

APPENDIX B

EXPLANATIONS FOR INCLUSION OF SURVEY QUESTIONS

EXPLANATIONS OF INCLUSION OF QUESTIONS IN SURVEY

| Questions | Description | Explanation | Wave of Interview |
|---|--|--|-------------------|
| Introduction/Screeners | | | |
| A1-A2 | Introduction to interview | Introduction to interview | Both |
| A3-A7 | Asks birth date and last four digits of social security number | Check that respondent is sample member | Both |
| Receipt of Self-Employment Services | | | |
| B1-B2 | Receipt of services prior to random assignment. | Baseline information | First |
| B3-B5a B6-B8a B9-B11a B12-B14a B15-B16a | Ask whether respondent has received a service, and if so, obtains a measure of the amount of time spent receiving the services and the name of the organization that provided the service. Services asked about include: classes, workshops, or seminars; one-on-one counseling or technical assistance; peer support groups, and mentoring.; other services | Outcome measures. We ask the name of the organization to identify whether the respondent received the services at a provider of GATE services. | Both |
| B17 | Asks about amount paid for all the services combined | Outcome measure and used in benefit-cost analysis. | Both |
| B21 | Asks those who did not participate in any self-employment programs why they did not. | Helps us understand nonparticipation in self-employment programs | Both |
| B22 | Asks whether they have written a business plan. | Outcome measure | Both |
| B23-B25 | Ask whether services in general and GATE specifically assisted them in the plan. | Used to interpret impact estimates. | Both |
| B26-B28 | Ask whether they have applied for loans, for how many, and whether they applied for an SBA loan. | Outcome measure | Both |
| B29-B31 | Ask whether services in general and GATE specifically assisted them applying for the loans. | Used to interpret impact estimates | Both |
| B32-B33a | Asks how much and in what ways the respondent thought the services helped them. | Used to interpret impact estimates | Both |

| Questions | Description | Explanation | Wave of Interview |
|------------------------------------|--|--|--------------------------|
| B34-B37 | Asks whether the respondent thought the services they received were useful, which service was most helpful, whether other services would have been helpful, and if so, which. | Used to interpret impact estimates and may suggest improvements in program. | Both |
| Self-Employment Experiences | | | |
| C1 | Asks for the reasons the respondent had been interested in being self-employed. | Baseline information | First |
| C2-C3 | Length of time self-employed prior to random assignment, and number of businesses owned. | Baseline information | First |
| C4-C7 | Ask about all self-employment spells since random assignment/last interview. | Used to construct history of self-employment. Outcome measure | Both |
| C8 | Asks about reason the self-employment spell ended. | Describes whether business failed and/or respondent took a better job. Used to interpret impact estimates. | Both |
| C9 | Asks about respondent's labor market activities at end of self-employment spell. | Used to construct history of labor market participation. Outcome measure. | Both |
| C10-C11 | Asks for all businesses operated since random assignment/last interview for the product or activity of the business. We will use this information to code the industry of the business. We also ask whether the respondent is a consultant working for only one company. This will identify people who are effectively <input type="checkbox"/> attached <input type="checkbox"/> to another company but are not formally employed by the company. | Outcome measures. | Both |
| C12-C13 | Asks for all businesses operated since random assignment/last interview for average monthly sales and expenses. | Used to estimate size and profitability of business. Outcome measure. | Both |
| C14 | Asks for all businesses operated since random assignment/last interview for average weekly hours spent working. | Outcome measure | Both |

| Questions | Description | Explanation | Wave of Interview |
|------------------|---|---|--------------------------|
| C15-C18e | Asks for all business operated since random assignment/last interview for measures of the earnings the sample member has received from the business. We ask first for the proportion of total family income received from the business. We then ask about all payments, bonuses, and profit shares the respondent received. | Used to estimate earnings from self-employment. Outcome measure. | Both |
| C19 | Asks about how much the business was sold for. | Used as a measure of the worth of the business. Outcome measure. | Both |
| C21-C22b | Asks for the most recent or current business, about the structure of the business and the ownership of the business. | Outcome measure | Both |
| C23-C26 | Asks for the most recent or current business, how the business was acquired. | Outcome measure | Both |
| C27-C39 | Asks for the most recent or current business, how much capital was put into the business and the sources of that capital. Includes asking the amount, interest rate, and length of any loan. | Outcome measure | Both |
| C40 | Asks whether the most recent/current business is located at the respondent's home, in an incubator, or in a commercially available space. | Outcome measure | Both |
| C41 | Asks for the zip code of the business. | Can be used to indicate whether the business is located in an economically-depressed area. Outcome measure. | Both |
| C43-C49 | Ask of respondent's current business, for the total number of employees, whether they work part or full time, and how many family members work at the business. Also ask for the businesses current payroll and which fringe benefits employees are offered. | Indicates the extent the business has created employment. Outcome measure. | Both |
| C50-C52 | Asks whether respondent receives fringe benefits through the business and whether he/she receives health insurance from another source. | Outcome measure | Both |

| Questions | Description | Explanation | Wave of Interview |
|--|--|--|--------------------------|
| C53 | Asks whether other household members had earnings at the time they started their business. | Baseline information | Both |
| C54 | Asks about the challenges of starting a business. | Descriptive information to inform program development and used to interpret impact estimates | Both |
| C55-C56 | For those who did not start a business since random assignment, we ask what the challenges were that prevented them starting a business. | Descriptive information to inform program development and used to interpret impact estimates | First |
| Employment Working for Someone Else | | | |
| D0-D2 | Ask about years of experience working for someone else and time spent as a manager prior to random assignment. | Baseline information | First |
| D3, D5-D9 | Asks whether they are currently working and whether they have worked for someone else since random assignment/date of last interview. Ask for dates of beginning and end of employment spells. | Used to construct history of employment for someone else. Outcome measure | Both |
| D4 | Asks what they are doing now if they are not working for someone else. | Used to construct history of labor market participation. Outcome measure. | Both |
| D10-D12 | Ask about the type of work they do at each job since random assignment/date of last interview. These questions will be used to code the industry and occupation of the respondent | Outcome measures | Both |
| D13 | Asks about the number of hours worked. | Outcome measure | Both |
| D14-D16 | Ask about the rate of pay. | The responses to these questions and D13 will be used to calculate earnings. Outcome measure | Both |
| D17 | Asks about the availability of fringe benefits to the respondent from any work for someone else. | Outcome measure | Both |

| Questions | Description | Explanation | Wave of Interview |
|---|---|--|--------------------------|
| D19-D21 | Ask about how why the job ended and what the respondent did after the job ended. | Used to construct history of labor market participation. Outcome measure. | Both |
| D22 | Asks about overall current satisfaction from work--whether self-employed or working for someone else. | Outcome measure | Both |
| Income Sources and Amounts | | | |
| E1-E4 | Ask about total household income. | Outcome measure. Asks in ranges for respondents who do not know their exact annual income or are reluctant to provide that information. | Both |
| E5-E8 | Ask about household income from public assistance, including unemployment compensation, Social Security, pensions and other retirement benefits, cash welfare, Veterans' payments, and food stamps. | Outcome measures | Both |
| Household Composition, Marital Status, and Spouse Employment | | | |
| F1 | Marital status | Outcome measure | Both |
| F2-F4 | Asks about earnings of other household members and hours worked | Outcome measure | Both |
| F5-F5b | Household composition | Outcome measure | Both |
| Contact Information | | | |
| G1-G9 | Contact information | Used to locate respondent for second follow-up survey | First |
| G10-G17 | Closing and thanks for interview. Request for minimal contact information. | Thanks and collection of minimal contact information in case need to contact respondent for clarification. | Second |