The Rise of Finance Companies and FinTech Lenders in Small Business Lending

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Motivation

1. Drop in small businesses lending after 2008 financial crisis
   - Annual bank lending in 2016 is 24% below pre-crisis level
   - Four largest U.S. banks cut lending by 44%

2. Small businesses critical for economic growth
   - Small and medium-sized enterprises account for 48% of total employment and 95% of all firms
   - Two out of three new jobs created by small businesses
   - Employment only back to 2008-level in 2014

Research Question

Did reduction in bank lending cause a slow recovery after 2008?

1. Role of financial sector in the post-2008 recovery
   - Importance of credit supply to bank-dependent firms during recovery
   - Ability of the financial sector to replace bank lending

2. Role of small businesses in the post-2008 recovery
   - Reliance of small businesses on bank funding
   - Substitution to other sources of funding

Empirical challenge

1. **Measurement:** Small business lending
   - Main datasets on small business lending focus exclusively on bank lending
   - Nonbank lenders have been growing since the 2008 crisis
   - Requires U.S.-wide data on *all* sources of small business financing

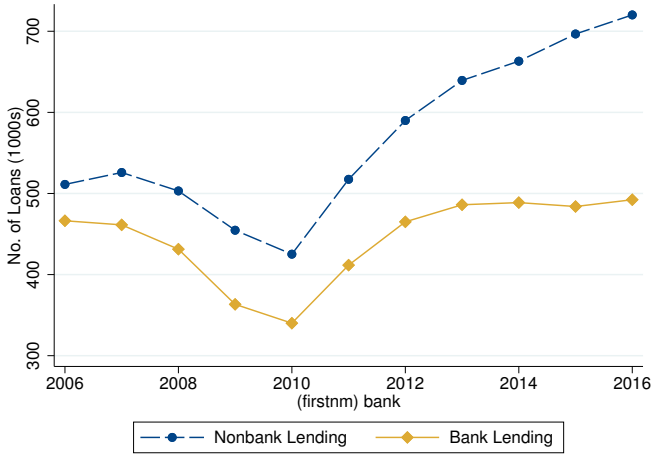
2. **Identification:** Disentangle credit supply vs. credit demand
   - Decline in small business lending may be caused by low credit demand
   - Need plausible quasi-exogenous variation in credit supply

This paper

1. **Measurement:** Collect novel loan-level data on universe of U.S. secured, small business lending
   - Data collected from Uniform Commercial Code (UCC) filings
   - Includes all lenders (e.g., banks, finance companies, FinTech lenders)
   - Covers pre-crisis, crisis, and recovery (2006-2016)
   - Also includes data on industry, collateral

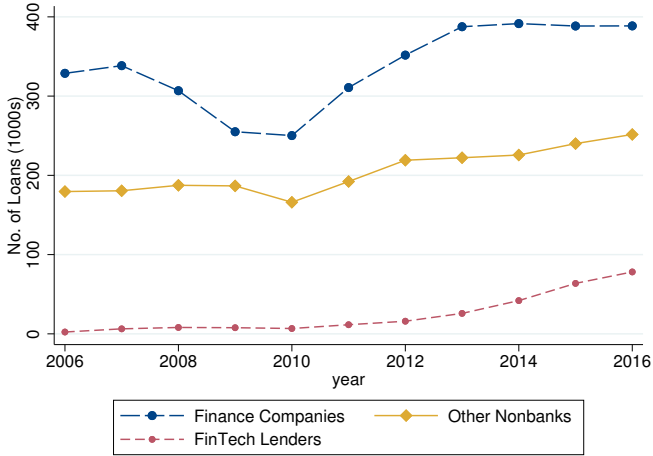
2. **Identification:** Use pre-crisis bank dependence to identify negative credit supply shock
   - Large negative shock to banking sector after 2008 financial crisis
   - Impact varied by geography due to difference in bank dependence
   - Examine effect of credit supply shock on nonbank lending, total lending, and real outcomes by 2006 bank dependence
   - Additional: within-firm estimator & comparing bank-affiliated vs. independent finance companies

Result I: Rise of Nonbank lending



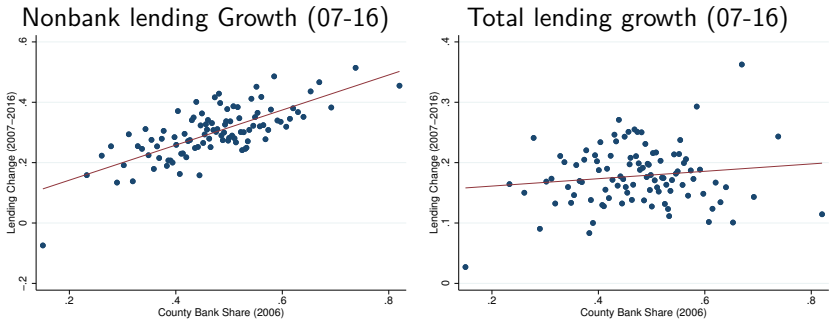
1. Nonbank lenders provide more loans than banks to small businesses
2. Large increase in nonbank lending starting in 2010

Result II: Rise of Finance Companies and FinTech lenders



1. Nonbank lending growth driven by Finance companies and FinTech lenders

Result III: No long-term difference in credit or real effects



1. Nonbank lenders grow more in ares with a larger bank dependence
2. Nonbank lending offsets decline in bank lending $\Rightarrow$ total lending growth (bank + nonbank) does not vary with bank dependence
3. Find no long-term effect of credit supply shock on employment

Finance companies and FinTech lenders

Background on Finance Companies

1. **Funding:** no deposits
   - Finance companies use long-term debt ($\sim 88\%$) vs. banks use deposits ($\sim 75\%$)
   - Does not rely on deposits for long-term lending
   - Not subject to bank regulation; subject to lending laws

2. **Lending:** specialize in business lending
   - Finance companies focus on asset-based lending
   - Independent finance company (lend broadly) vs. captive finance company (only lend against owners' brand)
   - E.g., John Deere, De Lage Landen, Kubota Credit Corporation

3. **Economic size:** firm size vs. market share
   - Different firm size: Top 10 banks (average \$806 bn) are ten times larger than top 10 finance companies (average \$65 bn)
   - Similar market share: total outstanding loans in 2016 for banks are \$299 bn vs. \$388 bn for finance companies

Background on FinTech Lenders

1. **Definition:** Online lenders that do not take deposits
   - Usually based on partnership with regulated funding bank
   - FinTech makes loan and arranges for funding bank to originate
   - Not subject to bank regulation
   - Funding bank typically located in region with no usury limits

2. **Measurement:** Focus on Merchant Cash Advance (MCA) lender
   - MCAs make short-term loans against debit and credit card receivables
   - Valued for speed and convenience; lend at high interest rates
   - Advertised as "unsecured" - Usually secured with blanket lien

Data

UCC Data

1. Uniform Commercial Code (UCC) Filings
   - UCC filings determine priority in bankruptcy
   - Made by lenders when originating a secured loan
   - Filings are publicly available via state-level UCC registries
   - Information on date of origination, borrower, lender, and collateral pledged Sample UCC Filing
2. Create quasi-credit registry for U.S. businesses
   - Covers all secured, non-real estate U.S. business loans
   - Includes all 50 states + DC; covers years 2006 to 2016
   - Includes both loans and leases
   - Does not include loan amount, price terms
3. Complimentary to CRA Data

UCC Data - External Validity

- UCC Data includes all non-real estate, secured lending
- Unsecured credit - nearly all small business lending is secured
  - Luck and Santos (2020) - 96% of small business lending is secured
  - UCC misses credit card borrowing - 1.4% of total borrowing (Federal Reserve Board (2010))
  - FinTech lenders advertise as unsecured but often include blanket lien
- Real estate lending
  - Luck and Santos (2020) - 22% small business lending is secured by real estate
  - NFIB - 13% to 22% of firms borrow against real estate between 2008-11
  - Federal Reserve Small Business Credit Survey (2020) - only 19% firms own their business location
- Estimate UCC data covers 73% of small business lending (CRA data covers 43%)

Summary Statistics

Summary statistics: Loans by lender type

	2006	2010	2016	Δ2006-10(%)	Δ2010-16(%)	Δ2006-16(%)
Banks	**466,373**	**340,088**	**492,307**	**-27.08**	**44.76**	**5.56**
Top4 Banks	79,236	51,201	73,084	-35.38	42.74	-7.76
Small Banks - covered by CRA	262,002	191,931	281,030	-26.74	46.42	7.26
Small Banks - not covered by CRA	115,277	88,804	117,449	-22.96	32.26	1.88
Credit Unions	9,858	8,152	20,744	-17.31	154.47	110.43
Nonbanks	**511,180**	**425,155**	**720,159**	**-16.83**	**69.39**	**40.88**
Captive Finance	216,164	156,779	205,669	-27.47	31.18	-4.86
Independent Finance	112,580	93,426	182,927	-17.01	95.80	62.49
Fintech	2,314	6,763	78,142	192.26	>>100	>>100
Cooperatives	17,643	23,483	30,686	33.10	30.67	73.93
Investment Companies	11,571	6,930	11,802	-40.11	70.30	2.00
Other Nonbanks	150,908	137,774	210,933	-8.70	53.10	39.78

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Empirical Analysis

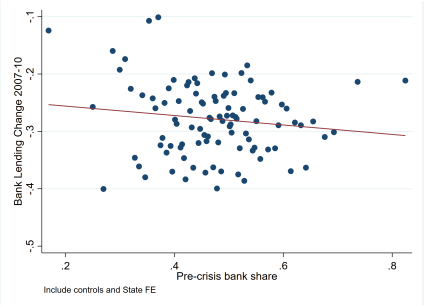
Identification I: Bank dependence by county

- **Concern**: Credit Supply vs. credit demand
  - Supply: Negative shock to supply of bank lending after 2008
  - Demand: Decreased demand for bank lending after 2008
- **Solution:** Use geographic difference in bank dependence *before* financial crisis
  - Decline in bank lending due to national factors
  - Different areas affected differently because of historical variation in bank dependence
  - Control for industry or collateral-specific loan demand
- **Identification Assumption:** Geographic difference in bank dependence uncorrelated with nonbank lender demand

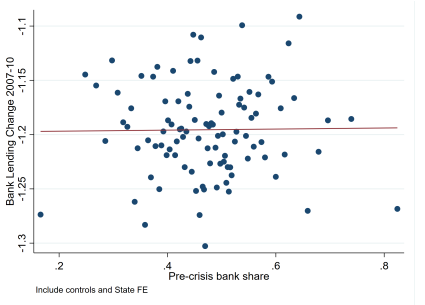
Aggregate banking sector shock

- Bank lending decline: $\frac{\Delta \text{Bank Lending}}{\text{Bank Lending}_{07}}$

Bank lending decline 07-10 (UCC)



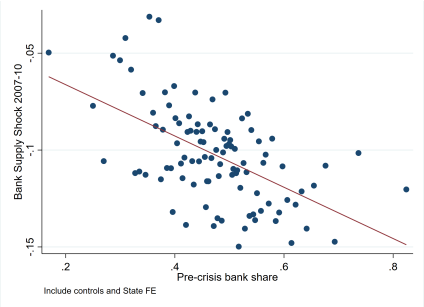
Bank lending decline 07-10 (CRA)



1. Decline in bank lending 07-10 attributed to capital losses, post-2008 regulation, and improved risk management
2. Bank lending decline is uncorrelated with bank dependence

Bank supply shock

- Bank supply shock: $\frac{\Delta \text{Bank Lending}}{\text{Total Lending}_{07}}$



Geographic variation in 2006 bank dependence

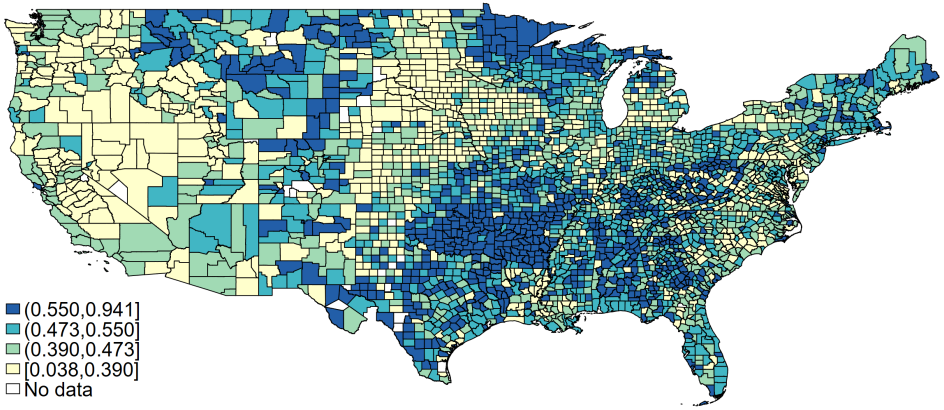


Figure: Geographical distribution of bank shares in the U.S. in 2006

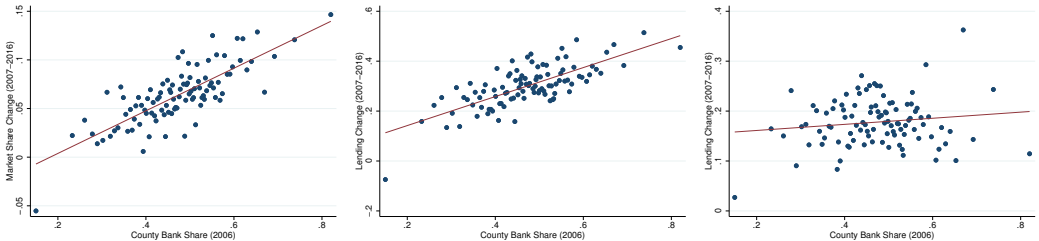
1. Significant variation across U.S.
2. Use state fixed effect to address regional clustering

County-level estimation

$$\Delta Y_c = \alpha_s + \gamma BankShare_{06,c} + \delta X_c + \varepsilon_c,$$

- ΔY_c: County lending growth or Δ market share, 2007-2016
- $BankShare_{06,c}$: Market share of banks in county c in 2006
- α_s: State fixed effects
- X_c: County-level characteristics, 2006
- Standard errors clustered at county-level
- Similar estimation at county-industry-level and county-collateral-level

County-level lending growth



(a) Nonbank Market Share (b) Nonbank Lending (c) Total Lending

Figure: Binscatter plots of 2007–2016 county-lending change on 2006 bank market share

1. Nonbank lending replaces banks $\Rightarrow$ no impact on total lending

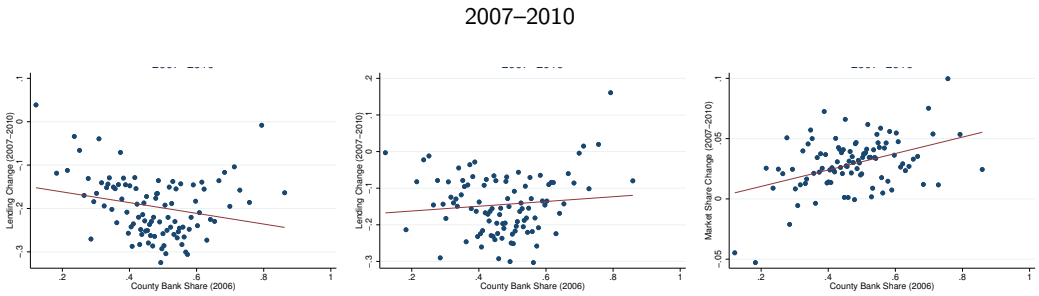
County-level lending growth

	2007-2016		
	(1) Nonbank Market Share	(2) Nonbank Lending	(3) Total Lending
Bank Share$_{06}$	0.218***	0.553***	0.026
	(0.024)	(0.077)	(0.059)
Controls	Y	Y	Y
State FE	Y	Y	Y
Obs.	3,006	3,006	3,006
R^2	0.226	0.522	0.564

1. Move from 10th to 90th percentile of bank share (30.4% $\rightarrow$ 63.4%) increases nonbank market share by 7.2 ppt and nonbank lending by 19.3%

2. Results similar on controlling for industry and collateral

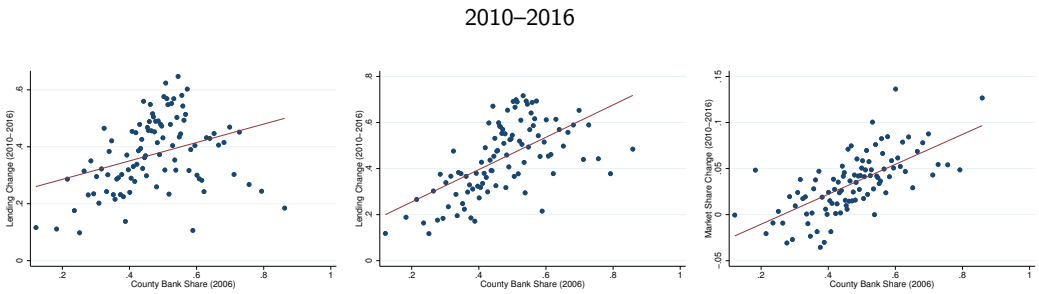
Crisis vs. Recovery Period



(a) Total Lending (b) Nonbank Lending (c) Nonbank Market Share

Figure: Binscatter plots of crisis vs. recovery period county-lending change on 2006 bank market share

Crisis vs. Recovery Period



(a) Total Lending (b) Nonbank Lending (c) Nonbank Market Share

Figure: Binscatter plots of crisis vs. recovery period county-lending change on 2006 bank market share

Identification II: Within-firm estimator

1. **Concern**: Credit Supply vs. credit demand
   - Demand for nonbank loans correlated with 2006 bank dependence

2. **Solution:** Exploit lending by banks vs. nonbanks to the *same* firm
   - Sample: firms with loans from banks and nonbank lenders in 2006-07
   - Controls for firm-level credit demand

3. **Identification Assumption:** No change in borrower preference for bank vs. nonbanks after 2008

Identification II: Within-firm estimator

$$RepeatLoan_{i,b} = \alpha_i + \beta Nonbank_b + \delta X_i + \varepsilon_c,$$

- α_i: Firm-fixed effects
- $RepeatLoan_{i,b}$: Indicator variable for repeat loan to firm i by lender b
- $Nonbank_b$: Indicator variable whether lender is nonbank
- X_i: Firm characteristics

Within-firm estimator

Sample: borrowers that borrow from both banks and nonbanks in 2006/07

$$RepeatLoan_{i,b} = \alpha_i + \beta Nonbank_b + \delta X_i + \varepsilon_c,$$

	(1)	(2)	(3)	(4)
Nonbank	0.034***	0.033***	0.043***	0.049***
	(0.008)	(0.006)	(0.006)	(0.006)
Firm FE	Y	Y	N	N
County FE	N	N	Y	Y
Industry FE	N	N	Y	N
Weighted	N	Y	Y	Y
Obs.	292,260	292,260	292,260	292,260
Cluster	County, Ind	County, Ind	County, Ind	County, Ind
R^2	0.646	0.701	0.088	0.032

Identification III: Natural Experiments

- **Concern** - Pre-crisis bank share not exogenous - may be correlated with other county-level characteristics

- **Solution** - Use natural experiments for quasi-exogenous changes in bank lending after the 2008 financial crisis. Based on Tang (2019), Cortes et. al. (2020), and Buchak et. al. (2018)
  - Tang (2019) - Post-crisis implementation of the accounting rule FAS 166/167 required banks to consolidate off-balance sheet vehicles. Lowered banks' regulatory capital and reduced lending.
  - Cortes et. al. (2020) - exposure to bank stress tests as a negative shock to bank lending
  - Buchak et. al. (2018) - required increase in bank capital due to the Dodd-Frank Act of 2010 as a negative shock to the supply of bank lending.

Natural Experiments

	2007-2016		
	(1) Nonbank Market Share	(2) Nonbank Lending	(3) Total Lending
FAS Share_{07}	0.303***	0.592***	0.009
	(0.058)	(0.147)	(0.122)
Controls	Y	Y	Y
State FE	Y	Y	Y
Obs.	3,011	3,011	3,011
R^2	0.206	0.510	0.561

Natural Experiments

	2007-2016		
	(1) Nonbank Market Share	(2) Nonbank Lending	(3) Total Lending
Stress-test Share_{07}	0.265***	0.493***	0.016
	(0.044)	(0.127)	(0.099)
Controls	Y	Y	Y
State FE	Y	Y	Y
Obs.	3,011	3,011	3,011
R^2	0.208	0.510	0.561

Natural Experiments

	2007-2016		
	(1) Nonbank Market Share	(2) Nonbank Lending	(3) Total Lending
$\Delta(\text{Cap})_{07-16}$	0.027***	0.064***	0.007
	(0.004)	(0.011)	(0.008)
Controls	Y	Y	Y
State FE	Y	Y	Y
Obs.	3,011	3,011	3,011
R^2	0.212	0.514	0.562

- Results extremely robust to different variations in bank supply

Identification IV: Bank-affiliated finance companies

- **Concern** - Changes in bank lending is driven by post-crisis regulation or differences in loan types served by nonbank

- **Solution** - Compare bank-affiliated finance companies to nonbank-affiliated finance companies. Serve similar borrowers but bank-affiliated finance companies are regulated like parent.

Bank vs. Bank Affiliated Finance Companies

	2007-2016	
	(1) Bank-Owned Finance Company Market Share	(2) Independet Finance Company Market Share
Bank Share$_{06}$	−0.030***	0.049***
	(0.011)	(0.018)
Controls	Y	Y
State FE	Y	Y
Obs.	2,213	2,213
R^2	0.122	0.578

1. Bank-affiliated finance companies exhibit similar lending patterns as banks

Real effects: county employment growth

	(1) Δ(Establishments)	(2) Δ(Employment)	(3) Δ(Wages)	(4) Δ(Expansion Rate)
Bank Share$_{06}$	−0.004	−0.038	−0.024	0.017*
	(0.016)	(0.028)	(0.018)	(0.009)
Controls	Y	Y	Y	Y
State FE	Y	Y	Y	Y
Obs.	3021	3021	3021	3021
R^2	0.315	0.140	0.211	0.188

1. No impact of bank dependence on long-term real outcomes
2. Results similar at county-industry level

Robustness

- **Captive vs. Independent Finance Companies** - Captive finance company lending driven by parent company need to increase sales uncorrelated to bank lending drop; separate captive and independent finance companies Captive vs. Independent

- **IV vs. Reduced form** - Results consistent when using "bank supply shock" instead of bank shares IV

- **Top4 Share** - Verify if nonbank growth is explained by Top4 bank lending drop Top4 Controls

- **Large Counties** - Results robust to focusing on large counties Large Counties

- **Per-capita Results** - Results robust to scaling by county population Per-capita

- **HMDA controls** - Results robust to controlling for bank share in mortgage market Mortgage Lending

Conclusion

1. Introduce new dataset on universe of small business lending to study credit supply to SMEs in the aftermath of 2008 financial crisis
2. Finance companies and FinTech lenders can account for "missing" bank lending
   - Finance companies and FinTech lenders replaced bank lending after 2008 financial crisis
3. Negative bank lending supply shock had no long-term real effects
   - We find no long-term impact on establishment growth, employment, and wages
4. Finance and FinTech companies major provider to small businesses
   - Finance and FinTech companies make 60% of small business loans in 2016
   - Should be considered when measuring small business credit and when considering policies concerning small businesses

Appendix

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File Number: 20180091764K
Date Filed: 9/5/2018 11:53:00 AM
Elaine F. Marshall
NC Secretary of State

UCC FINANCING STATEMENT

FOLLOW INSTRUCTIONS

A. NAME & PHONE OF CONTACT AT FILER (optional)
Corporation Service Company

B. E-MAIL CONTACT AT FILER (optional)
FilingDept@cscinfo.com

C. SEND ACKNOWLEDGMENT TO: (Name and Address)

Corporation Service Company
801 Adlai Stevenson Dr
Springfield, IL 62703

THE ABOVE SPACE IS FOR FILING OFFICE USE ONLY

1. DEBTOR'S NAME: Provide only one Debtor name (1a or 1b) (use exact, full name; do not omit, modify, or abbreviate any part of the Debtor's name); if any part of the Individual Debtor's name will not fit in line 1b, leave all of item 1 blank, check here ☐ and provide the Individual Debtor information in item 10 of the Financing Statement Addendum (Form UCC1Ad)

1a. ORGANIZATION'S NAME
First Choice Landscaping, Inc.

OR

1b. INDIVIDUAL'S SURNAME	FIRST PERSONAL NAME	ADDITIONAL NAME(S)/INITIAL(S)		SUFFIX

1c. MAILING ADDRESS	CITY	STATE	POSTAL CODE	COUNTRY
596 BURRAGE ROAD	**CONCORD**	**NC**	**28025**	**USA**

2. DEBTOR'S NAME: Provide only one Debtor name (2a or 2b) (use exact, full name; do not omit, modify, or abbreviate any part of the Debtor's name); if any part of the Individual Debtor's name will not fit in line 2b, leave all of item 2 blank, check here ☐ and provide the Individual Debtor information in item 10 of the Financing Statement Addendum (Form UCC1Ad)

2a. ORGANIZATION'S NAME

OR

2b. INDIVIDUAL'S SURNAME	FIRST PERSONAL NAME	ADDITIONAL NAME(S)/INITIAL(S)		SUFFIX

2c. MAILING ADDRESS	CITY	STATE	POSTAL CODE	COUNTRY

3. SECURED PARTY'S NAME (or NAME of ASSIGNEE of ASSIGNOR SECURED PARTY): Provide only one Secured Party name (3a or 3b)

3a. ORGANIZATION'S NAME
Wells Fargo Vendor Financial Services, LLC

OR

3b. INDIVIDUAL'S SURNAME	FIRST PERSONAL NAME	ADDITIONAL NAME(S)/INITIAL(S)		SUFFIX

3c. MAILING ADDRESS	CITY	STATE	POSTAL CODE	COUNTRY
PO Box 35701	**Billings**	**MT**	**59107**	**USA**

4. COLLATERAL: This financing statement covers the following collateral:

This Financing Statement covers the equipment and other assets described below and/or on any annex, schedule and/or exhibit hereto (which is to be considered an integral part hereof), plus all existing and future replacements, exchanges and substitutions therefor, attachments, accessories, accessions and additions thereto, and insurance, lease, sublease and other proceeds thereof.

Equipment: ONE (1) BOBCAT COMPACT TRACK LOADER, MODEL#: T595 S/N: B3NK18740
ONE (1) BOBCAT SOIL CONDITIONER, MODEL#: 72in HYDRAULIC S/N: S6TE03123
ONE (1) BOBCAT TRENCHER, MODEL#: LT313 3FT DEPTH S/N: 045414032
ONE (1) BOBCAT SOIL CONDITIONER, MODEL#: 84in HYDRAULIC S/N: A6TG03041

Back

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File Number: 20180091764K
Date Filed: 9/5/2018 11:53:00 AM
Elaine F. Marshall
NC Secretary of State

UCC FINANCING STATEMENT
FOLLOW INSTRUCTIONS

A. NAME & PHONE OF CONTACT AT FILER (optional)
Corporation Service Company
B. E-MAIL CONTACT AT FILER (optional)
FilingDept@cscinfo.com
C. SEND ACKNOWLEDGMENT TO: (Name and Address)

Corporation Service Company
801 Adlai Stevenson Dr
Springfield, IL 62703

THE ABOVE SPACE IS FOR FILING OFFICE USE ONLY

1. DEBTOR'S NAME: Provide only one Debtor name (1a or 1b) (use exact, full name; do not omit, modify, or abbreviate any part of the Debtor's name); if any part of the Individual Debtor's name will not fit in line 1b, leave all of item 1 blank, check here ☐ and provide the Individual Debtor information in item 10 of the Financing Statement Addendum (Form UCC1Ad)

1a. ORGANIZATION'S NAME
First Choice Landscaping, Inc.

OR

1b. INDIVIDUAL'S SURNAME	FIRST PERSONAL NAME	ADDITIONAL NAME(S)/INITIAL(S)	SUFFIX

1c. MAILING ADDRESS	CITY	STATE	POSTAL CODE	COUNTRY
596 BURRAGE ROAD	**CONCORD**	**NC**	**28025**	**USA**

2. DEBTOR'S NAME: Provide only one Debtor name (2a or 2b) (use exact, full name; do not omit, modify, or abbreviate any part of the Debtor's name); if any part of the Individual Debtor's name will not fit in line 2b, leave all of item 2 blank, check here ☐ and provide the Individual Debtor information in item 10 of the Financing Statement Addendum (Form UCC1Ad)

2a. ORGANIZATION'S NAME

OR

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2c. MAILING ADDRESS	CITY	STATE	POSTAL CODE	COUNTRY

3. SECURED PARTY'S NAME (or NAME of ASSIGNEE of ASSIGNOR SECURED PARTY): Provide only one Secured Party name (3a or 3b)

3a. ORGANIZATION'S NAME
Wells Fargo Vendor Financial Services, LLC

OR

3b. INDIVIDUAL'S SURNAME	FIRST PERSONAL NAME	ADDITIONAL NAME(S)/INITIAL(S)	SUFFIX

3c. MAILING ADDRESS	CITY	STATE	POSTAL CODE	COUNTRY
PO Box 35701	**Billings**	**MT**	**59107**	**USA**

4. COLLATERAL: This financing statement covers the following collateral:

This Financing Statement covers the equipment and other assets described below and/or on any annex, schedule and/or exhibit hereto (which is to be considered an integral part hereof), plus all existing and future replacements, exchanges and substitutions therefor, attachments, accessories, accessions and additions thereto, and insurance, lease, sublease and other proceeds thereof.

Equipment: ONE (1) BOBCAT COMPACT TRACK LOADER, MODEL#: T595 S/N: B3NK18740
ONE (1) BOBCAT SOIL CONDITIONER, MODEL#: 72in HYDRAULIC S/N: S6TE03123
ONE (1) BOBCAT TRENCHER, MODEL#: LT313 3FT DEPTH S/N: 045414032
ONE (1) BOBCAT SOIL CONDITIONER, MODEL#: 84in HYDRAULIC S/N: A6YG03041

Date of Filing
September 5th 2018

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[redacted]

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ONE (1) BOBCAT SOIL CONDITIONER, MODEL#: 84in HYDRAULIC S/N: A6TG03041

Borrower
First Choice Landscaping
Located in Concord, NC

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Lender
Wells Fargo

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Captive vs. Independent Finance Company

	2007-2016			
	(1) Nonbank Market Share	(2) Captive FC Lending	(3) Independent FC Lending	(4) Total Lending
Bank Share$_{06}$	0.219***	0.479***	0.578***	0.015
	(0.024)	(0.103)	(0.112)	(0.059)
State FE	Y	Y	Y	Y
Controls	Y	Y	Y	Y
Obs.	3,006	2,975	2,921	3,006
R^2	0.230	0.248	0.466	0.566

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Bank Supply Shock (IV)

	2007-2016		
	(1) Nonbank Market Share	(2) Nonbank Lending	(3) Total Lending
Bank Supply$_{07-10}$	−1.653***	−4.193***	−0.206
	(0.302)	(0.993)	(0.458)
Controls	Y	Y	Y
State FE	Y	Y	Y
Obs.	3,004	3,004	3,004
F-stat	25.523	25.523	25.523

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Top4 Bank Share

	2007-2016		
	(1) Nonbank Market Share	(2) Nonbank Lending	(3) Total Lending
Bank Share$_{06}$	0.218***	0.555***	0.028
	(0.024)	(0.077)	(0.059)
Top4 Deposit Share	0.047**	0.176***	0.109**
	(0.020)	(0.068)	(0.051)
State FE	Y	Y	Y
Controls	Y	Y	Y
Obs.	3,003	3,003	3,003
R^2	0.229	0.524	0.566

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Large Counties (Top 100 Counties)

	2007-2016		
	(1) Nonbank Market Share	(2) Nonbank Lending	(3) Total Lending
Bank Share$_{06}$	0.778***	1.593**	0.125
	(0.133)	(0.670)	(0.567)
Controls	Y	Y	Y
State FE	Y	Y	Y
Obs.	88	88	88
R^2	0.720	0.714	0.676

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Per-capita Results

	2007-2016		
	(1) Bank Lending	(2) Nonbank Lending	(3) Total Lending
Bank Share$_{06}$	−939.975***	1009.504***	−31.931
	(262.342)	(343.450)	(478.745)
Controls	Y	Y	Y
State FE	Y	Y	Y
Obs.	3,006	3,006	3,006
R^2	0.184	0.382	0.365

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Mortgage Lending

	2007-2016		
	(1) Nonbank Market Share	(2) Nonbank Lending	(3) Total Lending
Bank Share$_{06}$	0.228***	0.566***	0.017
	(0.024)	(0.078)	(0.060)
Controls	Y	Y	Y
State FE	Y	Y	Y
Obs.	2,941	2,941	2,941
R^2	0.237	0.534	0.575

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