

70:

BEGIN

2013/11/20 16:41

font color="#0000FF"Access Code: 231-551-477
 Phone: <PHONE> Ext: <PH1EX> Phone2: <PHON2>
 Ext: <PH2EX> Phone3: <PHON3> Ext: <PH3EX>
 Directory Assistance: <TEL1> Business Name:
 <BNAME> Contact Name: <CONTACT> Contact
 Title: <TITLE> /font 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? 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.")

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

77:

CELL

2013/07/19 12:17

First, for safety reasons, I need to ask if this is a cell phone? 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.")

=> /CONFD
if CELL=2

- Yes.....1
- No.....2 => CONFD
- Refuse.....R => CONFD

78: **CLSAF**

2013/07/19 12:27

To ensure your safety and the safety of others can you please tell me if you are currently driving a motor vehicle? 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

- Yes.....1 => /INT01
- No.....2 => CONFD
- Refuse.....R => /REFUS

79: **CONFD**

2013/11/22 10:18

We are conducting a survey for the Economic Research Services of the USDA on the challenges businesses are facing in today's economy. This information will be used to find out how businesses use available resources to remain viable and competitive. Did you receive the letter we sent in the second week of November (2013) for the National Survey of Business Competitiveness explaining the importance of the survey and requesting your participation? (IWR: If R says "No", "Don't know", or "Don't remember" then say, "Would you like for me to send you an email of this letter and the Paperwork Reduction Act disclaimer?" (IWR Note If they would like an email of this click "Prior Letter" hot key and send email) I would like you to know that all information you provide for this survey is voluntary. Your answers to all questions are confidential. All information that is provided 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. This survey is authorized under OMB Control Number 0536-0071. The time required to complete this survey is estimated to average 30 minutes per response. 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?

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

102: **Q01**
 2013/10/07 17:33
 First, what is your job title or role?

103: **Q02**
 2013/11/21 13:25

Approximately what year did this business begin operating at this location? font color="#0000FF" (IWR Note: If the business began operating before 1800 please enter 1800 and leave an interviewer note with actual start year.)/font

\$E 1800 2013

Don't know.....-7

Refuse.....-9

104: **Q03**

2013/08/29 15:33

What is the main product or service at this business location?

Enter response.....01 O

Don't know.....-7

Refuse.....-9

105: **Q04**

2013/11/19 21:16

Does this business have ONLY ONE location or MORE THAN ONE location?

Only one location.....01 ==> Q06A

More than one location.....02

Don't know.....-7 ==> Q06A

Refuse.....-9 ==> Q06A

106: **Q04A**

2013/10/02 16:00

Is this location this business's headquarters or is it a branch location?

Headquarters.....01

Branch.....02

Don't know.....-7

Refuse.....-9

107: **Q06A**

screen [template
12] -> Q06B

2013/11/21 13:32

font color="#0000FF" (IWR Note: On this screen move to the next answer with the tab key or mouse click. Press [Enter] or click Next to go to the next screen.)/font In 2012, at this location, what was the AVERAGE number of workers who were . . . Full-time and part-time employees on YOUR PAYROLL? font color="#0000FF" (IWR Note: Don't know = .07 Refused = .09) (IWR Note: These questions do allow 2 decimal places)/font
 \$R.2 0.00
 999999.99
 Don't know.....-7
 Refuse.....-9

108: **Q06B**

2013/11/20 02:37
 Independent contractors or temporary workers NOT ON YOUR PAYROLL?
 \$R.2 0.00
 999999.99
 Don't know.....-7
 Refuse.....-9

109: **Q06ACALC**

2013/10/03 10:54
 Carries the percent for Q06A with negative numbers (missings values) set to 0 (zero). Used in Q06SU.
 \$R.2 0.00
 999999.99

```
=> *
if IF(Q06A>=0,Q06A,0)
```

110: **Q06BCALC**

2013/10/03 10:55
 Carries the percent for Q06B with negative numbers (missings values) set to 0 (zero). Used in Q06SU.
 \$R.2 0.00
 999999.99

```
=> *
if IF(Q06B>=0,Q06B,0)
```

111: **Q06SU**

2013/10/03 10:55

Sums Q06ACALC and Q06BCALC
\$R.2 0.00
999999.99

```
=> *  
if SMR(0,Q06ACALC,Q06BCALC)
```

112: **Q06CH**

2013/10/07 17:14

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

```
=> +0  
else => Q07A  
if Q06SU<5
```

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

113: **INT30**

2013/10/07 17:04

Thank you for your time, but we are currently only interviewing businesses with 5 or more workers.

```
=> +0  
else => Q07A  
if Q06SU<5
```

Ineligible - Less than 5 workers.....I5 => /END

114: **Q07A**

2013/10/02 18:50

In the past 12 months, did this business offer a health insurance option for any workers?

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

115: **Q07C**

2013/11/19 23:02

In the past 12 months, did this business pay for worker education, professional development, or training?

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

116: **Q07D**

2013/10/02 18:51

(In the past 12 months, did this business) Offer paid maternity, paternity, or family leave?

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

117: **Q07E**

2013/11/20 20:32

(In the past 12 months, did this business) Have an employee-ownership plan? (IWR Definition: Profit sharing or company stock.)/font

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

118: **Q07B**

2013/11/19 22:09

(In the past 12 months, did this business) Offer a retirement plan (401k or pension)?

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

119:

Q07F

2013/10/24 12:44

(In the past 12 months, did this business) The last one is Offer paid time off in order for workers to volunteer?

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

120:

Q08A

2013/10/07 15:51

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

\$E 0 100

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

121:

Q08B

2013/10/07 15:51

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

\$E 0 100

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

122:

Q09

2013/11/20 20:33

In 2012, what is your best estimate of the average hourly wage for non-salaried workers at this location? font color="#0000FF" (IWR Note: Question does allow 2 decimal places.)/font

\$R 1.00 999.99

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

123:

Q10CPK

2013/11/20 02:44

Next I am going to ask about 5 inclusive occupational categories. Would it be easier for you to classify all workers using the percent of workers in each category or the number of workers in each category.

Number of workers in each category.....01	=> Q10AN
Percent of workers in each category.....02	
Don't know.....-7	=> Q10AN
Refuse.....-9	=> Q10AN

124: Q10AP

screen [template
12] -> Q10EP
2013/11/21 13:32

font color="#0000FF" (IWR Note: On this screen move to the next answer with the tab key or mouse click. Press [Enter] or click Next to go to the next screen.)/font In 2012, at this location, what percent of workers were in the occupational category of Management and professional? font color="#0000FF" (IWR Note: Don't know = .07 Refused = .09) (IWR Note: These questions do allow 2 decimal places.)/font

\$R.2 0.00 100.00	
Don't know.....-7	
Refuse.....-9	

125: Q10BP

2013/11/20 02:33
What percent of workers were in the occupational category of Services?

\$R.2 0.00 100.00	
Don't know.....-7	
Refuse.....-9	

126: Q10CP

2013/11/20 02:39
Sales and office support (includes administrative staff)?

\$R.2 0.00 100.00	
Don't know.....-7	
Refuse.....-9	

127: Q10DP

2013/11/20 02:33

Natural resources, construction, and maintenance?
\$R.2 0.00 100.00
Don't know.....-7
Refuse.....-9

128: **Q10EP**

2013/11/21 13:33
The last one is Production, transportation, and
material moving? font color="#0000FF"
(Total should be 100%)font
\$R.2 0.00 100.00
Don't know.....-7
Refuse.....-9

129: **Q10APCAL**

2013/10/03 10:49
Carries the percent for Q10AP with negative numbers
(missings values) set to 0 (zero). Used in Q10PSU.
\$R.2 0.00 100.00

```
=> *  
if IF(Q10AP>=0,Q10AP,0)
```

130: **Q10BPCAL**

2013/10/03 10:51
Carries the percent for Q10BP with negative numbers
(missings values) set to 0 (zero). Used in Q10PSU.
\$R.2 0.00 100.00

```
=> *  
if IF(Q10BP>=0,Q10BP,0)
```

131: **Q10CPCAL**

2013/10/03 10:51
Carries the percent for Q10CP with negative numbers
(missings values) set to 0 (zero). Used in Q10PSU.
\$R.2 0.00 100.00

```
=> *  
if IF(Q10CP>=0,Q10CP,0)
```

132: **Q10DPCAL**

2013/10/03 10:52

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

\$R.2 0.00 100.00

```
=> *  
if IF(Q10DP>=0,Q10DP,0)
```

133:

Q10EPCAL

2013/10/03 10:52

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

\$R.2 0.00 100.00

```
=> *  
if IF(Q10EP>=0,Q10EP,0)
```

134:

Q10PSU

2013/10/03 10:52

Sums Q10APCAL-Q10EPCAL

\$R.2 0.00 100.00

```
=> *  
if  
    SMR(0,Q10APCAL,Q10BPCAL,Q10CPCAL,Q10DP  
    CAL,Q10EPCAL)
```

135:

Q10PCK

2013/10/07 17:42

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

```
=> +0
else => Q10A
if (Q10PSU<99 OR Q10PSU>101 )
```

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 maintenance04	
.....=> /Q10DP	
Changes % in production, transportation, and material moving05	
.....=> /Q10EP	
Go with the numbers given.....06	=> /Q10A
Don't know.....-7	
Refuse.....-9	

136: **Q10AN**

screen [template
 12] -> Q10EN
 2013/11/21 13:33
 In 2012, at this location, how many workers were in
 the occupational category of Management and
 professional? font color="#0000FF" (IWR Note: Don't
 know = .07 Refused = .09) (IWR Note: These
 questions do allow 2 decimal places.)/font
 \$R.2 0.00
 999999.99
 Don't know.....-7
 Refuse.....-9

137: **Q10BN**

2013/11/20 02:34

How many workers were in the occupational category of Services?

\$R.2 0.00
999999.99
Don't know.....-7
Refuse.....-9

138: **Q10CN**

2013/11/20 02:40
Sales and office support (includes administrative staff)?
\$R.2 0.00
999999.99
Don't know.....-7
Refuse.....-9

139: **Q10DN**

2013/11/20 02:34
Natural resources, construction, and maintenance?
\$R.2 0.00
999999.99
Don't know.....-7
Refuse.....-9

140: **Q10EN**

2013/11/20 02:34
The last one is Production, transportation, and material moving?
\$R.2 0.00
999999.99
Don't know.....-7
Refuse.....-9

141: **Q10A**

2013/11/20 17:47

What was the minimum educational level needed for the occupational category of management and professional in 2012. Was it less than high school (or no specific education), a high school diploma (or GED), an associates degree (or vocational certification), a four-year college degree, or more than a four-year college degree?

- Less than high school (or no specific education)01
-
- High school diploma (or GED).....02
- Associates degree (or vocational certification)03
- Four-year college degree.....04
- More than four-year college degree.....05
- No educational requirement.....06
- Don't know.....-7
- Refuse.....-9

142:

Q10B

2013/11/20 17:47

What was the minimum educational level needed for the occupational category of services? (In 2012,) Was it less than high school (or no specific education), a high school diploma (or GED), an associates degree (or vocational certification), a four-year college degree, or more than a four-year college degree?

- Less than high school (or no specific education)01
-
- High school diploma (or GED).....02
- Associates degree (or vocational certification)03
- Four-year college degree.....04
- More than four-year college degree.....05
- No educational requirement.....06
- Don't know.....-7
- Refuse.....-9

143:

Q10C

2013/11/20 17:47

(What was the minimum educational level needed for the occupational category of . . . in 2012) The next one is Sales and office support (includes administrative staff). (Was it less than high school (or no specific education), a high school diploma (or GED), an associates degree (or vocational certification), a four-year college degree, or more than a four-year college degree?)

- Less than high school (or no specific education)01
-
- High school diploma (or GED).....02
- Associates degree (or vocational certification)03
- Four-year college degree.....04
- More than four-year college degree.....05
- No educational requirement.....06
- Don't know.....-7
- Refuse.....-9

144:

Q10D

2013/11/20 17:48

(What was the minimum educational level needed for the occupational category of . . . in 2012) (The next one is) Natural resources, construction, and maintenance. (Was it less than high school (or no specific education), a high school diploma (or GED), an associates degree (or vocational certification), a four-year college degree, or more than a four-year college degree?)

- Less than high school (or no specific education)01
-
- High school diploma (or GED).....02
- Associates degree (or vocational certification)03
- Four-year college degree.....04
- More than four-year college degree.....05
- No educational requirement.....06
- Don't know.....-7
- Refuse.....-9

145:

Q10E

2013/11/20 17:48

(What was the minimum educational level needed for the occupational category of . . . in 2012) The last one is Production, transportation, and material moving. (Was it less than high school (or no specific education), a high school diploma (or GED), an associates degree (or vocational certification), a four-year college degree, or more than a four-year college degree?)

- Less than high school (or no specific education)01
-
- High school diploma (or GED).....02
- Associates degree (or vocational certification)03
- Four-year college degree.....04
- More than four-year college degree.....05
- No educational requirement.....06
- Don't know.....-7
- Refuse.....-9

146: **Q11**

2013/08/29 15:33

Is any part of the workforce unionized or covered by a collective bargaining agreement?

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

147: **Q12**

2013/10/03 09:55

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?

- Very difficult.....01
- Somewhat difficult.....02
- Not difficult.....03 => Q13
- Don't know.....-7 => Q13
- Refuse.....-9 => Q13

148: **Q12A**

2013/08/29 15:33

Why has it been difficult to find qualified applicants for your workforce? Is this due to the quality of the labor pool?

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

149: **Q12B**

2013/08/29 15:33

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

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

150: **Q12C**

2013/10/24 13:32

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

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

151: **Q12D**

2013/10/24 13:32

(Why has it been difficult to find qualified applicants for your workforce?) (Is this due to) Limited interest among job seekers for openings at this business?

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

152: **Q13**

2013/08/29 15:33

Does this business have written position descriptions?

Yes.....01
 No.....02 => Q14A
 Don't know.....-7 => Q14A
 Refuse.....-9 => Q14A

153: **Q13A**

2013/08/29 15:33

Are training requirements documented in those position descriptions?

Yes.....01
 No.....02 => Q14A
 Don't know.....-7 => Q14A
 Refuse.....-9 => Q14A

154: **Q13B**

2013/10/03 09:58

Does this business track whether workers complete or if they have already completed these training requirements?

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

155: **Q14A**

2013/10/24 13:33

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

Yes.....01
 No.....02 => Q17A
 Don't know.....-7 => Q17A
 Refuse.....-9 => Q17A

156: **Q14B**

2013/10/24 13:34

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

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

157: **Q14C**

2013/10/24 13:35

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

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

158: **Q14D**

2013/10/24 13:36

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

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

159: **Q14E**

2013/10/24 13:36

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

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

160: **Q14F**

2013/10/24 13:37

(Please tell me if the following technologies are currently used at this business.) (The next one is) Does this business market by direct email?

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

161:

Q14G

2013/10/24 13:39

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

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

162:

Q14H

2013/10/03 09:59

Does this business issue smart phones to (any) workers?

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

163:

Q14I

2013/10/24 13:41

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

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

164:

Q14J

2013/10/24 13:41

(Please tell me if the following technologies are currently used at this business.) (The next one is)

Does this business use computer software specifically designed for your business or industry?

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

165:

Q14K

2013/10/24 13:41

(Please tell me if the following technologies are currently used at this business.) (The next one is)

Does this business use an integrated enterprise resource planning system, such as SAP or Microsoft Dynamics? font color="#0000FF" (IWR Prompt: SAP, Microsoft Dynamics, or Oracle Applications include functions for accounting, logistics, human resources, and/or sales management, along with other functions.)/font

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

166:

Q14L

2013/10/24 13:41

(Please tell me if the following technologies are currently used at this business.) (The next one is)

Does this business use a stand-alone supply chain or logistics management software? font color="#0000FF" (IWR: standalone means software that is used independently of other software to provide a specific set of services.)/font

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

167:

Q14M

2013/10/24 13:42

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

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

168:

Q15

2013/11/20 20:50

What percent of this business's sale of products or services comes over the Internet? font color="#0000FF" (IWR Note: Question does allow 2 decimal places.)/font

\$R.2 0.00 100.00

```
=> +1
if Q14C<>01
```

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

169:

Q16

2013/11/20 20:51

What percent of your workforce, not including managers and professionals, uses computers on a daily basis? font color="#0000FF" (IWR Note: Question does allow 2 decimal places.)/font

\$R.2 0.00 100.00

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

170:

Q17A

2013/10/24 13:43

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

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

171: **Q17B**
 2013/10/24 13:44
 (Factors that may have limited this business's use of information and communications technology.) Has the cost of information and communications services limited this business's use of technology?
 Yes.....01
 No.....02
 Don't know.....-7
 Refuse.....-9

172: **Q17C**
 2013/10/24 13:44
 (Factors that may have limited this business's use of information and communications technology.) (Has the) Lack of access to adequate broadband or high speed internet? (limited this business's use of technology?)
 Yes.....01
 No.....02
 Don't know.....-7
 Refuse.....-9

173: **Q17D**
 2013/08/29 15:33
 (Has the) Lack of knowledge? (Limited this business's use of technology?)
 Yes.....01
 No.....02
 Don't know.....-7
 Refuse.....-9

174: **Q17E**
 2013/10/24 13:44
 (Factors that may have limited this business's use of information and communications technology.) Does this business have difficulty integrating new technologies into the current way you do business?
 Yes.....01
 No.....02
 Don't know.....-7
 Refuse.....-9

175:

Q18A

2013/10/24 13:45

Next we would like to know the main sources businesses' use to learn about new opportunities or ways of doing things. How valuable to this business are your SUPPLIERS as a source of new information? Would you say not at all valuable, somewhat valuable or very valuable?

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

176:

Q18B

2013/10/24 13:52

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

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

177:

Q18C

2013/10/03 11:13

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

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

178:

Q18D

2013/10/03 11:14

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

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

179:

Q18E

2013/10/03 11:14

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

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

180:

Q18F

2013/10/03 11:15

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

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

181:

Q18G

2013/10/03 11:15

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

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

182:

Q18H

2013/10/03 11:15

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

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

183:

Q18I

2013/10/24 13:54

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

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

184:

Q19A

2013/11/19 23:33

Are your suppliers that are your most valuable sources of information, located in your community, outside of your community within a reasonable drive (for you), or beyond a reasonable drive (for you)?

=> +1
if Q18A<>3

In your community.....01
Outside community within a reasonable drive (for you) 02
.....
Beyond a reasonable drive (for you).....03
Don't know.....-7
Refuse.....-9

185: **Q19B**

2013/11/19 23:33

Are your customers that are your most valuable sources of information, located in your community, outside of your community within a reasonable drive (for you), or beyond a reasonable drive (for you)?

=> +1
if Q18B<>3

In your community.....01
Outside community within a reasonable drive (for you) 02
.....
Beyond a reasonable drive (for you).....03
Don't know.....-7
Refuse.....-9

186: **Q19C**

2013/11/19 23:34

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 (for you), or beyond a reasonable drive (for you)?

=> +1 if Q18C<>3

In your community.....	01	
Outside community within a reasonable drive (for you)		02
.....		
Beyond a reasonable drive (for you).....	03	
Don't know.....	-7	
Refuse.....	-9	

187: **Q19D**

2013/11/19 23:34

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 (for you), or beyond a reasonable drive (for you)?

=> +1 if Q18D<>3

In your community.....	01	
Outside community within a reasonable drive (for you)		02
.....		
Beyond a reasonable drive (for you).....	03	
Don't know.....	-7	
Refuse.....	-9	

188: **Q20A**

screen [template
 12] -> Q20C
 2013/11/21 13:34

font color="#0000FF" (IWR Note: On this screen move to the next answer with the tab key or mouse click. Press [Enter] or click Next to go to the next screen.)/font Now I am asking about the approximate percent of 2012 final shipments or billed services br that went to customers in each of these three categories br locally, elsewhere in the United States, and Internationally. First Locally (within a reasonable drive for you)? font color="#0000FF" (IWR Note: Don't know = .07 Refused = .09) (IWR Note: These questions do allow 2 decimal places.)/font

\$R.2 0.00 100.00
 No sales in 2012.....-4 => Q21
 Don't know.....-7
 Refuse.....-9

189: **Q20B**

2013/11/20 02:30
 Elsewhere in the United States (beyond a reasonable drive for you)?
 \$R.2 0.00 100.00
 Don't know.....-7
 Refuse.....-9

190: **Q20C**

2013/11/20 20:53
 and Internationally? font color="#0000FF"
 (Total should be 100%.)font
 \$R.2 0.00 100.00
 Don't know.....-7
 Refuse.....-9

191: **Q20ACALC**

2013/10/03 13:51
 Carries the percent for Q20A with negative numbers (missings values) set to 0 (zero). Used in Q20SU.
 \$R.2 0.00 100.00

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

192: **Q20BCALC**

2013/10/03 13:52

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

\$R.2 0.00 100.00

```
=> *
if IF(Q20B>=0,Q20B,0)
```

193:

Q20CCALC

2013/10/03 13:52

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

\$R.2 0.00 100.00

```
=> *
if IF(Q20C>=0,Q20C,0)
```

194:

Q20SU

2013/10/03 13:53

Sums Q20ACALC-Q20CCALC

\$R.2 0.00 100.00

```
=> *
if SMR(0,Q20ACALC,Q20BCALC,Q20CCALC)
```

195:

Q20CH

2013/10/07 17:22

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

```
=> +0
else => Q21
if (Q20SU<99 OR Q20SU>101 )
```

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

196:

Q21

2013/11/20 20:23

Was this location in business in 2007?

```
=> Q23
else => Q21
if Q02 > 2007
```

- Yes.....01
- No.....02 => Q23
- Don't know.....-7 => Q23
- Refuse.....-9 => Q23

197:

Q21A

screen [template

12] -> Q21C

2013/11/21 13:35

font color="#0000FF" (IWR Note: On this screen
 move to the next answer with the tab key or mouse
 click. Press [Enter] or click Next to go to the next
 screen.)/font Now I am asking about your best guess
 of the percent of 2007 final shipments or billed
 services br that went to customers in each of these
 same three categories br locally, elsewhere in the
 United States, and Internationally. First Locally
 (within a reasonable drive for you)? font
 color="#0000FF" (IWR Note: Don't know = .07
 Refused = .09) (IWR Note: These questions do
 allow 2 decimal places)/font

- \$R.2 0.00 100.00
- No sales in 2007.....-3 => Q23
- Don't know.....-7
- Refuse.....-9

198:

Q21B

2013/11/20 02:30

Elsewhere in the United States (beyond a reasonable
 drive for you)?

\$R.2 0.00 100.00

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

199:

Q21C

2013/11/20 20:54

Finally, Internationally? font color="#0000FF"
(Total should be 100%)font
\$R.2 0.00 100.00
Don't know.....-7
Refuse.....-9

200: **Q21ACALC**

2013/10/03 11:24
Carries the percent for Q21A with negative numbers
(missings values) set to 0 (zero). Used in Q21SU.
\$R.2 0.00 100.00

```
=> *  
if IF(Q21A>=0,Q21A,0)
```

201: **Q21BCALC**

2013/10/03 11:24
Carries the percent for Q21B with negative numbers
(missings values) set to 0 (zero). Used in Q21SU.
\$R.2 0.00 100.00

```
=> *  
if IF(Q21B>=0,Q21B,0)
```

202: **Q21CCALC**

2013/10/03 11:24
Carries the percent for Q21C with negative numbers
(missings values) set to 0 (zero). Used in Q21SU.
\$R.2 0.00 100.00

```
=> *  
if IF(Q21C>=0,Q21C,0)
```

203: **Q21SU**

2013/10/03 11:25
Sums Q21ACALC-Q21CCALC
\$R.2 0.00 100.00

```
=> *  
if SMR(0,Q21ACALC,Q21BCALC,Q21CCALC)
```

204: **Q21CH**

2013/10/07 17:21

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

```
=> +0
else => Q22A
if (Q21SU<99 OR Q21SU>101 )
```

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

205: **Q22A**

2013/10/03 10:59

In 2012 what percent of goods and services sold by this business were sold to other businesses?

\$R.2 0.00 100.00

- No sales in 2012.....-4 => Q23
- Don't know.....-7
- Refuse.....-9

206: **Q22B**

2013/10/03 11:03

In 2012 what percent of goods and services sold by your business were sold to government?

\$R.2 0.00 100.00

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

207: **Q22C**

2013/10/03 11:04

In 2012 what percent of goods and services sold by your business were sold to individuals?

\$R.2 0.00 100.00

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

208:**Q22ACALC**

2013/10/07 18:35

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

\$R.2 0.00 100.00

```
=> *
if IF(Q22A>=0,Q22A,0)
```

209:**Q22BCALC**

2013/10/07 18:35

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

\$R.2 0.00 100.00

```
=> *
if IF(Q22B>=0,Q22B,0)
```

210:**Q22CCALC**

2013/10/07 18:36

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

\$R.2 0.00 100.00

```
=> *
if IF(Q22C>=0,Q22C,0)
```

211:**Q22SU**

2013/10/07 18:36

Sums Q22CALC-Q22CALC

\$R.2 0.00 100.00

```
=> *
if SMR(0,Q22ACALC,Q22BCALC,Q22CCALC)
```

212:**Q22CH**

2013/10/07 17:43

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

```
=> +0
else => Q23
if (Q22SU<99 OR Q22SU>101 )
```

- 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

213: **Q23**

2013/08/29 15:33

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?

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

214: **Q24**

2013/10/03 10:00

Does this business require workers to DOCUMENT good work practices and lessons learned?

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

215: **Q25**

2013/08/29 15:33

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?

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

216: **Q26**

2013/08/29 15:33

How often are processes changed to fix problems identified through customer complaints? Would you say never, occasionally or regularly?

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

217: **Q27A**

2013/11/19 21:45

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

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

218: **Q27B**

2013/11/19 21:48

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

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

219:

Q27C

2013/11/19 21:48

(New services and methods that this business might have introduced in the past 3 years.) New or significantly improved methods of manufacturing or producing goods or services?

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

220:

Q27D

2013/11/19 21:50

(New services and methods that this business might have introduced in the past 3 years.) New or significantly improved logistics, delivery, or distribution methods for your inputs, goods, or services?

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

221:

Q27E

2013/11/19 21:50

(New services and methods that this business might have introduced in the past 3 years.) New or significantly improved support activities for your processes?

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

222: **Q27F**

2013/11/19 21:50

(New services and methods that this business might have introduced in the past 3 years.) The last one is New or significant improvements in your marketing methods?

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

223: **Q28A**

2013/10/03 15:53

In the past 3 years, did this business have any improvement or innovation activities that were abandoned?

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

224: **Q28B**

2013/10/03 15:53

In the past 3 years, did this business have any improvement or innovation activities that were incomplete?

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

225: **Q29SK**

2013/11/19 21:37

(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)

=> Q30A
 else => Q29A
 if Q27A=01 OR Q27B=01 OR Q27C=01 OR Q27D=01 OR
 Q27E=01 OR Q27F=01 OR Q28A=01 OR Q28B=01

226: **Q29A**

2013/10/24 14:03

Please tell us why improvement or innovation activities have not been necessary or possible for this business?

- Enter response.....01 O => Q35A
- Don't know.....-7 => Q35A
- Not applicable.....-8 => Q35A
- Refuse.....-9 => Q35A

227: **Q30A**

2013/11/20 20:22

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?

=> Q30A
 else => Q33A
 if Q27A=01 OR Q27B=01

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

228: **Q30B**

2013/08/29 15:33

In 2012, did this business sell any new or significantly improved GOODS OR SERVICES that were more user-friendly?

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

229: **Q30C**
 2013/08/29 15:33
 (In 2012, did this business sell any new or significantly improved GOODS OR SERVICES that) Reduced costs?
 Yes.....01
 No.....02
 Don't know.....-7
 Refuse.....-9

230: **Q30D**
 2013/08/29 15:33
 (In 2012, did this business sell any new or significantly improved GOODS OR SERVICES with) New features?
 Yes.....01
 No.....02
 Don't know.....-7
 Refuse.....-9

231: **Q30E**
 2013/10/24 14:04
 (In 2012, did this business sell any new or significantly improved GOODS OR SERVICES with) The last one is New service capabilities?
 Yes.....01
 No.....02
 Don't know.....-7
 Refuse.....-9

232: **Q31**
 2013/11/15 13:13
 In the 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.)
 Yes.....01
 No.....02
 Uncertain.....03
 Refuse.....-9

233: **Q32**
 2013/11/20 20:57

In 2012, what percent of this business's SALES came from new or significantly improved GOODS OR SERVICES? font color="#0000FF" (IWR Note: Question does allow 2 decimal places.)/font

\$R.2 0.00 100.00
Don't know.....-7
Refuse.....-9

234: **Q33A**

2013/10/24 14:05

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

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

235: **Q33B**

2013/10/24 14:06

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

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

236: **Q33C**

2013/10/24 14:10

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

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

237: **Q33D**

2013/10/24 14:11

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

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

238:

Q33E

2013/10/24 14:12

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

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

239:

Q33F

2013/10/24 14:12

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

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

240:

Q33G

2013/10/24 14:12

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

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

241:

Q33H

2013/10/24 14:13

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

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

242:

Q33I

2013/10/24 14:13

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

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

243:

Q33J

2013/10/24 14:14

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

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

244:

Q34A

2013/10/24 14:18

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

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

245:

Q34B

2013/10/24 14:23

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

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

246:

Q34C

2013/10/24 14:26

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

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

247:

Q34D

2013/10/24 14:26

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

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

248:

Q34E

2013/10/24 14:27

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

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

249: **Q35A**

2013/08/29 15:33

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?

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

250: **Q35B**

2013/10/07 12:02

(Please tell me if this business produces products or provides services in any of the following five green sectors.) Does this business increase energy efficiency?

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

251: **Q35C**

2013/10/07 12:02

(Please tell me if this business produces products or provides services in any of the following five green sectors.) (Does this business) Conserve natural resources?

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

252: **Q35D**

2013/10/07 12:02

(Please tell me if this business produces products or provides services in any of the following five green sectors.) (Does this business) Prevent, reduce or clean up pollution?

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

253: **Q35E**

2013/10/24 14:28

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

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

254: **Q36**

2013/10/03 15:59

In the past 3 years, did this business participate in any patent applications?

Yes.....01
 No.....02 => Q37A
 Don't know.....-7 => Q37A
 Refuse.....-9 => Q37A

255: **Q36A**

2013/10/03 15:59

In the past 3 years, how many patent applications did this business participate in?

\$E 1 99
 Don't know.....-7
 Refuse.....-9

256: **Q36B**

2013/10/24 14:28

In the past 3 years, how many patents were awarded?

\$E 0 99

Don't know.....-7

Refuse.....-9

257:

Q37A

2013/10/03 16:01

In the past 3 years, did this business register an industrial design?

Yes.....01

No.....02

Don't know.....-7

Refuse.....-9

258:

Q37B

2013/10/07 15:42

In the past 3 years, did this business Register a trademark?

Yes.....01

No.....02

Don't know.....-7

Refuse.....-9

259:

Q37C

2013/10/03 16:01

(In the past 3 years, did this business) Produce materials eligible for copyright?

Yes.....01

No.....02

Don't know.....-7

Refuse.....-9

260:

Q37D

2013/10/24 14:31

(In the past 3 years, did this business) The last one is Use trade secret protections? font color="#0000FF"

(DEF: "Trade secret protections such as non-disclosure agreements, or non-compete clauses, or sought remedies for misappropriation")/font

Yes.....01

No.....02

Don't know.....-7

Refuse.....-9

261:

Q38

2013/11/20 21:00

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?

- Increase resources for innovation activities....01
- There was no change in innovation resources 02
- Delay or decrease resources for innovation....03
- Not applicable, e.g. not in business at that time04
-
- Don't know.....-7
- Refuse.....-9

262:

Q39

2013/10/07 13:54

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?

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

263:

Q40A

2013/10/03 16:04

In the past 3 years, has this business increased the variety of goods or services it has offered?

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

264:

Q40B

2013/10/03 16:05

In the past 3 years, has this business increased their market share or entered new markets?

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

265: **Q40C**

2013/10/03 16:05

(In the past 3 years, has this business) Begun
 exporting goods or services?

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

266: **Q40D**

2013/10/03 16:05

(In the past 3 years, has this business) Reduced
 time to respond to customer needs?

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

267: **Q40E**

2013/10/03 16:06

(In the past 3 years, has this business) Improved
 flexibility of production or service provision?

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

268: **Q40F**

2013/10/03 16:06

(In the past 3 years, has this business) Increased
 capacity of production or service provision?

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

269: **Q40G**
 2013/10/03 16:06
 (In the past 3 years, has this business) Reduced
 labor costs per unit output?
 Yes.....01
 No.....02
 Don't know.....-7
 Refuse.....-9

270: **Q40H**
 2013/10/03 16:07
 (In the past 3 years, has this business) Reduced
 materials and energy required per unit output?
 Yes.....01
 No.....02
 Don't know.....-7
 Refuse.....-9

271: **Q40I**
 2013/10/03 16:07
 (In the past 3 years, has this business) Improved
 worker satisfaction or reduced worker turnover?
 Yes.....01
 No.....02
 Don't know.....-7
 Refuse.....-9

272: **Q05A**
 2013/10/24 12:39
 Please tell me how important each of the following
 factors are for locating this business in this
 community. The first one is 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?
 Not important.....01
 Somewhat important.....02
 Very important.....03
 Don't know.....-7
 Not applicable.....-8
 Refuse.....-9

273: **Q05B**
 2013/11/20 21:00

(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?)

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

274:

Q05C

2013/10/24 12:41

(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?)

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

275:

Q05D

2013/10/24 12:41

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

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

276:

Q05E

2013/10/24 12:41

(Please tell me how important each of the following factors are for locating this business in this community.) (The next one is) Access to broadband or high speed internet. (Would you say this factor was not important, somewhat important, or very important for locating this business in this community?)

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

277:

Q05F

2013/10/24 12:42

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

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

278:

Q05G

2013/10/24 12:42

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

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

279:

Q05H

2013/10/24 12:43

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

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

280:

Q05I

2013/10/24 12:43

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

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

281:

Q05J

2013/10/24 12:43

(Please tell me how important each of the following factors are for locating this business in this community.) The last one is Strong or growing local economy. (Would you say this factor was not important, somewhat important, or very important for locating this business in this community?)

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

282:

Q41A

2013/11/19 23:58

Next we would like to ask about other 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. The first one is Zoning or development regulations. Is this not a problem, a minor problem, or a major problem for this business?

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

283:

Q41B

2013/11/19 23:59

(Other factors related to this business's location.) The next one is Vitality of the local economy. Is this not a problem, a minor problem, or a major problem for this business?

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

284:

Q41C

2013/11/19 23:59

(Other factors related to this business's location.) (The next one is) Access to financial, legal, and other business services. (Is this not a problem, a minor problem, or a major problem for this business?)

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

285:

Q41D

2013/11/19 23:59

(Other factors related to this business's location.) (The next one is) Access to equipment and software suppliers. (Is this not a problem, a minor problem, or a major problem for this business?)

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

286:

Q41E

2013/11/19 23:59

(Other factors related to this business's location.) (The next one is) Access to training courses. (Is this not a problem, a minor problem, or a major problem for this business?)

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

287:

Q41F

2013/11/19 23:59

(Other factors related to this business's location.) (The next one is) Access to transportation or freight forwarding facilities and services. (Is this not a problem, a minor problem, or a major problem for this business?)

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

288:

Q41G

2013/11/19 23:59

(Other factors related to this business's location.) (The next one is) Availability of broadband or high speed internet. (Is this not a problem, a minor problem, or a major problem for this business?)

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

289:

Q41H

2013/11/20 00:00

(Other factors related to this business's location.) (The next one is) Local availability of mobile or cellular service. (Is this not a problem, a minor problem, or a major problem for this business?)

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

290:

Q41I

2013/11/20 00:00

(Other factors related to this business's location.) (The next one is) Local roads and bridges. (Is this not a problem, a minor problem, or a major problem for this business?)

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

291:

Q41J

2013/11/20 00:00

(Other factors related to this business's location.) (The next one is) Cost of facilities and land. (Is this not a problem, a minor problem, or a major problem for this business?)

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

292:

Q41K

2013/11/20 00:00

(Other factors related to this business's location.) (The next one is) Attractiveness of the area to managers and professionals. (Is this not a problem, a minor problem, or a major problem for this business?)

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

293:

Q41L

2013/11/20 00:00

(Other factors related to this business's location.) (The next one is) Quality of primary and secondary schools. (Is this not a problem, a minor problem, or a major problem for this business?)

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

294:

Q41M

2013/11/20 00:00

(Other factors related to this business's location.) (The next one is) Environmental regulations. (Is this not a problem, a minor problem, or a major problem for this business?)

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

295:

Q41N

2013/11/20 00:00

(Other factors related to this business's location.) The last one is State and local tax rates. (Is this not a problem, a minor problem, or a major problem for this business?)

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

296:

Q42A1

2013/11/19 22:37

Please tell me how involved in promoting business are the following institutions in your community. The first one is Development effort by the local government at the village, town, or city level. Is it not at all active, somewhat active, or very active within your community?

- Not at all active.....01
- Somewhat active.....02
- Very active.....03
- Don't know.....-7
- Refuse.....-9

297:

Q42A2

2013/11/19 22:37

The next one is Development effort by the local government at the county level. Is it not at all active, somewhat active, or very active within your community?

Not at all active.....01
 Somewhat active.....02
 Very active.....03
 Don't know.....-7
 Refuse.....-9

298:

Q42A3

2013/11/19 22:38

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

Not at all active.....01
 Somewhat active.....02
 Very active.....03
 Don't know.....-7
 Refuse.....-9

299:

Q42B

2013/11/19 22:38

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

Not at all active.....01
 Somewhat active.....02
 Very active.....03
 Don't know.....-7
 Refuse.....-9

300:

Q42C

2013/11/19 22:39

(Business promotion by institutions in your community.) (The next one is) College, university, or extension support for local business (includes Vo-tech). (Is it not at all active, somewhat active, or very active within your community?)

- Not at all active.....01
- Somewhat active.....02
- Very active.....03
- Don't know.....-7
- Refuse.....-9

301:

Q42D

2013/11/19 22:39

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

- Not at all active.....01
- Somewhat active.....02
- Very active.....03
- Don't know.....-7
- Refuse.....-9

302:

Q42E

2013/11/19 22:40

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

- Not at all active.....01
- Somewhat active.....02
- Very active.....03
- Don't know.....-7
- Refuse.....-9

303:

Q42F

2013/11/19 22:40

(Business promotion by institutions in your community.) The last one is Banks. (Is it not at all active, somewhat active, or very active within your community?)

Not at all active.....01
 Somewhat active.....02
 Very active.....03
 Don't know.....-7
 Refuse.....-9

304:

Q42AA

2013/10/24 14:46

How much civic leadership does THIS business provide in your community. Is it none, some, or a lot?

None.....01
 Some.....02
 A lot.....03
 Don't know.....-7
 Refuse.....-9

305:

Q05AA

2013/08/29 15:33

Please tell me how important each of the following factors are for making this community an attractive place to work. The first one is Opportunities for outdoor recreation. Would you say this factor was not important, somewhat important, or very important for making this community an attractive place to work?

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

306:

Q05AB

2013/11/20 21:10

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

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

307:

Q05AC

2013/08/29 15:33

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

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

308:

Q05AD

2013/10/24 16:46

(Please tell me how important each of the following factors are for making this community an attractive place to work.) (The next one is) Access to arts and entertainment. (Would you say this factor was not important, somewhat important, or very important for making this community an attractive place to work?)

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

309:

Q05AE

2013/10/24 16:47

(Please tell me how important each of the following factors are for making this community an attractive place to work.) (The next one is) Quality of local schools. (Would you say this factor was not important, somewhat important, or very important for making this community an attractive place to work?)

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

310:

Q05AF

2013/10/25 09:50

(Please tell me how important each of the following factors are for making this community an attractive place to work.) The last one is Access to health care. (Would you say this factor was not important, somewhat important, or very important for making this community an attractive place to work?)

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

311:

Q43

2013/08/29 15:33

Do you have a good understanding of the decisions that led to the founding of this business?

- Yes.....01
- No.....02 => Q44A
- Don't know.....-7 => Q44A
- Refuse.....-9 => Q44A

312:

Q43A

2013/10/07 14:26

Was this business originally founded around a new or customized product or service that was created by one of the founders of this business?

- Yes.....01
- No.....02 => Q44A
- Don't know.....-7 => Q44A
- Refuse.....-9 => Q44A

313: **Q43B**

2013/08/29 15:33

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?

- One of the founders created it for personal use01
- One of the founders created it for use at a previous job or business 02
-
- One of the founders identified a business opportunity03
-
- Don't know.....-7
- Refuse.....-9

314: **Q44A**

2013/10/24 14:47

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

- Yes.....01
- No.....02 => Q44B
- Don't know.....-7 => Q44B
- Refuse.....-9 => Q44B

315: **Q44A1**

2013/10/24 14:48

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

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

316: **Q44B**

2013/10/24 14:50

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

Yes.....01
 No.....02 => Q44C
 Don't know.....-7 => Q44C
 Refuse.....-9 => Q44C

317: **Q44B1**

2013/10/24 14:51

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

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

318: **Q44C**

2013/11/19 21:54

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

- Yes.....01
- No.....02 => Q44D
- Don't know.....-7 => Q44D
- Refuse.....-9 => Q44D

319: **Q44C1**

2013/10/24 14:52

How important were revolving loan funds run by a nonprofit or government organization? (Was this program not important, somewhat important, or very important?)

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

320: **Q44D**

2013/11/19 21:55

(Assess which types of government-sponsored programs are the most helpful to businesses.) (The next one is) (In the past 3 years, has this business used) Tax incentives by state or local government, including enterprise zones, urban revitalization areas, or Tax Increment Financing Districts?

- Yes.....01
- No.....02 => Q44E
- Don't know.....-7 => Q44E
- Refuse.....-9 => Q44E

321: **Q44D1**

2013/10/24 14:55

How important were tax incentives by state or local government, including enterprise zones, urban revitalization areas, or Tax Increment Financing Districts? (Was this program not important, somewhat important, or very important?)

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

322: **Q44E**

2013/11/19 21:56

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

- Yes.....01
- No.....02 => Q44F
- Don't know.....-7 => Q44F
- Refuse.....-9 => Q44F

323: **Q44E1**

2013/10/24 14:56

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

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

324: **Q44F**

2013/11/19 21:57

(Assess which types of government-sponsored programs are the most helpful to businesses.) (The next one is) (In the past 3 years, has this business used) Government-funded technology assistance programs?

Yes.....01
 No.....02 ==> Q44G
 Don't know.....-7 ==> Q44G
 Refuse.....-9 ==> Q44G

325: Q44F1

2013/10/24 14:57

How important were government-funded technology assistance programs? (Was this program not important, somewhat important, or very important?)

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

326: Q44G

2013/11/19 22:00

(Assess which types of government-sponsored programs are the most helpful to businesses.) (The next one is) (In the past 3 years, has this business used) Government-assisted worker-training programs?

Yes.....01
 No.....02 ==> Q44H
 Don't know.....-7 ==> Q44H
 Refuse.....-9 ==> Q44H

327: Q44G1

2013/10/24 14:57

How important were government-assisted worker-training programs? (Was this program not important, somewhat important, or very important?)

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

328: **Q44H**

2013/11/19 22:01

(Assess which types of government-sponsored programs are the most helpful to businesses.) (In the past 3 years, has this business used) The last one is National Innovation Marketplace?

- Yes.....01
- No.....02 => Q45
- Don't know.....-7 => Q45
- Refuse.....-9 => Q45

329: **Q44H1**

2013/10/24 14:58

How important was the National Innovation Marketplace? (Was this program not important, somewhat important, or very important?)

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

330: **Q45**

2013/10/03 16:12

Did this business try to borrow money for any purpose in the past 3 years?

- Yes.....01
- No.....02 => Q47
- Don't know.....-7 => Q47
- Refuse.....-9 => Q47

331: **Q45A**

2013/10/03 16:17

Did this business try to borrow money for any purpose in the past 3 years from a commercial bank?

- Yes.....01
- No.....02 => Q45B
- Don't know.....-7 => Q45B
- Refuse.....-9 => Q45B

332: **Q45A1**

2013/08/29 15:33

Did this business receive all, some, or none of the funding applied for from the commercial bank?

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

333:

Q45B

2013/10/24 14:59

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

Yes.....01
 No.....02 => Q45C
 Don't know.....-7 => Q45C
 Refuse.....-9 => Q45C

334:

Q45B1

2013/11/15 13:15

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

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

335:

Q45C

2013/10/24 15:00

(Did this business try to borrow money from this source for any purpose in the past 3 years?) (The next one is) Finance or leasing company?

Yes.....01
 No.....02 => Q45D
 Don't know.....-7 => Q45D
 Refuse.....-9 => Q45D

336:

Q45C1

2013/08/29 15:33

Did this business receive all, some, or none of the funding applied for from the finance or leasing company?

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

337: Q45D

2013/10/24 15:00

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

Yes.....01
 No.....02 => Q45E
 Don't know.....-7 => Q45E
 Refuse.....-9 => Q45E

338: Q45D1

2013/08/29 15:33

Did this business receive all, some, or none of the funding applied for from the insurance or mortgage company?

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

339: Q45E

2013/10/24 15:01

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

Yes.....01
 No.....02 => Q45F
 Don't know.....-7 => Q45F
 Refuse.....-9 => Q45F

340: Q45E1

2013/08/29 15:33

Did this business receive all, some, or none of the funding applied for from family or friends?

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

341: **Q45F**

2013/10/24 15:01

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

- Yes.....01
- No.....02 => Q45G
- Don't know.....-7 => Q45G
- Refuse.....-9 => Q45G

342: **Q45F1**

2013/10/07 14:38

Did this business receive all, some, or none of the funding applied for from a federal, state, or local government?

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

343: **Q45G**

2013/10/24 15:01

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

- Yes.....01
- No.....02 => Q45H
- Don't know.....-7 => Q45H
- Refuse.....-9 => Q45H

344: **Q45G1**

2013/08/29 15:33

Did this business receive all, some, or none of the funding applied for from a credit or advance from a customer?

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

345: **Q45H**

2013/10/24 15:02

(Did this business try to borrow money from this source for any purpose in the past 3 years?) (The next one is) Angel capital funding?

Yes.....01
 No.....02 => Q45I
 Don't know.....-7 => Q45I
 Refuse.....-9 => Q45I

346: **Q45H1**

2013/08/29 15:33

Did this business receive all, some, or none of the funding applied for from angel capital funding?

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

347: **Q45I**

2013/10/24 15:02

(Did this business try to borrow money from this source for any purpose in the past 3 years?) (The next one is) Venture capital funding?

Yes.....01
 No.....02 => Q45J
 Don't know.....-7 => Q45J
 Refuse.....-9 => Q45J

348: **Q45I1**

2013/08/29 15:33

Did this business receive all, some, or none of the funding applied for from venture capital funding?

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

349:

Q45J

2013/10/24 15:03

(Did this business try to borrow money from this source for any purpose in the past 3 years?) (The next one is) Personal sources of funds, other than personal credit cards?

Yes.....01
 No.....02 => Q45K
 Don't know.....-7 => Q45K
 Refuse.....-9 => Q45K

350:

Q45J1

2013/08/29 15:33

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

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

351:

Q45K

2013/10/24 15:03

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

Yes.....01
 No.....02 => Q45L
 Don't know.....-7 => Q45L
 Refuse.....-9 => Q45L

352:

Q45K1

2013/08/29 15:33

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

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

353:

Q45L

2013/10/24 15:04

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

- Yes.....01
- No.....02 => Q45M
- Don't know.....-7 => Q45M
- Refuse.....-9 => Q45M

354:

Q45L1

2013/08/29 15:33

Did this business receive all, some, or none of the funding applied for from some other personal loan?

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

355:

Q45M

2013/10/24 15:04

(Did this business try to borrow money from this source for any purpose in the past 3 years?) The last one is Personal credit card?

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

356:

Q46A

2013/10/24 15:06

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

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

357:

Q46B

2013/10/24 15:06

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

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

358:

Q46C

2013/11/19 22:48

(How were the funds this business borrowed or attempted to borrow to be used?) (The next one is) (Were they for) Replacement of old industrial plant location, equipment, or vehicles?

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

359:

Q46D

2013/11/19 22:50

(How were the funds this business borrowed or attempted to borrow to be used?) (The next one is) (Were they for) Investment in additional plant, equipment, or vehicles?

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

360:

Q46E

2013/11/19 22:50

(How were the funds this business borrowed or attempted to borrow to be used?) (The next one is) (Were they for) Repayment of debt?

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

361:

Q46F

2013/11/19 22:50

(How were the funds this business borrowed or attempted to borrow to be used?) (The next one is) (Were they for) A reserve or cushion?

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

362:

Q46G

2013/11/19 22:51

(How were the funds this business borrowed or attempted to borrow to be used?) (The next one is) (Were they for) Inventory?

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

363:

Q46H

2013/11/19 22:51

(How were the funds this business borrowed or attempted to borrow to be used?) (The next one is) (Were they for) Funding innovation projects?

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

364:

Q46I

2013/11/19 22:52

(How were the funds this business borrowed or attempted to borrow to be used?) (Were they for) The last one is Investment in intangible assets such, as branding, training, or design?

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

365: **Q47**

2013/10/03 16:30

In the past 3 years, were business profits (retained earnings) used to finance this business?

Yes.....01
 No.....02 => Q48
 Don't know.....-7 => Q48
 Refuse.....-9 => Q48

366: **Q47A**

2013/08/29 15:33

Compared with borrowed funds, how important were business profits for funding investment? Would you say more important, less important or equally important?

More important.....01
 Less important.....02
 Equally important.....03
 Don't know.....-7
 Not applicable.....-8
 Refuse.....-9

367: **Q48**

2013/10/03 16:33

Which of the following best describes your current position? Mid level manager, senior manager, executive or owner, or other?

Mid level manager.....01
 Senior manager.....02
 Executive or owner.....03
 Other (Please describe).....04 O
 Don't know.....-7
 Refuse.....-9

368:

Q49

2013/08/29 15:33

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?

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

369:

Q50

2013/10/07 15:55

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

- Male.....01
- Female.....02
- Refuse.....-9

370:

Q51

2013/11/20 21:15

How many years have you worked at this business?
font color="#0000FF" (IWR Note: Question does
allow 2 decimal places.)/font

\$R.2 0.00 99.99

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

371:

THX

2013/10/07 14:51

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.

- Yes, comments.....1
- No comments.....2