

Des Moines Register February 2008 Banker Survey

Iowa Bankers Association Response Summary (112 total respondents)

The *Des Moines Register* recently conducted an unscientific survey of Iowa-based banks and credit unions on mortgage lending and the economy. The IBA distributed this survey as part of our continuing effort to help the media responsibly cover our industry. The survey was conducted from February 25-27, 2008. The results were provided to the *Register* for use in an upcoming story about the condition of Iowa banking. Open-ended comments provided in questions 3 and 11 are not included in this summary.

1. Has your institution made any subprime mortgage loans within the past three years?	Response Percent	Response Count
Yes	6.3%	7
No	93.8%	105

2. If yes, has the result been mostly:	Response Percent	Response Count
Good	71.4%	5
Bad	0.0%	0
Mixed	28.6%	2

3. If you did not make any subprime loans, can you say whether you considered it, and why you rejected moving forward?

4. It appears that interest rates will remain low for the foreseeable future. If they remain low, how does that impact your business plan?	Response Percent	Response Count
Help	26.8%	30
Hurt	49.1%	55
Has no effect	24.1%	27

5. How would you characterize the banking scene for 2008?	Response Percent	Response Count
Excellent	3.6%	4
Good	54.5%	61
Fair	39.3%	44
Poor	2.7%	3

6. Do you primarily consider your bank a:	Response Percent	Response Count
Commercial bank helping businesses.	48.2%	53
Consumer bank helping individuals.	51.8%	57

7. Do you expect that over the next 12 months business and lending conditions in your area will:	Response Percent	Response Count
Improve	54.7%	58
Deteriorate	45.3%	48

8. In the past three years, has your bank:	Response Percent	Response Count
Acquired other bank assets	22.6%	12
Been acquired by another bank	0.0%	0
Opened one or more new branches	50.9%	27
Opened one or more new branches outside of your home county	26.4%	14

9. In the next 12 months, do you expect to:	Response Percent	Response Count
Acquire other bank assets	30.0%	9
Be acquired by another bank	10.0%	3
Open one or more new branches	33.3%	10
Open one or more new branches outside of your home county	26.7%	8

10. The Iowa Student Loan Liquidity Corp. has reported that it has asked banks and credit unions to assist it during its current credit-raising difficulties. Has your institution agreed to increase its ownership of student loans, or will it do so?	Response Percent	Response Count
Yes	27.9%	29
No	72.1%	75

11. Additional comments and willing to be quoted by the Register. Please provide identification of name, telephone, affiliation. Also, let us know the best time to reach you.