51   BEGIN

Single
Min = 1 Max = 1 L = 2
10/11/2013 12:47:00 AM

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

==> Roster
Position: 671

Choices			
Speaking to R	1		==> /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		==> /VERFY
Communication barrier (HC, LG)	6		==> /INT03
Other codes (DD, DP, OT, RN)	7		==> /INT04
Ineligibles (IE)	8		==> /INT05
Special project codes ()	9	I	==> /INT99
Web/Mail codes	10	I	==> /INT98

58   CELL

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

{B}First, for safety reasons, I need to ask if this is a cell phone? {br}{br} {font color="#0000FF"}(IWR read only if necessary{/font} "By cell phone we mean a telephone that is mobile and usable outside of your neighborhood.") {br}{/B}
==> /CONFDCELL=2
==> Roster
Position: 692

Choices		
Yes	1	
No	2	==> CONFD
Refuse	R	==> CONFD

59		CLSAF

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

{B}To ensure your safety and the safety of others can you please tell me if you are currently driving a motor vehicle?{br}{br}{font color="#0000FF"} (If yes say:{/font} "Sorry to have bothered you, it is our policy to not conduct surveys with people while they are driving, regardless if they are using bluetooth technology. We will call you back at another time." {font color="#0000FF"}Do not take time to set a call back.){/font} {/B}
==> Roster
Position: 693

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

60		CONFD

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

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

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

==> Roster

Position: 694

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

83	**Q01**
	Single
	Min = 0 Max = 1 L = 80
	10/8/2013 5:33:00 AM

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

==> Roster

Position: 739

84	**Q02**
	Single
	Min = 1 Max = 1 L = 4
	10/25/2013 12:38:00 AM

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

$E 1900 2013

==> Roster

Position: 819

Choices	
Don't know	-7
Refuse	-9

85	**Q03**
	Single , Open

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

{B}What is the main product or service at this business location? {br}{/B}
==> Roster
Position: 823

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

86 Q04

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

{B}Does this business have ONLY ONE location or MORE THAN ONE location? {br}{/B}
==> Roster
Position: 825

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

87 Q04A

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

{B}Is this location this business's headquarters or is it a branch location? {br}{/B}
==> Roster
Position: 827

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

88 Q05A

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

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

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

==> Roster

Position: 829

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

89	**Q05B**
	Single
	Min = 1 Max = 1 L = 2
	10/25/2013 12:40:00 AM

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

==> Roster

Position: 831

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

90	**Q05C**
	Single
	Min = 1 Max = 1 L = 2
	10/25/2013 12:41:00 AM

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

==> Roster

Position: 833

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

Not applicable	-8
Refuse	-9

91   Q05D

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

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

==> Roster

Position: 835

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

92   Q05E

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

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

==> Roster

Position: 837

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

93   Q05F

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

{B}(Please tell me how important each of the following factors are for locating this business in this community.){br}{br}(The next one is) {br} {br}Access to material inputs. {br}{br}(Would you say this factor was not

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

==> Roster

Position: 839

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

94	**Q05G**

Single

Min = 1 Max = 1 L = 2

10/25/2013 12:42:00 AM

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

==> Roster

Position: 841

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

95	**Q05H**

Single

Min = 1 Max = 1 L = 2

10/25/2013 12:43:00 AM

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

==> Roster

Position: 843

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

Refuse	-9

96   Q05I

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

==> Roster

Position: 845

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

97   Q05J

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

==> Roster

Position: 847

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

98   Q05AA

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

making this community an attractive place to work? {br}{/B}
==> Roster
Position: 849

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

99	Q05AB

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

{B}(Please tell me how important each of the following factors are for making this community an attractive place to work.){br}{br}The next one is {br}{br}Scenic beauty such as natural or architectural beauty. {br} {br}Would you say this factor was not important, somewhat important, or very important for making this community an attractive place to work? {br}{/B}
==> Roster
Position: 851

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

100	Q05AC

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

{B}(Please tell me how important each of the following factors are for making this community an attractive place to work.){br}{br}(The next one is) {br}{br}Climate. {br}{br}(Would you say this factor was not important, somewhat important, or very important for making this community an attractive place to work?) {br}{/B}
==> Roster
Position: 853

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

Refuse	-9

101   Q05AD

Single
Min = 1 Max = 1 L = 2
10/25/2013 4:46:00 AM

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

==> Roster
Position: 855

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

102   Q05AE

Single
Min = 1 Max = 1 L = 2
10/25/2013 4:47:00 AM

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

==> Roster
Position: 857

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

103   Q05AF

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

{B}The last one is {br}{br}Access to health care. {br}{br}(Would you say this factor was not important, somewhat important, or very important for making this community an attractive place to work?) {br}{/B}

==> Roster

Position: 859

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

104 Q06A

Single
Min = 1 Max = 1 L = 9
10/3/2013 6:21:00 AM

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

$R.2 0.00 999999.99

==> Roster

Position: 861

Choices	
Don't know	-7
Refuse	-9

105 Q06B

Single
Min = 1 Max = 1 L = 6
10/3/2013 6:20:00 AM

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

$R.2 0.00 999999.99

==> Roster

Position: 870

Choices	
Don't know	-7
Refuse	-9

106 Q06ACALC

Single
Min = 1 Max = 1 L = 9
10/3/2013 10:54:00 PM

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

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

$R.2 0.00 999999.99

==> Roster

Position: 876

107   Q06BCALC

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

{B}Carries the percent for Q06B with negative numbers (missings values) set to 0 (zero).{/B} {B}Used in Q06SU.{/B}
==> *IF(Q06B>=0,Q06B,0)
$R.2 0.00 999999.99
==> Roster
Position: 885

108   Q06SU

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

{B}Sums Q06ACALC and Q06BCALC{br}{/B}
==> *SMR(0,Q06ACALC,Q06BCALC)
$R.2 0.00 999999.99
==> Roster
Position: 894

109   Q06CH

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

{B}This business must have had at least 5 workers to be eligible for the survey. {br}{br}These are the numbers I have: {br} {br}<Q06ACALC> full-time and part-time{/B} {B}employees ON YOUR PAYROLL, and {br}<Q06BCALC> workers who were independent contractors or temporary workers NOT ON YOUR PAYROLL. {br}{br}Totaling <Q06SU> Workers. {br}{br}Would like to change either of these? {br}{/B}
==> +0Else ==> Q07AQ06SU
==> Roster
Position: 903

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

110   INT30

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

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

==> +0Else ==> Q07AQ06SU

==> Roster

Position: 905

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

111	Q07A

Single

Min = 1 Max = 1 L = 2

10/3/2013 6:50:00 AM

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

==> Roster

Position: 907

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

112	Q07B

Single

Min = 1 Max = 1 L = 2

10/3/2013 6:50:00 AM

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

==> Roster

Position: 909

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

113	Q07C

Single

Min = 1 Max = 1 L = 2

10/3/2013 6:50:00 AM

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

==> Roster

Position: 911

Choices	
Yes	01

No	02
Don't know	-7
Refuse	-9

114   Q07D

Single
Min = 1 Max = 1 L = 2
10/3/2013 6:51:00 AM

{B}(In the past 12 months, did this business) {br}{br}Offer paid maternity, paternity, or family leave? {br}{/B}

==> Roster
Position: 913

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

115   Q07E

Single
Min = 1 Max = 1 L = 2
10/8/2013 3:50:00 AM

{B}(In the past 12 months, did this business) {br}{br}Have an employee-ownership plan? {br}{br}{font color="#0000FF"} {br}(IWR Definition: Profit sharing or company stock){/font} {br}{/B}

==> Roster
Position: 915

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

116   Q07F

Single
Min = 1 Max = 1 L = 2
10/25/2013 12:44:00 AM

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

==> Roster
Position: 917

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

117	Q08A
	Single
	Min = 1 Max = 1 L = 3
	10/8/2013 3:51:00 AM

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

$E 0 100

==> Roster

Position: 919

Choices	
Don't know	-7
Refuse	-9

118	Q08B
	Single
	Min = 1 Max = 1 L = 3
	10/8/2013 3:51:00 AM

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

$E 0 100

==> Roster

Position: 922

Choices	
Don't know	-7
Refuse	-9

119	Q09
	Single
	Min = 1 Max = 1 L = 6
	10/3/2013 6:55:00 AM

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

$R 1.00 999.99

==> Roster

Position: 925

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

120	Q10AP
	Single
	Min = 1 Max = 1 L = 6
	10/8/2013 3:53:00 AM

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

$R.2 0.00 100.00

==> Roster

Position: 931

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

121	**Q10BP**

Single

Min = 1 Max = 1 L = 6

10/8/2013 3:53:00 AM

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

$R.2 0.00 100.00

==> Roster

Position: 937

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

122	**Q10CP**

Single

Min = 1 Max = 1 L = 6

10/8/2013 3:54:00 AM

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

$R.2 0.00 100.00

==> Roster

Position: 943

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

Refuse	-9

123   Q10DP

Single
Min = 1 Max = 1 L = 6
10/3/2013 10:47:00 PM

{B}(In 2012, at this location,) {br}{br}(what percent of workers were in the occupational category of){br}{br}(The next one is){br}{br}Natural resources, construction, and maintenance?{br}{br}{br}{br}{/B}

$R.2 0.00 100.00

==> Roster

Position: 949

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

124   Q10EP

Single
Min = 1 Max = 1 L = 6
10/3/2013 10:48:00 PM

{B}(In 2012, at this location,) {br}{br}(what percent of workers were in the occupational category of){br}{br}The last one is{br}{br}Production, transportation, and material moving?{br}{br}{/B}

$R.2 0.00 100.00

==> Roster

Position: 955

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

125   Q10APCAL

Single
Min = 1 Max = 1 L = 6
10/3/2013 10:49:00 PM

{B}Carries the percent for Q10AP with negative numbers (missings values) set to 0 (zero).{/B} {B}Used in Q10PSU.{/B}

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

$R.2 0.00 100.00

==> Roster

Position: 961

126   Q10BPCAL

Single

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

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

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

$R.2 0.00 100.00

==> Roster

Position: 967

127	Q10CPCAL

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

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

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

$R.2 0.00 100.00

==> Roster

Position: 973

128	Q10DPCAL

Single
Min = 1 Max = 1 L = 6
10/3/2013 10:52:00 PM

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

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

$R.2 0.00 100.00

==> Roster

Position: 979

129	Q10EPCAL

Single
Min = 1 Max = 1 L = 6
10/3/2013 10:52:00 PM

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

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

$R.2 0.00 100.00

==> Roster

Position: 985

130	Q10PSU

Single
Min = 1 Max = 1 L = 6
10/3/2013 10:52:00 PM

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

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

```
$R.2 0.00 100.00
==> Roster
Position: 991
```

131 — Q10PCK

Single
Min = 1 Max = 1 L = 2
10/8/2013 5:42:00 AM

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

```
==> +0Else ==> Q10A(Q10PSU101 )
==> Roster
Position: 997
```

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

132 — Q10AN

Single
Min = 1 Max = 1 L = 9
10/25/2013 12:45:00 AM

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

```
$R.2 0.00 999999.99
==> Roster
Position: 999
```

Choices	
Don't know	-7
Refuse	-9

133   Q10BN

Single
Min = 1 Max = 1 L = 9
10/25/2013 12:45:00 AM

{B}(In 2012, at this location,) {br}{br}How many workers were in the occupational category of {br}{br}Services? {br}{br}{br}{/B}

$R.2 0.00 999999.99
==> Roster
Position: 1008

Choices	
Don't know	-7
Refuse	-9

134   Q10CN

Single
Min = 1 Max = 1 L = 9
10/25/2013 12:46:00 AM

{B}(In 2012, at this location,) {br}{br}(how many workers were in the occupational category of){br}{br}The next one is{br}{br}Sales and office support?{/B}

$R.2 0.00 999999.99
==> Roster
Position: 1017

Choices	
Don't know	-7
Refuse	-9

135   Q10DN

Single
Min = 1 Max = 1 L = 9
10/25/2013 12:46:00 AM

{B}(In 2012, at this location,) {br}{br}(how many workers were in the occupational category of){br}{br}(The next one is){br}{br}Natural resources, construction, and maintenance?{br}{/B}

$R.2 0.00 999999.99
==> Roster
Position: 1026

Choices	
Don't know	-7
Refuse	-9

136   Q10EN

Single
Min = 1 Max = 1 L = 9
10/25/2013 12:46:00 AM

{B}(In 2012, at this location,) {br}{br}(how many workers were in the occupational category of){br}{br}The last one is{br}{br}Production,

transportation, and material moving?{br}{br}{/B}
$R.2 0.00 999999.99
==> Roster
Position: 1035

Choices	
Don't know	-7
Refuse	-9

137	Q10A

Single
Min = 1 Max = 1 L = 2
10/25/2013 12:52:00 AM

{B}What was the minimum educational level needed for the occupational category of management and professional in 2012. {br}{br}Was it . . .{br}{/B}
==> Roster
Position: 1044

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

138	Q10B

Single
Min = 1 Max = 1 L = 2
10/25/2013 12:52:00 AM

{B}What was the minimum educational level needed for the occupational category of services? {br}{br}(In 2012,) {br}{br}Was it . . {br}{/B}
==> Roster
Position: 1046

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

139   Q10C

Single
Min = 1 Max = 1 L = 2
10/25/2013 12:52:00 AM

{B}(What was the minimum educational level needed for the occupational category of . . . in 2012){br}{br}The next one is{br}{br}Sales and office support. {br}{br}(Was it...){br}{/B}
==> Roster
Position: 1048

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

140   Q10D

Single
Min = 1 Max = 1 L = 2
10/25/2013 12:53:00 AM

{B}(What was the minimum educational level needed for the occupational category of . . . in 2012){br}{br}(The next one is){br}{br}Natural resources, construction, and maintenance.{br}{br}(Was it...){br}{/B}
==> Roster
Position: 1050

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

141   Q10E

Single
Min = 1 Max = 1 L = 2
10/25/2013 12:54:00 AM

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

Position: 1052

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

142 — Q11

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

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

==> Roster

Position: 1054

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

143 — Q12

Single
Min = 1 Max = 1 L = 2
10/3/2013 9:55:00 PM

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

==> Roster

Position: 1056

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

144 — Q12A

Single

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

==> Roster

Position: 1058

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

145   Q12B

Single

Min = 1 Max = 1 L = 2

8/30/2013 3:33:00 AM

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

==> Roster

Position: 1060

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

146   Q12C

Single

Min = 1 Max = 1 L = 2

10/25/2013 1:32:00 AM

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

==> Roster

Position: 1062

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

147   Q12D

Single

Min = 1 Max = 1 L = 2

10/25/2013 1:32:00 AM

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

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

==> Roster

Position: 1064

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

148		Q13

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

==> Roster

Position: 1066

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

149		Q13A

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

==> Roster

Position: 1068

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

150		Q13B

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

==> Roster
Position: 1070

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

151	Q14A

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

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

==> Roster
Position: 1072

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

152	Q14B

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

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

==> Roster
Position: 1074

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

153	Q14C

Single
Min = 1 Max = 1 L = 2
10/25/2013 1:35:00 AM

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

==> Roster

Position: 1076

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

154 — Q14D

Single

Min = 1 Max = 1 L = 2

10/25/2013 1:36:00 AM

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

==> Roster

Position: 1078

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

155 — Q14E

Single

Min = 1 Max = 1 L = 2

10/25/2013 1:36:00 AM

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

==> Roster

Position: 1080

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

156 — Q14F

Single

Min = 1 Max = 1 L = 2

10/25/2013 1:37:00 AM

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

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

==> Roster

Position: 1082

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

157 Q14G

Single

Min = 1 Max = 1 L = 2

10/25/2013 1:39:00 AM

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

==> Roster

Position: 1084

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

158 Q14H

Single

Min = 1 Max = 1 L = 2

10/3/2013 9:59:00 PM

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

==> Roster

Position: 1086

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

159 Q14I

Single

Min = 1 Max = 1 L = 2

10/25/2013 1:41:00 AM

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

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

==> Roster

Position: 1088

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

160 Q14J

Single

Min = 1 Max = 1 L = 2

10/25/2013 1:41:00 AM

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

==> Roster

Position: 1090

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

161 Q14K

Single

Min = 1 Max = 1 L = 2

10/25/2013 1:41:00 AM

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

==> Roster

Position: 1092

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

162 Q14L

Single

Min = 1 Max = 1 L = 2

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

==> Roster

Position: 1094

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

163	Q14M
	Single
	Min = 1 Max = 1 L = 2
	10/25/2013 1:42:00 AM

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

==> Roster

Position: 1096

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

164	Q15
	Single
	Min = 1 Max = 1 L = 6
	10/3/2013 10:56:00 PM

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

==> +1Q14C<>01

$R.2 0.00 100.00

==> Roster

Position: 1098

Choices	
Don't know	-7
Refuse	-9

165	Q16
	Single
	Min = 1 Max = 1 L = 6

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

$R.2 0.00 100.00

==> Roster

Position: 1104

Choices	
Don't know	-7
Refuse	-9

166	Q17A

Single

Min = 1 Max = 1 L = 2

10/25/2013 1:43:00 AM

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

==> Roster

Position: 1110

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

167	Q17B

Single

Min = 1 Max = 1 L = 2

10/25/2013 1:44:00 AM

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

==> Roster

Position: 1112

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

168	Q17C

Single

Min = 1 Max = 1 L = 2

10/25/2013 1:44:00 AM

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

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

==> Roster

Position: 1114

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

169 Q17D

Single

Min = 1 Max = 1 L = 2

8/30/2013 3:33:00 AM

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

==> Roster

Position: 1116

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

170 Q17E

Single

Min = 1 Max = 1 L = 2

10/25/2013 1:44:00 AM

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

==> Roster

Position: 1118

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

171 Q18A

Single

Min = 1 Max = 1 L = 2

10/25/2013 1:45:00 AM

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

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

==> Roster

Position: 1120

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

172	Q18B

Single

Min = 1 Max = 1 L = 2

10/25/2013 1:52:00 AM

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

==> Roster

Position: 1122

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

173	Q18C

Single

Min = 1 Max = 1 L = 2

10/3/2013 11:13:00 PM

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

==> Roster

Position: 1124

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

174	Q18D

Single

Min = 1 Max = 1 L = 2

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

==> Roster

Position: 1126

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

175	Q18E

Single

Min = 1 Max = 1 L = 2

10/3/2013 11:14:00 PM

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

==> Roster

Position: 1128

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

176	Q18F

Single

Min = 1 Max = 1 L = 2

10/3/2013 11:15:00 PM

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

==> Roster

Position: 1130

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

177	Q18G

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

==> Roster

Position: 1132

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

178 Q18H

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

==> Roster

Position: 1134

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

179 Q18I

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

==> Roster

Position: 1136

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

180   Q19A

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

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

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

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

181   Q19B

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

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

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

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

182   Q19C

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

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

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

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

183 Q19D

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

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

==> +1Q18D<>3
==> Roster
Position: 1144

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

184 Q20A

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

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

$R.2 0.00 100.00
==> Roster
Position: 1146

Choices		
No sales in 2012	-4	==> Q21
Don't know	-7	
Refuse	-9	

185 Q20B

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

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

$R.2 0.00 100.00

==> Roster

Position: 1152

Choices	
Don't know	-7
Refuse	-9

186	Q20C

Single

Min = 1 Max = 1 L = 6

10/3/2013 10:57:00 PM

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

$R.2 0.00 100.00

==> Roster

Position: 1158

Choices	
Don't know	-7
Refuse	-9

187	Q20ACALC

Single

Min = 1 Max = 1 L = 6

10/4/2013 1:51:00 AM

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

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

$R.2 0.00 100.00

==> Roster

Position: 1164

188	Q20BCALC

Single

Min = 1 Max = 1 L = 6

10/4/2013 1:52:00 AM

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

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

$R.2 0.00 100.00

==> Roster

Position: 1170

189	Q20CCALC

Single

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

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

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

$R.2 0.00 100.00

==> Roster

Position: 1176

190	Q20SU

Single

Min = 1 Max = 1 L = 6

10/4/2013 1:53:00 AM

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

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

$R.2 0.00 100.00

==> Roster

Position: 1182

191	Q20CH

Single

Min = 1 Max = 1 L = 2

10/8/2013 5:22:00 AM

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

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

==> Roster

Position: 1188

Choices		
Changes % to local customers	01	==> /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	

192	Q21

Single

Min = 1 Max = 1 L = 2

8/30/2013 3:33:00 AM

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

==> Roster
Position: 1190

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

193		Q21A

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

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

$R.2 0.00 100.00
==> Roster
Position: 1192

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

194		Q21B

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

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

$R.2 0.00 100.00
==> Roster
Position: 1198

Choices	
Don't know	-7
Refuse	-9

195		Q21C

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

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

```
$R.2 0.00 100.00
==> Roster
Position: 1204
```

Choices	
Don't know	-7
Refuse	-9

196   Q21ACALC

Single
Min = 1 Max = 1 L = 6
10/3/2013 11:24:00 PM

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

```
==> *IF(Q21A>=0,Q21A,0)
$R.2 0.00 100.00
==> Roster
Position: 1210
```

197   Q21BCALC

Single
Min = 1 Max = 1 L = 6
10/3/2013 11:24:00 PM

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

```
==> *IF(Q21B>=0,Q21B,0)
$R.2 0.00 100.00
==> Roster
Position: 1216
```

198   Q21CCALC

Single
Min = 1 Max = 1 L = 6
10/3/2013 11:24:00 PM

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

```
==> *IF(Q21C>=0,Q21C,0)
$R.2 0.00 100.00
==> Roster
Position: 1222
```

199   Q21SU

Single
Min = 1 Max = 1 L = 6
10/3/2013 11:25:00 PM

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

```
==> *SMR(0,Q21ACALC,Q21BCALC,Q21CCALC)
$R.2 0.00 100.00
```

==> Roster
Position: 1228

200   Q21CH

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

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

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

Choices

Changes % to local customers	01	==> /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	

201   Q22A

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

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

$R.2 0.00 100.00
==> Roster
Position: 1236

Choices

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

202   Q22B

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

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

$R.2 0.00 100.00

==> Roster

Position: 1242

Choices	
Don't know	-7
Refuse	-9

203	Q22C

Single

Min = 1 Max = 1 L = 6

10/3/2013 11:04:00 PM

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

$R.2 0.00 100.00

==> Roster

Position: 1248

Choices	
Don't know	-7
Refuse	-9

204	Q22ACALC

Single

Min = 1 Max = 1 L = 6

10/8/2013 6:35:00 AM

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

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

$R.2 0.00 100.00

==> Roster

Position: 1254

205	Q22BCALC

Single

Min = 1 Max = 1 L = 6

10/8/2013 6:35:00 AM

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

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

$R.2 0.00 100.00

==> Roster

Position: 1260

206	Q22CCALC

Single

Min = 1 Max = 1 L = 6

{B}Carries the percent for Q22C with negative numbers (missings values) set to 0 (zero).{/B} {B}Used in Q22SU.{/B}
==> *IF(Q22C>=0,Q22C,0)
$R.2 0.00 100.00
==> Roster
Position: 1266

207	Q22SU

Single
Min = 1 Max = 1 L = 6
10/8/2013 6:36:00 AM

{B}Sums Q22CALC-Q22CALC{br}{/B}
==> *SMR(0,Q22ACALC,Q22BCALC,Q22CCALC)
$R.2 0.00 100.00
==> Roster
Position: 1272

208	Q22CH

Single
Min = 1 Max = 1 L = 2
10/8/2013 5:43:00 AM

{B}I'm sorry, but those percents do not add up to 100% {br}{br}(In 2012, what percent of goods and services sold by this business were sold to . . .) {br}{br}These are the numbers I have:{br} {br}<Q22ACALC>% were sold to other businesses{br}<Q22BCALC>% were sold to government and {br}<Q22CCALC>% were sold to individuals. {br}{br}Totaling <Q22SU>% {br}{br}Are there any of those you would like to change? {br}{/B}
==> +0Else ==> Q23(Q22SU101)
==> Roster
Position: 1278

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

209	Q23

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

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

==> Roster
Position: 1280

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

210   Q24

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

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

==> Roster
Position: 1282

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

211   Q25

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

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

==> Roster
Position: 1284

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

212   Q26

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

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

==> Roster
Position: 1286

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

213	**Q27A**

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

{B}Next I am going to ask about any new services and methods that this business might have introduced in the last 3 years. {br}{br}In the last 3 years did this business produce any new or significantly improved goods (or products)? {br}{/B}
==> Roster
Position: 1288

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

214	**Q27B**

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

{B}(New services and methods that this business might have introduced in the last 3 years.) {br}{br}In the past 3 years, did this business provide any new or significantly improved services? {br}{/B}
==> Roster
Position: 1290

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

215	**Q27C**

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

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

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

==> Roster

Position: 1292

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

216	**Q27D**
	Single
	Min = 1 Max = 1 L = 2
	10/25/2013 2:01:00 AM

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

==> Roster

Position: 1294

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

217	**Q27E**
	Single
	Min = 1 Max = 1 L = 2
	10/25/2013 2:01:00 AM

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

==> Roster

Position: 1296

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

218	**Q27F**
	Single
	Min = 1 Max = 1 L = 2
	10/25/2013 2:02:00 AM

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

==> Roster

Position: 1298

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

---

219 Q28A

Single
Min = 1 Max = 1 L = 2
10/4/2013 3:53:00 AM

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

==> Roster

Position: 1300

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

---

220 Q28B

Single
Min = 1 Max = 1 L = 2
10/4/2013 3:53:00 AM

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

==> Roster

Position: 1302

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

---

221 Q29SK

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

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

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

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

222	Q29A

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

{B}Please tell us why improvement or innovation activities have not been necessary or possible for this business? {br}{/B}
==> Roster
Position: 1305

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

223	Q30A

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

{B}Now I am going to read a list of improvements you may have made to any new or significantly improved GOODS OR SERVICES sold by this business. In 2012, did this business sell any new or significantly improved GOODS OR SERVICES with improved performance? {br}{/B}
==> Roster
Position: 1307

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

224	Q30B

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

{B} In 2012, did this business sell any new or significantly improved GOODS OR SERVICES that were more user-friendly? {br}{/B}
==> Roster
Position: 1309

Choices	
Yes	01

No	02
Don't know	-7
Refuse	-9

225   Q30C

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

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

==> Roster

Position: 1311

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

226   Q30D

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

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

==> Roster

Position: 1313

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

227   Q30E

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

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

==> Roster

Position: 1315

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

228   Q31

Single
Min = 1 Max = 1 L = 2
10/4/2013 3:55:00 AM

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

==> Roster
Position: 1317

Choices	
Yes	01
No	02
Uncertain	03
Refuse	-9

229   Q32

Single
Min = 1 Max = 1 L = 6
10/3/2013 11:04:00 PM

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

$R.2 0.00 100.00
==> Roster
Position: 1319

Choices	
Don't know	-7
Refuse	-9

230   Q33A

Single
Min = 1 Max = 1 L = 2
10/25/2013 2:05:00 AM

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

==> Roster
Position: 1325

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

231   Q33B

Single

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

==> Roster

Position: 1327

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

232   Q33C

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:10:00 AM

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

==> Roster

Position: 1329

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

233   Q33D

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:11:00 AM

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

==> Roster

Position: 1331

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

234   Q33E

Single

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

==> Roster

Position: 1333

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

235	Q33F

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:12:00 AM

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

==> Roster

Position: 1335

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

236	Q33G

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:12:00 AM

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

==> Roster

Position: 1337

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

237	Q33H

Single

Min = 1 Max = 1 L = 2

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

==> Roster

Position: 1339

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

238   Q33I

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:13:00 AM

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

==> Roster

Position: 1341

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

239   Q33J

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:14:00 AM

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

==> Roster

Position: 1343

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

240   Q34A

Single

Min = 1 Max = 1 L = 2

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

==> Roster

Position: 1345

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

241	Q34B

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:23:00 AM

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

==> Roster

Position: 1347

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

242	Q34C

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:26:00 AM

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

==> Roster

Position: 1349

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

243   Q34D

Single
Min = 1 Max = 1 L = 2
10/25/2013 2:26:00 AM

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

==> Roster

Position: 1351

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

244   Q34E

Single
Min = 1 Max = 1 L = 2
10/25/2013 2:27:00 AM

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

==> Roster

Position: 1353

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

245   Q35A

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

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

==> Roster

Position: 1355

Choices	
Yes	01
No	02
Don't know	-7

Refuse	-9

246   Q35B

Single
Min = 1 Max = 1 L = 2
10/8/2013 12:02:00 AM

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

==> Roster

Position: 1357

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

247   Q35C

Single
Min = 1 Max = 1 L = 2
10/8/2013 12:02:00 AM

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

==> Roster

Position: 1359

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

248   Q35D

Single
Min = 1 Max = 1 L = 2
10/8/2013 12:02:00 AM

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

==> Roster

Position: 1361

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

249   Q35E

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

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

==> Roster
Position: 1363

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

250   Q36

Single
Min = 1 Max = 1 L = 2
10/4/2013 3:59:00 AM

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

==> Roster
Position: 1365

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

251   Q36A

Single
Min = 1 Max = 1 L = 2
10/4/2013 3:59:00 AM

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

$E 1 99
==> Roster
Position: 1367

Choices	
Don't know	-7
Refuse	-9

252   Q36B

{B}In the past 3 years, how many patents were awarded?{br}{/B}

$E 0 99

==> Roster

Position: 1369

Choices	
Don't know	-7
Refuse	-9

---

253   Q37A

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

{B}In the past 3 years, did this business register an industrial design? {br}{/B}

==> Roster

Position: 1371

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

---

254   Q37B

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

{B}In the past 3 years, did this business {br}{br}Register a trademark? {br}{/B}

==> Roster

Position: 1373

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

---

255   Q37C

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

{B}(In the past 3 years, did this business) {br}{br}Produce materials eligible for copyright? {br}{/B}

==> Roster

Position: 1375

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

256   Q37D

Single
Min = 1 Max = 1 L = 2
10/25/2013 2:31:00 AM

**{B}(In the past 3 years, did this business){br}{br}The last one is {br}
{br}Use trade secret protections? {br}{br}{font color="#0000FF"} {br}
(DEF: "Trade secret protections such as non-disclosure agreements, or non-
compete clauses, or sought remedies for misappropriation"){/font} {br}
{/B}**
==> Roster
Position: 1377

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

257   Q38

Single
Min = 1 Max = 1 L = 2
10/8/2013 1:53:00 AM

**{B}During the economic recession period of 2008 and 2009, to what extent
did this business commit resources to innovate? Would you say this
business increased resources for innovation activities, there was no change
in innovation resources, or was there a delay or decrease in resources for
innovation? {br}{/B}**
==> Roster
Position: 1379

Choices	
Increase resources for innovation activities	01
There was no change in innovation resources	02
Decrease resources for innovation	03
Not applicable, e.g. not in business at that time	04
Don't know	-7
Refuse	-9

258   Q39

Single
Min = 1 Max = 1 L = 2
10/8/2013 1:54:00 AM

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

==> Roster
Position: 1381

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

259	Q40A

Single
Min = 1 Max = 1 L = 2
10/4/2013 4:04:00 AM

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

==> Roster
Position: 1383

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

260	Q40B

Single
Min = 1 Max = 1 L = 2
10/4/2013 4:05:00 AM

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

==> Roster
Position: 1385

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

261	Q40C

Single
Min = 1 Max = 1 L = 2
10/4/2013 4:05:00 AM

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

==> Roster

Position: 1387

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

262   Q40D

Single
Min = 1 Max = 1 L = 2
10/4/2013 4:05:00 AM

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

==> Roster
Position: 1389

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

263   Q40E

Single
Min = 1 Max = 1 L = 2
10/4/2013 4:06:00 AM

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

==> Roster
Position: 1391

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

264   Q40F

Single
Min = 1 Max = 1 L = 2
10/4/2013 4:06:00 AM

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

==> Roster
Position: 1393

Choices	
Yes	01
No	02

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

265   Q40G

Single
Min = 1 Max = 1 L = 2
10/4/2013 4:06:00 AM

{B}(In the past 3 years, has this business) {br}{br}Reduced labor costs per unit output? {br}{/B}

==> Roster
Position: 1395

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

266   Q40H

Single
Min = 1 Max = 1 L = 2
10/4/2013 4:07:00 AM

{B}(In the past 3 years, has this business) {br}{br}Reduced materials and energy required per unit output? {br}{/B}

==> Roster
Position: 1397

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

267   Q40I

Single
Min = 1 Max = 1 L = 2
10/4/2013 4:07:00 AM

{B}(In the past 3 years, has this business) {br}{br}Improved worker satisfaction or reduced worker turnover? {br}{/B}

==> Roster
Position: 1399

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

268   Q41A

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

==> Roster

Position: 1401

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

269 Q41B

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

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

==> Roster

Position: 1403

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

270 Q41C

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

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

==> Roster

Position: 1405

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

Don't know	-7
Refuse	-9

271 — Q41D

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

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

==> Roster

Position: 1407

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

272 — Q41E

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

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

==> Roster

Position: 1409

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

273 — Q41F

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

{B}(Factors related to this business's location.){br}{br}(The next one is) {br}{br}Access to transportation or freight forwarding facilities and services. {br}{br}(Is this not a problem, a minor problem, or a major problemfor this business?) {br}{/B}

==> Roster

Position: 1411

Choices

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

274 Q41G

Single
Min = 1 Max = 1 L = 2
10/25/2013 2:35:00 AM

{B}(Factors related to this business's location.){br}{br}(The next one is) {br}{br}Availability of broadband or high speed internet. {br}{br}(Is this not a problem, a minor problem, or a major problem for this business?) {br}{/B}
==> Roster
Position: 1413

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

275 Q41H

Single
Min = 1 Max = 1 L = 2
10/25/2013 2:35:00 AM

{B}(Factors related to this business's location.){br}{br}(The next one is) {br}{br}Local availability of mobile or cellular service. {br}{br}(Is this not a problem, a minor problem, or a major problem for this business?) {br}{/B}
==> Roster
Position: 1415

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

276 Q41I

Single
Min = 1 Max = 1 L = 2
10/25/2013 2:36:00 AM

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

Position: 1417

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

277   Q41J

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:36:00 AM

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

==> Roster

Position: 1419

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

278   Q41K

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:36:00 AM

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

==> Roster

Position: 1421

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

279   Q41L

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:36:00 AM

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

problem, a minor problem, or a major problem for this business?) {br}{/B}
==> Roster
Position: 1423

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

280	Q41M

Single
Min = 1 Max = 1 L = 2
10/25/2013 2:37:00 AM

{B}(Factors related to this business's location.){br}{br}(The next one is) {br}{br}Environmental regulations. {br}{br}(Is this not a problem, a minor problem, or a major problem for this business?) {br}{/B}
==> Roster
Position: 1425

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

281	Q41N

Single
Min = 1 Max = 1 L = 2
10/25/2013 2:37:00 AM

{B}(Factors related to this business's location.){br}{br}The last one is {br}{br}State and local tax rates. {br}{br}(Is this not a problem, a minor problem, or a major problem for this business?) {br}{/B}
==> Roster
Position: 1427

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

282	Q42A1

Single
Min = 1 Max = 1 L = 2
10/25/2013 2:38:00 AM

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

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

==> Roster

Position: 1429

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

283   Q42A2

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:39:00 AM

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

==> Roster

Position: 1431

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

284   Q42A3

Single

Min = 1 Max = 1 L = 2

8/30/2013 3:33:00 AM

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

==> Roster

Position: 1433

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

285   Q42B

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

==> Roster

Position: 1435

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

286   Q42C

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

==> Roster

Position: 1437

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

287   Q42D

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

==> Roster

Position: 1439

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

Refuse	-9

288 Q42E

Single
Min = 1 Max = 1 L = 2
10/25/2013 2:45:00 AM

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

==> Roster
Position: 1441

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

289 Q42F

Single
Min = 1 Max = 1 L = 2
10/25/2013 2:45:00 AM

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

==> Roster
Position: 1443

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

290 Q42AA

Single
Min = 1 Max = 1 L = 2
10/25/2013 2:46:00 AM

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

==> Roster
Position: 1445

Choices	
None	01
Some	02
A lot	03

Don't know	-7
Refuse	-9

291 Q43

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

{B}Do you have a good understanding of the decisions that led to the founding of this business? {br}{/B}
==> Roster
Position: 1447

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

292 Q43A

Single
Min = 1 Max = 1 L = 2
10/8/2013 2:26:00 AM

{B}Was this business originally founded around a new or customized product or service that was created by one of the founders of this business? {br}{/B}
==> Roster
Position: 1449

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

293 Q43B

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

{B}Thinking about this new or customized product or service, why was it originally developed? Was it because one of the founders created it for personal use, one of the founders created it for use at a previous job or business, or one of the founders identified a business opportunity? {br}{/B}
==> Roster

Position: 1451

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

294	Q44A
	Single
	Min = 1 Max = 1 L = 2
	10/25/2013 2:47:00 AM

{B}The final section of the survey is to assess which types of government-sponsored programs are the most helpful to businesses. {br}{br}In the past 3 years, has this business used direct loans from a government agency (such as a USDA B&I Direct Loan)? {br}{/B}
==> Roster
Position: 1453

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

295	Q44A1
	Single
	Min = 1 Max = 1 L = 2
	10/25/2013 2:48:00 AM

{B}How important were direct loans from government agencies (such as a USDA B&I Direct Loan)? {br}{br}Was this program not important, somewhat important, or very important? {br}{/B}
==> Roster
Position: 1455

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

296	Q44B
	Single

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

==> Roster

Position: 1457

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

297	Q44B1

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

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

==> Roster

Position: 1459

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

298	Q44C

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

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

==> Roster

Position: 1461

Choices		
Yes	01	
No	02	==> Q44D

Don't know	-7	==> Q44D	
Refuse	-9	==> Q44D	

299   Q44C1

Single
Min = 1 Max = 1 L = 2
10/25/2013 2:52:00 AM

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

==> Roster
Position: 1463

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

300   Q44D

Single
Min = 1 Max = 1 L = 2
10/25/2013 2:53:00 AM

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

==> Roster
Position: 1465

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

301   Q44D1

Single
Min = 1 Max = 1 L = 2
10/25/2013 2:55:00 AM

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

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

==> Roster

Position: 1467

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

302	Q44E

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:56:00 AM

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

==> Roster

Position: 1469

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

303	Q44E1

Single

Min = 1 Max = 1 L = 2

10/25/2013 2:56:00 AM

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

==> Roster

Position: 1471

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

304	Q44F

Single

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

==> Roster

Position: 1473

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

305   Q44F1

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

==> Roster

Position: 1475

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

306   Q44G

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

==> Roster

Position: 1477

Choices		
Yes	01	
No	02	==> Q44H

Don't know	-7	==> Q44H
Refuse	-9	==> Q44H

307   Q44G1

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

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

==> Roster
Position: 1479

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

308   Q44H

Single
Min = 1 Max = 1 L = 2
10/25/2013 5:00:00 AM

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

==> Roster
Position: 1481

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

309   Q44H1

Single
Min = 1 Max = 1 L = 2
10/25/2013 2:58:00 AM

{B}How important was the National Innovation Marketplace? {br}{br}(Was this program not important, somewhat important, or very important?) {br}{/B}

==> Roster

Position: 1483

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

310   Q45

Single
Min = 1 Max = 1 L = 2
10/4/2013 4:12:00 AM

{B}Did this business try to borrow money for any purpose in the past 3 years?{br}{/B}
==> Roster
Position: 1485

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

311   Q45A

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

{B}Did this business try to borrow money for any purpose in the past 3 years from a commercial bank? {br}{/B}
==> Roster
Position: 1487

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

312   Q45A1

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

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

==> Roster
Position: 1489

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

313 Q45B

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

{B}The next one is{br}{br}Did this business try to borrow money for any purpose in the past 3 years from a savings and loan or credit union? {br}{/B}
==> Roster
Position: 1491

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

314 Q45B1

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

{B}Did this business receive all, some, or none of the funding applied for from the savings and loan or credit union? {/B}
==> Roster
Position: 1493

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

315 Q45C

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

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

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

==> Roster

Position: 1495

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

316	Q45C1

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

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

==> Roster

Position: 1497

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

317	Q45D

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

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

==> Roster

Position: 1499

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

318	Q45D1

Single

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

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

==> Roster

Position: 1501

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

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319 — Q45E

Single

Min = 1 Max = 1 L = 2

10/25/2013 3:01:00 AM

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

==> Roster

Position: 1503

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

---

320 — Q45E1

Single

Min = 1 Max = 1 L = 2

8/30/2013 3:33:00 AM

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

==> Roster

Position: 1505

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

---

321 — Q45F

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

==> Roster

Position: 1507

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

---

322   **Q45F1**

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

==> Roster

Position: 1509

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

---

323   **Q45G**

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

==> Roster

Position: 1511

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

Refuse	-9	==> Q45H

324   Q45G1

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

{B}Did this business receive all, some, or none of the funding applied for from a credit or advance from a customer?{br}{/B}
==> Roster
Position: 1513

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

325   Q45H

Single
Min = 1 Max = 1 L = 2
10/25/2013 3:02:00 AM

{B}(Did this business try to borrow money from this source for any purpose in the past 3 years?){br}{br}(The next one is) {br}{br}Angel capital funding? {br}{br} {br}{/B}
==> Roster
Position: 1515

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

326   Q45H1

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

{B}Did this business receive all, some, or none of the funding applied for from angel capital funding?{br}{/B}
==> Roster
Position: 1517

Choices		
All	01	
Some	02	

None	03
Don't know	-7
Refuse	-9

327   Q45I

Single
Min = 1 Max = 1 L = 2
10/25/2013 3:02:00 AM

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

==> Roster
Position: 1519

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

328   Q45I1

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

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

==> Roster
Position: 1521

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

329   Q45J

Single
Min = 1 Max = 1 L = 2
10/25/2013 3:03:00 AM

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

==> Roster
Position: 1523

Choices

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

330   Q45J1

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

{B}Did this business receive all, some, or none of the funding applied for from personal sources of funds, other than personal credit cards?{br}{/B}
==> Roster
Position: 1525

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

331   Q45K

Single
Min = 1 Max = 1 L = 2
10/25/2013 3:03:00 AM

{B}(Did this business try to borrow money from this source for any purpose in the past 3 years?){br}{br}(The next one is) {br}{br}Personal home equity loan? {br} {br}{/B}
==> Roster
Position: 1527

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

332   Q45K1

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

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

Position: 1529

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

333   Q45L

Single
Min = 1 Max = 1 L = 2
10/25/2013 3:04:00 AM

{B}(Did this business try to borrow money from this source for any purpose in the past 3 years?){br}{br}(The next one is) {br}{br}Other personal loan? {br}{br}{/B}
==> Roster
Position: 1531

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

334   Q45L1

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

{B}Did this business receive all, some, or none of the funding applied for from some other personal loan?{/B}
==> Roster
Position: 1533

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

335   Q45M

Single
Min = 1 Max = 1 L = 2
10/25/2013 3:04:00 AM

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

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

==> Roster

Position: 1535

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

336	Q46A

Single

Min = 1 Max = 1 L = 2

10/25/2013 3:06:00 AM

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

==> Roster

Position: 1537

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

337	Q46B

Single

Min = 1 Max = 1 L = 2

10/25/2013 3:06:00 AM

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

==> Roster

Position: 1539

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

338	Q46C

Single

Min = 1 Max = 1 L = 2

10/25/2013 3:07:00 AM

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

==> Roster

Position: 1541

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

339   Q46D

Single
Min = 1 Max = 1 L = 2
10/25/2013 3:07:00 AM

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

==> Roster

Position: 1543

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

340   Q46E

Single
Min = 1 Max = 1 L = 2
10/25/2013 3:07:00 AM

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

==> Roster

Position: 1545

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

341   Q46F

Single
Min = 1 Max = 1 L = 2
10/25/2013 3:07:00 AM

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

==> Roster

Position: 1547

Choices

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

342   Q46G

Single
Min = 1 Max = 1 L = 2
10/25/2013 3:08:00 AM

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

==> Roster
Position: 1549

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

343   Q46H

Single
Min = 1 Max = 1 L = 2
10/25/2013 5:05:00 AM

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

==> Roster
Position: 1551

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

344   Q46I

Single
Min = 1 Max = 1 L = 2
10/25/2013 5:05:00 AM

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

==> Roster
Position: 1553

Choices	
Yes	01
No	02

Don't know	-7
Refuse	-9

345   Q47

Single
Min = 1 Max = 1 L = 2
10/4/2013 4:30:00 AM

{B}In the past 3 years, were business profits (retained earnings) used to finance this business? {br}{/B}

==> Roster
Position: 1555

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

346   Q47A

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

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

==> Roster
Position: 1557

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

347   Q48

Single , Open
Min = 1 Max = 1 L = 2
10/4/2013 4:33:00 AM

{B}Which of the following best describes your current position? Mid level manager, senior manager, executive or owner, or other? {br}{/B}

==> Roster
Position: 1559

Choices	
Mid level manager	01

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

348 Q49

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

==> Roster

Position: 1561

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

349 Q50

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

==> Roster

Position: 1563

Choices	
Male	01
Female	02
Refuse	-9

350 Q51

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

$R.1 0.0 99.9

==> Roster

Position: 1565

Choices	
Don't know	-7

Refuse	-9

351 THX

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

==> Roster

Position: 1569

Choices		
Yes, comments	1	O
No comments	2	