70:   **BEGIN**

2013/11/20 16:41

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

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

77:   **CELL**

2013/07/19 12:17

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

| => /CONFD |
| if CELL=2 |

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

78:   **CLSAF**

2013/07/19 12:27

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

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

79:   **CONFD**

2013/11/22 10:18

We are conducting a survey for the Economic Research Services of the USDA on the challenges businesses are facing in today's economy. This information will be used to find out how businesses use available resources to remain viable and competitive. Did you receive the letter we sent in the second week of November (2013) for the National Survey of Business Competitiveness explaining the importance of the survey and requesting your participation? (IWR: If R says "No", "Don't know", or "Don't remember" then say, "Would you like for me to send you an email of this letter and the Paperwork Reduction Act disclaimer?" (IWR Note If they would like an email of this click "Prior Letter" hot key and send email)   I would like you to know that all information you provide for this survey is voluntary. Your answers to all questions are confidential. All information that is provided will only be used for statistical research purposes and reported in summary form. Your name and that of the business you represent will not be connected to your answers in any way. This survey is authorized under OMB Control Number 0536-0071. The time required to complete this survey is estimated to average 30 minutes per response. This interview may be monitored or recorded by my supervisor to check my work. If I come to any question you would prefer not to answer, just let me know and I will skip over it. Okay?

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

102:   **Q01**

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

103:   **Q02**

2013/11/21 13:25

Approximately what year did this business begin operating at this location?   font color="#0000FF" (IWR Note: If the business began operating before 1800 please enter 1800 and leave an interviewer note with actual start year.)/font
$E 1800 2013
Don't know...-7
Refuse...-9

104:   **Q03**

2013/08/29 15:33
What is the main product or service at this business location?
Enter response...01 O
Don't know...-7
Refuse...-9

105:   **Q04**

2013/11/19 21:16
Does this business have ONLY ONE location or MORE THAN ONE location?
Only one location...01   => Q06A
More than one location...................................02
Don't know...-7   => Q06A
Refuse...-9   => Q06A

106:   **Q04A**

2013/10/02 16:00
Is this location this business's headquarters or is it a branch location?
Headquarters...01
Branch..02
Don't know...-7
Refuse...-9

107:   **Q06A**

screen [template
12] -> Q06B
2013/11/21 13:32

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

108:   Q06B

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

109:   Q06ACALC

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

=> *

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

110:   Q06BCALC

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

=> *

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

111:   Q06SU

2013/10/03 10:55

Sums Q06ACALC and Q06BCALC
$R.2 0.00
999999.99

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

112:   **Q06CH**

2013/10/07 17:14

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

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

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

113:   **INT30**

2013/10/07 17:04

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

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

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

114:   **Q07A**

2013/10/02 18:50

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

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

115:   **Q07C**

2013/11/19 23:02

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

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

116:   **Q07D**

2013/10/02 18:51

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

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

117:   **Q07E**

2013/11/20 20:32

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

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

118:   **Q07B**

2013/11/19 22:09

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

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

119:   **Q07F**

2013/10/24 12:44
(In the past 12 months, did this business)   The last
one is   Offer paid time off in order for workers to
volunteer?
Yes...01
No..02
Don't know..-7
Refuse..-9

120:   **Q08A**

2013/10/07 15:51
How many workers are managers at this location?
font color="#0000FF"   (IWR Definition: Managers
are workers who direct or oversee operations.)/font
$E 0 100
Don't know..-7
Refuse..-9

121:   **Q08B**

2013/10/07 15:51
How many workers are professionals (at this location)?
font   color="#0000FF"   (IWR   Definition:
Professionals are workers who receive a license or
credential such as engineers, or accountants.)/font
$E 0 100
Don't know..-7
Refuse..-9

122:   **Q09**

2013/11/20 20:33
In 2012, what is your best estimate of the average
hourly wage for non-salaried workers at this location?
font color="#0000FF"   (IWR Note: Question does
allow 2 decimal places.)/font
$R 1.00 999.99
No non-salaried workers..............................-6
Don't know...-7
Refuse...-9

123:   **Q10CPK**

2013/11/20 02:44

Next I am going to ask about 5 inclusive occupational categories. Would it be easier for you to classify all workers using the percent of workers in each category or the number of workers in each category.
Number of workers in each category..............01   => Q10AN
Percent of workers in each category...............02
Don't know..-7   => Q10AN
Refuse..-9   => Q10AN

124:   Q10AP

screen [template
12] -> Q10EP
2013/11/21 13:32
font color="#0000FF"   (IWR Note: On this screen move to the next answer with the tab key or mouse click.   Press [Enter] or click Next to go to the next screen.)/font In 2012, at this location, what percent of workers were in the occupational category of Management and professional? font color="#0000FF" (IWR Note: Don't know = .07   Refused = .09) (IWR Note: These questions do allow 2 decimal places.)/font
$R.2 0.00 100.00
Don't know...-7
Refuse..-9

125:   Q10BP

2013/11/20 02:33
What percent of workers were in the occupational category of Services?
$R.2 0.00 100.00
Don't know...-7
Refuse..-9

126:   Q10CP

2013/11/20 02:39
Sales and office support (includes administrative staff)?
$R.2 0.00 100.00
Don't know...-7
Refuse..-9

127:   Q10DP

2013/11/20 02:33

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

128: **Q10EP**

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

129: **Q10APCAL**

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

=> *

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

130: **Q10BPCAL**

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

=> *

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

131: **Q10CPCAL**

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

=> *

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

132: **Q10DPCAL**

2013/10/03 10:52

Carries the percent for Q10DP with negative numbers (missings values) set to 0 (zero). Used in Q10PSU.
$R.2 0.00 100.00

```
=> *

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

133:   **Q10EPCAL**

2013/10/03 10:52
Carries the percent for Q10EP with negative numbers (missings values) set to 0 (zero). Used in Q10PSU.
$R.2 0.00 100.00

```
=> *

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

134:   **Q10PSU**

2013/10/03 10:52
Sums Q10APCAL-Q10EPCAL
$R.2 0.00 100.00

```
=> *

if

          SMR(0,Q10APCAL,Q10BPCAL,Q10CPCAL,Q10DP
          CAL,Q10EPCAL)
```

135:   **Q10PCK**

2013/10/07 17:42

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

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

Changes % in management and professional. 01   => /Q10AP
....
Changes % in services...................................02   => /Q10BP
....
Changes % in sales and office support............03   => /Q10CP
....
Changes % in natural resources, construction, and maintenance04
....=> /Q10DP
Changes % in production, transportation, and material moving05
....=> /Q10EP
Go with the numbers given.............................06   => /Q10A
Don't know..-7
Refuse..-9

136:   **Q10AN**

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

137:   **Q10BN**

2013/11/20 02:34

How many workers were in the occupational category of Services?
$R.2 0.00
999999.99
Don't know...-7
Refuse..-9

138: **Q10CN**

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

139: **Q10DN**

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

140: **Q10EN**

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

141: **Q10A**

2013/11/20 17:47

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

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

142:   **Q10B**

2013/11/20 17:47

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

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

143:   **Q10C**

2013/11/20 17:47

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

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

144:   **Q10D**

2013/11/20 17:48

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

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

145:   **Q10E**

2013/11/20 17:48

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

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

146:   **Q11**

2013/08/29 15:33
Is any part of the workforce unionized or covered by a collective bargaining agreement?
Yes...01
No..02
Don't know...-7
Refuse..-9

147:   **Q12**

2013/10/03 09:55
In the past 3 years, has finding qualified applicants for your workforce, not including managers and professionals, been very difficult, somewhat difficult, or not difficult?
Very difficult...01
Somewhat difficult...02
Not difficult..03   => Q13
Don't know...-7   => Q13
Refuse..-9   => Q13

148:   **Q12A**

2013/08/29 15:33

Why has it been difficult to find qualified applicants for your workforce?   Is this due to the quality of the labor pool?
Yes...01
No..02
Don't know...-7
Refuse..-9

149:   **Q12B**

2013/08/29 15:33

(Why has it been difficult to find qualified applicants for your workforce?)   Is this due to increases in required skills and knowledge?
Yes...01
No..02
Don't know...-7
Refuse..-9

150:   **Q12C**

2013/10/24 13:32

(Why has it been difficult to find qualified applicants for your workforce?)   (Is this due to an)   Insufficient number of workers available locally?
Yes...01
No..02
Don't know...-7
Refuse..-9

151:   **Q12D**

2013/10/24 13:32

(Why has it been difficult to find qualified applicants for your workforce?)   (Is this due to) Limited interest among job seekers for openings at this business?
Yes...01
No..02
Don't know...-7
Refuse..-9

152:   **Q13**

2013/08/29 15:33

Does this business have written position descriptions?
Yes...01
No..02   => Q14A
Don't know...-7   => Q14A
Refuse...-9   => Q14A

153:   **Q13A**

2013/08/29 15:33
Are training requirements documented in those
position descriptions?
Yes...01
No..02   => Q14A
Don't know...-7   => Q14A
Refuse...-9   => Q14A

154:   **Q13B**

2013/10/03 09:58
Does this business track whether workers complete or
if they have already completed these training
requirements?
Yes...01
No..02
Don't know...-7
Refuse...-9

155:   **Q14A**

2013/10/24 13:33
Please tell me if the following technologies are
currently used at this business.   The first one is
Does this business currently use personal computers
or laptops, not including smart phones?
Yes...01
No..02   => Q17A
Don't know...-7   => Q17A
Refuse...-9   => Q17A

156:   **Q14B**

2013/10/24 13:34

(Please tell me if the following technologies are currently used at this business.)   The next one is Does this business use broadband or high speed internet?
Yes...01
No...02
Don't know..-7
Refuse..-9

157:   **Q14C**

2013/10/24 13:35
(Please tell me if the following technologies are currently used at this business.)   (The next one is) Does this business use the Internet for sales of products or services (also known as e-commerce)?
Yes...01
No...02
Don't know..-7
Refuse..-9

158:   **Q14D**

2013/10/24 13:36
(Please tell me if the following technologies are currently used at this business.)   (The next one is) Are supplies purchased over the Internet (also known as e-procurement)?
Yes...01
No...02
Don't know..-7
Refuse..-9

159:   **Q14E**

2013/10/24 13:36
(Please tell me if the following technologies are currently used at this business.)   (The next one is) Is this business currently using web advertising?
Yes...01
No...02
Don't know..-7
Refuse..-9

160:   **Q14F**

2013/10/24 13:37

(Please tell me if the following technologies are currently used at this business.) (The next one is) Does this business market by direct email?
Yes...01
No..02
Don't know...-7
Refuse..-9

161:   **Q14G**

2013/10/24 13:39

(Please tell me if the following technologies are currently used at this business.) (The next one is) Does this business currently use social media, such as LinkedIn or Facebook?
Yes...01
No..02
Don't know...-7
Refuse..-9

162:   **Q14H**

2013/10/03 09:59

Does this business issue smart phones to (any) workers?
Yes...01
No..02
Don't know...-7
Refuse..-9

163:   **Q14I**

2013/10/24 13:41

(Please tell me if the following technologies are currently used at this business.) (The next one is) Does this business use RFID readers, barcode, or optical scanners (such as Radio Frequency Identification)? font color="#0000FF"   (IWR: RFID is read as R-F-I-D --- which stands for Radio Frequency Identification If any sort of hand held scanners are used in this business answer as yes)/font
Yes...01
No..02
Don't know...-7
Refuse..-9

164:   **Q14J**

2013/10/24 13:41

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

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

165:   **Q14K**

2013/10/24 13:41

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

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

166:   **Q14L**

2013/10/24 13:41

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

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

167:   **Q14M**

2013/10/24 13:42

(Please tell me if the following technologies are currently used at this business.)   The last one is Does this business use a stand-alone customer relationship management software?
Yes..01
No..02
Don't know...-7
Refuse..-9

168:   **Q15**

2013/11/20 20:50
What percent of this business's sale of products or services comes over the Internet?   font color="#0000FF"   (IWR Note: Question does allow 2 decimal places.)/font
$R.2 0.00 100.00

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

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

169:   **Q16**

2013/11/20 20:51
What percent of your workforce, not including managers and professionals, uses computers on a daily basis?   font color="#0000FF"   (IWR Note: Question does allow 2 decimal places.)/font
$R.2 0.00 100.00
Don't know..-7
Refuse..-9

170:   **Q17A**

2013/10/24 13:43
Next we would like to ask about factors that may have limited this business's use of information and communications technology.   Has the cost of equipment and software limited this business's use of technologies?
Yes..01
No..02
Don't know...-7
Refuse..-9

171:   **Q17B**

2013/10/24 13:44

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

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

172:   **Q17C**

2013/10/24 13:44

(Factors that may have limited this business's use of information and communications technology.)   (Has the)   Lack of access to adequate broadband or high speed internet?   (limited this business's use of technology?)

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

173:   **Q17D**

2013/08/29 15:33

(Has the)   Lack of knowledge?   (Limited this business's use of technology?)

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

174:   **Q17E**

2013/10/24 13:44

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

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

175:   **Q18A**

2013/10/24 13:45

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

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

176:   **Q18B**

2013/10/24 13:52

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

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

177:   **Q18C**

2013/10/03 11:13

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

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

178:   **Q18D**

2013/10/03 11:14

(How valuable to this business are)   Other business people NOT in your industry (as a source of new information)?   (Would you say not at all valuable, somewhat valuable or very valuable?)
Not at all valuable..01
Somewhat valuable.......................................02
Very valuable...03
Don't know..-7
Refuse..-9

179:   **Q18E**

2013/10/03 11:14

(How valuable to this business are)   Business or trade association conferences or publications (as a source of new information)?   (Would you say not at all valuable, somewhat valuable or very valuable?)
Not at all valuable..01
Somewhat valuable.......................................02
Very valuable...03
Don't know..-7
Refuse..-9

180:   **Q18F**

2013/10/03 11:15

(How valuable to this business are)   Your own workers (as a source of new information)?   (Would you say not at all valuable, somewhat valuable or very valuable?)
Not at all valuable..01
Somewhat valuable.......................................02
Very valuable...03
Don't know..-7
Refuse..-9

181:   **Q18G**

2013/10/03 11:15

(How valuable to this business is)   Media?   (such as newspapers, television, and   internet (as a source of new information)?   (Would you say not at all valuable, somewhat valuable or very valuable?)
Not at all valuable..01
Somewhat valuable..02
Very valuable...03
Don't know...-7
Refuse..-9

182:   Q18H

2013/10/03 11:15
(How valuable to this business are)   Private consultants (as a source of new information)? (Would you say not at all valuable, somewhat valuable or very valuable?)
Not at all valuable..01
Somewhat valuable..02
Very valuable...03
Don't know...-7
Refuse..-9

183:   Q18I

2013/10/24 13:54
(How valuable to this business are) The last one is University extension, community colleges, or business schools (as a source of new information)?   (Would you say not at all valuable, somewhat valuable or very valuable?)
Not at all valuable..01
Somewhat valuable..02
Very valuable...03
Don't know...-7
Refuse..-9

184:   Q19A

2013/11/19 23:33

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

> => +1
>
> if Q18A<>3

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

185:   **Q19B**

2013/11/19 23:33

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

> => +1
>
> if Q18B<>3

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

186:   **Q19C**

2013/11/19 23:34

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

> => +1
>
> if Q18C<>3

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

187:   **Q19D**

2013/11/19 23:34
Are other business people not in your industry that are your most valuable sources of information, located in your community, outside of your community within a reasonable drive (for you), or beyond a reasonable drive (for you)?

> => +1
>
> if Q18D<>3

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

188:   **Q20A**

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

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

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

189:   **Q20B**

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

190:   **Q20C**

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

191:   **Q20ACALC**

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

=> *

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

192:   **Q20BCALC**

2013/10/03 13:52

Carries the percent for Q20B with negative numbers (missings values) set to 0 (zero). Used in Q20SU.
$R.2 0.00 100.00

=> *

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

193:   **Q20CCALC**

2013/10/03 13:52
Carries the percent for Q20C with negative numbers (missings values) set to 0 (zero). Used in Q20SU.
$R.2 0.00 100.00

=> *

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

194:   **Q20SU**

2013/10/03 13:53
Sums Q20ACALC-Q20CCALC
$R.2 0.00 100.00

=> *

if SMR(0,Q20ACALC,Q20BCALC,Q20CCALC)

195:   **Q20CH**

2013/10/07 17:22
I'm sorry, but those percents do not add up to 100% (Approximately what percent of 2012 final shipments or billed services went to . . .) These are the numbers I have: <Q20ACALC>% went to local customers within a reasonable drive   <Q20BCALC>% went to customers in the rest of the United States and <Q20CCALC>% went to international customers. Totaling <Q20SU>%   Are there any of those you would like to change?

=> +0

else => Q21

if (Q20SU<99 OR Q20SU>101)

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

196:   **Q21**

2013/11/20 20:23

Was this location in business in 2007?

=> Q23
else => Q21
if Q02 > 2007

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

197:   **Q21A**

screen [template
12] -> Q21C
2013/11/21 13:35
font color="#0000FF"   (IWR Note: On this screen move to the next answer with the tab key or mouse click.   Press [Enter] or click Next to go to the next screen.)/font Now I am asking about your best guess of the percent of 2007 final shipments or billed services br that went to customers in each of these same three categories br locally, elsewhere in the United States, and Internationally.   First   Locally (within a reasonable drive for you)?   font color="#0000FF"   (IWR Note: Don't know = .07 Refused = .09)   (IWR Note: These questions do allow 2 decimal places)/font
$R.2 0.00 100.00
No sales in 2007...-3   => Q23
Don't know..-7
Refuse...-9

198:   **Q21B**

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

199:   **Q21C**

2013/11/20 20:54

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

200:   Q21ACALC

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

=> *

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

201:   Q21BCALC

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

=> *

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

202:   Q21CCALC

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

=> *

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

203:   Q21SU

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

=> *

if SMR(0,Q21ACALC,Q21BCALC,Q21CCALC)

204:   Q21CH

2013/10/07 17:21

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

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

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

205:   **Q22A**

2013/10/03 10:59
In 2012 what percent of goods and services sold by this business were sold to other businesses?
$R.2 0.00 100.00
No sales in 2012...-4   => Q23
Don't know...-7
Refuse..-9

206:   **Q22B**

2013/10/03 11:03
In 2012 what percent of goods and services sold by your business were sold to government?
$R.2 0.00 100.00
Don't know...-7
Refuse..-9

207:   **Q22C**

2013/10/03 11:04
In 2012 what percent of goods and services sold by your business were sold to individuals?
$R.2 0.00 100.00
Don't know...-7
Refuse..-9

208:   Q22ACALC

2013/10/07 18:35
Carries the percent for Q22A with negative numbers (missings values) set to 0 (zero). Used in Q22SU.
$R.2 0.00 100.00

=> *

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

209:   Q22BCALC

2013/10/07 18:35
Carries the percent for Q22B with negative numbers (missings values) set to 0 (zero). Used in Q22SU.
$R.2 0.00 100.00

=> *

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

210:   Q22CCALC

2013/10/07 18:36
Carries the percent for Q22C with negative numbers (missings values) set to 0 (zero). Used in Q22SU.
$R.2 0.00 100.00

=> *

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

211:   Q22SU

2013/10/07 18:36
Sums Q22CALC-Q22CALC
$R.2 0.00 100.00

=> *

if SMR(0,Q22ACALC,Q22BCALC,Q22CCALC)

212:   Q22CH

2013/10/07 17:43

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

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

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

213:   **Q23**

2013/08/29 15:33
Is the CURRENT market for your products or services growing, stable, declining, mixed (that is some are declining and others are growing), or are you uncertain?
Growing..01
Stable...02
Declining...03
Mixed..04
Uncertain...05
Refuse..-9

214:   **Q24**

2013/10/03 10:00
Does this business require workers to DOCUMENT good work practices and lessons learned?
Yes...01
No...02
Don't know..-7
Refuse..-9

215:   **Q25**

2013/08/29 15:33

How often does this business monitor customer satisfaction through analysis of complaints, customer satisfaction surveys, focus groups, or other methods? Would you say never, occasionally or regularly?
Never..01
Occasionally...02
Regularly..03
Don't know...-7
Refuse...-9

216: **Q26**

2013/08/29 15:33
How often are processes changed to fix problems identified through customer complaints? Would you say never, occasionally or regularly?
Never..01
Occasionally...02
Regularly..03
Don't know...-7
Refuse...-9

217: **Q27A**

2013/11/19 21:45
Next I am going to ask about any new services and methods that this business might have introduced in the past 3 years.   In the past 3 years did this business produce any new or significantly improved goods (or products)?
Yes..01
No...02
Don't know...-7
Not applicable..-8
Refuse...-9

218: **Q27B**

2013/11/19 21:48

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

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

219: Q27C

2013/11/19 21:48

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

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

220: Q27D

2013/11/19 21:50

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

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

221: Q27E

2013/11/19 21:50

(New services and methods that this business might have introduced in the past 3 years.)   New or significantly improved support activities for your processes?
Yes...01
No..02
Don't know..-7
Not applicable...-8
Refuse..-9

222:   **Q27F**

2013/11/19 21:50
(New services and methods that this business might have introduced in the past 3 years.) The last one is New or significant improvements in your marketing methods?
Yes...01
No..02
Don't know..-7
Not applicable...-8
Refuse..-9

223:   **Q28A**

2013/10/03 15:53
In the past 3 years, did this business have any improvement or innovation activities that were abandoned?
Yes...01
No..02
Don't know..-7
Refuse..-9

224:   **Q28B**

2013/10/03 15:53
In the past 3 years, did this business have any improvement or innovation activities that were incomplete?
Yes...01
No..02
Don't know..-7
Refuse..-9

225:   **Q29SK**

2013/11/19 21:37

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

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

226:   **Q29A**

2013/10/24 14:03

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

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

227:   **Q30A**

2013/11/20 20:22

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

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

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

228:   **Q30B**

2013/08/29 15:33

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

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

229:   **Q30C**

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

230:   **Q30D**

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

231:   **Q30E**

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

232:   **Q31**

2013/11/15 13:13
In the past 3 years, did this business start selling any new or significantly improved goods or services BEFORE your competitors in at least one of your markets? (Please include all products even if it was available in another market.)
Yes..01
No...02
Uncertain..03
Refuse..-9

233:   **Q32**

2013/11/20 20:57

In 2012, what percent of this business's SALES came from new or significantly improved GOODS OR SERVICES?   font color="#0000FF"   (IWR Note: Question does allow 2 decimal places.)/font
$R.2 0.00 100.00
Don't know..-7
Refuse...-9

234:   **Q33A**

2013/10/24 14:05
In the past 3 years, did this business engage in any of the following innovation-related activities?   The first one is   In-house research and development, to increase knowledge or devise innovations?
Yes..01
No..02
Don't know..-7
Refuse...-9

235:   **Q33B**

2013/10/24 14:06
(Did this business engage in any of the following innovation-related activities?)   The next one is In the past 3 years did this business purchase research and development from research organizations or other branches of this business?
Yes..01
No..02
Don't know..-7
Refuse...-9

236:   **Q33C**

2013/10/24 14:10
(In the past 3 years, did this business engage in any of the following innovation-related activities?) (The next one is) Conduct in-house design activities to improve aesthetics of product or a product's packaging?
Yes..01
No..02
Don't know..-7
Refuse...-9

237:   **Q33D**

2013/10/24 14:11

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

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

238:   **Q33E**

2013/10/24 14:12

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

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

239:   **Q33F**

2013/10/24 14:12

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

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

240:   **Q33G**

2013/10/24 14:12

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

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

241:   **Q33H**

2013/10/24 14:13

(In the past 3 years, did this business engage in any of the following innovation-related activities?) (The next one is) Plan, engineer, design, or conduct other development work to implement innovations?
Yes...01
No..02
Don't know..-7
Refuse..-9

242: **Q33I**

2013/10/24 14:13
(In the past 3 years, did this business engage in any of the following innovation-related activities?) (The next one is) Train staff to develop or introduce innovations?
Yes...01
No..02
Don't know..-7
Refuse..-9

243: **Q33J**

2013/10/24 14:14
(In the past 3 years, did this business engage in any of the following innovation-related activities?) The last one is Market research, advertising, or other marketing activities linked to implementing innovations?
Yes...01
No..02
Don't know..-7
Refuse..-9

244: **Q34A**

2013/10/24 14:18
In the current environment, if excess cash were available, how likely would this business use these funds to provide additional training of workers? Would you say not at all likely, probably, or most definitely?
Not at all likely...01
Probably...02
Most definitely..03
Don't know..-7
Refuse..-9

245:   **Q34B**

2013/10/24 14:23

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

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

246:   **Q34C**

2013/10/24 14:26

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

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

247:   **Q34D**

2013/10/24 14:26

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

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

248:   **Q34E**

2013/10/24 14:27

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

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

249:   **Q35A**

2013/08/29 15:33
Please tell me if this business produces products or provides services in any of the following five green sectors. Does this business produce renewable energy?

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

250:   **Q35B**

2013/10/07 12:02
(Please tell me if this business produces products or provides services in any of the following five green sectors.)   Does this business increase energy efficiency?

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

251:   **Q35C**

2013/10/07 12:02
(Please tell me if this business produces products or provides services in any of the following five green sectors.)   (Does this business)   Conserve natural resources?

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

252: **Q35D**

2013/10/07 12:02

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

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

253: **Q35E**

2013/10/24 14:28

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

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

254: **Q36**

2013/10/03 15:59

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

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

255: **Q36A**

2013/10/03 15:59

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

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

256: **Q36B**

2013/10/24 14:28

In the past 3 years, how many patents were awarded?
$E 0 99
Don't know...-7
Refuse..-9

257: **Q37A**

2013/10/03 16:01
In the past 3 years, did this business register an industrial design?
Yes..01
No...02
Don't know...-7
Refuse..-9

258: **Q37B**

2013/10/07 15:42
In the past 3 years, did this business   Register a trademark?
Yes..01
No...02
Don't know...-7
Refuse..-9

259: **Q37C**

2013/10/03 16:01
(In the past 3 years, did this business)   Produce materials eligible for copyright?
Yes..01
No...02
Don't know...-7
Refuse..-9

260: **Q37D**

2013/10/24 14:31
(In the past 3 years, did this business) The last one is Use trade secret protections?   font color="#0000FF" (DEF: "Trade secret protections such as non-disclosure agreements, or non-compete clauses, or sought remedies for misappropriation")/font
Yes..01
No...02
Don't know...-7
Refuse..-9

261:   **Q38**

2013/11/20 21:00

During the economic recession period of 2008 and 2009, to what extent did this business commit resources to innovate? Would you say this business increased resources for innovation activities, there was no change in innovation resources, or was there a delay or decrease in resources for innovation?

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

262:   **Q39**

2013/10/07 13:54

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

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

263:   **Q40A**

2013/10/03 16:04

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

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

264:   **Q40B**

2013/10/03 16:05

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

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

265:   **Q40C**

2013/10/03 16:05

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

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

266:   **Q40D**

2013/10/03 16:05

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

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

267:   **Q40E**

2013/10/03 16:06

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

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

268:   **Q40F**

2013/10/03 16:06

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

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

269:   **Q40G**

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

270:   **Q40H**

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

271:   **Q40I**

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

272:   **Q05A**

2013/10/24 12:39
Please tell me how important each of the following
factors are for locating this business in this
community.   The first one is Owner-ties to the area.
Would you say this factor was not important,
somewhat important, or very important for locating
this business in this community?
Not important..01
Somewhat important......................................02
Very important...03
Don't know..-7
Not applicable..-8
Refuse...-9

273:   **Q05B**

2013/11/20 21:00

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

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

274:   **Q05C**

2013/10/24 12:41

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

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

275:   **Q05D**

2013/10/24 12:41

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

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

276:   **Q05E**

2013/10/24 12:41

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

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

277:   **Q05F**

2013/10/24 12:42

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

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

278:   **Q05G**

2013/10/24 12:42

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

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

279: **Q05H**

2013/10/24 12:43

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

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

280: **Q05I**

2013/10/24 12:43

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

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

281: **Q05J**

2013/10/24 12:43

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

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

282:   **Q41A**

2013/11/19 23:58

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

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

283:   **Q41B**

2013/11/19 23:59

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

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

284:   **Q41C**

2013/11/19 23:59

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

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

285:   **Q41D**

2013/11/19 23:59

(Other factors related to this business's location.) (The next one is)   Access to equipment and software suppliers.   (Is this not a problem, a minor problem, or a major problem for this business?)
Not a problem..01
A minor problem..02
A major problem..03
Don't know..-7
Refuse..-9

286:   **Q41E**

2013/11/19 23:59
(Other factors related to this business's location.) (The next one is)   Access to training courses.   (Is this not a problem, a minor problem, or a major problem for this business?)
Not a problem..01
A minor problem..02
A major problem..03
Don't know..-7
Refuse..-9

287:   **Q41F**

2013/11/19 23:59
(Other factors related to this business's location.) (The next one is)   Access to transportation or freight forwarding facilities and services.   (Is this not a problem, a minor problem, or a major problemfor this business?)
Not a problem..01
A minor problem..02
A major problem..03
Don't know..-7
Refuse..-9

288:   **Q41G**

2013/11/19 23:59

(Other factors related to this business's location.) (The next one is)   Availability of broadband or high speed internet.   (Is this not a problem, a minor problem, or a major problem for this business?)
Not a problem...01
A minor problem..02
A major problem..03
Don't know...-7
Refuse...-9

289:   **Q41H**

2013/11/20 00:00

(Other factors related to this business's location.) (The next one is)   Local availability of mobile or cellular service.   (Is this not a problem, a minor problem, or a major problem for this business?)
Not a problem...01
A minor problem..02
A major problem..03
Don't know...-7
Refuse...-9

290:   **Q41I**

2013/11/20 00:00

(Other factors related to this business's location.) (The next one is)   Local roads and bridges.   (Is this not a problem, a minor problem, or a major problem for this business?)
Not a problem...01
A minor problem..02
A major problem..03
Don't know...-7
Refuse...-9

291:   **Q41J**

2013/11/20 00:00

(Other factors related to this business's location.) (The next one is)   Cost of facilities and land.   (Is this not a problem, a minor problem, or a major problem for this business?)
Not a problem...01
A minor problem..02
A major problem..03
Don't know...-7
Refuse..-9

292:   **Q41K**

2013/11/20 00:00
(Other factors related to this business's location.) (The next one is)   Attractiveness of the area to managers and professionals.   (Is this not a problem, a minor problem, or a major problem for this business?)
Not a problem...01
A minor problem..02
A major problem..03
Don't know...-7
Refuse..-9

293:   **Q41L**

2013/11/20 00:00
(Other factors related to this business's location.) (The next one is)   Quality of primary and secondary schools.   (Is this not a problem, a minor problem, or a major problem for this business?)
Not a problem...01
A minor problem..02
A major problem..03
Don't know...-7
Refuse..-9

294:   **Q41M**

2013/11/20 00:00

(Other factors related to this business's location.) (The next one is)   Environmental regulations.   (Is this not a problem, a minor problem, or a major problem for this business?)
Not a problem...01
A minor problem..02
A major problem..03
Don't know...-7
Refuse...-9

295:   **Q41N**

2013/11/20 00:00
(Other factors related to this business's location.) The last one is   State and local tax rates.   (Is this not a problem, a minor problem, or a major problem for this business?)
Not a problem...01
A minor problem..02
A major problem..03
Don't know...-7
Refuse...-9

296:   **Q42A1**

2013/11/19 22:37
Please tell me how involved in promoting business are the following institutions in your community. The first one is   Development effort by the local government at the village, town, or city level.   Is it not at all active, somewhat active, or very active within your community?
Not at all active...01
Somewhat active..02
Very active...03
Don't know...-7
Refuse...-9

297:   **Q42A2**

2013/11/19 22:37

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

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

298:   **Q42A3**

2013/11/19 22:38

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

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

299:   **Q42B**

2013/11/19 22:38

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

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

300:   **Q42C**

2013/11/19 22:39

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

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

301: **Q42D**

2013/11/19 22:39

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

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

302: **Q42E**

2013/11/19 22:40

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

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

303: **Q42F**

2013/11/19 22:40

(Business promotion by institutions in your community.) The last one is Banks. (Is it not at all active, somewhat active, or very active within your community?)
Not at all active...01
Somewhat active...02
Very active..03
Don't know...-7
Refuse..-9

304: **Q42AA**

2013/10/24 14:46
How much civic leadership does THIS business provide in your community. Is it none, some, or a lot?
None...01
Some..02
A lot...03
Don't know...-7
Refuse..-9

305: **Q05AA**

2013/08/29 15:33
Please tell me how important each of the following factors are for making this community an attractive place to work. The first one is Opportunities for outdoor recreation. Would you say this factor was not important, somewhat important, or very important for making this community an attractive place to work?
Not important..01
Somewhat important......................................02
Very important..03
Don't know...-7
Not applicable...-8
Refuse..-9

306: **Q05AB**

2013/11/20 21:10

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

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

307:   **Q05AC**

2013/08/29 15:33

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

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

308:   **Q05AD**

2013/10/24 16:46

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

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

309:   **Q05AE**

2013/10/24 16:47
(Please tell me how important each of the following factors are for making this community an attractive place to work.) (The next one is)   Quality of local schools.   (Would you say this factor was not important, somewhat important, or very important for making this community an attractive place to work?)
Not important..01
Somewhat important....................................02
Very important...03
Don't know..-7
Not applicable..-8
Refuse...-9

310:   **Q05AF**

2013/10/25 09:50
(Please tell me how important each of the following factors are for making this community an attractive place to work.) The last one is   Access to health care.   (Would you say this factor was not important, somewhat important, or very important for making this community an attractive place to work?)
Not important..01
Somewhat important....................................02
Very important...03
Don't know..-7
Not applicable..-8
Refuse...-9

311:   **Q43**

2013/08/29 15:33
Do you have a good understanding of the decisions that led to the founding of this business?
Yes...01
No...02   => Q44A
Don't know..-7   => Q44A
Refuse...-9   => Q44A

312:   **Q43A**

2013/10/07 14:26

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

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

313:   **Q43B**

2013/08/29 15:33

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

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

314:   **Q44A**

2013/10/24 14:47

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

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

315:   **Q44A1**

2013/10/24 14:48

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

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

316:   **Q44B**

2013/10/24 14:50

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

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

317:   **Q44B1**

2013/10/24 14:51

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

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

318:   **Q44C**

2013/11/19 21:54

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

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

319:   **Q44C1**

2013/10/24 14:52

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

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

320:   **Q44D**

2013/11/19 21:55

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

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

321:   **Q44D1**

2013/10/24 14:55

How important were tax incentives by state or local government, including enterprise zones, urban revitalization areas, or Tax Increment Financing Districts?   (Was this program not important, somewhat important, or very important?)
Not important...01
Somewhat important....................................02
Very important...03
Don't know..-7
Refuse...-9

322:   **Q44E**

2013/11/19 21:56
(Assess which types of government-sponsored programs are the most helpful to businesses.) (The next one is) (In the past 3 years, has this business used) Government-assisted industrial parks or business incubators?
Yes...01
No...02   => Q44F
Don't know..-7   => Q44F
Refuse...-9   => Q44F

323:   **Q44E1**

2013/10/24 14:56
How important were government-assisted industrial parks or business incubators?   (Was this program not important, somewhat important, or very important?)
Not important...01
Somewhat important....................................02
Very important...03
Don't know..-7
Refuse...-9

324:   **Q44F**

2013/11/19 21:57

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

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

325:   **Q44F1**

2013/10/24 14:57

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

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

326:   **Q44G**

2013/11/19 22:00

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

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

327:   **Q44G1**

2013/10/24 14:57

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

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

328:   **Q44H**

2013/11/19 22:01

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

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

329:   **Q44H1**

2013/10/24 14:58

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

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

330:   **Q45**

2013/10/03 16:12

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

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

331:   **Q45A**

2013/10/03 16:17

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

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

332:   **Q45A1**

2013/08/29 15:33

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

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

333: **Q45B**

2013/10/24 14:59

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

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

334: **Q45B1**

2013/11/15 13:15

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

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

335: **Q45C**

2013/10/24 15:00

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

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

336: **Q45C1**

2013/08/29 15:33

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

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

337:   **Q45D**

2013/10/24 15:00
(Did this business try to borrow money from this source for any purpose in the past 3 years?) (The next one is)   Insurance or mortgage company?

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

338:   **Q45D1**

2013/08/29 15:33
Did this business receive all, some, or none of the funding applied for from the insurance or mortgage company?

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

339:   **Q45E**

2013/10/24 15:01
(Did this business try to borrow money from this source for any purpose in the past 3 years?) (The next one is)   Family or friends?

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

340:   **Q45E1**

2013/08/29 15:33

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

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

341:   **Q45F**

2013/10/24 15:01

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

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

342:   **Q45F1**

2013/10/07 14:38

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

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

343:   **Q45G**

2013/10/24 15:01

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

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

344:   **Q45G1**

2013/08/29 15:33

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

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

345:   **Q45H**

2013/10/24 15:02

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

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

346:   **Q45H1**

2013/08/29 15:33

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

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

347:   **Q45I**

2013/10/24 15:02

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

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

348:   **Q45I1**

2013/08/29 15:33

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

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

349: **Q45J**

2013/10/24 15:03

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

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

350: **Q45J1**

2013/08/29 15:33

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

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

351: **Q45K**

2013/10/24 15:03

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

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

352: **Q45K1**

2013/08/29 15:33

Did this business receive all, some, or none of the funding applied for from a personal home equity loan?
All..01
Some..02
None..03
Don't know...-7
Refuse...-9

353:   **Q45L**

2013/10/24 15:04
(Did this business try to borrow money from this source for any purpose in the past 3 years?) (The next one is)   Other personal loan?
Yes..01
No...02   => Q45M
Don't know...-7   => Q45M
Refuse...-9   => Q45M

354:   **Q45L1**

2013/08/29 15:33
Did this business receive all, some, or none of the funding applied for from some other personal loan?
All..01
Some..02
None..03
Don't know...-7
Refuse...-9

355:   **Q45M**

2013/10/24 15:04
(Did this business try to borrow money from this source for any purpose in the past 3 years?) The last one is   Personal credit card?
Yes..01
No...02
Don't know...-7
Refuse...-9

356:   **Q46A**

2013/10/24 15:06

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

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

357:   **Q46B**

2013/10/24 15:06

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

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

358:   **Q46C**

2013/11/19 22:48

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

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

359:   **Q46D**

2013/11/19 22:50

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

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

360:   **Q46E**

2013/11/19 22:50

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

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

361: **Q46F**

2013/11/19 22:50

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

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

362: **Q46G**

2013/11/19 22:51

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

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

363: **Q46H**

2013/11/19 22:51

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

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

364: **Q46I**

2013/11/19 22:52

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

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

365:   **Q47**

2013/10/03 16:30

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

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

366:   **Q47A**

2013/08/29 15:33

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

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

367:   **Q48**

2013/10/03 16:33

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

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

368: **Q49**

2013/08/29 15:33

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

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

369: **Q50**

2013/10/07 15:55

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

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

370: **Q51**

2013/11/20 21:15

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

$R.2 0.00 99.99
Don't know..-7
Refuse..-9

371: **THX**

2013/10/07 14:51

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

Yes, comments...1 O
No comments...2