

2016 SMALL BUSINESS CREDIT SURVEY

WHO

10,303 SMALL EMPLOYER FIRMS

WHAT

BUSINESSES, a majority of which have 1 to 4 employees and annual revenues of \$1M or less

WHERE

ALL 50 STATES AND WASHINGTON DC

WHEN

Surveyed in FALL 2016

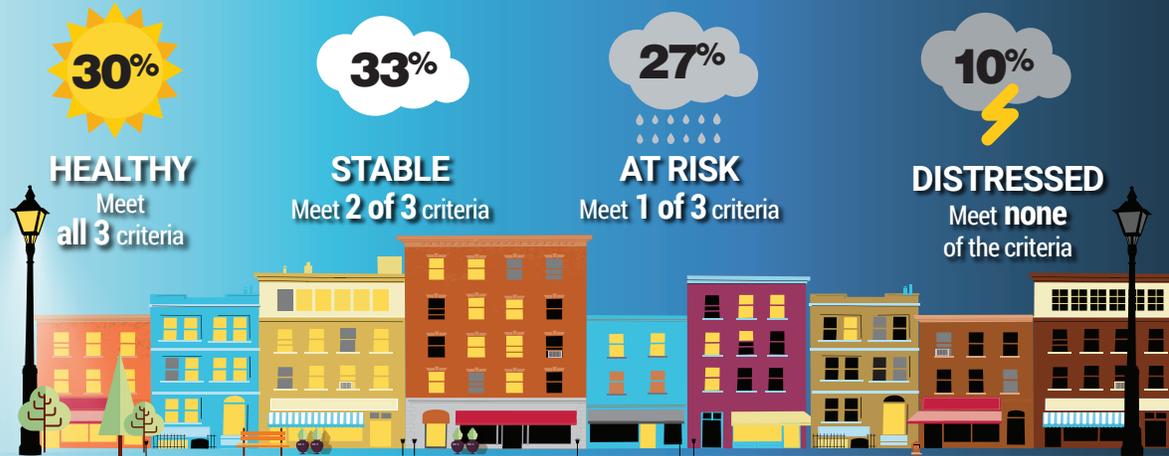
WHY

To learn about FINANCING and BUSINESS CONDITIONS of small firms

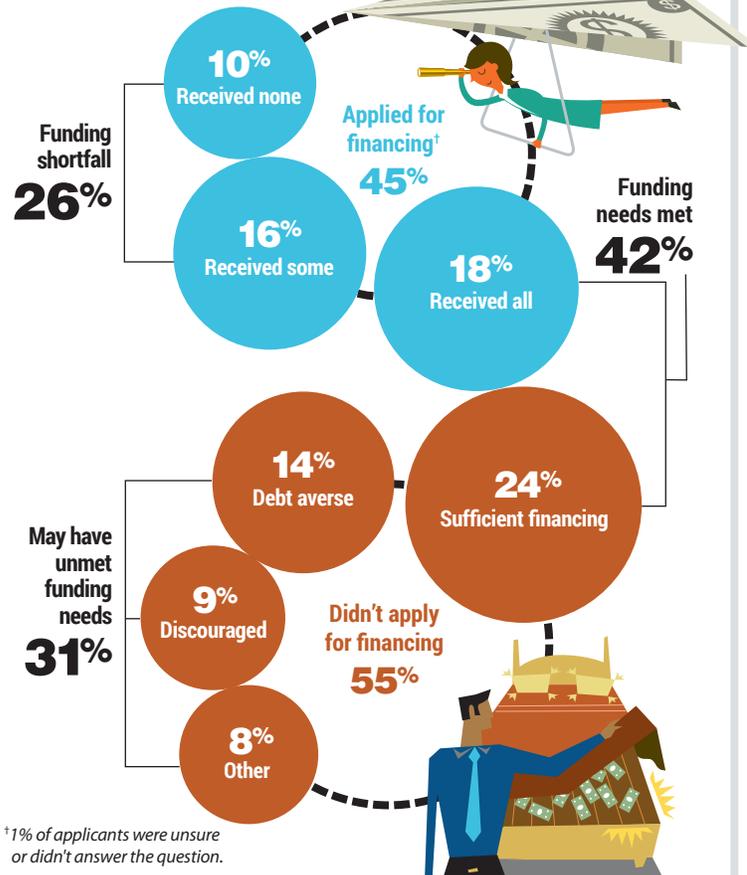
THE CRITERIA

- 1 Profitable** as of year-end 2015
- 2 Low credit risk** (business or owner has good or excellent credit score)
- 3 Uses retained earnings** (does not primarily use owner's personal funds or credit to fund the business)

SMALL FIRM FINANCIAL HEALTH SPECTRUM



DEMAND FOR FINANCING AND FINANCING OUTCOMES



WHERE FIRMS APPLIED FOR LOANS AND LINES OF CREDIT, WERE APPROVED, AND WERE SATISFIED

