover new mpliance costs  puld keep small siness loan ginations below y future gulatory porting threshold g., 100 loans or	rticipation in			
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siness credit oducts  ould adjust fees cover new mpliance costs  ould keep small siness loan ginations below y future gulatory porting threshold g., 100 loans or	ould reduce			
oducts  ould adjust fees cover new mpliance costs  ould keep small siness loan iginations below y future gulatory porting threshold g., 100 loans or	mber of small siness credit	$\bigcirc$		
cover new mpliance costs  ould keep small siness loan iginations below y future gulatory porting threshold g., 100 loans or	roducts			
mpliance costs  ould keep small siness loan iginations below y future gulatory porting threshold g., 100 loans or	ould adjust fees			
siness loan iginations below y future gulatory porting threshold g., 100 loans or	mpliance costs			
iginations below y future gulatory porting threshold g., 100 loans or				
gulatory porting threshold g., 100 loans or	ould keep small			
g., 100 loans or	isiness loan iginations below			
	siness loan iginations below y future	$\circ$		$\circ$
	siness loan ginations below y future gulatory porting threshold			
	siness loan ginations below y future gulatory porting threshold g., 100 loans or			
	siness loan ginations below y future gulatory porting threshold g., 100 loans or			
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	y, for faster payment adoption?
Accelerate adoption  Delay adoption	
No change	
	me payments at this time
1vot considering real til	ne payments at this time