

**51** **BEGIN**

Single

Min = 1 Max = 1 L = 2

10/11/2013 12:47:00 AM

**{B}{font color="#0000FF"}Access Code: 231-551-477{br/}{br/}{br}Phone: <PHONE> Ext: <PH1EX>{br}Phone2: <PHON2> Ext: <PH2EX>{br}Phone3: <PHON3> Ext: <PH3EX>{br/}{br}Directory Assistance: <TEL1>{br/}{br/}{br}Business Name: <BNAME> {br/}{br/}{br}Contact Name: <CONTACT> {br}Contact Title: <TITLE>{br/}{/font}{br/}{br/}{br}Hello, this is (your name). I'm calling from Washington State University in Pullman, Washington. I am calling you about a research study we are conducting for USDA's Economic Research Service (ERS). May I speak to (Respondent's name) <CONTACT>? We had contacted you earlier about completing this interview by phone, is now a good time? {br/}{br/}{font color="#0000FF"}(IWR: If asks what is this about, say:{/font}" We are studying the challenges businesses are facing in today's tough economy. We want to understand the linkages of what keeps businesses thriving with available resources. The results from this study will be used by USDA to enhance its programs aimed at making U.S. businesses more resilient. The results will also be shared with Congress and other Federal and State agencies that assist businesses and develop programs."){/B}**

==> Roster

Position: 671

| Choices                                     |    |                |
|---|----|----------------|
| Speaking to R                               | 1  | ==><br>/CELL   |
| R not available / Set callback (GB, CB, HB) | 2  | ==><br>/INT01  |
| Non contacts (AM, BC, BZ, ED, NA)           | 3  | ==><br>/INT02  |
| Refusals (R1, R2, R3, RP)                   | 4  | ==><br>/F10    |
| Non-working numbers (CC, DS, MP, WN)        | 5  | ==><br>/VERIFY |
| Communication barrier (HC, LG)              | 6  | ==><br>/INT03  |
| Other codes (DD, DP, OT, RN)                | 7  | ==><br>/INT04  |
| Ineligibles (IE)                            | 8  | ==><br>/INT05  |
| Special project codes ()                    | 9  | ==><br>/INT99  |
| Web/Mail codes                              | 10 | ==><br>/INT98  |

**58** **CELL**

Single  
Min = 1 Max = 1 L = 1  
7/20/2013 12:17:00 AM

**{B}First, for safety reasons, I need to ask if this is a cell phone? {br}{br}{font color="#0000FF"}(IWR read only if necessary{/font} "By cell phone we mean a telephone that is mobile and usable outside of your neighborhood.") {br}{/B}**

==> /CONFDCCELL=2

==> Roster

Position: 692

| Choices |   |              |
|---------|---|--------------|
| Yes     | 1 |              |
| No      | 2 | ==><br>CONFD |
| Refuse  | R | ==><br>CONFD |

**59 CLSAF**

Single  
Min = 1 Max = 1 L = 1  
7/20/2013 12:27:00 AM

**{B}To ensure your safety and the safety of others can you please tell me if you are currently driving a motor vehicle?{br}{br}{font color="#0000FF"}(If yes say:{/font} "Sorry to have bothered you, it is our policy to not conduct surveys with people while they are driving, regardless if they are using bluetooth technology. We will call you back at another time." {font color="#0000FF"}Do not take time to set a call back.){/font} {/B}**

==> Roster

Position: 693

| Choices |   |               |
|---------|---|---------------|
| Yes     | 1 | ==><br>/INT01 |
| No      | 2 | ==><br>CONFD  |
| Refuse  | R | ==><br>/REFUS |

**60 CONFID**

Single  
Min = 1 Max = 1 L = 1  
10/25/2013 3:23:00 AM

**{B}Now I will read a long confidentiality statement which I MUST read word for word; please bear with me.{br}{br}According to the Paperwork Reduction Act of 1995, an agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless it displays a valid OMB control number. The valid OMB control number for this information collection is 0536-0078. The time required to complete this information collection is estimated to average 30 minutes per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and**

reviewing the collection of information. **YOUR RESPONSE IS VOLUNTARY. YOUR ANSWERS TO ALL QUESTIONS ARE CONFIDENTIAL.** All information that is provided by participants to the National Survey of Business Competitiveness will only be used for statistical research purposes and reported in summary form. Your name and that of the business you represent will not be connected to your answers in any way. In accordance with the Confidential Information Protection provisions of Title V, Subtitle A, Public Law 107-347 and other applicable Federal laws, individual responses will be kept confidential and will not be disclosed in identifiable form to anyone outside of the research team. By law, every ERS and SESRC employee is subject to a jail term of up to 5 years, a fine of up to \$250,000 or both if he/she discloses any identifiable information about research participants. This interview may be monitored or recorded by my supervisor to check my work. If I come to any question you would prefer not to answer, just let me know and I will skip over it. Okay?{/B}{br/>{B}

==> Roster  
Position: 694

| Choices                           |   |               |
|-----------------------------------|---|---------------|
| Continue with survey              | 1 | ==><br>/Q01   |
| No - Try refusal prevention       | 2 | ==><br>/F10   |
| Not a good time - Call back later | 3 | ==><br>/INT01 |

**83** **Q01**

Single  
Min = 0 Max = 1 L = 80  
10/8/2013 5:33:00 AM

**{B}First, what is your job title or role? {br/>{/B}**

==> Roster  
Position: 739

**84** **Q02**

Single  
Min = 1 Max = 1 L = 4  
10/25/2013 12:38:00 AM

**{B}Approximately what year did this business begin operating at this location? {br/>{/B}**

\$E 1900 2013

==> Roster  
Position: 819

| Choices    |    |
|------------|----|
| Don't know | -7 |
| Refuse     | -9 |

**85** **Q03**

Single , Open

Min = 1 Max = 1 L = 2  
8/30/2013 3:33:00 AM

**{B}What is the main product or service at this business location? {br}{/B}**

==> Roster  
Position: 823

| Choices        |    |   |
|----------------|----|---|
| Enter response | 01 | 0 |
| Don't know     | -7 |   |
| Refuse         | -9 |   |

**86** **Q04**

Single  
Min = 1 Max = 1 L = 2  
8/30/2013 3:33:00 AM

**{B}Does this business have ONLY ONE location or MORE THAN ONE location? {br}{/B}**

==> Roster  
Position: 825

| Choices                |    |             |
|------------------------|----|-------------|
| Only one location      | 01 | ==><br>Q05A |
| More than one location | 02 |             |
| Don't know             | -7 | ==><br>Q05A |
| Refuse                 | -9 | ==><br>Q05A |

**87** **Q04A**

Single  
Min = 1 Max = 1 L = 2  
10/3/2013 4:00:00 AM

**{B}Is this location this business's headquarters or is it a branch location? {br}{/B}**

==> Roster  
Position: 827

| Choices      |    |
|--------------|----|
| Headquarters | 01 |
| Branch       | 02 |
| Don't know   | -7 |
| Refuse       | -9 |

**88** **Q05A**

Single  
Min = 1 Max = 1 L = 2  
10/25/2013 12:39:00 AM

**{B}Please tell me how important each of the following factors are for locating this business in this community. {br}{br}The first one is {br}**

**Owner-ties to the area. Would you say this factor was not important, somewhat important, or very important for locating this business in this community?**

==> Roster  
Position: 829

| Choices            |    |
|--------------------|----|
| Not important      | 01 |
| Somewhat important | 02 |
| Very important     | 03 |
| Don't know         | -7 |
| Not applicable     | -8 |
| Refuse             | -9 |

**89 Q05B**

Single  
Min = 1 Max = 1 L = 2  
10/25/2013 12:40:00 AM

**(Please tell me how important each of the following factors are for locating this business in this community.) The next one is Availability of low-cost labor. Would you say this factor was not important, somewhat important, or very important for locating this business in this community?**

==> Roster  
Position: 831

| Choices            |    |
|--------------------|----|
| Not important      | 01 |
| Somewhat important | 02 |
| Very important     | 03 |
| Don't know         | -7 |
| Not applicable     | -8 |
| Refuse             | -9 |

**90 Q05C**

Single  
Min = 1 Max = 1 L = 2  
10/25/2013 12:41:00 AM

**(Please tell me how important each of the following factors are for locating this business in this community.) (The next one is) Available skilled labor pool. (Would you say this factor was not important, somewhat important, or very important for locating this business in this community?)**

==> Roster  
Position: 833

| Choices            |    |
|--------------------|----|
| Not important      | 01 |
| Somewhat important | 02 |
| Very important     | 03 |
| Don't know         | -7 |

|                |    |
|----------------|----|
| Not applicable | -8 |
| Refuse         | -9 |

| <b>91</b>   | <b>Q05D</b>            |         |  |               |    |                    |    |                |    |            |    |                |    |        |    |
|---|------------------------|---------|--|---------------|----|--------------------|----|----------------|----|------------|----|----------------|----|--------|----|
|   | Single                 |         |  |               |    |                    |    |                |    |            |    |                |    |        |    |
|   | Min = 1 Max = 1 L = 2  |         |  |               |    |                    |    |                |    |            |    |                |    |        |    |
|   | 10/25/2013 12:41:00 AM |         |  |               |    |                    |    |                |    |            |    |                |    |        |    |
| <p><b>{B}(Please tell me how important each of the following factors are for locating this business in this community.){br/}{br/}(The next one is) {br/}{br/}Access to transportation. {br/}{br/}(Would you say this factor was not important, somewhat important, or very important for locating this business in this community?) {br/}{/B}</b></p> |                        |         |  |               |    |                    |    |                |    |            |    |                |    |        |    |
| <p>==&gt; Roster<br/>Position: 835</p>  |                        |         |  |               |    |                    |    |                |    |            |    |                |    |        |    |
| <table border="1"> <tr> <th colspan="2">Choices</th> </tr> <tr> <td>Not important</td> <td>01</td> </tr> <tr> <td>Somewhat important</td> <td>02</td> </tr> <tr> <td>Very important</td> <td>03</td> </tr> <tr> <td>Don't know</td> <td>-7</td> </tr> <tr> <td>Not applicable</td> <td>-8</td> </tr> <tr> <td>Refuse</td> <td>-9</td> </tr> </table>  |                        | Choices |  | Not important | 01 | Somewhat important | 02 | Very important | 03 | Don't know | -7 | Not applicable | -8 | Refuse | -9 |
| Choices   |                        |         |  |               |    |                    |    |                |    |            |    |                |    |        |    |
| Not important   | 01                     |         |  |               |    |                    |    |                |    |            |    |                |    |        |    |
| Somewhat important  | 02                     |         |  |               |    |                    |    |                |    |            |    |                |    |        |    |
| Very important  | 03                     |         |  |               |    |                    |    |                |    |            |    |                |    |        |    |
| Don't know  | -7                     |         |  |               |    |                    |    |                |    |            |    |                |    |        |    |
| Not applicable  | -8                     |         |  |               |    |                    |    |                |    |            |    |                |    |        |    |
| Refuse  | -9                     |         |  |               |    |                    |    |                |    |            |    |                |    |        |    |

| <b>92</b>   | <b>Q05E</b>            |         |  |               |    |                    |    |                |    |            |    |                |    |        |    |
|---|------------------------|---------|--|---------------|----|--------------------|----|----------------|----|------------|----|----------------|----|--------|----|
|   | Single                 |         |  |               |    |                    |    |                |    |            |    |                |    |        |    |
|   | Min = 1 Max = 1 L = 2  |         |  |               |    |                    |    |                |    |            |    |                |    |        |    |
|   | 10/25/2013 12:41:00 AM |         |  |               |    |                    |    |                |    |            |    |                |    |        |    |
| <p><b>{B}(Please tell me how important each of the following factors are for locating this business in this community.){br/}{br/}(The next one is) {br/}{br/}Access to broadband or high speed internet. {br/}{br/}(Would you say this factor was not important, somewhat important, or very important for locating this business in this community?) {br/}{/B}</b></p> |                        |         |  |               |    |                    |    |                |    |            |    |                |    |        |    |
| <p>==&gt; Roster<br/>Position: 837</p>  |                        |         |  |               |    |                    |    |                |    |            |    |                |    |        |    |
| <table border="1"> <tr> <th colspan="2">Choices</th> </tr> <tr> <td>Not important</td> <td>01</td> </tr> <tr> <td>Somewhat important</td> <td>02</td> </tr> <tr> <td>Very important</td> <td>03</td> </tr> <tr> <td>Don't know</td> <td>-7</td> </tr> <tr> <td>Not applicable</td> <td>-8</td> </tr> <tr> <td>Refuse</td> <td>-9</td> </tr> </table>                    |                        | Choices |  | Not important | 01 | Somewhat important | 02 | Very important | 03 | Don't know | -7 | Not applicable | -8 | Refuse | -9 |
| Choices   |                        |         |  |               |    |                    |    |                |    |            |    |                |    |        |    |
| Not important   | 01                     |         |  |               |    |                    |    |                |    |            |    |                |    |        |    |
| Somewhat important  | 02                     |         |  |               |    |                    |    |                |    |            |    |                |    |        |    |
| Very important  | 03                     |         |  |               |    |                    |    |                |    |            |    |                |    |        |    |
| Don't know  | -7                     |         |  |               |    |                    |    |                |    |            |    |                |    |        |    |
| Not applicable  | -8                     |         |  |               |    |                    |    |                |    |            |    |                |    |        |    |
| Refuse  | -9                     |         |  |               |    |                    |    |                |    |            |    |                |    |        |    |

|  |                        |
|--|------------------------|
| <b>93</b>  | <b>Q05F</b>            |
|  | Single                 |
|  | Min = 1 Max = 1 L = 2  |
|  | 10/25/2013 12:42:00 AM |
| <p><b>{B}(Please tell me how important each of the following factors are for locating this business in this community.){br/}{br/}(The next one is) {br/}{br/}Access to material inputs. {br/}{br/}(Would you say this factor was not</b></p> |                        |

**important, somewhat important, or very important for locating this business in this community?)** {br}{/B}

==> Roster  
Position: 839

| Choices            |    |
|--------------------|----|
| Not important      | 01 |
| Somewhat important | 02 |
| Very important     | 03 |
| Don't know         | -7 |
| Not applicable     | -8 |
| Refuse             | -9 |

**94**

**Q05G**

Single  
Min = 1 Max = 1 L = 2  
10/25/2013 12:42:00 AM

**{B}(Please tell me how important each of the following factors are for locating this business in this community.)**{br}{br}(The next one is) {br}{br}**Access to customers.** {br}{br}(Would you say this factor was not important, somewhat important, or very important for locating this business in this community?) {br}{/B}

==> Roster  
Position: 841

| Choices            |    |
|--------------------|----|
| Not important      | 01 |
| Somewhat important | 02 |
| Very important     | 03 |
| Don't know         | -7 |
| Not applicable     | -8 |
| Refuse             | -9 |

**95**

**Q05H**

Single  
Min = 1 Max = 1 L = 2  
10/25/2013 12:43:00 AM

**{B}(Please tell me how important each of the following factors are for locating this business in this community.)**{br}{br}(The next one is) {br}{br}**Government incentives.** {br}{br}(Would you say this factor was not important, somewhat important, or very important for locating this business in this community?) {br}{/B}

==> Roster  
Position: 843

| Choices            |    |
|--------------------|----|
| Not important      | 01 |
| Somewhat important | 02 |
| Very important     | 03 |
| Don't know         | -7 |
| Not applicable     | -8 |

|        |    |
|--------|----|
| Refuse | -9 |
|--------|----|

|   |                        |
|---|------------------------|
| <b>96</b>   | <b>Q05I</b>            |
|   | Single                 |
|   | Min = 1 Max = 1 L = 2  |
|   | 10/25/2013 12:43:00 AM |
| <p><b>{B}(Please tell me how important each of the following factors are for locating this business in this community.){br/}{br/}(The next one is {br/}{br/}Low taxes. {br/}{br/}(Would you say this factor was not important, somewhat important, or very important for locating this business in this community?) {br/}{/B}</b></p> |                        |
| ==> Roster  |                        |
| Position: 845   |                        |
| <b>Choices</b>  |                        |
| Not important   | 01                     |
| Somewhat important  | 02                     |
| Very important  | 03                     |
| Don't know  | -7                     |
| Not applicable  | -8                     |
| Refuse  | -9                     |

|  |                        |
|--|------------------------|
| <b>97</b>  | <b>Q05J</b>            |
|  | Single                 |
|  | Min = 1 Max = 1 L = 2  |
|  | 10/25/2013 12:43:00 AM |
| <p><b>{B}(Please tell me how important each of the following factors are for locating this business in this community.){br/}{br/}The last one is {br/}{br/}Strong or growing local economy. {br/}{br/}(Would you say this factor was not important, somewhat important, or very important for locating this business in this community?) {br/}{/B}</b></p> |                        |
| ==> Roster   |                        |
| Position: 847  |                        |
| <b>Choices</b>   |                        |
| Not important  | 01                     |
| Somewhat important   | 02                     |
| Very important   | 03                     |
| Don't know   | -7                     |
| Not applicable   | -8                     |
| Refuse   | -9                     |

|   |                       |
|---|-----------------------|
| <b>98</b>   | <b>Q05AA</b>          |
|   | Single                |
|   | Min = 1 Max = 1 L = 2 |
|   | 8/30/2013 3:33:00 AM  |
| <p><b>{B}Please tell me how important each of the following factors are for making this community an attractive place to work. {br/}{br/}The first one is{br/}{br/}Opportunities for outdoor recreation. {br/}{br/}Would you say this factor was not important, somewhat important, or very important for</b></p> |                       |



**making this community an attractive place to work? {br}{/B}**

==> Roster  
Position: 849

| Choices            |    |
|--------------------|----|
| Not important      | 01 |
| Somewhat important | 02 |
| Very important     | 03 |
| Don't know         | -7 |
| Not applicable     | -8 |
| Refuse             | -9 |

**99**

**Q05AB**

Single  
Min = 1 Max = 1 L = 2  
8/30/2013 3:33:00 AM

**{B}(Please tell me how important each of the following factors are for making this community an attractive place to work. ){br}{br}The next one is {br}{br}Scenic beauty such as natural or architectural beauty. {br}{br}Would you say this factor was not important, somewhat important, or very important for making this community an attractive place to work? {br}{/B}**

==> Roster  
Position: 851

| Choices            |    |
|--------------------|----|
| Not important      | 01 |
| Somewhat important | 02 |
| Very important     | 03 |
| Don't know         | -7 |
| Not applicable     | -8 |
| Refuse             | -9 |

**100**

**Q05AC**

Single  
Min = 1 Max = 1 L = 2  
8/30/2013 3:33:00 AM

**{B}(Please tell me how important each of the following factors are for making this community an attractive place to work. ){br}{br}(The next one is) {br}{br}Climate. {br}{br}(Would you say this factor was not important, somewhat important, or very important for making this community an attractive place to work?) {br}{/B}**

==> Roster  
Position: 853

| Choices            |    |
|--------------------|----|
| Not important      | 01 |
| Somewhat important | 02 |
| Very important     | 03 |
| Don't know         | -7 |
| Not applicable     | -8 |

|        |    |
|--------|----|
| Refuse | -9 |
|--------|----|

|   |                       |
|---|-----------------------|
| <b>101</b>  | <b>Q05AD</b>          |
|   | Single                |
|   | Min = 1 Max = 1 L = 2 |
|   | 10/25/2013 4:46:00 AM |
| <p><b>{B}(Please tell me how important each of the following factors are for making this community an attractive place to work. ){br/}{br/}(The next one is) {br/}{br}Access to arts and entertainment. {br/}{br/}(Would you say this factor was not important, somewhat important, or very important for making this community an attractive place to work?) {br/}{/B}</b></p> |                       |
| ==> Roster  |                       |
| Position: 855   |                       |
| <b>Choices</b>  |                       |
| Not important   | 01                    |
| Somewhat important  | 02                    |
| Very important  | 03                    |
| Don't know  | -7                    |
| Not applicable  | -8                    |
| Refuse  | -9                    |

|   |                       |
|---|-----------------------|
| <b>102</b>  | <b>Q05AE</b>          |
|   | Single                |
|   | Min = 1 Max = 1 L = 2 |
|   | 10/25/2013 4:47:00 AM |
| <p><b>{B}(Please tell me how important each of the following factors are for making this community an attractive place to work. ){br/}{br/}(The next one is) {br/}{br}Quality of local schools. {br/}{br/}(Would you say this factor was not important, somewhat important, or very important for making this community an attractive place to work?) {br/}{/B}</b></p> |                       |
| ==> Roster  |                       |
| Position: 857   |                       |
| <b>Choices</b>  |                       |
| Not important   | 01                    |
| Somewhat important  | 02                    |
| Very important  | 03                    |
| Don't know  | -7                    |
| Not applicable  | -8                    |
| Refuse  | -9                    |

|  |                       |
|--|-----------------------|
| <b>103</b>   | <b>Q05AF</b>          |
|  | Single                |
|  | Min = 1 Max = 1 L = 2 |
|  | 8/30/2013 3:33:00 AM  |
| <p><b>{B}The last one is {br/}{br}Access to health care. {br/}{br/}(Would you say this factor was not important, somewhat important, or very important for making this community an attractive place to work?) {br/}{/B}</b></p> |                       |
| ==> Roster   |                       |

Position: 859

| Choices            |    |
|--------------------|----|
| Not important      | 01 |
| Somewhat important | 02 |
| Very important     | 03 |
| Don't know         | -7 |
| Not applicable     | -8 |
| Refuse             | -9 |

**104** **Q06A**

Single

Min = 1 Max = 1 L = 9

10/3/2013 6:21:00 AM

**{B}In 2012, at this location, what was the AVERAGE number of workers who were full-time and part-time{/B} {B}employees on YOUR PAYROLL? {br} {/B}**

\$R.2 0.00 999999.99

==> Roster

Position: 861

| Choices    |    |
|------------|----|
| Don't know | -7 |
| Refuse     | -9 |

**105** **Q06B**

Single

Min = 1 Max = 1 L = 6

10/3/2013 6:20:00 AM

**{B}In 2012, at this location, what was the AVERAGE number of workers who were independent contractors or temporary workers NOT ON YOUR PAYROLL? {br}{br} {/B}**

\$R.2 0.00 999999.99

==> Roster

Position: 870

| Choices    |    |
|------------|----|
| Don't know | -7 |
| Refuse     | -9 |

**106** **Q06ACALC**

Single

Min = 1 Max = 1 L = 9

10/3/2013 10:54:00 PM

**{B}Carries the percent for Q06A with negative numbers (missings values) set to 0 (zero).{/B} {B}Used in Q06SU. {/B}**

==> \*IF(Q06A>=0,Q06A,0)

\$R.2 0.00 999999.99

==> Roster

Position: 876

**107** **Q06BCALC**

Single  
Min = 1 Max = 1 L = 9  
10/3/2013 10:55:00 PM

**{B}Carries the percent for Q06B with negative numbers (missings values) set to 0 (zero).{/B} {B}Used in Q06SU.{/B}**

==> \*IF(Q06B>=0,Q06B,0)  
\$R.2 0.00 999999.99  
==> Roster  
Position: 885

**108** **Q06SU**

Single  
Min = 1 Max = 1 L = 9  
10/3/2013 10:55:00 PM

**{B}Sums Q06ACALC and Q06BCALC{/B}**

==> \*SMR(0,Q06ACALC,Q06BCALC)  
\$R.2 0.00 999999.99  
==> Roster  
Position: 894

**109** **Q06CH**

Single  
Min = 1 Max = 1 L = 2  
10/8/2013 5:14:00 AM

**{B}This business must have had at least 5 workers to be eligible for the survey. {br}{br}These are the numbers I have: {br} {br}<Q06ACALC> full-time and part-time{/B} {B}employees ON YOUR PAYROLL, and {br}<Q06BCALC> workers who were independent contractors or temporary workers NOT ON YOUR PAYROLL. {br}{br}Totaling <Q06SU> Workers. {br}{br}Would like to change either of these? {br}{/B}**

==> +0Else ==> Q07AQ06SU  
==> Roster  
Position: 903

| Choices                                       |    |           |
|---|----|-----------|
| Changes number of employees ON YOUR PAYROLL   | 01 | ==> /Q06A |
| Changes number of workers NOT ON YOUR PAYROLL | 02 | ==> /Q06B |
| Go with the numbers given                     | 03 |           |
| Don't know                                    | -7 |           |
| Refuse  | -9 |           |

**110** **INT30**

Single  
Min = 1 Max = 1 L = 2  
10/8/2013 5:04:00 AM

**{B}Thank you for your time, but we are currently only interviewing businesses with 5 or more workers. {br}{/B}**

==> +0Else ==> Q07AQ06SU

==> Roster  
Position: 905

| Choices                          |    |             |
|----------------------------------|----|-------------|
| Ineligible - Less than 5 workers | 15 | ==><br>/END |

**111** **Q07A**

Single  
Min = 1 Max = 1 L = 2  
10/3/2013 6:50:00 AM

**{B}In the past 12 months, did this business offer a health insurance option for any workers? {br}{/B}**

==> Roster  
Position: 907

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**112** **Q07B**

Single  
Min = 1 Max = 1 L = 2  
10/3/2013 6:50:00 AM

**{B}In the past 12 months, did this business offer a retirement plan? {br}{/B}**

==> Roster  
Position: 909

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**113** **Q07C**

Single  
Min = 1 Max = 1 L = 2  
10/3/2013 6:50:00 AM

**{B}(In the past 12 months, did this business) {br}{br}Pay for worker education, professional development, or training? {br}{/B}**

==> Roster  
Position: 911

| Choices |    |
|---------|----|
| Yes     | 01 |

|            |    |
|------------|----|
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

|   |                       |
|---|-----------------------|
| <b>114</b>  | <b>Q07D</b>           |
|   | Single                |
|   | Min = 1 Max = 1 L = 2 |
|   | 10/3/2013 6:51:00 AM  |
| <b>{B}(In the past 12 months, did this business) {br/}{br}Offer paid maternity, paternity, or family leave? {br/}{/B}</b> |                       |
| ==> Roster  |                       |
| Position: 913   |                       |
| <b>Choices</b>  |                       |
| Yes   | 01                    |
| No  | 02                    |
| Don't know  | -7                    |
| Refuse  | -9                    |

|  |                       |
|--|-----------------------|
| <b>115</b>   | <b>Q07E</b>           |
|  | Single                |
|  | Min = 1 Max = 1 L = 2 |
|  | 10/8/2013 3:50:00 AM  |
| <b>{B}(In the past 12 months, did this business) {br/}{br}Have an employee-ownership plan? {br/}{br}{font color="#0000FF"} {br/}{IWR Definition: Profit sharing or company stock}{/font} {br/}{/B}</b> |                       |
| ==> Roster   |                       |
| Position: 915  |                       |
| <b>Choices</b>   |                       |
| Yes  | 01                    |
| No   | 02                    |
| Don't know   | -7                    |
| Refuse   | -9                    |

|   |                        |
|---|------------------------|
| <b>116</b>  | <b>Q07F</b>            |
|   | Single                 |
|   | Min = 1 Max = 1 L = 2  |
|   | 10/25/2013 12:44:00 AM |
| <b>{B}(In the past 12 months, did this business) {br/}{br}The last one is {br/}{br}Offer paid time off in order for workers to volunteer? {br/}{/B}</b> |                        |
| ==> Roster  |                        |
| Position: 917   |                        |
| <b>Choices</b>  |                        |
| Yes   | 01                     |
| No  | 02                     |
| Don't know  | -7                     |
| Refuse  | -9                     |

**117** **Q08A**

Single  
Min = 1 Max = 1 L = 3  
10/8/2013 3:51:00 AM

**{B}How many workers are managers at this location? {br}{br}{font color="#0000FF"} {br}(IWR Definition: Managers are workers who direct or oversee operations.){/font} {br}{/B}**

\$E 0 100  
==> Roster  
Position: 919

| Choices    |    |
|------------|----|
| Don't know | -7 |
| Refuse     | -9 |

**118** **Q08B**

Single  
Min = 1 Max = 1 L = 3  
10/8/2013 3:51:00 AM

**{B}How many workers are professionals (at this location)? {br}{br}{font color="#0000FF"} {br}(IWR Definition: Professionals are workers who receive a license or credential such as engineers, or accountants.){/font} {br}{/B}**

\$E 0 100  
==> Roster  
Position: 922

| Choices    |    |
|------------|----|
| Don't know | -7 |
| Refuse     | -9 |

**119** **Q09**

Single  
Min = 1 Max = 1 L = 6  
10/3/2013 6:55:00 AM

**{B}In 2012, what is your best estimate of the average hourly wage for non-salaried workers at this location?{br}{/B}**

\$R 1.00 999.99  
==> Roster  
Position: 925

| Choices                 |    |
|-------------------------|----|
| No non-salaried workers | -6 |
| Don't know              | -7 |
| Refuse                  | -9 |

**120** **Q10AP**

Single  
Min = 1 Max = 1 L = 6  
10/8/2013 3:53:00 AM

**{B}In 2012, at this location, what percent of workers were in the occupational category of {br}{br}Management and professional? {br}{br}{font color="#FF0000"} {br}(IWR Note if respondent indicates they would prefer to answer in numbers choose -5 and you will skip to this same series of questions asking numbers rather than percent.){/font}{/B}**

\$R.2 0.00 100.00

==> Roster

Position: 931

| Choices                        |    |              |
|--------------------------------|----|--------------|
| R prefers to answer in numbers | -5 | ==><br>Q10AN |
| Don't know                     | -7 |              |
| Refuse                         | -9 |              |

**121**

**Q10BP**

Single

Min = 1 Max = 1 L = 6

10/8/2013 3:53:00 AM

**{B}(In 2012, at this location,) {br}{br}What percent of workers were in the occupational category of {br}{br}Services? {br}{br}{font color="#0000FF"} {br}(IWR Note if respondent indicates they would prefer to answer in numbers, choose -5 and you will skip to this same series of questions asking numbers rather than percent.){/font}{/B}**

\$R.2 0.00 100.00

==> Roster

Position: 937

| Choices                        |    |              |
|--------------------------------|----|--------------|
| R prefers to answer in numbers | -5 | ==><br>Q10AN |
| Don't know                     | -7 |              |
| Refuse                         | -9 |              |

**122**

**Q10CP**

Single

Min = 1 Max = 1 L = 6

10/8/2013 3:54:00 AM

**{B}(In 2012, at this location,) {br}{br}(what percent of workers were in the occupational category of){br}{br}The next one is{br}{br}Sales and office support?{br}{br}{font color="#0000FF"} {br}(IWR Note if respondent indicates they would prefer to answer in numbers, choose -5 and you will skip to this same series of questions asking numbers rather than percent.){/font}{/B}**

\$R.2 0.00 100.00

==> Roster

Position: 943

| Choices                        |    |              |
|--------------------------------|----|--------------|
| R prefers to answer in numbers | -5 | ==><br>Q10AN |
| Don't know                     | -7 |              |



|        |    |
|--------|----|
| Refuse | -9 |
|--------|----|

|  |  |
|--|--|
| <b>123</b>   | <b>Q10DP</b>   |
|  | Single<br>Min = 1 Max = 1 L = 6<br>10/3/2013 10:47:00 PM |
| <p><b>{B}(In 2012, at this location,) {br}{br}(what percent of workers were in the occupational category of){br}{br}(The next one is){br}{br}Natural resources, construction, and maintenance?{br}{br}{br}{br}{/B}</b></p> |  |
| <p>\$R.2 0.00 100.00<br/>==&gt; Roster<br/>Position: 949</p>   |  |
| <b>Choices</b>   |  |
| R prefers to answer in numbers   | -5      ==><br>Q10AN                                     |
| Don't know   | -7   |
| Refuse   | -9   |

|   |  |
|---|--|
| <b>124</b>  | <b>Q10EP</b>   |
|   | Single<br>Min = 1 Max = 1 L = 6<br>10/3/2013 10:48:00 PM |
| <p><b>{B}(In 2012, at this location,) {br}{br}(what percent of workers were in the occupational category of){br}{br}The last one is{br}{br}Production, transportation, and material moving?{br}{br}{/B}</b></p> |  |
| <p>\$R.2 0.00 100.00<br/>==&gt; Roster<br/>Position: 955</p>  |  |
| <b>Choices</b>  |  |
| R prefers to answer in numbers  | -5      ==><br>Q10AN                                     |
| Don't know  | -7   |
| Refuse  | -9   |

|  |  |
|--|--|
| <b>125</b>   | <b>Q10APCAL</b>  |
|  | Single<br>Min = 1 Max = 1 L = 6<br>10/3/2013 10:49:00 PM |
| <p><b>{B}Carries the percent for Q10AP with negative numbers (missings values) set to 0 (zero).{/B} {B}Used in Q10PSU.{/B}</b></p> |  |
| <p>==&gt; *IF(Q10AP&gt;=0,Q10AP,0)<br/>\$R.2 0.00 100.00<br/>==&gt; Roster<br/>Position: 961</p>                                   |  |

|            |                 |
|------------|-----------------|
| <b>126</b> | <b>Q10BPCAL</b> |
|            | Single          |

Min = 1 Max = 1 L = 6  
10/3/2013 10:51:00 PM

**{B}Carries the percent for Q10BP with negative numbers (missings values) set to 0 (zero).{/B} {B}Used in Q10PSU.{/B}**

==> \*IF(Q10BP>=0,Q10BP,0)

\$R.2 0.00 100.00

==> Roster

Position: 967

**127**

**Q10CPCAL**

Single

Min = 1 Max = 1 L = 6

10/3/2013 10:51:00 PM

**{B}Carries the percent for Q10CP with negative numbers (missings values) set to 0 (zero).{/B} {B}Used in Q10PSU.{/B}**

==> \*IF(Q10CP>=0,Q10CP,0)

\$R.2 0.00 100.00

==> Roster

Position: 973

**128**

**Q10DPCAL**

Single

Min = 1 Max = 1 L = 6

10/3/2013 10:52:00 PM

**{B}Carries the percent for Q10DP with negative numbers (missings values) set to 0 (zero).{/B} {B}Used in Q10PSU.{/B}**

==> \*IF(Q10DP>=0,Q10DP,0)

\$R.2 0.00 100.00

==> Roster

Position: 979

**129**

**Q10EPCAL**

Single

Min = 1 Max = 1 L = 6

10/3/2013 10:52:00 PM

**{B}Carries the percent for Q10EP with negative numbers (missings values) set to 0 (zero).{/B} {B}Used in Q10PSU.{/B}**

==> \*IF(Q10EP>=0,Q10EP,0)

\$R.2 0.00 100.00

==> Roster

Position: 985

**130**

**Q10PSU**

Single

Min = 1 Max = 1 L = 6

10/3/2013 10:52:00 PM

**{B}Sums Q10APCAL-Q10EPCAL{/B}**

==> \*SMR(0,Q10APCAL,Q10BPCAL,Q10CPCAL,Q10DPCAL,Q10EPCAL)

\$R.2 0.00 100.00

==> Roster  
Position: 991

**131** **Q10PCK**

Single

Min = 1 Max = 1 L = 2

10/8/2013 5:42:00 AM

**{B}**I'm sorry, but those percents do not add up to 100% .**{br}** **{br}**These are the numbers I have:**{br}** **{br}**<Q10APCAL>% of your workers are in management and professional.**{br}**<Q10BPCAL>% of your workers are in services.**{br}**<Q10CPCAL>% (of your workers) are in sales and office support.**{br}**<Q10DPCAL>% (of your workers) are in natural resources, construction, and maintenance. **{br}**<Q10EPCAL>% (of your workers) are in production, transportation, and material moving. **{br}** **{br}**Totaling <Q10PSU>% **{br}****{br}**Are there any of those you would like to change? **{br}****{/B}**

==> +0Else ==> Q10A(Q10PSU101 )

==> Roster  
Position: 997

| Choices   |    |            |
|---|----|------------|
| Changes % in management and professional                      | 01 | ==> /Q10AP |
| Changes % in services   | 02 | ==> /Q10BP |
| Changes % in sales and office support                         | 03 | ==> /Q10CP |
| Changes % in natural resources, construction, and maintenance | 04 | ==> /Q10DP |
| Changes % in production, transportation, and material moving  | 05 | ==> /Q10EP |
| Go with the numbers given                                     | 06 | ==> /Q10A  |
| Don't know  | -7 |            |
| Refuse  | -9 |            |

**132** **Q10AN**

Single

Min = 1 Max = 1 L = 9

10/25/2013 12:45:00 AM

**{B}**In 2012, at this location, how many workers were in the occupational category of **{br}****{br}**Management and professional? **{br}****{br}****{/B}**

\$R.2 0.00 999999.99

==> Roster  
Position: 999

| Choices    |    |
|------------|----|
| Don't know | -7 |
| Refuse     | -9 |

| 133   |  | Q10BN |
|---|--|-------|
| Single  |  |       |
| Min = 1 Max = 1 L = 9   |  |       |
| 10/25/2013 12:45:00 AM  |  |       |
| <b>{B}(In 2012, at this location,) {br}{br}How many workers were in the occupational category of {br}{br}Services? {br}{br}{br}{/B}</b> |  |       |
| \$R.2 0.00 999999.99  |  |       |
| ==> Roster  |  |       |
| Position: 1008  |  |       |
| Choices   |  |       |
| Don't know  |  | -7    |
| Refuse  |  | -9    |

| 134  |  | Q10CN |
|--|--|-------|
| Single   |  |       |
| Min = 1 Max = 1 L = 9  |  |       |
| 10/25/2013 12:46:00 AM   |  |       |
| <b>{B}(In 2012, at this location,) {br}{br}(how many workers were in the occupational category of){br}{br}The next one is{br}{br}Sales and office support?{/B}</b> |  |       |
| \$R.2 0.00 999999.99   |  |       |
| ==> Roster   |  |       |
| Position: 1017   |  |       |
| Choices  |  |       |
| Don't know   |  | -7    |
| Refuse   |  | -9    |

| 135  |  | Q10DN |
|--|--|-------|
| Single   |  |       |
| Min = 1 Max = 1 L = 9  |  |       |
| 10/25/2013 12:46:00 AM   |  |       |
| <b>{B}(In 2012, at this location,) {br}{br}(how many workers were in the occupational category of){br}{br}(The next one is){br}{br}Natural resources, construction, and maintenance?{/B}</b> |  |       |
| \$R.2 0.00 999999.99   |  |       |
| ==> Roster   |  |       |
| Position: 1026   |  |       |
| Choices  |  |       |
| Don't know   |  | -7    |
| Refuse   |  | -9    |

| 136  |  | Q10EN |
|--|--|-------|
| Single   |  |       |
| Min = 1 Max = 1 L = 9  |  |       |
| 10/25/2013 12:46:00 AM   |  |       |
| <b>{B}(In 2012, at this location,) {br}{br}(how many workers were in the occupational category of){br}{br}The last one is{br}{br}Production,</b> |  |       |

**transportation, and material moving?{br}{br}{/B}**

\$R.2 0.00 999999.99

==> Roster

Position: 1035

| Choices    |    |
|------------|----|
| Don't know | -7 |
| Refuse     | -9 |

**137**

**Q10A**

Single

Min = 1 Max = 1 L = 2

10/25/2013 12:52:00 AM

**{B}What was the minimum educational level needed for the occupational category of management and professional in 2012. {br}{br}Was it . . .{br}{/B}**

==> Roster

Position: 1044

| Choices  |    |
|--|----|
| Less than high school or no specific education         | 01 |
| At least high school diploma or GED                    | 02 |
| At least associates degree or vocational certification | 03 |
| At least four-year college degree                      | 04 |
| More than four-year college degree                     | 05 |
| Don't know   | -7 |
| Refuse   | -9 |

**138**

**Q10B**

Single

Min = 1 Max = 1 L = 2

10/25/2013 12:52:00 AM

**{B}What was the minimum educational level needed for the occupational category of services? {br}{br}(In 2012,) {br}{br}Was it . . {br}{/B}**

==> Roster

Position: 1046

| Choices  |    |
|--|----|
| Less than high school or no specific education         | 01 |
| At least high school diploma or GED                    | 02 |
| At least associates degree or vocational certification | 03 |
| At least four-year college degree                      | 04 |
| More than four-year college degree                     | 05 |
| Don't know   | -7 |
| Refuse   | -9 |

**139****Q10C**

Single

Min = 1 Max = 1 L = 2

10/25/2013 12:52:00 AM

**{B}(What was the minimum educational level needed for the occupational category of . . . in 2012){br}{br}The next one is{br}{br}Sales and office support. {br}{br}(Was it...){br}{/B}**

==&gt; Roster

Position: 1048

**Choices**

|  |    |
|--|----|
| Less than high school or no specific education         | 01 |
| At least high school diploma or GED                    | 02 |
| At least associates degree or vocational certification | 03 |
| At least four-year college degree                      | 04 |
| More than four-year college degree                     | 05 |
| Don't know   | -7 |
| Refuse   | -9 |

**140****Q10D**

Single

Min = 1 Max = 1 L = 2

10/25/2013 12:53:00 AM

**{B}(What was the minimum educational level needed for the occupational category of . . . in 2012){br}{br}(The next one is){br}{br}Natural resources, construction, and maintenance.{br}{br}(Was it...){br}{/B}**

==&gt; Roster

Position: 1050

**Choices**

|  |    |
|--|----|
| Less than high school or no specific education         | 01 |
| At least high school diploma or GED                    | 02 |
| At least associates degree or vocational certification | 03 |
| At least four-year college degree                      | 04 |
| More than four-year college degree                     | 05 |
| Don't know   | -7 |
| Refuse   | -9 |

**141****Q10E**

Single

Min = 1 Max = 1 L = 2

10/25/2013 12:54:00 AM

**{B}(What was the minimum educational level needed for the occupational category of . . . in 2012){br}{br}The last one is{br}{br}Production, transportation, and material moving.{br}{br}(Was it...){br}{br}{/B}**

==&gt; Roster

Position: 1052

| Choices  |    |
|--|----|
| Less than high school or no specific education         | 01 |
| At least high school diploma or GED                    | 02 |
| At least associates degree or vocational certification | 03 |
| At least four-year college degree                      | 04 |
| More than four-year college degree                     | 05 |
| Don't know   | -7 |
| Refuse   | -9 |

**142** **Q11**

Single

Min = 1 Max = 1 L = 2

8/30/2013 3:33:00 AM

**{B}Is any part of the workforce unionized or covered by a collective bargaining agreement? {br}{/B}**

==> Roster

Position: 1054

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**143** **Q12**

Single

Min = 1 Max = 1 L = 2

10/3/2013 9:55:00 PM

**{B}In the past 3 years, has finding qualified applicants for your workforce, not including managers and professionals, been very difficult, somewhat difficult, or not difficult? {br}{/B}**

==> Roster

Position: 1056

| Choices            |    |            |
|--------------------|----|------------|
| Very difficult     | 01 |            |
| Somewhat difficult | 02 |            |
| Not difficult      | 03 | ==><br>Q13 |
| Don't know         | -7 | ==><br>Q13 |
| Refuse             | -9 | ==><br>Q13 |

**144** **Q12A**

Single

Min = 1 Max = 1 L = 2  
8/30/2013 3:33:00 AM

**{B}Why has it been difficult to find qualified applicants for your workforce?  
{br/}{br}Is this due to the quality of the labor pool? {br/}{/B}**

==> Roster

Position: 1058

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**145**

**Q12B**

Single

Min = 1 Max = 1 L = 2  
8/30/2013 3:33:00 AM

**{B}(Why has it been difficult to find qualified applicants for your workforce?) {br/}{br}Is this due to increases in required skills and knowledge? {br/}{/B}**

==> Roster

Position: 1060

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**146**

**Q12C**

Single

Min = 1 Max = 1 L = 2  
10/25/2013 1:32:00 AM

**{B}(Why has it been difficult to find qualified applicants for your workforce?) {br/}{br}(Is this due to an) {br/}{br}Insufficient number of workers available locally? {br/}{/B}**

==> Roster

Position: 1062

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**147**

**Q12D**

Single

Min = 1 Max = 1 L = 2  
10/25/2013 1:32:00 AM

**{B}(Why has it been difficult to find qualified applicants for your**



**workforce?) {br}{br}(Is this due to){br}{br}Limited interest among job seekers for openings at this business? {br}{/B}**

==> Roster

Position: 1064

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**148** **Q13**

Single

Min = 1 Max = 1 L = 2

8/30/2013 3:33:00 AM

**{B}Does this business have written position descriptions? {br}{/B}**

==> Roster

Position: 1066

| Choices    |    |             |
|------------|----|-------------|
| Yes        | 01 |             |
| No         | 02 | ==><br>Q14A |
| Don't know | -7 | ==><br>Q14A |
| Refuse     | -9 | ==><br>Q14A |

**149** **Q13A**

Single

Min = 1 Max = 1 L = 2

8/30/2013 3:33:00 AM

**{B}Are training requirements documented in those position descriptions? {br}{/B}**

==> Roster

Position: 1068

| Choices    |    |             |
|------------|----|-------------|
| Yes        | 01 |             |
| No         | 02 | ==><br>Q14A |
| Don't know | -7 | ==><br>Q14A |
| Refuse     | -9 | ==><br>Q14A |

**150** **Q13B**

Single

Min = 1 Max = 1 L = 2

10/3/2013 9:58:00 PM

**{B}Does this business track whether workers complete or if they have already completed these training requirements? {br}{/B}**

==> Roster

Position: 1070

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**151**

**Q14A**

Single

Min = 1 Max = 1 L = 2

10/25/2013 1:33:00 AM

**{B}Please tell me if the following technologies are currently used at this business. {br}{br}The first one is {br}{br}Does this business currently use personal computers or laptops, not including smart phones? {br}{/B}**

==> Roster

Position: 1072

| Choices    |    |             |
|------------|----|-------------|
| Yes        | 01 |             |
| No         | 02 | ==><br>Q17A |
| Don't know | -7 | ==><br>Q17A |
| Refuse     | -9 | ==><br>Q17A |

**152**

**Q14B**

Single

Min = 1 Max = 1 L = 2

10/25/2013 1:34:00 AM

**{B}(Please tell me if the following technologies are currently used at this business.) {br}{br}The next one is {br}{br}Does this business use broadband or high speed internet? {br}{/B}**

==> Roster

Position: 1074

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**153**

**Q14C**

Single

Min = 1 Max = 1 L = 2

10/25/2013 1:35:00 AM

**{B}(Please tell me if the following technologies are currently used at this business.) {br}{br}(The next one is) {br}{br}Does this business use the Internet for sales of products or services (also known as e-commerce)? {br}{/B}**

==> Roster

Position: 1076

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**154**

**Q14D**

Single

Min = 1 Max = 1 L = 2

10/25/2013 1:36:00 AM

**{B}(Please tell me if the following technologies are currently used at this business.) {br}{br}(The next one is){br}{br}Are supplies purchased over the Internet (also known as e-procurement)? {br}{/B}**

==> Roster

Position: 1078

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**155**

**Q14E**

Single

Min = 1 Max = 1 L = 2

10/25/2013 1:36:00 AM

**{B}(Please tell me if the following technologies are currently used at this business.) {br}{br}(The next one is){br}{br}Is this business currently using web advertising? {br}{/B}**

==> Roster

Position: 1080

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**156**

**Q14F**

Single

Min = 1 Max = 1 L = 2

10/25/2013 1:37:00 AM

**{B}(Please tell me if the following technologies are currently used at this**

**business.) {br}{br}(The next one is){br}{br}Does this business market by direct email? {br}{/B}**

==> Roster

Position: 1082

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**157** **Q14G**

Single

Min = 1 Max = 1 L = 2

10/25/2013 1:39:00 AM

**{B}(Please tell me if the following technologies are currently used at this business.) {br}{br}(The next one is){br}{br}Does this business currently use social media, such as LinkedIn or Facebook? {br}{/B}**

==> Roster

Position: 1084

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**158** **Q14H**

Single

Min = 1 Max = 1 L = 2

10/3/2013 9:59:00 PM

**{B}Does this business issue smart phones to (any) workers? {br}{/B}**

==> Roster

Position: 1086

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**159** **Q14I**

Single

Min = 1 Max = 1 L = 2

10/25/2013 1:41:00 AM

**{B}(Please tell me if the following technologies are currently used at this business.) {br}{br}(The next one is){br}{br}Does this business use RFID readers, barcode, or optical scanners (such as Radio Frequency Identification)? {br}{br}{font color="#0000FF"} {br}(IWR: RFID is read as R-F-I-D --- which stands for Radio Frequency Identification){br}If any sort of**

**hand held scanners are used in this business answer as yes){/font} {br}{/B}**

==> Roster

Position: 1088

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**160**

**Q14J**

Single

Min = 1 Max = 1 L = 2

10/25/2013 1:41:00 AM

**{B}(Please tell me if the following technologies are currently used at this business.) {br}{br}(The next one is){br}{br}Does this business use computer software specifically designed for your business or industry? {br}{/B}**

==> Roster

Position: 1090

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**161**

**Q14K**

Single

Min = 1 Max = 1 L = 2

10/25/2013 1:41:00 AM

**{B}(Please tell me if the following technologies are currently used at this business.) {br}{br}(The next one is){br}{br}Does this business use an integrated enterprise resource planning system, such as SAP or Microsoft Dynamics? {br}{br}{font color="#0000FF"} {br}(IWR Prompt: SAP, Microsoft Dynamics, or Oracle Applications include functions for accounting, logistics, human resources, and/or sales management, along with other functions.){/font} {br}{/B}**

==> Roster

Position: 1092

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**162**

**Q14L**

Single

Min = 1 Max = 1 L = 2

10/25/2013 1:41:00 AM

**{B}(Please tell me if the following technologies are currently used at this business.) {br}{br}(The next one is){br}{br}Does this business use a stand-alone supply chain or logistics management software? {br}{br}{font color="#0000FF" } {br}(IWR: standalone means software that is used independently of other software to provide a specific set of services.){/font} {br}{/B}**

==> Roster  
Position: 1094

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**163** **Q14M**

Single  
Min = 1 Max = 1 L = 2  
10/25/2013 1:42:00 AM

**{B}(Please tell me if the following technologies are currently used at this business.) {br}{br}The last one is{br}{br}Does this business use a stand-alone customer relationship management software? {br}{/B}**

==> Roster  
Position: 1096

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**164** **Q15**

Single  
Min = 1 Max = 1 L = 6  
10/3/2013 10:56:00 PM

**{B}What percent of this business's sale of products or services comes over the Internet? {br}{/B}**

==> +1Q14C<>01  
\$R.2 0.00 100.00  
==> Roster  
Position: 1098

| Choices    |    |
|------------|----|
| Don't know | -7 |
| Refuse     | -9 |

**165** **Q16**

Single  
Min = 1 Max = 1 L = 6

10/25/2013 1:42:00 AM

**{B}What percent of your workforce, not including managers and professionals, uses computers on a daily basis? {br}{/B}**

\$R.2 0.00 100.00

==> Roster

Position: 1104

| Choices    |    |
|------------|----|
| Don't know | -7 |
| Refuse     | -9 |

**166**

**Q17A**

Single

Min = 1 Max = 1 L = 2

10/25/2013 1:43:00 AM

**{B}Next we would like to ask about factors that may have limited this business's use of information and communications technology. {br}{br}Has the cost of equipment and software limited this business's use of technologies? {br}{/B}**

==> Roster

Position: 1110

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**167**

**Q17B**

Single

Min = 1 Max = 1 L = 2

10/25/2013 1:44:00 AM

**{B}(Factors that may have limited this business's use of information and communications technology.) {br}{br}Has the cost of information and communications services limited this business's use of technology? {br}{/B}**

==> Roster

Position: 1112

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**168**

**Q17C**

Single

Min = 1 Max = 1 L = 2

10/25/2013 1:44:00 AM

**{B}(Factors that may have limited this business's use of information and**

**communications technology.)}{br/>{br/}(Has the) {br/>{br/}Lack of access to adequate broadband or high speed internet? {br/>{br/}(limited this business's use of technology?) {br/>{/B}**

==> Roster

Position: 1114

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**169**

**Q17D**

Single

Min = 1 Max = 1 L = 2

8/30/2013 3:33:00 AM

**{B}(Has the) {br/>{br/}Lack of knowledge? {br/>{br/}(Limited this business's use of technology?) {br/>{/B}**

==> Roster

Position: 1116

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**170**

**Q17E**

Single

Min = 1 Max = 1 L = 2

10/25/2013 1:44:00 AM

**{B}(Factors that may have limited this business's use of information and communications technology.)}{br/>{br/}Does this business have difficulty integrating new technologies into the current way you do business? {br/>{/B}**

==> Roster

Position: 1118

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**171**

**Q18A**

Single

Min = 1 Max = 1 L = 2

10/25/2013 1:45:00 AM

**{B}Next we would like to know the main sources businesses' use to learn about new opportunities or ways of doing things. {br/>{br/}How valuable to**



**this business are your SUPPLIERS as a source of new information? {br}{br}Would you say not at all valuable, somewhat valuable or very valuable? {br}{/B}**

==> Roster

Position: 1120

| Choices             |    |
|---------------------|----|
| Not at all valuable | 01 |
| Somewhat valuable   | 02 |
| Very valuable       | 03 |
| Don't know          | -7 |
| Refuse              | -9 |

**172**

**Q18B**

Single

Min = 1 Max = 1 L = 2

10/25/2013 1:52:00 AM

**{B}How valuable to this business are your CUSTOMERS as a source of new information? {br}{br}Would you say not at all valuable, somewhat valuable or very valuable? {br}{/B}**

==> Roster

Position: 1122

| Choices             |    |
|---------------------|----|
| Not at all valuable | 01 |
| Somewhat valuable   | 02 |
| Very valuable       | 03 |
| Don't know          | -7 |
| Refuse              | -9 |

**173**

**Q18C**

Single

Min = 1 Max = 1 L = 2

10/3/2013 11:13:00 PM

**{B}(How valuable to this business are) {br}{br}Other business people in your industry (as a source of new information)? {br}{br}(Would you say not at all valuable, somewhat valuable or very valuable?) {br}{/B}**

==> Roster

Position: 1124

| Choices             |    |
|---------------------|----|
| Not at all valuable | 01 |
| Somewhat valuable   | 02 |
| Very valuable       | 03 |
| Don't know          | -7 |
| Refuse              | -9 |

**174**

**Q18D**

Single

Min = 1 Max = 1 L = 2

10/3/2013 11:14:00 PM

**{B}(How valuable to this business are) {br}{br}Other business people NOT in your industry (as a source of new information)? {br}{br}(Would you say not at all valuable, somewhat valuable or very valuable?) {br}{/B}**

==> Roster

Position: 1126

| Choices             |    |
|---------------------|----|
| Not at all valuable | 01 |
| Somewhat valuable   | 02 |
| Very valuable       | 03 |
| Don't know          | -7 |
| Refuse              | -9 |

**175**

**Q18E**

Single

Min = 1 Max = 1 L = 2

10/3/2013 11:14:00 PM

**{B}(How valuable to this business are) {br}{br}Business or trade association conferences or publications (as a source of new information)? {br}{br}(Would you say not at all valuable, somewhat valuable or very valuable?) {br}{/B}**

==> Roster

Position: 1128

| Choices             |    |
|---------------------|----|
| Not at all valuable | 01 |
| Somewhat valuable   | 02 |
| Very valuable       | 03 |
| Don't know          | -7 |
| Refuse              | -9 |

**176**

**Q18F**

Single

Min = 1 Max = 1 L = 2

10/3/2013 11:15:00 PM

**{B}(How valuable to this business are) {br}{br}Your own workers (as a source of new information)? {br}{br}(Would you say not at all valuable, somewhat valuable or very valuable?) {br}{/B}**

==> Roster

Position: 1130

| Choices             |    |
|---------------------|----|
| Not at all valuable | 01 |
| Somewhat valuable   | 02 |
| Very valuable       | 03 |
| Don't know          | -7 |
| Refuse              | -9 |

**177**

**Q18G**

Single  
Min = 1 Max = 1 L = 2  
10/3/2013 11:15:00 PM

**{B}(How valuable to this business is) {br}{br}Media? {br}{br}(such as newspapers, television, and internet (as a source of new information)? {br}{br}(Would you say not at all valuable, somewhat valuable or very valuable?) {br}{/B}**

==> Roster  
Position: 1132

| Choices             |    |
|---------------------|----|
| Not at all valuable | 01 |
| Somewhat valuable   | 02 |
| Very valuable       | 03 |
| Don't know          | -7 |
| Refuse              | -9 |

**178** **Q18H**

Single  
Min = 1 Max = 1 L = 2  
10/3/2013 11:15:00 PM

**{B}(How valuable to this business are) {br}{br}Private consultants (as a source of new information)? {br}{br}(Would you say not at all valuable, somewhat valuable or very valuable?) {br}{/B}**

==> Roster  
Position: 1134

| Choices             |    |
|---------------------|----|
| Not at all valuable | 01 |
| Somewhat valuable   | 02 |
| Very valuable       | 03 |
| Don't know          | -7 |
| Refuse              | -9 |

**179** **Q18I**

Single  
Min = 1 Max = 1 L = 2  
10/25/2013 1:54:00 AM

**{B}(How valuable to this business are){br}{br}The last one is {br}{br}University extension, community colleges, or business schools (as a source of new information)? {br}{br}(Would you say not at all valuable, somewhat valuable or very valuable?) {br}{/B}**

==> Roster  
Position: 1136

| Choices             |    |
|---------------------|----|
| Not at all valuable | 01 |
| Somewhat valuable   | 02 |
| Very valuable       | 03 |
| Don't know          | -7 |
| Refuse              | -9 |

**180** **Q19A**

Single  
Min = 1 Max = 1 L = 2  
10/3/2013 11:20:00 PM

**{B}Are your suppliers that are your most valuable sources of information, located in your community, outside of your community within a reasonable drive, or beyond a reasonable drive? {br/>{/B}**

==> +1Q18A<>3  
 ==> Roster  
 Position: 1138

| Choices                                     |    |
|---|----|
| In your community                           | 01 |
| Outside community within a reasonable drive | 02 |
| Beyond a reasonable drive                   | 03 |
| Don't know                                  | -7 |
| Refuse                                      | -9 |

**181** **Q19B**

Single  
Min = 1 Max = 1 L = 2  
8/30/2013 3:33:00 AM

**{B}Are your customers that are your most valuable sources of information, located in your community, outside of your community within a reasonable drive, or beyond a reasonable drive? {br/>{/B}**

==> +1Q18B<>3  
 ==> Roster  
 Position: 1140

| Choices                                     |    |
|---|----|
| In your community                           | 01 |
| Outside community within a reasonable drive | 02 |
| Beyond a reasonable drive                   | 03 |
| Don't know                                  | -7 |
| Refuse                                      | -9 |

**182** **Q19C**

Single  
Min = 1 Max = 1 L = 2  
8/30/2013 3:33:00 AM

**{B}Are other business people in your industry that are your most valuable sources of information, located in your community, outside of your community within a reasonable drive, or beyond a reasonable drive? {br/>{/B}**

==> +1Q18C<>3  
 ==> Roster  
 Position: 1142

| Choices                                     |    |
|---|----|
| In your community                           | 01 |
| Outside community within a reasonable drive | 02 |
| Beyond a reasonable drive                   | 03 |
| Don't know                                  | -7 |
| Refuse                                      | -9 |

**183** **Q19D**

Single  
Min = 1 Max = 1 L = 2  
8/30/2013 3:33:00 AM

**{B}Are other business people not in your industry that are your most valuable sources of information, located in your community, outside of your community within a reasonable drive, or beyond a reasonable drive? {br}{/B}**

==> +1Q18D<>3

==> Roster

Position: 1144

| Choices                                     |    |
|---|----|
| In your community                           | 01 |
| Outside community within a reasonable drive | 02 |
| Beyond a reasonable drive                   | 03 |
| Don't know                                  | -7 |
| Refuse                                      | -9 |

**184** **Q20A**

Single  
Min = 1 Max = 1 L = 6  
10/4/2013 2:17:00 AM

**{B}Approximately what percent of 2012 final shipments or billed services went to local customers who are within a reasonable drive of this business? {br}{/B}**

\$R.2 0.00 100.00

==> Roster

Position: 1146

| Choices          |    |
|------------------|----|
| No sales in 2012 | -4 |
| Don't know       | -7 |
| Refuse           | -9 |

==>  
Q21

**185** **Q20B**

Single  
Min = 1 Max = 1 L = 6  
10/3/2013 10:57:00 PM

**{B}Approximately what percent of 2012 final shipments or billed services went to customers who are within the rest of the United States beyond a reasonable drive (not including those within a reasonable drive)? {br}{/B}**

\$R.2 0.00 100.00

==> Roster

Position: 1152

| Choices    |    |
|------------|----|
| Don't know | -7 |
| Refuse     | -9 |

**186**

**Q20C**

Single

Min = 1 Max = 1 L = 6

10/3/2013 10:57:00 PM

**{B}Approximately what percent of 2012 final shipments or billed services went to international customers? {br}{/B}**

\$R.2 0.00 100.00

==> Roster

Position: 1158

| Choices    |    |
|------------|----|
| Don't know | -7 |
| Refuse     | -9 |

**187**

**Q20ACALC**

Single

Min = 1 Max = 1 L = 6

10/4/2013 1:51:00 AM

**{B}Carries the percent for Q20A with negative numbers (missings values) set to 0 (zero).{/B} {B}Used in Q20SU.{/B}**

==> \*IF(Q20A>=0,Q20A,0)

\$R.2 0.00 100.00

==> Roster

Position: 1164

**188**

**Q20BCALC**

Single

Min = 1 Max = 1 L = 6

10/4/2013 1:52:00 AM

**{B}Carries the percent for Q20B with negative numbers (missings values) set to 0 (zero).{/B} {B}Used in Q20SU.{/B}**

==> \*IF(Q20B>=0,Q20B,0)

\$R.2 0.00 100.00

==> Roster

Position: 1170

**189**

**Q20CCALC**

Single

Min = 1 Max = 1 L = 6  
10/4/2013 1:52:00 AM

**{B}Carries the percent for Q20C with negative numbers (missings values) set to 0 (zero).{/B} {B}Used in Q20SU.{/B}**

==> \*IF(Q20C>=0,Q20C,0)

\$R.2 0.00 100.00

==> Roster

Position: 1176

**190**

**Q20SU**

Single

Min = 1 Max = 1 L = 6

10/4/2013 1:53:00 AM

**{B}Sums Q20ACALC-Q20CCALC{br}{/B}**

==> \*SMR(0,Q20ACALC,Q20BCALC,Q20CCALC)

\$R.2 0.00 100.00

==> Roster

Position: 1182

**191**

**Q20CH**

Single

Min = 1 Max = 1 L = 2

10/8/2013 5:22:00 AM

**{B}I'm sorry, but those percents do not add up to 100% {br}{br} (Approximately what percent of 2012 final shipments or billed services went to . . .){br}{br}These are the numbers I have:{br} {br}<Q20ACALC>% went to local customers within a reasonable drive {br}<Q20BCALC>% went to customers in the rest of the United States and {br}<Q20CCALC>% went to international customers. {br}{br}Totaling <Q20SU>% {br} {br}Are there any of those you would like to change? {br}{/B}**

==> +0Else ==> Q21(Q20SU101 )

==> Roster

Position: 1188

**Choices**

|                                      |    |              |
|--------------------------------------|----|--------------|
| Changes % to local customers         | 01 | ==><br>/Q20A |
| Changes % to U.S. customers          | 02 | ==><br>/Q20B |
| Changes % to international customers | 03 | ==><br>/Q20C |
| Go with the numbers given            | 04 |              |
| Don't know                           | -7 |              |
| Refuse                               | -9 |              |

**192**

**Q21**

Single

Min = 1 Max = 1 L = 2

8/30/2013 3:33:00 AM

**{B}Was this location in business in 2007? {br}{/B}**

==> Roster  
Position: 1190

| Choices    |    |             |
|------------|----|-------------|
| Yes        | 01 |             |
| No         | 02 | ==><br>Q22A |
| Don't know | -7 | ==><br>Q22A |
| Refuse     | -9 | ==><br>Q22A |

**193** **Q21A**  
Single  
Min = 1 Max = 1 L = 6  
10/3/2013 10:58:00 PM

**{B}What is your best guess of the percent of 2007 final shipments or billed services that went to local customers, within a reasonable drive of this location? {br}{/B}**

\$R.2 0.00 100.00

==> Roster  
Position: 1192

| Choices          |    |             |
|------------------|----|-------------|
| No sales in 2007 | -3 | ==><br>Q22A |
| Don't know       | -7 |             |
| Refuse           | -9 |             |

**194** **Q21B**  
Single  
Min = 1 Max = 1 L = 6  
10/4/2013 2:21:00 AM

**{B}What is your best guess of the percent of 2007 final shipments or billed services that went to customers who were within the rest of the United States beyond a reasonable drive (not including those within a reasonable drive)? {br}{/B}**

\$R.2 0.00 100.00

==> Roster  
Position: 1198

| Choices    |    |  |
|------------|----|--|
| Don't know | -7 |  |
| Refuse     | -9 |  |

**195** **Q21C**  
Single  
Min = 1 Max = 1 L = 6  
10/3/2013 10:58:00 PM

**{B}What is your best guess of the percent of 2007 final shipments or billed services that went to international customers? {br}{/B}**



\$R.2 0.00 100.00

==> Roster

Position: 1204

### Choices

|            |    |
|------------|----|
| Don't know | -7 |
| Refuse     | -9 |

**196**

**Q21ACALC**

Single

Min = 1 Max = 1 L = 6

10/3/2013 11:24:00 PM

**{B}Carries the percent for Q21A with negative numbers (missings values) set to 0 (zero).{/B} {B}Used in Q21SU.{/B}**

==> \*IF(Q21A>=0,Q21A,0)

\$R.2 0.00 100.00

==> Roster

Position: 1210

**197**

**Q21BCALC**

Single

Min = 1 Max = 1 L = 6

10/3/2013 11:24:00 PM

**{B}Carries the percent for Q21B with negative numbers (missings values) set to 0 (zero).{/B} {B}Used in Q21SU.{/B}**

==> \*IF(Q21B>=0,Q21B,0)

\$R.2 0.00 100.00

==> Roster

Position: 1216

**198**

**Q21CCALC**

Single

Min = 1 Max = 1 L = 6

10/3/2013 11:24:00 PM

**{B}Carries the percent for Q21C with negative numbers (missings values) set to 0 (zero).{/B} {B}Used in Q21SU.{/B}**

==> \*IF(Q21C>=0,Q21C,0)

\$R.2 0.00 100.00

==> Roster

Position: 1222

**199**

**Q21SU**

Single

Min = 1 Max = 1 L = 6

10/3/2013 11:25:00 PM

**{B}Sums Q21ACALC-Q21CCALC{/B}**

==> \*SMR(0,Q21ACALC,Q21BCALC,Q21CCALC)

\$R.2 0.00 100.00

==> Roster  
Position: 1228

**200** **Q21CH**

Single  
Min = 1 Max = 1 L = 2  
10/8/2013 5:21:00 AM

**{B}I'm sorry, but those percents do not add up to 100% {br}{br}(What is your best guess of the percent of 2007 final shipments or billed services that went to local customers . . .){br}{br}These are the numbers I have: {br} {br}<Q21ACALC>% went to local customers within a reasonable drive {br}<Q21BCALC>% went to customers in the rest of the United States and {br}<Q21CCALC>% went to international customers. {br}{br}Totaling <Q21SU>% {br}{br}Are there any of those you would like to change? {br} {/B}**

==> +0Else ==> Q22A(Q21SU101 )  
==> Roster  
Position: 1234

| Choices                              |    |              |
|--------------------------------------|----|--------------|
| Changes % to local customers         | 01 | ==><br>/Q21A |
| Changes % to U.S. customers          | 02 | ==><br>/Q21B |
| Changes % to international customers | 03 | ==><br>/Q21C |
| Go with the numbers given            | 04 |              |
| Don't know                           | -7 |              |
| Refuse                               | -9 |              |

**201** **Q22A**

Single  
Min = 1 Max = 1 L = 6  
10/3/2013 10:59:00 PM

**{B}In 2012 what percent of goods and services sold by this business were sold to other businesses? {br} {/B}**

\$R.2 0.00 100.00

==> Roster  
Position: 1236

| Choices          |    |            |
|------------------|----|------------|
| No sales in 2012 | -4 | ==><br>Q23 |
| Don't know       | -7 |            |
| Refuse           | -9 |            |

**202** **Q22B**

Single  
Min = 1 Max = 1 L = 6  
10/3/2013 11:03:00 PM

**{B}In 2012 what percent of goods and services sold by your business were sold to government? {br}{/B}**

\$R.2 0.00 100.00

==> Roster

Position: 1242

| Choices    |    |
|------------|----|
| Don't know | -7 |
| Refuse     | -9 |

**203** **Q22C**

Single

Min = 1 Max = 1 L = 6

10/3/2013 11:04:00 PM

**{B}In 2012 what percent of goods and services sold by your business were sold to individuals? {br}{/B}**

\$R.2 0.00 100.00

==> Roster

Position: 1248

| Choices    |    |
|------------|----|
| Don't know | -7 |
| Refuse     | -9 |

**204** **Q22ACALC**

Single

Min = 1 Max = 1 L = 6

10/8/2013 6:35:00 AM

**{B}Carries the percent for Q22A with negative numbers (missings values) set to 0 (zero).{/B} {B}Used in Q22SU.{/B}**

==> \*IF(Q22A>=0,Q22A,0)

\$R.2 0.00 100.00

==> Roster

Position: 1254

**205** **Q22BCALC**

Single

Min = 1 Max = 1 L = 6

10/8/2013 6:35:00 AM

**{B}Carries the percent for Q22B with negative numbers (missings values) set to 0 (zero).{/B} {B}Used in Q22SU.{/B}**

==> \*IF(Q22B>=0,Q22B,0)

\$R.2 0.00 100.00

==> Roster

Position: 1260

**206** **Q22CCALC**

Single

Min = 1 Max = 1 L = 6

10/8/2013 6:36:00 AM

**{B}Carries the percent for Q22C with negative numbers (missings values) set to 0 (zero).{/B} {B}Used in Q22SU.{/B}**

==> \*IF(Q22C>=0,Q22C,0)

\$R.2 0.00 100.00

==> Roster

Position: 1266

**207**

**Q22SU**

Single

Min = 1 Max = 1 L = 6

10/8/2013 6:36:00 AM

**{B}Sums Q22CALC-Q22CALC{br}{/B}**

==> \*SMR(0,Q22ACALC,Q22BCALC,Q22CCALC)

\$R.2 0.00 100.00

==> Roster

Position: 1272

**208**

**Q22CH**

Single

Min = 1 Max = 1 L = 2

10/8/2013 5:43:00 AM

**{B}I'm sorry, but those percents do not add up to 100% {br}{br}(In 2012, what percent of goods and services sold by this business were sold to . . . ) {br}{br}These are the numbers I have:{br} {br}<Q22ACALC>% were sold to other businesses{br}<Q22BCALC>% were sold to government and {br}<Q22CCALC>% were sold to individuals. {br}{br}Totaling <Q22SU>% {br}{br}Are there any of those you would like to change? {br}{/B}**

==> +0Else ==> Q23(Q22SU101 )

==> Roster

Position: 1278

| Choices                            |    |           |
|------------------------------------|----|-----------|
| Changes % sold to other businesses | 01 | ==> /Q22A |
| Changes % sold to government       | 02 | ==> /Q22B |
| Changes % sold to individuals      | 03 | ==> /Q22C |
| Go with the numbers given          | 04 |           |
| Don't know                         | -7 |           |
| Refuse                             | -9 |           |

**209**

**Q23**

Single

Min = 1 Max = 1 L = 2

8/30/2013 3:33:00 AM

**{B}Is the CURRENT market for your products or services growing, stable, declining, mixed (that is some are declining and others are growing), or are you uncertain? {br}{/B}**

==> Roster  
Position: 1280

| Choices   |    |
|-----------|----|
| Growing   | 01 |
| Stable    | 02 |
| Declining | 03 |
| Mixed     | 04 |
| Uncertain | 05 |
| Refuse    | -9 |

**210** **Q24**

Single

Min = 1 Max = 1 L = 2

10/3/2013 10:00:00 PM

**{B}Does this business require workers to DOCUMENT good work practices and lessons learned? {br}{/B}**

==> Roster  
Position: 1282

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**211** **Q25**

Single

Min = 1 Max = 1 L = 2

8/30/2013 3:33:00 AM

**{B}How often does this business monitor customer satisfaction through analysis of complaints, customer satisfaction surveys, focus groups, or other methods? Would you say never, occasionally or regularly? {br}{/B}**

==> Roster  
Position: 1284

| Choices      |    |
|--------------|----|
| Never        | 01 |
| Occasionally | 02 |
| Regularly    | 03 |
| Don't know   | -7 |
| Refuse       | -9 |

**212** **Q26**

Single

Min = 1 Max = 1 L = 2

8/30/2013 3:33:00 AM

**{B}How often are processes changed to fix problems identified through customer complaints? Would you say never, occasionally or regularly? {br}{/B}**

==> Roster  
Position: 1286

| Choices      |    |
|--------------|----|
| Never        | 01 |
| Occasionally | 02 |
| Regularly    | 03 |
| Don't know   | -7 |
| Refuse       | -9 |

**213** **Q27A**

Single  
Min = 1 Max = 1 L = 2  
10/25/2013 1:56:00 AM

**{B}Next I am going to ask about any new services and methods that this business might have introduced in the last 3 years. {br/}{br}In the last 3 years did this business produce any new or significantly improved goods (or products)? {br/}{/B}**

==> Roster  
Position: 1288

| Choices        |    |
|----------------|----|
| Yes            | 01 |
| No             | 02 |
| Don't know     | -7 |
| Not applicable | -8 |
| Refuse         | -9 |

**214** **Q27B**

Single  
Min = 1 Max = 1 L = 2  
10/25/2013 1:57:00 AM

**{B}(New services and methods that this business might have introduced in the last 3 years.) {br/}{br}In the past 3 years, did this business provide any new or significantly improved services? {br/}{/B}**

==> Roster  
Position: 1290

| Choices        |    |
|----------------|----|
| Yes            | 01 |
| No             | 02 |
| Don't know     | -7 |
| Not applicable | -8 |
| Refuse         | -9 |

**215** **Q27C**

Single  
Min = 1 Max = 1 L = 2  
10/25/2013 2:01:00 AM

**{B}(New services and methods that this business might have introduced in**

**the last 3 years.)**{br/>{br/>**New or significantly improved methods of manufacturing or producing goods or services?** {br/>{/B}

==> Roster

Position: 1292

| Choices        |    |
|----------------|----|
| Yes            | 01 |
| No             | 02 |
| Don't know     | -7 |
| Not applicable | -8 |
| Refuse         | -9 |

**216**

**Q27D**

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:01:00 AM

**{B}(New services and methods that this business might have introduced in the last 3 years.)**{br/>{br/>**New or significantly improved logistics, delivery, or distribution methods for your inputs, goods, or services?** {br/>{/B}

==> Roster

Position: 1294

| Choices        |    |
|----------------|----|
| Yes            | 01 |
| No             | 02 |
| Don't know     | -7 |
| Not applicable | -8 |
| Refuse         | -9 |

**217**

**Q27E**

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:01:00 AM

**{B}(New services and methods that this business might have introduced in the last 3 years.)** {br/>{br/>**New or significantly improved support activities for your processes?** {br/>{/B}

==> Roster

Position: 1296

| Choices        |    |
|----------------|----|
| Yes            | 01 |
| No             | 02 |
| Don't know     | -7 |
| Not applicable | -8 |
| Refuse         | -9 |

**218**

**Q27F**

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:02:00 AM

**{B}(New services and methods that this business might have introduced in the last 3 years.){br/}{br}The last one is {br/}{br}New or significant improvements in your marketing methods? {br/}{/B}**

==> Roster

Position: 1298

| Choices        |    |
|----------------|----|
| Yes            | 01 |
| No             | 02 |
| Don't know     | -7 |
| Not applicable | -8 |
| Refuse         | -9 |

**219**

**Q28A**

Single

Min = 1 Max = 1 L = 2

10/4/2013 3:53:00 AM

**{B}In the past 3 years, did this business have any improvement or innovation activities that were abandoned? {br/}{/B}**

==> Roster

Position: 1300

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**220**

**Q28B**

Single

Min = 1 Max = 1 L = 2

10/4/2013 3:53:00 AM

**{B}In the past 3 years, did this business have any improvement or innovation activities that were incomplete? {br/}{/B}**

==> Roster

Position: 1302

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**221**

**Q29SK**

Single

Min = 1 Max = 1 L = 1

8/30/2013 3:33:00 AM

**{B}(Programmer; if all of the Q27A through Q27F are no, dk, rf AND Q28a=2,D,R and Q28b=2,D,R, ask go to Q29A else go to Q30A) {br/}{/B}**

==> Q30AElse ==> Q29AQ27A=01 OR Q27B=01 OR Q27C=01 OR Q27D=01 OR



Q27E=01 OR Q27F=01 OR Q28A=01 OR Q28B=01  
 ==> Roster  
 Position: 1304

**222** **Q29A**

Single , Open  
 Min = 1 Max = 1 L = 2  
 10/25/2013 2:03:00 AM

**{B} Please tell us why improvement or innovation activities have not been necessary or possible for this business? {br}{/B}**

==> Roster  
 Position: 1305

**Choices**

|                |    |   |             |
|----------------|----|---|-------------|
| Enter response | 01 | 0 | ==><br>Q35A |
| Don't know     | -7 |   | ==><br>Q35A |
| Not applicable | -8 |   | ==><br>Q35A |
| Refuse         | -9 |   | ==><br>Q35A |

**223** **Q30A**

Single  
 Min = 1 Max = 1 L = 2  
 10/4/2013 4:41:00 AM

**{B} Now I am going to read a list of improvements you may have made to any new or significantly improved GOODS OR SERVICES sold by this business. In 2012, did this business sell any new or significantly improved GOODS OR SERVICES with improved performance? {br}{/B}**

==> Roster  
 Position: 1307

**Choices**

|            |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**224** **Q30B**

Single  
 Min = 1 Max = 1 L = 2  
 8/30/2013 3:33:00 AM

**{B} In 2012, did this business sell any new or significantly improved GOODS OR SERVICES that were more user-friendly? {br}{/B}**

==> Roster  
 Position: 1309

**Choices**

|     |    |
|-----|----|
| Yes | 01 |
|-----|----|

|            |    |
|------------|----|
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**225** **Q30C**

Single  
Min = 1 Max = 1 L = 2  
8/30/2013 3:33:00 AM

**{B}(In 2012, did this business sell any new or significantly improved GOODS OR SERVICES that) {br/}{br}Reduced costs? {br/}{/B}**

==> Roster  
Position: 1311

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**226** **Q30D**

Single  
Min = 1 Max = 1 L = 2  
8/30/2013 3:33:00 AM

**{B}(In 2012, did this business sell any new or significantly improved GOODS OR SERVICES with) {br/}{br}New features? {br/}{/B}**

==> Roster  
Position: 1313

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**227** **Q30E**

Single  
Min = 1 Max = 1 L = 2  
10/25/2013 2:04:00 AM

**{B}(In 2012, did this business sell any new or significantly improved GOODS OR SERVICES with){br/}{br}The last one is {br/}{br}New service capabilities? {br/}{/B}**

==> Roster  
Position: 1315

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

228

Q31

Single

Min = 1 Max = 1 L = 2

10/4/2013 3:55:00 AM

**{B}In past 3 years, did this business start selling any new or significantly improved goods or services BEFORE your competitors in at least one of your markets? (Please include all products even if it was available in another market.) {br}{/B}**

==> Roster

Position: 1317

| Choices   |    |
|-----------|----|
| Yes       | 01 |
| No        | 02 |
| Uncertain | 03 |
| Refuse    | -9 |

229

Q32

Single

Min = 1 Max = 1 L = 6

10/3/2013 11:04:00 PM

**{B}In 2012, what percent of this business's SALES came from new or significantly improved GOODS OR SERVICES? {br}{/B}**

\$R.2 0.00 100.00

==> Roster

Position: 1319

| Choices    |    |
|------------|----|
| Don't know | -7 |
| Refuse     | -9 |

230

Q33A

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:05:00 AM

**{B}In the past 3 years, did this business engage in any of the following innovation-related activities? {br}{br}The first one is {br}{br}In-house research and development, to increase knowledge or devise innovations? {br}{/B}**

==> Roster

Position: 1325

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

231

Q33B

Single

Min = 1 Max = 1 L = 2  
10/25/2013 2:06:00 AM

**{B}(Did this business engage in any of the following innovation-related activities?) {br}{br}The next one is{br}{br}In the past 3 years did this business purchase research and development from research organizations or other branches of this business? {br}{/B}**

==> Roster  
Position: 1327

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**232** **Q33C**

Single  
Min = 1 Max = 1 L = 2  
10/25/2013 2:10:00 AM

**{B}(In the past 3 years, did this business engage in any of the following innovation-related activities){br}{br}(The next one is){br}{br}Conduct in-house design activities to improve aesthetics of product or a product's packaging? {br}{/B}**

==> Roster  
Position: 1329

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**233** **Q33D**

Single  
Min = 1 Max = 1 L = 2  
10/25/2013 2:11:00 AM

**{B}(In the past 3 years, did this business engage in any of the following innovation-related activities){br}{br}(The next one is) {br}{br}Purchase design services? {br}{/B}**

==> Roster  
Position: 1331

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**234** **Q33E**

Single

Min = 1 Max = 1 L = 2  
10/25/2013 2:12:00 AM

**{B}(In the past 3 years, did this business engage in any of the following innovation-related activities?){br}{br}(The next one is) {br}{br}Purchase machinery, equipment, computers, or software to implement innovations? {br}{/B}**

==> Roster  
Position: 1333

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**235** **Q33F**

Single  
Min = 1 Max = 1 L = 2  
10/25/2013 2:12:00 AM

**{B}(In the past 3 years, did this business engage in any of the following innovation-related activities?){br}{br}(The next one is) {br}{br}Purchase or license patents or inventions to implement innovations? {br}{/B}**

==> Roster  
Position: 1335

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**236** **Q33G**

Single  
Min = 1 Max = 1 L = 2  
10/25/2013 2:12:00 AM

**{B}(In the past 3 years, did this business engage in any of the following innovation-related activities?){br}{br}(The next one is) {br}{br}Purchase knowledge or expertise to implement innovations? {br}{/B}**

==> Roster  
Position: 1337

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**237** **Q33H**

Single  
Min = 1 Max = 1 L = 2

10/25/2013 2:13:00 AM

**{B}(In the past 3 years, did this business engage in any of the following innovation-related activities?){br}{br}(The next one is){br}{br}Plan, engineer, design, or conduct other development work to implement innovations? {br}{/B}**

==> Roster

Position: 1339

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**238**

**Q33I**

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:13:00 AM

**{B}(In the past 3 years, did this business engage in any of the following innovation-related activities?){br}{br}(The next one is){br}{br}Train staff to develop or introduce innovations? {br}{/B}**

==> Roster

Position: 1341

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**239**

**Q33J**

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:14:00 AM

**{B}(In the past 3 years, did this business engage in any of the following innovation-related activities?){br}{br}The last one is {br}{br}Market research, advertising, or other marketing activities linked to implementing innovations? {br}{/B}**

==> Roster

Position: 1343

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**240**

**Q34A**

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:18:00 AM

**{B}In the current environment, if excess cash were available, how likely would this business use these funds to provide additional training of workers? {br}{br}Would you say not at all likely, probably, or most definitely? {br}{/B}**

==> Roster

Position: 1345

| Choices           |    |
|-------------------|----|
| Not at all likely | 01 |
| Probably          | 02 |
| Most definitely   | 03 |
| Don't know        | -7 |
| Refuse            | -9 |

**241**

**Q34B**

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:23:00 AM

**{B}(In the current environment, if excess cash were available,) {br}{br}How likely would this business use these funds to repay debt? {br}{br}Would you say not at all likely, probably, or most definitely? {br}{/B}**

==> Roster

Position: 1347

| Choices           |    |
|-------------------|----|
| Not at all likely | 01 |
| Probably          | 02 |
| Most definitely   | 03 |
| Don't know        | -7 |
| Refuse            | -9 |

**242**

**Q34C**

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:26:00 AM

**{B}(In the current environment, if excess cash were available,) {br}{br}(How likely would this business use these funds to){br}{br}Provide a reserve or cushion?{br}{br}(Would you say not at all likely, probably, or most definitely?) {br}{/B}**

==> Roster

Position: 1349

| Choices           |    |
|-------------------|----|
| Not at all likely | 01 |
| Probably          | 02 |
| Most definitely   | 03 |
| Don't know        | -7 |
| Refuse            | -9 |

243

Q34D

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:26:00 AM

**{B}(In the current environment, if excess cash were available,) {br}{br} (How likely would this business use these funds to){br}{br}Fund additional innovation projects?{br}{br}(Would you say not at all likely, probably, or most definitely?) {br}{/B}**

==> Roster

Position: 1351

| Choices           |    |
|-------------------|----|
| Not at all likely | 01 |
| Probably          | 02 |
| Most definitely   | 03 |
| Don't know        | -7 |
| Refuse            | -9 |

244

Q34E

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:27:00 AM

**{B}(In the current environment, if excess cash were available,) {br}{br} (How likely would this business use these funds to){br}{br}The last one is{br}{br}Fund additional investment projects such as replacing old equipment or for expansion?{br}{br}(Would you say not at all likely, probably, or most definitely?){br}{/B}**

==> Roster

Position: 1353

| Choices           |    |
|-------------------|----|
| Not at all likely | 01 |
| Probably          | 02 |
| Most definitely   | 03 |
| Don't know        | -7 |
| Refuse            | -9 |

245

Q35A

Single

Min = 1 Max = 1 L = 2

8/30/2013 3:33:00 AM

**{B}Please tell me if this business produces products or provides services in any of the following five green sectors. Does this business produce renewable energy? {br}{/B}**

==> Roster

Position: 1355

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |



|        |    |
|--------|----|
| Refuse | -9 |
|--------|----|

|   |                       |
|---|-----------------------|
| <b>246</b>  | <b>Q35B</b>           |
|   | Single                |
|   | Min = 1 Max = 1 L = 2 |
|   | 10/8/2013 12:02:00 AM |
| <b>{B}(Please tell me if this business produces products or provides services in any of the following five green sectors.){br/}{br}Does this business increase energy efficiency? {br/}{/B}</b> |                       |
| ==> Roster  |                       |
| Position: 1357  |                       |
| <b>Choices</b>  |                       |
| Yes   | 01                    |
| No  | 02                    |
| Don't know  | -7                    |
| Refuse  | -9                    |

|   |                       |
|---|-----------------------|
| <b>247</b>  | <b>Q35C</b>           |
|   | Single                |
|   | Min = 1 Max = 1 L = 2 |
|   | 10/8/2013 12:02:00 AM |
| <b>{B}(Please tell me if this business produces products or provides services in any of the following five green sectors.){br/}{br}(Does this business){br/}{br}Conserve natural resources? {br/}{/B}</b> |                       |
| ==> Roster  |                       |
| Position: 1359  |                       |
| <b>Choices</b>  |                       |
| Yes   | 01                    |
| No  | 02                    |
| Don't know  | -7                    |
| Refuse  | -9                    |

|  |                       |
|--|-----------------------|
| <b>248</b>   | <b>Q35D</b>           |
|  | Single                |
|  | Min = 1 Max = 1 L = 2 |
|  | 10/8/2013 12:02:00 AM |
| <b>{B}(Please tell me if this business produces products or provides services in any of the following five green sectors.){br/}{br}(Does this business){br/}{br}Prevent, reduce or clean up pollution? {br/}{/B}</b> |                       |
| ==> Roster   |                       |
| Position: 1361   |                       |
| <b>Choices</b>   |                       |
| Yes  | 01                    |
| No   | 02                    |
| Don't know   | -7                    |
| Refuse   | -9                    |

**249****Q35E**

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:28:00 AM

**{B}(Please tell me if this business produces products or provides services in any of the following five green sectors.){br}{br}(Does this business){br}{br}The last one is{br}{br}Produce clean transportation fuels? {br}{/B}**

==&gt; Roster

Position: 1363

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**250****Q36**

Single

Min = 1 Max = 1 L = 2

10/4/2013 3:59:00 AM

**{B}In the past 3 years, did this business participate in any patent applications?{br}{/B}**

==&gt; Roster

Position: 1365

| Choices    |    |             |
|------------|----|-------------|
| Yes        | 01 |             |
| No         | 02 | ==><br>Q37A |
| Don't know | -7 | ==><br>Q37A |
| Refuse     | -9 | ==><br>Q37A |

**251****Q36A**

Single

Min = 1 Max = 1 L = 2

10/4/2013 3:59:00 AM

**{B}In the past 3 years, how many patent applications did this business participate in?{br}{/B}**

\$E 1 99

==&gt; Roster

Position: 1367

| Choices    |    |
|------------|----|
| Don't know | -7 |
| Refuse     | -9 |

**252****Q36B**

Single  
Min = 1 Max = 1 L = 2  
10/25/2013 2:28:00 AM

**{B}In the past 3 years, how many patents were awarded? {br}{/B}**  
\$E 0 99  
==> Roster  
Position: 1369

| Choices    |    |
|------------|----|
| Don't know | -7 |
| Refuse     | -9 |

**253** **Q37A**

Single  
Min = 1 Max = 1 L = 2  
10/4/2013 4:01:00 AM

**{B}In the past 3 years, did this business register an industrial design? {br}{/B}**  
==> Roster  
Position: 1371

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**254** **Q37B**

Single  
Min = 1 Max = 1 L = 2  
10/8/2013 3:42:00 AM

**{B}In the past 3 years, did this business {br}{br}Register a trademark? {br}{/B}**  
==> Roster  
Position: 1373

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**255** **Q37C**

Single  
Min = 1 Max = 1 L = 2  
10/4/2013 4:01:00 AM

**{B}(In the past 3 years, did this business) {br}{br}Produce materials eligible for copyright? {br}{/B}**  
==> Roster  
Position: 1375

|            |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

|   |             |
|---|-------------|
| <b>256</b>  | <b>Q37D</b> |
| Single<br>Min = 1 Max = 1 L = 2<br>10/25/2013 2:31:00 AM  |             |
| <p><b>{B}(In the past 3 years, did this business){br/}{br}The last one is {br/}{br}Use trade secret protections? {br/}{br}{font color="#0000FF"} {br/}(DEF: "Trade secret protections such as non-disclosure agreements, or non-compete clauses, or sought remedies for misappropriation"){/font} {br/}{/B}</b></p> <p>==&gt; Roster<br/>Position: 1377</p> |             |
| <b>Choices</b>  |             |
| Yes   | 01          |
| No  | 02          |
| Don't know  | -7          |
| Refuse  | -9          |

|  |            |
|--|------------|
| <b>257</b>   | <b>Q38</b> |
| Single<br>Min = 1 Max = 1 L = 2<br>10/8/2013 1:53:00 AM  |            |
| <p><b>{B}During the economic recession period of 2008 and 2009, to what extent did this business commit resources to innovate? Would you say this business increased resources for innovation activities, there was no change in innovation resources, or was there a delay or decrease in resources for innovation? {br/}{/B}</b></p> <p>==&gt; Roster<br/>Position: 1379</p> |            |
| <b>Choices</b>   |            |
| Increase resources for innovation activities   | 01         |
| There was no change in innovation resources  | 02         |
| Decrease resources for innovation  | 03         |
| Not applicable, e.g. not in business at that time  | 04         |
| Don't know   | -7         |
| Refuse   | -9         |

|   |            |
|---|------------|
| <b>258</b>  | <b>Q39</b> |
| Single<br>Min = 1 Max = 1 L = 2<br>10/8/2013 1:54:00 AM |            |

**{B}Compared to 2012, in this current year (2013) would you say resources for innovations at this business have been increased, kept the same or decreased? {br}{/B}**

==> Roster

Position: 1381

| Choices       |    |
|---------------|----|
| Increased     | 01 |
| Kept the same | 02 |
| Decreased     | 03 |
| Don't know    | -7 |
| Refuse        | -9 |

**259**

**Q40A**

Single

Min = 1 Max = 1 L = 2

10/4/2013 4:04:00 AM

**{B}In the past 3 years, has this business increased the variety of goods or services it has offered? {br}{/B}**

==> Roster

Position: 1383

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**260**

**Q40B**

Single

Min = 1 Max = 1 L = 2

10/4/2013 4:05:00 AM

**{B}In the past 3 years, has this business increased their market share or entered new markets? {br}{/B}**

==> Roster

Position: 1385

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**261**

**Q40C**

Single

Min = 1 Max = 1 L = 2

10/4/2013 4:05:00 AM

**{B}(In the past 3 years, has this business) {br}{br}Begun exporting goods or services? {br}{/B}**

==> Roster

Position: 1387

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**262**

**Q40D**

Single

Min = 1 Max = 1 L = 2

10/4/2013 4:05:00 AM

**{B}(In the past 3 years, has this business) {br/}{br}Reduced time to respond to customer needs? {br/}{/B}**

==> Roster

Position: 1389

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**263**

**Q40E**

Single

Min = 1 Max = 1 L = 2

10/4/2013 4:06:00 AM

**{B}(In the past 3 years, has this business) {br/}{br}Improved flexibility of production or service provision? {br/}{/B}**

==> Roster

Position: 1391

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**264**

**Q40F**

Single

Min = 1 Max = 1 L = 2

10/4/2013 4:06:00 AM

**{B}(In the past 3 years, has this business) {br/}{br}Increased capacity of production or service provision? {br/}{/B}**

==> Roster

Position: 1393

| Choices |    |
|---------|----|
| Yes     | 01 |
| No      | 02 |

|            |    |
|------------|----|
| Don't know | -7 |
| Refuse     | -9 |

|  |                       |
|--|-----------------------|
| <b>265</b>   | <b>Q40G</b>           |
|  | Single                |
|  | Min = 1 Max = 1 L = 2 |
|  | 10/4/2013 4:06:00 AM  |
| <b>{B}(In the past 3 years, has this business) {br/}{br}Reduced labor costs per unit output? {br/}{/B}</b> |                       |
| ==> Roster   |                       |
| Position: 1395   |                       |
| <b>Choices</b>   |                       |
| Yes  | 01                    |
| No   | 02                    |
| Don't know   | -7                    |
| Refuse   | -9                    |

|  |                       |
|--|-----------------------|
| <b>266</b>   | <b>Q40H</b>           |
|  | Single                |
|  | Min = 1 Max = 1 L = 2 |
|  | 10/4/2013 4:07:00 AM  |
| <b>{B}(In the past 3 years, has this business) {br/}{br}Reduced materials and energy required per unit output? {br/}{/B}</b> |                       |
| ==> Roster   |                       |
| Position: 1397   |                       |
| <b>Choices</b>   |                       |
| Yes  | 01                    |
| No   | 02                    |
| Don't know   | -7                    |
| Refuse   | -9                    |

|  |                       |
|--|-----------------------|
| <b>267</b>   | <b>Q40I</b>           |
|  | Single                |
|  | Min = 1 Max = 1 L = 2 |
|  | 10/4/2013 4:07:00 AM  |
| <b>{B}(In the past 3 years, has this business) {br/}{br}Improved worker satisfaction or reduced worker turnover? {br/}{/B}</b> |                       |
| ==> Roster   |                       |
| Position: 1399   |                       |
| <b>Choices</b>   |                       |
| Yes  | 01                    |
| No   | 02                    |
| Don't know   | -7                    |
| Refuse   | -9                    |

|            |             |
|------------|-------------|
| <b>268</b> | <b>Q41A</b> |
|------------|-------------|

Single  
Min = 1 Max = 1 L = 2  
10/25/2013 4:56:00 AM

**{B}Next we would like to ask about factors related to this business's location. For each one please tell us whether it is not a problem, a minor problem, or a major problem for this business's ability to compete. {br}{br}The first one is {br}{br}Zoning or development regulations. {br}{br}Is this not a problem, a minor problem, or a major problem for this business? {br}{/B}**

==> Roster

Position: 1401

| Choices         |    |
|-----------------|----|
| Not a problem   | 01 |
| A minor problem | 02 |
| A major problem | 03 |
| Don't know      | -7 |
| Refuse          | -9 |

**269**

**Q41B**

Single  
Min = 1 Max = 1 L = 2  
10/25/2013 2:33:00 AM

**{B}(Factors related to this business's location.){br}{br}The next one is {br}{br}Vitality of the local economy. {br}{br}Is this not a problem, a minor problem, or a major problem for this business? {br}{/B}**

==> Roster

Position: 1403

| Choices         |    |
|-----------------|----|
| Not a problem   | 01 |
| A minor problem | 02 |
| A major problem | 03 |
| Don't know      | -7 |
| Refuse          | -9 |

**270**

**Q41C**

Single  
Min = 1 Max = 1 L = 2  
10/25/2013 2:34:00 AM

**{B}(Factors related to this business's location.){br}{br}(The next one is) {br}{br}Access to financial, legal, and other business services. {br}{br}(Is this not a problem, a minor problem, or a major problem for this business?) {br}{/B}**

==> Roster

Position: 1405

| Choices         |    |
|-----------------|----|
| Not a problem   | 01 |
| A minor problem | 02 |
| A major problem | 03 |



|            |    |
|------------|----|
| Don't know | -7 |
| Refuse     | -9 |

|  |                       |
|--|-----------------------|
| <b>271</b>   | <b>Q41D</b>           |
|  | Single                |
|  | Min = 1 Max = 1 L = 2 |
|  | 10/25/2013 2:34:00 AM |
| <p><b>{B}(Factors related to this business's location.){br/}{br/}(The next one is)<br/>{br/}{br/}Access to equipment and software suppliers. {br/}{br/}(Is this not<br/>a problem, a minor problem, or a major problem for this business?)<br/>{br/}{/B}</b></p> |                       |
| ==> Roster   |                       |
| Position: 1407   |                       |
| <b>Choices</b>   |                       |
| Not a problem  | 01                    |
| A minor problem  | 02                    |
| A major problem  | 03                    |
| Don't know   | -7                    |
| Refuse   | -9                    |

|  |                       |
|--|-----------------------|
| <b>272</b>   | <b>Q41E</b>           |
|  | Single                |
|  | Min = 1 Max = 1 L = 2 |
|  | 10/25/2013 2:34:00 AM |
| <p><b>{B}(Factors related to this business's location.){br/}{br/}(The next one is)<br/>{br/}{br/}Access to training courses. {br/}{br/}(Is this not a problem, a<br/>minor problem, or a major problem for this business?) {br/}{/B}</b></p> |                       |
| ==> Roster   |                       |
| Position: 1409   |                       |
| <b>Choices</b>   |                       |
| Not a problem  | 01                    |
| A minor problem  | 02                    |
| A major problem  | 03                    |
| Don't know   | -7                    |
| Refuse   | -9                    |

|   |                       |
|---|-----------------------|
| <b>273</b>  | <b>Q41F</b>           |
|   | Single                |
|   | Min = 1 Max = 1 L = 2 |
|   | 10/25/2013 2:34:00 AM |
| <p><b>{B}(Factors related to this business's location.){br/}{br/}(The next one is)<br/>{br/}{br/}Access to transportation or freight forwarding facilities and<br/>services. {br/}{br/}(Is this not a problem, a minor problem, or a major<br/>problemfor this business?) {br/}{/B}</b></p> |                       |
| ==> Roster  |                       |
| Position: 1411  |                       |
| <b>Choices</b>  |                       |

|                 |    |
|-----------------|----|
| Not a problem   | 01 |
| A minor problem | 02 |
| A major problem | 03 |
| Don't know      | -7 |
| Refuse          | -9 |

**274** **Q41G**

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:35:00 AM

**{B}(Factors related to this business's location.)**  
**{br}{br}(The next one is)**  
**{br}{br}Availability of broadband or high speed internet. {br}{br}(Is this not a problem, a minor problem, or a major problem for this business?)**  
**{br}{/B}**

==> Roster

Position: 1413

| Choices         |    |
|-----------------|----|
| Not a problem   | 01 |
| A minor problem | 02 |
| A major problem | 03 |
| Don't know      | -7 |
| Refuse          | -9 |

**275** **Q41H**

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:35:00 AM

**{B}(Factors related to this business's location.)**  
**{br}{br}(The next one is)**  
**{br}{br}Local availability of mobile or cellular service. {br}{br}(Is this not a problem, a minor problem, or a major problem for this business?)**  
**{br}{/B}**

==> Roster

Position: 1415

| Choices         |    |
|-----------------|----|
| Not a problem   | 01 |
| A minor problem | 02 |
| A major problem | 03 |
| Don't know      | -7 |
| Refuse          | -9 |

**276** **Q41I**

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:36:00 AM

**{B}(Factors related to this business's location.)**  
**{br}{br}(The next one is)**  
**{br}{br}Local roads and bridges. {br}{br}(Is this not a problem, a minor problem, or a major problem for this business?)**  
**{br}{/B}**

==> Roster

Position: 1417

| Choices         |    |
|-----------------|----|
| Not a problem   | 01 |
| A minor problem | 02 |
| A major problem | 03 |
| Don't know      | -7 |
| Refuse          | -9 |

277

Q41J

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:36:00 AM

**{B}(Factors related to this business's location.)**  
**{br}{br}(The next one is**  
**{br}{br}Cost of facilities and land. {br}{br}(Is this not a problem, a minor**  
**problem, or a major problem for this business?) {br}{/B}**

==> Roster

Position: 1419

| Choices         |    |
|-----------------|----|
| Not a problem   | 01 |
| A minor problem | 02 |
| A major problem | 03 |
| Don't know      | -7 |
| Refuse          | -9 |

278

Q41K

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:36:00 AM

**{B}(Factors related to this business's location.)**  
**{br}{br}(The next one is**  
**{br}{br}Attractiveness of the area to managers and professionals. {br}**  
**{br}(Is this not a problem, a minor problem, or a major problem for this**  
**business?) {br}{/B}**

==> Roster

Position: 1421

| Choices         |    |
|-----------------|----|
| Not a problem   | 01 |
| A minor problem | 02 |
| A major problem | 03 |
| Don't know      | -7 |
| Refuse          | -9 |

279

Q41L

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:36:00 AM

**{B}(Factors related to this business's location.)**  
**{br}{br}(The next one is**  
**{br}{br}Quality of primary and secondary schools. {br}{br}(Is this not a**

**problem, a minor problem, or a major problem for this business?) {br}{/B}**

==> Roster

Position: 1423

| Choices         |    |
|-----------------|----|
| Not a problem   | 01 |
| A minor problem | 02 |
| A major problem | 03 |
| Don't know      | -7 |
| Refuse          | -9 |

**280**

**Q41M**

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:37:00 AM

**{B}{Factors related to this business's location.}{br}{br}{The next one is}{br}{br}Environmental regulations. {br}{br}{Is this not a problem, a minor problem, or a major problem for this business?) {br}{/B}**

==> Roster

Position: 1425

| Choices         |    |
|-----------------|----|
| Not a problem   | 01 |
| A minor problem | 02 |
| A major problem | 03 |
| Don't know      | -7 |
| Refuse          | -9 |

**281**

**Q41N**

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:37:00 AM

**{B}{Factors related to this business's location.}{br}{br}{The last one is}{br}{br}State and local tax rates. {br}{br}{Is this not a problem, a minor problem, or a major problem for this business?) {br}{/B}**

==> Roster

Position: 1427

| Choices         |    |
|-----------------|----|
| Not a problem   | 01 |
| A minor problem | 02 |
| A major problem | 03 |
| Don't know      | -7 |
| Refuse          | -9 |

**282**

**Q42A1**

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:38:00 AM

**{B}Please tell me how involved in promoting business are the following**

**institutions in your community. {br}{br}The first one is {br}{br}Development effort by the local government at the village, town, or city level. {br}{br}Is it not at all active or not present, somewhat active, or very active within your community? {br}{/B}**

==> Roster

Position: 1429

| Choices                          |    |
|----------------------------------|----|
| Not at all active or not present | 01 |
| Somewhat active                  | 02 |
| Very active                      | 03 |
| Don't know                       | -7 |
| Refuse                           | -9 |

**283**

**Q42A2**

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:39:00 AM

**{B}The next one is {br}{br}Development effort by the local government at the county level. {br}{br}Is it not at all active or not present, somewhat active, or very active within your community? {br}{/B}**

==> Roster

Position: 1431

| Choices                          |    |
|----------------------------------|----|
| Not at all active or not present | 01 |
| Somewhat active                  | 02 |
| Very active                      | 03 |
| Don't know                       | -7 |
| Refuse                           | -9 |

**284**

**Q42A3**

Single

Min = 1 Max = 1 L = 2

8/30/2013 3:33:00 AM

**{B}(The next one is development effort by the local government at the) {br}{br}Regional or multi-county level. {br}{br}(Is it not at all active or not present, somewhat active, or very active within your community?) {br}{/B}**

==> Roster

Position: 1433

| Choices                          |    |
|----------------------------------|----|
| Not at all active or not present | 01 |
| Somewhat active                  | 02 |
| Very active                      | 03 |
| Don't know                       | -7 |
| Refuse                           | -9 |

**285**

**Q42B**

Single  
Min = 1 Max = 1 L = 2  
10/25/2013 2:43:00 AM

**{B}(Business promotion by institutions in your community.){br}{br}(The next one is) {br}{br}Business promotion by business associations (such as the Chamber of Commerce). {br}{br}(Is it not at all active or not present, somewhat active, or very active within your community?){/B}**

==> Roster

Position: 1435

| Choices                          |    |
|----------------------------------|----|
| Not at all active or not present | 01 |
| Somewhat active                  | 02 |
| Very active                      | 03 |
| Don't know                       | -7 |
| Refuse                           | -9 |

**286**

**Q42C**

Single  
Min = 1 Max = 1 L = 2  
10/25/2013 2:44:00 AM

**{B}(Business promotion by institutions in your community.){br}{br}(The next one is) {br}{br}College, university, or extension support for local business. {br}{br}(Is it not at all active or not present, somewhat active, or very active within your community?){br}{/B}**

==> Roster

Position: 1437

| Choices                          |    |
|----------------------------------|----|
| Not at all active or not present | 01 |
| Somewhat active                  | 02 |
| Very active                      | 03 |
| Don't know                       | -7 |
| Refuse                           | -9 |

**287**

**Q42D**

Single  
Min = 1 Max = 1 L = 2  
10/25/2013 2:44:00 AM

**{B}(Business promotion by institutions in your community.){br}{br}(The next one is) {br}{br}Community foundations or nonprofit organizations. {br}{br}(Is it not at all active or not present, somewhat active, or very active within your community?) {br}{/B}**

==> Roster

Position: 1439

| Choices                          |    |
|----------------------------------|----|
| Not at all active or not present | 01 |
| Somewhat active                  | 02 |
| Very active                      | 03 |
| Don't know                       | -7 |

|        |    |
|--------|----|
| Refuse | -9 |
|--------|----|

**288** **Q42E**

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:45:00 AM

**{B}(Business promotion by institutions in your community.){br/}{br/}(The next one is {br/}{br/}Local investors. {br/}{br/}(Is it not at all active or not present, somewhat active, or very active within your community?) {br/}{/B}**

==> Roster

Position: 1441

| Choices                          |    |
|----------------------------------|----|
| Not at all active or not present | 01 |
| Somewhat active                  | 02 |
| Very active                      | 03 |
| Don't know                       | -7 |
| Refuse                           | -9 |

**289** **Q42F**

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:45:00 AM

**{B}(Business promotion by institutions in your community.){br/}{br/}The last one is {br/}{br/}Banks. {br/}{br/}(Is it not at all active or not present, somewhat active, or very active within your community?) {br/}{/B}**

==> Roster

Position: 1443

| Choices                          |    |
|----------------------------------|----|
| Not at all active or not present | 01 |
| Somewhat active                  | 02 |
| Very active                      | 03 |
| Don't know                       | -7 |
| Refuse                           | -9 |

**290** **Q42AA**

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:46:00 AM

**{B}How much civic leadership does THIS business provide in your community. Is it none, some, or a lot? {br/}{/B}**

==> Roster

Position: 1445

| Choices |    |
|---------|----|
| None    | 01 |
| Some    | 02 |
| A lot   | 03 |

|            |    |
|------------|----|
| Don't know | -7 |
| Refuse     | -9 |

|   |                       |             |
|---|-----------------------|-------------|
| <b>291</b>  | <b>Q43</b>            |             |
|   | Single                |             |
|   | Min = 1 Max = 1 L = 2 |             |
|   | 8/30/2013 3:33:00 AM  |             |
| <b>{B}Do you have a good understanding of the decisions that led to the founding of this business? {br}{/B}</b> |                       |             |
| ==> Roster  |                       |             |
| Position: 1447  |                       |             |
| <b>Choices</b>  |                       |             |
| Yes   | 01                    |             |
| No  | 02                    | ==><br>Q44A |
| Don't know  | -7                    | ==><br>Q44A |
| Refuse  | -9                    | ==><br>Q44A |

|   |                       |             |
|---|-----------------------|-------------|
| <b>292</b>  | <b>Q43A</b>           |             |
|   | Single                |             |
|   | Min = 1 Max = 1 L = 2 |             |
|   | 10/8/2013 2:26:00 AM  |             |
| <b>{B}Was this business originally founded around a new or customized product or service that was created by one of the founders of this business? {br}{/B}</b> |                       |             |
| ==> Roster  |                       |             |
| Position: 1449  |                       |             |
| <b>Choices</b>  |                       |             |
| Yes   | 01                    |             |
| No  | 02                    | ==><br>Q44A |
| Don't know  | -7                    | ==><br>Q44A |
| Refuse  | -9                    | ==><br>Q44A |

|   |                       |
|---|-----------------------|
| <b>293</b>  | <b>Q43B</b>           |
|   | Single                |
|   | Min = 1 Max = 1 L = 2 |
|   | 8/30/2013 3:33:00 AM  |
| <b>{B}Thinking about this new or customized product or service, why was it originally developed? Was it because one of the founders created it for personal use, one of the founders created it for use at a previous job or business, or one of the founders identified a business opportunity? {br}{/B}</b> |                       |
| ==> Roster  |                       |



Position: 1451

### Choices

|  |    |
|--|----|
| One of the founders created it for personal use                      | 01 |
| One of the founders created it for use at a previous job or business | 02 |
| One of the founders identified a business opportunity                | 03 |
| Don't know   | -7 |
| Refuse   | -9 |

294

Q44A

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:47:00 AM

**{B}The final section of the survey is to assess which types of government-sponsored programs are the most helpful to businesses. {br}{br}In the past 3 years, has this business used direct loans from a government agency (such as a USDA B&I Direct Loan)? {br}{/B}**

==> Roster

Position: 1453

### Choices

|            |    |             |
|------------|----|-------------|
| Yes        | 01 |             |
| No         | 02 | ==><br>Q44B |
| Don't know | -7 | ==><br>Q44B |
| Refuse     | -9 | ==><br>Q44B |

295

Q44A1

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:48:00 AM

**{B}How important were direct loans from government agencies (such as a USDA B&I Direct Loan)? {br}{br}Was this program not important, somewhat important, or very important? {br}{/B}**

==> Roster

Position: 1455

### Choices

|                    |    |
|--------------------|----|
| Not important      | 01 |
| Somewhat important | 02 |
| Very important     | 03 |
| Don't know         | -7 |
| Refuse             | -9 |

296

Q44B

Single

Min = 1 Max = 1 L = 2  
10/25/2013 2:50:00 AM

**{B}(Assess which types of government-sponsored programs are the most helpful to businesses.)}{br/}{br}The next one is{br/}{br}In the past 3 years, has this business used government insurance or guarantee for loans (such as SBA 7(a) Loan Program)? {br/}{/B}**

==> Roster  
Position: 1457

| Choices    |    |             |
|------------|----|-------------|
| Yes        | 01 |             |
| No         | 02 | ==><br>Q44C |
| Don't know | -7 | ==><br>Q44C |
| Refuse     | -9 | ==><br>Q44C |

**297**

**Q44B1**

Single  
Min = 1 Max = 1 L = 2  
10/25/2013 2:51:00 AM

**{B}How important were government insurance or guarantee for loans (such as SBA 7(a) Loan Program)? {br/}{br}Was this program not important, somewhat important, or very important? {br/}{/B}**

==> Roster  
Position: 1459

| Choices            |    |
|--------------------|----|
| Not important      | 01 |
| Somewhat important | 02 |
| Very important     | 03 |
| Don't know         | -7 |
| Refuse             | -9 |

**298**

**Q44C**

Single  
Min = 1 Max = 1 L = 2  
10/25/2013 2:51:00 AM

**{B}(Assess which types of government-sponsored programs are the most helpful to businesses.)}{br/}{br}(The next one is){br/}{br}In the past 3 years, has this business used revolving loan funds run by a nonprofit or government organization? {br/}{/B}**

==> Roster  
Position: 1461

| Choices |    |             |
|---------|----|-------------|
| Yes     | 01 |             |
| No      | 02 | ==><br>Q44D |

|            |    |             |
|------------|----|-------------|
| Don't know | -7 | ==><br>Q44D |
| Refuse     | -9 | ==><br>Q44D |

|  |  |
|--|--|
| <b>299</b>   | <b>Q44C1</b>   |
|  | Single<br>Min = 1 Max = 1 L = 2<br>10/25/2013 2:52:00 AM |
| <b>{B}How important were revolving loan funds run by a nonprofit or government organization? {br}{br}(Was this program not important, somewhat important, or very important?) {br}{/B}</b> |  |
| ==> Roster<br>Position: 1463   |  |
| <b>Choices</b>   |  |
| Not important  | 01   |
| Somewhat important   | 02   |
| Very important   | 03   |
| Don't know   | -7   |
| Refuse   | -9   |

|  |  |             |
|--|--|-------------|
| <b>300</b>   | <b>Q44D</b>  |             |
|  | Single<br>Min = 1 Max = 1 L = 2<br>10/25/2013 2:53:00 AM |             |
| <b>{B}(Assess which types of government-sponsored programs are the most helpful to businesses.){br}{br}(In the past 3 years,){br}{br}(The next one is){br}{br}Has this business used tax incentives by state or local government, including enterprise zones, urban revitalization areas, or Tax Increment Financing Districts? {br}{/B}</b> |  |             |
| ==> Roster<br>Position: 1465   |  |             |
| <b>Choices</b>   |  |             |
| Yes  | 01   |             |
| No   | 02   | ==><br>Q44E |
| Don't know   | -7   | ==><br>Q44E |
| Refuse   | -9   | ==><br>Q44E |

|   |  |
|---|--|
| <b>301</b>  | <b>Q44D1</b>   |
|   | Single<br>Min = 1 Max = 1 L = 2<br>10/25/2013 2:55:00 AM |
| <b>{B}How important were tax incentives by state or local government, including enterprise zones, urban revitalization areas, or Tax Increment Financing Districts? {br}{br}(Was this program not important, somewhat</b> |  |

important, or very important?) {br}{/B}

==> Roster

Position: 1467

| Choices            |    |
|--------------------|----|
| Not important      | 01 |
| Somewhat important | 02 |
| Very important     | 03 |
| Don't know         | -7 |
| Refuse             | -9 |

302

Q44E

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:56:00 AM

{B}(Assess which types of government-sponsored programs are the most helpful to businesses.){br}{br}(In the past 3 years,){br}{br}(The next one is){br}{br}Has this business used government-assisted industrial parks or business incubators? {br}{/B}

==> Roster

Position: 1469

| Choices    |    |             |
|------------|----|-------------|
| Yes        | 01 |             |
| No         | 02 | ==><br>Q44F |
| Don't know | -7 | ==><br>Q44F |
| Refuse     | -9 | ==><br>Q44F |

303

Q44E1

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:56:00 AM

{B}How important were government-assisted industrial parks or business incubators? {br}{br}(Was this program not important, somewhat important, or very important?) {br}{/B}

==> Roster

Position: 1471

| Choices            |    |
|--------------------|----|
| Not important      | 01 |
| Somewhat important | 02 |
| Very important     | 03 |
| Don't know         | -7 |
| Refuse             | -9 |

304

Q44F

Single

Min = 1 Max = 1 L = 2  
10/25/2013 2:57:00 AM

**{B}(Assess which types of government-sponsored programs are the most helpful to businesses.){br}{br}(In the past 3 years,){br}{br}(The next one is){br}{br}Has this business used government-funded technology assistance programs? {br}{/B}**

==> Roster  
Position: 1473

| Choices    |    |             |
|------------|----|-------------|
| Yes        | 01 |             |
| No         | 02 | ==><br>Q44G |
| Don't know | -7 | ==><br>Q44G |
| Refuse     | -9 | ==><br>Q44G |

**305** **Q44F1**

Single  
Min = 1 Max = 1 L = 2  
10/25/2013 2:57:00 AM

**{B}How important were government-funded technology assistance programs? {br}{br}(Was this program not important, somewhat important, or very important?) {br}{/B}**

==> Roster  
Position: 1475

| Choices            |    |
|--------------------|----|
| Not important      | 01 |
| Somewhat important | 02 |
| Very important     | 03 |
| Don't know         | -7 |
| Refuse             | -9 |

**306** **Q44G**

Single  
Min = 1 Max = 1 L = 2  
10/25/2013 2:57:00 AM

**{B}(Assess which types of government-sponsored programs are the most helpful to businesses.){br}{br}(In the past 3 years,){br}{br}(The next one is){br}{br}Has this business used government-assisted worker-training programs? {br}{/B}**

==> Roster  
Position: 1477

| Choices |    |             |
|---------|----|-------------|
| Yes     | 01 |             |
| No      | 02 | ==><br>Q44H |

|            |    |             |
|------------|----|-------------|
| Don't know | -7 | ==><br>Q44H |
| Refuse     | -9 | ==><br>Q44H |

|   |  |
|---|--|
| <b>307</b>  | <b>Q44G1</b>   |
|   | Single<br>Min = 1 Max = 1 L = 2<br>10/25/2013 2:57:00 AM |
| <b>{B}How important were government-assisted worker-training programs?<br/>{br/}{br/}(Was this program not important, somewhat important, or very important?) {br/}{/B}</b> |  |
| ==> Roster<br>Position: 1479  |  |
| <b>Choices</b>  |  |
| Not important   | 01   |
| Somewhat important  | 02   |
| Very important  | 03   |
| Don't know  | -7   |
| Refuse  | -9   |

|  |  |            |
|--|--|------------|
| <b>308</b>   | <b>Q44H</b>  |            |
|  | Single<br>Min = 1 Max = 1 L = 2<br>10/25/2013 5:00:00 AM |            |
| <b>{B}(Assess which types of government-sponsored programs are the most helpful to businesses.) {br/}{br/}(In the past 3 years,) {br/}{br/}The last one is {br/}{br/}Has this business used National Innovation Marketplace? {br/}{/B}</b> |  |            |
| ==> Roster<br>Position: 1481   |  |            |
| <b>Choices</b>   |  |            |
| Yes  | 01   |            |
| No   | 02   | ==><br>Q45 |
| Don't know   | -7   | ==><br>Q45 |
| Refuse   | -9   | ==><br>Q45 |

|   |  |
|---|--|
| <b>309</b>  | <b>Q44H1</b>   |
|   | Single<br>Min = 1 Max = 1 L = 2<br>10/25/2013 2:58:00 AM |
| <b>{B}How important was the National Innovation Marketplace? {br/}{br/}(Was this program not important, somewhat important, or very important?) {br/}{/B}</b> |  |
| ==> Roster  |  |

Position: 1483

| Choices            |    |
|--------------------|----|
| Not important      | 01 |
| Somewhat important | 02 |
| Very important     | 03 |
| Don't know         | -7 |
| Refuse             | -9 |

**310**

**Q45**

Single

Min = 1 Max = 1 L = 2

10/4/2013 4:12:00 AM

**{B}Did this business try to borrow money for any purpose in the past 3 years? {br} {/B}**

==> Roster

Position: 1485

| Choices    |    |            |
|------------|----|------------|
| Yes        | 01 |            |
| No         | 02 | ==><br>Q47 |
| Don't know | -7 | ==><br>Q47 |
| Refuse     | -9 | ==><br>Q47 |

**311**

**Q45A**

Single

Min = 1 Max = 1 L = 2

10/4/2013 4:17:00 AM

**{B}Did this business try to borrow money for any purpose in the past 3 years from a commercial bank? {br} {/B}**

==> Roster

Position: 1487

| Choices    |    |             |
|------------|----|-------------|
| Yes        | 01 |             |
| No         | 02 | ==><br>Q45B |
| Don't know | -7 | ==><br>Q45B |
| Refuse     | -9 | ==><br>Q45B |

**312**

**Q45A1**

Single

Min = 1 Max = 1 L = 2

8/30/2013 3:33:00 AM

**{B}Did this business receive all, some, or none of the funding applied for from the commercial bank? {br}{br}{br}{br} {/B}**

==> Roster  
Position: 1489

| Choices    |    |
|------------|----|
| All        | 01 |
| Some       | 02 |
| None       | 03 |
| Don't know | -7 |
| Refuse     | -9 |

**313** **Q45B**

Single  
Min = 1 Max = 1 L = 2  
10/25/2013 2:59:00 AM

**{B}The next one is{br}{br}Did this business try to borrow money for any purpose in the past 3 years from a savings and loan or credit union? {br}{/B}**

==> Roster  
Position: 1491

| Choices    |    |             |
|------------|----|-------------|
| Yes        | 01 |             |
| No         | 02 | ==><br>Q45C |
| Don't know | -7 | ==><br>Q45C |
| Refuse     | -9 | ==><br>Q45C |

**314** **Q45B1**

Single  
Min = 1 Max = 1 L = 2  
8/30/2013 3:33:00 AM

**{B}Did this business receive all, some, or none of the funding applied for from the savings and loan or credit union? {/B}**

==> Roster  
Position: 1493

| Choices            |    |
|--------------------|----|
| Not important      | 01 |
| Somewhat important | 02 |
| Very important     | 03 |
| Don't know         | -7 |
| Refuse             | -9 |

**315** **Q45C**

Single  
Min = 1 Max = 1 L = 2  
10/25/2013 3:00:00 AM

**{B}(Did this business try to borrow money from this source for any**



**purpose in the past 3 years?){br/>{br/>(The next one is) {br/>{br/>Finance or leasing company?){br/>{br/>{br/}{/B}**

==> Roster  
Position: 1495

| Choices    |    |             |
|------------|----|-------------|
| Yes        | 01 |             |
| No         | 02 | ==><br>Q45D |
| Don't know | -7 | ==><br>Q45D |
| Refuse     | -9 | ==><br>Q45D |

**316** **Q45C1**

Single  
Min = 1 Max = 1 L = 2  
8/30/2013 3:33:00 AM

**{B}Did this business receive all, some, or none of the funding applied for from the finance or leasing company?{/B}**

==> Roster  
Position: 1497

| Choices    |    |
|------------|----|
| All        | 01 |
| Some       | 02 |
| None       | 03 |
| Don't know | -7 |
| Refuse     | -9 |

**317** **Q45D**

Single  
Min = 1 Max = 1 L = 2  
10/25/2013 3:00:00 AM

**{B}(Did this business try to borrow money from this source for any purpose in the past 3 years?){br/>{br/>(The next one is) {br/>{br/>Insurance or mortgage company? {br/>{br/>{br/}{/B}**

==> Roster  
Position: 1499

| Choices    |    |             |
|------------|----|-------------|
| Yes        | 01 |             |
| No         | 02 | ==><br>Q45E |
| Don't know | -7 | ==><br>Q45E |
| Refuse     | -9 | ==><br>Q45E |

**318** **Q45D1**

Single

Min = 1 Max = 1 L = 2  
8/30/2013 3:33:00 AM

**{B}Did this business receive all, some, or none of the funding applied for from the insurance or mortgage company?{/B}**

==> Roster  
Position: 1501

| Choices    |    |
|------------|----|
| All        | 01 |
| Some       | 02 |
| None       | 03 |
| Don't know | -7 |
| Refuse     | -9 |

**319** **Q45E**

Single  
Min = 1 Max = 1 L = 2  
10/25/2013 3:01:00 AM

**{B}(Did this business try to borrow money from this source for any purpose in the past 3 years?){br/}{br/}(The next one is) {br/}{br/}Family or friends?{br/}{br/} {br/}{/B}**

==> Roster  
Position: 1503

| Choices    |    |             |
|------------|----|-------------|
| Yes        | 01 |             |
| No         | 02 | ==><br>Q45F |
| Don't know | -7 | ==><br>Q45F |
| Refuse     | -9 | ==><br>Q45F |

**320** **Q45E1**

Single  
Min = 1 Max = 1 L = 2  
8/30/2013 3:33:00 AM

**{B}Did this business receive all, some, or none of the funding applied for from family or friends?{br/}{/B}**

==> Roster  
Position: 1505

| Choices    |    |
|------------|----|
| All        | 01 |
| Some       | 02 |
| None       | 03 |
| Don't know | -7 |
| Refuse     | -9 |

**321** **Q45F**

Single  
Min = 1 Max = 1 L = 2  
10/25/2013 3:01:00 AM

**{B}(Did this business try to borrow money from this source for any purpose in the past 3 years?){br}{br}(The next one is) {br}{br}Federal, state, or local government? {br}{br} {br}{/B}**

==> Roster  
Position: 1507

| Choices    |    |             |
|------------|----|-------------|
| Yes        | 01 |             |
| No         | 02 | ==><br>Q45G |
| Don't know | -7 | ==><br>Q45G |
| Refuse     | -9 | ==><br>Q45G |

**322**

**Q45F1**

Single  
Min = 1 Max = 1 L = 2  
10/8/2013 2:38:00 AM

**{B}Did this business receive all, some, or none of the funding applied for from a federal, state, or local government?{br}{/B}**

==> Roster  
Position: 1509

| Choices    |    |
|------------|----|
| All        | 01 |
| Some       | 02 |
| None       | 03 |
| Don't know | -7 |
| Refuse     | -9 |

**323**

**Q45G**

Single  
Min = 1 Max = 1 L = 2  
10/25/2013 3:01:00 AM

**{B}(Did this business try to borrow money from this source for any purpose in the past 3 years?){br}{br}(The next one is) {br}{br}Credit or advance from a customer? {br}{br} {br}{/B}**

==> Roster  
Position: 1511

| Choices    |    |             |
|------------|----|-------------|
| Yes        | 01 |             |
| No         | 02 | ==><br>Q45H |
| Don't know | -7 | ==><br>Q45H |

|        |    |             |
|--------|----|-------------|
| Refuse | -9 | ==><br>Q45H |
|--------|----|-------------|

|   |                       |
|---|-----------------------|
| <b>324</b>  | <b>Q45G1</b>          |
|   | Single                |
|   | Min = 1 Max = 1 L = 2 |
|   | 8/30/2013 3:33:00 AM  |
| <b>{B}Did this business receive all, some, or none of the funding applied for from a credit or advance from a customer?{br}{/B}</b> |                       |
| ==> Roster  |                       |
| Position: 1513  |                       |
| <b>Choices</b>  |                       |
| All   | 01                    |
| Some  | 02                    |
| None  | 03                    |
| Don't know  | -7                    |
| Refuse  | -9                    |

|   |                       |             |
|---|-----------------------|-------------|
| <b>325</b>  | <b>Q45H</b>           |             |
|   | Single                |             |
|   | Min = 1 Max = 1 L = 2 |             |
|   | 10/25/2013 3:02:00 AM |             |
| <b>{B}(Did this business try to borrow money from this source for any purpose in the past 3 years?){br}{br}(The next one is) {br}{br}Angel capital funding? {br}{br} {br}{/B}</b> |                       |             |
| ==> Roster  |                       |             |
| Position: 1515  |                       |             |
| <b>Choices</b>  |                       |             |
| Yes   | 01                    |             |
| No  | 02                    | ==><br>Q45I |
| Don't know  | -7                    | ==><br>Q45I |
| Refuse  | -9                    | ==><br>Q45I |

|   |                       |
|---|-----------------------|
| <b>326</b>  | <b>Q45H1</b>          |
|   | Single                |
|   | Min = 1 Max = 1 L = 2 |
|   | 8/30/2013 3:33:00 AM  |
| <b>{B}Did this business receive all, some, or none of the funding applied for from angel capital funding?{br}{/B}</b> |                       |
| ==> Roster  |                       |
| Position: 1517  |                       |
| <b>Choices</b>  |                       |
| All   | 01                    |
| Some  | 02                    |

|            |    |
|------------|----|
| None       | 03 |
| Don't know | -7 |
| Refuse     | -9 |

|   |                       |             |
|---|-----------------------|-------------|
| <b>327</b>  | <b>Q45I</b>           |             |
|   | Single                |             |
|   | Min = 1 Max = 1 L = 2 |             |
|   | 10/25/2013 3:02:00 AM |             |
| <b>{B}(Did this business try to borrow money from this source for any purpose in the past 3 years?){br/}{br}(The next one is) {br/}{br}Venture capital funding? {br/}{br} {br/}{/B}</b> |                       |             |
| ==> Roster  |                       |             |
| Position: 1519  |                       |             |
| <b>Choices</b>  |                       |             |
| Yes   | 01                    |             |
| No  | 02                    | ==><br>Q45J |
| Don't know  | -7                    | ==><br>Q45J |
| Refuse  | -9                    | ==><br>Q45J |

|  |                       |  |
|--|-----------------------|--|
| <b>328</b>   | <b>Q45I1</b>          |  |
|  | Single                |  |
|  | Min = 1 Max = 1 L = 2 |  |
|  | 8/30/2013 3:33:00 AM  |  |
| <b>{B}Did this business receive all, some, or none of the funding applied for from venture capital funding?{br/}{/B}</b> |                       |  |
| ==> Roster   |                       |  |
| Position: 1521   |                       |  |
| <b>Choices</b>   |                       |  |
| All  | 01                    |  |
| Some   | 02                    |  |
| None   | 03                    |  |
| Don't know   | -7                    |  |
| Refuse   | -9                    |  |

|   |                       |
|---|-----------------------|
| <b>329</b>  | <b>Q45J</b>           |
|   | Single                |
|   | Min = 1 Max = 1 L = 2 |
|   | 10/25/2013 3:03:00 AM |
| <b>{B}(Did this business try to borrow money from this source for any purpose in the past 3 years?){br/}{br}(The next one is) {br/}{br}Personal sources of funds, other than personal credit cards? {br/}{br} {br/}{/B}</b> |                       |
| ==> Roster  |                       |
| Position: 1523  |                       |
| <b>Choices</b>  |                       |

|            |    |             |
|------------|----|-------------|
| Yes        | 01 |             |
| No         | 02 | ==><br>Q45K |
| Don't know | -7 | ==><br>Q45K |
| Refuse     | -9 | ==><br>Q45K |

**330** **Q45J1**

Single

Min = 1 Max = 1 L = 2

8/30/2013 3:33:00 AM

**{B}Did this business receive all, some, or none of the funding applied for from personal sources of funds, other than personal credit cards?{/B}**

==> Roster

Position: 1525

| Choices    |    |  |
|------------|----|--|
| All        | 01 |  |
| Some       | 02 |  |
| None       | 03 |  |
| Don't know | -7 |  |
| Refuse     | -9 |  |

**331** **Q45K**

Single

Min = 1 Max = 1 L = 2

10/25/2013 3:03:00 AM

**{B}(Did this business try to borrow money from this source for any purpose in the past 3 years?){br/}{br/}(The next one is) {br/}{br/}Personal home equity loan? {br/} {br/}{/B}**

==> Roster

Position: 1527

| Choices    |    |             |
|------------|----|-------------|
| Yes        | 01 |             |
| No         | 02 | ==><br>Q45L |
| Don't know | -7 | ==><br>Q45L |
| Refuse     | -9 | ==><br>Q45L |

**332** **Q45K1**

Single

Min = 1 Max = 1 L = 2

8/30/2013 3:33:00 AM

**{B}Did this business receive all, some, or none of the funding applied for from a personal home equity loan?{/B}**

==> Roster

Position: 1529

| Choices    |    |
|------------|----|
| All        | 01 |
| Some       | 02 |
| None       | 03 |
| Don't know | -7 |
| Refuse     | -9 |

**333** **Q45L**

Single

Min = 1 Max = 1 L = 2

10/25/2013 3:04:00 AM

**{B}(Did this business try to borrow money from this source for any purpose in the past 3 years?){br/}{br/}(The next one is) {br/}{br/}Other personal loan? {br/}{br/}{/B}**

==> Roster

Position: 1531

| Choices    |    |             |
|------------|----|-------------|
| Yes        | 01 |             |
| No         | 02 | ==><br>Q45M |
| Don't know | -7 | ==><br>Q45M |
| Refuse     | -9 | ==><br>Q45M |

**334** **Q45L1**

Single

Min = 1 Max = 1 L = 2

8/30/2013 3:33:00 AM

**{B}Did this business receive all, some, or none of the funding applied for from some other personal loan?{/B}**

==> Roster

Position: 1533

| Choices    |    |
|------------|----|
| All        | 01 |
| Some       | 02 |
| None       | 03 |
| Don't know | -7 |
| Refuse     | -9 |

**335** **Q45M**

Single

Min = 1 Max = 1 L = 2

10/25/2013 3:04:00 AM

**{B}(Did this business try to borrow money from this source for any purpose in the past 3 years?){br/}{br/}The last one is {br/}{br/}Personal**

**credit card? {br} {br}{/B}**

==> Roster

Position: 1535

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**336**

**Q46A**

Single

Min = 1 Max = 1 L = 2

10/25/2013 3:06:00 AM

**{B}How were the funds that this business borrowed or wanted to borrow to be used? {br}{br}The first one is{br}{br}Were they for cash flow or operating costs? {br}{/B}**

==> Roster

Position: 1537

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**337**

**Q46B**

Single

Min = 1 Max = 1 L = 2

10/25/2013 3:06:00 AM

**{B}(How were the funds this business borrowed or attempted to borrow to be used?){br}{br}The next one is {br}{br}Were they for real estate or structures? {br}{/B}**

==> Roster

Position: 1539

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

**338**

**Q46C**

Single

Min = 1 Max = 1 L = 2

10/25/2013 3:07:00 AM

**{B}(How were the funds this business borrowed or attempted to borrow to be used?)\{br}{br}(The next one is) {br}{br}Were they for replacement of old industrial plant location, equipment, or vehicles? {br}{/B}**

==> Roster



Position: 1541

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

339

Q46D

Single

Min = 1 Max = 1 L = 2

10/25/2013 3:07:00 AM

**{B}(How were the funds this business borrowed or attempted to borrow to be used?){br/}{br/}(The next one is) {br/}{br/}Were they for investment in additional plant, equipment, or vehicles? {br/}{/B}**

==> Roster

Position: 1543

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

340

Q46E

Single

Min = 1 Max = 1 L = 2

10/25/2013 3:07:00 AM

**{B}(How were the funds this business borrowed or attempted to borrow to be used?){br/}{br/}(The next one is) {br/}{br/}Were they for repayment of debt? {br/}{/B}**

==> Roster

Position: 1545

| Choices    |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

341

Q46F

Single

Min = 1 Max = 1 L = 2

10/25/2013 3:07:00 AM

**{B}(How were the funds this business borrowed or attempted to borrow to be used?){br/}{br/}(The next one is) {br/}{br/}Were they for a reserve or cushion? {br/}{/B}**

==> Roster

Position: 1547

| Choices |  |
|---------|--|
|---------|--|

|            |    |
|------------|----|
| Yes        | 01 |
| No         | 02 |
| Don't know | -7 |
| Refuse     | -9 |

|   |                       |
|---|-----------------------|
| <b>342</b>  | <b>Q46G</b>           |
|   | Single                |
|   | Min = 1 Max = 1 L = 2 |
|   | 10/25/2013 3:08:00 AM |
| <b>{B}(How were the funds this business borrowed or attempted to borrow to be used?){br/}{br/}(The next one is){br/}{br/}Were they for inventory? {br/}{/B}</b> |                       |
| ==> Roster  |                       |
| Position: 1549  |                       |
| <b>Choices</b>  |                       |
| Yes   | 01                    |
| No  | 02                    |
| Don't know  | -7                    |
| Refuse  | -9                    |

|   |                       |
|---|-----------------------|
| <b>343</b>  | <b>Q46H</b>           |
|   | Single                |
|   | Min = 1 Max = 1 L = 2 |
|   | 10/25/2013 5:05:00 AM |
| <b>{B}(How were the funds this business borrowed or attempted to borrow to be used?){br/}{br/}(The next one is){br/}{br/}Were they for funding innovation projects? {br/}{/B}</b> |                       |
| ==> Roster  |                       |
| Position: 1551  |                       |
| <b>Choices</b>  |                       |
| Yes   | 01                    |
| No  | 02                    |
| Don't know  | -7                    |
| Refuse  | -9                    |

|  |                       |
|--|-----------------------|
| <b>344</b>   | <b>Q46I</b>           |
|  | Single                |
|  | Min = 1 Max = 1 L = 2 |
|  | 10/25/2013 5:05:00 AM |
| <b>{B}(How were the funds this business borrowed or attempted to borrow to be used?) {br/}{br/}The last one is {br/}{br/}Were they for investment in intangible assets such, as branding, training, or design? {br/}{/B}</b> |                       |
| ==> Roster   |                       |
| Position: 1553   |                       |
| <b>Choices</b>   |                       |
| Yes  | 01                    |
| No   | 02                    |

|            |    |
|------------|----|
| Don't know | -7 |
| Refuse     | -9 |

|  |                       |
|--|-----------------------|
| <b>345</b>   | <b>Q47</b>            |
|  | Single                |
|  | Min = 1 Max = 1 L = 2 |
|  | 10/4/2013 4:30:00 AM  |
| <b>{B}In the past 3 years, were business profits (retained earnings) used to finance this business? {br}{/B}</b> |                       |
| ==> Roster   |                       |
| Position: 1555   |                       |
| <b>Choices</b>   |                       |
| Yes  | 01                    |
| No   | 02                    |
| Don't know   | -7                    |
| Refuse   | -9                    |

|   |                       |
|---|-----------------------|
| <b>346</b>  | <b>Q47A</b>           |
|   | Single                |
|   | Min = 1 Max = 1 L = 2 |
|   | 8/30/2013 3:33:00 AM  |
| <b>{B}Compared with borrowed funds, how important were business profits for funding investment? Would you say more important, less important or equally important? {br}{/B}</b> |                       |
| ==> Roster  |                       |
| Position: 1557  |                       |
| <b>Choices</b>  |                       |
| More important  | 01                    |
| Less important  | 02                    |
| Equally important   | 03                    |
| Don't know  | -7                    |
| Not applicable  | -8                    |
| Refuse  | -9                    |

|  |                       |
|--|-----------------------|
| <b>347</b>   | <b>Q48</b>            |
|  | Single , Open         |
|  | Min = 1 Max = 1 L = 2 |
|  | 10/4/2013 4:33:00 AM  |
| <b>{B}Which of the following best describes your current position? Mid level manager, senior manager, executive or owner, or other? {br}{/B}</b> |                       |
| ==> Roster   |                       |
| Position: 1559   |                       |
| <b>Choices</b>   |                       |
| Mid level manager  | 01                    |

|                         |    |   |
|-------------------------|----|---|
| Senior manager          | 02 |   |
| Executive or owner      | 03 |   |
| Other (Please describe) | 04 | 0 |
| Don't know              | -7 |   |
| Refuse                  | -9 |   |

**348** **Q49**

Single

Min = 1 Max = 1 L = 2

8/30/2013 3:33:00 AM

**{B}Which best describes your familiarity with how innovation is carried out in this business? Would you say you are not familiar, slightly familiar, moderately familiar, strongly familiar, or completely familiar? {br}{/B}**

==> Roster

Position: 1561

| Choices             |    |
|---------------------|----|
| Not familiar        | 01 |
| Slightly familiar   | 02 |
| Moderately familiar | 03 |
| Strongly familiar   | 04 |
| Completely familiar | 05 |
| Don't know          | -7 |
| Refuse              | -9 |

**349** **Q50**

Single

Min = 1 Max = 1 L = 2

10/8/2013 3:55:00 AM

**{B}(What is your gender?) {br}{br}{font color="#0000FF"} {br}{IWR: Only ask if necessary.){/font} {br}{/B}**

==> Roster

Position: 1563

| Choices |    |
|---------|----|
| Male    | 01 |
| Female  | 02 |
| Refuse  | -9 |

**350** **Q51**

Single

Min = 1 Max = 1 L = 4

10/8/2013 8:12:00 AM

**{B}How many years have you worked at this business? {br}{/B}**

\$R.1 0.0 99.9

==> Roster

Position: 1565

| Choices    |    |
|------------|----|
| Don't know | -7 |

|        |    |
|--------|----|
| Refuse | -9 |
|--------|----|

|            |            |
|------------|------------|
| <b>351</b> | <b>THX</b> |
|------------|------------|

Single , Open

Min = 1 Max = 1 L = 1

10/8/2013 2:51:00 AM

**{B}That is my last question. Thank you so much for taking the time to talk with me today. If you have any additional comments about this survey or innovation in general I can note them now. {br}{/B}**

==> Roster

Position: 1569

| Choices       |   |   |
|---------------|---|---|
| Yes, comments | 1 | 0 |
| No comments   | 2 |   |