

Survey of Business Owners and Self-Employed Persons

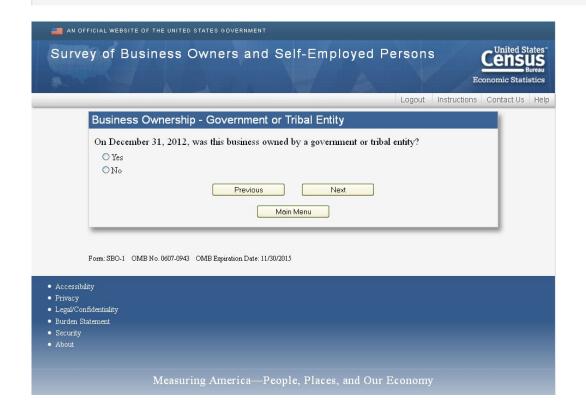


Contact Information	n		
Please enter the first an	d last name of the person who is f	filling out this form.	
Contact Name			
	ephone number so we can contact	you if there is a question.	
Area Code Number	Ext.		
	Previous	Next	
	Main Menu		

Number of Owners Please answer the following questions for the person(s) or business named in the mailing label. Answer even if the business has been sold, reorganized, or ceased operation. You may use estimates if this form requests information that is not available in your business records. On December 31, 2012, how many people owned this business? • Include yourself if you were a sole proprietor or worked as a consultant or an independent contractor. • Do not combine two or more owners to create one owner. • Count spouses and partners as separate owners. O1 person O2 - 4 people O5 - 10 people O11 or more people Business is owned by a parent company, estate, trust, or other entity. O Don't know

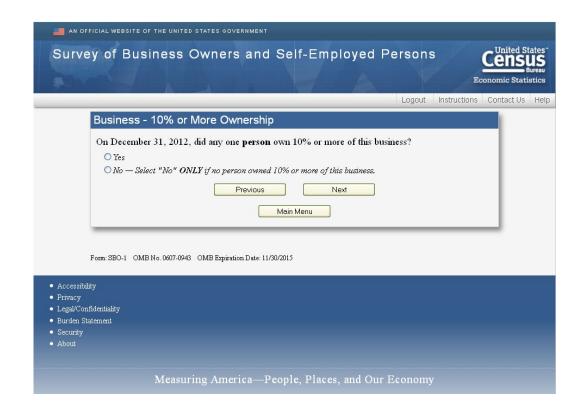
Main Menu

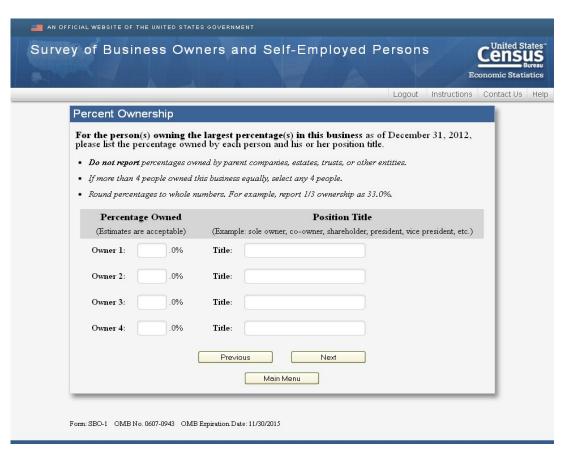
Next



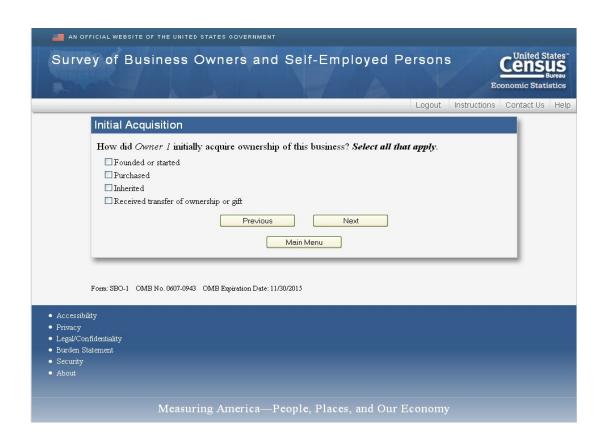
Previous

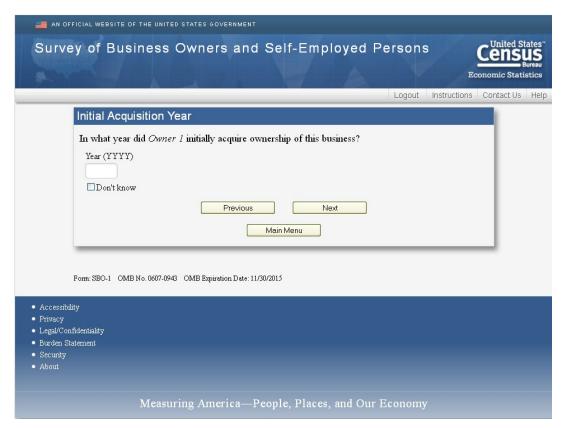
Form: SBO-1 OMB No. 0607-0943 OMB Expiration Date: 11/30/2015

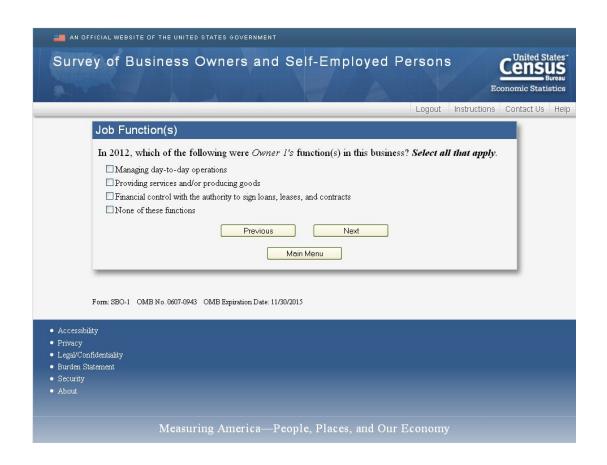


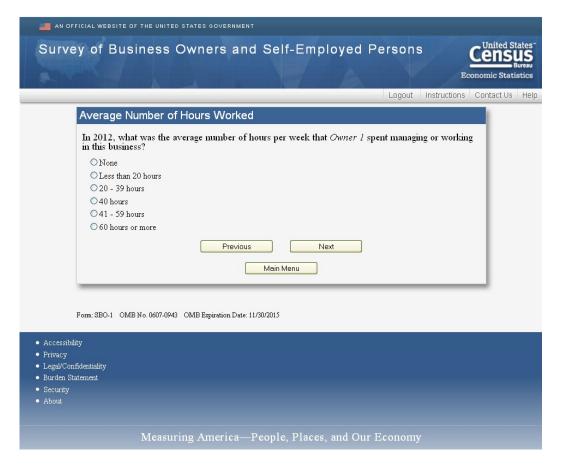


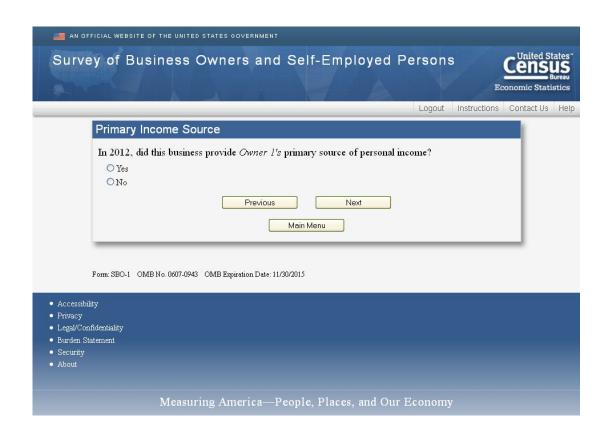
Business	: Owner(s)			Logout Instruct	tions C
	ne action buttons below to answer question	s about each ov	vner reported.		
	Action	Status	Percentage Owned	Title	
	Answer Questions about Owner 1	Not Started	50%	Owner Un	
	Answer Questions about Owner 2	Not Started	50%	Owner Deux	
	Answer Questions about Owner 3				
	Answer Questions about Owner 4				
When you fi about this bu	Previous		button below to pr	oceed with additional	questions

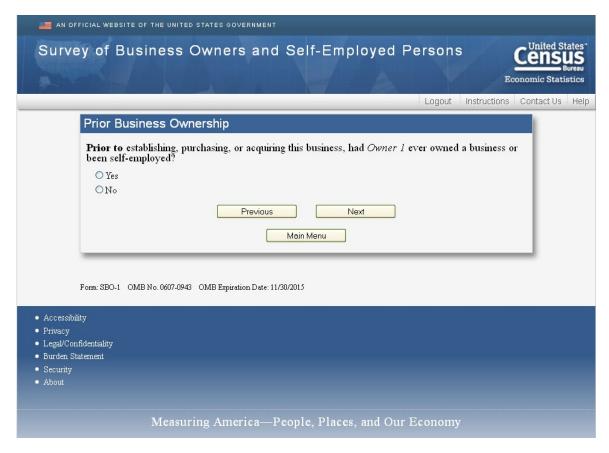


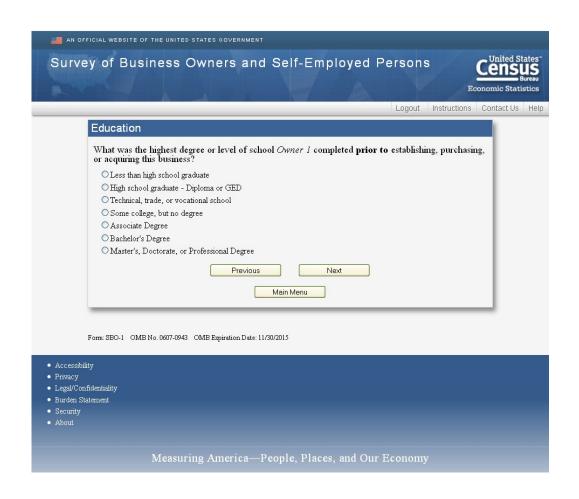


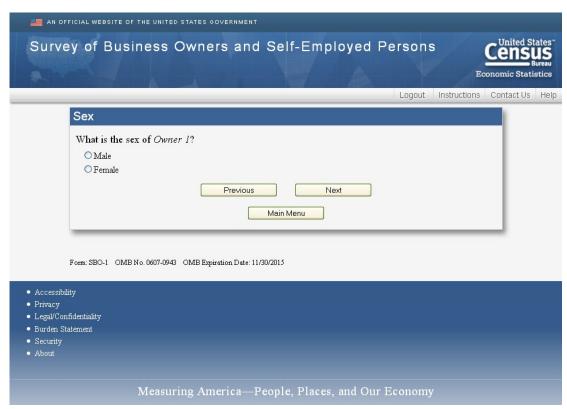


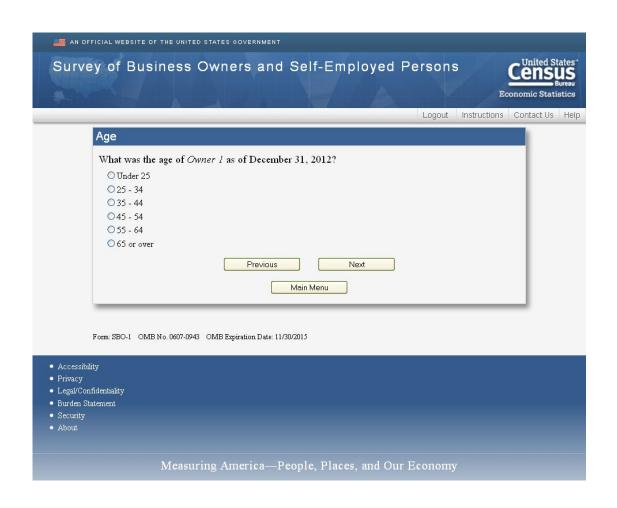


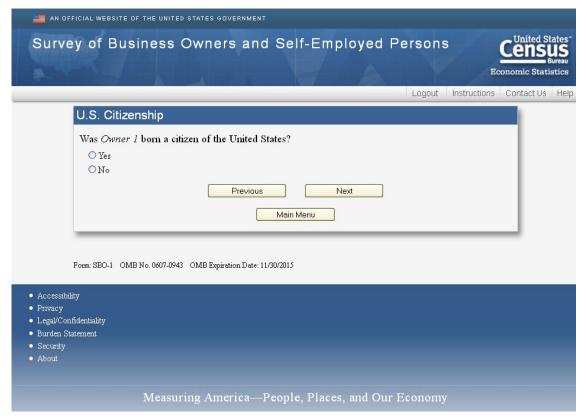




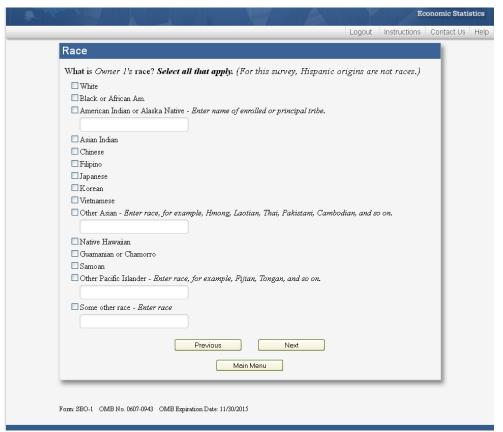


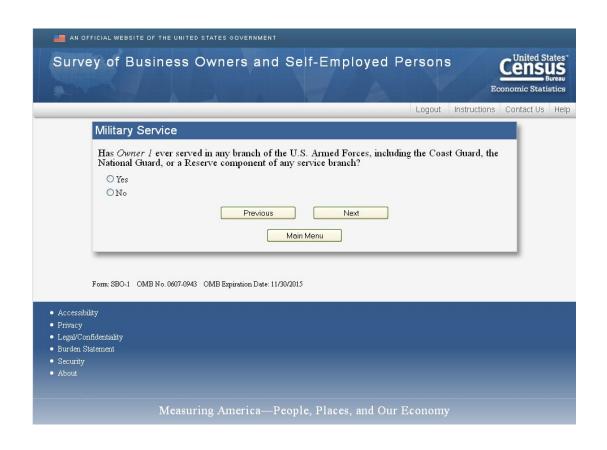


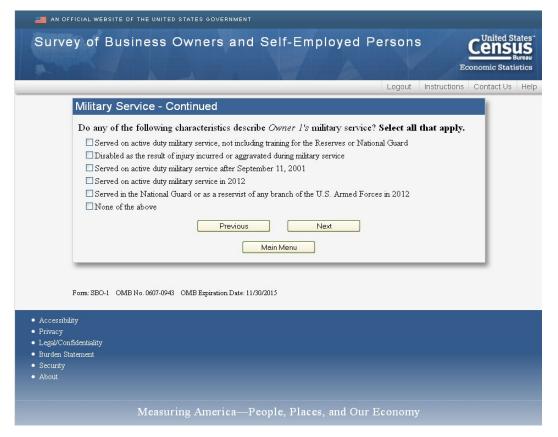






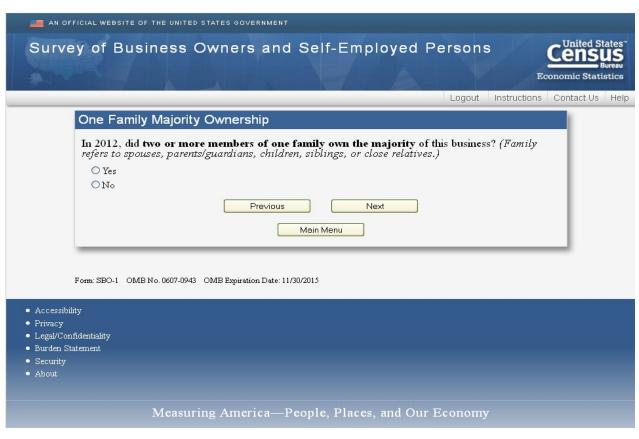


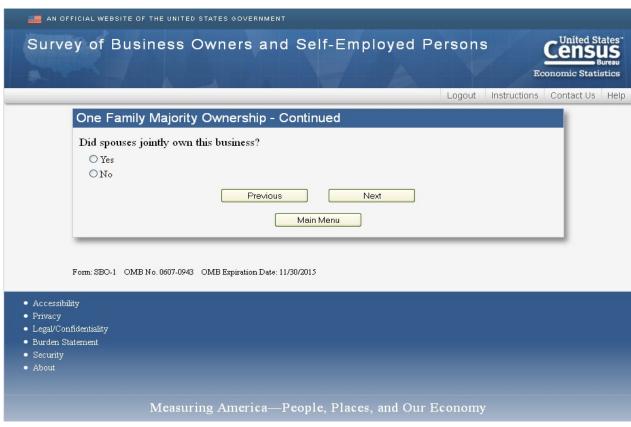


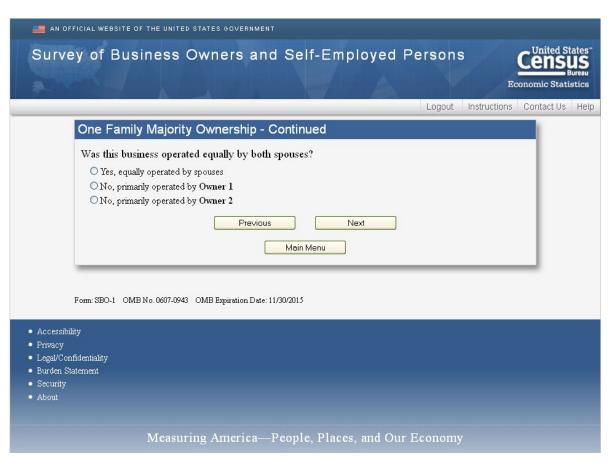


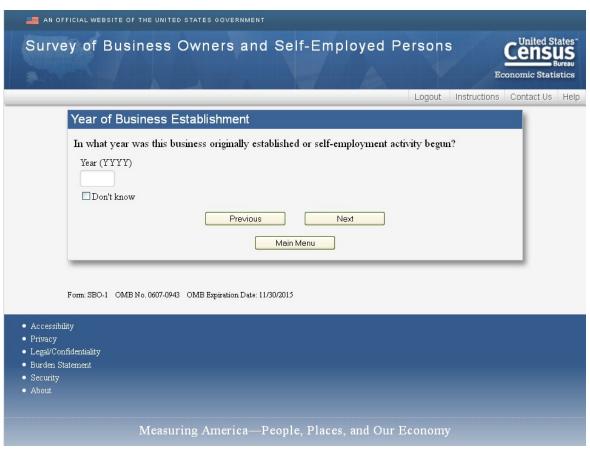
How important to Owner1 are each of the following reasons for owning this business?" (Select one for each row)

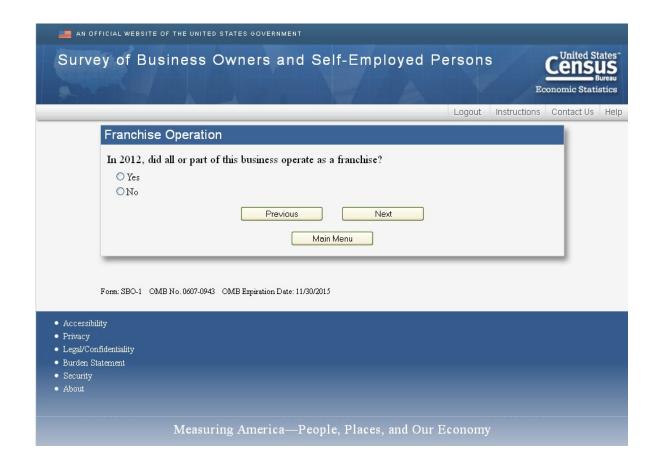
	Not	Somewhat	Very
	Important	Important	Important
Wanted to be my own boss	0	0	0
Flexible hours	0	0	0
Balance work and family	0	0	0
Opportunity for greater income/Wanted to build wealth	0	0	0
Best avenue for my ideas/goods/services	0	0	0
Couldn't find a job/Unable to find employment	0	0	0
Working for someone else didn't appeal to me	0	0	0
Always wanted to start my own business	0	0	0
An entrepreneurial friend or family member was a role model	0	0	0
Other (Specify):	0	0	0
	,		





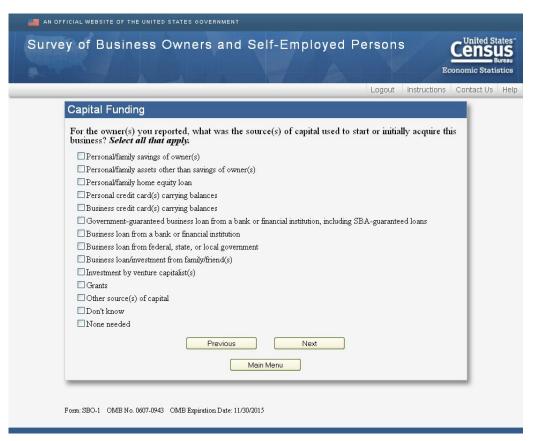


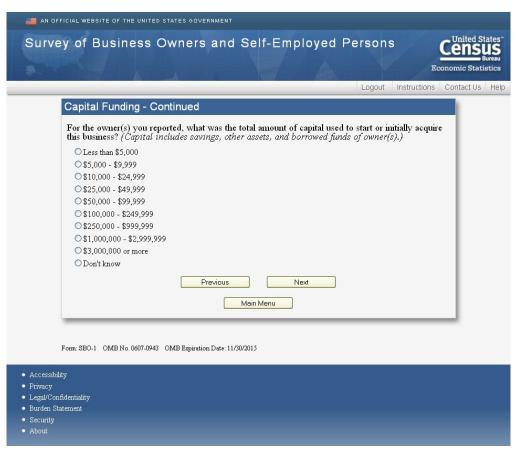




Where would the owner(s) like this business to be in five years? (Select one)

0	Larger in terms of sales or profits
0	About the same amount of sales or profits
0	Smaller in terms of sales or profits
0	Other (Specify)





For 2014, what was the total amount of money that the owner(s) personally put into the business? Your best estimate is fine. Please report in thousands.

Include:

- Investments from personal savings
- Personal retirement accounts
- Home equity loans
- Personally borrowed funds.

For 2014, what was the total amount of money this business received from family, friends, and employees? Your best estimate is fine. Please report in thousands.

For 2014, what was the total amount of money this business borrowed from a bank or other financial institution, including business loans, a business credit card carrying a balance, or a business line of credit? Include all draws on business line of credit, even if paid off during the year. Your best estimate is fine. Please report in thousands.

For 2014, what was the total amount of money this business received from angel investors, venture capitalists, or other businesses in return for a share of ownership in this business? *Your best estimate is fine. Please report in thousands.* (An "angel investor" is an affluent individual who provides capital for a business start-up, usually in exchange for convertible debt or ownership equity.)

For 2014, what was the total amount of money this business received from government grants (such as the Small Business Innovation Research (SBIR) and/or Small Business Technology Transfer (STTR) programs)? Your best estimate is fine. Please report in thousands.

In 2014, did this business attempt to establish any **new funding relationship** (for example, loans, investments, or gifts) with any of the following sources? (*Select one for each row*)

	No	Yes, received <u>total amount</u> of the funding requested	Yes, but <u>did not</u> <u>receive the total</u> <u>amount</u> requested
Other owner(s) (if applicable)	0	0	0
Family, friends, or employees	0	0	0
Banks, credit unions, or other financial institutions	0	0	0
Home equity loans in name of business owners	0	0	0
Credit cards	0	0	0
Trade credit (for example, buy now, pay later)	0	0	0
Angel investors	0	0	0
Venture capitalists	0	0	0
Other investor businesses	0	0	0
Crowdfunding platform (for example, Prosper, Kickstarter, etc.)	0	0	0
Grants (for example., Federal government's Small Business Technology Transfer Program (STTR) or Small Business Innovation Research Program (SBIR)	0	0	0
Other (Specify)	0	0	0

At any time during 2014, did this business need additional financing and the owner(s) chose not to apply?

- o Yes
- o No

Why did this business c	hoose not to apply for additional financing? (Select all that apply)
	Did not think business would be approved by lender
	Did not want to accrue debt
	Decided the financing costs would be too high
	Preferred to reinvest the business profits instead
	Felt the loan search/application process would be too time consuming
	Decided the additional financing was no longer needed
	Decided to wait until funding conditions improved
	Decided to wait until company hit milestones to be in stronger position to raise
	funds
	Other (Specify)

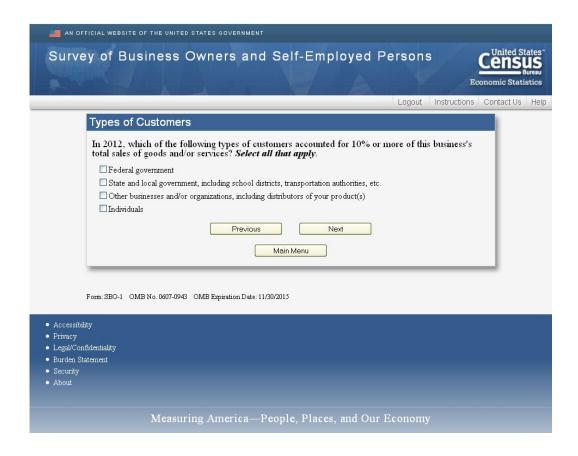
For 2014, did this business have profits, losses, or break even? (*Select one*)

- o Profits
- o Losses
- o Break even

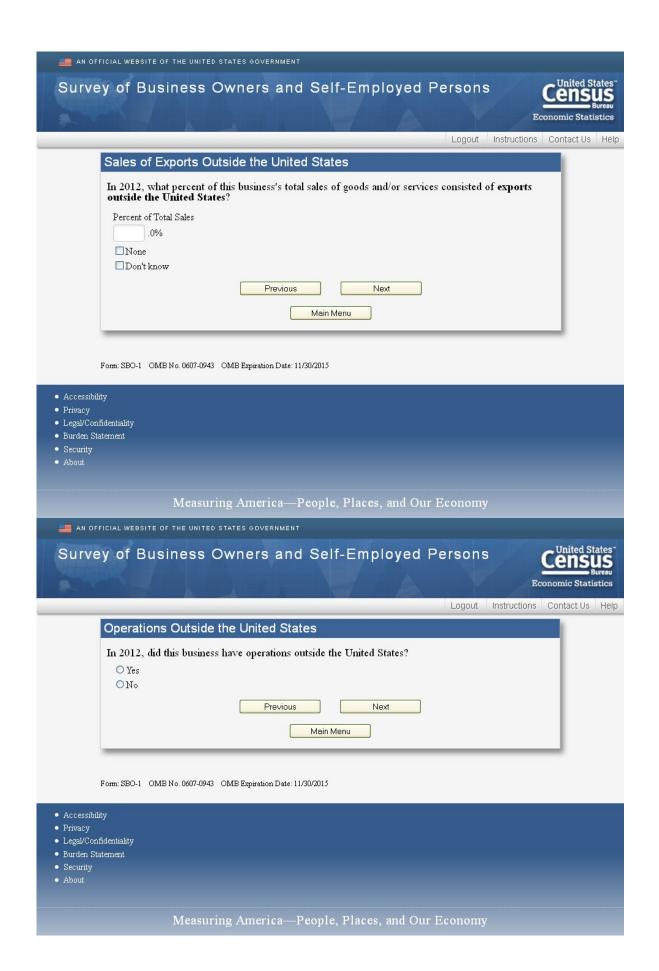
For 2014, did each of the following negatively impact the profitability of this business? (*Select one in reach row*)

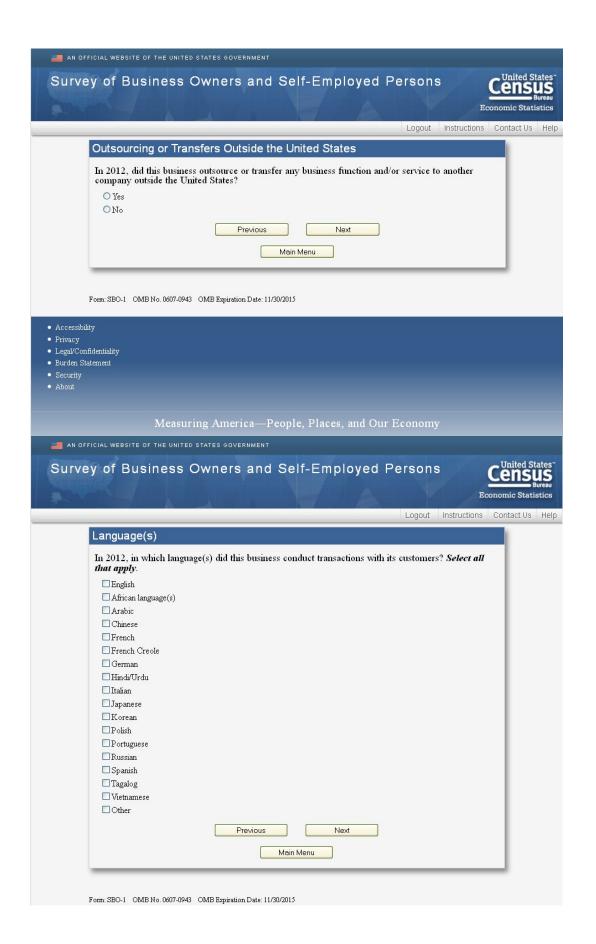
	Yes	No
Access to financial capital	0	0
Cost of financial capital	0	0
Finding qualified labor	0	0
Taxes	0	0
Slow business or lost sales	0	0
Customers or clients not making payments or paying late	0	0
The unpredictability of business conditions	0	0
Changes or updates in technology	0	0
Other (Specify)	0	0
	1	

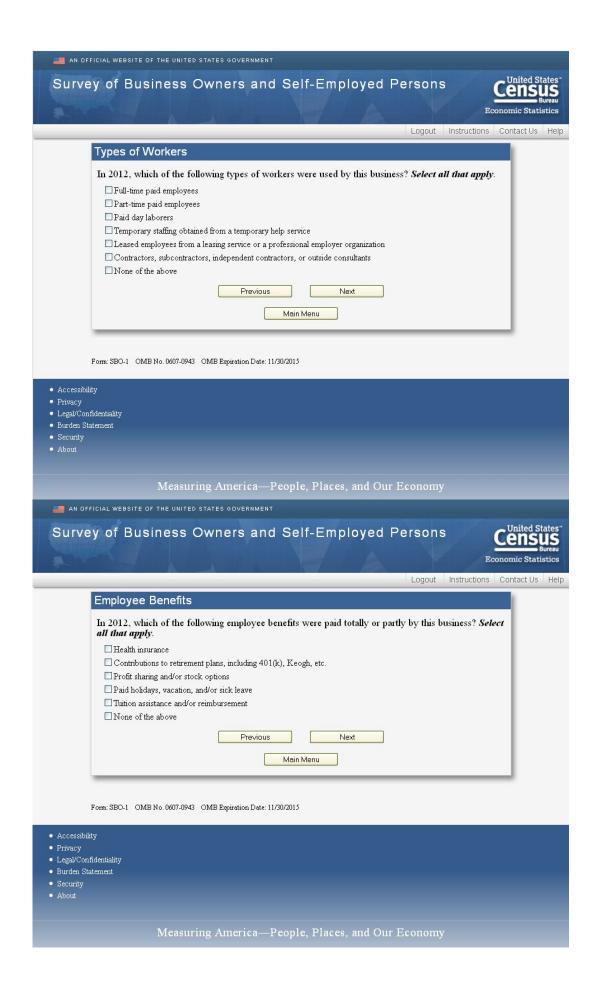
		Logout	Instructions C
Expansion or Capital Im	provement(s)		
In 2012, were any of the follo inprovement(s), for this busi	ving sources of capital used	to finance expansion or c	apital
Personal/family savings of owner	r(s)		
Personal/family assets other tha	n savings of owner(s)		
Personal/family home equity loa	n		
Personal credit card(s) carrying	balances		
Business credit card(s) carrying	balances		
Government-guaranteed busine	ss loan from a bank or financial in	nstitution, including SBA-guarante	ed loans
Business loan from a bank or fi	ancial institution		
Business loan from federal, stat	e, or local government		
☐ Business loan/investment from f	amily/friend(s)		
☐ Investment by venture capitalist	(s)		
☐ Business profits and/or assets			
☐ Grants			
Other source(s) of capital			
□Don't know			
☐ Wanted to expand or make cap		ot obtain funding	
Did not expand or make capital	improvement(s)		
	Previous	Next	
	Main Menu		

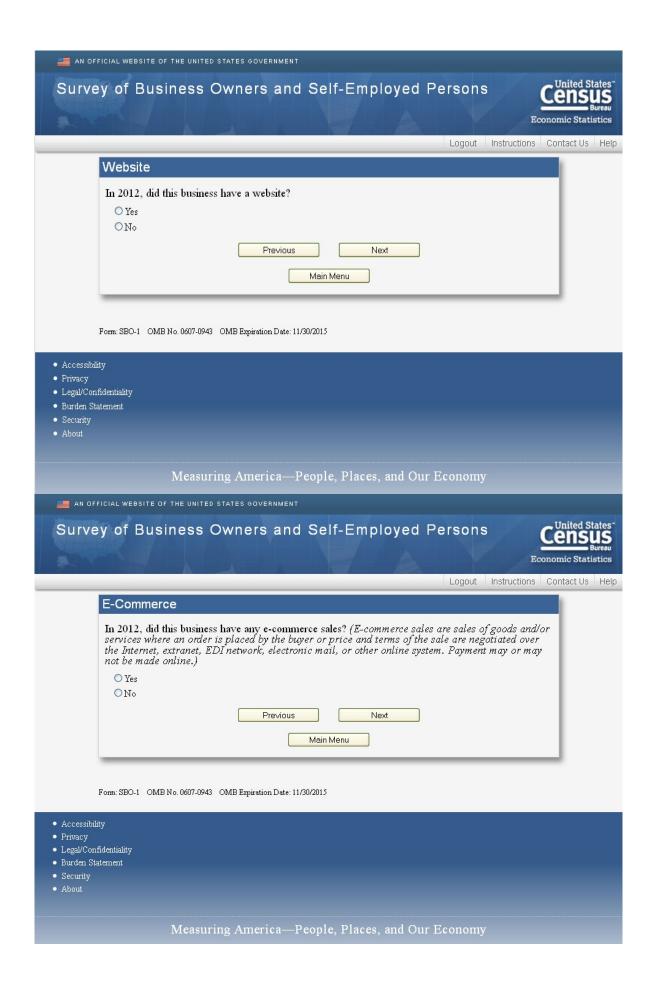


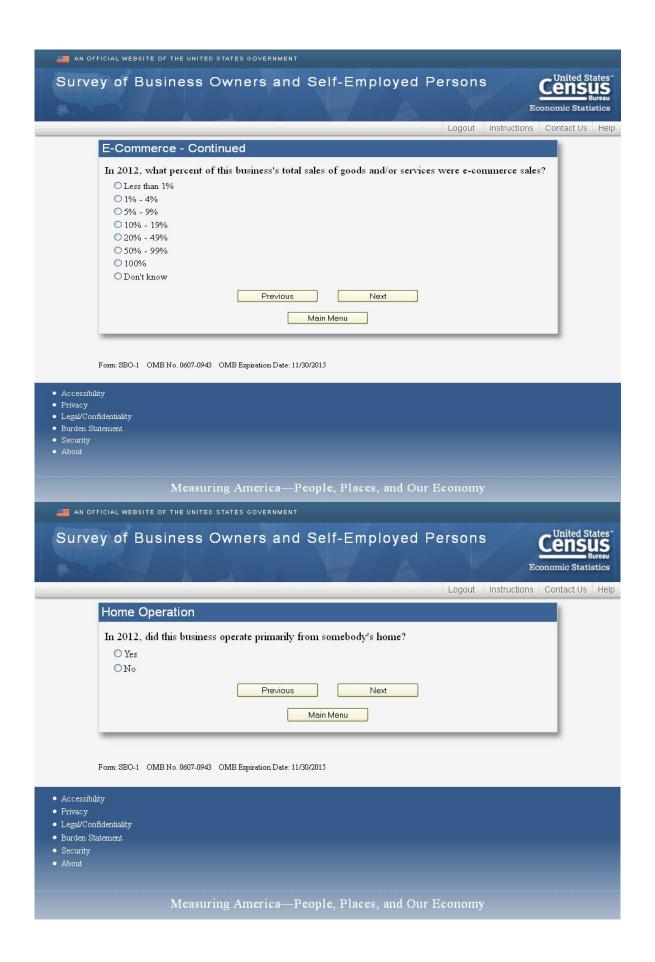
 here were this business's customers or clients located? Rounds fine. If none, report "0."	d to the nearest whole percent. Your
Same region as the business	%
Outside of the region but within the U.S. (Domestic)	%
Outside the United States (International)	%
Total	100 %

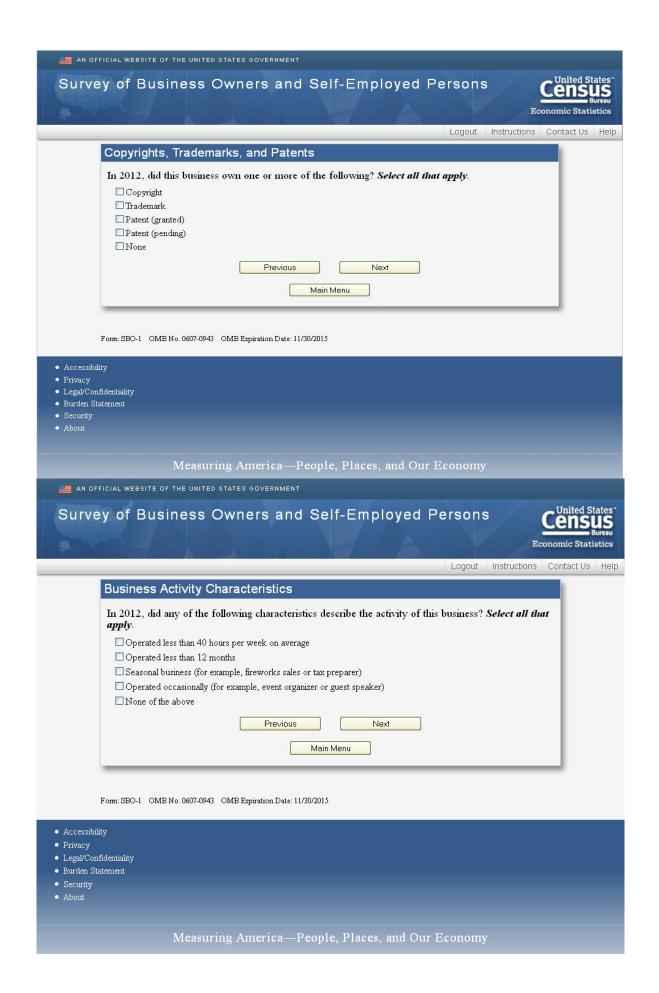












"Product	Innovation"
----------	-------------

"During the last three years (2012, 2013, 2014), did this business do each of the following regarding the goods or services it offers? (*Select one for each row*)

Do not include adaptation or customization of a good or service for a specific customer's needs.

Sold a new good or service that no other business has ever offered before Sold a new good or service that this business has never offered before	Yes O O	No O O
Improved a good or service's performance by making changes in materials, equipment, software or other components	0	0
Developed a new use for a good or service	0	0
Added a new feature to a good or service	0	0
Made it easier for customers to use a good or service	U	O

"Process Improvement"

"During the last three years (2012, 2013, 2014), did this business do each of the following regarding the goods or services it offers? (*Select one for each row*)

Applied a new way of purchasing, accounting, computing, maintenance, inventory	Yes O	No O
control, or other support activity Reduced costs by changing the way a good or service was distributed	0	0
Upgraded a technique, equipment, or software to significantly improve a good or service	0	0
Made a significant improvement in a technique or process by increasing automation, decreasing energy consumption, or using better software	0	0
Decreased production costs by improving the materials, software, or other components	0	0
Changed a delivery method to be faster or more reliable	0	0

"Research and Development Activity"

In 2014, did this business do any of the following research and development (R&D) activities? (*Select one for each row*)

(Include R&D activities that this business performed, others paid this business to do, or this business paid others to do.)

Conducted work that might lead to a patent	Yes O	No O
Developed and tested prototypes that were derived from scientific research or technical findings	0	0
Produced findings that could be published in academic journals or presented at scientific conferences	0	0
Applied scientific or technical knowledge in a way that has never been done before	0	0
Created new scientific research or technical solutions that can be generalized to other situations	0	0
Conducted work to discover previously unknown scientific facts, structures, or relationships	0	0
Conducted work to extend the understanding of scientific facts, relationships or principles in way that could be useful to others	0	0

"Total R&D Cost"

"In 2014, what was this business's **total cost** for R&D activities?

Include:

Labor paid for employees, temporary staff, contractors, independent contractors, and outside consultants

Materials, equipment, software, or other supplies purchased

Money spent for rent, utilities or other overhead

\$_____,000

"Purchased R&D Costs"

"In 2014, of the total (\$XXXXXX) of R&D costs, what was the **amount used to purchase** R&D services from others?

Include labor paid for employees, temporary staff, contractors, independent contractors, and outside consultants

\$_____,000"

"Business R&D Costs"

"In 2014, what percent of the costs of R&D services **performed by this business** (\$XXXX, Item XX - Item YY) consisted of the following purchases? Round to the nearest whole percent. Your best estimate is fine. If none, report "0."

Employee payroll	%
Equipment purchases	%
Software and licensing purchases	%
Other R & D expenses	%
TOTAL	100%

"Funding Sources for R&D Activities"

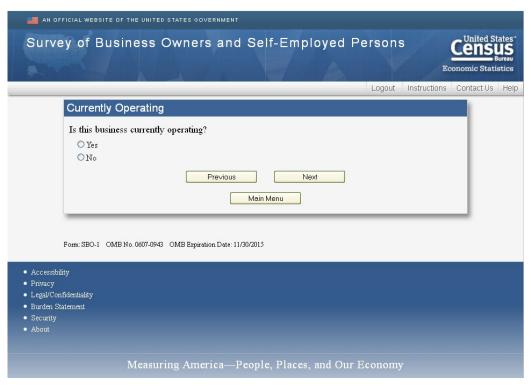
In 2014, what percent of the costs of R&D services performed by this business (\$XXXX, Item XX – Item YY) was paid by the following sources? Round to the nearest whole percent. Your best estimate is fine. If none, report "0."

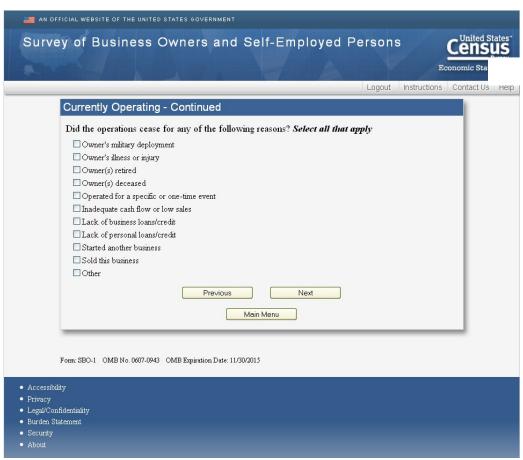
This business	
Another U.S. business	
U.S. college or university	
U.S. nonprofit organization	
U.S. federal government (Include R&D grants)	
U.S. state or local government (Do not include public schools)	
Other (Specify)	%

"Number of R&D Employees"	r of R&D Employees"
---------------------------	---------------------

For the pay period including March 12, 2014, how many of each type of the following workers worked on R&D activities?

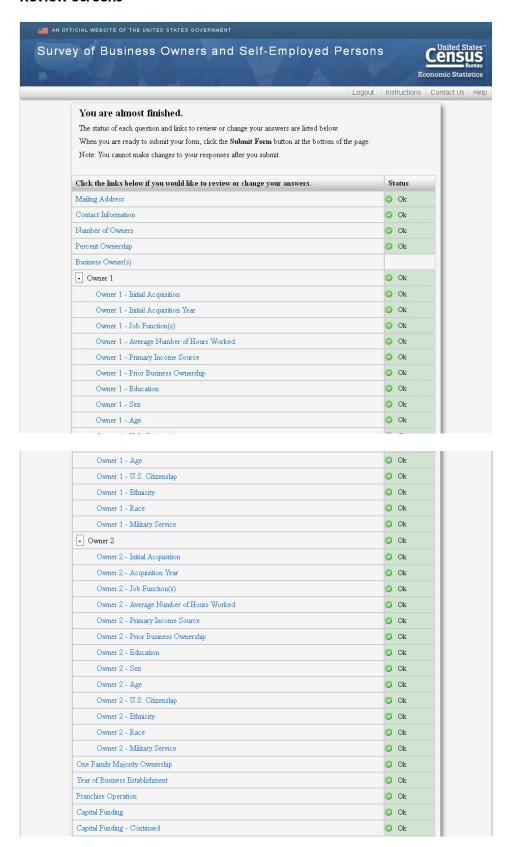
	Number of workers
Owner(s)	
Paid Employees	
Other Paid Workers - Include labor paid for temporary staff, contractors, independent contractors, and outside consultants.	
Unpaid Workers/Interns	







Review Screens



Expansion or Capital Improvement(s)	Ok
Types of Customers	⊘ Ok
Sales of Exports Outside the United States	⊘ Ok
Operations Outside the United States	⊘ Ok
Outsourcing or Transfers Outside the United States	⊘ Ok
Language(s)	⊘ Ok
Types of Workers	⊘ Ok
Employee Benefits	⊘ Ok
Website	Ok
E-Commerce	Ok
E-Commerce - Continued	Ok
Home Operation	Ok
Copyrights, Trademarks, and Patents	Ok
Business Activity Characteristics	Ok
Currently Operating	Ok
Currently Operating - Continued	Ok
Remarks	Ok
Note: You cannot make changes to your responses after you su	ibmit.

Survey of Business Owners and Self-Employed Persons



Submission Confirmation

Thank you for completing the 2012 Survey of Business Owners and Self-Employed Persons.

To end this session, Logout and close your browser.

User ID:
Submission Date: 04/10/2014, 17:07:16

Company Information:
TEST COMPANY 079

79 NOWHERE ST
NOPLACE, DC 08409

View/print instructions on how to correct a submitted form

Print This Page View/Print PDF of Completed Form Logout

Form: SBO-1 OMB No. 0607-0943 OMB Expiration Date: 11/30/2015

The letters PDF or the icon indicate a document is in the Portable Document Format (PDF). To view the file you will need the Adobe® Reader which is available for free from the Adobe web site.

- Accessibility
- Privacy
- · Legal/Confidentiality
- Burden Statement