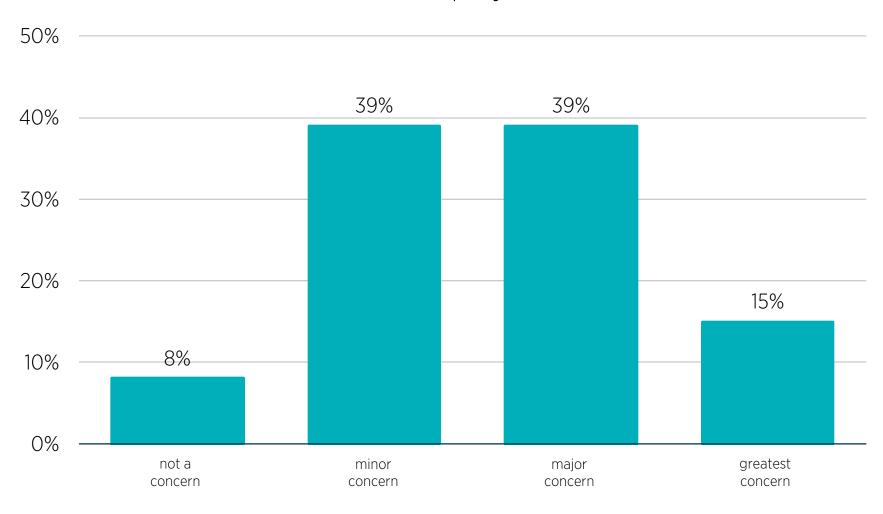
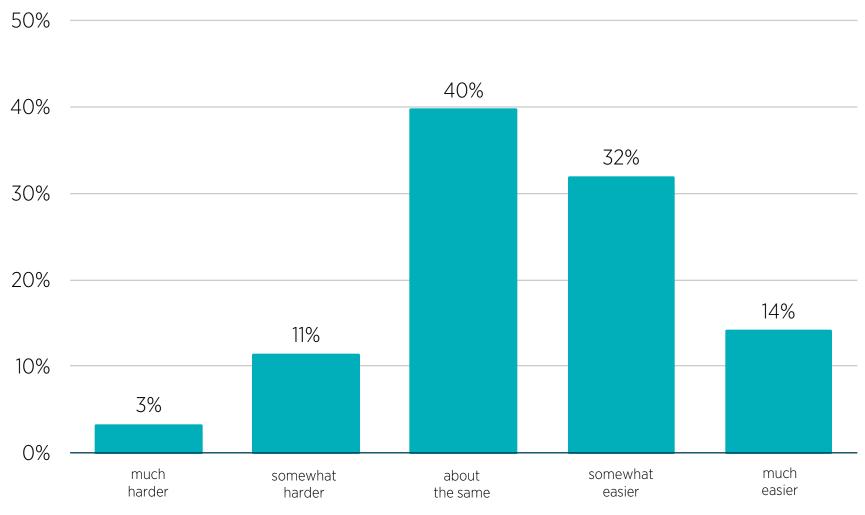
Figure 1. How Big a Concern Is the Ability to Access Capital for the Company?





Note: Total respondents = 445. Source: Author's rendering, based on data from the 2017 Survey on Small Business Capital Access.

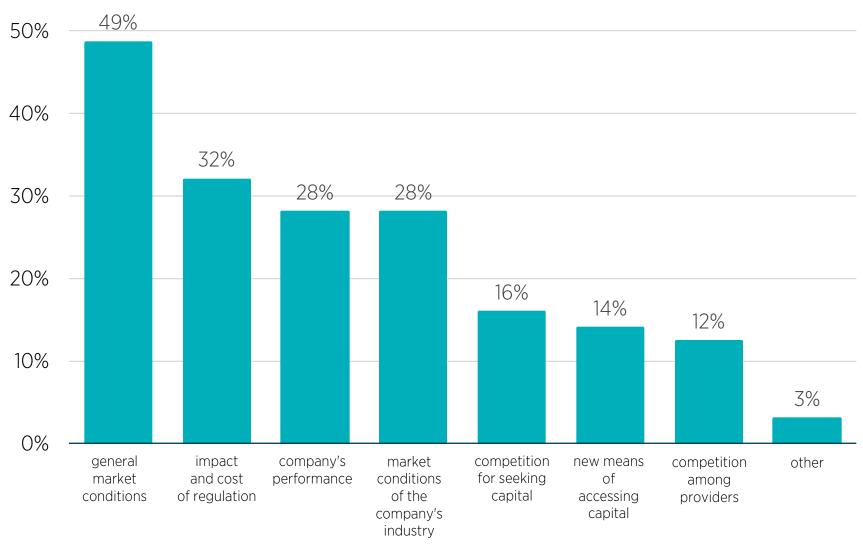
Figure 2. Has Obtaining Access to Capital Become Easier or Harder Than in the Past Five Years?





Note: Total respondents = 445. Source: Author's rendering, based on data from the 2017 Survey on Small Business Capital Access

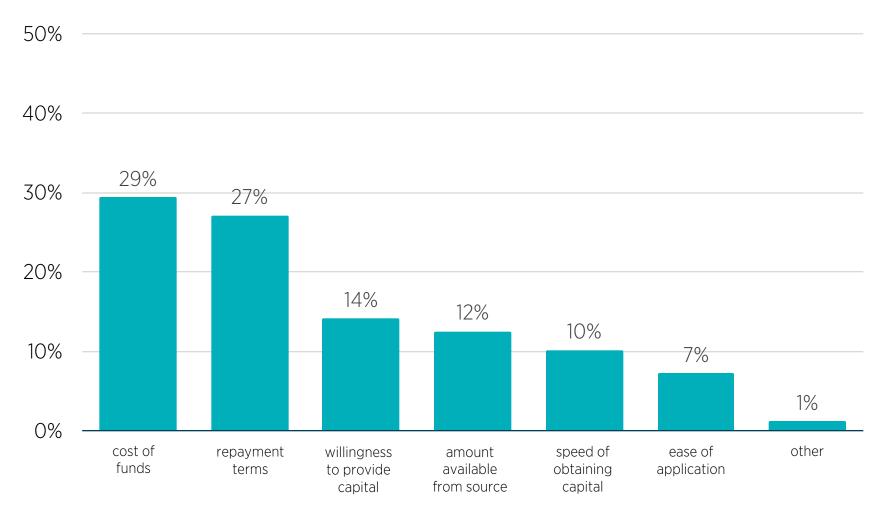
Figure 3. What Affects the Ability to Access Capital?





Note: Total respondents = 445; total responses = 807. Source: Author's rendering, based on data from the 2017 Survey on Small Business Capital Access.

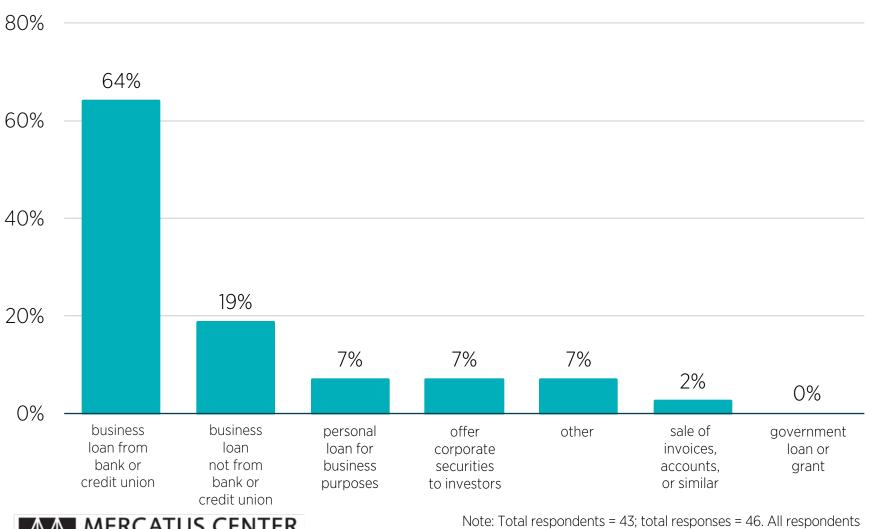
Figure 4. What Is Most Important to the Company When Deciding What Type of Capital to Seek?





Note: Total respondents = 445. Source: Author's rendering, based on data from the 2017 Survey on Small Business Capital Access.

Figure 5. What Type or Types of Outside Capital Did the Company Seek Most Recently?





Note: Total respondents = 43; total responses = 46. All respondents recently sought capital. Source: Author's rendering, based on data from the 2017 Survey on Small Business Capital Access.

Figure 6. What Type of Outside Capital Is the Company Seeking?

80% 60% 46% 43% 40% 27% 23% 18% 20% 10% 6% 0% offer business government business personal sale of other loan from loan loan for corporate invoices, loan or bank or not from business securities grant accounts. credit union bank or purposes to investors or similar



credit union

Note: Total respondents = 136; total responses = 234. All respondents are currently seeking capital. Source: Author's rendering, based on data from the 2017 Survey on Small Business Capital Access.

Figure 7. How Did the Companies That Recently Sought Capital Determine What Source of Capital to Approach Initially?

100% 74% 75% 50% 27% 24% 25% 17% 10% 9% 8% 5% 1% 0% preexisting approached by preexisting guidance from guidance internet approached referral other from business personal representative search advocacy or by mentoring finder/broker government relationship relationship of capital source group



Note: Total respondents = 43; total responses = 76. Source: Author's rendering, based on data from the 2017 Survey on Small Business Capital Access.

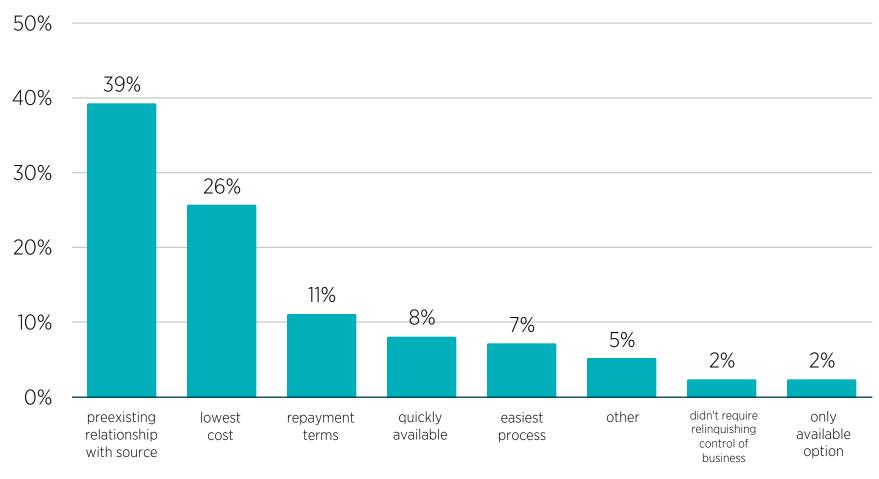
Figure 8. How Did the Companies Currently Seeking Capital Determine What Source of Capital to Approach Initially?

100% 75% 52% 50% 40% 32% 20% 20% 25% 14% 10% 4% 1% 0% guidance from preexisting preexisting approached by guidance approached internet referral other by advocacy or business personal representative search from finder/broker relationship relationship of mentoring government capital source group



Note: Total respondents = 136; total responses = 262. Source: Author's rendering, based on data from the 2017 Survey on Small Business Capital Access.

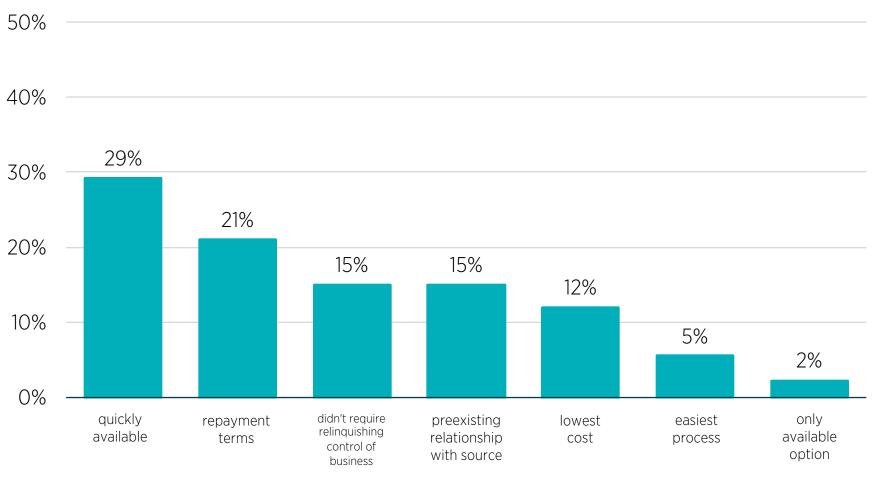
Figure 9. What Was the Main Reason the Companies That Recently Sought Capital Chose the Source of Capital They Ultimately Obtained?





Note: Total respondents = 41. Source: Author's rendering, based on data from the 2017 Survey on Small Business Capital Access.

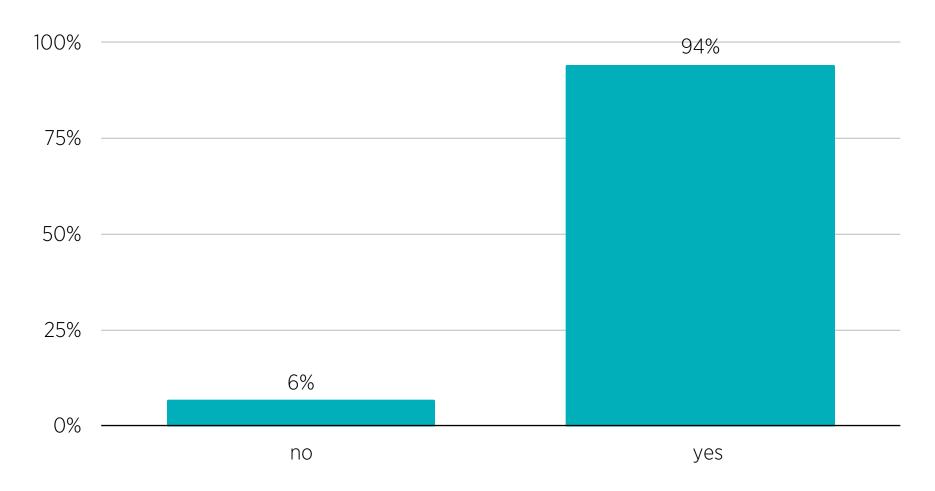
Figure 10. What Was the Main Reason the Companies Currently Seeking Capital Chose the Source of Capital They Ultimately Obtained?





Note: Total respondents = 107. Source: Author's rendering, based on data from the 2017 Survey on Small Business Capital Access.

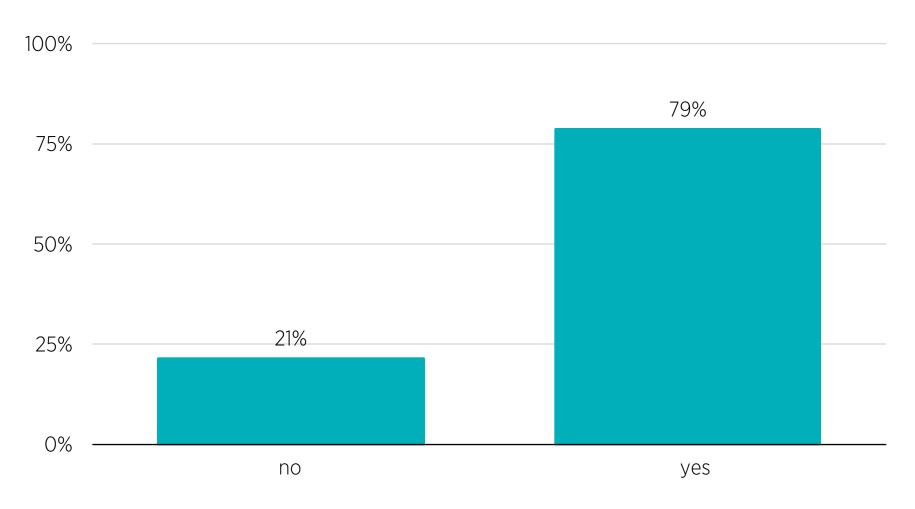
Figure 11. Were the Companies That Recently Sought Capital Successful in Obtaining Capital from Their Initial Target?





Note: Total respondents = 43. Source: Author's rendering, based on data from the 2017 Survey on Small Business Capital Access.

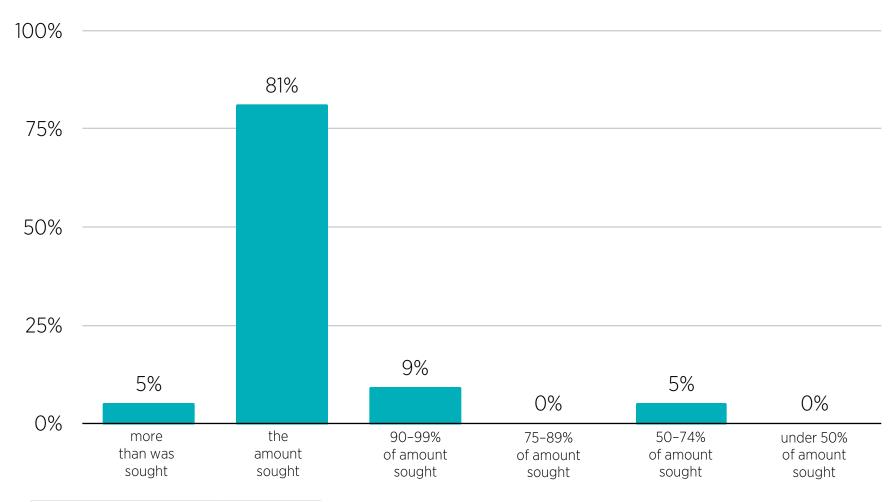
Figure 12. Were the Companies Currently Seeking Capital Successful in Obtaining Capital from Their Initial Target?





Note: Total respondents = 136. Source: Author's rendering, based on data from the 2017 Survey on Small Business Capital Access.

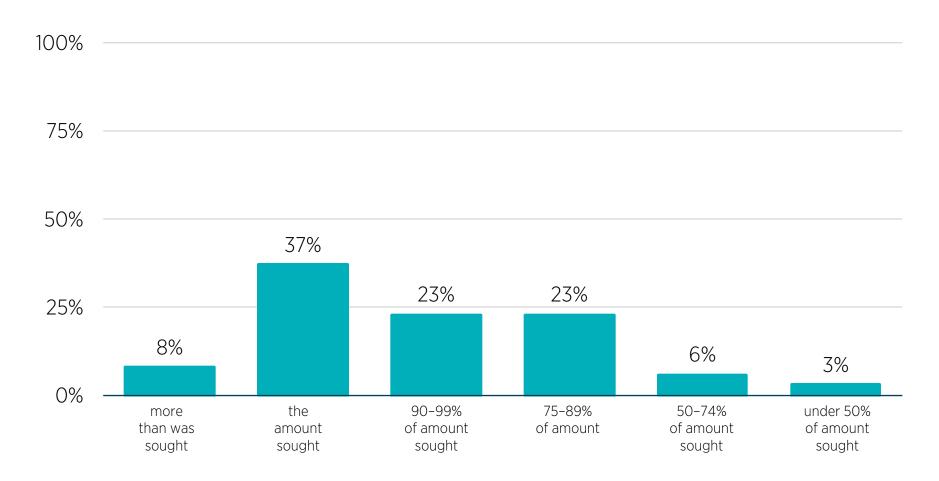
Figure 13. How Much Capital Did the Firms That Recently Sought Capital Ultimately Receive in the Most Recent Effort?





Note: Total respondents = 41. Source: Author's rendering, based on data from the 2017 Survey on Small Business Capital Access.

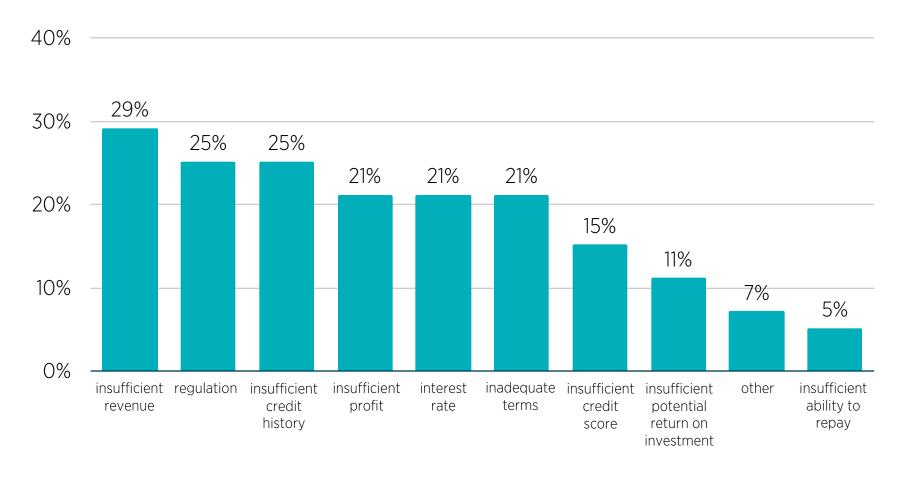
Figure 14. How Much Capital Did the Firms Currently Seeking Capital Ultimately Receive in the Most Recent Effort?





Note: Total respondents = 107. Source: Author's rendering, based on data from the 2017 Survey on Small Business Capital Access.

Figure 15. Why Was the Company Not Offered Some or All of the Capital Initially Sought?





Note: Total respondents = 63; total responses = 114. All respondents are currently seeking capital. Source: Author's rendering, based on data from the 2017 Survey on Small Business Capital Access.

Figure 16. Would the Company Consider Taking a Small Business Loan from a Nonbank Internet-Based Lender?

75% 55% 50% 24% 22% 25% 0% yes no unsure



Note: Total respondents = 445. Source: Author's rendering, based on data from the 2017 Survey on Small Business Capital Access.