

**PILOT STUDY: NATIONAL SURVEY OF BUSINESS COMPETITIVENESS**

Appendix A

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## Frequency Listings for all groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

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mode	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Mail	647	42.90	647	42.90
Phone	126	8.36	773	51.26
Web	735	48.74	1508	100.00

Group	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Group 01 -- Mail First	318	21.09	318	21.09
Group 02 -- Telephone First	309	20.49	627	41.58
Group 03 -- Web First	344	22.81	971	64.39
Group 04 -- All Options	331	21.95	1302	86.34
Group 05 -- Control Group	206	13.66	1508	100.00

SOURCE	Frequency	Percent	Cumulative Frequency	Cumulative Percent
.	6	.	.	.
1996	785	52.26	785	52.26
BLS	717	47.74	1502	100.00

Frequency Missing = 6

naics2	Frequency	Percent	Cumulative Frequency	Cumulative Percent
.	6	0.40	6	0.40
11	4	0.27	10	0.66
21	16	1.06	26	1.72
31	166	11.01	192	12.73
32	283	18.77	475	31.50
33	499	33.09	974	64.59
42	129	8.55	1103	73.14
48	67	4.44	1170	77.59
51	43	2.85	1213	80.44
52	27	1.79	1240	82.23
54	140	9.28	1380	91.51
55	88	5.84	1468	97.35
71	36	2.39	1504	99.73
81	4	0.27	1508	100.00

estabsize	Frequency	Percent	Cumulative Frequency	Cumulative Percent
.	6	.	.	.
5	663	44.14	663	44.14
20	562	37.42	1225	81.56
100	277	18.44	1502	100.00

Frequency Missing = 6

metro	Frequency	Percent	Cumulative Frequency	Cumulative Percent
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Appendix A. Frequency Listings for All Groups

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.	791	.	.	.
0	529	73.78	529	73.78
1	188	26.22	717	100.00

Frequency Missing = 791

Appendix A. Frequency Listings for All Groups

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The FREQ Procedure

Result code from screening calls

RES_SCR	Frequency	Percent	Cumulative Frequency	Cumulative Percent
	6	.	.	.
AM	288	19.17	288	19.17
BC	2	0.13	290	19.31
BZ	5	0.33	295	19.64
CB	2	0.13	297	19.77
CC	7	0.47	304	20.24
CM	956	63.65	1260	83.89
DS	17	1.13	1277	85.02
ED	8	0.53	1285	85.55
GB	84	5.59	1369	91.15
LG	1	0.07	1370	91.21
MP	21	1.40	1391	92.61
NA	46	3.06	1437	95.67
OT	10	0.67	1447	96.34
PC	3	0.20	1450	96.54
R1	5	0.33	1455	96.87
R2	22	1.46	1477	98.34
RN	2	0.13	1479	98.47
RP	2	0.13	1481	98.60
WL	5	0.33	1486	98.93
WN	7	0.47	1493	99.40
am	3	0.20	1496	99.60
cm	6	0.40	1502	100.00

Frequency Missing = 6

Final highest completion code for the combined web/mail/phone dataset

final_comp_code	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Ineligible Mail: Less than 5 employees on payroll	18	1.19	18	1.19
Mail complete	623	41.31	641	42.51
Mail small complete	3	0.20	644	42.71
Phone complete	119	7.89	763	50.60
WEB complete	604	40.05	1367	90.65
partial_CM_Workers_Q03--Q16	68	4.51	1435	95.16
partial_CM_Innovation_Q17a--Q51	57	3.78	1492	98.94
partial_CM_Short_Version	16	1.06	1508	100.00

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The FREQ Procedure

What is your job title or role?

Q01	Frequency	Percent	Cumulative Frequency	Cumulative Percent
.S	25	1.66	25	1.66
ACCOUNTING MANAGER	3	0.20	28	1.86
ADMINISTRATIVE ASSISTANT	1	0.07	29	1.92
ADMINISTRATIVE ASSITANT	1	0.07	30	1.99
ADMINISTRATOR	1	0.07	31	2.06
ASSISTANT CONTROLLER	1	0.07	32	2.12
Accountant	2	0.13	34	2.25
Accounting	2	0.13	36	2.39
Accounting Manager	1	0.07	37	2.45
Accounts Manager	1	0.07	38	2.52
Accounts Payable	1	0.07	39	2.59
Accounts Payable / Receivable; Purchasing; Payroll; PR	1	0.07	40	2.65
Admin Manager	1	0.07	41	2.72
Administrate Assistant	1	0.07	42	2.79
Administration	1	0.07	43	2.85
Administrative Assistant	4	0.27	47	3.12
Administrative Manager	1	0.07	48	3.18
Administrative Office Manager	1	0.07	49	3.25
Administrator	1	0.07	50	3.32
Agent (Sales)	1	0.07	51	3.38
Agricultural /Chemical Sales and Service Representative	1	0.07	52	3.45
Airport Manager	1	0.07	53	3.51
An Owner	1	0.07	54	3.58
Area Manager	1	0.07	55	3.65
Area Operations Manager	1	0.07	56	3.71
Assistant Controller	1	0.07	57	3.78
Assistant General Manager - Purchasing	1	0.07	58	3.85
Assistant Manager	1	0.07	59	3.91
Assistant Office Manager	1	0.07	60	3.98
Associate Director of Human Resources - Employment	1	0.07	61	4.05
Associate HR Generalist	1	0.07	62	4.11
Asst Secretary	1	0.07	63	4.18
Attorney	4	0.27	67	4.44
Attorney - Managing Partner	1	0.07	68	4.51
Attorney - partner	1	0.07	69	4.58
BKKP	1	0.07	70	4.64
BOOKKEEPER	1	0.07	71	4.71
Bank Manager	2	0.13	73	4.84
Board Chairman	1	0.07	74	4.91
Bookkeeper	5	0.33	79	5.24
Bookkeeper, Insurance Administrator	1	0.07	80	5.31
Bookkeeper/CSR	1	0.07	81	5.37
Branch Manager	5	0.33	86	5.70
Branch Manager / Law Officer	1	0.07	87	5.77
Business Co-Owner, Secretary	1	0.07	88	5.84
Business Development Manager	1	0.07	89	5.90
Business Manager	9	0.60	98	6.50
Business Manager & Controller	1	0.07	99	6.56
Business Partner	1	0.07	100	6.63
Business Unit Manager	1	0.07	101	6.70
Business analyst	1	0.07	102	6.76
Business owner	2	0.13	104	6.90
C.O.O.	1	0.07	105	6.96
CEO	48	3.18	153	10.15
CEO / President	1	0.07	154	10.21
CEO AND MEMBER/PARTNER OF LLC	1	0.07	155	10.28
CEO, President	1	0.07	156	10.34
CEO/Owner	2	0.13	158	10.48
CEO/President	1	0.07	159	10.54
CFO	23	1.53	182	12.07
CFO - Office Manager	1	0.07	183	12.14

Appendix A. Frequency Listings for All Groups

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CFO / Treasurer	1	0.07	184	12.20
CFO U.S. Operations	1	0.07	185	12.27
CHIEF FINANCIAL OFFICER	1	0.07	186	12.33
CO-OWNER, OFFICE MANAGER	1	0.07	187	12.40
COMPLIANCE ADMINISTRATOR	1	0.07	188	12.47
CONTROLLER	5	0.33	193	12.80
COO	6	0.40	199	13.20
CPA	3	0.20	202	13.40
CPA AND PARTNER IN FIRM	1	0.07	203	13.46
CPA, CFE	1	0.07	204	13.53
CREATIVE DESIGNER/HR COORDINATOR	1	0.07	205	13.59
CS Director	1	0.07	206	13.66
CVP/CFO	1	0.07	207	13.73

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The FREQ Procedure

What is your job title or role?

Q01	Frequency	Percent	Cumulative Frequency	Cumulative Percent
CVPM	1	0.07	208	13.79
Cattle Dealer, Livestock caretaker, Owner	1	0.07	209	13.86
Certified Public Accountant	3	0.20	212	14.06
Chairman	1	0.07	213	14.12
Chairman of the Board	1	0.07	214	14.19
Chief Accounting Officer	1	0.07	215	14.26
Chief Engineer - Operations Manager	1	0.07	216	14.32
Chief Executive Officer	1	0.07	217	14.39
Chief Financial Officer and Senior Vice President	1	0.07	218	14.46
Chief Financial Officer	5	0.33	223	14.79
Chief Operating Officer	3	0.20	226	14.99
Chief Technical Officer	1	0.07	227	15.05
Clerical	1	0.07	228	15.12
Clerk	1	0.07	229	15.19
Co-chairman	1	0.07	230	15.25
Co-owner	2	0.13	232	15.38
Co-owner Sec. Treas.	1	0.07	233	15.45
Communications Manager - includes governmental relations	1	0.07	234	15.52
Communications Representative	1	0.07	235	15.58
Company President	1	0.07	236	15.65
Complex Manager	1	0.07	237	15.72
Construction Administrator	1	0.07	238	15.78
Controller	19	1.26	257	17.04
Controller/Treasurer	1	0.07	258	17.11
Coo	1	0.07	259	17.18
Coop manager	1	0.07	260	17.24
Corp Director of Eninering	1	0.07	261	17.31
Corp. Pres/CEO	1	0.07	262	17.37
Corporate Manager, Employee Services	1	0.07	263	17.44
Corporate Secretary	2	0.13	265	17.57
Corporate Secretary, Day to Day Management	1	0.07	266	17.64
Corporate Secretary/Director Human Resources	1	0.07	267	17.71
Corporate officer	1	0.07	268	17.77
Corporation President	1	0.07	269	17.84
Cultural Heritage Manager	1	0.07	270	17.90
Customer Service / order entry / invoicing / payroll	1	0.07	271	17.97
DIRECTOR	2	0.13	273	18.10
DIRECTOR OF FINANCE	1	0.07	274	18.17
DIRECTOR OF HR	1	0.07	275	18.24
DIRECTOR OF HUMAN RESOURCES	1	0.07	276	18.30
DIRECTOR OF OPERATIONS	1	0.07	277	18.37
DIRECTOR OF SALES	1	0.07	278	18.44
Deputy Director	1	0.07	279	18.50
Designer/Artist	1	0.07	280	18.57
Director	5	0.33	285	18.90
Director Human Resources	2	0.13	287	19.03
Director of Administration	1	0.07	288	19.10
Director of Aftermarket Parts Sales	1	0.07	289	19.16
Director of Business Operations	2	0.13	291	19.30
Director of Development	1	0.07	292	19.36
Director of Engineering	1	0.07	293	19.43
Director of Human Resources	5	0.33	298	19.76
Director of Imports	1	0.07	299	19.83
Director of Manufacturing Operations	1	0.07	300	19.89
Director of Marketing	2	0.13	302	20.03
Director of Operations	13	0.86	315	20.89
Director of Safety and Human Resources/ Fleet Manager.	1	0.07	316	20.95
Director of Sales and Marketing	1	0.07	317	21.02
Director of Staffing	1	0.07	318	21.09
Director of Technology	1	0.07	319	21.15
Director, Human Resources	2	0.13	321	21.29



Appendix A. Frequency Listings for All Groups

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Director, Quality Assurance	1	0.07	322	21.35
Director, Research and Development	1	0.07	323	21.42
Dispatcher	1	0.07	324	21.49
District Manager	1	0.07	325	21.55
District Sales Manager	1	0.07	326	21.62
Division General Manager	1	0.07	327	21.68
Division Manager	1	0.07	328	21.75
Doctor Veterinary Medicine - Owner	1	0.07	329	21.82
EVP/GM	1	0.07	330	21.88
EXECUTIVE DIRECTOR	2	0.13	332	22.02
EXECUTIVE MANAGER	1	0.07	333	22.08
Employee Relations Coordinator	1	0.07	334	22.15
Engineer	1	0.07	335	22.21

## Appendix A. Frequency Listings for All Groups

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ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

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## The FREQ Procedure

What is your job title or role?

Q01	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Engineering Manager	1	0.07	336	22.28
Escrow Officer	1	0.07	337	22.35
Executive Administrator	2	0.13	339	22.48
Executive Assistant	7	0.46	346	22.94
Executive Director	15	0.99	361	23.94
Executive VP of Operations	1	0.07	362	24.01
Executive Vice President	5	0.33	367	24.34
Facility Superintendent	1	0.07	368	24.40
Factory Manager	2	0.13	370	24.54
Farm Manager 1	1	0.07	371	24.60
Field Manager	1	0.07	372	24.67
Finance Director	2	0.13	374	24.80
Finance Manager	1	0.07	375	24.87
Financial Accountant	1	0.07	376	24.93
Financial Director	1	0.07	377	25.00
Financial Manager	2	0.13	379	25.13
Fire Commissioner	1	0.07	380	25.20
Firm Administrator	1	0.07	381	25.27
Firm administrator	1	0.07	382	25.33
Founder / CEO	1	0.07	383	25.40
GENERAL MANAGER	8	0.53	391	25.93
GENERAL MANAGER/ OWNER	1	0.07	392	25.99
GM	2	0.13	394	26.13
GM Operations	1	0.07	395	26.19
GM Transport	1	0.07	396	26.26
General Manager	1	0.07	397	26.33
General Manager	54	3.58	451	29.91
General Manager - Marketint	1	0.07	452	29.97
General Manager of Factory and Operating Officer	1	0.07	453	30.04
General manager	2	0.13	455	30.17
General manager	1	0.07	456	30.24
Global Sales Manager	1	0.07	457	30.31
H R Director	1	0.07	458	30.37
H.R. Manager	1	0.07	459	30.44
HR	1	0.07	460	30.50
HR & Finance Manager	1	0.07	461	30.57
HR & HSE Manager	1	0.07	462	30.64
HR / Bookkeeper	1	0.07	463	30.70
HR / Payroll	1	0.07	464	30.77
HR ADMINSTRATOR	1	0.07	465	30.84
HR ASSISTANT	1	0.07	466	30.90
HR Administrator	1	0.07	467	30.97
HR Assistant III	1	0.07	468	31.03
HR Assistant Manager	1	0.07	469	31.10
HR Coordinator	3	0.20	472	31.30
HR DIRECTOR	1	0.07	473	31.37
HR Generalist	1	0.07	474	31.43
HR Generalist (International)	1	0.07	475	31.50
HR MANAGER	1	0.07	476	31.56
HR Manager	16	1.06	492	32.63
HR Manager/Controller	1	0.07	493	32.69
HR Supervisor	1	0.07	494	32.76
HR manager	1	0.07	495	32.82
HR team leader	1	0.07	496	32.89
HUMAN RESOURCE COORDINATOR	1	0.07	497	32.96
HUMAN RESOURCES MANAGER	3	0.20	500	33.16
HUMAN RESOURCES MANGER	1	0.07	501	33.22
Hospital Manager	1	0.07	502	33.29
Hr Admin/Production Coordinator/Safety	1	0.07	503	33.36
Human Resource Administrator	1	0.07	504	33.42
Human Resource Assistant	1	0.07	505	33.49

Appendix A. Frequency Listings for All Groups

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Human Resource Director vs Operations	1	0.07	506	33.55
Human Resource Manager	1	0.07	507	33.62
Human Resource Representative	1	0.07	508	33.69
Human Resource Specialist	1	0.07	509	33.75
Human Resources	3	0.20	512	33.95
Human Resources Administrator	2	0.13	514	34.08
Human Resources Director	1	0.07	515	34.15
Human Resources Generalist	1	0.07	516	34.22
Human Resources Manager	12	0.80	528	35.01
Human Resources Manager/Safety Coordinator	1	0.07	529	35.08
Human Resources Rep/Recruitment	1	0.07	530	35.15
Human Resources Representative	1	0.07	531	35.21
Human resources Director	1	0.07	532	35.28

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## The FREQ Procedure

What is your job title or role?

Q01	Frequency	Percent	Cumulative Frequency	Cumulative Percent
IDAHO REGION MANAGER	1	0.07	533	35.34
INVENTORY CONTROL ANALYST	1	0.07	534	35.41
Industry Relations	1	0.07	535	35.48
Inside sales/customer service	1	0.07	536	35.54
Interim General Manager/ Controller	1	0.07	537	35.61
Inventory Control	1	0.07	538	35.68
Iron worker/ President	1	0.07	539	35.74
LAWYER	1	0.07	540	35.81
Lab Director	1	0.07	541	35.88
Laboratory Administrator	1	0.07	542	35.94
Law Firm Administrator	1	0.07	543	36.01
Legal Assistant	1	0.07	544	36.07
Lender/Branch management Vice President	1	0.07	545	36.14
Location General Manager	1	0.07	546	36.21
Location Manager	2	0.13	548	36.34
MANAG4ER	1	0.07	549	36.41
MANAGER	5	0.33	554	36.74
MANAGING EDITOPR	1	0.07	555	36.80
MANAGING SUPERVISOR FOR THE PLANT	1	0.07	556	36.87
MGR	1	0.07	557	36.94
MSO	1	0.07	558	37.00
MUSEUM MANAGER	1	0.07	559	37.07
Management	1	0.07	560	37.14
Management and Operations Vice President	1	0.07	561	37.20
Manager	36	2.39	597	39.59
Manager / Owner	1	0.07	598	39.66
Manager of Administration	1	0.07	599	39.72
Manager of Administrative Services	1	0.07	600	39.79
Manager of Finance and Administration	1	0.07	601	39.85
Manager, Human Resources	1	0.07	602	39.92
Manager, Public Relations	1	0.07	603	39.99
Manager, VP, Owner	1	0.07	604	40.05
Manager/President	1	0.07	605	40.12
Managing Attorney	1	0.07	606	40.19
Managing Director	3	0.20	609	40.38
Managing Editor	2	0.13	611	40.52
Managing Member	1	0.07	612	40.58
Managing Partner	1	0.07	613	40.65
Managing Partner/business manager	1	0.07	614	40.72
Manufacturing Director	1	0.07	615	40.78
Manufacturing Manager	3	0.20	618	40.98
Marina Manager	1	0.07	619	41.05
Market Leader	1	0.07	620	41.11
Marketing Coordinator	1	0.07	621	41.18
Marketing Director	3	0.20	624	41.38
Marketing Manager	3	0.20	627	41.58
Marketing Services Manager	1	0.07	628	41.64
Marketing Solutions Manager	1	0.07	629	41.71
Marketing and Customer service manager	1	0.07	630	41.78
Marketing and Sales Manager	1	0.07	631	41.84
Member	1	0.07	632	41.91
Member owner / manager	1	0.07	633	41.98
Mgr of HR & Safety	1	0.07	634	42.04
Middle management	1	0.07	635	42.11
Museum Director	1	0.07	636	42.18
Network Engineering Manager	1	0.07	637	42.24
OFFICE	1	0.07	638	42.31
OFFICE MANAGER	14	0.93	652	43.24
OFFICE MANAGER/ACCOUNTANT	1	0.07	653	43.30
OFFICE MANAGER/CONTROLLER	1	0.07	654	43.37
OFFICE MANAGER/HR	1	0.07	655	43.44

Appendix A. Frequency Listings for All Groups

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OPERATION MANAG	1	0.07	656	43.50
OPERATIONS MANAGER	3	0.20	659	43.70
OWN TRUCKS AND DO SOME FARMING	1	0.07	660	43.77
OWNER	9	0.60	669	44.36
OWNER/CHAIRMAN	1	0.07	670	44.43
OWNER/MANAGER	1	0.07	671	44.50
Office & Contract Manager	1	0.07	672	44.56
Office Administrator	2	0.13	674	44.69
Office Administrator	1	0.07	675	44.76
Office Clerk	1	0.07	676	44.83
Office Manager	43	2.85	719	47.68
Office Manager/Accountant	1	0.07	720	47.75
Office Manager/Controller	1	0.07	721	47.81

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## The FREQ Procedure

What is your job title or role?

Q01	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Office Manager/HR	1	0.07	722	47.88
Office Manager/Purchasing Agent	1	0.07	723	47.94
Office Mgr	1	0.07	724	48.01
Office-Sales Manager	1	0.07	725	48.08
Office/Facility Manager	1	0.07	726	48.14
Operations Coordinator	1	0.07	727	48.21
Operations Director	3	0.20	730	48.41
Operations MGR	1	0.07	731	48.47
Operations Manager	17	1.13	748	49.60
Operations Manager Aerosol Plant	1	0.07	749	49.67
Operations cord	1	0.07	750	49.73
Organizational Development Strategist	1	0.07	751	49.80
Owner	46	3.05	797	52.85
Owner - CEO - Engineer	1	0.07	798	52.92
Owner - Manager	1	0.07	799	52.98
Owner - President	1	0.07	800	53.05
Owner - President - many roles / small business	1	0.07	801	53.12
Owner / Manager	1	0.07	802	53.18
Owner / President	2	0.13	804	53.32
Owner CEO	1	0.07	805	53.38
Owner Manager	1	0.07	806	53.45
Owner President	1	0.07	807	53.51
Owner and President	2	0.13	809	53.65
Owner of a Construction Company	1	0.07	810	53.71
Owner of a sawmill, wood processes.	1	0.07	811	53.78
Owner, Bookkeeper	1	0.07	812	53.85
Owner, C.O.O.	1	0.07	813	53.91
Owner, President	1	0.07	814	53.98
Owner-Manager	1	0.07	815	54.05
Owner/ Production Manager	1	0.07	816	54.11
Owner/Manager	5	0.33	821	54.44
Owner/Operator	1	0.07	822	54.51
Owner/President	5	0.33	827	54.84
Owner/management	1	0.07	828	54.91
PLANT CONTROLLER	1	0.07	829	54.97
PLANT MANAGER	4	0.27	833	55.24
PLANT MANGER	1	0.07	834	55.31
PRAXCTICE MANAGER	1	0.07	835	55.37
PRES.	1	0.07	836	55.44
PRESIDENT	17	1.13	853	56.56
PRESIDENT/OWNER	1	0.07	854	56.63
PRESIENT	1	0.07	855	56.70
PRODUCTION MANAGER	1	0.07	856	56.76
PROJECTS COORDINATOR FOR THE OWNER	1	0.07	857	56.83
PROPERTY MANAGER	1	0.07	858	56.90
Partner	5	0.33	863	57.23
Partner CPA	1	0.07	864	57.29
Partner and Manager	1	0.07	865	57.36
Partner or Shareholder	1	0.07	866	57.43
Parts Administrator	1	0.07	867	57.49
Payroll / Human Resources assist	1	0.07	868	57.56
Plant Controller	1	0.07	869	57.63
Plant Director	1	0.07	870	57.69
Plant Manager	39	2.59	909	60.28
Plant Manager, Owner	1	0.07	910	60.34
Plant Superintendent	1	0.07	911	60.41
Plant controller	1	0.07	912	60.48
Plant manager	1	0.07	913	60.54
Practice Manager	1	0.07	914	60.61
President	221	14.66	1135	75.27
President & CEO	2	0.13	1137	75.40

Appendix A. Frequency Listings for All Groups

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President & General Manager	1	0.07	1138	75.46
President - Manager	1	0.07	1139	75.53
President - Owner	1	0.07	1140	75.60
President / CEO	4	0.27	1144	75.86
President / Day to Day Operations	1	0.07	1145	75.93
President / General Manager	1	0.07	1146	75.99
President / Owner	1	0.07	1147	76.06
President / Partner	1	0.07	1148	76.13
President /CEO	1	0.07	1149	76.19
President /Owner	1	0.07	1150	76.26
President CEO	2	0.13	1152	76.39
President CPA	1	0.07	1153	76.46
President Estimator Inside Sales	1	0.07	1154	76.53

## Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

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## The FREQ Procedure

What is your job title or role?

Q01	Frequency	Percent	Cumulative Frequency	Cumulative Percent
President Owner	1	0.07	1155	76.59
President Tax Preparer	1	0.07	1156	76.66
President and CEO	6	0.40	1162	77.06
President and COO	2	0.13	1164	77.19
President and General Manager	2	0.13	1166	77.32
President and General Manager.	1	0.07	1167	77.39
President and Manager	1	0.07	1168	77.45
President and Owner	1	0.07	1169	77.52
President of Corporation. Do all jobs.	1	0.07	1170	77.59
President of Manufacturing	1	0.07	1171	77.65
President of S-Corp and Manager	1	0.07	1172	77.72
President of Tax9111.com Inc. A CPA Firm	1	0.07	1173	77.79
President, CEO	1	0.07	1174	77.85
President, Jones Solutions Company, EVP Nationwide Argosy Solutions	1	0.07	1175	77.92
President, Owner	1	0.07	1176	77.98
President, The Hollinger Group	1	0.07	1177	78.05
President-Owner (Tech-Tool Plastics)	1	0.07	1178	78.12
President. Owner	1	0.07	1179	78.18
President/ Owner	1	0.07	1180	78.25
President/Business Management	1	0.07	1181	78.32
President/CEO	15	0.99	1196	79.31
President/COO	2	0.13	1198	79.44
President/Co-Owner	1	0.07	1199	79.51
President/Founder	1	0.07	1200	79.58
President/General Manager	1	0.07	1201	79.64
President/Manager	1	0.07	1202	79.71
President/Owner	13	0.86	1215	80.57
President/Owner/Professional Engineer	1	0.07	1216	80.64
President/Principle Owner	1	0.07	1217	80.70
President/Publisher	1	0.07	1218	80.77
President/Sales and Marketing	1	0.07	1219	80.84
President/founder	1	0.07	1220	80.90
President/geologist	1	0.07	1221	80.97
President/owner	1	0.07	1222	81.03
Principal	1	0.07	1223	81.10
Principal Partner / Vice President, Business Development	1	0.07	1224	81.17
Principal in Architecture Firm	1	0.07	1225	81.23
Principal, Director of Research	1	0.07	1226	81.30
Product Director	1	0.07	1227	81.37
Product Manager	1	0.07	1228	81.43
Production Foreman	1	0.07	1229	81.50
Production Manager	5	0.33	1234	81.83
Production Superintendent	1	0.07	1235	81.90
Production manager	1	0.07	1236	81.96
Public Affairs	1	0.07	1237	82.03
Purchasing	1	0.07	1238	82.10
Purchasing, Production & Fulfillment Manager	1	0.07	1239	82.16
QC/Logistics Manager	1	0.07	1240	82.23
QFS Manager	1	0.07	1241	82.29
REGULATORY AND QUALITY SYSTEMS MANAGER	1	0.07	1242	82.36
Raleigh/Durham, NC Division Manager	1	0.07	1243	82.43
Raw Procurement Manager	1	0.07	1244	82.49
Receptionist	2	0.13	1246	82.63
Regional Sales Manager	1	0.07	1247	82.69
Retail Landscape Materials Sales	1	0.07	1248	82.76
Retail Operations Manager	1	0.07	1249	82.82
SAFETY DIRECTOR	1	0.07	1250	82.89
SALES MANAGER	1	0.07	1251	82.96
SECRETARY	1	0.07	1252	83.02
SECRETARY TREASURER	1	0.07	1253	83.09
SECRETARY/OWNER	1	0.07	1254	83.16



Appendix A. Frequency Listings for All Groups

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SECRETARY/TREASURER	1	0.07	1255	83.22
SENIOR LEGAL ASSISTANT AND OFFICE MANAGE	1	0.07	1256	83.29
SITE DIRECTOR	1	0.07	1257	83.36
SITE MANAGER	1	0.07	1258	83.42
SQF Manager	1	0.07	1259	83.49
SR VP & CFO	1	0.07	1260	83.55
SVP/General Manager	1	0.07	1261	83.62
Safety Director	1	0.07	1262	83.69
Safety compliance manager	1	0.07	1263	83.75
Safety director	1	0.07	1264	83.82
Sales	3	0.20	1267	84.02
Sales & Part Owner	1	0.07	1268	84.08
Sales / Logistics	1	0.07	1269	84.15

## Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmrsr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
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## The FREQ Procedure

What is your job title or role?

Q01	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Sales Manager	5	0.33	1274	84.48
Sales Manager / President	1	0.07	1275	84.55
Sales Manager and Vice President	1	0.07	1276	84.62
Sales Representative	1	0.07	1277	84.68
Sales and Marketing	1	0.07	1278	84.75
Sec./Treasurer	1	0.07	1279	84.81
Secretary	5	0.33	1284	85.15
Secretary and Treasurer	1	0.07	1285	85.21
Secretary- Treasurer	1	0.07	1286	85.28
Secretary-Treasurer	1	0.07	1287	85.34
Secretary/Treasurer	3	0.20	1290	85.54
Senior HR Coordinator	1	0.07	1291	85.61
Senior HR Specialist	1	0.07	1292	85.68
Senior Manager, Human Resources	1	0.07	1293	85.74
Senior Partner	2	0.13	1295	85.88
Senior Vice President	1	0.07	1296	85.94
Senior Vice President, CFO	1	0.07	1297	86.01
Shipping and HR Mgr	1	0.07	1298	86.07
Small Business owner	1	0.07	1299	86.14
Sr. Vice President and CTO	1	0.07	1300	86.21
Staff Executive Director	1	0.07	1301	86.27
Stock Manager	1	0.07	1302	86.34
Store Manager	1	0.07	1303	86.41
Supervisor	1	0.07	1304	86.47
TECHNICAL MANAGER	1	0.07	1305	86.54
TECHNICIANM	1	0.07	1306	86.60
TERMINAL OPERATOR	1	0.07	1307	86.67
TREASURER	2	0.13	1309	86.80
TRESURER	1	0.07	1310	86.87
Technology Specialist	1	0.07	1311	86.94
Territory Manager	1	0.07	1312	87.00
Training & Communications Coordinator	1	0.07	1313	87.07
Training & Development Specialist	1	0.07	1314	87.14
Training Manager	1	0.07	1315	87.20
Training Specialist	1	0.07	1316	87.27
Treasure	1	0.07	1317	87.33
Treasurer	5	0.33	1322	87.67
Treasurer-HR Director & co-Owner	1	0.07	1323	87.73
Unit Sales Manager	1	0.07	1324	87.80
V. Pres/CFO	1	0.07	1325	87.86
V.P. Sales	1	0.07	1326	87.93
VERERNARIAN	1	0.07	1327	88.00
VICE PRESIDENT	2	0.13	1329	88.13
VICE PRESIDENT OF OPERATIONS AND SALES	1	0.07	1330	88.20
VICE PRESIDENT OF TECHNOLOGY	1	0.07	1331	88.26
VICE PRESIDENT SECRETRARY TREASURER	1	0.07	1332	88.33
VICE-PRESIDENT	1	0.07	1333	88.40
VP	3	0.20	1336	88.59
VP & GM	1	0.07	1337	88.66
VP - Manager	1	0.07	1338	88.73
VP - Manufacturing and Corporate Operations	1	0.07	1339	88.79
VP ACCOUNTING	1	0.07	1340	88.86
VP Business Dev	1	0.07	1341	88.93
VP Finance	2	0.13	1343	89.06
VP Marketing	2	0.13	1345	89.19
VP Merchandising	1	0.07	1346	89.26
VP OF HR	1	0.07	1347	89.32
VP OF SALES AND OPERATION MANAGER	1	0.07	1348	89.39
VP Operations	4	0.27	1352	89.66
VP Production	1	0.07	1353	89.72
VP of Manufacturing	1	0.07	1354	89.79

Appendix A. Frequency Listings for All Groups

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VP of Sales	1	0.07	1355	89.85
VP, Marketing Director	1	0.07	1356	89.92
VP, Product Marketing Services	1	0.07	1357	89.99
VP/GM	2	0.13	1359	90.12
Various: Executive Assistant, Account Executive, HR Benefits	1	0.07	1360	90.19
Veterinarian	5	0.33	1365	90.52
Veterinarian - Owner	1	0.07	1366	90.58
Veterinarian - Partner	1	0.07	1367	90.65
Veterinarian/Owner	2	0.13	1369	90.78
Veterinarian/Practice Owner	1	0.07	1370	90.85
Veterinarian/owner	1	0.07	1371	90.92
Vice President / Owner	1	0.07	1372	90.98
Vice President	28	1.86	1400	92.84

## Appendix A. Frequency Listings for All Groups

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## The FREQ Procedure

What is your job title or role?

Q01	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Vice President - Co-owner	1	0.07	1401	92.90
Vice President - General Manager	1	0.07	1402	92.97
Vice President - Manager	1	0.07	1403	93.04
Vice President - Marketing	1	0.07	1404	93.10
Vice President - Operations	1	0.07	1405	93.17
Vice President - Risk Management	1	0.07	1406	93.24
Vice President / General Manager	1	0.07	1407	93.30
Vice President Manufacturing	1	0.07	1408	93.37
Vice President Operations	4	0.27	1412	93.63
Vice President Sales	1	0.07	1413	93.70
Vice President Sales & Marketing	1	0.07	1414	93.77
Vice President and COO	1	0.07	1415	93.83
Vice President and General Manager	4	0.27	1419	94.10
Vice President of Administration and Human Resources	1	0.07	1420	94.16
Vice President of Corporate Operations	1	0.07	1421	94.23
Vice President of Corporation and Department Director for Surveying	1	0.07	1422	94.30
Vice President of Operations	2	0.13	1424	94.43
Vice President of Sales	1	0.07	1425	94.50
Vice President of Sales Administration	1	0.07	1426	94.56
Vice President of Sales and Marketing	1	0.07	1427	94.63
Vice President of Technical Sales and Service	1	0.07	1428	94.69
Vice President, CFO	1	0.07	1429	94.76
Vice President, Marketing	1	0.07	1430	94.83
Vice President/ General Manager	1	0.07	1431	94.89
Vice President/Cashier	1	0.07	1432	94.96
Vice president	1	0.07	1433	95.03
Vp GM	1	0.07	1434	95.09
accountant	1	0.07	1435	95.16
accounting	1	0.07	1436	95.23
accounting payroll specialist	1	0.07	1437	95.29
acctg supv	1	0.07	1438	95.36
admin	1	0.07	1439	95.42
booking agent	1	0.07	1440	95.49
bookkeeper	2	0.13	1442	95.62
business owner	1	0.07	1443	95.69
ceo	3	0.20	1446	95.89
co-founder	1	0.07	1447	95.95
co-owner	1	0.07	1448	96.02
controller	2	0.13	1450	96.15
curator	1	0.07	1451	96.22
executive assistant	1	0.07	1452	96.29
executive vice president	1	0.07	1453	96.35
fiscal director	1	0.07	1454	96.42
general manager	4	0.27	1458	96.68
genral manager	1	0.07	1459	96.75
gm	2	0.13	1461	96.88
manager	7	0.46	1468	97.35
manager of farm store	1	0.07	1469	97.41
managing partner	1	0.07	1470	97.48
office manager	5	0.33	1475	97.81
office manager/reception	1	0.07	1476	97.88
office mgr	1	0.07	1477	97.94
owner	11	0.73	1488	98.67
partner	1	0.07	1489	98.74
personnel mgr	1	0.07	1490	98.81
plant manager	3	0.20	1493	99.01
president	6	0.40	1499	99.40
publisher	1	0.07	1500	99.47
sales and grain manager	1	0.07	1501	99.54
sec treas	1	0.07	1502	99.60
senior tax analyst	1	0.07	1503	99.67

Appendix A. Frequency Listings for All Groups

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supervisor	1	0.07	1504	99.73
technical director	1	0.07	1505	99.80
veterinarian	1	0.07	1506	99.87
vice president	1	0.07	1507	99.93
vp	1	0.07	1508	100.00

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The UNIVARIATE Procedure

Variable: Q02 (Approximately what year did this business at this location begin operating?)

Moments

N	1480	Sum Weights	1480
Mean	1949.15338	Sum Observations	2884747
Std Deviation	215.85193	Variance	46592.0556
Skewness	-8.5625379	Kurtosis	73.0240268
Uncorrected SS	5691724011	Corrected SS	68909650.2
Coeff Variation	11.0741377	Std Error Mean	5.61080374

Basic Statistical Measures

Location		Variability	
Mean	1949.153	Std Deviation	215.85193
Median	1978.500	Variance	46592
Mode	1983.000	Range	2014
		Interquartile Range	33.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 347.3929	Pr >  t  <.0001
Sign	M 740	Pr >=  M  <.0001
Signed Rank	S 547970	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	2015.0
99%	2011.0
95%	2008.0
90%	2004.0
75% Q3	1993.0
50% Median	1978.5
25% Q1	1960.0
10%	1933.0
5%	1905.0
1%	50.0
0% Min	1.0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
1	24054	1011	2013	13965	868
2	22696	239	2013	41319	1302
7	42093	1321	2013	42309	1329
7	40108	407	2013	43207	1351
14	69999	647	2015	10936	787

Missing Values

Missing Value	Count	All Obs	-----Percent Of----- Missing Obs

Appendix A. Frequency Listings for All Groups

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.	3	0.20	10.71
S	24	1.59	85.71
T	1	0.07	3.57
<b>Total</b>	<b>28</b>	<b>1.86</b>	<b>100.00</b>

Frequency Counts

Value	Count	Percents	
		Cell	Cum
1	1	0.1	0.1
2	1	0.1	0.1

Value	Count	Percents	
		Cell	Cum
7	2	0.1	0.3
14	1	0.1	0.3

Value	Count	Percents	
		Cell	Cum
19	1	0.1	0.4
25	1	0.1	0.5

Value	Count	Percents	
		Cell	Cum
30	1	0.1	0.5
35	3	0.2	0.7

Appendix A. Frequency Listings for All Groups

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 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q02 (Approximately what year did this business at this location begin operating?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
40	2	0.1	0.9	1908	3	0.2	5.5	1945	6	0.4	13.9	1980	31	2.1	53.5
50	2	0.1	1.0	1909	6	0.4	5.9	1946	14	0.9	14.8	1981	21	1.4	54.9
64	1	0.1	1.1	1910	4	0.3	6.1	1947	8	0.5	15.3	1982	25	1.7	56.6
72	1	0.1	1.1	1911	1	0.1	6.2	1948	9	0.6	15.9	1983	41	2.8	59.4
81	1	0.1	1.2	1912	4	0.3	6.5	1949	12	0.8	16.8	1984	25	1.7	61.1
1065	1	0.1	1.3	1913	4	0.3	6.8	1950	15	1.0	17.8	1985	32	2.2	63.2
1748	1	0.1	1.4	1914	5	0.3	7.1	1951	9	0.6	18.4	1986	30	2.0	65.3
1795	1	0.1	1.4	1916	3	0.2	7.3	1952	14	0.9	19.3	1987	18	1.2	66.5
1818	1	0.1	1.5	1917	1	0.1	7.4	1953	4	0.3	19.6	1988	24	1.6	68.1
1835	1	0.1	1.6	1918	1	0.1	7.4	1954	9	0.6	20.2	1989	27	1.8	69.9
1859	1	0.1	1.6	1919	7	0.5	7.9	1955	9	0.6	20.8	1990	29	2.0	71.9
1868	2	0.1	1.8	1920	6	0.4	8.3	1956	12	0.8	21.6	1991	20	1.4	73.2
1871	1	0.1	1.8	1921	2	0.1	8.4	1957	14	0.9	22.6	1992	21	1.4	74.7
1872	2	0.1	2.0	1923	2	0.1	8.6	1958	8	0.5	23.1	1993	17	1.1	75.8
1873	1	0.1	2.0	1924	2	0.1	8.7	1959	8	0.5	23.6	1994	19	1.3	77.1
1878	1	0.1	2.1	1925	2	0.1	8.9	1960	24	1.6	25.3	1995	24	1.6	78.7
1880	2	0.1	2.2	1926	1	0.1	8.9	1961	9	0.6	25.9	1996	27	1.8	80.5
1887	2	0.1	2.4	1927	2	0.1	9.1	1962	19	1.3	27.2	1997	20	1.4	81.9
1888	1	0.1	2.4	1928	4	0.3	9.3	1963	15	1.0	28.2	1998	16	1.1	83.0
1889	4	0.3	2.7	1929	1	0.1	9.4	1964	16	1.1	29.3	1999	19	1.3	84.3
1890	2	0.1	2.8	1930	2	0.1	9.5	1965	19	1.3	30.5	2000	36	2.4	86.7
1892	1	0.1	2.9	1931	1	0.1	9.6	1966	11	0.7	31.3	2001	15	1.0	87.7
1893	4	0.3	3.2	1932	5	0.3	9.9	1967	6	0.4	31.7	2002	14	0.9	88.6
1894	2	0.1	3.3	1933	3	0.2	10.1	1968	14	0.9	32.6	2003	14	0.9	89.6
1895	1	0.1	3.4	1934	2	0.1	10.3	1969	20	1.4	34.0	2004	20	1.4	90.9
1898	5	0.3	3.7	1935	8	0.5	10.8	1970	24	1.6	35.6	2005	12	0.8	91.8
1899	1	0.1	3.8	1936	1	0.1	10.9	1971	16	1.1	36.7	2006	17	1.1	92.9
1900	5	0.3	4.1	1937	4	0.3	11.1	1972	28	1.9	38.6	2007	22	1.5	94.4
1901	1	0.1	4.2	1938	4	0.3	11.4	1973	29	2.0	40.5	2008	21	1.4	95.8
1902	5	0.3	4.5	1939	3	0.2	11.6	1974	25	1.7	42.2	2009	18	1.2	97.0
1903	3	0.2	4.7	1940	7	0.5	12.1	1975	37	2.5	44.7	2010	17	1.1	98.2
1904	3	0.2	4.9	1941	1	0.1	12.2	1976	23	1.6	46.3	2011	14	0.9	99.1
1905	3	0.2	5.1	1942	4	0.3	12.4	1977	21	1.4	47.7	2012	7	0.5	99.6
1906	1	0.1	5.2	1943	9	0.6	13.0	1978	34	2.3	50.0	2013	5	0.3	99.9
1907	1	0.1	5.3	1944	6	0.4	13.4	1979	21	1.4	51.4	2015	1	0.1	100.0



The FREQ Procedure

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

	Q03	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Comment present		1491	98.87	1491	98.87
Comment not present		17	1.13	1508	100.00

Does this business have only one location or more than one location?

	Q04	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing		3	.	.	.
Skipped		17	.	.	.
Only one location		827	55.58	827	55.58
More than one location		661	44.42	1488	100.00

Frequency Missing = 20

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

	Q04A	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing		73	.	.	.
Skipped		776	.	.	.
Headquarters		407	61.76	407	61.76
Branch location		252	38.24	659	100.00

Frequency Missing = 849

Importance for locating in this community: Owner-ties to area

	Q05A	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		21	.	.	.
Missing		24	.	.	.
Not Applicable		94	.	.	.
Skipped		26	.	.	.
Not important		275	20.48	275	20.48
Somewhat important		277	20.63	552	41.10
Very important		791	58.90	1343	100.00

Frequency Missing = 165

Importance for locating in this community: Availability of low-cost labor

	Q05B	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		28	.	.	.
Missing		32	.	.	.
Not Applicable		117	.	.	.
Skipped		26	.	.	.
Not important		372	28.51	372	28.51
Somewhat important		617	47.28	989	75.79
Very important		316	24.21	1305	100.00

Frequency Missing = 203



ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The FREQ Procedure

Importance for locating in this community: Available skilled labor pool

Q05C	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	22	.	.	.
Missing	31	.	.	.
Not Applicable	87	.	.	.
Skipped	26	.	.	.
Not important	179	13.34	179	13.34
Somewhat important	548	40.83	727	54.17
Very important	615	45.83	1342	100.00

Frequency Missing = 166

Importance for locating in this community: Access to transportation

Q05D	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	18	.	.	.
Missing	34	.	.	.
Not Applicable	105	.	.	.
Skipped	26	.	.	.
Not important	362	27.32	362	27.32
Somewhat important	486	36.68	848	64.00
Very important	477	36.00	1325	100.00

Frequency Missing = 183

Importance for locating in this community: Access to broadband or high speed internet

Q05E	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	17	.	.	.
Missing	26	.	.	.
Not Applicable	84	.	.	.
Skipped	26	.	.	.
Not important	249	18.38	249	18.38
Somewhat important	452	33.36	701	51.73
Very important	654	48.27	1355	100.00

Frequency Missing = 153

Importance for locating in this community: Access to material inputs

Q05F	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	48	.	.	.
Missing	40	.	.	.
Not Applicable	129	.	.	.
Skipped	26	.	.	.
Not important	291	23.00	291	23.00
Somewhat important	486	38.42	777	61.42
Very important	488	38.58	1265	100.00

Frequency Missing = 243

Importance for locating in this community: Access to customers

Appendix A. Frequency Listings for All Groups

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	Q05G	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		14	.	.	.
Missing		29	.	.	.
Not Applicable		75	.	.	.
Skipped		26	.	.	.
Not important		274	20.09	274	20.09
Somewhat important		332	24.34	606	44.43
Very important		758	55.57	1364	100.00

Frequency Missing = 144

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The FREQ Procedure

Importance for locating in this community: Government incentives

Q05H	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	74	.	.	.
Missing	39	.	.	.
Not Applicable	235	.	.	.
Skipped	26	.	.	.
Not important	703	61.99	703	61.99
Somewhat important	295	26.01	998	88.01
Very important	136	11.99	1134	100.00

Frequency Missing = 374

Importance for locating in this community: Low taxes

Q05I	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	59	.	.	.
Missing	34	.	.	.
Not Applicable	168	.	.	.
Skipped	26	.	.	.
Not important	336	27.52	336	27.52
Somewhat important	496	40.62	832	68.14
Very important	389	31.86	1221	100.00

Frequency Missing = 287

Importance for locating in this community: Strong or growing local economy

Q05J	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	30	.	.	.
Missing	30	.	.	.
Not Applicable	96	.	.	.
Skipped	26	.	.	.
Not important	290	21.87	290	21.87
Somewhat important	520	39.22	810	61.09
Very important	516	38.91	1326	100.00

Frequency Missing = 182

Importance for making this community an attractive place to work: Opportunities for outdoor recreation

Q05aA	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	22	.	.	.
Missing	24	.	.	.
Not Applicable	79	.	.	.
Skipped	30	.	.	.
Not important	273	20.18	273	20.18
Somewhat important	647	47.82	920	68.00
Very important	433	32.00	1353	100.00

Frequency Missing = 155

Importance for making this community an attractive place to work: Scenic beauty (e.g., natural or architectural)

Appendix A. Frequency Listings for All Groups

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<b>Q05aB</b>	<b>Frequency</b>	<b>Percent</b>	<b>Cumulative Frequency</b>	<b>Cumulative Percent</b>
<b>Don't know</b>	<b>19</b>	<b>.</b>	<b>.</b>	<b>.</b>
<b>Missing</b>	<b>23</b>	<b>.</b>	<b>.</b>	<b>.</b>
<b>Not Applicable</b>	<b>74</b>	<b>.</b>	<b>.</b>	<b>.</b>
<b>Skipped</b>	<b>30</b>	<b>.</b>	<b>.</b>	<b>.</b>
<b>Not important</b>	<b>370</b>	<b>27.17</b>	<b>370</b>	<b>27.17</b>
<b>Somewhat important</b>	<b>640</b>	<b>46.99</b>	<b>1010</b>	<b>74.16</b>
<b>Very important</b>	<b>352</b>	<b>25.84</b>	<b>1362</b>	<b>100.00</b>

Frequency Missing = 146

The FREQ Procedure

Importance for making this community an attractive place to work: Climate

Q05aC	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	14	.	.	.
Missing	28	.	.	.
Not Applicable	70	.	.	.
Skipped	30	.	.	.
Not important	378	27.67	378	27.67
Somewhat important	693	50.73	1071	78.40
Very important	295	21.60	1366	100.00

Frequency Missing = 142

Importance for making this community an attractive place to work: Access to arts and entertainment

Q05aD	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	22	.	.	.
Missing	36	.	.	.
Not Applicable	93	.	.	.
Skipped	30	.	.	.
Not important	584	44.01	584	44.01
Somewhat important	581	43.78	1165	87.79
Very important	162	12.21	1327	100.00

Frequency Missing = 181

Importance for making this community an attractive place to work: Quality of local schools

Q05aE	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	13	.	.	.
Missing	25	.	.	.
Not Applicable	67	.	.	.
Skipped	30	.	.	.
Not important	185	13.47	185	13.47
Somewhat important	496	36.13	681	49.60
Very important	692	50.40	1373	100.00

Frequency Missing = 135

Importance for making this community an attractive place to work: Access to health care

Q05aF	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	16	.	.	.
Missing	26	.	.	.
Not Applicable	56	.	.	.
Skipped	30	.	.	.
Not important	164	11.88	164	11.88
Somewhat important	569	41.23	733	53.12
Very important	647	46.88	1380	100.00

Frequency Missing = 128

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q06a (In 2012, at this location, average number of workers who were: Full-time and part-time employees on your payroll)

Moments

N	1465	Sum Weights	1465
Mean	201.470307	Sum Observations	295154
Std Deviation	4243.03754	Variance	18003367.6
Skewness	38.0971163	Kurtosis	1455.82436
Uncorrected SS	2.64164E10	Corrected SS	2.63569E10
Coeff Variation	2106.03617	Std Error Mean	110.855708

Basic Statistical Measures

Location		Variability	
Mean	201.4703	Std Deviation	4243
Median	25.0000	Variance	18003368
Mode	6.0000	Range	162240
		Interquartile Range	70.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 1.81741	Pr >  t  0.0694
Sign	M 732	Pr >=  M  <.0001
Signed Rank	S 536190	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	162240
99%	1150
95%	361
90%	215
75% Q3	80
50% Median	25
25% Q1	10
10%	6
5%	5
1%	2
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	24539	1029	2000	43762	537
1	20311	664	2612	20708	668
1	41293	441	2850	15094	895
1	31440	322	4700	44329	553
1	30370	295	162240	40120	1267

Missing Values

Missing Value	Count	All Obs	-----Percent Of----- Missing Obs



Appendix A. Frequency Listings for All Groups

S	41	2.72	95.35
T	2	0.13	4.65
Total	43	2.85	100.00

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0	1	0.1	0.1	3	7	0.5	1.6	6	70	4.8	11.3	9	43	2.9	21.8
1	4	0.3	0.3	4	21	1.4	3.1	7	67	4.6	15.9	10	57	3.9	25.7
2	12	0.8	1.2	5	51	3.5	6.6	8	43	2.9	18.8	11	23	1.6	27.2

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q06a (In 2012, at this location, average number of workers who were: Full-time and part-time employees on your payroll)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
12	39	2.7	29.9	63	4	0.3	71.2	145	6	0.4	85.8	360	1	0.1	94.9
13	23	1.6	31.5	65	14	1.0	72.2	148	2	0.1	85.9	361	1	0.1	95.0
14	25	1.7	33.2	66	2	0.1	72.3	150	14	1.0	86.9	370	1	0.1	95.1
15	34	2.3	35.5	67	1	0.1	72.4	153	1	0.1	87.0	373	1	0.1	95.2
16	19	1.3	36.8	68	2	0.1	72.5	156	1	0.1	87.0	375	3	0.2	95.4
17	18	1.2	38.0	69	1	0.1	72.6	157	1	0.1	87.1	379	1	0.1	95.4
18	23	1.6	39.6	70	7	0.5	73.0	160	8	0.5	87.6	380	1	0.1	95.5
19	15	1.0	40.6	72	3	0.2	73.2	162	1	0.1	87.7	385	1	0.1	95.6
20	46	3.1	43.8	73	1	0.1	73.3	164	1	0.1	87.8	400	10	0.7	96.2
21	12	0.8	44.6	74	6	0.4	73.7	165	5	0.3	88.1	410	1	0.1	96.3
22	19	1.3	45.9	75	8	0.5	74.3	170	3	0.2	88.3	420	2	0.1	96.5
23	11	0.8	46.6	76	3	0.2	74.5	175	5	0.3	88.7	430	1	0.1	96.5
24	16	1.1	47.7	77	1	0.1	74.5	179	1	0.1	88.7	435	2	0.1	96.7
25	38	2.6	50.3	78	1	0.1	74.6	180	2	0.1	88.9	450	1	0.1	96.7
26	8	0.5	50.9	79	4	0.3	74.9	183	1	0.1	88.9	465	1	0.1	96.8
27	11	0.8	51.6	80	13	0.9	75.8	185	1	0.1	89.0	470	1	0.1	96.9
28	12	0.8	52.4	82	1	0.1	75.8	186	1	0.1	89.1	475	2	0.1	97.0
29	5	0.3	52.8	83	3	0.2	76.0	190	1	0.1	89.1	500	3	0.2	97.2
30	46	3.1	55.9	85	11	0.8	76.8	200	12	0.8	90.0	521	2	0.1	97.3
31	5	0.3	56.2	87	2	0.1	76.9	215	1	0.1	90.0	548	1	0.1	97.4
32	10	0.7	56.9	90	13	0.9	77.8	220	3	0.2	90.2	550	2	0.1	97.5
33	4	0.3	57.2	92	2	0.1	78.0	225	7	0.5	90.7	575	1	0.1	97.6
34	6	0.4	57.6	95	8	0.5	78.5	230	4	0.3	91.0	580	1	0.1	97.7
35	22	1.5	59.1	96	2	0.1	78.6	235	1	0.1	91.1	600	3	0.2	97.9
36	4	0.3	59.4	97	1	0.1	78.7	237	1	0.1	91.1	650	2	0.1	98.0
37	4	0.3	59.7	98	3	0.2	78.9	240	2	0.1	91.3	700	3	0.2	98.2
38	4	0.3	59.9	100	20	1.4	80.3	241	1	0.1	91.3	720	1	0.1	98.3
39	1	0.1	60.0	104	1	0.1	80.3	244	1	0.1	91.4	750	2	0.1	98.4
40	16	1.1	61.1	105	5	0.3	80.7	250	6	0.4	91.8	761	1	0.1	98.5
41	4	0.3	61.4	106	2	0.1	80.8	252	1	0.1	91.9	800	1	0.1	98.6
42	8	0.5	61.9	107	2	0.1	81.0	256	1	0.1	91.9	812	1	0.1	98.6
43	6	0.4	62.3	108	1	0.1	81.0	270	1	0.1	92.0	819	1	0.1	98.7
44	3	0.2	62.5	109	1	0.1	81.1	271	1	0.1	92.1	900	1	0.1	98.8
45	21	1.4	64.0	110	7	0.5	81.6	275	1	0.1	92.2	924	1	0.1	98.8
46	8	0.5	64.5	112	1	0.1	81.6	280	2	0.1	92.3	1100	1	0.1	98.9
47	3	0.2	64.7	115	3	0.2	81.8	281	1	0.1	92.4	1130	1	0.1	99.0
48	7	0.5	65.2	116	1	0.1	81.9	282	1	0.1	92.4	1150	1	0.1	99.0
49	6	0.4	65.6	117	2	0.1	82.0	285	1	0.1	92.5	1175	1	0.1	99.1
50	29	2.0	67.6	120	16	1.1	83.1	290	2	0.1	92.6	1200	2	0.1	99.2
51	1	0.1	67.6	123	2	0.1	83.3	295	2	0.1	92.8	1400	1	0.1	99.3
52	7	0.5	68.1	124	3	0.2	83.5	300	8	0.5	93.3	1450	1	0.1	99.4
53	4	0.3	68.4	125	4	0.3	83.8	302	1	0.1	93.4	1794	1	0.1	99.5
54	5	0.3	68.7	127	1	0.1	83.8	320	3	0.2	93.6	1800	1	0.1	99.5
55	7	0.5	69.2	130	10	0.7	84.5	325	2	0.1	93.7	1875	1	0.1	99.6
56	5	0.3	69.6	135	2	0.1	84.6	326	1	0.1	93.8	1900	1	0.1	99.7
57	3	0.2	69.8	137	1	0.1	84.7	330	3	0.2	94.0	2000	1	0.1	99.7
58	1	0.1	69.8	138	1	0.1	84.8	340	2	0.1	94.1	2612	1	0.1	99.8
60	12	0.8	70.6	140	4	0.3	85.1	342	1	0.1	94.2	2850	1	0.1	99.9
61	3	0.2	70.9	143	4	0.3	85.3	345	1	0.1	94.3	4700	1	0.1	99.9
62	1	0.1	70.9	144	1	0.1	85.4	350	9	0.6	94.9	162240	1	0.1	100.0

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: 006b (In 2012, at this location, average number of workers who were: Independent contractors or temporary workers NOT ON YOUR PAYROLL)

Moments

N	1357	Sum Weights	1357
Mean	38.5969565	Sum Observations	52376.07
Std Deviation	1129.68776	Variance	1276194.44
Skewness	36.777493	Kurtosis	1354.0226
Uncorrected SS	1732541212	Corrected SS	1730519655
Coeff Variation	2926.883	Std Error Mean	30.6668027

Basic Statistical Measures

Location		Variability	
Mean	38.59696	Std Deviation	1130
Median	0.00000	Variance	1276194
Mode	0.00000	Range	41600
		Interquartile Range	4.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 1.258591	Pr >  t  0.2084
Sign	M 314	Pr >=  M  <.0001
Signed Rank	S 98753	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	41600
99%	150
95%	35
90%	15
75% Q3	4
50% Median	0
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	55187	1506	202	12467	91
0	55158	1505	335	15094	895
0	55118	1503	500	15198	898
0	54998	1502	1000	43762	537
0	54941	1500	41600	40120	1267

Missing Values

Missing Value		-----Percent Of-----	
Count	All Obs	Missing	Obs

Appendix A. Frequency Listings for All Groups

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S	150	9.95	99.34
T	1	0.07	0.66
Total	151	10.01	100.00

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0.00	729	53.7	53.7	2.00	103	7.6	69.3	5.00	66	4.9	81.1	8.00	7	0.5	83.6
0.07	1	0.1	53.8	3.00	51	3.8	73.0	6.00	23	1.7	82.8	9.00	2	0.1	83.8
1.00	107	7.9	61.7	4.00	43	3.2	76.2	7.00	5	0.4	83.1	10.00	58	4.3	88.1

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

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The UNIVARIATE Procedure

Variable: Q06b (In 2012, at this location, average number of workers who were: Independent contractors or temporary workers NOT ON YOUR PAYROLL)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
12.00	12	0.9	88.9	29.00	1	0.1	94.0	75.00	4	0.3	97.6	175.00	1	0.1	99.4
13.00	3	0.2	89.2	30.00	10	0.7	94.8	80.00	3	0.2	97.9	182.00	1	0.1	99.5
14.00	3	0.2	89.4	32.00	1	0.1	94.8	84.00	1	0.1	97.9	200.00	2	0.1	99.6
15.00	20	1.5	90.9	35.00	3	0.2	95.1	100.00	12	0.9	98.8	202.00	1	0.1	99.7
16.00	1	0.1	90.9	40.00	8	0.6	95.7	105.00	1	0.1	98.9	335.00	1	0.1	99.8
17.00	2	0.1	91.1	45.00	1	0.1	95.7	125.00	1	0.1	99.0	500.00	1	0.1	99.9
20.00	25	1.8	92.9	50.00	19	1.4	97.1	150.00	4	0.3	99.3	1000.00	1	0.1	99.9
23.00	1	0.1	93.0	52.00	1	0.1	97.2	157.00	1	0.1	99.3	41600.00	1	0.1	100.0
25.00	13	1.0	94.0	60.00	2	0.1	97.3								

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q06c (In 2012, at this location, average number of workers who were: Total)

Moments

N	1342	Sum Weights	1342
Mean	253.318182	Sum Observations	339953
Std Deviation	5567.71811	Variance	30999485
Skewness	36.5126721	Kurtosis	1336.06248
Uncorrected SS	4.16564E10	Corrected SS	4.15703E10
Coeff Variation	2197.91492	Std Error Mean	151.985089

Basic Statistical Measures

Location		Variability	
Mean	253.3182	Std Deviation	5568
Median	29.0000	Variance	30999485
Mode	7.0000	Range	203840
		Interquartile Range	74.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 1.66673	Pr >  t  0.0958
Sign	M 670.5	Pr >=  M  <.0001
Signed Rank	S 449905.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	203840
99%	1200
95%	400
90%	245
75% Q3	86
50% Median	29
25% Q1	12
10%	7
5%	6
1%	4
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	43572	534	2025	24626	1030
1	41293	441	3000	43762	537
1	30370	295	3185	15094	895
2	44895	579	4700	44329	553
2	35064	400	203840	40120	1267

Missing Values

Missing Value	Count	All Obs	-----Percent Of----- Missing Obs

Appendix A. Frequency Listings for All Groups

.	126	8.36	75.90
S	40	2.65	24.10
<b>Total</b>	<b>166</b>	<b>11.01</b>	<b>100.00</b>

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0	1	0.1	0.1	3	6	0.4	0.8	6	45	3.4	8.0	9	41	3.1	18.1
1	2	0.1	0.2	4	9	0.7	1.5	7	58	4.3	12.3	10	41	3.1	21.2
2	2	0.1	0.4	5	42	3.1	4.6	8	37	2.8	15.1	11	27	2.0	23.2

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q06c (In 2012, at this location, average number of workers who were: Total)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
12	38	2.8	26.0	73	3	0.2	71.1	160	11	0.8	86.2	355	1	0.1	94.1
13	27	2.0	28.0	74	5	0.4	71.5	161	1	0.1	86.3	360	1	0.1	94.2
14	25	1.9	29.9	75	8	0.6	72.1	164	1	0.1	86.4	370	1	0.1	94.3
15	27	2.0	31.9	76	1	0.1	72.1	166	1	0.1	86.4	373	1	0.1	94.3
16	26	1.9	33.8	77	1	0.1	72.2	168	1	0.1	86.5	375	4	0.3	94.6
17	13	1.0	34.8	78	2	0.1	72.4	170	3	0.2	86.7	380	1	0.1	94.7
18	21	1.6	36.4	79	3	0.2	72.6	175	1	0.1	86.8	382	1	0.1	94.8
19	16	1.2	37.6	80	12	0.9	73.5	177	1	0.1	86.9	385	1	0.1	94.9
20	33	2.5	40.0	81	5	0.4	73.8	178	1	0.1	87.0	390	1	0.1	94.9
21	17	1.3	41.3	82	3	0.2	74.1	180	4	0.3	87.3	400	4	0.3	95.2
22	15	1.1	42.4	83	1	0.1	74.1	183	1	0.1	87.3	404	1	0.1	95.3
23	15	1.1	43.5	85	10	0.7	74.9	185	5	0.4	87.7	410	1	0.1	95.4
24	13	1.0	44.5	86	2	0.1	75.0	187	2	0.1	87.9	420	3	0.2	95.6
25	30	2.2	46.7	87	1	0.1	75.1	190	1	0.1	87.9	425	2	0.1	95.8
26	9	0.7	47.4	88	1	0.1	75.2	200	7	0.5	88.5	430	2	0.1	95.9
27	15	1.1	48.5	89	2	0.1	75.3	202	1	0.1	88.5	435	2	0.1	96.1
28	16	1.2	49.7	90	7	0.5	75.9	203	2	0.1	88.7	450	2	0.1	96.2
29	5	0.4	50.1	92	3	0.2	76.1	210	2	0.1	88.8	460	1	0.1	96.3
30	33	2.5	52.5	95	4	0.3	76.4	215	1	0.1	88.9	470	1	0.1	96.3
31	8	0.6	53.1	96	4	0.3	76.7	220	3	0.2	89.1	475	2	0.1	96.5
32	10	0.7	53.9	97	1	0.1	76.8	224	1	0.1	89.2	500	3	0.2	96.7
33	1	0.1	53.9	98	1	0.1	76.8	225	1	0.1	89.3	510	1	0.1	96.8
34	9	0.7	54.6	99	1	0.1	76.9	228	1	0.1	89.3	549	1	0.1	96.9
35	22	1.6	56.3	100	18	1.3	78.2	230	2	0.1	89.5	560	1	0.1	96.9
36	7	0.5	56.8	101	1	0.1	78.3	231	1	0.1	89.6	571	1	0.1	97.0
37	3	0.2	57.0	102	1	0.1	78.4	235	1	0.1	89.6	575	2	0.1	97.2
38	6	0.4	57.5	103	2	0.1	78.5	237	1	0.1	89.7	580	1	0.1	97.2
39	1	0.1	57.5	105	3	0.2	78.8	240	2	0.1	89.9	600	1	0.1	97.3
40	13	1.0	58.5	107	4	0.3	79.1	245	2	0.1	90.0	628	1	0.1	97.4
41	4	0.3	58.8	108	2	0.1	79.2	247	1	0.1	90.1	650	2	0.1	97.5
42	7	0.5	59.3	110	9	0.7	79.9	250	5	0.4	90.5	700	3	0.2	97.8
43	6	0.4	59.8	112	2	0.1	80.0	252	1	0.1	90.5	703	1	0.1	97.8
44	4	0.3	60.1	113	1	0.1	80.1	255	1	0.1	90.6	720	1	0.1	97.9
45	14	1.0	61.1	115	3	0.2	80.3	256	1	0.1	90.7	725	1	0.1	98.0
46	5	0.4	61.5	116	1	0.1	80.4	258	1	0.1	90.8	730	1	0.1	98.1
47	4	0.3	61.8	117	1	0.1	80.5	260	4	0.3	91.1	750	1	0.1	98.1
48	12	0.9	62.7	120	12	0.9	81.4	271	1	0.1	91.1	771	1	0.1	98.2
49	5	0.4	63.0	121	1	0.1	81.4	272	1	0.1	91.2	800	1	0.1	98.3
50	25	1.9	64.9	123	1	0.1	81.5	277	1	0.1	91.3	825	1	0.1	98.4
51	3	0.2	65.1	125	4	0.3	81.8	280	4	0.3	91.6	850	1	0.1	98.4
52	6	0.4	65.6	126	2	0.1	82.0	281	1	0.1	91.7	900	1	0.1	98.5
53	3	0.2	65.8	127	1	0.1	82.0	282	1	0.1	91.7	915	1	0.1	98.6
54	6	0.4	66.2	130	8	0.6	82.6	290	2	0.1	91.9	1021	1	0.1	98.7
55	8	0.6	66.8	134	1	0.1	82.7	295	1	0.1	92.0	1024	1	0.1	98.7
56	1	0.1	66.9	135	6	0.4	83.2	300	6	0.4	92.4	1130	1	0.1	98.8
57	3	0.2	67.1	136	1	0.1	83.2	305	1	0.1	92.5	1140	1	0.1	98.9
58	7	0.5	67.7	138	1	0.1	83.3	310	2	0.1	92.6	1175	1	0.1	99.0
59	2	0.1	67.8	140	5	0.4	83.7	311	1	0.1	92.7	1200	2	0.1	99.1
60	8	0.6	68.4	141	1	0.1	83.8	320	1	0.1	92.8	1350	1	0.1	99.2
62	3	0.2	68.6	142	1	0.1	83.8	321	1	0.1	92.8	1400	1	0.1	99.3
63	1	0.1	68.7	143	2	0.1	84.0	325	2	0.1	93.0	1800	1	0.1	99.3
64	2	0.1	68.9	144	1	0.1	84.1	326	1	0.1	93.1	1950	1	0.1	99.4
65	8	0.6	69.4	145	2	0.1	84.2	330	1	0.1	93.1	1951	1	0.1	99.5
66	5	0.4	69.8	147	3	0.2	84.4	333	1	0.1	93.2	2000	2	0.1	99.6
67	2	0.1	70.0	148	2	0.1	84.6	335	1	0.1	93.3	2025	1	0.1	99.7
68	1	0.1	70.0	150	7	0.5	85.1	340	4	0.3	93.6	3000	1	0.1	99.8
69	1	0.1	70.1	151	1	0.1	85.2	342	1	0.1	93.7	3185	1	0.1	99.9
70	6	0.4	70.6	152	1	0.1	85.2	345	1	0.1	93.7	4700	1	0.1	99.9
71	3	0.2	70.8	153	1	0.1	85.3	350	4	0.3	94.0	203840	1	0.1	100.0
72	1	0.1	70.9	155	1	0.1	85.4								



The FREQ Procedure

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

	Q07A	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing		10	.	.	.
Skipped		56	.	.	.
Yes		1211	83.98	1211	83.98
No		231	16.02	1442	100.00

Frequency Missing = 66

In the past 12 months, did this business: Offer a retirement plan

	Q07B	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing		14	.	.	.
Skipped		56	.	.	.
Yes		989	68.78	989	68.78
No		449	31.22	1438	100.00

Frequency Missing = 70

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

	Q07C	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing		13	.	.	.
Skipped		56	.	.	.
Yes		925	64.28	925	64.28
No		514	35.72	1439	100.00

Frequency Missing = 69

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

	Q07D	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		3	.	.	.
Missing		16	.	.	.
Skipped		56	.	.	.
Yes		636	44.38	636	44.38
No		797	55.62	1433	100.00

Frequency Missing = 75

In the past 12 months, did this business: Have an employee-ownership plan

	Q07E	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing		16	.	.	.
Skipped		56	.	.	.
Yes		117	8.15	117	8.15
No		1319	91.85	1436	100.00

Frequency Missing = 72

Appendix A. Frequency Listings for All Groups

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In the past 12 months, did this business: Offer paid time off for workers to volunteer

	Q07F	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		2	.	.	.
Missing		17	.	.	.
Skipped		56	.	.	.
Yes		280	19.54	280	19.54
No		1153	80.46	1433	100.00

Frequency Missing = 75

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q08A (How many workers are managers at this location? (Managers are workers who direct or oversee operations.))

Moments

N	1438	Sum Weights	1438
Mean	8.41376912	Sum Observations	12099
Std Deviation	19.0747861	Variance	363.847465
Skewness	11.3179148	Kurtosis	192.942783
Uncorrected SS	624647	Corrected SS	522848.807
Coeff Variation	226.70917	Std Error Mean	0.50301419

Basic Statistical Measures

Location		Variability	
Mean	8.413769	Std Deviation	19.07479
Median	4.000000	Variance	363.84747
Mode	2.000000	Range	400.00000
		Interquartile Range	6.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 16.7267	Pr >  t  <.0001
Sign	M 705.5	Pr >=  M  <.0001
Signed Rank	S 498083	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	400
99%	75
95%	30
90%	18
75% Q3	8
50% Median	4
25% Q1	2
10%	1
5%	1
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	52821	1450	105	30800	306
0	52422	1440	110	15198	898
0	51015	1407	160	34012	1220
0	50332	1396	340	41898	1316
0	23163	981	400	20507	911

Missing Values

Missing Value		-----Percent Of-----	
Count	All Obs	Missing	Obs

Appendix A. Frequency Listings for All Groups

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S	68	4.51	97.14
T	2	0.13	2.86
Total	70	4.64	100.00

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0	27	1.9	1.9	3	210	14.6	47.1	6	73	5.1	71.1	9	24	1.7	79.3
1	205	14.3	16.1	4	145	10.1	57.2	7	51	3.5	74.6	10	60	4.2	83.4
2	235	16.3	32.5	5	127	8.8	66.0	8	43	3.0	77.6	11	4	0.3	83.7

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q08A (How many workers are managers at this location? (Managers are workers who direct or oversee operations.))

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
12	35	2.4	86.2	23	5	0.3	92.9	40	9	0.6	97.1	70	3	0.2	98.8
13	7	0.5	86.6	25	13	0.9	93.8	41	1	0.1	97.2	75	3	0.2	99.0
14	7	0.5	87.1	26	1	0.1	93.9	42	2	0.1	97.4	76	1	0.1	99.1
15	21	1.5	88.6	27	4	0.3	94.2	45	1	0.1	97.4	90	1	0.1	99.2
16	8	0.6	89.2	28	3	0.2	94.4	48	1	0.1	97.5	100	7	0.5	99.7
17	3	0.2	89.4	29	1	0.1	94.4	50	6	0.4	97.9	105	1	0.1	99.7
18	10	0.7	90.1	30	17	1.2	95.6	60	5	0.3	98.3	110	1	0.1	99.8
20	29	2.0	92.1	32	2	0.1	95.8	65	3	0.2	98.5	160	1	0.1	99.9
21	3	0.2	92.3	33	1	0.1	95.8	66	1	0.1	98.5	340	1	0.1	99.9
22	4	0.3	92.6	35	10	0.7	96.5	67	1	0.1	98.6	400	1	0.1	100.0

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q08B (How many workers are professionals? (Professionals are workers such as engineers or accountants.))

Moments

N	1430	Sum Weights	1430
Mean	9.69685315	Sum Observations	13866.5
Std Deviation	39.0062064	Variance	1521.48414
Skewness	15.884334	Kurtosis	351.427587
Uncorrected SS	2308662.25	Corrected SS	2174200.84
Coeff Variation	402.256339	Std Error Mean	1.0314916

Basic Statistical Measures

Location		Variability	
Mean	9.696853	Std Deviation	39.00621
Median	3.000000	Variance	1521
Mode	0.000000	Range	1024
		Interquartile Range	6.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 9.400807	Pr >  t  <.0001
Sign	M 554.5	Pr >=  M  <.0001
Signed Rank	S 307747.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	1024
99%	133
95%	31
90%	20
75% Q3	7
50% Median	3
25% Q1	1
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	55145	1504	300	11181	794
0	55118	1503	300	42931	1341
0	54967	1501	400	52099	1429
0	54941	1500	500	41898	1316
0	54918	1499	1024	24328	1022

Missing Values

Missing Value		-----Percent Of-----	
Count	All Obs	Missing	Obs

Appendix A. Frequency Listings for All Groups

S	75	4.97	96.15
T	3	0.20	3.85
Total	78	5.17	100.00

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.0	321	22.4	22.4	3.0	138	9.7	59.5	6.0	55	3.8	74.8	9.0	21	1.5	81.2
1.0	207	14.5	36.9	4.0	94	6.6	66.1	7.0	35	2.4	77.2	10.0	50	3.5	84.7
2.0	185	12.9	49.9	5.0	69	4.8	70.9	8.0	36	2.5	79.7	11.0	7	0.5	85.2

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q08B (How many workers are professionals? (Professionals are workers such as engineers or accountants.))

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
12.0	19	1.3	86.5	28.0	2	0.1	93.4	45.0	3	0.2	96.6	115.0	1	0.1	98.7
13.0	2	0.1	86.6	29.0	1	0.1	93.5	46.0	1	0.1	96.7	120.0	3	0.2	99.0
14.0	3	0.2	86.9	30.0	21	1.5	95.0	50.0	6	0.4	97.1	133.0	1	0.1	99.0
15.0	28	2.0	88.8	31.0	1	0.1	95.0	53.0	1	0.1	97.2	150.0	3	0.2	99.2
16.0	4	0.3	89.1	32.0	1	0.1	95.1	60.0	9	0.6	97.8	160.0	1	0.1	99.3
17.0	2	0.1	89.2	33.0	1	0.1	95.2	70.0	1	0.1	97.9	175.0	1	0.1	99.4
18.0	4	0.3	89.5	34.0	1	0.1	95.2	75.0	3	0.2	98.1	200.0	1	0.1	99.4
19.0	2	0.1	89.7	35.0	7	0.5	95.7	80.0	1	0.1	98.2	225.0	1	0.1	99.5
20.0	19	1.3	91.0	36.0	1	0.1	95.8	85.0	1	0.1	98.3	250.0	2	0.1	99.7
21.0	3	0.2	91.2	37.0	2	0.1	95.9	86.0	2	0.1	98.4	300.0	2	0.1	99.8
22.0	5	0.3	91.5	38.0	3	0.2	96.2	88.0	1	0.1	98.5	400.0	1	0.1	99.9
22.5	1	0.1	91.6	40.0	3	0.2	96.4	100.0	2	0.1	98.6	500.0	1	0.1	99.9
25.0	21	1.5	93.1	43.0	1	0.1	96.4	107.0	1	0.1	98.7	1024.0	1	0.1	100.0
27.0	3	0.2	93.3												



ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The FREQ Procedure

In 2012, what is your best estimate of the average hourly wage for non-salaried workers at this location?: Check here if you do not have any non-salaried workers.

Q09ck	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	126	.	.	.
Skipped	65	.	.	.
Yes	118	8.96	118	8.96
No	1199	91.04	1317	100.00

Frequency Missing = 191

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q09 (In 2012, what is your best estimate of the average hourly wage for non-salaried workers at this location?)

Moments

N	1242	Sum Weights	1242
Mean	64.6019082	Sum Observations	80235.57
Std Deviation	1702.2901	Variance	2897791.6
Skewness	35.2272655	Kurtosis	1241.29891
Uncorrected SS	3601342748	Corrected SS	3596159377
Coeff Variation	2635.04616	Std Error Mean	48.3028523

Basic Statistical Measures

Location		Variability	
Mean	64.60191	Std Deviation	1702
Median	15.00000	Variance	2897792
Mode	15.00000	Range	60000
		Interquartile Range	6.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 1.337435	Pr >  t  0.1813
Sign	M 620	Pr >=  M  <.0001
Signed Rank	S 384710	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	60000.0
99%	35.0
95%	25.0
90%	22.0
75% Q3	18.0
50% Median	15.0
25% Q1	12.0
10%	10.0
5%	9.0
1%	7.5
0% Min	0.0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0.00	31746	331	50	14055	870
0.00	21512	214	80	22634	237
4.00	40996	1291	100	14620	883
4.00	31548	327	1000	14652	885
6.78	23684	996	60000	54153	1480

Missing Values

Missing Value	Count	All Obs	-----Percent Of----- Missing Obs

Appendix A. Frequency Listings for All Groups

.	14	0.93	5.26
S	185	12.27	69.55
T	67	4.44	25.19
<b>Total</b>	<b>266</b>	<b>17.64</b>	<b>100.00</b>

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	2	0.2	0.2	6.78	1	0.1	0.4	7.25	5	0.4	0.9	7.75	3	0.2	1.4
4.00	2	0.2	0.3	7.00	1	0.1	0.5	7.50	3	0.2	1.1	7.80	1	0.1	1.4

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q09 (In 2012, what is your best estimate of the average hourly wage for non-salaried workers at this location?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
8.00	17	1.4	2.8	12.75	4	0.3	31.7	15.71	1	0.1	60.7	20.00	69	5.6	88.4
8.25	1	0.1	2.9	13.00	55	4.4	36.2	15.75	2	0.2	60.9	20.02	1	0.1	88.5
8.37	1	0.1	3.0	13.02	1	0.1	36.2	15.85	1	0.1	61.0	20.36	1	0.1	88.6
8.50	6	0.5	3.5	13.03	1	0.1	36.3	15.90	1	0.1	61.0	21.00	10	0.8	89.4
8.75	2	0.2	3.6	13.25	3	0.2	36.6	15.92	1	0.1	61.1	21.10	1	0.1	89.5
8.95	1	0.1	3.7	13.28	1	0.1	36.6	15.99	1	0.1	61.2	21.50	1	0.1	89.5
9.00	29	2.3	6.0	13.33	1	0.1	36.7	16.00	60	4.8	66.0	21.79	1	0.1	89.6
9.25	4	0.3	6.4	13.48	1	0.1	36.8	16.30	1	0.1	66.1	21.80	1	0.1	89.7
9.28	1	0.1	6.4	13.50	18	1.4	38.2	16.45	1	0.1	66.2	22.00	24	1.9	91.6
9.50	26	2.1	8.5	13.56	1	0.1	38.3	16.50	15	1.2	67.4	22.27	1	0.1	91.7
9.52	1	0.1	8.6	13.75	3	0.2	38.6	16.66	1	0.1	67.5	22.50	2	0.2	91.9
9.72	1	0.1	8.7	13.80	1	0.1	38.6	16.70	1	0.1	67.6	22.73	1	0.1	91.9
9.74	1	0.1	8.8	13.90	1	0.1	38.7	16.75	1	0.1	67.6	22.85	1	0.1	92.0
9.75	4	0.3	9.1	14.00	83	6.7	45.4	16.84	1	0.1	67.7	23.00	13	1.0	93.1
10.00	72	5.8	14.9	14.10	1	0.1	45.5	17.00	46	3.7	71.4	23.38	1	0.1	93.2
10.17	1	0.1	15.0	14.15	1	0.1	45.6	17.15	1	0.1	71.5	23.50	1	0.1	93.2
10.39	1	0.1	15.1	14.18	1	0.1	45.7	17.25	1	0.1	71.6	23.75	1	0.1	93.3
10.45	1	0.1	15.1	14.25	1	0.1	45.7	17.32	1	0.1	71.7	24.00	10	0.8	94.1
10.50	13	1.0	16.2	14.30	1	0.1	45.8	17.40	1	0.1	71.7	24.50	1	0.1	94.2
10.51	1	0.1	16.3	14.34	1	0.1	45.9	17.50	11	0.9	72.6	25.00	30	2.4	96.6
10.75	2	0.2	16.4	14.36	1	0.1	46.0	17.62	2	0.2	72.8	25.50	2	0.2	96.8
10.89	1	0.1	16.5	14.39	1	0.1	46.1	17.75	2	0.2	72.9	26.00	2	0.2	96.9
11.00	30	2.4	18.9	14.41	1	0.1	46.1	17.96	1	0.1	73.0	26.56	1	0.1	97.0
11.20	1	0.1	19.0	14.42	1	0.1	46.2	17.97	1	0.1	73.1	27.00	1	0.1	97.1
11.25	1	0.1	19.1	14.50	12	1.0	47.2	18.00	68	5.5	78.6	28.00	4	0.3	97.4
11.37	1	0.1	19.2	14.66	1	0.1	47.3	18.03	1	0.1	78.7	29.00	1	0.1	97.5
11.50	12	1.0	20.1	14.75	1	0.1	47.3	18.10	1	0.1	78.7	30.00	11	0.9	98.4
11.68	1	0.1	20.2	14.80	1	0.1	47.4	18.15	1	0.1	78.8	32.00	2	0.2	98.6
11.75	1	0.1	20.3	14.83	1	0.1	47.5	18.25	1	0.1	78.9	33.00	1	0.1	98.6
11.80	1	0.1	20.4	14.99	1	0.1	47.6	18.36	1	0.1	79.0	33.82	1	0.1	98.7
11.85	1	0.1	20.5	15.00	143	11.5	59.1	18.50	10	0.8	79.8	35.00	4	0.3	99.0
12.00	95	7.6	28.1	15.07	1	0.1	59.2	18.67	1	0.1	79.9	36.00	1	0.1	99.1
12.04	1	0.1	28.2	15.21	1	0.1	59.3	18.72	1	0.1	80.0	40.00	4	0.3	99.4
12.20	2	0.2	28.3	15.24	1	0.1	59.3	19.00	29	2.3	82.3	45.00	1	0.1	99.5
12.25	2	0.2	28.5	15.25	3	0.2	59.6	19.25	1	0.1	82.4	50.00	2	0.2	99.7
12.50	32	2.6	31.1	15.26	1	0.1	59.7	19.35	1	0.1	82.4	80.00	1	0.1	99.8
12.54	1	0.1	31.2	15.28	1	0.1	59.7	19.37	1	0.1	82.5	100.00	1	0.1	99.8
12.60	2	0.2	31.3	15.35	1	0.1	59.8	19.48	1	0.1	82.6	1000.00	1	0.1	99.9
12.66	1	0.1	31.4	15.50	10	0.8	60.6	19.50	3	0.2	82.9	60000.00	1	0.1	100.0

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The FREQ Procedure

Percent of workers in 2012 in occupational category: Check here to answer in numbers instead of percent

	Q10cpk	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		1	.	.	.
Missing		2	.	.	.
Skipped		84	.	.	.
Yes		674	47.43	674	47.43
No		747	52.57	1421	100.00

Frequency Missing = 87

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q10ap (Percent of workers in 2012 in occupational category: Management and professional)

Moments

N	933	Sum Weights	933
Mean	19.1912379	Sum Observations	17905.425
Std Deviation	26.5643271	Variance	705.663474
Skewness	11.9528853	Kurtosis	245.751024
Uncorrected SS	1001305.63	Corrected SS	657678.357
Coeff Variation	138.419039	Std Error Mean	0.86967703

Basic Statistical Measures

Location		Variability	
Mean	19.19124	Std Deviation	26.56433
Median	12.00000	Variance	705.66347
Mode	10.00000	Range	600.00000
		Interquartile Range	16.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 22.06709	Pr >  t  <.0001
Sign	M 450	Pr >=  M  <.0001
Signed Rank	S 202725	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	600
99%	100
95%	54
90%	40
75% Q3	23
50% Median	12
25% Q1	7
10%	3
5%	1
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	54094	1478	100	43506	529
0	52821	1450	100	12755	835
0	42443	1331	100	41248	1300
0	41222	1298	100	54688	1492
0	31188	1092	600	41760	455

Missing Values

Missing Value		-----Percent Of-----	
Count	All Obs	Missing	Obs

Appendix A. Frequency Listings for All Groups

.	102	6.76	17.74
S	473	31.37	82.26
Total	575	38.13	100.00

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.000	33	3.5	3.5	0.080	1	0.1	3.9	2.000	23	2.5	8.9	3.000	22	2.4	11.5
0.040	1	0.1	3.6	0.125	1	0.1	4.0	2.200	1	0.1	9.0	4.000	15	1.6	13.1
0.050	1	0.1	3.8	1.000	23	2.5	6.4	2.500	1	0.1	9.1	5.000	74	7.9	21.0

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q10ap (Percent of workers in 2012 in occupational category: Management and professional)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
5.500	1	0.1	21.1	16.700	1	0.1	60.9	29.000	2	0.2	82.4	57.000	2	0.2	95.3
5.800	1	0.1	21.2	17.000	8	0.9	61.7	30.000	27	2.9	85.3	58.400	1	0.1	95.4
6.000	19	2.0	23.3	17.200	1	0.1	61.8	33.000	9	1.0	86.3	60.000	6	0.6	96.0
7.000	18	1.9	25.2	18.000	15	1.6	63.5	34.000	2	0.2	86.5	65.000	3	0.3	96.4
8.000	19	2.0	27.2	19.000	4	0.4	63.9	35.000	5	0.5	87.0	66.000	1	0.1	96.5
9.000	7	0.8	28.0	20.000	88	9.4	73.3	36.000	1	0.1	87.1	70.000	1	0.1	96.6
9.200	1	0.1	28.1	21.000	7	0.8	74.1	37.000	3	0.3	87.5	75.000	4	0.4	97.0
9.230	1	0.1	28.2	22.000	3	0.3	74.4	37.500	1	0.1	87.6	80.000	10	1.1	98.1
10.000	178	19.1	47.3	22.100	1	0.1	74.5	38.000	4	0.4	88.0	85.000	1	0.1	98.2
11.000	7	0.8	48.0	23.000	6	0.6	75.1	40.000	22	2.4	90.4	90.000	2	0.2	98.4
12.000	26	2.8	50.8	24.000	3	0.3	75.5	43.000	2	0.2	90.6	92.000	1	0.1	98.5
12.500	1	0.1	50.9	25.000	54	5.8	81.2	44.000	2	0.2	90.8	92.800	1	0.1	98.6
13.000	9	1.0	51.9	26.000	3	0.3	81.6	45.000	2	0.2	91.0	96.500	1	0.1	98.7
14.000	9	1.0	52.8	27.000	4	0.4	82.0	46.000	1	0.1	91.1	98.000	1	0.1	98.8
14.500	1	0.1	52.9	28.000	1	0.1	82.1	50.000	36	3.9	95.0	100.000	10	1.1	99.9
15.000	66	7.1	60.0	28.500	1	0.1	82.2	54.000	1	0.1	95.1	600.000	1	0.1	100.0
16.000	7	0.8	60.8												



ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q10bp (Percent of workers in 2012 in occupational category: Services)

Moments

N	900	Sum Weights	900
Mean	17.413567	Sum Observations	15672.21
Std Deviation	25.8855109	Variance	670.059677
Skewness	1.56731359	Kurtosis	1.31599823
Uncorrected SS	875292.723	Corrected SS	602383.65
Coeff Variation	148.651402	Std Error Mean	0.86285036

Basic Statistical Measures

Location		Variability	
Mean	17.41357	Std Deviation	25.88551
Median	5.00000	Variance	670.05968
Mode	0.00000	Range	100.00000
		Interquartile Range	25.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 20.18144	Pr >  t  <.0001
Sign	M 267	Pr >=  M  <.0001
Signed Rank	S 71422.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100.0
99%	95.5
95%	79.5
90%	63.0
75% Q3	25.0
50% Median	5.0
25% Q1	0.0
10%	0.0
5%	0.0
1%	0.0
0% Min	0.0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	55187	1506	100	33043	354
0	55158	1505	100	40485	415
0	55145	1504	100	40831	429
0	54899	1498	100	13758	864
0	54685	1491	100	14620	883

Missing Values

Missing Value	Count	-----Percent Of-----	
		All Obs	Missing Obs

Appendix A. Frequency Listings for All Groups

.	102	6.76	16.78
S	506	33.55	83.22
Total	608	40.32	100.00

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	366	40.7	40.7	0.05	1	0.1	41.0	1.60	1	0.1	43.0	3.00	14	1.6	48.7
0.02	1	0.1	40.8	1.00	15	1.7	42.7	2.00	35	3.9	46.9	3.70	1	0.1	48.8
0.04	1	0.1	40.9	1.50	2	0.2	42.9	2.50	2	0.2	47.1	4.00	10	1.1	49.9

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q10bp (Percent of workers in 2012 in occupational category: Services)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
5.00	48	5.3	55.2	24.00	1	0.1	74.2	50.00	21	2.3	86.6	75.00	6	0.7	94.3
5.80	1	0.1	55.3	24.08	1	0.1	74.3	52.00	1	0.1	86.7	76.00	1	0.1	94.4
6.00	7	0.8	56.1	25.00	25	2.8	77.1	55.00	4	0.4	87.1	77.00	2	0.2	94.7
6.50	1	0.1	56.2	26.00	1	0.1	77.2	56.00	2	0.2	87.3	78.00	2	0.2	94.9
7.00	5	0.6	56.8	27.00	1	0.1	77.3	57.00	2	0.2	87.6	79.00	1	0.1	95.0
7.50	1	0.1	56.9	28.00	1	0.1	77.4	59.00	1	0.1	87.7	80.00	16	1.8	96.8
8.00	12	1.3	58.2	30.00	15	1.7	79.1	60.00	19	2.1	89.8	81.00	1	0.1	96.9
9.00	2	0.2	58.4	33.00	4	0.4	79.6	61.00	1	0.1	89.9	85.00	6	0.7	97.6
10.00	58	6.4	64.9	34.00	3	0.3	79.9	63.00	4	0.4	90.3	86.00	1	0.1	97.7
11.00	1	0.1	65.0	35.00	6	0.7	80.6	65.00	4	0.4	90.8	87.00	1	0.1	97.8
12.00	5	0.6	65.6	38.00	1	0.1	80.7	66.00	1	0.1	90.9	88.00	1	0.1	97.9
12.50	2	0.2	65.8	39.00	1	0.1	80.8	66.60	1	0.1	91.0	90.00	3	0.3	98.2
13.00	2	0.2	66.0	40.00	18	2.0	82.8	67.00	2	0.2	91.2	91.00	1	0.1	98.3
13.32	1	0.1	66.1	43.00	2	0.2	83.0	69.00	1	0.1	91.3	92.00	1	0.1	98.4
14.00	6	0.7	66.8	44.00	1	0.1	83.1	70.00	17	1.9	93.2	95.00	5	0.6	99.0
15.00	21	2.3	69.1	45.00	6	0.7	83.8	71.00	2	0.2	93.4	96.00	1	0.1	99.1
16.00	2	0.2	69.3	46.00	1	0.1	83.9	72.00	1	0.1	93.6	99.00	1	0.1	99.2
19.00	2	0.2	69.6	47.00	2	0.2	84.1	74.00	1	0.1	93.7	100.00	7	0.8	100.0
20.00	41	4.6	74.1	48.00	1	0.1	84.2								

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q10cp (Percent of workers in 2012 in occupational category: Sales and office support)

Moments

N	923	Sum Weights	923
Mean	15.8625948	Sum Observations	14641.175
Std Deviation	18.3777267	Variance	337.74084
Skewness	1.90580301	Kurtosis	3.75108345
Uncorrected SS	543644.081	Corrected SS	311397.054
Coeff Variation	115.855741	Std Error Mean	0.60491024

Basic Statistical Measures

Location		Variability	
Mean	15.86259	Std Deviation	18.37773
Median	10.00000	Variance	337.74084
Mode	10.00000	Range	100.00000
		Interquartile Range	16.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 26.22306	Pr >  t  <.0001
Sign	M 405	Pr >=  M  <.0001
Signed Rank	S 164227.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	80
95%	58
90%	40
75% Q3	20
50% Median	10
25% Q1	4
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	55145	1504	94	15024	173
0	54255	1481	96	41740	1313
0	53478	1463	99	54116	1479
0	52929	1452	100	22420	232
0	52371	1437	100	45046	589

Missing Values

Missing Value		-----Percent Of-----	
Count	All Obs	Missing	Obs

Appendix A. Frequency Listings for All Groups

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.	102	6.76	17.44
S	483	32.03	82.56
<b>Total</b>	<b>585</b>	<b>38.79</b>	<b>100.00</b>

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.000	113	12.2	12.2	0.080	1	0.1	12.7	1.000	30	3.3	16.1	2.000	43	4.7	21.1
0.020	1	0.1	12.4	0.125	1	0.1	12.8	1.100	1	0.1	16.3	2.700	1	0.1	21.2
0.040	2	0.2	12.6	0.500	1	0.1	12.9	1.500	2	0.2	16.5	3.000	27	2.9	24.2

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q10cp (Percent of workers in 2012 in occupational category: Sales and office support)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
3.200	1	0.1	24.3	15.000	42	4.6	67.3	32.000	3	0.3	86.0	56.000	1	0.1	94.9
3.400	1	0.1	24.4	16.000	5	0.5	67.8	33.000	4	0.4	86.5	58.000	1	0.1	95.0
3.500	2	0.2	24.6	16.700	1	0.1	67.9	34.000	2	0.2	86.7	59.000	1	0.1	95.1
4.000	18	2.0	26.5	17.000	3	0.3	68.3	35.000	2	0.2	86.9	60.000	13	1.4	96.5
4.500	1	0.1	26.7	17.200	1	0.1	68.4	36.000	1	0.1	87.0	62.000	2	0.2	96.7
5.000	104	11.3	37.9	18.000	3	0.3	68.7	37.000	1	0.1	87.1	65.000	1	0.1	96.9
6.000	20	2.2	40.1	19.000	3	0.3	69.0	37.500	1	0.1	87.2	66.000	2	0.2	97.1
6.250	1	0.1	40.2	20.000	70	7.6	76.6	38.000	5	0.5	87.8	68.000	1	0.1	97.2
7.000	14	1.5	41.7	21.000	5	0.5	77.1	39.000	2	0.2	88.0	69.000	1	0.1	97.3
8.000	17	1.8	43.6	22.000	5	0.5	77.7	40.000	22	2.4	90.4	70.000	2	0.2	97.5
9.000	9	1.0	44.5	22.500	1	0.1	77.8	41.000	1	0.1	90.5	72.000	1	0.1	97.6
9.300	1	0.1	44.6	23.000	3	0.3	78.1	42.000	1	0.1	90.6	75.000	6	0.7	98.3
9.500	1	0.1	44.7	24.000	1	0.1	78.2	43.000	1	0.1	90.7	78.000	2	0.2	98.5
10.000	128	13.9	58.6	25.000	35	3.8	82.0	45.000	4	0.4	91.1	80.000	7	0.8	99.2
11.000	7	0.8	59.4	26.000	1	0.1	82.1	47.000	1	0.1	91.2	83.000	1	0.1	99.3
12.000	14	1.5	60.9	27.000	1	0.1	82.2	50.000	28	3.0	94.3	90.000	1	0.1	99.5
12.320	1	0.1	61.0	28.000	1	0.1	82.3	51.000	1	0.1	94.4	94.000	1	0.1	99.6
12.500	2	0.2	61.2	28.500	1	0.1	82.4	52.000	1	0.1	94.5	96.000	1	0.1	99.7
13.000	6	0.7	61.9	29.000	2	0.2	82.7	53.000	1	0.1	94.6	99.000	1	0.1	99.8
14.000	7	0.8	62.6	30.000	27	2.9	85.6	54.000	1	0.1	94.7	100.000	2	0.2	100.0
14.500	1	0.1	62.7	31.200	1	0.1	85.7	55.000	1	0.1	94.8				

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q10dp (Percent of workers in 2012 in occupational category: Natural resources, construction, and maintenance)

Moments

N	889	Sum Weights	889
Mean	6.05353206	Sum Observations	5381.59
Std Deviation	12.7838823	Variance	163.427648
Skewness	4.16309503	Kurtosis	20.7859793
Uncorrected SS	177701.379	Corrected SS	145123.751
Coeff Variation	211.180551	Std Error Mean	0.42875765

Basic Statistical Measures

Location		Variability	
Mean	6.053532	Std Deviation	12.78388
Median	1.000000	Variance	163.42765
Mode	0.000000	Range	100.00000
		Interquartile Range	6.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 14.11877	Pr >  t  <.0001
Sign	M 240.5	Pr >=  M  <.0001
Signed Rank	S 57960.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	74
95%	25
90%	15
75% Q3	6
50% Median	1
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	55187	1506	88	43562	533
0	55145	1504	90	21296	211
0	54967	1501	90	23224	249
0	54918	1499	100	42036	468
0	54835	1497	100	42499	484

Missing Values

Missing Value		-----Percent Of-----	
Count	All Obs	Missing	Obs

Appendix A. Frequency Listings for All Groups

.	102	6.76	16.48
S	517	34.28	83.52
<b>Total</b>	<b>619</b>	<b>41.05</b>	<b>100.00</b>

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	408	45.9	45.9	0.30	1	0.1	46.2	1.50	1	0.1	52.9	2.50	1	0.1	57.5
0.02	1	0.1	46.0	0.50	2	0.2	46.5	1.60	1	0.1	53.0	3.00	22	2.5	60.0
0.04	1	0.1	46.1	1.00	56	6.3	52.8	2.00	39	4.4	57.4	3.50	1	0.1	60.1



Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q10dp (Percent of workers in 2012 in occupational category: Natural resources, construction, and maintenance)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
4.00	23	2.6	62.7	10.00	74	8.3	87.6	21.00	2	0.2	93.7	55.00	1	0.1	98.1
5.00	103	11.6	74.2	11.00	1	0.1	87.7	22.00	1	0.1	93.8	60.00	2	0.2	98.3
5.80	1	0.1	74.4	12.00	3	0.3	88.1	24.00	1	0.1	93.9	63.00	1	0.1	98.4
6.00	11	1.2	75.6	12.50	3	0.3	88.4	25.00	13	1.5	95.4	68.00	1	0.1	98.5
6.25	1	0.1	75.7	13.00	4	0.4	88.9	27.00	1	0.1	95.5	70.00	3	0.3	98.9
6.80	1	0.1	75.8	14.00	1	0.1	89.0	30.00	7	0.8	96.3	72.00	1	0.1	99.0
6.88	1	0.1	75.9	15.00	12	1.3	90.3	33.00	2	0.2	96.5	74.00	1	0.1	99.1
6.90	1	0.1	76.0	16.00	1	0.1	90.4	35.00	3	0.3	96.9	75.00	1	0.1	99.2
7.00	9	1.0	77.1	16.60	1	0.1	90.6	39.00	2	0.2	97.1	80.00	1	0.1	99.3
7.50	2	0.2	77.3	16.70	1	0.1	90.7	40.00	3	0.3	97.4	85.00	1	0.1	99.4
8.00	10	1.1	78.4	17.00	1	0.1	90.8	42.00	1	0.1	97.5	88.00	1	0.1	99.6
8.50	1	0.1	78.5	18.00	3	0.3	91.1	45.00	1	0.1	97.6	90.00	2	0.2	99.8
9.00	6	0.7	79.2	19.00	1	0.1	91.2	50.00	3	0.3	98.0	100.00	2	0.2	100.0
9.20	1	0.1	79.3	20.00	20	2.2	93.5								

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q10ep (Percent of workers in 2012 in occupational category: Production, transportation, and material moving)

Moments

N	912	Sum Weights	912
Mean	40.2404934	Sum Observations	36699.33
Std Deviation	34.1966115	Variance	1169.40824
Skewness	0.09990901	Kurtosis	-1.5427914
Uncorrected SS	2542130.05	Corrected SS	1065330.9
Coeff Variation	84.9805968	Std Error Mean	1.13236296

Basic Statistical Measures

Location		Variability	
Mean	40.24049	Std Deviation	34.19661
Median	40.00000	Variance	1169
Mode	0.00000	Range	115.00000
		Interquartile Range	73.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 35.53674	Pr >  t  <.0001
Sign	M 341.5	Pr >=  M  <.0001
Signed Rank	S 116793	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	115
99%	100
95%	90
90%	85
75% Q3	73
50% Median	40
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	54967	1501	100	24539	1029
0	54691	1493	100	25136	1050
0	54312	1483	100	40265	1272
0	54116	1479	100	52422	1440
0	53941	1474	115	50619	1401

Missing Values

Missing Value		-----Percent Of-----	
Count	All Obs	Missing	Obs

Appendix A. Frequency Listings for All Groups

.	102	6.76	17.11
S	494	32.76	82.89
Total	596	39.52	100.00

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	229	25.1	25.1	1.30	1	0.1	26.8	3.00	4	0.4	28.0	6.00	3	0.3	31.1
0.40	1	0.1	25.2	2.00	6	0.7	27.4	4.00	6	0.7	28.6	7.00	3	0.3	31.5
1.00	13	1.4	26.6	2.20	1	0.1	27.5	5.00	20	2.2	30.8	7.50	1	0.1	31.6

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q10ep (Percent of workers in 2012 in occupational category: Production, transportation, and material moving)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
8.00	4	0.4	32.0	37.00	4	0.4	47.9	65.00	18	2.0	67.7	83.00	7	0.8	88.8
8.60	1	0.1	32.1	38.00	2	0.2	48.1	66.00	6	0.7	68.3	83.30	1	0.1	88.9
9.00	1	0.1	32.2	39.00	1	0.1	48.2	67.00	6	0.7	69.0	84.00	4	0.4	89.4
10.00	28	3.1	35.3	40.00	28	3.1	51.3	67.50	2	0.2	69.2	85.00	14	1.5	90.9
11.00	4	0.4	35.7	43.00	3	0.3	51.6	68.00	1	0.1	69.3	85.50	1	0.1	91.0
12.00	5	0.5	36.3	44.00	1	0.1	51.8	69.00	6	0.7	70.0	86.00	4	0.4	91.4
12.50	1	0.1	36.4	45.00	11	1.2	53.0	70.00	31	3.4	73.4	86.98	1	0.1	91.6
13.00	4	0.4	36.8	46.00	3	0.3	53.3	71.00	3	0.3	73.7	87.00	8	0.9	92.4
14.00	2	0.2	37.1	50.00	30	3.3	56.6	72.00	7	0.8	74.5	88.00	9	1.0	93.4
15.00	6	0.7	37.7	51.00	4	0.4	57.0	72.50	1	0.1	74.6	89.00	1	0.1	93.5
16.00	2	0.2	37.9	52.00	3	0.3	57.3	73.00	6	0.7	75.2	90.00	25	2.7	96.3
17.00	1	0.1	38.0	53.00	3	0.3	57.7	74.00	4	0.4	75.7	91.80	1	0.1	96.4
18.00	1	0.1	38.2	54.98	1	0.1	57.8	74.50	1	0.1	75.8	92.00	3	0.3	96.7
19.00	1	0.1	38.3	55.00	12	1.3	59.1	75.00	32	3.5	79.3	93.00	2	0.2	96.9
20.00	25	2.7	41.0	56.00	1	0.1	59.2	76.00	2	0.2	79.5	94.00	4	0.4	97.4
22.00	2	0.2	41.2	57.00	3	0.3	59.5	76.90	1	0.1	79.6	95.00	4	0.4	97.8
24.00	1	0.1	41.3	58.00	5	0.5	60.1	77.00	7	0.8	80.4	95.50	1	0.1	97.9
25.00	11	1.2	42.5	59.00	5	0.5	60.6	77.50	1	0.1	80.5	96.00	1	0.1	98.0
28.00	3	0.3	42.9	60.00	30	3.3	63.9	78.00	13	1.4	81.9	97.00	1	0.1	98.1
30.00	17	1.9	44.7	61.00	3	0.3	64.3	79.00	3	0.3	82.2	98.00	2	0.2	98.4
31.00	1	0.1	44.8	61.68	1	0.1	64.4	80.00	40	4.4	86.6	99.00	1	0.1	98.5
33.00	7	0.8	45.6	62.00	3	0.3	64.7	81.00	5	0.5	87.2	99.84	1	0.1	98.6
34.00	1	0.1	45.7	63.00	4	0.4	65.1	81.90	1	0.1	87.3	99.85	1	0.1	98.7
35.00	14	1.5	47.3	64.00	4	0.4	65.6	82.00	6	0.7	87.9	100.00	11	1.2	99.9
36.00	2	0.2	47.5	64.50	1	0.1	65.7	82.60	1	0.1	88.0	115.00	1	0.1	100.0

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q10fp (Percent of workers in 2012 in occupational category: Total)

Moments

N	1049	Sum Weights	1049
Mean	82.9881888	Sum Observations	87054.61
Std Deviation	42.7818186	Variance	1830.28401
Skewness	1.16264061	Kurtosis	27.8170775
Uncorrected SS	9142642.04	Corrected SS	1918137.64
Coeff Variation	51.5516958	Std Error Mean	1.32090474

Basic Statistical Measures

Location		Variability	
Mean	82.9882	Std Deviation	42.78182
Median	100.0000	Variance	1830
Mode	100.0000	Range	640.00000
		Interquartile Range	0

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 62.82678	Pr >  t  <.0001
Sign	M 449.5	Pr >=  M  <.0001
Signed Rank	S 202275	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	640
99%	125
95%	100
90%	100
75% Q3	100
50% Median	100
25% Q1	100
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	52787	1448	198.6	25019	277
0	51071	1408	216.0	31066	314
0	50110	1389	220.0	20516	913
0	41286	1301	300.0	22420	232
0	41222	1298	640.0	41760	455

Missing Values

Missing Value	Count	All Obs	-----Percent Of----- Missing Obs

Appendix A. Frequency Listings for All Groups

.	126	8.36	27.45
S	333	22.08	72.55
<b>Total</b>	<b>459</b>	<b>30.44</b>	<b>100.00</b>

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	150	14.3	14.3	7.00	1	0.1	14.9	10.00	1	0.1	15.4	13.00	3	0.3	16.4
5.00	3	0.3	14.6	8.00	4	0.4	15.3	11.00	3	0.3	15.7	14.00	2	0.2	16.6
6.00	2	0.2	14.8	9.00	1	0.1	15.3	12.00	4	0.4	16.1	15.00	2	0.2	16.8

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q10fp (Percent of workers in 2012 in occupational category: Total)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
16.00	1	0.1	16.9	35.00	1	0.1	18.4	91.00	1	0.1	19.6	111.00	1	0.1	99.0
17.00	2	0.2	17.1	36.00	1	0.1	18.5	92.00	1	0.1	19.7	125.00	1	0.1	99.0
18.00	1	0.1	17.2	39.00	1	0.1	18.6	94.00	1	0.1	19.8	130.00	1	0.1	99.1
20.00	3	0.3	17.4	40.00	1	0.1	18.7	95.00	3	0.3	20.1	137.00	1	0.1	99.2
21.00	1	0.1	17.5	45.00	2	0.2	18.9	99.00	6	0.6	20.7	150.00	1	0.1	99.3
22.00	1	0.1	17.6	48.00	1	0.1	19.0	100.00	808	77.0	97.7	160.00	1	0.1	99.4
24.00	1	0.1	17.7	50.00	1	0.1	19.1	100.05	1	0.1	97.8	161.00	1	0.1	99.5
25.00	1	0.1	17.8	52.00	1	0.1	19.2	101.00	3	0.3	98.1	198.60	1	0.1	99.6
26.00	1	0.1	17.9	53.00	1	0.1	19.3	102.00	2	0.2	98.3	216.00	1	0.1	99.7
29.00	1	0.1	18.0	62.00	1	0.1	19.4	105.00	3	0.3	98.6	220.00	1	0.1	99.8
30.00	2	0.2	18.2	73.96	1	0.1	19.4	107.00	1	0.1	98.7	300.00	1	0.1	99.9
34.00	1	0.1	18.3	90.00	1	0.1	19.5	110.00	2	0.2	98.9	640.00	1	0.1	100.0

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q10an (Number of workers in 2012 in occupational category: Management and professional)

Moments

N	670	Sum Weights	670
Mean	7.22707463	Sum Observations	4842.14
Std Deviation	15.3928381	Variance	236.939466
Skewness	9.14373771	Kurtosis	120.624734
Uncorrected SS	193507.01	Corrected SS	158512.503
Coeff Variation	212.988504	Std Error Mean	0.59467722

Basic Statistical Measures

Location		Variability	
Mean	7.227075	Std Deviation	15.39284
Median	3.000000	Variance	236.93947
Mode	2.000000	Range	257.00000
		Interquartile Range	4.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 12.15294	Pr >  t  <.0001
Sign	M 324.5	Pr >=  M  <.0001
Signed Rank	S 105462.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	257
99%	65
95%	25
90%	15
75% Q3	6
50% Median	3
25% Q1	2
10%	1
5%	1
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	54008	1477	80	35001	1258
0	35178	1264	100	13883	134
0	34886	722	105	30800	306
0	33090	717	152	15094	895
0	24563	705	257	13216	120

Missing Values

Missing Value		-----Percent Of-----	
Count	All Obs	Missing	Obs



Appendix A. Frequency Listings for All Groups

.	22	1.46	2.63
S	816	54.11	97.37
Total	838	55.57	100.00

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0.00	21	3.1	3.1	1.00	92	13.7	17.3	2.50	1	0.1	37.3	5.00	57	8.5	70.6
0.07	2	0.3	3.4	1.50	2	0.3	17.6	3.00	105	15.7	53.0	6.00	35	5.2	75.8
0.50	1	0.1	3.6	2.00	131	19.6	37.2	4.00	61	9.1	62.1	7.00	16	2.4	78.2

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q10an (Number of workers in 2012 in occupational category: Management and professional)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
8.00	16	2.4	80.6	17.00	3	0.4	91.9	29.00	1	0.1	96.1	55.00	1	0.1	98.7
9.00	7	1.0	81.6	18.00	2	0.3	92.2	30.00	3	0.4	96.6	60.00	2	0.3	99.0
10.00	16	2.4	84.0	20.00	10	1.5	93.7	35.00	6	0.9	97.5	65.00	1	0.1	99.1
11.00	6	0.9	84.9	21.00	1	0.1	93.9	37.00	1	0.1	97.6	80.00	2	0.3	99.4
12.00	13	1.9	86.9	22.00	3	0.4	94.3	39.00	1	0.1	97.8	100.00	1	0.1	99.6
13.00	6	0.9	87.8	24.00	1	0.1	94.5	40.00	3	0.4	98.2	105.00	1	0.1	99.7
14.00	2	0.3	88.1	25.00	9	1.3	95.8	45.00	1	0.1	98.4	152.00	1	0.1	99.9
15.00	15	2.2	90.3	27.00	1	0.1	96.0	50.00	1	0.1	98.5	257.00	1	0.1	100.0
16.00	8	1.2	91.5												

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q10bn (Number of workers in 2012 in occupational category: Services)

Moments

N	656	Sum Weights	656
Mean	6.67582317	Sum Observations	4379.34
Std Deviation	27.7322783	Variance	769.079261
Skewness	14.0712564	Kurtosis	246.43767
Uncorrected SS	532982.616	Corrected SS	503746.916
Coeff Variation	415.413614	Std Error Mean	1.08276356

Basic Statistical Measures

Location		Variability	
Mean	6.675823	Std Deviation	27.73228
Median	1.000000	Variance	769.07926
Mode	0.000000	Range	550.00000
		Interquartile Range	5.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 6.165541	Pr >  t  <.0001
Sign	M 187.5	Pr >=  M  <.0001
Signed Rank	S 35250	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	550
99%	80
95%	23
90%	13
75% Q3	5
50% Median	1
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	54941	1500	83	53970	766
0	54688	1492	130	14064	871
0	54153	1480	196	34403	1239
0	54008	1477	295	24304	267
0	53948	1475	550	13883	134

Missing Values

Missing Value	Count	All Obs	-----Percent Of----- Missing Obs

Appendix A. Frequency Listings for All Groups

.	22	1.46	2.58
S	830	55.04	97.42
Total	852	56.50	100.00

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	281	42.8	42.8	1.00	59	9.0	52.1	3.00	41	6.3	65.9	6.00	16	2.4	79.9
0.34	1	0.2	43.0	2.00	48	7.3	59.5	4.00	48	7.3	73.2	7.00	16	2.4	82.3
0.50	1	0.2	43.1	2.50	1	0.2	59.6	5.00	28	4.3	77.4	8.00	13	2.0	84.3

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q10bn (Number of workers in 2012 in occupational category: Services)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
9.00	5	0.8	85.1	19.00	2	0.3	92.4	28.00	1	0.2	96.2	60.00	2	0.3	98.5
10.00	16	2.4	87.5	20.00	13	2.0	94.4	30.00	3	0.5	96.6	70.00	1	0.2	98.6
11.00	6	0.9	88.4	21.00	1	0.2	94.5	35.00	2	0.3	97.0	71.00	1	0.2	98.8
12.00	6	0.9	89.3	22.00	3	0.5	95.0	36.00	1	0.2	97.1	80.00	3	0.5	99.2
13.00	5	0.8	90.1	23.00	1	0.2	95.1	38.00	2	0.3	97.4	83.00	1	0.2	99.4
14.00	5	0.8	90.9	24.00	1	0.2	95.3	39.00	1	0.2	97.6	130.00	1	0.2	99.5
15.00	3	0.5	91.3	25.00	1	0.2	95.4	40.00	2	0.3	97.9	196.00	1	0.2	99.7
16.00	2	0.3	91.6	26.00	1	0.2	95.6	53.00	1	0.2	98.0	295.00	1	0.2	99.8
17.00	1	0.2	91.8	27.00	3	0.5	96.0	55.00	1	0.2	98.2	550.00	1	0.2	100.0
18.00	2	0.3	92.1												

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q10cn (Number of workers in 2012 in occupational category: Sales and office support)

Moments

N	663	Sum Weights	663
Mean	5.03846154	Sum Observations	3340.5
Std Deviation	7.86880426	Variance	61.9180804
Skewness	4.42838209	Kurtosis	26.7665052
Uncorrected SS	57820.75	Corrected SS	40989.7692
Coeff Variation	156.174741	Std Error Mean	0.30559903

Basic Statistical Measures

Location		Variability	
Mean	5.038462	Std Deviation	7.86880
Median	3.000000	Variance	61.91808
Mode	1.000000	Range	80.00000
		Interquartile Range	4.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 16.48716	Pr >  t  <.0001
Sign	M 298.5	Pr >=  M  <.0001
Signed Rank	S 89251.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	80
99%	39
95%	19
90%	11
75% Q3	5
50% Median	3
25% Q1	1
10%	1
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	54998	1502	50	13883	134
0	50308	1394	60	24304	267
0	44444	1371	60	44052	546
0	41774	1314	60	40206	1269
0	40808	1287	80	14064	871

Missing Values

Missing Value		-----Percent Of-----	
Count	All Obs	Missing	Obs

Appendix A. Frequency Listings for All Groups

.	22	1.46	2.60
S	823	54.58	97.40
Total	845	56.03	100.00

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0.0	66	10.0	10.0	2.0	111	16.7	46.9	5.0	43	6.5	76.5	8.0	14	2.1	85.8
1.0	131	19.8	29.7	3.0	83	12.5	59.4	6.0	32	4.8	81.3	9.0	3	0.5	86.3
1.5	3	0.5	30.2	4.0	70	10.6	70.0	7.0	16	2.4	83.7	10.0	21	3.2	89.4

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q10cn (Number of workers in 2012 in occupational category: Sales and office support)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
11.0	5	0.8	90.2	17.0	2	0.3	94.4	25.0	5	0.8	97.3	38.0	1	0.2	98.9
12.0	11	1.7	91.9	18.0	3	0.5	94.9	26.0	1	0.2	97.4	39.0	1	0.2	99.1
13.0	2	0.3	92.2	19.0	1	0.2	95.0	30.0	6	0.9	98.3	45.0	1	0.2	99.2
14.0	5	0.8	92.9	20.0	8	1.2	96.2	34.0	1	0.2	98.5	50.0	1	0.2	99.4
15.0	7	1.1	94.0	23.0	1	0.2	96.4	35.0	1	0.2	98.6	60.0	3	0.5	99.8
16.0	1	0.2	94.1	24.0	1	0.2	96.5	36.0	1	0.2	98.8	80.0	1	0.2	100.0



ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q10dn (Number of workers in 2012 in occupational category: Natural resources, construction, and maintenance)

Moments

N	648	Sum Weights	648
Mean	3.6111111	Sum Observations	2340
Std Deviation	14.2064704	Variance	201.823802
Skewness	12.0891593	Kurtosis	192.067057
Uncorrected SS	139030	Corrected SS	130580
Coeff Variation	393.40995	Std Error Mean	0.55808287

Basic Statistical Measures

Location		Variability	
Mean	3.611111	Std Deviation	14.20647
Median	0.000000	Variance	201.82380
Mode	0.000000	Range	263.00000
		Interquartile Range	2.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 6.470564	Pr >  t  <.0001
Sign	M 145	Pr >=  M  <.0001
Signed Rank	S 21097.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	263
99%	52
95%	15
90%	9
75% Q3	2
50% Median	0
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	54998	1502	60	44052	546
0	54941	1500	80	43736	536
0	54688	1492	80	34790	721
0	54153	1480	150	30800	306
0	54008	1477	263	15094	895

Missing Values

Missing Value	Count	All Obs	-----Percent Of----- Missing Obs

Appendix A. Frequency Listings for All Groups

.	22	1.46	2.56
S	838	55.57	97.44
Total	860	57.03	100.00

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0	358	55.2	55.2	3	20	3.1	80.7	6	7	1.1	87.3	9	6	0.9	90.4
1	89	13.7	69.0	4	21	3.2	84.0	7	7	1.1	88.4	10	14	2.2	92.6
2	56	8.6	77.6	5	15	2.3	86.3	8	7	1.1	89.5	11	1	0.2	92.7

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q10dn (Number of workers in 2012 in occupational category: Natural resources, construction, and maintenance)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
12	6	0.9	93.7	18	4	0.6	96.5	28	1	0.2	97.7	52	1	0.2	99.1
13	2	0.3	94.0	19	1	0.2	96.6	30	2	0.3	98.0	60	2	0.3	99.4
14	3	0.5	94.4	20	3	0.5	97.1	34	1	0.2	98.1	80	2	0.3	99.7
15	7	1.1	95.5	22	1	0.2	97.2	35	3	0.5	98.6	150	1	0.2	99.8
16	1	0.2	95.7	25	1	0.2	97.4	44	1	0.2	98.8	263	1	0.2	100.0
17	1	0.2	95.8	26	1	0.2	97.5	50	1	0.2	98.9				

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q10en (Number of workers in 2012 in occupational category: Production, transportation, and material moving)

Moments

N	663	Sum Weights	663
Mean	28.8313122	Sum Observations	19115.16
Std Deviation	128.920495	Variance	16620.494
Skewness	17.837136	Kurtosis	386.831372
Uncorrected SS	11553882.2	Corrected SS	11002767
Coeff Variation	447.154448	Std Error Mean	5.00685714

Basic Statistical Measures

Location		Variability	
Mean	28.83131	Std Deviation	128.92049
Median	5.00000	Variance	16620
Mode	0.00000	Range	2922
		Interquartile Range	20.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 5.758365	Pr >  t  <.0001
Sign	M 243.5	Pr >=  M  <.0001
Signed Rank	S 59414	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	2922
99%	312
95%	110
90%	64
75% Q3	20
50% Median	5
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	54998	1502	450	43251	735
0	54688	1492	500	14814	164
0	54380	1485	600	22170	227
0	54153	1480	800	30800	306
0	53932	1473	2922	15094	895

Missing Values

Missing Value		-----Percent Of-----	
Count	All Obs	Missing	Obs

Appendix A. Frequency Listings for All Groups

.	22	1.46	2.60
S	823	54.58	97.40
Total	845	56.03	100.00

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	176	26.5	26.5	1.00	33	5.0	31.8	3.00	31	4.7	42.4	6.00	20	3.0	53.7
0.50	1	0.2	26.7	2.00	37	5.6	37.4	4.00	30	4.5	46.9	7.00	23	3.5	57.2
0.66	1	0.2	26.8	2.50	2	0.3	37.7	5.00	25	3.8	50.7	8.00	13	2.0	59.1

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q10en (Number of workers in 2012 in occupational category: Production, transportation, and material moving)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
9.00	10	1.5	60.6	34.00	1	0.2	83.9	73.00	1	0.2	91.1	143.00	1	0.2	96.4
10.00	22	3.3	64.0	35.00	3	0.5	84.3	75.00	3	0.5	91.6	146.00	1	0.2	96.5
11.00	12	1.8	65.8	36.00	3	0.5	84.8	77.00	1	0.2	91.7	152.00	1	0.2	96.7
12.00	13	2.0	67.7	37.00	3	0.5	85.2	79.00	1	0.2	91.9	163.00	1	0.2	96.8
13.00	5	0.8	68.5	38.00	2	0.3	85.5	80.00	4	0.6	92.5	181.00	1	0.2	97.0
14.00	6	0.9	69.4	39.00	1	0.2	85.7	85.00	1	0.2	92.6	195.00	1	0.2	97.1
15.00	13	2.0	71.3	40.00	2	0.3	86.0	87.00	1	0.2	92.8	197.00	1	0.2	97.3
16.00	6	0.9	72.2	41.00	3	0.5	86.4	89.00	1	0.2	92.9	200.00	1	0.2	97.4
17.00	5	0.8	73.0	43.00	2	0.3	86.7	90.00	2	0.3	93.2	203.00	1	0.2	97.6
18.00	9	1.4	74.4	44.00	1	0.2	86.9	92.00	1	0.2	93.4	220.00	1	0.2	97.7
19.00	4	0.6	75.0	45.00	1	0.2	87.0	94.00	1	0.2	93.5	227.00	1	0.2	97.9
20.00	9	1.4	76.3	47.00	2	0.3	87.3	97.00	2	0.3	93.8	230.00	1	0.2	98.0
21.00	8	1.2	77.5	49.00	1	0.2	87.5	98.00	1	0.2	94.0	237.00	1	0.2	98.2
22.00	3	0.5	78.0	50.00	1	0.2	87.6	100.00	4	0.6	94.6	240.00	2	0.3	98.5
23.00	3	0.5	78.4	51.00	3	0.5	88.1	101.00	1	0.2	94.7	242.00	1	0.2	98.6
24.00	3	0.5	78.9	52.00	4	0.6	88.7	103.00	1	0.2	94.9	247.00	1	0.2	98.8
25.00	5	0.8	79.6	55.00	1	0.2	88.8	110.00	1	0.2	95.0	300.00	1	0.2	98.9
26.00	6	0.9	80.5	56.00	1	0.2	89.0	115.00	1	0.2	95.2	312.00	1	0.2	99.1
27.00	4	0.6	81.1	59.00	2	0.3	89.3	116.00	1	0.2	95.3	350.00	1	0.2	99.2
28.00	4	0.6	81.7	60.00	4	0.6	89.9	118.00	1	0.2	95.5	450.00	1	0.2	99.4
29.00	1	0.2	81.9	64.00	2	0.3	90.2	120.00	1	0.2	95.6	500.00	1	0.2	99.5
30.00	4	0.6	82.5	65.00	1	0.2	90.3	130.00	1	0.2	95.8	600.00	1	0.2	99.7
31.00	4	0.6	83.1	66.00	2	0.3	90.6	132.00	1	0.2	95.9	800.00	1	0.2	99.8
32.00	3	0.5	83.6	70.00	1	0.2	90.8	142.00	2	0.3	96.2	2922.00	1	0.2	100.0
33.00	1	0.2	83.7	72.00	1	0.2	91.0								

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q10fn (Number of workers in 2012 in occupational category: Total)

Moments

N	566	Sum Weights	566
Mean	54.159894	Sum Observations	30654.5
Std Deviation	165.342791	Variance	27338.2385
Skewness	14.7790093	Kurtosis	278.954634
Uncorrected SS	17106349.3	Corrected SS	15446104.8
Coeff Variation	305.286401	Std Error Mean	6.94987589

Basic Statistical Measures

Location		Variability	
Mean	54.15989	Std Deviation	165.34279
Median	20.00000	Variance	27338
Mode	5.00000	Range	3336
		Interquartile Range	36.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 7.79293	Pr >  t  <.0001
Sign	M 283	Pr >=  M  <.0001
Signed Rank	S 80230.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	3337
99%	540
95%	200
90%	118
75% Q3	46
50% Median	20
25% Q1	10
10%	6
5%	5
1%	4
0% Min	1

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
1.0	41543	450	650	14814	164
1.5	24429	268	700	13883	134
3.0	41252	439	710	22170	227
3.0	40827	428	1061	30800	306
3.0	31381	320	3337	15094	895

Missing Values

Missing Value	Count	All Obs	-----Percent Of----- Missing Obs

Appendix A. Frequency Listings for All Groups

.	126	8.36	13.38
S	816	54.11	86.62
Total	942	62.47	100.00

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
1.0	1	0.2	0.2	4.0	5	0.9	1.8	7.0	25	4.4	15.4	10.0	23	4.1	27.4
1.5	1	0.2	0.4	5.0	30	5.3	7.1	8.0	24	4.2	19.6	11.0	20	3.5	30.9
3.0	3	0.5	0.9	6.0	22	3.9	11.0	9.0	21	3.7	23.3	12.0	24	4.2	35.2



Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q10fn (Number of workers in 2012 in occupational category: Total)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
13.0	18	3.2	38.3	44.0	2	0.4	74.4	88.0	1	0.2	86.2	160.0	1	0.2	93.8
14.0	14	2.5	40.8	45.0	3	0.5	74.9	90.0	1	0.2	86.4	162.0	1	0.2	94.0
15.0	9	1.6	42.4	46.0	3	0.5	75.4	91.0	1	0.2	86.6	170.0	1	0.2	94.2
16.0	10	1.8	44.2	47.0	1	0.2	75.6	95.0	1	0.2	86.7	172.0	1	0.2	94.3
17.0	9	1.6	45.8	48.0	3	0.5	76.1	96.0	1	0.2	86.9	175.0	2	0.4	94.7
18.0	9	1.6	47.3	49.0	1	0.2	76.3	100.0	6	1.1	88.0	180.0	1	0.2	94.9
19.0	9	1.6	48.9	50.0	10	1.8	78.1	102.0	2	0.4	88.3	200.0	4	0.7	95.6
20.0	21	3.7	52.7	51.0	2	0.4	78.4	103.0	1	0.2	88.5	220.0	2	0.4	95.9
21.0	7	1.2	53.9	52.0	1	0.2	78.6	105.0	1	0.2	88.7	235.0	1	0.2	96.1
22.0	8	1.4	55.3	53.0	5	0.9	79.5	108.0	1	0.2	88.9	248.0	1	0.2	96.3
23.0	6	1.1	56.4	54.0	3	0.5	80.0	110.0	2	0.4	89.2	250.0	1	0.2	96.5
24.0	9	1.6	58.0	55.0	2	0.4	80.4	111.0	1	0.2	89.4	270.0	2	0.4	96.8
25.0	8	1.4	59.4	56.0	2	0.4	80.7	115.0	2	0.4	89.8	277.0	1	0.2	97.0
26.0	4	0.7	60.1	60.0	1	0.2	80.9	117.0	1	0.2	89.9	294.0	1	0.2	97.2
27.0	7	1.2	61.3	62.0	2	0.4	81.3	118.0	1	0.2	90.1	296.0	1	0.2	97.3
28.0	5	0.9	62.2	63.0	1	0.2	81.4	119.0	1	0.2	90.3	300.0	3	0.5	97.9
29.0	3	0.5	62.7	65.0	6	1.1	82.5	120.0	2	0.4	90.6	302.0	1	0.2	98.1
30.0	17	3.0	65.7	67.0	1	0.2	82.7	121.0	1	0.2	90.8	325.0	1	0.2	98.2
31.0	3	0.5	66.3	68.0	1	0.2	82.9	125.0	2	0.4	91.2	350.0	1	0.2	98.4
32.0	7	1.2	67.5	69.0	2	0.4	83.2	130.0	3	0.5	91.7	390.0	1	0.2	98.6
33.0	3	0.5	68.0	70.0	4	0.7	83.9	132.0	1	0.2	91.9	398.0	1	0.2	98.8
34.0	5	0.9	68.9	75.0	2	0.4	84.3	138.0	1	0.2	92.0	420.0	1	0.2	98.9
35.0	6	1.1	70.0	79.0	2	0.4	84.6	140.0	2	0.4	92.4	540.0	1	0.2	99.1
36.0	5	0.9	70.8	80.0	4	0.7	85.3	141.0	1	0.2	92.6	650.0	1	0.2	99.3
37.0	1	0.2	71.0	83.0	1	0.2	85.5	144.0	1	0.2	92.8	700.0	1	0.2	99.5
38.0	3	0.5	71.6	85.0	1	0.2	85.7	150.0	3	0.5	93.3	710.0	1	0.2	99.6
40.0	7	1.2	72.8	86.0	1	0.2	85.9	152.0	1	0.2	93.5	1061.0	1	0.2	99.8
42.0	5	0.9	73.7	87.0	1	0.2	86.0	153.0	1	0.2	93.6	3337.0	1	0.2	100.0
43.0	2	0.4	74.0												

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The FREQ Procedure

Minimum educational needed in 2012 for occupational category: Management and professional

Q10a	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	43	.	.	.
Refused	1	.	.	.
Skipped	87	.	.	.
Less than high school or no specific education	53	3.85	53	3.85
At least HS diploma or GED	379	27.52	432	31.37
At least Assoc degree value vocational certification	285	20.70	717	52.07
At least four-year college degree	565	41.03	1282	93.10
More than four-year college degree	90	6.54	1372	99.64
No educational requirement PHONE ONLY	5	0.36	1377	100.00

Frequency Missing = 131

Minimum educational needed in 2012 for occupational category: Services

Q10b	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	6	.	.	.
Missing	282	.	.	.
Refused	6	.	.	.
Skipped	87	.	.	.
Less than high school or no specific education	161	14.29	161	14.29
At least HS diploma or GED	679	60.25	840	74.53
At least Assoc degree value vocational certification	211	18.72	1051	93.26
At least four-year college degree	65	5.77	1116	99.02
More than four-year college degree	5	0.44	1121	99.47
No educational requirement PHONE ONLY	6	0.53	1127	100.00

Frequency Missing = 381

Minimum educational needed in 2012 for occupational category: Sales and office support

Q10c	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	111	.	.	.
Refused	1	.	.	.
Skipped	87	.	.	.
Less than high school or no specific education	78	5.96	78	5.96
At least HS diploma or GED	781	59.66	859	65.62
At least Assoc degree value vocational certification	303	23.15	1162	88.77
At least four-year college degree	137	10.47	1299	99.24
More than four-year college degree	4	0.31	1303	99.54
No educational requirement PHONE ONLY	6	0.46	1309	100.00

Frequency Missing = 199

Minimum educational needed in 2012 for occupational category: Natural resources, construction, and maintenance

Q10d	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	11	.	.	.
Missing	390	.	.	.
Refused	4	.	.	.
Skipped	87	.	.	.
Less than high school or no specific education	181	17.81	181	17.81
At least HS diploma or GED	654	64.37	835	82.19

Appendix A. Frequency Listings for All Groups

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At least Assoc degree value vocational certification	144	14.17	979	96.36
At least four-year college degree	24	2.36	1003	98.72
More than four-year college degree	3	0.30	1006	99.02
No educational requirement PHONE ONLY	10	0.98	1016	100.00

Frequency Missing = 492

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The FREQ Procedure

Minimum educational needed in 2012 for occupational category: Production, transportation, and material moving

	Q10e	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		8	.	.	.
Missing		226	.	.	.
Refused		4	.	.	.
Skipped		87	.	.	.
Less than high school or no specific education		304	25.70	304	25.70
At least HS diploma or GED		803	67.88	1107	93.58
At least Assoc degree value vocational certification		54	4.56	1161	98.14
At least four-year college degree		16	1.35	1177	99.49
No educational requirement PHONE ONLY		6	0.51	1183	100.00

Frequency Missing = 325

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

	Q11	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing		8	.	.	.
Skipped		89	.	.	.
Yes		134	9.50	134	9.50
No		1277	90.50	1411	100.00

Frequency Missing = 97

In the past 3 years, how difficult has it been to find qualified applicants for your workforce, not including managers and professionals?

	Q12	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		2	.	.	.
Missing		8	.	.	.
Refused		1	.	.	.
Skipped		90	.	.	.
Very difficult		323	22.96	323	22.96
Somewhat difficult		648	46.06	971	69.01
Not difficult		436	30.99	1407	100.00

Frequency Missing = 101

Difficulty for finding qualified applicants for your workforce: Quality of the labor pool

	Q12A	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		2	.	.	.
Missing		84	.	.	.
Skipped		488	.	.	.
Yes		839	89.83	839	89.83
No		95	10.17	934	100.00

Frequency Missing = 574

Difficulty for finding qualified applicants for your workforce: Increases in required skills and knowledge

	Q12B	Frequency	Percent	Cumulative Frequency	Cumulative Percent
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Appendix A. Frequency Listings for All Groups

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Don't know	4	.	.	.
Missing	109	.	.	.
Skipped	488	.	.	.
Yes	439	48.40	439	48.40
No	468	51.60	907	100.00

Frequency Missing = 601

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The FREQ Procedure

Difficulty for finding qualified applicants for your workforce: Insufficient number of workers available locally

Q12C	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	1	.	.	.
Missing	92	.	.	.
Skipped	488	.	.	.
Yes	558	60.19	558	60.19
No	369	39.81	927	100.00

Frequency Missing = 581

Difficulty for finding qualified applicants for your workforce: Limited interest among job seekers for openings at this business

Q12D	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	1	.	.	.
Missing	105	.	.	.
Skipped	488	.	.	.
Yes	520	56.89	520	56.89
No	394	43.11	914	100.00

Frequency Missing = 594

Does this business have written position descriptions?

Q13	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	1	.	.	.
Missing	15	.	.	.
Skipped	91	.	.	.
Yes	992	70.81	992	70.81
No	409	29.19	1401	100.00

Frequency Missing = 107

Are training requirements documented in those position descriptions?

Q13A	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	1	.	.	.
Missing	44	.	.	.
Refused	1	.	.	.
Skipped	490	.	.	.
Yes	750	77.16	750	77.16
No	222	22.84	972	100.00

Frequency Missing = 536

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

Q13B	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	71	.	.	.
Refused	1	.	.	.
Skipped	710	.	.	.
Yes	675	92.98	675	92.98

**Appendix A. Frequency Listings for All Groups**

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No	51	7.02	726	100.00
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Frequency Missing = 782

The FREQ Procedure

Does this business currently use personal computers or laptops, not including smartphones?

	Q14A	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing		13	.	.	.
Skipped		91	.	.	.
Yes		1338	95.30	1338	95.30
No		66	4.70	1404	100.00

Frequency Missing = 104

Technologies used at this business: Broadband or high speed internet

	Q14B	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing		16	.	.	.
Skipped		166	.	.	.
Yes		1303	98.27	1303	98.27
No		23	1.73	1326	100.00

Frequency Missing = 182

Technologies used at this business: Sale of products or services over the Internet (e-commerce)

	Q14C	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing		29	.	.	.
Skipped		166	.	.	.
Yes		664	50.57	664	50.57
No		649	49.43	1313	100.00

Frequency Missing = 195

Technologies used at this business: Supplies purchased over the Internet (e-procurement)

	Q14D	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing		24	.	.	.
Skipped		166	.	.	.
Yes		1086	82.40	1086	82.40
No		232	17.60	1318	100.00

Frequency Missing = 190

Technologies used at this business: Web advertising

	Q14E	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		3	.	.	.
Missing		24	.	.	.
Skipped		166	.	.	.
Yes		875	66.54	875	66.54
No		440	33.46	1315	100.00

Frequency Missing = 193



Appendix A. Frequency Listings for All Groups

**Technologies used at this business: Direct e-mail marketing**

	<b>Q14F</b>	<b>Frequency</b>	<b>Percent</b>	<b>Cumulative Frequency</b>	<b>Cumulative Percent</b>
<b>Don't know</b>		1	.	.	.
<b>Missing</b>		25	.	.	.
<b>Skipped</b>		166	.	.	.
<b>Yes</b>		501	38.07	501	38.07
<b>No</b>		815	61.93	1316	100.00

Frequency Missing = 192

The FREQ Procedure

Technologies used at this business: Social media (e.g., LinkedIn or Facebook)

	Q14G	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing		24	.	.	.
Skipped		166	.	.	.
Yes		623	47.27	623	47.27
No		695	52.73	1318	100.00

Frequency Missing = 190

Technologies used at this business: Business issued smartphones to workers

	Q14H	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing		25	.	.	.
Skipped		166	.	.	.
Yes		713	54.14	713	54.14
No		604	45.86	1317	100.00

Frequency Missing = 191

Technologies used at this business: RFID readers, barcode, or optical scanners (e.g., Radio Frequency Identification)

	Q14I	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		1	.	.	.
Missing		36	.	.	.
Skipped		166	.	.	.
Yes		445	34.10	445	34.10
No		860	65.90	1305	100.00

Frequency Missing = 203

Technologies used at this business: Computer software specifically designed for your business or industry

	Q14J	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing		29	.	.	.
Skipped		166	.	.	.
Yes		1031	78.52	1031	78.52
No		282	21.48	1313	100.00

Frequency Missing = 195

Technologies used at this business: An integrated enterprise resource planning system (e.g., SAP or Microsoft Dynamics, or Oracle Applications)

	Q14K	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		2	.	.	.
Missing		30	.	.	.
Skipped		166	.	.	.
Yes		581	44.35	581	44.35
No		729	55.65	1310	100.00

Frequency Missing = 198



Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The FREQ Procedure

Technologies used at this business: Stand-alone supply chain or logistics management software

	Q14L	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		2	.	.	.
Missing		32	.	.	.
Skipped		166	.	.	.
Yes		331	25.31	331	25.31
No		977	74.69	1308	100.00

Frequency Missing = 200

Technologies used at this business: Stand-alone customer relationship management software

	Q14M	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		6	.	.	.
Missing		33	.	.	.
Skipped		166	.	.	.
Yes		320	24.56	320	24.56
No		983	75.44	1303	100.00

Frequency Missing = 205

What percent of the sale of products or services comes over the Internet?: Check here if you do not sell any products or services over the Internet.

	Q15ck	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing		126	.	.	.
Skipped		167	.	.	.
Yes		572	47.08	572	47.08
No		643	52.92	1215	100.00

Frequency Missing = 293

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q15 (What percent of the sale of products or services comes over the Internet?)

Moments

N	704	Sum Weights	704
Mean	13.3851151	Sum Observations	9423.121
Std Deviation	20.481525	Variance	419.492868
Skewness	2.31775408	Kurtosis	5.15917965
Uncorrected SS	421033.045	Corrected SS	294903.486
Coeff Variation	153.017176	Std Error Mean	0.77192652

Basic Statistical Measures

Location		Variability	
Mean	13.38512	Std Deviation	20.48153
Median	5.00000	Variance	419.49287
Mode	0.00000	Range	105.00000
		Interquartile Range	14.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 17.33988	Pr >  t  <.0001
Sign	M 275.5	Pr >=  M  <.0001
Signed Rank	S 76400	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	95
95%	65
90%	40
75% Q3	15
50% Median	5
25% Q1	1
10%	0
5%	0
1%	0
0% Min	-5

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
-5	51642	608	99	14561	881
0	54538	1489	100	32117	1127
0	53810	1472	100	33763	1203
0	53707	1469	100	34839	1252
0	53150	1459	100	44344	1369

Missing Values

Missing Value		-----Percent Of-----	
Count	All Obs	Missing	Obs

Appendix A. Frequency Listings for All Groups

.	64	4.24	7.96
S	736	48.81	91.54
T	4	0.27	0.50
<b>Total</b>	<b>804</b>	<b>53.32</b>	<b>100.00</b>

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
-5.000	1	0.1	0.1	0.001	1	0.1	21.7	0.050	2	0.3	22.3	0.200	1	0.1	22.6
0.000	151	21.4	21.6	0.010	2	0.3	22.0	0.100	1	0.1	22.4	0.500	2	0.3	22.9

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q15 (What percent of the sale of products or services comes over the Internet?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.700	1	0.1	23.0	10.000	116	16.5	72.9	30.000	12	1.7	87.4	65.000	2	0.3	95.2
1.000	61	8.7	31.7	11.000	1	0.1	73.0	32.000	1	0.1	87.5	70.000	10	1.4	96.6
1.500	2	0.3	32.0	12.000	1	0.1	73.2	33.000	1	0.1	87.6	75.000	5	0.7	97.3
2.000	36	5.1	37.1	12.500	1	0.1	73.3	34.000	1	0.1	87.8	80.000	5	0.7	98.0
2.500	1	0.1	37.2	15.000	24	3.4	76.7	35.000	4	0.6	88.4	90.000	5	0.7	98.7
3.000	23	3.3	40.5	17.000	1	0.1	76.8	40.000	15	2.1	90.5	92.000	1	0.1	98.9
4.000	4	0.6	41.1	19.000	1	0.1	77.0	45.000	2	0.3	90.8	95.000	3	0.4	99.3
5.000	105	14.9	56.0	20.000	40	5.7	82.7	50.000	21	3.0	93.8	99.000	1	0.1	99.4
6.000	1	0.1	56.1	24.000	1	0.1	82.8	55.000	2	0.3	94.0	100.000	4	0.6	100.0
8.000	2	0.3	56.4	25.000	20	2.8	85.7	60.000	6	0.9	94.9				

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q16 (What percent of your workforce, not including managers and professionals, uses computers on a daily basis?)

Moments

N	1319	Sum Weights	1319
Mean	50.5563609	Sum Observations	66683.84
Std Deviation	38.6441678	Variance	1493.37171
Skewness	0.11094496	Kurtosis	-1.6109534
Uncorrected SS	5339556.19	Corrected SS	1968263.91
Coeff Variation	76.4377957	Std Error Mean	1.06404884

Basic Statistical Measures

Location		Variability	
Mean	50.5564	Std Deviation	38.64417
Median	50.0000	Variance	1493
Mode	100.0000	Range	100.00000
		Interquartile Range	89.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 47.5132	Pr >  t  <.0001
Sign	M 600.5	Pr >=  M  <.0001
Signed Rank	S 360900.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	100
90%	100
75% Q3	100
50% Median	50
25% Q1	11
10%	1
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	55187	1506	100	54153	1480
0	54600	1490	100	54255	1481
0	53563	1464	100	54729	1494
0	53095	1457	100	54941	1500
0	53049	1455	100	55158	1505

Missing Values

Missing Value	Count	-----Percent Of-----	
		All Obs	Missing Obs



Appendix A. Frequency Listings for All Groups

.	10	0.66	5.29
S	179	11.87	94.71
Total	189	12.53	100.00

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	118	8.9	8.9	1.00	18	1.4	10.5	2.50	1	0.1	12.1	5.00	44	3.3	16.2
0.10	1	0.1	9.0	1.50	1	0.1	10.5	3.00	4	0.3	12.4	6.00	11	0.8	17.1
0.14	1	0.1	9.1	2.00	20	1.5	12.1	4.00	6	0.5	12.9	7.00	8	0.6	17.7

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q16 (What percent of your workforce, not including managers and professionals, uses computers on a daily basis?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
8.00	4	0.3	18.0	23.00	2	0.2	35.0	42.00	1	0.1	49.0	75.00	41	3.1	64.7
9.00	4	0.3	18.3	25.00	58	4.4	39.4	45.00	2	0.2	49.1	77.50	1	0.1	64.8
10.00	88	6.7	24.9	26.00	2	0.2	39.6	48.00	1	0.1	49.2	78.00	1	0.1	64.9
11.00	1	0.1	25.0	28.00	2	0.2	39.7	50.00	100	7.6	56.8	80.00	42	3.2	68.1
12.00	6	0.5	25.5	30.00	59	4.5	44.2	55.00	2	0.2	56.9	85.00	12	0.9	69.0
12.50	2	0.2	25.6	32.00	2	0.2	44.4	57.00	1	0.1	57.0	90.00	47	3.6	72.6
13.00	3	0.2	25.9	33.00	5	0.4	44.7	60.00	26	2.0	59.0	95.00	19	1.4	74.0
14.00	3	0.2	26.1	33.30	1	0.1	44.8	65.00	11	0.8	59.8	97.00	1	0.1	74.1
15.00	34	2.6	28.7	35.00	13	1.0	45.8	67.00	1	0.1	59.9	98.00	3	0.2	74.3
17.00	1	0.1	28.7	37.00	1	0.1	45.9	68.00	1	0.1	60.0	99.00	5	0.4	74.7
20.00	77	5.8	34.6	38.00	1	0.1	45.9	70.00	21	1.6	61.6	99.90	2	0.2	74.8
21.00	3	0.2	34.8	39.00	1	0.1	46.0	71.00	1	0.1	61.6	100.00	332	25.2	100.0
22.00	1	0.1	34.9	40.00	38	2.9	48.9								

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The FREQ Procedure

Factors limiting use of information and communications technology: The cost of equipment and software

Q17A	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	2	.	.	.
Missing	21	.	.	.
Skipped	100	.	.	.
Yes	489	35.31	489	35.31
No	896	64.69	1385	100.00

Frequency Missing = 123

Factors limiting use of information and communications technology: The cost of information and communications services

Q17B	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	3	.	.	.
Missing	23	.	.	.
Skipped	100	.	.	.
Yes	408	29.52	408	29.52
No	974	70.48	1382	100.00

Frequency Missing = 126

Factors limiting use of information and communications technology: Lack of access to adequate broadband or high speed internet

Q17C	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	31	.	.	.
Skipped	100	.	.	.
Yes	175	12.71	175	12.71
No	1202	87.29	1377	100.00

Frequency Missing = 131

Factors limiting use of information and communications technology: Lack of knowledge

Q17D	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	1	.	.	.
Missing	27	.	.	.
Skipped	100	.	.	.
Yes	390	28.26	390	28.26
No	990	71.74	1380	100.00

Frequency Missing = 128

Factors limiting use of information and communications technology: Difficulty integrating new technologies into the current way you do business

Q17E	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	2	.	.	.
Missing	25	.	.	.
Skipped	100	.	.	.
Yes	536	38.81	536	38.81
No	845	61.19	1381	100.00

Frequency Missing = 127

The FREQ Procedure

Value of source about new opportunities or new ways of doing things: Suppliers

Q18A	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	1	.	.	.
Missing	29	.	.	.
Skipped	115	.	.	.
Not at all valuable	144	10.56	144	10.56
Somewhat valuable	726	53.26	870	63.83
Very valuable	493	36.17	1363	100.00

Frequency Missing = 145

Value of source about new opportunities or new ways of doing things: Customers

Q18B	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	29	.	.	.
Skipped	115	.	.	.
Not at all valuable	116	8.50	116	8.50
Somewhat valuable	565	41.42	681	49.93
Very valuable	683	50.07	1364	100.00

Frequency Missing = 144

Value of source about new opportunities or new ways of doing things: Other business people in your industry

Q18C	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	2	.	.	.
Missing	31	.	.	.
Refused	1	.	.	.
Skipped	115	.	.	.
Not at all valuable	120	8.83	120	8.83
Somewhat valuable	661	48.64	781	57.47
Very valuable	578	42.53	1359	100.00

Frequency Missing = 149

Value of source about new opportunities or new ways of doing things: Other business people NOT in your industry

Q18D	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	43	.	.	.
Skipped	115	.	.	.
Not at all valuable	456	33.78	456	33.78
Somewhat valuable	696	51.56	1152	85.33
Very valuable	198	14.67	1350	100.00

Frequency Missing = 158

Value of source about new opportunities or new ways of doing things: Business or trade association conferences or publications

Q18E	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	2	.	.	.
Missing	27	.	.	.

**Appendix A. Frequency Listings for All Groups**

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<b>Skipped</b>	<b>115</b>	<b>.</b>	<b>.</b>	<b>.</b>
<b>Not at all valuable</b>	<b>244</b>	<b>17.89</b>	<b>244</b>	<b>17.89</b>
<b>Somewhat valuable</b>	<b>723</b>	<b>53.01</b>	<b>967</b>	<b>70.89</b>
<b>Very valuable</b>	<b>397</b>	<b>29.11</b>	<b>1364</b>	<b>100.00</b>

Frequency Missing = 144

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The FREQ Procedure

Value of source about new opportunities or new ways of doing things: Your own workers

Q18F	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	36	.	.	.
Skipped	115	.	.	.
Not at all valuable	116	8.55	116	8.55
Somewhat valuable	654	48.19	770	56.74
Very valuable	587	43.26	1357	100.00

Frequency Missing = 151

Value of source about new opportunities or new ways of doing things: Media (e.g., newspapers, television, internet)

Q18G	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	1	.	.	.
Missing	39	.	.	.
Skipped	115	.	.	.
Not at all valuable	505	37.32	505	37.32
Somewhat valuable	699	51.66	1204	88.99
Very valuable	149	11.01	1353	100.00

Frequency Missing = 155

Value of source about new opportunities or new ways of doing things: Private consultants

Q18H	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	3	.	.	.
Missing	39	.	.	.
Skipped	115	.	.	.
Not at all valuable	722	53.44	722	53.44
Somewhat valuable	484	35.83	1206	89.27
Very valuable	145	10.73	1351	100.00

Frequency Missing = 157

Value of source about new opportunities or new ways of doing things: University extension, community colleges, or business schools

Q18I	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	1	.	.	.
Missing	40	.	.	.
Refused	1	.	.	.
Skipped	115	.	.	.
Not at all valuable	684	50.63	684	50.63
Somewhat valuable	541	40.04	1225	90.67
Very valuable	126	9.33	1351	100.00

Frequency Missing = 157

Location of very valuable source: Suppliers providing valuable information

Q19A	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	79	.	.	.

Appendix A. Frequency Listings for All Groups

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Not Applicable	21	.	.	.
Refused	2	.	.	.
Skipped	950	.	.	.
In your community	51	11.18	51	11.18
Outside community within a reasonable drive	202	44.30	253	55.48
Beyond a reasonable drive	203	44.52	456	100.00

Frequency Missing = 1052



ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The FREQ Procedure

Location of very valuable source: Customers providing valuable information

	Q19B	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		1	.	.	.
Missing		84	.	.	.
Not Applicable		26	.	.	.
Refused		3	.	.	.
Skipped		769	.	.	.
In your community		158	25.28	158	25.28
Outside community within a reasonable drive		185	29.60	343	54.88
Beyond a reasonable drive		282	45.12	625	100.00

Frequency Missing = 883

Location of very valuable source: Other business people in your industry providing valuable information

	Q19C	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing		106	.	.	.
Not Applicable		17	.	.	.
Refused		1	.	.	.
Skipped		850	.	.	.
In your community		72	13.48	72	13.48
Outside community within a reasonable drive		233	43.63	305	57.12
Beyond a reasonable drive		229	42.88	534	100.00

Frequency Missing = 974

Location of very valuable source: Other business people NOT in your industry providing valuable information

	Q19D	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing		120	.	.	.
Not Applicable		18	.	.	.
Refused		2	.	.	.
Skipped		1200	.	.	.
In your community		34	20.24	34	20.24
Outside community within a reasonable drive		63	37.50	97	57.74
Beyond a reasonable drive		71	42.26	168	100.00

Frequency Missing = 1340

Percent of 2012 final shipments or billed services that went to customers . . . Check here if you did not have any sales in 2012.

	Q20ck	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing		126	.	.	.
Skipped		123	.	.	.
Yes		43	3.42	43	3.42
No		1216	96.58	1259	100.00

Frequency Missing = 249

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q20a (Percent of 2012 final shipments or billed services that went to customers: Locally, within a reasonable drive)

Moments

N	1312	Sum Weights	1312
Mean	51.6728064	Sum Observations	67794.722
Std Deviation	40.23925	Variance	1619.19724
Skewness	-0.0080878	Kurtosis	-1.7038271
Uncorrected SS	5625911.12	Corrected SS	2122767.58
Coeff Variation	77.8731653	Std Error Mean	1.11092045

Basic Statistical Measures

Location		Variability	
Mean	51.6728	Std Deviation	40.23925
Median	50.0000	Variance	1619
Mode	100.0000	Range	100.00000
		Interquartile Range	88.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 46.51351	Pr >  t  <.0001
Sign	M 592	Pr >=  M  <.0001
Signed Rank	S 350760	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	100
90%	100
75% Q3	98
50% Median	50
25% Q1	10
10%	1
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	55118	1503	100	54008	1477
0	54402	1487	100	54153	1480
0	54116	1479	100	54380	1485
0	53443	1462	100	54538	1489
0	53218	1461	100	55187	1506

Missing Values

Missing Value		-----Percent Of-----	
Count	All Obs	Missing	Obs

Appendix A. Frequency Listings for All Groups

.	2	0.13	1.02
D	2	0.13	1.02
S	192	12.73	97.96
<b>Total</b>	<b>196</b>	<b>13.00</b>	<b>100.00</b>

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.000	128	9.8	9.8	0.032	1	0.1	9.9	1.000	45	3.4	13.4	2.500	1	0.1	14.7
0.010	1	0.1	9.8	0.500	1	0.1	10.0	2.000	16	1.2	14.6	3.000	7	0.5	15.2

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

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The UNIVARIATE Procedure

Variable: Q20a (Percent of 2012 final shipments or billed services that went to customers: Locally, within a reasonable drive)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
4.000	1	0.1	15.3	24.000	3	0.2	37.0	52.180	1	0.1	52.1	79.000	1	0.1	60.4
4.500	1	0.1	15.4	25.000	42	3.2	40.2	55.000	5	0.4	52.5	80.000	48	3.7	64.1
5.000	92	7.0	22.4	29.000	1	0.1	40.2	58.000	1	0.1	52.6	83.000	1	0.1	64.2
7.000	2	0.2	22.6	30.000	39	3.0	43.2	60.000	27	2.1	54.6	84.000	1	0.1	64.3
8.000	2	0.2	22.7	33.000	5	0.4	43.6	62.000	1	0.1	54.7	85.000	24	1.8	66.1
9.000	1	0.1	22.8	35.000	9	0.7	44.3	63.100	1	0.1	54.8	90.000	65	5.0	71.0
9.900	1	0.1	22.9	36.000	1	0.1	44.4	64.000	1	0.1	54.9	92.000	1	0.1	71.1
10.000	90	6.9	29.7	38.000	2	0.2	44.5	65.000	6	0.5	55.3	93.000	1	0.1	71.2
12.000	3	0.2	30.0	40.000	33	2.5	47.0	67.000	1	0.1	55.4	95.000	39	3.0	74.2
13.000	2	0.2	30.1	41.000	1	0.1	47.1	68.000	1	0.1	55.5	96.000	1	0.1	74.2
15.000	28	2.1	32.2	45.000	6	0.5	47.6	70.000	22	1.7	57.2	97.000	1	0.1	74.3
17.000	1	0.1	32.3	49.000	1	0.1	47.6	71.000	2	0.2	57.3	98.000	12	0.9	75.2
20.000	57	4.3	36.7	50.000	57	4.3	52.0	75.000	39	3.0	60.3	99.000	18	1.4	76.6
23.000	1	0.1	36.7	52.000	1	0.1	52.1	76.000	1	0.1	60.4	100.000	307	23.4	100.0

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q20b (Percent of 2012 final shipments or billed services that went to customers: Beyond a reasonable drive in the United States)

Moments

N	1288	Sum Weights	1288
Mean	42.3262189	Sum Observations	54516.17
Std Deviation	36.3030901	Variance	1317.91435
Skewness	0.17087177	Kurtosis	-1.5442565
Uncorrected SS	4003619.11	Corrected SS	1696155.77
Coeff Variation	85.7697451	Std Error Mean	1.01154606

Basic Statistical Measures

Location		Variability	
Mean	42.32622	Std Deviation	36.30309
Median	40.00000	Variance	1318
Mode	0.00000	Range	100.00000
		Interquartile Range	78.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 41.8431	Pr >  t  <.0001
Sign	M 494	Pr >=  M  <.0001
Signed Rank	S 244283	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	98
90%	90
75% Q3	80
50% Median	40
25% Q1	2
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	55187	1506	100	42191	1325
0	54538	1489	100	42309	1329
0	54380	1485	100	51994	1423
0	54153	1480	100	53443	1462
0	54116	1479	100	55118	1503

Missing Values

Missing Value	Count	All Obs	-----Percent Of----- Missing Obs

Appendix A. Frequency Listings for All Groups

.	2	0.13	0.91
D	2	0.13	0.91
S	216	14.32	98.18
<b>Total</b>	<b>220</b>	<b>14.59</b>	<b>100.00</b>

Frequency Counts

Value	Count	Percents	
		Cell	Cum
0.00	300	23.3	23.3
0.50	1	0.1	23.4

Value	Count	Percents	
		Cell	Cum
1.00	18	1.4	24.8
2.00	10	0.8	25.5

Value	Count	Percents	
		Cell	Cum
3.00	3	0.2	25.8
4.00	2	0.2	25.9

Value	Count	Percents	
		Cell	Cum
5.00	38	3.0	28.9
6.00	1	0.1	29.0

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q20b (Percent of 2012 final shipments or billed services that went to customers: Beyond a reasonable drive in the United States)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
7.00	1	0.1	29.0	35.00	13	1.0	48.8	60.00	46	3.6	63.3	84.00	3	0.2	80.2
8.00	2	0.2	29.2	36.90	1	0.1	48.9	62.00	2	0.2	63.4	85.00	42	3.3	83.5
9.00	2	0.2	29.3	38.00	2	0.2	49.1	64.00	2	0.2	63.6	86.00	3	0.2	83.7
10.00	63	4.9	34.2	39.00	2	0.2	49.2	65.00	17	1.3	64.9	88.00	3	0.2	83.9
13.00	1	0.1	34.3	40.00	34	2.6	51.9	66.00	2	0.2	65.1	89.00	6	0.5	84.4
14.00	2	0.2	34.5	42.00	1	0.1	51.9	67.00	3	0.2	65.3	90.00	78	6.1	90.5
15.00	29	2.3	36.7	44.00	1	0.1	52.0	69.00	4	0.3	65.6	91.00	1	0.1	90.5
17.00	2	0.2	36.9	45.00	14	1.1	53.1	70.00	55	4.3	69.9	93.00	3	0.2	90.8
18.00	1	0.1	37.0	46.00	1	0.1	53.2	73.00	1	0.1	70.0	93.50	1	0.1	90.8
19.00	4	0.3	37.3	47.00	2	0.2	53.3	74.00	4	0.3	70.3	94.00	5	0.4	91.2
20.00	50	3.9	41.1	47.82	1	0.1	53.4	75.00	48	3.7	74.0	95.00	33	2.6	93.8
23.00	3	0.2	41.4	49.00	3	0.2	53.6	76.00	3	0.2	74.2	96.00	4	0.3	94.1
24.00	3	0.2	41.6	50.00	58	4.5	58.2	77.00	2	0.2	74.4	97.00	8	0.6	94.7
25.00	38	3.0	44.6	51.00	1	0.1	58.2	78.00	2	0.2	74.5	97.50	1	0.1	94.8
28.00	1	0.1	44.6	54.00	3	0.2	58.5	79.00	3	0.2	74.8	98.00	14	1.1	95.9
29.00	2	0.2	44.8	55.00	11	0.9	59.3	80.00	64	5.0	79.7	99.00	13	1.0	96.9
30.00	37	2.9	47.7	57.00	1	0.1	59.4	82.00	2	0.2	79.9	99.95	1	0.1	97.0
33.00	1	0.1	47.7	58.00	2	0.2	59.5	83.00	1	0.1	80.0	100.00	39	3.0	100.0
34.00	1	0.1	47.8	59.00	2	0.2	59.7								

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q20c (Percent of 2012 final shipments or billed services that went to customers: Internationally)

Moments

N	1253	Sum Weights	1253
Mean	6.9625826	Sum Observations	8724.116
Std Deviation	13.9984062	Variance	195.955377
Skewness	3.00609366	Kurtosis	10.4501751
Uncorrected SS	306078.51	Corrected SS	245336.132
Coeff Variation	201.051923	Std Error Mean	0.39546045

Basic Statistical Measures

Location		Variability	
Mean	6.962583	Std Deviation	13.99841
Median	0.000000	Variance	195.95538
Mode	0.000000	Range	95.00000
		Interquartile Range	6.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 17.60627	Pr >  t  <.0001
Sign	M 281	Pr >=  M  <.0001
Signed Rank	S 79101.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	95
99%	70
95%	40
90%	24
75% Q3	6
50% Median	0
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	55212	1508	80	34973	1256
0	55187	1506	90	14561	881
0	55118	1503	92	42472	482
0	54967	1501	95	20903	200
0	54941	1500	95	32100	1126

Missing Values

Missing Value		-----Percent Of-----	
Count	All Obs	Missing	Obs



Appendix A. Frequency Listings for All Groups

.	2	0.13	0.78
D	2	0.13	0.78
S	251	16.64	98.43
<b>Total</b>	<b>255</b>	<b>16.91</b>	<b>100.00</b>

Frequency Counts

Value	Count	Percents	
		Cell	Cum
0.000	691	55.1	55.1
0.016	1	0.1	55.2

Value	Count	Percents	
		Cell	Cum
0.100	1	0.1	55.3
0.500	1	0.1	55.4

Value	Count	Percents	
		Cell	Cum
1.000	67	5.3	60.7
2.000	22	1.8	62.5

Value	Count	Percents	
		Cell	Cum
3.000	19	1.5	64.0
4.000	5	0.4	64.4

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q20c (Percent of 2012 final shipments or billed services that went to customers: Internationally)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
5.000	129	10.3	74.7	15.000	30	2.4	85.8	35.000	8	0.6	94.4	55.000	5	0.4	98.4
5.500	1	0.1	74.8	17.000	1	0.1	85.9	37.000	1	0.1	94.5	60.000	4	0.3	98.7
6.000	3	0.2	75.0	19.000	4	0.3	86.2	39.000	1	0.1	94.6	65.000	1	0.1	98.8
7.000	5	0.4	75.4	20.000	45	3.6	89.8	40.000	22	1.8	96.3	70.000	5	0.4	99.2
8.000	6	0.5	75.9	21.000	1	0.1	89.9	44.000	1	0.1	96.4	75.000	1	0.1	99.3
9.000	3	0.2	76.1	24.000	4	0.3	90.2	45.000	4	0.3	96.7	80.000	5	0.4	99.7
10.000	86	6.9	83.0	25.000	25	2.0	92.2	49.000	1	0.1	96.8	90.000	1	0.1	99.8
12.000	1	0.1	83.1	30.000	18	1.4	93.6	50.000	14	1.1	97.9	92.000	1	0.1	99.8
13.000	2	0.2	83.2	33.000	2	0.2	93.8	54.000	1	0.1	98.0	95.000	2	0.2	100.0
14.000	2	0.2	83.4												

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q20d (Percent of 2012 final shipments or billed services that went to customers: Total)

Moments

N	1213	Sum Weights	1213
Mean	97.9934048	Sum Observations	118866
Std Deviation	13.9498733	Variance	194.598966
Skewness	-6.8705827	Kurtosis	45.3832067
Uncorrected SS	11883938	Corrected SS	235853.947
Coeff Variation	14.2355227	Std Error Mean	0.40053444

Basic Statistical Measures

Location		Variability	
Mean	97.9934	Std Deviation	13.94987
Median	100.0000	Variance	194.59897
Mode	100.0000	Range	101.00000
		Interquartile Range	0

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 244.6566	Pr >  t  <.0001
Sign	M 595	Pr >=  M  <.0001
Signed Rank	S 354322.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	101
99%	100
95%	100
90%	100
75% Q3	100
50% Median	100
25% Q1	100
10%	100
5%	100
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	54116	1479	100	55187	1506
0	51092	1410	100	55212	1508
0	24208	1018	101	22170	227
0	50964	602	101	25098	279
0	50216	596	101	33327	1186

Missing Values

Missing Value		-----Percent Of-----	
Count	All Obs	Missing	Obs

Appendix A. Frequency Listings for All Groups

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.	126	8.36	42.71
S	169	11.21	57.29
<b>Total</b>	<b>295</b>	<b>19.56</b>	<b>100.00</b>

Frequency Counts

		Percents				Percents				Percents				Percents	
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0	23	1.9	1.9	70	1	0.1	2.1	97	1	0.1	2.2	101	3	0.2	100.0
1	1	0.1	2.0	95	1	0.1	2.1	100	1183	97.5	99.8				

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The FREQ Procedure

Was this location in business in 2007?

Q21	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	13	.	.	.
Skipped	123	.	.	.
Yes	1311	95.55	1311	95.55
No	61	4.45	1372	100.00

Frequency Missing = 136

Percent of 2007 final shipments or billed services that went to customers. . . Check here if you did not have any sales in 2007.

Q21ck	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	126	.	.	.
Skipped	192	.	.	.
Yes	44	3.70	44	3.70
No	1146	96.30	1190	100.00

Frequency Missing = 318

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q21a (Percent of 2007 final shipments or billed services that went to customers: Locally, within a reasonable drive)

Moments

N	1204	Sum Weights	1204
Mean	52.1724668	Sum Observations	62815.65
Std Deviation	40.5053762	Variance	1640.6855
Skewness	-0.033164	Kurtosis	-1.7078339
Uncorrected SS	5250992.07	Corrected SS	1973744.66
Coeff Variation	77.6374565	Std Error Mean	1.16734554

Basic Statistical Measures

Location		Variability	
Mean	52.1725	Std Deviation	40.50538
Median	50.0000	Variance	1641
Mode	100.0000	Range	100.00000
		Interquartile Range	89.75000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 44.69325	Pr >  t  <.0001
Sign	M 543	Pr >=  M  <.0001
Signed Rank	S 295120.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100.00
99%	100.00
95%	100.00
90%	100.00
75% Q3	99.75
50% Median	50.00
25% Q1	10.00
10%	1.00
5%	0.00
1%	0.00
0% Min	0.00

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	55118	1503	100	54319	1484
0	54402	1487	100	54380	1485
0	53218	1461	100	54538	1489
0	52222	1432	100	54918	1499
0	44744	1380	100	55187	1506

Missing Values

Missing Value	Count	-----Percent Of-----	
		All Obs	Missing Obs

Appendix A. Frequency Listings for All Groups

.	7	0.46	2.30
D	4	0.27	1.32
S	293	19.43	96.38
<b>Total</b>	<b>304</b>	<b>20.16</b>	<b>100.00</b>

Frequency Counts

Value	Count	Percents	
		Cell	Cum
0.00	118	9.8	9.8
0.75	1	0.1	9.9

Value	Count	Percents	
		Cell	Cum
1.00	45	3.7	13.6
2.00	17	1.4	15.0

Value	Count	Percents	
		Cell	Cum
3.00	11	0.9	15.9
4.00	3	0.2	16.2

Value	Count	Percents	
		Cell	Cum
4.90	1	0.1	16.3
5.00	78	6.5	22.8

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q21a (Percent of 2007 final shipments or billed services that went to customers: Locally, within a reasonable drive)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
6.00	2	0.2	22.9	31.00	1	0.1	42.4	59.00	1	0.1	51.9	84.00	1	0.1	63.3
7.00	2	0.2	23.1	33.00	5	0.4	42.8	60.00	24	2.0	53.9	85.00	28	2.3	65.6
8.00	3	0.2	23.3	35.00	12	1.0	43.8	63.00	1	0.1	54.0	86.00	1	0.1	65.7
9.00	1	0.1	23.4	36.00	1	0.1	43.9	63.50	1	0.1	54.1	90.00	48	4.0	69.7
10.00	84	7.0	30.4	40.00	26	2.2	46.0	65.00	8	0.7	54.7	91.00	1	0.1	69.8
12.00	3	0.2	30.6	42.00	1	0.1	46.1	69.00	1	0.1	54.8	95.00	39	3.2	73.0
13.00	2	0.2	30.8	45.00	11	0.9	47.0	70.00	27	2.2	57.1	96.00	1	0.1	73.1
15.00	18	1.5	32.3	49.00	2	0.2	47.2	74.00	1	0.1	57.1	97.00	1	0.1	73.2
20.00	50	4.2	36.5	50.00	48	4.0	51.2	75.00	31	2.6	59.7	98.00	9	0.7	73.9
24.00	2	0.2	36.6	52.00	1	0.1	51.2	76.00	1	0.1	59.8	99.00	12	1.0	74.9
25.00	36	3.0	39.6	55.00	6	0.5	51.7	80.00	40	3.3	63.1	99.50	1	0.1	75.0
29.00	1	0.1	39.7	58.00	1	0.1	51.8	83.00	1	0.1	63.2	100.00	301	25.0	100.0
30.00	31	2.6	42.3												



ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q21b (Percent of 2007 final shipments or billed services that went to customers: Beyond a reasonable drive in the United States)

Moments

N	1181	Sum Weights	1181
Mean	42.727138	Sum Observations	50460.75
Std Deviation	37.1124366	Variance	1377.33295
Skewness	0.16146777	Kurtosis	-1.5753149
Uncorrected SS	3781296.31	Corrected SS	1625252.88
Coeff Variation	86.859168	Std Error Mean	1.0799273

Basic Statistical Measures

Location		Variability	
Mean	42.72714	Std Deviation	37.11244
Median	40.00000	Variance	1377
Mode	0.00000	Range	100.00000
		Interquartile Range	80.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 39.56483	Pr >  t  <.0001
Sign	M 442.5	Pr >=  M  <.0001
Signed Rank	S 196027.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	98
90%	95
75% Q3	80
50% Median	40
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	55187	1506	100	41592	1310
0	54918	1499	100	41947	1317
0	54538	1489	100	42191	1325
0	54380	1485	100	54402	1487
0	54319	1484	100	55118	1503

Missing Values

Missing Value		-----Percent Of-----	
Count	All Obs	Missing	Obs

Appendix A. Frequency Listings for All Groups

.	7	0.46	2.14
D	4	0.27	1.22
S	316	20.95	96.64
<b>Total</b>	<b>327</b>	<b>21.68</b>	<b>100.00</b>

Frequency Counts

Value	Count	Percents	
		Cell	Cum
0.00	296	25.1	25.1
0.25	1	0.1	25.1

Value	Count	Percents	
		Cell	Cum
1.00	14	1.2	26.3
2.00	7	0.6	26.9

Value	Count	Percents	
		Cell	Cum
3.00	5	0.4	27.3
4.00	2	0.2	27.5

Value	Count	Percents	
		Cell	Cum
5.00	35	3.0	30.5
8.00	1	0.1	30.6

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

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The UNIVARIATE Procedure

Variable: Q21b (Percent of 2007 final shipments or billed services that went to customers: Beyond a reasonable drive in the United States)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
9.00	2	0.2	30.7	30.00	25	2.1	47.0	60.00	32	2.7	62.2	84.00	2	0.2	78.4
10.00	53	4.5	35.2	31.00	1	0.1	47.1	62.00	1	0.1	62.2	85.00	39	3.3	81.7
12.00	2	0.2	35.4	33.00	1	0.1	47.2	64.00	3	0.3	62.5	86.00	1	0.1	81.8
13.00	1	0.1	35.5	34.00	3	0.3	47.4	65.00	16	1.4	63.8	87.00	3	0.3	82.0
14.00	3	0.3	35.7	35.00	15	1.3	48.7	66.00	1	0.1	63.9	88.00	4	0.3	82.4
15.00	21	1.8	37.5	36.50	1	0.1	48.8	67.00	4	0.3	64.3	89.00	4	0.3	82.7
17.00	2	0.2	37.7	39.00	1	0.1	48.9	68.00	2	0.2	64.4	90.00	68	5.8	88.5
18.00	1	0.1	37.8	40.00	28	2.4	51.2	69.00	2	0.2	64.6	91.00	3	0.3	88.7
19.00	3	0.3	38.0	42.00	4	0.3	51.6	70.00	43	3.6	68.2	92.00	5	0.4	89.2
20.00	39	3.3	41.3	44.00	1	0.1	51.7	72.00	1	0.1	68.3	93.00	1	0.1	89.2
22.00	1	0.1	41.4	45.00	15	1.3	52.9	73.00	2	0.2	68.5	94.00	6	0.5	89.8
23.00	1	0.1	41.5	48.00	1	0.1	53.0	74.00	3	0.3	68.8	95.00	37	3.1	92.9
24.00	3	0.3	41.7	49.00	1	0.1	53.1	75.00	43	3.6	72.4	96.00	3	0.3	93.1
25.00	32	2.7	44.5	50.00	60	5.1	58.2	76.00	1	0.1	72.5	97.00	12	1.0	94.2
26.00	1	0.1	44.5	54.00	2	0.2	58.3	79.00	3	0.3	72.7	98.00	14	1.2	95.3
28.00	1	0.1	44.6	55.00	12	1.0	59.4	80.00	61	5.2	77.9	99.00	14	1.2	96.5
29.00	3	0.3	44.9	58.00	1	0.1	59.4	82.00	4	0.3	78.2	100.00	41	3.5	100.0

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q21c (Percent of 2007 final shipments or billed services that went to customers: Internationally)

Moments

N	1156	Sum Weights	1156
Mean	5.68823529	Sum Observations	6575.6
Std Deviation	12.3618496	Variance	152.815325
Skewness	3.43245128	Kurtosis	14.5114249
Uncorrected SS	213905.26	Corrected SS	176501.7
Coeff Variation	217.323105	Std Error Mean	0.36358381

Basic Statistical Measures

Location		Variability	
Mean	5.688235	Std Deviation	12.36185
Median	0.000000	Variance	152.81532
Mode	0.000000	Range	95.00000
		Interquartile Range	5.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 15.64491	Pr >  t  <.0001
Sign	M 234	Pr >=  M  <.0001
Signed Rank	S 54873	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	95
99%	60
95%	30
90%	20
75% Q3	5
50% Median	0
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	55212	1508	80	34973	1256
0	55187	1506	85	10475	24
0	55118	1503	92	42472	482
0	54967	1501	94	20903	200
0	54918	1499	95	32100	1126

Missing Values

Missing Value		-----Percent Of-----	
Count	All Obs	Missing	Obs

Appendix A. Frequency Listings for All Groups

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.	7	0.46	1.99
D	4	0.27	1.14
S	341	22.61	96.88
<b>Total</b>	<b>352</b>	<b>23.34</b>	<b>100.00</b>

Frequency Counts

Value	Count	Percents	
		Cell	Cum
0.0	688	59.5	59.5
0.1	1	0.1	59.6

Value	Count	Percents	
		Cell	Cum
0.5	1	0.1	59.7
1.0	60	5.2	64.9

Value	Count	Percents	
		Cell	Cum
2.0	21	1.8	66.7
3.0	21	1.8	68.5

Value	Count	Percents	
		Cell	Cum
4.0	3	0.3	68.8
5.0	111	9.6	78.4

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q21c (Percent of 2007 final shipments or billed services that went to customers: Internationally)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
6.0	1	0.1	78.5	19.0	3	0.3	89.0	39.0	1	0.1	96.5	65.0	1	0.1	99.3
7.0	2	0.2	78.6	20.0	30	2.6	91.6	40.0	10	0.9	97.3	70.0	1	0.1	99.4
8.0	4	0.3	79.0	24.0	2	0.2	91.8	45.0	2	0.2	97.5	75.0	1	0.1	99.5
9.0	5	0.4	79.4	25.0	22	1.9	93.7	46.0	1	0.1	97.6	80.0	2	0.2	99.7
10.0	79	6.8	86.2	26.0	1	0.1	93.8	50.0	12	1.0	98.6	85.0	1	0.1	99.7
12.0	4	0.3	86.6	30.0	21	1.8	95.6	54.0	2	0.2	98.8	92.0	1	0.1	99.8
14.0	1	0.1	86.7	33.0	2	0.2	95.8	55.0	2	0.2	99.0	94.0	1	0.1	99.9
15.0	23	2.0	88.7	35.0	7	0.6	96.4	60.0	3	0.3	99.2	95.0	1	0.1	100.0
18.0	1	0.1	88.8												

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q21d (Percent of 2007 final shipments or billed services that went to customers: Total)

Moments

N	1117	Sum Weights	1117
Mean	97.3822739	Sum Observations	108776
Std Deviation	15.9052348	Variance	252.976496
Skewness	-5.9643916	Kurtosis	33.6551619
Uncorrected SS	10875176	Corrected SS	282321.769
Coeff Variation	16.3327823	Std Error Mean	0.47589758

Basic Statistical Measures

Location		Variability	
Mean	97.3823	Std Deviation	15.90523
Median	100.0000	Variance	252.97650
Mode	100.0000	Range	100.00000
		Interquartile Range	0

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 204.6286	Pr >  t  <.0001
Sign	M 544.5	Pr >=  M  <.0001
Signed Rank	S 296752.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	100
90%	100
75% Q3	100
50% Median	100
25% Q1	100
10%	100
5%	100
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	14524	880	100	54967	1501
0	13971	869	100	55118	1503
0	52549	620	100	55158	1505
0	50964	602	100	55187	1506
0	50216	596	100	55212	1508

Missing Values

Missing Value		-----Percent Of-----	
Count	All Obs	Missing	Obs

Appendix A. Frequency Listings for All Groups

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.	126	8.36	32.23
S	265	17.57	67.77
<b>Total</b>	<b>391</b>	<b>25.93</b>	<b>100.00</b>

Frequency Counts

Value Count		Percents		Value Count		Percents		Value Count		Percents		Value Count		Percents	
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0	28	2.5	2.5	90	1	0.1	2.7	95	3	0.3	3.0	100	1084	97.0	100.0
1	1	0.1	2.6												



Appendix A. Frequency Listings for All Groups

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ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

85

The FREQ Procedure

Percent of 2012, goods and services sold to. . . Check here if you did not have any sales in 2012.

Q22ck	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	126	.	.	.
Skipped	126	.	.	.
Yes	36	2.87	36	2.87
No	1220	97.13	1256	100.00

Frequency Missing = 252

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q22a (Percent of 2012, goods and services sold to: Other businesses)

Moments

N	1191	Sum Weights	1191
Mean	69.2222905	Sum Observations	82443.748
Std Deviation	37.6164695	Variance	1414.99878
Skewness	-0.8783894	Kurtosis	-0.8938124
Uncorrected SS	7390793.62	Corrected SS	1683848.55
Coeff Variation	54.3415557	Std Error Mean	1.08998909

Basic Statistical Measures

Location		Variability	
Mean	69.2223	Std Deviation	37.61647
Median	90.0000	Variance	1415
Mode	100.0000	Range	100.00000
		Interquartile Range	60.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 63.50732	Pr >  t  <.0001
Sign	M 537	Pr >=  M  <.0001
Signed Rank	S 288637.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	100
90%	100
75% Q3	100
50% Median	90
25% Q1	40
10%	1
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	54538	1489	100	53657	1467
0	54116	1479	100	53932	1473
0	53978	1476	100	54402	1487
0	53941	1474	100	54600	1490
0	53211	1460	100	55118	1503

Missing Values

Missing Value	Count	-----Percent Of-----	
		All Obs	Missing Obs

Appendix A. Frequency Listings for All Groups

.	123	8.16	38.80
S	194	12.86	61.20
<b>Total</b>	<b>317</b>	<b>21.02</b>	<b>100.00</b>

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.000	117	9.8	9.8	2.000	10	0.8	11.5	5.000	26	2.2	13.9	12.000	1	0.1	17.3
0.010	2	0.2	10.0	3.000	1	0.1	11.6	8.000	1	0.1	14.0	13.000	1	0.1	17.4
1.000	8	0.7	10.7	4.000	2	0.2	11.8	10.000	38	3.2	17.2	14.000	1	0.1	17.5

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q22a (Percent of 2012, goods and services sold to: Other businesses)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
15.000	12	1.0	18.5	33.000	2	0.2	24.3	70.000	28	2.4	35.6	93.000	5	0.4	53.7
18.000	2	0.2	18.6	34.000	1	0.1	24.4	74.000	3	0.3	35.9	94.000	6	0.5	54.2
19.000	1	0.1	18.7	35.000	4	0.3	24.8	75.000	34	2.9	38.7	95.000	86	7.2	61.5
20.000	28	2.4	21.1	40.000	26	2.2	27.0	78.000	1	0.1	38.8	96.000	7	0.6	62.0
22.000	1	0.1	21.2	45.000	3	0.3	27.2	79.000	1	0.1	38.9	97.000	12	1.0	63.1
23.000	1	0.1	21.2	48.000	1	0.1	27.3	80.000	52	4.4	43.2	98.000	42	3.5	66.6
25.000	15	1.3	22.5	50.000	32	2.7	30.0	85.000	32	2.7	45.9	99.000	36	3.0	69.6
28.000	1	0.1	22.6	54.000	1	0.1	30.1	88.000	2	0.2	46.1	99.900	2	0.2	69.8
29.000	2	0.2	22.8	55.000	6	0.5	30.6	89.000	3	0.3	46.3	99.960	1	0.1	69.9
30.000	15	1.3	24.0	60.000	20	1.7	32.2	90.000	79	6.6	53.0	99.968	1	0.1	69.9
31.000	1	0.1	24.1	65.000	11	0.9	33.2	92.000	4	0.3	53.3	100.000	358	30.1	100.0
32.000	1	0.1	24.2	67.000	1	0.1	33.2								

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q22b (Percent of 2012, goods and services sold to: Government)

Moments

N	1152	Sum Weights	1152
Mean	7.25230208	Sum Observations	8354.652
Std Deviation	17.1495138	Variance	294.105822
Skewness	3.49793663	Kurtosis	12.8442688
Uncorrected SS	399106.261	Corrected SS	338515.801
Coeff Variation	236.469931	Std Error Mean	0.50527239

Basic Statistical Measures

Location		Variability	
Mean	7.252302	Std Deviation	17.14951
Median	0.000000	Variance	294.10582
Mode	0.000000	Range	100.00000
		Interquartile Range	5.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 14.35325	Pr >  t  <.0001
Sign	M 235	Pr >=  M  <.0001
Signed Rank	S 55342.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	90
95%	40
90%	20
75% Q3	5
50% Median	0
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	55212	1508	100	13377	122
0	55187	1506	100	24532	269
0	55118	1503	100	53076	629
0	54967	1501	100	20756	921
0	54538	1489	100	34206	1230

Missing Values

Missing Value		-----Percent Of-----	
Count	All Obs	Missing	Obs

Appendix A. Frequency Listings for All Groups

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.	123	8.16	34.55
S	233	15.45	65.45
<b>Total</b>	<b>356</b>	<b>23.61</b>	<b>100.00</b>

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0.000	682	59.2	59.2	0.100	1	0.1	59.5	2.000	34	3.0	66.4	5.000	98	8.5	77.1
0.010	2	0.2	59.4	0.500	1	0.1	59.6	3.000	17	1.5	67.9	6.000	4	0.3	77.4
0.032	1	0.1	59.5	1.000	44	3.8	63.5	4.000	8	0.7	68.6	7.000	1	0.1	77.5

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure  
 Variable: Q22b (Percent of 2012, goods and services sold to: Government)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
8.000	5	0.4	78.0	25.000	14	1.2	92.2	50.000	10	0.9	96.3	75.000	2	0.2	97.6
9.000	1	0.1	78.0	28.000	1	0.1	92.3	54.000	1	0.1	96.4	80.000	9	0.8	98.4
10.000	82	7.1	85.2	30.000	17	1.5	93.8	58.000	1	0.1	96.4	85.000	3	0.3	98.6
11.000	1	0.1	85.2	32.000	1	0.1	93.8	60.000	4	0.3	96.8	88.000	1	0.1	98.7
12.000	1	0.1	85.3	33.000	4	0.3	94.2	65.000	1	0.1	96.9	90.000	6	0.5	99.2
15.000	25	2.2	87.5	35.000	4	0.3	94.5	66.000	1	0.1	97.0	95.000	2	0.2	99.4
18.000	3	0.3	87.8	40.000	9	0.8	95.3	70.000	4	0.3	97.3	100.000	7	0.6	100.0
20.000	37	3.2	91.0	46.000	1	0.1	95.4	73.000	1	0.1	97.4				

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q22c (Percent of 2012, goods and services sold to: Individuals)

Moments

N	1159	Sum Weights	1159
Mean	25.1221743	Sum Observations	29116.6
Std Deviation	36.5357369	Variance	1334.86007
Skewness	1.18312668	Kurtosis	-0.2918511
Uncorrected SS	2277240.26	Corrected SS	1545767.96
Coeff Variation	145.432224	Std Error Mean	1.07318885

Basic Statistical Measures

Location		Variability	
Mean	25.12217	Std Deviation	36.53574
Median	4.00000	Variance	1335
Mode	0.00000	Range	100.00000
		Interquartile Range	40.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 23.4089	Pr >  t  <.0001
Sign	M 349.5	Pr >=  M  <.0001
Signed Rank	S 122325	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	100
90%	98
75% Q3	40
50% Median	4
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	55118	1503	100	52821	1450
0	54899	1498	100	53211	1460
0	54809	1495	100	53941	1474
0	54729	1494	100	54116	1479
0	54685	1491	100	54538	1489

Missing Values

Missing Value		-----Percent Of-----	
Count	All Obs	Missing	Obs



Appendix A. Frequency Listings for All Groups

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.	123	8.16	35.24
S	226	14.99	64.76
Total	349	23.14	100.00

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	460	39.7	39.7	0.50	1	0.1	39.9	3.00	11	0.9	49.9	6.00	3	0.3	57.7
0.04	1	0.1	39.8	1.00	57	4.9	44.9	4.00	4	0.3	50.2	7.00	1	0.1	57.8
0.10	1	0.1	39.9	2.00	47	4.1	48.9	5.00	84	7.2	57.5	8.00	2	0.2	58.0

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure  
 Variable: Q22c (Percent of 2012, goods and services sold to: Individuals)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
9.00	2	0.2	58.2	30.00	11	0.9	72.6	61.00	1	0.1	78.9	88.00	2	0.2	85.7
10.00	71	6.1	64.3	33.00	2	0.2	72.7	65.00	5	0.4	79.3	89.00	1	0.1	85.8
13.00	1	0.1	64.4	34.00	1	0.1	72.8	68.00	1	0.1	79.4	90.00	22	1.9	87.7
14.00	1	0.1	64.5	35.00	6	0.5	73.3	70.00	16	1.4	80.8	93.00	3	0.3	87.9
15.00	23	2.0	66.4	39.00	1	0.1	73.4	73.00	1	0.1	80.8	94.00	3	0.3	88.2
18.00	1	0.1	66.5	40.00	20	1.7	75.2	75.00	16	1.4	82.2	95.00	13	1.1	89.3
19.00	4	0.3	66.9	45.00	3	0.3	75.4	79.00	1	0.1	82.3	96.00	2	0.2	89.5
20.00	28	2.4	69.3	47.00	1	0.1	75.5	80.00	20	1.7	84.0	97.00	3	0.3	89.7
21.00	1	0.1	69.4	48.00	1	0.1	75.6	82.00	1	0.1	84.1	98.00	9	0.8	90.5
22.00	1	0.1	69.5	50.00	24	2.1	77.7	84.00	1	0.1	84.2	99.00	4	0.3	90.9
23.00	1	0.1	69.5	55.00	5	0.4	78.1	85.00	13	1.1	85.3	99.98	2	0.2	91.0
25.00	23	2.0	71.5	58.00	1	0.1	78.2	86.00	1	0.1	85.4	100.00	104	9.0	100.0
26.00	1	0.1	71.6	60.00	7	0.6	78.8	87.00	1	0.1	85.5				

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure  
 Variable: Q22d (Percent of 2012, goods and services sold to: Total)

Moments

N	1211	Sum Weights	1211
Mean	98.6911643	Sum Observations	119515
Std Deviation	11.9934726	Variance	143.843385
Skewness	-7.0737108	Kurtosis	63.1470091
Uncorrected SS	11969125	Corrected SS	174050.495
Coeff Variation	12.1525292	Std Error Mean	0.34464571

Basic Statistical Measures

Location		Variability	
Mean	98.6912	Std Deviation	11.99347
Median	100.0000	Variance	143.84338
Mode	100.0000	Range	200.00000
		Interquartile Range	0

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 286.3554	Pr >  t  <.0001
Sign	M 598.5	Pr >=  M  <.0001
Signed Rank	S 358501.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	200
99%	100
95%	100
90%	100
75% Q3	100
50% Median	100
25% Q1	100
10%	100
5%	100
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	24626	1030	100	55187	1506
0	50216	596	100	55212	1508
0	44109	548	101	22098	226
0	43881	541	105	11433	58
0	43424	526	200	33311	362

Missing Values

Missing Value		-----Percent Of-----	
Count	All Obs	Missing	Obs

Appendix A. Frequency Listings for All Groups

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.	126	8.36	42.42
S	171	11.34	57.58
<b>Total</b>	<b>297</b>	<b>19.69</b>	<b>100.00</b>

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0	14	1.2	1.2	12	1	0.1	1.4	100	1188	98.1	99.8	200	1	0.1	100.0
2	1	0.1	1.2	90	1	0.1	1.5	101	1	0.1	99.8				
7	1	0.1	1.3	99	2	0.2	1.7	105	1	0.1	99.9				

The FREQ Procedure

Is the current market for your products or services . . .

	Q23	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing		17	.	.	.
Skipped		126	.	.	.
Uncertain		54	.	.	.
Growing		429	32.72	429	32.72
Stable		408	31.12	837	63.84
Declining		121	9.23	958	73.07
Mixed (e.g., some are declining, others growing)		353	26.93	1311	100.00

Frequency Missing = 197

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

	Q24	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		1	.	.	.
Missing		12	.	.	.
Skipped		127	.	.	.
Yes		687	50.22	687	50.22
No		681	49.78	1368	100.00

Frequency Missing = 140

How often does this business monitor customer satisfaction through analysis of complaints, customer satisfaction surveys, focus groups, or other methods?

	Q25	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing		7	.	.	.
Skipped		129	.	.	.
Never		267	19.46	267	19.46
Occasionally		468	34.11	735	53.57
Regularly		637	46.43	1372	100.00

Frequency Missing = 136

How often are processes changed to fix problems identified through customer complaints?

	Q26	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing		14	.	.	.
Skipped		129	.	.	.
Never		43	3.15	43	3.15
Occasionally		543	39.78	586	42.93
Regularly		779	57.07	1365	100.00

Frequency Missing = 143

In the past 3 years, did this business produce any new or significantly improved goods?

	Q27A	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		1	.	.	.
Missing		17	.	.	.

Appendix A. Frequency Listings for All Groups

---

Not Applicable	178	.	.	.
Skipped	129	.	.	.
Yes	872	73.71	872	73.71
No	311	26.29	1183	100.00

Frequency Missing = 325

The FREQ Procedure

In the past 3 years, did this business provide any new or significantly improved services?

Q27B	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	2	.	.	.
Missing	20	.	.	.
Not Applicable	163	.	.	.
Skipped	129	.	.	.
Yes	739	61.89	739	61.89
No	455	38.11	1194	100.00

Frequency Missing = 314

In the past 3 years, did this business introduce new or significantly improved methods of manufacturing or producing goods or services?

Q27C	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	1	.	.	.
Missing	19	.	.	.
Not Applicable	234	.	.	.
Skipped	129	.	.	.
Yes	685	60.89	685	60.89
No	440	39.11	1125	100.00

Frequency Missing = 383

In the past 3 years, did this business introduce new or significantly improved logistics, delivery, or distribution methods for your inputs, goods, or services?

Q27D	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	3	.	.	.
Missing	20	.	.	.
Not Applicable	201	.	.	.
Skipped	129	.	.	.
Yes	477	41.30	477	41.30
No	678	58.70	1155	100.00

Frequency Missing = 353

In the past 3 years, did this business introduce new or significantly improved support activities for your processes?

Q27E	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	1	.	.	.
Missing	19	.	.	.
Not Applicable	173	.	.	.
Skipped	129	.	.	.
Yes	599	50.51	599	50.51
No	587	49.49	1186	100.00

Frequency Missing = 322

In the past 3 years, did this business introduce new or significant improvements in your marketing methods?

Q27F	Frequency	Percent	Cumulative Frequency	Cumulative Percent
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Appendix A. Frequency Listings for All Groups

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Don't know	2	.	.	.
Missing	21	.	.	.
Not Applicable	138	.	.	.
Skipped	129	.	.	.
Yes	619	50.82	619	50.82
No	599	49.18	1218	100.00

Frequency Missing = 290



ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The FREQ Procedure

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

Q28A	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	2	.	.	.
Missing	41	.	.	.
Skipped	129	.	.	.
Yes	330	24.70	330	24.70
No	1006	75.30	1336	100.00

Frequency Missing = 172

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

Q28B	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	3	.	.	.
Missing	41	.	.	.
Skipped	129	.	.	.
Yes	478	35.81	478	35.81
No	857	64.19	1335	100.00

Frequency Missing = 173

Please tell us why improvement or innovation activities have not been necessary or possible.

Q29A	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	108	.	.	.
Comment present	84	6.00	84	6.00
Comment not present	1316	94.00	1400	100.00

Frequency Missing = 108

In 2012, did this business sell any new or significantly improved goods or services with the improvement: Improved performance

Q30A	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	1	.	.	.
Missing	71	.	.	.
Skipped	259	.	.	.
Yes	737	62.62	737	62.62
No	440	37.38	1177	100.00

Frequency Missing = 331

In 2012, did this business sell any new or significantly improved goods or services with the improvement: More user-friendly

Q30B	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	83	.	.	.
Skipped	259	.	.	.
Yes	516	44.25	516	44.25
No	650	55.75	1166	100.00

Frequency Missing = 342

Appendix A. Frequency Listings for All Groups

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In 2012, did this business sell any new or significantly improved goods or services with the improvement: Reduced costs

	Q30C	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing		79	.	.	.
Skipped		259	.	.	.
Yes		596	50.94	596	50.94
No		574	49.06	1170	100.00

Frequency Missing = 338

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The FREQ Procedure

In 2012, did this business sell any new or significantly improved goods or services with the improvement: New features

	Q30D	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing		78	.	.	.
Skipped		259	.	.	.
Yes		701	59.86	701	59.86
No		470	40.14	1171	100.00

Frequency Missing = 337

In 2012, did this business sell any new or significantly improved goods or services with the improvement: New service capabilities

	Q30E	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing		80	.	.	.
Skipped		259	.	.	.
Yes		482	41.23	482	41.23
No		687	58.77	1169	100.00

Frequency Missing = 339

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?

	Q31	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing		65	.	.	.
Skipped		260	.	.	.
Uncertain		272	.	.	.
Yes		507	55.65	507	55.65
No		404	44.35	911	100.00

Frequency Missing = 597

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q32 (In 2012, what percent of this business's sales came from new or significantly improved goods or services?)

Moments

N	1129	Sum Weights	1129
Mean	12.2171833	Sum Observations	13793.2
Std Deviation	16.4734922	Variance	271.375946
Skewness	2.46680284	Kurtosis	7.90072172
Uncorrected SS	474626.12	Corrected SS	306112.067
Coeff Variation	134.838708	Std Error Mean	0.49027382

Basic Statistical Measures

Location		Variability	
Mean	12.21718	Std Deviation	16.47349
Median	10.00000	Variance	271.37595
Mode	0.00000	Range	100.00000
		Interquartile Range	18.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 24.9191	Pr >  t  <.0001
Sign	M 392	Pr >=  M  <.0001
Signed Rank	S 153860	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	80
95%	50
90%	30
75% Q3	18
50% Median	10
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	55212	1508	100	20708	668
0	55187	1506	100	13971	869
0	55118	1503	100	22647	968
0	54600	1490	100	30591	1079
0	54312	1483	100	31091	1091

Missing Values

Missing Value		-----Percent Of-----	
Count	All Obs	Missing	Obs

**Appendix A. Frequency Listings for All Groups**

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.	51	3.38	13.46
M	1	0.07	0.26
S	323	21.42	85.22
T	4	0.27	1.06
<b>Total</b>	<b>379</b>	<b>25.13</b>	<b>100.00</b>

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The UNIVARIATE Procedure

Variable: Q32 (In 2012, what percent of this business's sales came from new or significantly improved goods or services?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.0	345	30.6	30.6	10.0	196	17.4	67.1	26.0	1	0.1	87.8	55.0	1	0.1	97.6
0.1	1	0.1	30.6	11.0	2	0.2	67.3	30.0	40	3.5	91.3	60.0	4	0.4	98.0
0.5	2	0.2	30.8	12.0	6	0.5	67.8	33.0	2	0.2	91.5	63.0	1	0.1	98.1
1.0	27	2.4	33.2	12.5	1	0.1	67.9	35.0	7	0.6	92.1	65.0	1	0.1	98.1
2.0	23	2.0	35.3	14.0	1	0.1	68.0	37.0	1	0.1	92.2	70.0	2	0.2	98.3
3.0	18	1.6	36.8	15.0	77	6.8	74.8	38.0	1	0.1	92.3	75.0	4	0.4	98.7
4.0	6	0.5	37.4	16.0	1	0.1	74.9	40.0	21	1.9	94.2	78.0	1	0.1	98.8
5.0	135	12.0	49.3	18.0	1	0.1	75.0	45.0	3	0.3	94.4	80.0	4	0.4	99.1
5.6	1	0.1	49.4	20.0	98	8.7	83.7	46.0	1	0.1	94.5	90.0	1	0.1	99.2
7.0	1	0.1	49.5	22.0	3	0.3	84.0	50.0	34	3.0	97.5	100.0	9	0.8	100.0
8.0	3	0.3	49.8	25.0	42	3.7	87.7								

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The FREQ Procedure

In the last 3 years, did this business engage in the innovation: In-house research and development (R&D) to increase knowledge or devise innovations

Q33A	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	1	.	.	.
Missing	45	.	.	.
Skipped	265	.	.	.
Yes	685	57.23	685	57.23
No	512	42.77	1197	100.00

Frequency Missing = 311

In the last 3 years, did this business engage in the innovation: Purchase research and development (R&D) from research organizations or other branches of this business

Q33B	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	50	.	.	.
Skipped	265	.	.	.
Yes	177	14.84	177	14.84
No	1016	85.16	1193	100.00

Frequency Missing = 315

In the last 3 years, did this business engage in the innovation: Conduct in-house design activities to improve aesthetics of product or packaging

Q33C	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	51	.	.	.
Skipped	265	.	.	.
Yes	551	46.22	551	46.22
No	641	53.78	1192	100.00

Frequency Missing = 316

In the last 3 years, did this business engage in the innovation: Purchase design services

Q33D	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	1	.	.	.
Missing	60	.	.	.
Skipped	265	.	.	.
Yes	300	25.38	300	25.38
No	882	74.62	1182	100.00

Frequency Missing = 326

In the last 3 years, did this business engage in the innovation: Purchase machinery, equipment, computers, or software to implement innovations

Q33E	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	47	.	.	.
Skipped	265	.	.	.
Yes	944	78.93	944	78.93
No	252	21.07	1196	100.00

Frequency Missing = 312





Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
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100

The FREQ Procedure

In the last 3 years, did this business engage in the innovation: Purchase or license patents or inventions to implement innovations

Q33F	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	2	.	.	.
Missing	54	.	.	.
Skipped	265	.	.	.
Yes	155	13.06	155	13.06
No	1032	86.94	1187	100.00

Frequency Missing = 321

In the last 3 years, did this business engage in the innovation: Purchase knowledge or expertise to implement innovations

Q33G	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	1	.	.	.
Missing	62	.	.	.
Skipped	265	.	.	.
Yes	309	26.19	309	26.19
No	871	73.81	1180	100.00

Frequency Missing = 328

In the last 3 years, did this business engage in the innovation: Plan, engineer, design, or conduct other development work to implement innovations

Q33H	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	54	.	.	.
Skipped	265	.	.	.
Yes	611	51.39	611	51.39
No	578	48.61	1189	100.00

Frequency Missing = 319

In the last 3 years, did this business engage in the innovation: Train staff to develop or introduce innovations

Q33I	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	1	.	.	.
Missing	52	.	.	.
Skipped	265	.	.	.
Yes	668	56.13	668	56.13
No	522	43.87	1190	100.00

Frequency Missing = 318

In the last 3 years, did this business engage in the innovation: Market research, advertising, or other marketing activities linked to implementing innovations

Q33J	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	2	.	.	.
Missing	52	.	.	.
Skipped	265	.	.	.
Yes	468	39.36	468	39.36
No	721	60.64	1189	100.00

Frequency Missing = 319

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The FREQ Procedure

If excess cash were available, how likely is it that these funds would be used to: Provide additional training of workers

Q34A	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	55	.	.	.
Skipped	266	.	.	.
Not at all likely	369	31.09	369	31.09
Probably	604	50.88	973	81.97
Most definitely	214	18.03	1187	100.00

Frequency Missing = 321

If excess cash were available, how likely is it that these funds would be used to: Repay debt

Q34B	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	2	.	.	.
Missing	65	.	.	.
Refused	2	.	.	.
Skipped	266	.	.	.
Not at all likely	378	32.23	378	32.23
Probably	332	28.30	710	60.53
Most definitely	463	39.47	1173	100.00

Frequency Missing = 335

If excess cash were available, how likely is it that these funds would be used to: Provide a reserve or cushion

Q34C	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	61	.	.	.
Skipped	266	.	.	.
Not at all likely	234	19.81	234	19.81
Probably	514	43.52	748	63.34
Most definitely	433	36.66	1181	100.00

Frequency Missing = 327

If excess cash were available, how likely is it that these funds would be used to: Fund additional innovation projects

Q34D	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	66	.	.	.
Skipped	266	.	.	.
Not at all likely	273	23.21	273	23.21
Probably	552	46.94	825	70.15
Most definitely	351	29.85	1176	100.00

Frequency Missing = 332

If excess cash were available, how likely is it that these funds would be used to: Fund additional investment projects, such as replacing old equipment or for expansion

Q34E	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	48	.	.	.
Skipped	266	.	.	.

**Appendix A. Frequency Listings for All Groups**

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<b>Not at all likely</b>	<b>107</b>	<b>8.96</b>	<b>107</b>	<b>8.96</b>
<b>Probably</b>	<b>446</b>	<b>37.35</b>	<b>553</b>	<b>46.31</b>
<b>Most definitely</b>	<b>641</b>	<b>53.69</b>	<b>1194</b>	<b>100.00</b>

**Frequency Missing = 314**

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The FREQ Procedure

Does this business produce products or provide services the green sector: Produce renewable energy

Q35A	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	1	.	.	.
Missing	32	.	.	.
Skipped	141	.	.	.
Yes	115	8.62	115	8.62
No	1219	91.38	1334	100.00

Frequency Missing = 174

Does this business produce products or provide services the green sector: Increase energy efficiency

Q35B	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	31	.	.	.
Skipped	141	.	.	.
Yes	314	23.50	314	23.50
No	1022	76.50	1336	100.00

Frequency Missing = 172

Does this business produce products or provide services the green sector: Conserve natural resources

Q35C	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	1	.	.	.
Missing	32	.	.	.
Refused	1	.	.	.
Skipped	141	.	.	.
Yes	379	28.43	379	28.43
No	954	71.57	1333	100.00

Frequency Missing = 175

Does this business produce products or provide services the green sector: Prevent, reduce, or clean up pollution

Q35D	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	27	.	.	.
Refused	1	.	.	.
Skipped	141	.	.	.
Yes	323	24.12	323	24.12
No	1016	75.88	1339	100.00

Frequency Missing = 169

Does this business produce products or provide services the green sector: Produce clean transportation fuels

Q35E	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	1	.	.	.
Missing	34	.	.	.
Refused	1	.	.	.
Skipped	141	.	.	.
Yes	62	4.66	62	4.66

**Appendix A. Frequency Listings for All Groups**

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No	1269	95.34	1331	100.00
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Frequency Missing = 177

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

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The FREQ Procedure

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

	Q36	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		93	.	.	.
Missing		21	.	.	.
Skipped		141	.	.	.
Yes		153	12.21	153	12.21
No		1100	87.79	1253	100.00

Frequency Missing = 255

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

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The UNIVARIATE Procedure

Variable: Q36A (In the past 3 years, how many patent applications did this business participate in?)

Moments

N	136	Sum Weights	136
Mean	6.20588235	Sum Observations	844
Std Deviation	20.2426457	Variance	409.764706
Skewness	9.6202787	Kurtosis	102.858305
Uncorrected SS	60556	Corrected SS	55318.2353
Coeff Variation	326.184813	Std Error Mean	1.73579255

Basic Statistical Measures

Location		Variability	
Mean	6.205882	Std Deviation	20.24265
Median	2.000000	Variance	409.76471
Mode	1.000000	Range	225.00000
		Interquartile Range	3.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 3.575244	Pr >  t  0.0005
Sign	M 67.5	Pr >=  M  <.0001
Signed Rank	S 4590	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	225
99%	50
95%	25
90%	10
75% Q3	4
50% Median	2
25% Q1	1
10%	1
5%	1
1%	1
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	24146	1016	29	20516	913
1	54319	1484	30	32881	350
1	52023	1424	30	53478	1463
1	51531	1416	50	44680	1376
1	44414	1370	225	42931	1341

Missing Values

Missing Value	Count	All Obs	-----Percent Of----- Missing Obs



Appendix A. Frequency Listings for All Groups

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.	118	7.82	8.60
S	1252	83.02	91.25
T	2	0.13	0.15
<b>Total</b>	<b>1372</b>	<b>90.98</b>	<b>100.00</b>

Frequency Counts

Value	Count	Percents	
		Cell	Cum
0	1	0.7	0.7
1	43	31.6	32.4

Value	Count	Percents	
		Cell	Cum
2	36	26.5	58.8
3	20	14.7	73.5

Value	Count	Percents	
		Cell	Cum
4	4	2.9	76.5
5	10	7.4	83.8

Value	Count	Percents	
		Cell	Cum
6	2	1.5	85.3
7	2	1.5	86.8

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

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The UNIVARIATE Procedure

Variable: Q36A (In the past 3 years, how many patent applications did this business participate in?)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
8	1	0.7	87.5	20	5	3.7	94.9	29	1	0.7	97.1	50	1	0.7	99.3
10	4	2.9	90.4	25	2	1.5	96.3	30	2	1.5	98.5	225	1	0.7	100.0
15	1	0.7	91.2												

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

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The UNIVARIATE Procedure

Variable: Q36B (In the past 3 years, how many patents were awarded?)

Moments

N	131	Sum Weights	131
Mean	3.02290076	Sum Observations	396
Std Deviation	6.33241435	Variance	40.0994715
Skewness	4.73865304	Kurtosis	27.5105159
Uncorrected SS	6410	Corrected SS	5212.9313
Coeff Variation	209.481384	Std Error Mean	0.55326561

Basic Statistical Measures

Location		Variability	
Mean	3.022901	Std Deviation	6.33241
Median	1.000000	Variance	40.09947
Mode	0.000000	Range	50.00000
		Interquartile Range	3.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 5.463742	Pr >  t  <.0001
Sign	M 46.5	Pr >=  M  <.0001
Signed Rank	S 2185.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	50
99%	30
95%	10
90%	7
75% Q3	3
50% Median	1
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	51531	1416	18	40248	1271
0	51279	1413	20	22463	962
0	50261	1393	30	44680	1376
0	43007	1344	30	53478	1463
0	41898	1316	50	42931	1341

Missing Values

Missing Value		-----Percent Of-----	
Count	All Obs	Missing	Obs

**Appendix A. Frequency Listings for All Groups**

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.	118	7.82	8.57
D	1	0.07	0.07
S	1255	83.22	91.14
T	3	0.20	0.22
<b>Total</b>	<b>1377</b>	<b>91.31</b>	<b>100.00</b>

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

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The UNIVARIATE Procedure  
 Variable: Q36B (In the past 3 years, how many patents were awarded?)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0	38	29.0	29.0	4	3	2.3	86.3	10	7	5.3	95.4	20	1	0.8	97.7
1	35	26.7	55.7	5	3	2.3	88.5	15	1	0.8	96.2	30	2	1.5	99.2
2	23	17.6	73.3	6	1	0.8	89.3	18	1	0.8	96.9	50	1	0.8	100.0
3	14	10.7	84.0	7	1	0.8	90.1								

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The FREQ Procedure

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

Q37A	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	4	.	.	.
Missing	43	.	.	.
Skipped	142	.	.	.
Yes	78	5.91	78	5.91
No	1241	94.09	1319	100.00

Frequency Missing = 189

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

Q37B	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	6	.	.	.
Missing	42	.	.	.
Skipped	142	.	.	.
Yes	200	15.17	200	15.17
No	1118	84.83	1318	100.00

Frequency Missing = 190

In the past 3 years, did this business produce materials eligible for copyright?

Q37C	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	3	.	.	.
Missing	49	.	.	.
Refused	1	.	.	.
Skipped	142	.	.	.
Yes	209	15.92	209	15.92
No	1104	84.08	1313	100.00

Frequency Missing = 195

In the past 3 years, did this business use trade secret protections (e.g., non-disclosure agreements, non-compete clauses, or sought remedies for misappropriation)?

Q37D	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	5	.	.	.
Missing	37	.	.	.
Refused	1	.	.	.
Skipped	142	.	.	.
Yes	380	28.72	380	28.72
No	943	71.28	1323	100.00

Frequency Missing = 185

During the economic recession period (2008-2009), to what extent did this business commit resources to innovate?

Q38	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	2	.	.	.
Missing	52	.	.	.

Appendix A. Frequency Listings for All Groups

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Not applicable, e.g., not in business at that time	87	.	.	.	
Skipped	143	.	.	.	
Increased resources for innovation activities	182	14.87	182	14.87	
There was no change in innovation resources	603	49.26	785	64.13	
Delayed or decreased resources for innovation	437	35.70	1222	99.84	
	4	2	0.16	1224	100.00

Frequency Missing = 284

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The FREQ Procedure

Compared to 2012, in this current year (2013) would you say resources for innovation at this business have been . . .

Q39	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	30	.	.	.
Refused	1	.	.	.
Skipped	142	.	.	.
Increased	449	33.63	449	33.63
Kept the same	781	58.50	1230	92.13
Decreased	105	7.87	1335	100.00

Frequency Missing = 173

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

Q40A	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	30	.	.	.
Skipped	142	.	.	.
Yes	866	64.82	866	64.82
No	470	35.18	1336	100.00

Frequency Missing = 172

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

Q40B	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	3	.	.	.
Missing	31	.	.	.
Skipped	142	.	.	.
Yes	826	62.01	826	62.01
No	506	37.99	1332	100.00

Frequency Missing = 176

In the past 3 years, has this business begun exporting goods or services?

Q40C	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	1	.	.	.
Missing	41	.	.	.
Skipped	142	.	.	.
Yes	228	17.22	228	17.22
No	1096	82.78	1324	100.00

Frequency Missing = 184

In the past 3 years, has this business reduced time to respond to customer needs?

Q40D	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	39	.	.	.
Skipped	142	.	.	.
Yes	752	56.67	752	56.67
No	575	43.33	1327	100.00



Frequency Missing = 181

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgrmrsr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The FREQ Procedure

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

Q40E	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	1	.	.	.
Missing	41	.	.	.
Skipped	142	.	.	.
Yes	818	61.78	818	61.78
No	506	38.22	1324	100.00

Frequency Missing = 184

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

Q40F	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	42	.	.	.
Skipped	142	.	.	.
Yes	782	59.06	782	59.06
No	542	40.94	1324	100.00

Frequency Missing = 184

In the past 3 years, has this business reduced labor costs per unit output?

Q40G	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	2	.	.	.
Missing	40	.	.	.
Skipped	142	.	.	.
Yes	591	44.64	591	44.64
No	733	55.36	1324	100.00

Frequency Missing = 184

In the past 3 years, has this business reduced materials and energy required per unit output?

Q40H	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	4	.	.	.
Missing	42	.	.	.
Skipped	142	.	.	.
Yes	473	35.83	473	35.83
No	847	64.17	1320	100.00

Frequency Missing = 188

In the past 3 years, has this business improved worker satisfaction or reduced worker turnover?

Q40I	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	42	.	.	.
Refused	1	.	.	.
Skipped	142	.	.	.
Yes	825	62.36	825	62.36
No	498	37.64	1323	100.00

Frequency Missing = 185

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

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The FREQ Procedure

Factors related to location. How much of a problem for your ability to compete is zoning or development regulations?

Q41A	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	1	.	.	.
Missing	42	.	.	.
Skipped	146	.	.	.
Not a problem	924	70.05	924	70.05
A minor problem	290	21.99	1214	92.04
A major problem	105	7.96	1319	100.00

Frequency Missing = 189

Factors related to location. How much of a problem for your ability to compete is vitality of the local economy?

Q41B	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	1	.	.	.
Missing	45	.	.	.
Skipped	146	.	.	.
Not a problem	636	48.33	636	48.33
A minor problem	434	32.98	1070	81.31
A major problem	246	18.69	1316	100.00

Frequency Missing = 192

Factors related to location. How much of a problem for your ability to compete is access to financial, legal, and other business services?

Q41C	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	1	.	.	.
Missing	44	.	.	.
Skipped	146	.	.	.
Not a problem	1032	78.36	1032	78.36
A minor problem	220	16.70	1252	95.06
A major problem	65	4.94	1317	100.00

Frequency Missing = 191

Factors related to location. How much of a problem for your ability to compete is access to equipment and software suppliers?

Q41D	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	46	.	.	.
Skipped	146	.	.	.
Not a problem	1065	80.93	1065	80.93
A minor problem	201	15.27	1266	96.20
A major problem	50	3.80	1316	100.00

Frequency Missing = 192

Factors related to location. How much of a problem for your ability to compete is access to training courses?

Q41E	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	47	.	.	.
Skipped	146	.	.	.

**Appendix A. Frequency Listings for All Groups**

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<b>Not a problem</b>	<b>958</b>	<b>72.85</b>	<b>958</b>	<b>72.85</b>
<b>A minor problem</b>	<b>309</b>	<b>23.50</b>	<b>1267</b>	<b>96.35</b>
<b>A major problem</b>	<b>48</b>	<b>3.65</b>	<b>1315</b>	<b>100.00</b>

**Frequency Missing = 193**

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

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The FREQ Procedure

Factors related to location. How much of a problem for your ability to compete is access to transportation or freight forwarding facilities and services?

Q41F	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	42	.	.	.
Skipped	146	.	.	.
Not a problem	1045	79.17	1045	79.17
A minor problem	213	16.14	1258	95.30
A major problem	62	4.70	1320	100.00

Frequency Missing = 188

Factors related to location. How much of a problem for your ability to compete is availability of broadband or high speed internet?

Q41G	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	40	.	.	.
Skipped	146	.	.	.
Not a problem	1041	78.74	1041	78.74
A minor problem	191	14.45	1232	93.19
A major problem	90	6.81	1322	100.00

Frequency Missing = 186

Factors related to location. How much of a problem for your ability to compete is local availability of mobile or cellular service?

Q41H	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	42	.	.	.
Skipped	146	.	.	.
Not a problem	1062	80.45	1062	80.45
A minor problem	208	15.76	1270	96.21
A major problem	50	3.79	1320	100.00

Frequency Missing = 188

Factors related to location. How much of a problem for your ability to compete is local roads and bridges?

Q41I	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	1	.	.	.
Missing	42	.	.	.
Skipped	146	.	.	.
Not a problem	1070	81.12	1070	81.12
A minor problem	194	14.71	1264	95.83
A major problem	55	4.17	1319	100.00

Frequency Missing = 189

Factors related to location. How much of a problem for your ability to compete is cost of facilities and land?

Q41J	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	1	.	.	.
Missing	42	.	.	.
Skipped	146	.	.	.

**Appendix A. Frequency Listings for All Groups**

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<b>Not a problem</b>	<b>874</b>	<b>66.26</b>	<b>874</b>	<b>66.26</b>
<b>A minor problem</b>	<b>334</b>	<b>25.32</b>	<b>1208</b>	<b>91.58</b>
<b>A major problem</b>	<b>111</b>	<b>8.42</b>	<b>1319</b>	<b>100.00</b>

**Frequency Missing = 189**

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

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The FREQ Procedure

Factors related to location. How much of a problem for your ability to compete is attractiveness of the area to managers and professionals?

Q41K	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	1	.	.	.
Missing	42	.	.	.
Skipped	146	.	.	.
Not a problem	716	54.28	716	54.28
A minor problem	399	30.25	1115	84.53
A major problem	204	15.47	1319	100.00

Frequency Missing = 189

Factors related to location. How much of a problem for your ability to compete is quality of primary and secondary schools?

Q41L	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	2	.	.	.
Missing	44	.	.	.
Skipped	146	.	.	.
Not a problem	919	69.83	919	69.83
A minor problem	295	22.42	1214	92.25
A major problem	102	7.75	1316	100.00

Frequency Missing = 192

Factors related to location. How much of a problem for your ability to compete is environmental regulations?

Q41M	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	44	.	.	.
Skipped	146	.	.	.
Not a problem	730	55.39	730	55.39
A minor problem	384	29.14	1114	84.52
A major problem	204	15.48	1318	100.00

Frequency Missing = 190

Factors related to location. How much of a problem for your ability to compete is state and local tax rates?

Q41N	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	2	.	.	.
Missing	45	.	.	.
Skipped	146	.	.	.
Not a problem	560	42.59	560	42.59
A minor problem	496	37.72	1056	80.30
A major problem	259	19.70	1315	100.00

Frequency Missing = 193

Involvement in promoting business in your community by the institution: Local government development effort at village, town, or city

Q42a1	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	117	.	.	.
Missing	40	.	.	.



**Appendix A. Frequency Listings for All Groups**

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<b>Skipped</b>	<b>147</b>	<b>.</b>	<b>.</b>	<b>.</b>
<b>Not at all active or Not present</b>	<b>371</b>	<b>30.81</b>	<b>371</b>	<b>30.81</b>
<b>Somewhat active</b>	<b>568</b>	<b>47.18</b>	<b>939</b>	<b>77.99</b>
<b>Very active</b>	<b>265</b>	<b>22.01</b>	<b>1204</b>	<b>100.00</b>

Frequency Missing = 304

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

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The FREQ Procedure

Involvement in promoting business in your community by the institution: Local government development effort at county

	Q42a2	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		133	.	.	.
Missing		38	.	.	.
Skipped		147	.	.	.
Not at all active or Not present		426	35.80	426	35.80
Somewhat active		567	47.65	993	83.45
Very active		197	16.55	1190	100.00

Frequency Missing = 318

Involvement in promoting business in your community by the institution: Local government development effort at regional or multi-county

	Q42a3	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		180	.	.	.
Missing		50	.	.	.
Skipped		147	.	.	.
Not at all active or Not present		479	42.35	479	42.35
Somewhat active		481	42.53	960	84.88
Very active		171	15.12	1131	100.00

Frequency Missing = 377

Involvement in promoting business in your community by the institution: Business association (e.g., Chamber of Commerce)

	Q42b	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		98	.	.	.
Missing		52	.	.	.
Skipped		147	.	.	.
Not at all active or Not present		235	19.41	235	19.41
Somewhat active		587	48.47	822	67.88
Very active		389	32.12	1211	100.00

Frequency Missing = 297

Involvement in promoting business in your community by the institution: College, university, or extension support for local business

	Q42c	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		147	.	.	.
Missing		50	.	.	.
Refused		1	.	.	.
Skipped		147	.	.	.
Not at all active or Not present		411	35.34	411	35.34
Somewhat active		527	45.31	938	80.65
Very active		225	19.35	1163	100.00

Frequency Missing = 345

Involvement in promoting business in your community by the institution: Community foundations or nonprofit organizations

	Q42d	Frequency	Percent	Cumulative Frequency	Cumulative Percent
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Appendix A. Frequency Listings for All Groups

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<b>Don't know</b>	<b>184</b>	<b>.</b>	<b>.</b>	<b>.</b>
<b>Missing</b>	<b>44</b>	<b>.</b>	<b>.</b>	<b>.</b>
<b>Skipped</b>	<b>147</b>	<b>.</b>	<b>.</b>	<b>.</b>
<b>Not at all active or Not present</b>	<b>503</b>	<b>44.40</b>	<b>503</b>	<b>44.40</b>
<b>Somewhat active</b>	<b>434</b>	<b>38.31</b>	<b>937</b>	<b>82.70</b>
<b>Very active</b>	<b>196</b>	<b>17.30</b>	<b>1133</b>	<b>100.00</b>

Frequency Missing = 375

The FREQ Procedure

Involvement in promoting business in your community by the institution: Local investors

	Q42e	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		203	.	.	.
Missing		40	.	.	.
Skipped		147	.	.	.
Not at all active or Not present		543	48.57	543	48.57
Somewhat active		436	39.00	979	87.57
Very active		139	12.43	1118	100.00

Frequency Missing = 390

Involvement in promoting business in your community by the institution: Banks

	Q42f	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		155	.	.	.
Missing		47	.	.	.
Skipped		147	.	.	.
Not at all active or Not present		333	28.73	333	28.73
Somewhat active		606	52.29	939	81.02
Very active		220	18.98	1159	100.00

Frequency Missing = 349

How much civic leadership does THIS business provide in your community?

	Q42aa	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing		30	.	.	.
Skipped		147	.	.	.
None		390	29.30	390	29.30
Some		726	54.55	1116	83.85
A lot		215	16.15	1331	100.00

Frequency Missing = 177

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

	Q43	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		1	.	.	.
Missing		29	.	.	.
Refused		2	.	.	.
Skipped		147	.	.	.
Yes		1158	87.13	1158	87.13
No		171	12.87	1329	100.00

Frequency Missing = 179

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

	Q43A	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing		52	.	.	.
Skipped		313	.	.	.

**Appendix A. Frequency Listings for All Groups**

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<b>Yes</b>	<b>540</b>	<b>47.24</b>	<b>540</b>	<b>47.24</b>
<b>No</b>	<b>572</b>	<b>50.04</b>	<b>1112</b>	<b>97.29</b>
<b>Don't know</b>	<b>31</b>	<b>2.71</b>	<b>1143</b>	<b>100.00</b>

**Frequency Missing = 365**

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
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The FREQ Procedure

Thinking about this new or customized product or service, why was it originally developed?

	Q43B	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		2	.	.	.
Missing		94	.	.	.
Refused		1	.	.	.
Skipped		887	.	.	.
One of the founders created it for personal use		35	6.68	35	6.68
One of the founders created it for use at a previous job or business		55	10.50	90	17.18
One of the founders identified a business opportunity		434	82.82	524	100.00

Frequency Missing = 984

Use in the past 3 years of government or government-sponsored program: Direct loans from a government agency (e.g., USDA B&I Direct Loan)

	Q44A	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		8	.	.	.
Missing		69	.	.	.
Skipped		147	.	.	.
Yes		82	6.39	82	6.39
No		1202	93.61	1284	100.00

Frequency Missing = 224

Importance in the past 3 years of government or government-sponsored program: Direct loans from a government agency (e.g., USDA B&I Direct Loan)

	Q44A1	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing		1194	.	.	.
Skipped		147	.	.	.
Not important		130	77.84	130	77.84
Somewhat important		34	20.36	164	98.20
Very important		3	1.80	167	100.00

Frequency Missing = 1341

Use in the past 3 years of government or government-sponsored program: Government insurance or guarantee for loans (e.g., SBA 7(a) Loan Program)

	Q44B	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		6	.	.	.
Missing		70	.	.	.
Skipped		147	.	.	.
Yes		104	8.09	104	8.09
No		1181	91.91	1285	100.00

Frequency Missing = 223

Importance in the past 3 years of government or government-sponsored program:  
 Government insurance or guarantee for loans (e.g., SBA 7(a) Loan Program)

	Q44B1	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing		1175	.	.	.
Skipped		147	.	.	.

**Appendix A. Frequency Listings for All Groups**

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<b>Not important</b>	<b>55</b>	<b>29.57</b>	<b>55</b>	<b>29.57</b>
<b>Somewhat important</b>	<b>47</b>	<b>25.27</b>	<b>102</b>	<b>54.84</b>
<b>Very important</b>	<b>84</b>	<b>45.16</b>	<b>186</b>	<b>100.00</b>

**Frequency Missing = 1322**

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
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The FREQ Procedure

Use in the past 3 years of government or government-sponsored program: Revolving loan funds run by a nonprofit or government organization

Q44C	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	8	.	.	.
Missing	70	.	.	.
Skipped	147	.	.	.
Yes	60	4.68	60	4.68
No	1223	95.32	1283	100.00

Frequency Missing = 225

Importance in the past 3 years of government or government-sponsored program: Revolving loan funds run by a nonprofit or government organization

Q44C1	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	1220	.	.	.
Skipped	147	.	.	.
Not important	55	39.01	55	39.01
Somewhat important	41	29.08	96	68.09
Very important	45	31.91	141	100.00

Frequency Missing = 1367

Use in the past 3 years of government program: Tax incentives by state or local government, including enterprise zones, urban revitalization, Tax Increment Financing

Q44D	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	6	.	.	.
Missing	82	.	.	.
Skipped	147	.	.	.
Yes	257	20.19	257	20.19
No	1016	79.81	1273	100.00

Frequency Missing = 235

Importance in the past 3 years of government program: Tax incentives by state or local government, including enterprise zones, urban revitalization, Tax Increment Financing

Q44D1	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	1	.	.	.
Missing	1038	.	.	.
Skipped	147	.	.	.
Not important	48	14.91	48	14.91
Somewhat important	134	41.61	182	56.52
Very important	140	43.48	322	100.00

Frequency Missing = 1186

Use in the past 3 years of government or government-sponsored program: Government-assisted industrial parks or business incubators

Q44E	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	4	.	.	.
Missing	73	.	.	.



Appendix A. Frequency Listings for All Groups

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Skipped	147	.	.	.
Yes	47	3.66	47	3.66
No	1237	96.34	1284	100.00

Frequency Missing = 224

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
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The FREQ Procedure

Importance in the past 3 years of government or government-sponsored program: Government-assisted industrial parks or business incubators

Q44E1	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	1232	.	.	.
Skipped	147	.	.	.
Not important	60	46.51	60	46.51
Somewhat important	38	29.46	98	75.97
Very important	31	24.03	129	100.00

Frequency Missing = 1379

Use in the past 3 years of government or government-sponsored program: Government-funded technology assistance programs

Q44F	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	4	.	.	.
Missing	82	.	.	.
Skipped	147	.	.	.
Yes	74	5.80	74	5.80
No	1201	94.20	1275	100.00

Frequency Missing = 233

Importance in the past 3 years of government or government-sponsored program: Government-funded technology assistance programs

Q44F1	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	1204	.	.	.
Skipped	147	.	.	.
Not important	53	33.76	53	33.76
Somewhat important	61	38.85	114	72.61
Very important	43	27.39	157	100.00

Frequency Missing = 1351

Use in the past 3 years of government or government-sponsored program: Government-assisted worker-training programs

Q44G	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	4	.	.	.
Missing	75	.	.	.
Skipped	147	.	.	.
Yes	179	13.96	179	13.96
No	1103	86.04	1282	100.00

Frequency Missing = 226

Importance in the past 3 years of government or government-sponsored program: Government-assisted worker-training programs

Q44G1	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	1123	.	.	.
Skipped	147	.	.	.
Not important	63	26.47	63	26.47
Somewhat important	95	39.92	158	66.39
Very important	80	33.61	238	100.00

Frequency Missing = 1270

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The FREQ Procedure

Use in the past 3 years of government or government-sponsored program: National Innovation Marketplace

Q44H	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	10	.	.	.
Missing	71	.	.	.
Skipped	147	.	.	.
Yes	13	1.02	13	1.02
No	1267	98.98	1280	100.00

Frequency Missing = 228

Importance in the past 3 years of government or government-sponsored program: National Innovation Marketplace

Q44H1	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	1263	.	.	.
Skipped	147	.	.	.
Not important	61	62.24	61	62.24
Somewhat important	24	24.49	85	86.73
Very important	13	13.27	98	100.00

Frequency Missing = 1410

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

Q45	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	99	.	.	.
Missing	27	.	.	.
Skipped	147	.	.	.
Yes	695	56.28	695	56.28
No	540	43.72	1235	100.00

Frequency Missing = 273

In the past 3 years, did you try to borrow money from a commercial bank?

Q45A	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	1	.	.	.
Missing	85	.	.	.
Skipped	749	.	.	.
Yes	620	92.12	620	92.12
No	53	7.88	673	100.00

Frequency Missing = 835

In the past 3 years, how much of the funding did you receive from a commercial bank?

Q45A1	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	2	.	.	.
Missing	173	.	.	.
Skipped	749	.	.	.
All	492	84.25	492	84.25
Some	90	15.41	582	99.66

**Appendix A. Frequency Listings for All Groups**

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None	2	0.34	584	100.00
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Frequency Missing = 924

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The FREQ Procedure

In the past 3 years, did you try to borrow money from a savings & loan or credit union?

	Q45B	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		3	.	.	.
Missing		105	.	.	.
Skipped		749	.	.	.
Yes		51	7.83	51	7.83
No		600	92.17	651	100.00

Frequency Missing = 857

In the past 3 years, how much of the funding did you receive from a savings & loan or credit union?

	Q45B1	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing		699	.	.	.
Skipped		749	.	.	.
All		29	48.33	29	48.33
Some		11	18.33	40	66.67
None		20	33.33	60	100.00

Frequency Missing = 1448

In the past 3 years, did you try to borrow money from a finance or leasing company?

	Q45C	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		2	.	.	.
Missing		106	.	.	.
Skipped		749	.	.	.
Yes		193	29.65	193	29.65
No		458	70.35	651	100.00

Frequency Missing = 857

In the past 3 years, how much of the funding did you receive from a finance or leasing company?

	Q45C1	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing		570	.	.	.
Skipped		749	.	.	.
All		140	74.07	140	74.07
Some		33	17.46	173	91.53
None		16	8.47	189	100.00

Frequency Missing = 1319

In the past 3 years, did you try to borrow money from an insurance or mortgage company?

	Q45D	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		1	.	.	.
Missing		106	.	.	.
Skipped		749	.	.	.
Yes		25	3.83	25	3.83
No		627	96.17	652	100.00

Frequency Missing = 856

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgrmrsr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
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The FREQ Procedure

In the past 3 years, how much of the funding did you receive from an insurance or mortgage company?

Q45D1	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	722	.	.	.
Skipped	749	.	.	.
All	13	35.14	13	35.14
Some	9	24.32	22	59.46
None	15	40.54	37	100.00

Frequency Missing = 1471

In the past 3 years, did you try to borrow money from family or friends?

Q45E	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	1	.	.	.
Missing	104	.	.	.
Skipped	749	.	.	.
Yes	62	9.48	62	9.48
No	592	90.52	654	100.00

Frequency Missing = 854

In the past 3 years, how much of the funding did you receive from family or friends?

Q45E1	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	686	.	.	.
Skipped	749	.	.	.
All	30	41.10	30	41.10
Some	28	38.36	58	79.45
None	15	20.55	73	100.00

Frequency Missing = 1435

In the past 3 years, did you try to borrow money from a federal, state, or local government?

Q45F	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	2	.	.	.
Missing	100	.	.	.
Skipped	749	.	.	.
Yes	46	7.00	46	7.00
No	611	93.00	657	100.00

Frequency Missing = 851

In the past 3 years, how much of the funding did you receive from a federal, state, or local government?

Q45F1	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	703	.	.	.
Skipped	749	.	.	.
All	22	39.29	22	39.29
Some	11	19.64	33	58.93
None	23	41.07	56	100.00



Frequency Missing = 1452

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
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The FREQ Procedure

In the past 3 years, did you try to borrow money from a credit or advance from a customer?

Q45G	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	1	.	.	.
Missing	106	.	.	.
Skipped	749	.	.	.
Yes	33	5.06	33	5.06
No	619	94.94	652	100.00

Frequency Missing = 856

In the past 3 years, how much of the funding did you receive from a credit or advance from a customer?

Q45G1	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	715	.	.	.
Skipped	749	.	.	.
All	16	36.36	16	36.36
Some	14	31.82	30	68.18
None	14	31.82	44	100.00

Frequency Missing = 1464

In the past 3 years, did you try to borrow money from angel capital funding?

Q45H	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	2	.	.	.
Missing	105	.	.	.
Skipped	749	.	.	.
Yes	12	1.84	12	1.84
No	640	98.16	652	100.00

Frequency Missing = 856

In the past 3 years, how much of the funding did you receive from angel capital funding?

Q45H1	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	734	.	.	.
Skipped	749	.	.	.
All	2	8.00	2	8.00
Some	3	12.00	5	20.00
None	20	80.00	25	100.00

Frequency Missing = 1483

In the past 3 years, did you try to borrow money from venture capital funding?

Q45I	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	3	.	.	.
Missing	108	.	.	.
Skipped	749	.	.	.
Yes	31	4.78	31	4.78
No	617	95.22	648	100.00

Frequency Missing = 860

The FREQ Procedure

In the past 3 years, how much of the funding did you receive from venture capital funding?

Q45I1	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	717	.	.	.
Skipped	749	.	.	.
All	10	23.81	10	23.81
Some	11	26.19	21	50.00
None	21	50.00	42	100.00

Frequency Missing = 1466

In the past 3 years, did you try to borrow money from personal sources of funds (other than credit cards)?

Q45J	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	2	.	.	.
Missing	103	.	.	.
Skipped	749	.	.	.
Yes	110	16.82	110	16.82
No	544	83.18	654	100.00

Frequency Missing = 854

In the past 3 years, how much of the funding did you receive from personal sources of funds (other than credit cards)?

Q45J1	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	651	.	.	.
Skipped	749	.	.	.
All	54	50.00	54	50.00
Some	44	40.74	98	90.74
None	10	9.26	108	100.00

Frequency Missing = 1400

In the past 3 years, did you try to borrow money from a personal home equity loan?

Q45K	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	1	.	.	.
Missing	105	.	.	.
Skipped	749	.	.	.
Yes	53	8.12	53	8.12
No	600	91.88	653	100.00

Frequency Missing = 855

In the past 3 years, how much of the funding did you receive from a personal home equity loan?

Q45K1	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	697	.	.	.
Skipped	749	.	.	.
All	24	38.71	24	38.71
Some	27	43.55	51	82.26
None	11	17.74	62	100.00

Frequency Missing = 1446

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
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The FREQ Procedure

In the past 3 years, did you try to borrow money from an other personal loan?

Q45L	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	1	.	.	.
Missing	107	.	.	.
Skipped	749	.	.	.
Yes	63	9.68	63	9.68
No	588	90.32	651	100.00

Frequency Missing = 857

In the past 3 years, how much of the funding did you receive from an other personal loan?

Q45L1	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	689	.	.	.
Skipped	749	.	.	.
All	33	47.14	33	47.14
Some	26	37.14	59	84.29
None	11	15.71	70	100.00

Frequency Missing = 1438

In the past 3 years, did you try to borrow money from a personal credit card?

Q45M	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	1	.	.	.
Missing	109	.	.	.
Skipped	749	.	.	.
Yes	76	11.71	76	11.71
No	573	88.29	649	100.00

Frequency Missing = 859

Intended use for borrowed or wanted to borrow funds: Cash flow or operating costs

Q46A	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	2	.	.	.
Missing	96	.	.	.
Skipped	749	.	.	.
Yes	466	70.50	466	70.50
No	195	29.50	661	100.00

Frequency Missing = 847

Intended use for borrowed or wanted to borrow funds: Real estate or structures

Q46B	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know	2	.	.	.
Missing	103	.	.	.
Skipped	749	.	.	.
Yes	228	34.86	228	34.86
No	426	65.14	654	100.00

Frequency Missing = 854

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
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The FREQ Procedure

Intended use for borrowed or wanted to borrow funds: Replacement of old industrial plant location, equipment, or vehicles

	Q46C	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		1	.	.	.
Missing		99	.	.	.
Skipped		749	.	.	.
Yes		358	54.32	358	54.32
No		301	45.68	659	100.00

Frequency Missing = 849

Intended use for borrowed or wanted to borrow funds: Investment in additional plant, equipment, or vehicles

	Q46D	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		1	.	.	.
Missing		99	.	.	.
Skipped		749	.	.	.
Yes		383	58.12	383	58.12
No		276	41.88	659	100.00

Frequency Missing = 849

Intended use for borrowed or wanted to borrow funds: Repayment of debt

	Q46E	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		2	.	.	.
Missing		106	.	.	.
Skipped		749	.	.	.
Yes		185	28.42	185	28.42
No		466	71.58	651	100.00

Frequency Missing = 857

Intended use for borrowed or wanted to borrow funds: Reserve or cushion

	Q46F	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		3	.	.	.
Missing		114	.	.	.
Skipped		749	.	.	.
Yes		94	14.64	94	14.64
No		548	85.36	642	100.00

Frequency Missing = 866

Intended use for borrowed or wanted to borrow funds: Inventory

	Q46G	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		3	.	.	.
Missing		104	.	.	.
Skipped		749	.	.	.
Yes		241	36.96	241	36.96
No		411	63.04	652	100.00



Frequency Missing = 856

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
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The FREQ Procedure

Intended use for borrowed or wanted to borrow funds: Fund innovation projects

	Q46H	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		2	.	.	.
Missing		109	.	.	.
Skipped		749	.	.	.
Yes		101	15.59	101	15.59
No		547	84.41	648	100.00

Frequency Missing = 860

Intended use for borrowed or wanted to borrow funds: Investment in intangible assets, such as branding, training, or design

	Q46I	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		1	.	.	.
Missing		112	.	.	.
Skipped		749	.	.	.
Yes		54	8.36	54	8.36
No		592	91.64	646	100.00

Frequency Missing = 862

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

	Q47	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		6	.	.	.
Missing		47	.	.	.
Refused		1	.	.	.
Skipped		147	.	.	.
Yes		1017	77.81	1017	77.81
No		290	22.19	1307	100.00

Frequency Missing = 201

Compared with borrowed funds, how important were business profits for funding investment?

	Q47a	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Don't know		62	.	.	.
Missing		64	.	.	.
Skipped		457	.	.	.
More important		611	66.05	611	66.05
Less important		46	4.97	657	71.03
Equally important		243	26.27	900	97.30
Not applicable		25	2.70	925	100.00

Frequency Missing = 583

Which of the following best describes your current position?

	Q48	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing		23	.	.	.
Skipped		149	.	.	.

**Appendix A. Frequency Listings for All Groups**

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<b>Mid level manager</b>	<b>231</b>	<b>17.29</b>	<b>231</b>	<b>17.29</b>
<b>Senior manager</b>	<b>278</b>	<b>20.81</b>	<b>509</b>	<b>38.10</b>
<b>Executive or owner</b>	<b>744</b>	<b>55.69</b>	<b>1253</b>	<b>93.79</b>
<b>Other, please describe:</b>	<b>83</b>	<b>6.21</b>	<b>1336</b>	<b>100.00</b>

Frequency Missing = 172

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

The FREQ Procedure

Which of the following best describes your current position?: Text specified

Q48_4_o	Frequency	Percent	Cumulative Frequency	Cumulative Percent
	126	.	.	.
.S	1311	94.86	1311	94.86
Accounting / Escrow officer	1	0.07	1312	94.93
Administrative Assistant	2	0.14	1314	95.08
Administrative Assistant to owner	1	0.07	1315	95.15
Administrative Assistant to owner--manage Him	1	0.07	1316	95.22
Bkbp/Coporate secretary	1	0.07	1317	95.30
Bookkeeper	2	0.14	1319	95.44
Bookkeeper, Payroll Supervisor	1	0.07	1320	95.51
Branch/Facility Manager	1	0.07	1321	95.59
COO	1	0.07	1322	95.66
CPA, CFE	1	0.07	1323	95.73
Clerical	1	0.07	1324	95.80
Clerk	1	0.07	1325	95.88
Customer service / order entry / invoicing / payroll / back-up to office administrators	1	0.07	1326	95.95
Entry Level	1	0.07	1327	96.02
Executive Administrative Assistant	1	0.07	1328	96.09
Executive Assistant	3	0.22	1331	96.31
Executive Assistant to President	1	0.07	1332	96.38
Executive Assistant to the President	1	0.07	1333	96.45
Finance Manager	1	0.07	1334	96.53
Financial Accountant below Controler Position	1	0.07	1335	96.60
Firm Administrator	1	0.07	1336	96.67
HR	1	0.07	1337	96.74
HR Coordinator	1	0.07	1338	96.82
HR Coordinator / Office Manager	1	0.07	1339	96.89
HUMAN RESOURCES	1	0.07	1340	96.96
Hr Admin	1	0.07	1341	97.03
Human Resources Representative	1	0.07	1342	97.11
Inventory Control Manager	1	0.07	1343	97.18
Local Manager	1	0.07	1344	97.25
MANGER OF LOCAL BRANCH	1	0.07	1345	97.32
Office Manager	2	0.14	1347	97.47
Office Manager, with the company for 5 years.	1	0.07	1348	97.54
Office Professional	1	0.07	1349	97.61
Office manager	1	0.07	1350	97.68
Officer	1	0.07	1351	97.76
Owner	1	0.07	1352	97.83
Owner manager	1	0.07	1353	97.90
Owner, president, and CEO	1	0.07	1354	97.97
Payroll	1	0.07	1355	98.05
Peon	1	0.07	1356	98.12
President/CEO, Stockholder	1	0.07	1357	98.19
Quarter back	1	0.07	1358	98.26
Receptionist	2	0.14	1360	98.41
Sales	1	0.07	1361	98.48
Sales Manager	1	0.07	1362	98.55
Sales Representative	1	0.07	1363	98.63
Secretary	1	0.07	1364	98.70
Secretary to owner	1	0.07	1365	98.77
Secretary.	1	0.07	1366	98.84
Senior Management for firm size	1	0.07	1367	98.91
Supportive	1	0.07	1368	98.99
Territory Manager - Sales	1	0.07	1369	99.06
VP Operations	1	0.07	1370	99.13
Veterinarian	1	0.07	1371	99.20
administrative	1	0.07	1372	99.28
administrator	1	0.07	1373	99.35
analyst	1	0.07	1374	99.42
co- owner	1	0.07	1375	99.49
leadership team member	1	0.07	1376	99.57

Appendix A. Frequency Listings for All Groups

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liason	1	0.07	1377	99.64
office	1	0.07	1378	99.71
office administrator	1	0.07	1379	99.78
office manager/bookkeeper	1	0.07	1380	99.86
personnel department	1	0.07	1381	99.93
professional	1	0.07	1382	100.00

Frequency Missing = 126

Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

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The FREQ Procedure

Which statement best describes your familiarity with how innovation is carried out in this business?

Q49	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	25	.	.	.
Skipped	149	.	.	.
Not familiar	19	1.42	19	1.42
Slightly familiar	74	5.55	93	6.97
Moderately familiar	250	18.74	343	25.71
Strongly familiar	404	30.28	747	56.00
Completely familiar	587	44.00	1334	100.00

Frequency Missing = 174

What is your gender?

Q50	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	16	.	.	.
Skipped	149	.	.	.
Male	964	71.78	964	71.78
Female	379	28.22	1343	100.00

Frequency Missing = 165

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

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The UNIVARIATE Procedure  
 Variable: Q51 (How long have you worked at this business?)

Moments

N	1342	Sum Weights	1342
Mean	19.9250969	Sum Observations	26739.48
Std Deviation	12.9313259	Variance	167.219189
Skewness	0.39721754	Kurtosis	-0.6449784
Uncorrected SS	757027.661	Corrected SS	224240.932
Coeff Variation	64.8996888	Std Error Mean	0.35299357

Basic Statistical Measures

Location		Variability	
Mean	19.92510	Std Deviation	12.93133
Median	19.00000	Variance	167.21919
Mode	30.00000	Range	61.67000
		Interquartile Range	21.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 56.44606	Pr >  t  <.0001
Sign	M 671	Pr >=  M  <.0001
Signed Rank	S 450576.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	62.00
99%	51.00
95%	41.00
90%	38.00
75% Q3	30.00
50% Median	19.00
25% Q1	9.00
10%	3.00
5%	2.00
1%	1.00
0% Min	0.33

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0.33	32177	1133	59	32646	345
0.50	32430	1143	60	22375	231
1.00	54153	1480	60	22562	966
1.00	53211	1460	61	31227	1093
1.00	40283	1274	62	33311	362

Missing Values

Missing Value	Count	-----Percent Of-----	
		All Obs	Missing Obs

Appendix A. Frequency Listings for All Groups

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.	7	0.46	4.22
S	157	10.41	94.58
T	2	0.13	1.20
<b>Total</b>	<b>166</b>	<b>11.01</b>	<b>100.00</b>

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.33	1	0.1	0.1	1.00	32	2.4	2.5	1.50	5	0.4	3.0	2.00	46	3.4	6.5
0.50	1	0.1	0.1	1.20	1	0.1	2.6	1.90	1	0.1	3.1	2.50	6	0.4	6.9



Appendix A. Frequency Listings for All Groups

ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

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The UNIVARIATE Procedure  
 Variable: Q51 (How long have you worked at this business?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
3.00	45	3.4	10.3	14.00	37	2.8	39.9	28.00	26	1.9	72.0	44.00	6	0.4	97.2
3.50	4	0.3	10.6	15.00	48	3.6	43.5	29.00	18	1.3	73.3	45.00	10	0.7	97.9
3.80	1	0.1	10.7	16.00	25	1.9	45.4	30.00	53	3.9	77.3	46.00	1	0.1	98.0
4.00	32	2.4	13.0	16.50	1	0.1	45.5	31.00	17	1.3	78.5	47.00	4	0.3	98.3
4.50	1	0.1	13.1	17.00	29	2.2	47.6	32.00	25	1.9	80.4	48.00	2	0.1	98.4
5.00	35	2.6	15.7	18.00	20	1.5	49.1	33.00	24	1.8	82.2	49.00	3	0.2	98.7
6.00	46	3.4	19.2	19.00	18	1.3	50.4	34.00	23	1.7	83.9	50.00	4	0.3	99.0
6.25	1	0.1	19.2	20.00	44	3.3	53.7	35.00	36	2.7	86.6	51.00	3	0.2	99.2
7.00	44	3.3	22.5	20.50	1	0.1	53.8	36.00	20	1.5	88.1	53.00	2	0.1	99.3
7.50	1	0.1	22.6	21.00	27	2.0	55.8	37.00	25	1.9	89.9	55.00	3	0.2	99.6
8.00	32	2.4	25.0	22.00	33	2.5	58.3	38.00	17	1.3	91.2	58.00	1	0.1	99.6
9.00	23	1.7	26.7	23.00	31	2.3	60.6	39.00	12	0.9	92.1	59.00	1	0.1	99.7
10.00	51	3.8	30.5	24.00	23	1.7	62.3	40.00	33	2.5	94.6	60.00	2	0.1	99.9
11.00	24	1.8	32.3	25.00	49	3.7	65.9	41.00	8	0.6	95.2	61.00	1	0.1	99.9
12.00	31	2.3	34.6	26.00	23	1.7	67.7	42.00	14	1.0	96.2	62.00	1	0.1	100.0
13.00	35	2.6	37.2	27.00	32	2.4	70.0	43.00	7	0.5	96.7				

Appendix A. Frequency Listings for All Groups

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ERSR10 2013 National Survey of Business Competitiveness Freq Tables (pgmersr10\_web\_phone\_pilot\_listing\_preliminary\_1.sas)  
ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207

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The FREQ Procedure

If you have any additional comments about this survey or innovation in general, please write them in the box below.

Q52	Frequency	Percent	Cumulative Frequency	Cumulative Percent
Missing	7	.	.	.
Comment present	189	12.59	189	12.59
Comment not present	1312	87.41	1501	100.00

Frequency Missing = 7

## Frequency Listings by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

1

The FREQ Procedure

Table of mode by Group

mode	Group					Total
Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Mail	181 12.00 27.98 56.92	102 6.76 15.77 33.01	120 7.96 18.55 34.88	189 12.53 29.21 57.10	55 3.65 8.50 26.70	647 42.90
Phone	12 0.80 9.52 3.77	53 3.51 42.06 17.15	11 0.73 8.73 3.20	19 1.26 15.08 5.74	31 2.06 24.60 15.05	126 8.36
Web	125 8.29 17.01 39.31	154 10.21 20.95 49.84	213 14.12 28.98 61.92	123 8.16 16.73 37.16	120 7.96 16.33 58.25	735 48.74
<b>Total</b>	<b>318</b> 21.09	<b>309</b> 20.49	<b>344</b> 22.81	<b>331</b> 21.95	<b>206</b> 13.66	<b>1508</b> 100.00

Table of SOURCE by Group

SOURCE	Group					Total
Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
	1 .	2 .	1 .	1 .	1 .	.
1996	162 10.79 20.64 51.10	159 10.59 20.25 51.79	177 11.78 22.55 51.60	171 11.38 21.78 51.82	116 7.72 14.78 56.59	785 52.26
BLS	155 10.32 21.62 48.90	148 9.85 20.64 48.21	166 11.05 23.15 48.40	159 10.59 22.18 48.18	89 5.93 12.41 43.41	717 47.74
<b>Total</b>	<b>317</b>	<b>307</b>	<b>343</b>	<b>330</b>	<b>205</b>	<b>1502</b>

**Appendix A. Frequency Listings for by Group**

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21.11    20.44    22.84    21.97    13.65    100.00

Frequency Missing = 6

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of naics2 by Group

naics2	Group					Total
Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	
.	1 0.07 16.67 0.31	2 0.13 33.33 0.65	1 0.07 16.67 0.29	1 0.07 16.67 0.30	1 0.07 16.67 0.49	6 0.40
11	2 0.13 50.00 0.63	1 0.07 25.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 25.00 0.49	4 0.27
21	3 0.20 18.75 0.94	4 0.27 25.00 1.29	6 0.40 37.50 1.74	2 0.13 12.50 0.60	1 0.07 6.25 0.49	16 1.06
31	32 2.12 19.28 10.06	33 2.19 19.88 10.68	31 2.06 18.67 9.01	42 2.79 25.30 12.69	28 1.86 16.87 13.59	166 11.01
32	54 3.58 19.08 16.98	53 3.51 18.73 17.15	75 4.97 26.50 21.80	57 3.78 20.14 17.22	44 2.92 15.55 21.36	283 18.77
33	107 7.10 21.44 33.65	103 6.83 20.64 33.33	104 6.90 20.84 30.23	120 7.96 24.05 36.25	65 4.31 13.03 31.55	499 33.09
42	28 1.86 21.71 8.81	25 1.66 19.38 8.09	31 2.06 24.03 9.01	24 1.59 18.60 7.25	21 1.39 16.28 10.19	129 8.55
Total	318 21.09	309 20.49	344 22.81	331 21.95	206 13.66	1508 100.00

(Continued)

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of naics2 by Group

naics2	Group					Total
Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	
48	18 1.19 26.87 5.66	13 0.86 19.40 4.21	13 0.86 19.40 3.78	12 0.80 17.91 3.63	11 0.73 16.42 5.34	67 4.44
51	9 0.60 20.93 2.83	10 0.66 23.26 3.24	11 0.73 25.58 3.20	9 0.60 20.93 2.72	4 0.27 9.30 1.94	43 2.85
52	6 0.40 22.22 1.89	8 0.53 29.63 2.59	5 0.33 18.52 1.45	6 0.40 22.22 1.81	2 0.13 7.41 0.97	27 1.79
54	30 1.99 21.43 9.43	28 1.86 20.00 9.06	37 2.45 26.43 10.76	31 2.06 22.14 9.37	14 0.93 10.00 6.80	140 9.28
55	21 1.39 23.86 6.60	19 1.26 21.59 6.15	21 1.39 23.86 6.10	19 1.26 21.59 5.74	8 0.53 9.09 3.88	88 5.84
71	7 0.46 19.44 2.20	8 0.53 22.22 2.59	7 0.46 19.44 2.03	8 0.53 22.22 2.42	6 0.40 16.67 2.91	36 2.39
81	0 0.00 0.00 0.00	2 0.13 50.00 0.65	2 0.13 50.00 0.58	0 0.00 0.00 0.00	0 0.00 0.00 0.00	4 0.27
Total	318 21.09	309 20.49	344 22.81	331 21.95	206 13.66	1508 100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of estabsize by Group

estabsize		Group					
Frequency							
Percent							
Row Pct							
Col Pct	Group 01	Group 02	Group 03	Group 04	Group 05	Total	
	-- Mail	-- Tele	-- Web	-- All	-- Cont		
	First	phone Fi	First	Options	rol Group		
	rst	rst			p		
.	1	2	1	1	1	.	
.	.	.	.	.	.	.	
.	.	.	.	.	.	.	
5	140	136	158	141	88	663	
	9.32	9.05	10.52	9.39	5.86	44.14	
	21.12	20.51	23.83	21.27	13.27		
	44.16	44.30	46.06	42.73	42.93		
20	116	118	124	124	80	562	
	7.72	7.86	8.26	8.26	5.33	37.42	
	20.64	21.00	22.06	22.06	14.23		
	36.59	38.44	36.15	37.58	39.02		
100	61	53	61	65	37	277	
	4.06	3.53	4.06	4.33	2.46	18.44	
	22.02	19.13	22.02	23.47	13.36		
	19.24	17.26	17.78	19.70	18.05		
Total	317	307	343	330	205	1502	
	21.11	20.44	22.84	21.97	13.65	100.00	

Frequency Missing = 6

Table of metro by Group

metro		Group					
Frequency							
Percent							
Row Pct							
Col Pct	Group 01	Group 02	Group 03	Group 04	Group 05	Total	
	-- Mail	-- Tele	-- Web	-- All	-- Cont		
	First	phone Fi	First	Options	rol Group		
	rst	rst			p		
.	163	161	178	172	117	.	
.	.	.	.	.	.	.	
.	.	.	.	.	.	.	
.	.	.	.	.	.	.	
0	114	105	117	119	74	529	
	15.90	14.64	16.32	16.60	10.32	73.78	
	21.55	19.85	22.12	22.50	13.99		
	73.55	70.95	70.48	74.84	83.15		
1	41	43	49	40	15	188	
	5.72	6.00	6.83	5.58	2.09	26.22	
	21.81	22.87	26.06	21.28	7.98		
	26.45	29.05	29.52	25.16	16.85		

Appendix A. Frequency Listings for by Group

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<b>Total</b>	<b>155</b>	<b>148</b>	<b>166</b>	<b>159</b>	<b>89</b>	<b>717</b>
	<b>21.62</b>	<b>20.64</b>	<b>23.15</b>	<b>22.18</b>	<b>12.41</b>	<b>100.00</b>

Frequency Missing = 791



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of RES\_SCR by Group

RES_SCR(Result code from screening calls)		Group					
Frequency	Group 01	Group 02	Group 03	Group 04	Group 05	Total	
Percent	-- Mail	-- Tele	-- Web	-- All	-- Cont		
Row Pct	First	phone Fi	First	Options	rol Group		
Col Pct	rst	rst			p		
	1	2	1	1	1	.	
	.	.	.	.	.	.	
	.	.	.	.	.	.	
	.	.	.	.	.	.	
AM	62	72	63	59	32	288	
	4.13	4.79	4.19	3.93	2.13	19.17	
	21.53	25.00	21.88	20.49	11.11		
	19.56	23.45	18.37	17.88	15.61		
BC	0	0	1	1	0	2	
	0.00	0.00	0.07	0.07	0.00	0.13	
	0.00	0.00	50.00	50.00	0.00		
	0.00	0.00	0.29	0.30	0.00		
BZ	0	3	0	1	1	5	
	0.00	0.20	0.00	0.07	0.07	0.33	
	0.00	60.00	0.00	20.00	20.00		
	0.00	0.98	0.00	0.30	0.49		
CB	1	0	0	0	1	2	
	0.07	0.00	0.00	0.00	0.07	0.13	
	50.00	0.00	0.00	0.00	50.00		
	0.32	0.00	0.00	0.00	0.49		
CC	0	3	1	2	1	7	
	0.00	0.20	0.07	0.13	0.07	0.47	
	0.00	42.86	14.29	28.57	14.29		
	0.00	0.98	0.29	0.61	0.49		
CM	199	184	221	218	134	956	
	13.25	12.25	14.71	14.51	8.92	63.65	
	20.82	19.25	23.12	22.80	14.02		
	62.78	59.93	64.43	66.06	65.37		
DS	3	4	5	2	3	17	
	0.20	0.27	0.33	0.13	0.20	1.13	
	17.65	23.53	29.41	11.76	17.65		
	0.95	1.30	1.46	0.61	1.46		
ED	1	2	2	2	1	8	
	0.07	0.13	0.13	0.13	0.07	0.53	
	12.50	25.00	25.00	25.00	12.50		
	0.32	0.65	0.58	0.61	0.49		
GB	21	13	15	22	13	84	
	1.40	0.87	1.00	1.46	0.87	5.59	
	25.00	15.48	17.86	26.19	15.48		
	6.62	4.23	4.37	6.67	6.34		
LG	0	0	1	0	0	1	
	0.00	0.00	0.07	0.00	0.00	0.07	
	0.00	0.00	100.00	0.00	0.00		

Appendix A. Frequency Listings for by Group

	0.00	0.00	0.29	0.00	0.00	
MP	2	4	9	4	2	21
	0.13	0.27	0.60	0.27	0.13	1.40
	9.52	19.05	42.86	19.05	9.52	
	0.63	1.30	2.62	1.21	0.98	
Total	317	307	343	330	205	1502
	21.11	20.44	22.84	21.97	13.65	100.00

(Continued)

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of RES\_SCR by Group

RES_SCR(Result code from screening calls)		Group				
Frequency	Group 01	Group 02	Group 03	Group 04	Group 05	Total
Percent	-- Mail	-- Tele	-- Web	-- All	-- Cont	
Row Pct	First	phone Fi	First	Options	rol Group	
Col Pct	rst	rst			p	
NA	12 0.80 26.09 3.79	8 0.53 17.39 2.61	14 0.93 30.43 4.08	6 0.40 13.04 1.82	6 0.40 13.04 2.93	46 3.06
OT	2 0.13 20.00 0.63	3 0.20 30.00 0.98	3 0.20 30.00 0.87	1 0.07 10.00 0.30	1 0.07 10.00 0.49	10 0.67
PC	1 0.07 33.33 0.32	0 0.00 0.00 0.00	1 0.07 33.33 0.29	1 0.07 33.33 0.30	0 0.00 0.00 0.00	3 0.20
R1	0 0.00 0.00 0.00	1 0.07 20.00 0.33	2 0.13 40.00 0.58	1 0.07 20.00 0.30	1 0.07 20.00 0.49	5 0.33
R2	4 0.27 18.18 1.26	4 0.27 18.18 1.30	4 0.27 18.18 1.17	6 0.40 27.27 1.82	4 0.27 18.18 1.95	22 1.46
RN	1 0.07 50.00 0.32	1 0.07 50.00 0.33	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	2 0.13
RP	0 0.00 0.00 0.00	1 0.07 50.00 0.33	1 0.07 50.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	2 0.13
WL	1 0.07 20.00 0.32	1 0.07 20.00 0.33	0 0.00 0.00 0.00	2 0.13 40.00 0.61	1 0.07 20.00 0.49	5 0.33
WN	3 0.20 42.86 0.95	1 0.07 14.29 0.33	0 0.00 0.00 0.00	1 0.07 14.29 0.30	2 0.13 28.57 0.98	7 0.47
am	0 0.00 0.00 0.00	1 0.07 33.33 0.33	0 0.00 0.00 0.00	1 0.07 33.33 0.30	1 0.07 33.33 0.49	3 0.20
cm	4 0.27 66.67	1 0.07 16.67	0 0.00 0.00	0 0.00 0.00	1 0.07 16.67	6 0.40

Appendix A. Frequency Listings for by Group

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	1.26	0.33	0.00	0.00	0.49	
Total	317	307	343	330	205	1502
	21.11	20.44	22.84	21.97	13.65	100.00

Frequency Missing = 6

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of final\_comp\_code by Group

final\_comp\_code(Final highest completion code for the combined web/mail/phone dataset)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Ineligible Mail: Less than 5 emp loyees on payrol l	4 0.27 22.22 1.26	1 0.07 5.56 0.32	6 0.40 33.33 1.74	7 0.46 38.89 2.11	0 0.00 0.00 0.00	18 1.19
Mail complete	176 11.67 28.25 55.35	101 6.70 16.21 32.69	114 7.56 18.30 33.14	177 11.74 28.41 53.47	55 3.65 8.83 26.70	623 41.31
Mail small compl ete	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	3 0.20 100.00 0.91	0 0.00 0.00 0.00	3 0.20
Phone complete	12 0.80 10.08 3.77	51 3.38 42.86 16.50	10 0.66 8.40 2.91	17 1.13 14.29 5.14	29 1.92 24.37 14.08	119 7.89
WEB complete	106 7.03 17.55 33.33	121 8.02 20.03 39.16	180 11.94 29.80 52.33	104 6.90 17.22 31.42	93 6.17 15.40 45.15	604 40.05
partial_CM_Worke rs_Q03--Q16	9 0.60 13.24 2.83	17 1.13 25.00 5.50	19 1.26 27.94 5.52	10 0.66 14.71 3.02	13 0.86 19.12 6.31	68 4.51
partial_CM_Inno vation_Q17a--Q51	8 0.53 14.04 2.52	11 0.73 19.30 3.56	14 0.93 24.56 4.07	13 0.86 22.81 3.93	11 0.73 19.30 5.34	57 3.78
partial_CM_Shor t_Version	3 0.20 18.75 0.94	7 0.46 43.75 2.27	1 0.07 6.25 0.29	0 0.00 0.00 0.00	5 0.33 31.25 2.43	16 1.06
Total	318 21.09	309 20.49	344 22.81	331 21.95	206 13.66	1508 100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01	Group 02	Group 03	Group 04	Group 05	Total
	-- Mail First	-- Tele phone Fi rst	-- Web First	-- All Options	-- Cont rol Gro up	
.S	3 0.20 12.00 0.94	9 0.60 36.00 2.91	4 0.27 16.00 1.16	4 0.27 16.00 1.21	5 0.33 20.00 2.43	25 1.66
ACCOUNTING MANAG ER	1 0.07 33.33 0.31	0 0.00 0.00 0.00	1 0.07 33.33 0.29	1 0.07 33.33 0.30	0 0.00 0.00 0.00	3 0.20
ADMINISTRATIVE A SSISTANT	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
ADMINISTRATIVE A SSITANT	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
ADMINISTRATOR	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
ASSISTANT CONTRO LLER	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Accountant	0 0.00 0.00 0.00	0 0.00 0.00 0.00	2 0.13 100.00 0.58	0 0.00 0.00 0.00	0 0.00 0.00 0.00	2 0.13
Accounting	1 0.07 50.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 50.00 0.30	0 0.00 0.00 0.00	2 0.13
Accounting Manag er	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Accounts Manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Accounts Payable	0 0.00 0.00	0 0.00 0.00	1 0.07 100.00	0 0.00 0.00	0 0.00 0.00	1 0.07

Appendix A. Frequency Listings for by Group

	0.00	0.00	0.29	0.00	0.00	
Accounts Payable	0	0	0	1	0	1
/ Receivable; P	0.00	0.00	0.00	0.07	0.00	0.07
urchasing; Payro	0.00	0.00	0.00	100.00	0.00	
ll; PR	0.00	0.00	0.00	0.30	0.00	
<b>Total</b>	<b>318</b>	<b>309</b>	<b>344</b>	<b>331</b>	<b>206</b>	<b>1508</b>
	21.09	20.49	22.81	21.95	13.66	100.00
(Continued)						

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Gro up	Total
Admin Manager	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Administrat e Ass istant	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Administration	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Administrative A ssistant	0 0.00 0.00 0.00	1 0.07 25.00 0.32	2 0.13 50.00 0.58	0 0.00 0.00 0.00	1 0.07 25.00 0.49	4 0.27
Administrative M anager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Administrative O ffice Manager	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Administrator	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Agent (Sales)	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Agricultural /Ch emical Sales and Service Represe ntative	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Airport Manager	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
An Owner	0 0.00 0.00 0.00	1 0.07 100.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07



Appendix A. Frequency Listings for by Group

	0.00	0.32	0.00	0.00	0.00	
Area Manager	0	1	0	0	0	1
	0.00	0.07	0.00	0.00	0.00	0.07
	0.00	100.00	0.00	0.00	0.00	
	0.00	0.32	0.00	0.00	0.00	
Total	318	309	344	331	206	1508
(Continued)	21.09	20.49	22.81	21.95	13.66	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Area Operations Manager	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Assistant Control ler	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Assistant General Manager - Purchasing	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Assistant Manager	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Assistant Office Manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Associate Director of Human Resources - Employment	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Associate HR Generalist	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Asst Secretary	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Attorney	2 0.13 50.00 0.63	0 0.00 0.00 0.00	0 0.00 0.00 0.00	2 0.13 50.00 0.60	0 0.00 0.00 0.00	4 0.27
Attorney - Managing Partner	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Attorney - partner	1 0.07 100.00	0 0.00 0.00	0 0.00 0.00	0 0.00 0.00	0 0.00 0.00	1 0.07

Appendix A. Frequency Listings for by Group

	0.31	0.00	0.00	0.00	0.00	
BKPP	0	0	0	1	0	1
	0.00	0.00	0.00	0.07	0.00	0.07
	0.00	0.00	0.00	100.00	0.00	
	0.00	0.00	0.00	0.30	0.00	
Total	318	309	344	331	206	1508
	21.09	20.49	22.81	21.95	13.66	100.00
(Continued)						

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
BOOKKEEPER	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Bank Manager	1 0.07 50.00 0.31	0 0.00 0.00 0.00	1 0.07 50.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	2 0.13
Board Chairman	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Bookkeeper	1 0.07 20.00 0.31	0 0.00 0.00 0.00	1 0.07 20.00 0.29	1 0.07 20.00 0.30	2 0.13 40.00 0.97	5 0.33
Bookkeeper, Insurance Administrator	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Bookkeeper/CSR	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Branch Manager	1 0.07 20.00 0.31	2 0.13 40.00 0.65	1 0.07 20.00 0.29	0 0.00 0.00 0.00	1 0.07 20.00 0.49	5 0.33
Branch Manager / Law Officer	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Business Co-Owner, Secretary	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Business Development Manager	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Business Manager	2 0.13 22.22	2 0.13 22.22	3 0.20 33.33	1 0.07 11.11	1 0.07 11.11	9 0.60

Appendix A. Frequency Listings for by Group

	0.63	0.65	0.87	0.30	0.49	
<b>Business Manager &amp; Controller</b>	0	0	0	1	0	1
	0.00	0.00	0.00	0.07	0.00	0.07
	0.00	0.00	0.00	100.00	0.00	
	0.00	0.00	0.00	0.30	0.00	
<b>Total</b>	318	309	344	331	206	1508
	21.09	20.49	22.81	21.95	13.66	100.00
(Continued)						

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Business Partner	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
Business Unit Manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Business analyst	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Business owner	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 50.00 0.30	1 0.07 50.00 0.49	2 0.13
C.O.O.	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
CEO	5 0.33 10.42 1.57	10 0.66 20.83 3.24	11 0.73 22.92 3.20	16 1.06 33.33 4.83	6 0.40 12.50 2.91	48 3.18
CEO / President	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
CEO AND MEMBER/PARTNER OF LLC	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
CEO, President	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
CEO/Owner	1 0.07 50.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 50.00 0.30	0 0.00 0.00 0.00	2 0.13
CEO/President	0 0.00 0.00	0 0.00 0.00	1 0.07 100.00	0 0.00 0.00	0 0.00 0.00	1 0.07

Appendix A. Frequency Listings for by Group

	0.00	0.00	0.29	0.00	0.00	
CFO	6	6	6	2	3	23
	0.40	0.40	0.40	0.13	0.20	1.53
	26.09	26.09	26.09	8.70	13.04	
	1.89	1.94	1.74	0.60	1.46	
Total	318	309	344	331	206	1508
(Continued)	21.09	20.49	22.81	21.95	13.66	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
CFO - Office Manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
CFO / Treasurer	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
CFO U.S. Operations	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
CHIEF FINANCIAL OFFICER	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
CO-OWNER, OFFICE MANAGER	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
COMPLIANCE ADMINISTRATOR	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
CONTROLLER	1 0.07 20.00 0.31	3 0.20 60.00 0.97	1 0.07 20.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	5 0.33
COO	0 0.00 0.00 0.00	0 0.00 0.00 0.00	3 0.20 50.00 0.87	3 0.20 50.00 0.91	0 0.00 0.00 0.00	6 0.40
CPA	1 0.07 33.33 0.31	1 0.07 33.33 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 33.33 0.49	3 0.20
CPA AND PARTNER IN FIRM	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
CPA, CFE	0 0.00 0.00	0 0.00 0.00	1 0.07 100.00	0 0.00 0.00	0 0.00 0.00	1 0.07



Appendix A. Frequency Listings for by Group

	0.00	0.00	0.29	0.00	0.00	
CREATIVE DESIGNER/HR COORDINATOR	0	1	0	0	0	1
	0.00	0.07	0.00	0.00	0.00	0.07
	0.00	100.00	0.00	0.00	0.00	
	0.00	0.32	0.00	0.00	0.00	
<b>Total</b>	<b>318</b>	<b>309</b>	<b>344</b>	<b>331</b>	<b>206</b>	<b>1508</b>
	21.09	20.49	22.81	21.95	13.66	100.00
(Continued)						

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
CS Director	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
CVP/CF0	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
CVPM	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Cattle Dealer, L ivestock caretak er, Owner	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Certified Public Accountant	0 0.00 0.00 0.00	1 0.07 33.33 0.32	1 0.07 33.33 0.29	1 0.07 33.33 0.30	0 0.00 0.00 0.00	3 0.20
Chairman	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Chairman of the Board	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
Chief Accounting Officer	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Chief Engineer - Operations Mana ger	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Chief Executive Officer	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Chief Financial Officer and Seni or Vice Presiden	0 0.00 0.00 0.00	1 0.07 100.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07

Appendix A. Frequency Listings for by Group

t	0.00	0.32	0.00	0.00	0.00	
Chief Financial Officer	1	0	3	1	0	5
	0.07	0.00	0.20	0.07	0.00	0.33
	20.00	0.00	60.00	20.00	0.00	
	0.31	0.00	0.87	0.30	0.00	
Total	318	309	344	331	206	1508
(Continued)	21.09	20.49	22.81	21.95	13.66	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Chief Operating Officer	1 0.07 33.33 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 33.33 0.30	1 0.07 33.33 0.49	3 0.20
Chief Technical Officer	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Clerical	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
Clerk	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Co-chairman	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Co-owner	0 0.00 0.00 0.00	1 0.07 50.00 0.32	0 0.00 0.00 0.00	1 0.07 50.00 0.30	0 0.00 0.00 0.00	2 0.13
Co-owner Sec. Tr reas.	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
Communications M anager - include s governmental r elations	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Communications R epresentative	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Company Presiden t	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Complex Manager	1 0.07 100.00	0 0.00 0.00	0 0.00 0.00	0 0.00 0.00	0 0.00 0.00	1 0.07

Appendix A. Frequency Listings for by Group

	0.31	0.00	0.00	0.00	0.00	
Construction Adm	1	0	0	0	0	1
inistrator	0.07	0.00	0.00	0.00	0.00	0.07
	100.00	0.00	0.00	0.00	0.00	
	0.31	0.00	0.00	0.00	0.00	
<b>Total</b>	<b>318</b>	<b>309</b>	<b>344</b>	<b>331</b>	<b>206</b>	<b>1508</b>
<b>(Continued)</b>	<b>21.09</b>	<b>20.49</b>	<b>22.81</b>	<b>21.95</b>	<b>13.66</b>	<b>100.00</b>

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 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Gro up	Total
Controller	9 0.60 47.37 2.83	2 0.13 10.53 0.65	2 0.13 10.53 0.58	3 0.20 15.79 0.91	3 0.20 15.79 1.46	19 1.26
Controller/Treasurer	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Coo	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Coop manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
Corp Director of Eninerig	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Corp. Pres/CEO	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Corporate Manager, Employee Services	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Corporate Secretary	0 0.00 0.00 0.00	1 0.07 50.00 0.32	1 0.07 50.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	2 0.13
Corporate Secretary, Day to Day Management	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Corporate Secretary/Director Human Resources	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Corporate officer	1 0.07 100.00	0 0.00 0.00	0 0.00 0.00	0 0.00 0.00	0 0.00 0.00	1 0.07

Appendix A. Frequency Listings for by Group

	0.31	0.00	0.00	0.00	0.00	
Corporation Pres	1	0	0	0	0	1
ident	0.07	0.00	0.00	0.00	0.00	0.07
	100.00	0.00	0.00	0.00	0.00	
	0.31	0.00	0.00	0.00	0.00	
Total	318	309	344	331	206	1508
(Continued)	21.09	20.49	22.81	21.95	13.66	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Gro up	Total
Cultural Heritage Manager	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Customer Service / order entry / invoicing / payroll	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
DIRECTOR	0 0.00 0.00 0.00	1 0.07 50.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 50.00 0.49	2 0.13
DIRECTOR OF FINANCE	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
DIRECTOR OF HR	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
DIRECTOR OF HUMAN RESOURCES	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
DIRECTOR OF OPERATIONS	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
DIRECTOR OF SALES	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Deputy Director	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Designer/Artist	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Director	2 0.13 40.00	0 0.00 0.00	2 0.13 40.00	0 0.00 0.00	1 0.07 20.00	5 0.33



Appendix A. Frequency Listings for by Group

	0.63	0.00	0.58	0.00	0.49	
Director Human Resources	0	0	0	0	2	2
	0.00	0.00	0.00	0.00	0.13	0.13
	0.00	0.00	0.00	0.00	100.00	
	0.00	0.00	0.00	0.00	0.97	
Total	318	309	344	331	206	1508
(Continued)	21.09	20.49	22.81	21.95	13.66	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Gro up	Total
Director of Admi nistration	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Director of Afte rmarket Parts Sa les	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Director of Busi ness Operations	0 0.00 0.00 0.00	1 0.07 50.00 0.32	1 0.07 50.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	2 0.13
Director of Deve lopment	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Director of Engi neering	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
Director of Huma n Resources	2 0.13 40.00 0.63	0 0.00 0.00 0.00	0 0.00 0.00 0.00	3 0.20 60.00 0.91	0 0.00 0.00 0.00	5 0.33
Director of Impo rts	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
Director of Manu facturing Operat ions	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Director of Mark eting	1 0.07 50.00 0.31	0 0.00 0.00 0.00	1 0.07 50.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	2 0.13
Director of Oper ations	6 0.40 46.15 1.89	1 0.07 7.69 0.32	3 0.20 23.08 0.87	2 0.13 15.38 0.60	1 0.07 7.69 0.49	13 0.86
Director of Safe ty and Human Res ources/ Fleet Ma	0 0.00 0.00	1 0.07 100.00	0 0.00 0.00	0 0.00 0.00	0 0.00 0.00	1 0.07

Appendix A. Frequency Listings for by Group

nager.	0.00	0.32	0.00	0.00	0.00	
Director of Sales and Marketing	0	0	0	1	0	1
	0.00	0.00	0.00	0.07	0.00	0.07
	0.00	0.00	0.00	100.00	0.00	
	0.00	0.00	0.00	0.30	0.00	
Total	318	309	344	331	206	1508
(Continued)	21.09	20.49	22.81	21.95	13.66	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
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 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Director of Staffing	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Director of Technology	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Director, Human Resources	1 0.07 50.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 50.00 0.49	2 0.13
Director, Quality Assurance	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
Director, Research and Development	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Dispatcher	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
District Manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
District Sales Manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Division General Manager	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Division Manager	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Doctor Veterinary Medicine - Owner	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.00	0 0.00 0.00 0.00	1 0.07

Appendix A. Frequency Listings for by Group

	0.00	0.00	0.00	0.30	0.00	
EVP/GM	1	0	0	0	0	1
	0.07	0.00	0.00	0.00	0.00	0.07
	100.00	0.00	0.00	0.00	0.00	
	0.31	0.00	0.00	0.00	0.00	
Total	318	309	344	331	206	1508
(Continued)	21.09	20.49	22.81	21.95	13.66	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Gro up	Total
EXECUTIVE DIRECTOR	0 0.00 0.00 0.00	1 0.07 50.00 0.32	1 0.07 50.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	2 0.13
EXECUTIVE MANAGER	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Employee Relations Coordinator	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Engineer	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Engineering Manager	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Escrow Officer	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Executive Administrator	0 0.00 0.00 0.00	0 0.00 0.00 0.00	2 0.13 100.00 0.58	0 0.00 0.00 0.00	0 0.00 0.00 0.00	2 0.13
Executive Assistant	2 0.13 28.57 0.63	3 0.20 42.86 0.97	2 0.13 28.57 0.58	0 0.00 0.00 0.00	0 0.00 0.00 0.00	7 0.46
Executive Director	3 0.20 20.00 0.94	4 0.27 26.67 1.29	3 0.20 20.00 0.87	3 0.20 20.00 0.91	2 0.13 13.33 0.97	15 0.99
Executive VP of Operations	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Executive Vice President	3 0.20 60.00	0 0.00 0.00	0 0.00 0.00	2 0.13 40.00	0 0.00 0.00	5 0.33

Appendix A. Frequency Listings for by Group

	0.94	0.00	0.00	0.60	0.00	
Facility Superintendent	1	0	0	0	0	1
	0.07	0.00	0.00	0.00	0.00	0.07
	100.00	0.00	0.00	0.00	0.00	
	0.31	0.00	0.00	0.00	0.00	
Total	318	309	344	331	206	1508
(Continued)	21.09	20.49	22.81	21.95	13.66	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Gro up	Total
Factory Manager	0 0.00 0.00 0.00	1 0.07 50.00 0.32	0 0.00 0.00 0.00	1 0.07 50.00 0.30	0 0.00 0.00 0.00	2 0.13
Farm Manager 1	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
Field Manager	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Finance Director	1 0.07 50.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 50.00 0.30	0 0.00 0.00 0.00	2 0.13
Finance Manager	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Financial Account tant	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Financial Direct or	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Financial Manage r	0 0.00 0.00 0.00	1 0.07 50.00 0.32	1 0.07 50.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	2 0.13
Fire Commissione r	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Firm Administrat or	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Firm administrat or	0 0.00 0.00 0.00	1 0.07 100.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07



Appendix A. Frequency Listings for by Group

	0.00	0.32	0.00	0.00	0.00	
Founder / CEO	0	0	1	0	0	1
	0.00	0.00	0.07	0.00	0.00	0.07
	0.00	0.00	100.00	0.00	0.00	
	0.00	0.00	0.29	0.00	0.00	
<b>Total</b>	<b>318</b>	<b>309</b>	<b>344</b>	<b>331</b>	<b>206</b>	<b>1508</b>
	21.09	20.49	22.81	21.95	13.66	100.00
(Continued)						

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
GENERAL MANAGER	1 0.07 12.50 0.31	5 0.33 62.50 1.62	0 0.00 0.00 0.00	0 0.00 0.00 0.00	2 0.13 25.00 0.97	8 0.53
GENERAL MANAGER/ OWNER	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
GM	0 0.00 0.00 0.00	1 0.07 50.00 0.32	1 0.07 50.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	2 0.13
GM Operations	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
GM Transport	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Genera;l Manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
General Manager	20 1.33 37.04 6.29	9 0.60 16.67 2.91	8 0.53 14.81 2.33	13 0.86 24.07 3.93	4 0.27 7.41 1.94	54 3.58
General Manager - Marketint	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
General Manager of Factory and O perating Officer	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
General manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 50.00 0.29	1 0.07 50.00 0.30	0 0.00 0.00 0.00	2 0.13
Gerenal manager	0 0.00 0.00	1 0.07 100.00	0 0.00 0.00	0 0.00 0.00	0 0.00 0.00	1 0.07

Appendix A. Frequency Listings for by Group

	0.00	0.32	0.00	0.00	0.00	
Global Sales Manager	0	0	1	0	0	1
	0.00	0.00	0.07	0.00	0.00	0.07
	0.00	0.00	100.00	0.00	0.00	
	0.00	0.00	0.29	0.00	0.00	
Total	318	309	344	331	206	1508
(Continued)	21.09	20.49	22.81	21.95	13.66	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
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 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01	Group 02	Group 03	Group 04	Group 05	Total
	-- Mail First	-- Tele phone Fi rst	-- Web First	-- All Options	-- Cont rol Gro up	
H R Director	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
H.R. Manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
HR	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
HR & Finance Man ager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
HR & HSE Manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
HR / Bookkeeper	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
HR / Payroll	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
HR ADMINSTRATOR	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
HR ASSISTANT	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
HR Administrator	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
HR Assistant III	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.00	0 0.00 0.00 0.00	1 0.07

Appendix A. Frequency Listings for by Group

	0.00	0.00	0.00	0.30	0.00	
HR Assistant Manager	0	1	0	0	0	1
	0.00	0.07	0.00	0.00	0.00	0.07
	0.00	100.00	0.00	0.00	0.00	
	0.00	0.32	0.00	0.00	0.00	
Total	318	309	344	331	206	1508
(Continued)	21.09	20.49	22.81	21.95	13.66	100.00

Appendix A. Frequency Listings for by Group

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 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01	Group 02	Group 03	Group 04	Group 05	Total
	-- Mail First	-- Tele phone Fi rst	-- Web First	-- All Options	-- Cont rol Gro up	
HR Coordinator	2 0.13 66.67 0.63	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 33.33 0.49	3 0.20
HR DIRECTOR	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
HR Generalist	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
HR Generalist (I nternational)	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
HR MANAGER	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
HR Manager	2 0.13 12.50 0.63	4 0.27 25.00 1.29	4 0.27 25.00 1.16	4 0.27 25.00 1.21	2 0.13 12.50 0.97	16 1.06
HR Manager/Contr oller	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
HR Supervisor	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
HR manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
HR team leader	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
HUMAN RESOURCE C OORDINATOR	0 0.00 0.00	0 0.00 0.00	0 0.00 0.00	1 0.07 100.00	0 0.00 0.00	1 0.07

Appendix A. Frequency Listings for by Group

	0.00	0.00	0.00	0.30	0.00	
HUMAN RESOURCES MANAGER	0	2	1	0	0	3
	0.00	0.13	0.07	0.00	0.00	0.20
	0.00	66.67	33.33	0.00	0.00	
	0.00	0.65	0.29	0.00	0.00	
Total	318	309	344	331	206	1508
(Continued)	21.09	20.49	22.81	21.95	13.66	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
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 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
HUMAN RESOURCES MANGER	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Hospital Manager	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Hr Admin/Product ion Coordinator/ Safety	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Human Resource A dministrator	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Human Resource A ssistant	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
Human Resource D irector vs Opera tions	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Human Resource M anager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Human Resource R epresentative	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Human Resource S pecialist	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Human Resources	0 0.00 0.00 0.00	1 0.07 33.33 0.32	1 0.07 33.33 0.29	1 0.07 33.33 0.30	0 0.00 0.00 0.00	3 0.20
Human Resources Administrator	1 0.07 50.00	0 0.00 0.00	0 0.00 0.00	1 0.07 50.00	0 0.00 0.00	2 0.13



Appendix A. Frequency Listings for by Group

	0.31	0.00	0.00	0.30	0.00	
Human Resources	0	1	0	0	0	1
Director	0.00	0.07	0.00	0.00	0.00	0.07
	0.00	100.00	0.00	0.00	0.00	
	0.00	0.32	0.00	0.00	0.00	
Total	318	309	344	331	206	1508
(Continued)	21.09	20.49	22.81	21.95	13.66	100.00

Appendix A. Frequency Listings for by Group

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 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Human Resources Generalist	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Human Resources Manager	1 0.07 8.33 0.31	4 0.27 33.33 1.29	1 0.07 8.33 0.29	3 0.20 25.00 0.91	3 0.20 25.00 1.46	12 0.80
Human Resources Manager/Safety C ordinator	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
Human Resources Rep/Recruitment	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Human Resources Representative	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Human resources Director	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
IDAHO REGION MAN AGER	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
INVENTORY CONTRO L ANALYST	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Industry Relatio ns	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Inside sales/cus tomer service	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Interim General Manager/ Control ler	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07

Appendix A. Frequency Listings for by Group

	0.00	0.00	0.29	0.00	0.00	
Inventory Contro	1	0	0	0	0	1
l	0.07	0.00	0.00	0.00	0.00	0.07
	100.00	0.00	0.00	0.00	0.00	
	0.31	0.00	0.00	0.00	0.00	
<b>Total</b>	<b>318</b>	<b>309</b>	<b>344</b>	<b>331</b>	<b>206</b>	<b>1508</b>
<b>(Continued)</b>	<b>21.09</b>	<b>20.49</b>	<b>22.81</b>	<b>21.95</b>	<b>13.66</b>	<b>100.00</b>

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 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Iron worker/ Pre sident	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
LAWYER	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Lab Director	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Laboratory Admin istrator	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Law Firm Adminis trator	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Legal Assistant	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
Lender/Branch ma nagement Vice Pr esident	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Location General Manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Location Manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 50.00 0.29	0 0.00 0.00 0.00	1 0.07 50.00 0.49	2 0.13
MANAG4ER	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
MANAGER	0 0.00 0.00	1 0.07 20.00	1 0.07 20.00	1 0.07 20.00	2 0.13 40.00	5 0.33

Appendix A. Frequency Listings for by Group

	0.00	0.32	0.29	0.30	0.97	
MANAGING EDITOR	0	1	0	0	0	1
	0.00	0.07	0.00	0.00	0.00	0.07
	0.00	100.00	0.00	0.00	0.00	
	0.00	0.32	0.00	0.00	0.00	
<b>Total</b>	<b>318</b>	<b>309</b>	<b>344</b>	<b>331</b>	<b>206</b>	<b>1508</b>
	21.09	20.49	22.81	21.95	13.66	100.00
(Continued)						

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
MANAGING SUPERVISOR FOR THE PLANT	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
MGR	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
MSO	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
MUSEUM MANAGER	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
Management	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Management and Operations Vice President	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Manager	7 0.46 19.44 2.20	7 0.46 19.44 2.27	11 0.73 30.56 3.20	9 0.60 25.00 2.72	2 0.13 5.56 0.97	36 2.39
Manager / Owner	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Manager of Administration	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Manager of Administrative Services	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Manager of Finance and Administration	0 0.00 0.00 0.00	1 0.07 100.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07

Appendix A. Frequency Listings for by Group

	0.00	0.32	0.00	0.00	0.00	
Manager, Human Resources	0	0	1	0	0	1
	0.00	0.00	0.07	0.00	0.00	0.07
	0.00	0.00	100.00	0.00	0.00	
	0.00	0.00	0.29	0.00	0.00	
Total	318	309	344	331	206	1508
(Continued)	21.09	20.49	22.81	21.95	13.66	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Manager, Public Relations	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Manager, VP, Own er	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
Manager/Presiden t	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
Managing Attorne y	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Managing Directo r	2 0.13 66.67 0.63	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 33.33 0.30	0 0.00 0.00 0.00	3 0.20
Managing Editor	1 0.07 50.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 50.00 0.49	2 0.13
Managing Member	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Managing Partner	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Managing Partner /business manage r	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Manufacturing Di rector	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
Manufacturing Ma nager	2 0.13 66.67	0 0.00 0.00	0 0.00 0.00	0 0.00 0.00	1 0.07 33.33	3 0.20



Appendix A. Frequency Listings for by Group

	0.63	0.00	0.00	0.00	0.49	
Marina Manager	0	0	0	0	1	1
	0.00	0.00	0.00	0.00	0.07	0.07
	0.00	0.00	0.00	0.00	100.00	
	0.00	0.00	0.00	0.00	0.49	
Total	318	309	344	331	206	1508
(Continued)	21.09	20.49	22.81	21.95	13.66	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Gro up	Total
Market Leader	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Marketing Coordi nator	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Marketing Direct or	1 0.07 33.33 0.31	0 0.00 0.00 0.00	2 0.13 66.67 0.58	0 0.00 0.00 0.00	0 0.00 0.00 0.00	3 0.20
Marketing Manage r	0 0.00 0.00 0.00	1 0.07 33.33 0.32	1 0.07 33.33 0.29	1 0.07 33.33 0.30	0 0.00 0.00 0.00	3 0.20
Marketing Servic es Manager	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Marketing Soluti ons Manager	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Marketing and Cu stomer service m anager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
Marketing and Sa les Manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Member	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Member owner / m anager	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Mgr of HR & Safe ty	1 0.07 100.00	0 0.00 0.00	0 0.00 0.00	0 0.00 0.00	0 0.00 0.00	1 0.07

Appendix A. Frequency Listings for by Group

	0.31	0.00	0.00	0.00	0.00	
Middle management	0	0	0	0	1	1
	0.00	0.00	0.00	0.00	0.07	0.07
	0.00	0.00	0.00	0.00	100.00	
	0.00	0.00	0.00	0.00	0.49	
Total	318	309	344	331	206	1508
(Continued)	21.09	20.49	22.81	21.95	13.66	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Museum Director	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Network Engineering Manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
OFFICE	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
OFFICE MANAGER	2 0.13 14.29 0.63	3 0.20 21.43 0.97	5 0.33 35.71 1.45	1 0.07 7.14 0.30	3 0.20 21.43 1.46	14 0.93
OFFICE MANAGER/A CCOUNTANT	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
OFFICE MANAGER/C ONTROLLER	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
OFFICE MANAGER/H R	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
OPERATION MANAG	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
OPERATIONS MANAG ER	0 0.00 0.00 0.00	1 0.07 33.33 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	2 0.13 66.67 0.97	3 0.20
OWN TRUCKS AND D O SOME FARMING	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
OWNER	1 0.07 11.11	2 0.13 22.22	1 0.07 11.11	1 0.07 11.11	4 0.27 44.44	9 0.60

Appendix A. Frequency Listings for by Group

	0.31	0.65	0.29	0.30	1.94	
OWNER/CHAIRMAN	0	0	0	0	1	1
	0.00	0.00	0.00	0.00	0.07	0.07
	0.00	0.00	0.00	0.00	100.00	
	0.00	0.00	0.00	0.00	0.49	
<b>Total</b>	<b>318</b>	<b>309</b>	<b>344</b>	<b>331</b>	<b>206</b>	<b>1508</b>
	21.09	20.49	22.81	21.95	13.66	100.00
(Continued)						

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Gro up	Total
OWNER/MANAGER	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Office & Contract Manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Office Administrator	1 0.07 50.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 50.00 0.30	0 0.00 0.00 0.00	2 0.13
Office Administrator	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
Office Clerk	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Office Manager	14 0.93 32.56 4.40	9 0.60 20.93 2.91	9 0.60 20.93 2.62	5 0.33 11.63 1.51	6 0.40 13.95 2.91	43 2.85
Office Manager/Accountant	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
Office Manager/Controller	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Office Manager/HR	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Office Manager/Purchasing Agent	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Office Mgr	1 0.07 100.00	0 0.00 0.00	0 0.00 0.00	0 0.00 0.00	0 0.00 0.00	1 0.07

Appendix A. Frequency Listings for by Group

	0.31	0.00	0.00	0.00	0.00	
Office-Sales Manager	0	1	0	0	0	1
	0.00	0.07	0.00	0.00	0.00	0.07
	0.00	100.00	0.00	0.00	0.00	
	0.00	0.32	0.00	0.00	0.00	
Total	318	309	344	331	206	1508
(Continued)	21.09	20.49	22.81	21.95	13.66	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Office/Facility Manager	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Operations Coord inator	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Operations Direc tor	1 0.07 33.33 0.31	1 0.07 33.33 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 33.33 0.49	3 0.20
Operations MGR	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Operations Manag er	4 0.27 23.53 1.26	2 0.13 11.76 0.65	5 0.33 29.41 1.45	5 0.33 29.41 1.51	1 0.07 5.88 0.49	17 1.13
Operations Manag er Aerosol Plant	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Operations cord	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Organizational D evelopment Strat egist	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Owner	12 0.80 26.09 3.77	3 0.20 6.52 0.97	9 0.60 19.57 2.62	16 1.06 34.78 4.83	6 0.40 13.04 2.91	46 3.05
Owner - CEO - En gineer	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Owner - Manager	0 0.00 0.00 0.00	1 0.07 100.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07



Appendix A. Frequency Listings for by Group

	0.00	0.32	0.00	0.00	0.00	
Owner - President	1	0	0	0	0	1
	0.07	0.00	0.00	0.00	0.00	0.07
	100.00	0.00	0.00	0.00	0.00	
	0.31	0.00	0.00	0.00	0.00	
Total	318	309	344	331	206	1508
(Continued)	21.09	20.49	22.81	21.95	13.66	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Owner - Presiden t - many roles / small business	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Owner / Manager	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Owner / Presiden t	1 0.07 50.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 50.00 0.30	0 0.00 0.00 0.00	2 0.13
Owner CEO	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Owner Manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Owner President	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Owner and Presid ent	0 0.00 0.00 0.00	1 0.07 50.00 0.32	0 0.00 0.00 0.00	1 0.07 50.00 0.30	0 0.00 0.00 0.00	2 0.13
Owner of a Const ruction Company	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Owner of a sawmi ll, wood process es.	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
Owner, Bookkeepe r	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Owner, C.O.O.	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07

Appendix A. Frequency Listings for by Group

	0.00	0.00	0.29	0.00	0.00	
Owner, President	0	0	0	1	0	1
	0.00	0.00	0.00	0.07	0.00	0.07
	0.00	0.00	0.00	100.00	0.00	
	0.00	0.00	0.00	0.30	0.00	
Total	318	309	344	331	206	1508
(Continued)	21.09	20.49	22.81	21.95	13.66	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Owner-Manager	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Owner/ Production Manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
Owner/Manager	0 0.00 0.00 0.00	2 0.13 40.00 0.65	1 0.07 20.00 0.29	2 0.13 40.00 0.60	0 0.00 0.00 0.00	5 0.33
Owner/Operator	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Owner/President	2 0.13 40.00 0.63	1 0.07 20.00 0.32	2 0.13 40.00 0.58	0 0.00 0.00 0.00	0 0.00 0.00 0.00	5 0.33
Owner/management	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
PLANT CONTROLLER	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
PLANT MANAGER	1 0.07 25.00 0.31	2 0.13 50.00 0.65	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 25.00 0.49	4 0.27
PLANT MANGER	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
PRAXCTICE MANAGE R	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
PRES.	0 0.00 0.00	0 0.00 0.00	1 0.07 100.00	0 0.00 0.00	0 0.00 0.00	1 0.07

Appendix A. Frequency Listings for by Group

	0.00	0.00	0.29	0.00	0.00	
<b>PRESIDENT</b>	1	6	0	4	6	17
	0.07	0.40	0.00	0.27	0.40	1.13
	5.88	35.29	0.00	23.53	35.29	
	0.31	1.94	0.00	1.21	2.91	
<b>Total</b>	318	309	344	331	206	1508
	21.09	20.49	22.81	21.95	13.66	100.00
<b>(Continued)</b>						

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
PRESIDENT/OWNER	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
PRESIENT	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
PRODUCTION MANAG ER	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
PROJECTS COORDIN ATOR FOR THE OWN ER	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
PROPERTY MANAGER	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Partner	2 0.13 40.00 0.63	0 0.00 0.00 0.00	2 0.13 40.00 0.58	0 0.00 0.00 0.00	1 0.07 20.00 0.49	5 0.33
Partner CPA	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Partner and Mana ger	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Partner or Share holder	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
Parts Administra tor	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Payroll / Human Resources assist	1 0.07 100.00	0 0.00 0.00	0 0.00 0.00	0 0.00 0.00	0 0.00 0.00	1 0.07

Appendix A. Frequency Listings for by Group

	0.31	0.00	0.00	0.00	0.00	
Plant Controller	0	0	0	1	0	1
	0.00	0.00	0.00	0.07	0.00	0.07
	0.00	0.00	0.00	100.00	0.00	
	0.00	0.00	0.00	0.30	0.00	
Total	318	309	344	331	206	1508
(Continued)	21.09	20.49	22.81	21.95	13.66	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01	Group 02	Group 03	Group 04	Group 05	Total
	-- Mail First	-- Tele phone Fi rst	-- Web First	-- All Options	-- Cont rol Group p	
Plant Director	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Plant Manager	12 0.80 30.77 3.77	9 0.60 23.08 2.91	8 0.53 20.51 2.33	5 0.33 12.82 1.51	5 0.33 12.82 2.43	39 2.59
Plant Manager, O wner	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Plant Superinten dent	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Plant controller	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Plant manager	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Practice Manager	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
President	47 3.12 21.27 14.78	33 2.19 14.93 10.68	56 3.71 25.34 16.28	61 4.05 27.60 18.43	24 1.59 10.86 11.65	221 14.66
President & CEO	1 0.07 50.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 50.00 0.30	0 0.00 0.00 0.00	2 0.13
President & Gene ral Manager	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
President - Mana ger	0 0.00 0.00	0 0.00 0.00	0 0.00 0.00	1 0.07 100.00	0 0.00 0.00	1 0.07



Appendix A. Frequency Listings for by Group

	0.00	0.00	0.00	0.30	0.00	
President - Owner	0	0	0	1	0	1
	0.00	0.00	0.00	0.07	0.00	0.07
	0.00	0.00	0.00	100.00	0.00	
	0.00	0.00	0.00	0.30	0.00	
Total	318	309	344	331	206	1508
(Continued)	21.09	20.49	22.81	21.95	13.66	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
President / CEO	0 0.00 0.00 0.00	0 0.00 0.00 0.00	2 0.13 50.00 0.58	1 0.07 25.00 0.30	1 0.07 25.00 0.49	4 0.27
President / Day to Day Operation s	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
President / Gene ral Manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
President / Owne r	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
President / Part ner	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
President /CEO	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
President /Owner	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
President CEO	1 0.07 50.00 0.31	0 0.00 0.00 0.00	1 0.07 50.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	2 0.13
President CPA	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
President Estima tor Inside Sales	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
President Owner	0 0.00 0.00	1 0.07 100.00	0 0.00 0.00	0 0.00 0.00	0 0.00 0.00	1 0.07

Appendix A. Frequency Listings for by Group

	0.00	0.32	0.00	0.00	0.00	
President Tax Preparer	1	0	0	0	0	1
	0.07	0.00	0.00	0.00	0.00	0.07
	100.00	0.00	0.00	0.00	0.00	
	0.31	0.00	0.00	0.00	0.00	
<b>Total</b>	<b>318</b>	<b>309</b>	<b>344</b>	<b>331</b>	<b>206</b>	<b>1508</b>
<b>(Continued)</b>	<b>21.09</b>	<b>20.49</b>	<b>22.81</b>	<b>21.95</b>	<b>13.66</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
President and CEO	1 0.07 16.67 0.31	1 0.07 16.67 0.32	3 0.20 50.00 0.87	1 0.07 16.67 0.30	0 0.00 0.00 0.00	6 0.40
President and COO	1 0.07 50.00 0.31	1 0.07 50.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	2 0.13
President and General Manager	2 0.13 100.00 0.63	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	2 0.13
President and General Manager.	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
President and Manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
President and Owner	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
President of Corporation. Do all jobs.	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
President of Manufacturing	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
President of S-Corp and Manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
President of Tax 9111.com Inc. A CPA Firm	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
President, CEO	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07

Appendix A. Frequency Listings for by Group

	0.00	0.00	0.29	0.00	0.00	
President, Jones	1	0	0	0	0	1
Solutions Compa	0.07	0.00	0.00	0.00	0.00	0.07
ny, EVP Nationwi	100.00	0.00	0.00	0.00	0.00	
de Argosy Soluti	0.31	0.00	0.00	0.00	0.00	
ons						
<b>Total</b>	<b>318</b>	<b>309</b>	<b>344</b>	<b>331</b>	<b>206</b>	<b>1508</b>
	21.09	20.49	22.81	21.95	13.66	100.00

(Continued)

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
President, Owner	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
President, The Hollinger Group	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
President-Owner (Tech-Tool Plastics)	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
President. Owner	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
President/ Owner	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
President/Business Management	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
President/CEO	2 0.13 13.33 0.63	3 0.20 20.00 0.97	0 0.00 0.00 0.00	6 0.40 40.00 1.81	4 0.27 26.67 1.94	15 0.99
President/COO	0 0.00 0.00 0.00	1 0.07 50.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 50.00 0.49	2 0.13
President/Co-Owner	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
President/Founder	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
President/General Manager	0 0.00 0.00	0 0.00 0.00	0 0.00 0.00	0 0.00 0.00	1 0.07 100.00	1 0.07

Appendix A. Frequency Listings for by Group

	0.00	0.00	0.00	0.00	0.49	
President/Manager	0	0	1	0	0	1
	0.00	0.00	0.07	0.00	0.00	0.07
	0.00	0.00	100.00	0.00	0.00	
	0.00	0.00	0.29	0.00	0.00	
Total	318	309	344	331	206	1508
(Continued)	21.09	20.49	22.81	21.95	13.66	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
President/Owner	4 0.27 30.77 1.26	1 0.07 7.69 0.32	3 0.20 23.08 0.87	4 0.27 30.77 1.21	1 0.07 7.69 0.49	13 0.86
President/Owner/ Professional Eng ineer	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
President/Princi ple Owner	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
President/Publis her	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
President/Sales and Marketing	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
President/founde r	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
President/geolog ist	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
President/owner	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Principal	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Principal Partne r / Vice Preside nt, Business Dev elopment	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Principal in Arc hitecture Firm	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07



Appendix A. Frequency Listings for by Group

	0.00	0.00	0.29	0.00	0.00	
Principal, Director of Research	0	1	0	0	0	1
	0.00	0.07	0.00	0.00	0.00	0.07
	0.00	100.00	0.00	0.00	0.00	
	0.00	0.32	0.00	0.00	0.00	
Total	318	309	344	331	206	1508
(Continued)	21.09	20.49	22.81	21.95	13.66	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Product Director	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Product Manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Production Foreman	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Production Manager	0 0.00 0.00 0.00	1 0.07 20.00 0.32	2 0.13 40.00 0.58	1 0.07 20.00 0.30	1 0.07 20.00 0.49	5 0.33
Production Superintendent	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Production manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Public Affairs	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Purchasing	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
Purchasing, Production & Fulfillment Manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
QC/Logistics Manager	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
QFS Manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07

Appendix A. Frequency Listings for by Group

	0.00	0.00	0.29	0.00	0.00	
REGULATORY AND Q	0	0	0	1	0	1
UALITY SYSTEMS M	0.00	0.00	0.00	0.07	0.00	0.07
ANAGER	0.00	0.00	0.00	100.00	0.00	
	0.00	0.00	0.00	0.30	0.00	
<b>Total</b>	<b>318</b>	<b>309</b>	<b>344</b>	<b>331</b>	<b>206</b>	<b>1508</b>
	21.09	20.49	22.81	21.95	13.66	100.00
(Continued)						

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01	Group 02	Group 03	Group 04	Group 05	Total
	-- Mail First	-- Tele phone Fi rst	-- Web First	-- All Options	-- Cont rol Gro up	
Raleigh/Durham, NC Division Mana ger	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Raw Procurement Manager	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Receptionist	2 0.13 100.00 0.63	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	2 0.13
Regional Sales M anager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Retail Landscape Materials Sales	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Retail Operation s Manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
SAFETY DIRECTOR	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
SALES MANAGER	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
SECRETARY	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
SECRETARY TREASU RER	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
SECRETARY/OWNER	0 0.00 0.00	0 0.00 0.00	0 0.00 0.00	0 0.00 0.00	1 0.07 100.00	1 0.07

Appendix A. Frequency Listings for by Group

	0.00	0.00	0.00	0.00	0.49	
SECRETARY/TREASURER	0	0	1	0	0	1
	0.00	0.00	0.07	0.00	0.00	0.07
	0.00	0.00	100.00	0.00	0.00	
	0.00	0.00	0.29	0.00	0.00	
Total	318	309	344	331	206	1508
(Continued)	21.09	20.49	22.81	21.95	13.66	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Gro up	Total
SENIOR LEGAL ASS ISTANT AND OFFIC E MANAGE	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
SITE DIRECTOR	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
SITE MANAGER	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
SQF Manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
SR VP & CFO	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
SVP/General Mana ger	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Safety Director	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Safety complianc e manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Safety director	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
Sales	0 0.00 0.00 0.00	1 0.07 33.33 0.32	1 0.07 33.33 0.29	1 0.07 33.33 0.30	0 0.00 0.00 0.00	3 0.20
Sales & Part Own er	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.00	0 0.00 0.00 0.00	1 0.07

Appendix A. Frequency Listings for by Group

	0.00	0.00	0.00	0.30	0.00	
Sales / Logistics	0	0	0	0	1	1
	0.00	0.00	0.00	0.00	0.07	0.07
	0.00	0.00	0.00	0.00	100.00	
	0.00	0.00	0.00	0.00	0.49	
Total	318	309	344	331	206	1508
(Continued)	21.09	20.49	22.81	21.95	13.66	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01	Group 02	Group 03	Group 04	Group 05	Total
	-- Mail First	-- Tele phone Fi rst	-- Web First	-- All Options	-- Cont rol Gro up	
Sales Manager	2 0.13 40.00 0.63	1 0.07 20.00 0.32	2 0.13 40.00 0.58	0 0.00 0.00 0.00	0 0.00 0.00 0.00	5 0.33
Sales Manager / President	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Sales Manager and Vice President	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Sales Representa tive	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Sales and Market ing	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Sec./Treasurer	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Secretary	2 0.13 40.00 0.63	0 0.00 0.00 0.00	1 0.07 20.00 0.29	2 0.13 40.00 0.60	0 0.00 0.00 0.00	5 0.33
Secretary and Tr easurer	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Secretary- Treas urer	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Secretary-Treasu rer	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
Secretary/Treasu rer	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	3 0.20 100.00 0.00	0 0.00 0.00 0.00	3 0.20



Appendix A. Frequency Listings for by Group

	0.00	0.00	0.00	0.91	0.00	
Senior HR Coordinator	0	0	0	0	1	1
	0.00	0.00	0.00	0.00	0.07	0.07
	0.00	0.00	0.00	0.00	100.00	
	0.00	0.00	0.00	0.00	0.49	
Total	318	309	344	331	206	1508
(Continued)	21.09	20.49	22.81	21.95	13.66	100.00

Appendix A. Frequency Listings for by Group

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 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Senior HR Special list	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Senior Manager, Human Resources	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Senior Partner	1 0.07 50.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 50.00 0.30	0 0.00 0.00 0.00	2 0.13
Senior Vice Pres ident	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Senior Vice Pres ident, CFO	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Shipping and HR Mgr	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Small Business o wner	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Sr. Vice Preside nt and CTO	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
Staff Executive Director	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Stock Manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
Store Manager	0 0.00 0.00	0 0.00 0.00	0 0.00 0.00	1 0.07 100.00	0 0.00 0.00	1 0.07

Appendix A. Frequency Listings for by Group

	0.00	0.00	0.00	0.30	0.00	
Supervisor	1	0	0	0	0	1
	0.07	0.00	0.00	0.00	0.00	0.07
	100.00	0.00	0.00	0.00	0.00	
	0.31	0.00	0.00	0.00	0.00	
Total	318	309	344	331	206	1508
(Continued)	21.09	20.49	22.81	21.95	13.66	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Gro up	Total
TECHNICAL MANAGER	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
TECHNICIAN	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
TERMINAL OPERATOR	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
TREASURER	1 0.07 50.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 50.00 0.49	2 0.13
TRESURER	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Technology Specialist	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Territory Manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Training & Communications Coordinator	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Training & Development Specialist	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Training Manager	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Training Specialist	0 0.00 0.00 0.00	1 0.07 100.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07

Appendix A. Frequency Listings for by Group

	0.00	0.32	0.00	0.00	0.00	
Treasure	1	0	0	0	0	1
	0.07	0.00	0.00	0.00	0.00	0.07
	100.00	0.00	0.00	0.00	0.00	
	0.31	0.00	0.00	0.00	0.00	
Total	318	309	344	331	206	1508
(Continued)	21.09	20.49	22.81	21.95	13.66	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Treasurer	3 0.20 60.00 0.94	0 0.00 0.00 0.00	1 0.07 20.00 0.29	0 0.00 0.00 0.00	1 0.07 20.00 0.49	5 0.33
Treasurer-HR Director & co-Owner	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
Unit Sales Manager	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
V. Pres/CF0	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
V.P. Sales	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
VERERNARIAN	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
VICE PRESIDENT	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 50.00 0.30	1 0.07 50.00 0.49	2 0.13
VICE PRESIDENT OF OPERATIONS AND SALES	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
VICE PRESIDENT OF TECHNOLOGY	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
VICE PRESIDENT SECRETARY TREASURER	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
VICE-PRESIDENT	0 0.00 0.00 0.00	1 0.07 100.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07

Appendix A. Frequency Listings for by Group

	0.00	0.32	0.00	0.00	0.00	
VP	1	1	0	0	1	3
	0.07	0.07	0.00	0.00	0.07	0.20
	33.33	33.33	0.00	0.00	33.33	
	0.31	0.32	0.00	0.00	0.49	
Total	318	309	344	331	206	1508
(Continued)	21.09	20.49	22.81	21.95	13.66	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
VP & GM	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
VP - Manager	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
VP - Manufacturi ng and Corporate Operations	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
VP ACCOUNTING	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
VP Business Dev	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
VP Finance	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 50.00 0.29	0 0.00 0.00 0.00	1 0.07 50.00 0.49	2 0.13
VP Marketing	0 0.00 0.00 0.00	1 0.07 50.00 0.32	1 0.07 50.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	2 0.13
VP Merchandising	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
VP OF HR	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
VP OF SALES AND OPERATION MANAGE R	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
VP Operations	2 0.13 50.00	1 0.07 25.00	0 0.00 0.00	1 0.07 25.00	0 0.00 0.00	4 0.27



Appendix A. Frequency Listings for by Group

	0.63	0.32	0.00	0.30	0.00	
VP Production	0	0	0	0	1	1
	0.00	0.00	0.00	0.00	0.07	0.07
	0.00	0.00	0.00	0.00	100.00	
	0.00	0.00	0.00	0.00	0.49	
Total	318	309	344	331	206	1508
(Continued)	21.09	20.49	22.81	21.95	13.66	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
VP of Manufacturing	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
VP of Sales	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
VP, Marketing Director	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
VP, Product Marketing Services	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
VP/GM	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 50.00 0.29	0 0.00 0.00 0.00	1 0.07 50.00 0.49	2 0.13
Various: Executive Assistant, Account Executive, HR Benefits	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Veterinarian	1 0.07 20.00 0.31	1 0.07 20.00 0.32	2 0.13 40.00 0.58	1 0.07 20.00 0.30	0 0.00 0.00 0.00	5 0.33
Veterinarian - Owner	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Veterinarian - Partner	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Veterinarian/Owner	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	2 0.13 100.00 0.60	0 0.00 0.00 0.00	2 0.13
Veterinarian/Practice Owner	0 0.00 0.00 0.00	1 0.07 100.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07

Appendix A. Frequency Listings for by Group

	0.00	0.32	0.00	0.00	0.00	
Veterinarian/owner	0	0	0	0	1	1
	0.00	0.00	0.00	0.00	0.07	0.07
	0.00	0.00	0.00	0.00	100.00	
	0.00	0.00	0.00	0.00	0.49	
Total	318	309	344	331	206	1508
(Continued)	21.09	20.49	22.81	21.95	13.66	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Vice President / Owner	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Vice President	5 0.33 17.86 1.57	4 0.27 14.29 1.29	9 0.60 32.14 2.62	8 0.53 28.57 2.42	2 0.13 7.14 0.97	28 1.86
Vice President - Co-owner	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Vice President - General Manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
Vice President - Manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
Vice President - Marketing	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Vice President - Operations	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
Vice President - Risk Management	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Vice President / General Manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
Vice President M anufacturing	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Vice President O perations	1 0.07 25.00	0 0.00 0.00	0 0.00 0.00	1 0.07 25.00	2 0.13 50.00	4 0.27

Appendix A. Frequency Listings for by Group

	0.31	0.00	0.00	0.30	0.97	
Vice President Sales	0	1	0	0	0	1
	0.00	0.07	0.00	0.00	0.00	0.07
	0.00	100.00	0.00	0.00	0.00	
	0.00	0.32	0.00	0.00	0.00	
Total	318	309	344	331	206	1508
(Continued)	21.09	20.49	22.81	21.95	13.66	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Vice President Sales & Marketing	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Vice President and COO	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Vice President and General Manager	1 0.07 25.00 0.31	0 0.00 0.00 0.00	2 0.13 50.00 0.58	1 0.07 25.00 0.30	0 0.00 0.00 0.00	4 0.27
Vice President of Administration and Human Resources	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Vice President of Corporate Operations	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Vice President of Corporation and Department Director for Surveying	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Vice President of Operations	1 0.07 50.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 50.00 0.49	2 0.13
Vice President of Sales	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Vice President of Sales Administration	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Vice President of Sales and Marketing	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
Vice President of Technical Sale	0 0.00	0 0.00	1 0.07	0 0.00	0 0.00	1 0.07

Appendix A. Frequency Listings for by Group

s and Service	0.00 0.00	0.00 0.00	100.00 0.29	0.00 0.00	0.00 0.00	
Vice President, CFO	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
<b>Total</b>	<b>318</b>	<b>309</b>	<b>344</b>	<b>331</b>	<b>206</b>	<b>1508</b>
(Continued)	21.09	20.49	22.81	21.95	13.66	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Gro up	Total
Vice President, Marketing	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Vice President/ General Manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Vice President/C ashier	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Vice president	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Vp GM	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
accountant	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
accounting	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
accounting payro ll specialist	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
acctg supv	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
admin	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
booking agent	0 0.00 0.00	0 0.00 0.00	0 0.00 0.00	0 0.00 0.00	1 0.07 100.00	1 0.07



Appendix A. Frequency Listings for by Group

	0.00	0.00	0.00	0.00	0.49	
bookkeeper	0	0	0	2	0	2
	0.00	0.00	0.00	0.13	0.00	0.13
	0.00	0.00	0.00	100.00	0.00	
	0.00	0.00	0.00	0.60	0.00	
<b>Total</b>	<b>318</b>	<b>309</b>	<b>344</b>	<b>331</b>	<b>206</b>	<b>1508</b>
	21.09	20.49	22.81	21.95	13.66	100.00
(Continued)						

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
business owner	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
ceo	1 0.07 33.33 0.31	1 0.07 33.33 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 33.33 0.49	3 0.20
co-founder	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
co-owner	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
controller	0 0.00 0.00 0.00	1 0.07 50.00 0.32	1 0.07 50.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	2 0.13
curator	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
executive assist ant	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
executive vice p resident	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
fiscal director	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
general manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 25.00 0.29	0 0.00 0.00 0.00	3 0.20 75.00 1.46	4 0.27
genral manager	0 0.00 0.00 0.00	1 0.07 100.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07

Appendix A. Frequency Listings for by Group

	0.00	0.32	0.00	0.00	0.00	
gm	1	0	0	1	0	2
	0.07	0.00	0.00	0.07	0.00	0.13
	50.00	0.00	0.00	50.00	0.00	
	0.31	0.00	0.00	0.30	0.00	
<b>Total</b>	<b>318</b>	<b>309</b>	<b>344</b>	<b>331</b>	<b>206</b>	<b>1508</b>
	21.09	20.49	22.81	21.95	13.66	100.00
<b>(Continued)</b>						

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
manager	0 0.00 0.00 0.00	2 0.13 28.57 0.65	1 0.07 14.29 0.29	1 0.07 14.29 0.30	3 0.20 42.86 1.46	7 0.46
manager of farm store	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
managing partner	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
office manager	1 0.07 20.00 0.31	2 0.13 40.00 0.65	2 0.13 40.00 0.58	0 0.00 0.00 0.00	0 0.00 0.00 0.00	5 0.33
office manager/r ception	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
office mgr	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
owner	2 0.13 18.18 0.63	2 0.13 18.18 0.65	2 0.13 18.18 0.58	1 0.07 9.09 0.30	4 0.27 36.36 1.94	11 0.73
partner	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
personnel mgr	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.49	1 0.07
plant manager	0 0.00 0.00 0.00	1 0.07 33.33 0.32	1 0.07 33.33 0.29	0 0.00 0.00 0.00	1 0.07 33.33 0.49	3 0.20
president	0 0.00 0.00	3 0.20 50.00	1 0.07 16.67	1 0.07 16.67	1 0.07 16.67	6 0.40

Appendix A. Frequency Listings for by Group

	0.00	0.97	0.29	0.30	0.49	
<b>publisher</b>	0	0	1	0	0	1
	0.00	0.00	0.07	0.00	0.00	0.07
	0.00	0.00	100.00	0.00	0.00	
	0.00	0.00	0.29	0.00	0.00	
<b>Total</b>	318	309	344	331	206	1508
<b>(Continued)</b>	21.09	20.49	22.81	21.95	13.66	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q01 by Group

Q01(What is your job title or role?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Gro up	Total
sales and grain manager	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
sec treas	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	1 0.07
senior tax analy st	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
supervisor	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
technical direct or	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
veterinarian	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
vice president	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.29	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
vp	1 0.07 100.00 0.31	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
<b>Total</b>	<b>318</b> 21.09	<b>309</b> 20.49	<b>344</b> 22.81	<b>331</b> 21.95	<b>206</b> 13.66	<b>1508</b> 100.00

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q02 (Approximately what year did this business at this location begin operating?)

Moments

N	313	Sum Weights	313
Mean	1947.45367	Sum Observations	609553
Std Deviation	218.634556	Variance	47801.0692
Skewness	-8.4435737	Kurtosis	71.2596355
Uncorrected SS	1201990163	Corrected SS	14913933.6
Coeff Variation	11.2266884	Std Error Mean	12.3579558

Basic Statistical Measures

Location		Variability	
Mean	1947.454	Std Deviation	218.63456
Median	1978.000	Variance	47801
Mode	1974.000	Range	1980
		Interquartile Range	35.00000

Note: The mode displayed is the smallest of 2 modes with a count of 10.

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 157.587	Pr >  t  <.0001
Sign	M 156.5	Pr >=  M  <.0001
Signed Rank	S 24570.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	2015
99%	2012
95%	2008
90%	2005
75% Q3	1993
50% Median	1978
25% Q1	1958
10%	1929
5%	1904
1%	72
0% Min	35

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
35	14686	160	2012	12318	186
40	11687	69	2012	14620	303
50	12022	77	2013	10776	204
72	14533	154	2013	13965	288
1748	12889	107	2015	10936	207

Missing Values

Appendix A. Frequency Listings for by Group

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Missing Value	Count	-----Percent Of-----	
		All Obs	Missing Obs
S	5	1.57	100.00



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q02 (Approximately what year did this business at this location begin operating?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
35	1	0.3	0.3	1930	1	0.3	10.5	1962	3	1.0	29.7	1989	9	2.9	71.2
40	1	0.3	0.6	1932	1	0.3	10.9	1963	4	1.3	31.0	1990	4	1.3	72.5
50	1	0.3	1.0	1933	2	0.6	11.5	1965	3	1.0	31.9	1991	6	1.9	74.4
72	1	0.3	1.3	1935	3	1.0	12.5	1966	3	1.0	32.9	1992	1	0.3	74.8
1748	1	0.3	1.6	1936	1	0.3	12.8	1967	1	0.3	33.2	1993	2	0.6	75.4
1835	1	0.3	1.9	1937	2	0.6	13.4	1968	5	1.6	34.8	1994	3	1.0	76.4
1868	2	0.6	2.6	1938	1	0.3	13.7	1969	3	1.0	35.8	1995	1	0.3	76.7
1880	1	0.3	2.9	1940	3	1.0	14.7	1970	5	1.6	37.4	1996	10	3.2	79.9
1887	1	0.3	3.2	1941	1	0.3	15.0	1971	5	1.6	39.0	1997	4	1.3	81.2
1888	1	0.3	3.5	1943	2	0.6	15.7	1972	4	1.3	40.3	1998	3	1.0	82.1
1893	1	0.3	3.8	1944	1	0.3	16.0	1973	2	0.6	40.9	1999	6	1.9	84.0
1894	1	0.3	4.2	1945	1	0.3	16.3	1974	10	3.2	44.1	2000	8	2.6	86.6
1900	1	0.3	4.5	1947	2	0.6	16.9	1975	7	2.2	46.3	2001	2	0.6	87.2
1903	1	0.3	4.8	1949	3	1.0	17.9	1976	5	1.6	47.9	2002	2	0.6	87.9
1904	2	0.6	5.4	1950	5	1.6	19.5	1977	5	1.6	49.5	2003	3	1.0	88.8
1907	1	0.3	5.8	1951	2	0.6	20.1	1978	5	1.6	51.1	2004	3	1.0	89.8
1909	1	0.3	6.1	1952	4	1.3	21.4	1979	4	1.3	52.4	2005	2	0.6	90.4
1912	2	0.6	6.7	1953	1	0.3	21.7	1980	5	1.6	54.0	2006	5	1.6	92.0
1914	1	0.3	7.0	1954	1	0.3	22.0	1981	3	1.0	55.0	2007	6	1.9	93.9
1920	2	0.6	7.7	1955	5	1.6	23.6	1982	6	1.9	56.9	2008	5	1.6	95.5
1921	1	0.3	8.0	1956	3	1.0	24.6	1983	5	1.6	58.5	2009	4	1.3	96.8
1923	1	0.3	8.3	1957	1	0.3	24.9	1984	6	1.9	60.4	2010	2	0.6	97.4
1925	1	0.3	8.6	1958	1	0.3	25.2	1985	4	1.3	61.7	2011	3	1.0	98.4
1926	1	0.3	8.9	1959	1	0.3	25.6	1986	9	2.9	64.5	2012	2	0.6	99.0
1927	1	0.3	9.3	1960	8	2.6	28.1	1987	6	1.9	66.5	2013	2	0.6	99.7
1928	2	0.6	9.9	1961	2	0.6	28.8	1988	6	1.9	68.4	2015	1	0.3	100.0
1929	1	0.3	10.2												

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 59  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q02 (Approximately what year did this business at this location begin operating?)

Moments

N	299	Sum Weights	299
Mean	1947.71237	Sum Observations	582366
Std Deviation	226.705196	Variance	51395.2459
Skewness	-8.3127533	Kurtosis	68.691324
Uncorrected SS	1149597248	Corrected SS	15315783.3
Coeff Variation	11.6395623	Std Error Mean	13.1107

Basic Statistical Measures

Location		Variability	
Mean	1947.712	Std Deviation	226.70520
Median	1980.000	Variance	51395
Mode	1983.000	Range	2010
		Interquartile Range	35.00000

Note: The mode displayed is the smallest of 3 modes with a count of 9.

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 148.559	Pr >  t  <.0001
Sign	M 149.5	Pr >=  M  <.0001
Signed Rank	S 22425	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	2011
99%	2011
95%	2007
90%	2004
75% Q3	1995
50% Median	1980
25% Q1	1960
10%	1930
5%	1905
1%	25
0% Min	1

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
1	24054	586	2010	25001	620
2	22696	376	2010	25119	623
25	23721	392	2011	21212	345
50	22371	367	2011	23412	389
1871	21675	515	2011	24355	465

Missing Values

Appendix A. Frequency Listings for by Group

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Missing Value	Count	-----Percent Of-----	
		All Obs	Missing Obs
.	2	0.65	20.00
S	8	2.59	80.00
Total	10	3.24	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q02 (Approximately what year did this business at this location begin operating?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
1	1	0.3	0.3	1930	1	0.3	10.0	1963	2	0.7	28.1	1988	4	1.3	64.9
2	1	0.3	0.7	1932	1	0.3	10.4	1964	4	1.3	29.4	1989	6	2.0	66.9
25	1	0.3	1.0	1934	1	0.3	10.7	1965	3	1.0	30.4	1990	7	2.3	69.2
50	1	0.3	1.3	1935	2	0.7	11.4	1966	2	0.7	31.1	1991	7	2.3	71.6
1871	1	0.3	1.7	1939	3	1.0	12.4	1967	3	1.0	32.1	1992	3	1.0	72.6
1872	1	0.3	2.0	1940	1	0.3	12.7	1968	3	1.0	33.1	1993	3	1.0	73.6
1880	1	0.3	2.3	1943	3	1.0	13.7	1969	4	1.3	34.4	1994	2	0.7	74.2
1889	2	0.7	3.0	1944	1	0.3	14.0	1970	6	2.0	36.5	1995	7	2.3	76.6
1894	1	0.3	3.3	1945	2	0.7	14.7	1971	1	0.3	36.8	1996	7	2.3	78.9
1898	1	0.3	3.7	1946	3	1.0	15.7	1972	7	2.3	39.1	1997	2	0.7	79.6
1900	1	0.3	4.0	1947	1	0.3	16.1	1973	1	0.3	39.5	1998	7	2.3	81.9
1902	1	0.3	4.3	1949	2	0.7	16.7	1974	4	1.3	40.8	1999	4	1.3	83.3
1903	1	0.3	4.7	1950	4	1.3	18.1	1975	7	2.3	43.1	2000	9	3.0	86.3
1905	2	0.7	5.4	1951	1	0.3	18.4	1976	4	1.3	44.5	2001	2	0.7	87.0
1906	1	0.3	5.7	1952	3	1.0	19.4	1977	2	0.7	45.2	2002	4	1.3	88.3
1908	1	0.3	6.0	1953	1	0.3	19.7	1978	8	2.7	47.8	2003	4	1.3	89.6
1909	1	0.3	6.4	1954	1	0.3	20.1	1979	2	0.7	48.5	2004	4	1.3	91.0
1910	2	0.7	7.0	1955	2	0.7	20.7	1980	7	2.3	50.8	2005	2	0.7	91.6
1911	1	0.3	7.4	1956	3	1.0	21.7	1981	6	2.0	52.8	2006	2	0.7	92.3
1913	2	0.7	8.0	1957	5	1.7	23.4	1982	5	1.7	54.5	2007	9	3.0	95.3
1914	1	0.3	8.4	1958	3	1.0	24.4	1983	9	3.0	57.5	2008	1	0.3	95.7
1919	1	0.3	8.7	1959	1	0.3	24.7	1984	3	1.0	58.5	2009	3	1.0	96.7
1920	1	0.3	9.0	1960	2	0.7	25.4	1985	8	2.7	61.2	2010	7	2.3	99.0
1921	1	0.3	9.4	1961	3	1.0	26.4	1986	3	1.0	62.2	2011	3	1.0	100.0
1928	1	0.3	9.7	1962	3	1.0	27.4	1987	4	1.3	63.5				

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 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q02 (Approximately what year did this business at this location begin operating?)

Moments

N	339	Sum Weights	339
Mean	1936.51032	Sum Observations	656477
Std Deviation	260.669976	Variance	67948.8364
Skewness	-6.9415928	Kurtosis	47.5928419
Uncorrected SS	1294241195	Corrected SS	22966706.7
Coeff Variation	13.46081	Std Error Mean	14.1576497

Basic Statistical Measures

Location		Variability	
Mean	1936.510	Std Deviation	260.66998
Median	1978.000	Variance	67949
Mode	1972.000	Range	1993
		Interquartile Range	31.00000

Note: The mode displayed is the smallest of 2 modes with a count of 12.

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 136.7819	Pr >  t  <.0001
Sign	M 169.5	Pr >=  M  <.0001
Signed Rank	S 28815	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	2012
99%	2011
95%	2007
90%	2003
75% Q3	1993
50% Median	1978
25% Q1	1962
10%	1924
5%	1908
1%	35
0% Min	19

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
19	30321	636	2011	30591	785
30	34026	927	2011	31091	797
35	33657	907	2011	32863	864
35	34479	735	2012	31548	671
64	32036	828	2012	33933	921

Missing Values

Appendix A. Frequency Listings for by Group

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Missing Value	Count	-----Percent Of-----	
		All Obs	Missing Obs
S	4	1.16	80.00
T	1	0.29	20.00
Total	5	1.45	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q02 (Approximately what year did this business at this location begin operating?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
19	1	0.3	0.3	1931	1	0.3	10.9	1964	3	0.9	27.7	1989	4	1.2	69.6
30	1	0.3	0.6	1932	1	0.3	11.2	1965	8	2.4	30.1	1990	7	2.1	71.7
35	2	0.6	1.2	1933	1	0.3	11.5	1966	1	0.3	30.4	1991	4	1.2	72.9
64	1	0.3	1.5	1935	1	0.3	11.8	1967	1	0.3	30.7	1992	4	1.2	74.0
81	1	0.3	1.8	1937	1	0.3	12.1	1968	2	0.6	31.3	1993	4	1.2	75.2
1065	1	0.3	2.1	1938	2	0.6	12.7	1969	3	0.9	32.2	1994	7	2.1	77.3
1818	1	0.3	2.4	1942	3	0.9	13.6	1970	8	2.4	34.5	1995	8	2.4	79.6
1872	1	0.3	2.7	1943	2	0.6	14.2	1971	4	1.2	35.7	1996	5	1.5	81.1
1873	1	0.3	2.9	1944	2	0.6	14.7	1972	12	3.5	39.2	1997	5	1.5	82.6
1878	1	0.3	3.2	1946	4	1.2	15.9	1973	9	2.7	41.9	1998	3	0.9	83.5
1889	1	0.3	3.5	1947	2	0.6	16.5	1974	6	1.8	43.7	1999	4	1.2	84.7
1898	1	0.3	3.8	1948	5	1.5	18.0	1975	12	3.5	47.2	2000	6	1.8	86.4
1900	2	0.6	4.4	1949	3	0.9	18.9	1976	4	1.2	48.4	2001	5	1.5	87.9
1905	1	0.3	4.7	1950	1	0.3	19.2	1977	4	1.2	49.6	2002	4	1.2	89.1
1908	2	0.6	5.3	1952	2	0.6	19.8	1978	10	2.9	52.5	2003	5	1.5	90.6
1910	2	0.6	5.9	1953	1	0.3	20.1	1979	5	1.5	54.0	2004	5	1.5	92.0
1912	2	0.6	6.5	1954	2	0.6	20.6	1980	9	2.7	56.6	2005	6	1.8	93.8
1913	1	0.3	6.8	1956	1	0.3	20.9	1981	1	0.3	56.9	2006	4	1.2	95.0
1914	2	0.6	7.4	1957	4	1.2	22.1	1982	8	2.4	59.3	2007	3	0.9	95.9
1916	3	0.9	8.3	1958	1	0.3	22.4	1983	8	2.4	61.7	2008	3	0.9	96.8
1918	1	0.3	8.6	1959	2	0.6	23.0	1984	5	1.5	63.1	2009	2	0.6	97.3
1919	2	0.6	9.1	1960	3	0.9	23.9	1985	4	1.2	64.3	2010	3	0.9	98.2
1920	2	0.6	9.7	1961	1	0.3	24.2	1986	6	1.8	66.1	2011	4	1.2	99.4
1924	2	0.6	10.3	1962	7	2.1	26.3	1987	2	0.6	66.7	2012	2	0.6	100.0
1928	1	0.3	10.6	1963	2	0.6	26.8	1988	6	1.8	68.4				

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 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q02 (Approximately what year did this business at this location begin operating?)

Moments

N	328	Sum Weights	328
Mean	1955.4939	Sum Observations	641402
Std Deviation	188.51457	Variance	35537.7431
Skewness	-10.020175	Kurtosis	101.275956
Uncorrected SS	1265878542	Corrected SS	11620842
Coeff Variation	9.64025353	Std Error Mean	10.4089758

Basic Statistical Measures

Location		Variability	
Mean	1955.494	Std Deviation	188.51457
Median	1979.500	Variance	35538
Mode	1983.000	Range	2006
		Interquartile Range	31.50000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 187.8661	Pr >  t	<.0001
Sign	M 164	Pr >=  M	<.0001
Signed Rank	S 26978	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	2013.0
99%	2012.0
95%	2009.0
90%	2004.0
75% Q3	1991.5
50% Median	1979.5
25% Q1	1960.0
10%	1935.0
5%	1902.0
1%	1859.0
0% Min	7.0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
7	42093	1235	2012	42021	1170
7	40108	975	2012	41091	1209
40	43736	1104	2013	41319	1216
1859	41280	1008	2013	42309	1243
1887	42643	1059	2013	43207	1265

Missing Values

-----Percent Of-----



Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	1	0.30	33.33
S	2	0.60	66.67
<b>Total</b>	<b>3</b>	<b>0.91</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q02 (Approximately what year did this business at this location begin operating?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
7	2	0.6	0.6	1938	1	0.3	10.7	1965	3	0.9	30.2	1989	4	1.2	71.6
40	1	0.3	0.9	1940	2	0.6	11.3	1966	4	1.2	31.4	1990	8	2.4	74.1
1859	1	0.3	1.2	1942	1	0.3	11.6	1968	2	0.6	32.0	1991	3	0.9	75.0
1887	1	0.3	1.5	1944	1	0.3	11.9	1969	7	2.1	34.1	1992	8	2.4	77.4
1889	1	0.3	1.8	1945	1	0.3	12.2	1970	2	0.6	34.8	1993	3	0.9	78.4
1890	2	0.6	2.4	1946	4	1.2	13.4	1971	4	1.2	36.0	1994	2	0.6	79.0
1893	2	0.6	3.0	1947	2	0.6	14.0	1972	4	1.2	37.2	1995	4	1.2	80.2
1895	1	0.3	3.4	1948	3	0.9	14.9	1973	10	3.0	40.2	1996	4	1.2	81.4
1898	3	0.9	4.3	1949	3	0.9	15.9	1974	2	0.6	40.9	1997	4	1.2	82.6
1899	1	0.3	4.6	1950	2	0.6	16.5	1975	5	1.5	42.4	1998	3	0.9	83.5
1900	1	0.3	4.9	1951	5	1.5	18.0	1976	4	1.2	43.6	1999	4	1.2	84.8
1902	1	0.3	5.2	1952	3	0.9	18.9	1977	7	2.1	45.7	2000	9	2.7	87.5
1903	1	0.3	5.5	1953	1	0.3	19.2	1978	9	2.7	48.5	2001	5	1.5	89.0
1904	1	0.3	5.8	1954	3	0.9	20.1	1979	5	1.5	50.0	2002	3	0.9	89.9
1909	4	1.2	7.0	1956	3	0.9	21.0	1980	7	2.1	52.1	2004	4	1.2	91.2
1913	1	0.3	7.3	1957	2	0.6	21.6	1981	8	2.4	54.6	2006	3	0.9	92.1
1919	3	0.9	8.2	1958	2	0.6	22.3	1982	4	1.2	55.8	2007	1	0.3	92.4
1920	1	0.3	8.5	1959	4	1.2	23.5	1983	15	4.6	60.4	2008	8	2.4	94.8
1923	1	0.3	8.8	1960	6	1.8	25.3	1984	7	2.1	62.5	2009	5	1.5	96.3
1927	1	0.3	9.1	1961	1	0.3	25.6	1985	11	3.4	65.9	2010	3	0.9	97.3
1932	2	0.6	9.8	1962	4	1.2	26.8	1986	7	2.1	68.0	2011	3	0.9	98.2
1935	1	0.3	10.1	1963	3	0.9	27.7	1987	4	1.2	69.2	2012	3	0.9	99.1
1937	1	0.3	10.4	1964	5	1.5	29.3	1988	4	1.2	70.4	2013	3	0.9	100.0

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 65  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q02 (Approximately what year did this business at this location begin operating?)

Moments

N	201	Sum Weights	201
Mean	1964.9204	Sum Observations	394949
Std Deviation	140.952416	Variance	19867.5836
Skewness	-13.398361	Kurtosis	186.058151
Uncorrected SS	780016863	Corrected SS	3973516.73
Coeff Variation	7.17344155	Std Error Mean	9.94201688

Basic Statistical Measures

Location		Variability	
Mean	1964.920	Std Deviation	140.95242
Median	1979.000	Variance	19868
Mode	1973.000	Range	1997
		Interquartile Range	30.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 197.638	Pr >  t  <.0001
Sign	M 100.5	Pr >=  M  <.0001
Signed Rank	S 10150.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	2011
99%	2010
95%	2008
90%	2004
75% Q3	1993
50% Median	1979
25% Q1	1963
10%	1946
5%	1919
1%	1892
0% Min	14

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
14	69999	1357	2009	52290	1433
1795	54394	1486	2009	52748	1447
1892	51569	1417	2010	51442	1316
1893	50373	1397	2010	53915	1346
1901	53414	1342	2011	54116	1479

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

Missing Value	Count	All Obs	Missing Obs
S	5	2.43	100.00

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
14	1	0.5	0.5	1892	1	0.5	1.5	1901	1	0.5	2.5	1914	1	0.5	4.5
1795	1	0.5	1.0	1893	1	0.5	2.0	1902	3	1.5	4.0	1917	1	0.5	5.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q02 (Approximately what year did this business at this location begin operating?)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
1919	1	0.5	5.5	1957	2	1.0	19.9	1976	6	3.0	47.3	1994	5	2.5	79.1
1925	1	0.5	6.0	1958	1	0.5	20.4	1977	3	1.5	48.8	1995	4	2.0	81.1
1934	1	0.5	6.5	1960	5	2.5	22.9	1978	2	1.0	49.8	1996	1	0.5	81.6
1935	1	0.5	7.0	1961	2	1.0	23.9	1979	5	2.5	52.2	1997	5	2.5	84.1
1940	1	0.5	7.5	1962	2	1.0	24.9	1980	3	1.5	53.7	1999	1	0.5	84.6
1943	2	1.0	8.5	1963	4	2.0	26.9	1981	3	1.5	55.2	2000	4	2.0	86.6
1944	1	0.5	9.0	1964	4	2.0	28.9	1982	2	1.0	56.2	2001	1	0.5	87.1
1945	2	1.0	10.0	1965	2	1.0	29.9	1983	4	2.0	58.2	2002	1	0.5	87.6
1946	3	1.5	11.4	1966	1	0.5	30.3	1984	4	2.0	60.2	2003	2	1.0	88.6
1947	1	0.5	11.9	1967	1	0.5	30.8	1985	5	2.5	62.7	2004	4	2.0	90.5
1948	1	0.5	12.4	1968	2	1.0	31.8	1986	5	2.5	65.2	2005	2	1.0	91.5
1949	1	0.5	12.9	1969	3	1.5	33.3	1987	2	1.0	66.2	2006	3	1.5	93.0
1950	3	1.5	14.4	1970	3	1.5	34.8	1988	4	2.0	68.2	2007	3	1.5	94.5
1951	1	0.5	14.9	1971	2	1.0	35.8	1989	4	2.0	70.1	2008	4	2.0	96.5
1952	2	1.0	15.9	1972	1	0.5	36.3	1990	3	1.5	71.6	2009	4	2.0	98.5
1954	2	1.0	16.9	1973	7	3.5	39.8	1992	5	2.5	74.1	2010	2	1.0	99.5
1955	2	1.0	17.9	1974	3	1.5	41.3	1993	5	2.5	76.6	2011	1	0.5	100.0
1956	2	1.0	18.9	1975	6	3.0	44.3								

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q03 by Group

Q03(What is the main product or service at this business location?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Comment present	315 20.89 21.13 99.06	302 20.03 20.25 97.73	343 22.75 23.00 99.71	330 21.88 22.13 99.70	201 13.33 13.48 97.57	1491 98.87
Comment not pres ent	3 0.20 17.65 0.94	7 0.46 41.18 2.27	1 0.07 5.88 0.29	1 0.07 5.88 0.30	5 0.33 29.41 2.43	17 1.13
<b>Total</b>	<b>318</b> 21.09	<b>309</b> 20.49	<b>344</b> 22.81	<b>331</b> 21.95	<b>206</b> 13.66	<b>1508</b> 100.00

Table of Q04 by Group

Q04(Does this business have only one location or more than one location?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	0 . . .	1 . . .	1 . . .	1 . . .	0 . . .	. . . .
Skipped	3 . . .	7 . . .	1 . . .	1 . . .	5 . . .	. . . .
Only one locatio n	163 10.95 19.71 51.75	156 10.48 18.86 51.83	184 12.37 22.25 53.80	190 12.77 22.97 57.75	134 9.01 16.20 66.67	827 55.58
More than one lo cation	152 10.22 23.00 48.25	145 9.74 21.94 48.17	158 10.62 23.90 46.20	139 9.34 21.03 42.25	67 4.50 10.14 33.33	661 44.42
<b>Total</b>	<b>315</b> 21.17	<b>301</b> 20.23	<b>342</b> 22.98	<b>329</b> 22.11	<b>201</b> 13.51	<b>1488</b> 100.00

Frequency Missing = 20



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207    ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group

The FREQ Procedure

Table of Q04A by Group

Q04A(Is this location this business's headquarters or is it a branch location?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	7 . . .	27 . . .	7 . . .	12 . . .	20 . . .	. . . .
Skipped	159 . . .	140 . . .	178 . . .	180 . . .	119 . . .	. . . .
Headquarters	96 14.57 23.59 63.16	78 11.84 19.16 54.93	97 14.72 23.83 61.01	91 13.81 22.36 65.47	45 6.83 11.06 67.16	407 61.76
Branch location	56 8.50 22.22 36.84	64 9.71 25.40 45.07	62 9.41 24.60 38.99	48 7.28 19.05 34.53	22 3.34 8.73 32.84	252 38.24
Total	152 23.07	142 21.55	159 24.13	139 21.09	67 10.17	659 100.00

Frequency Missing = 849



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q05A by Group

Q05A(Importance for locating in this community: Owner-ties to area)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	5 . . .	3 . . .	8 . . .	4 . . .	1 . . .	. . . .
Missing	4 . . .	3 . . .	8 . . .	6 . . .	3 . . .	. . . .
Not Applicable	19 . . .	22 . . .	27 . . .	14 . . .	12 . . .	. . . .
Skipped	5 . . .	7 . . .	4 . . .	3 . . .	7 . . .	. . . .
Not important	61 4.54 22.18 21.40	63 4.69 22.91 22.99	57 4.24 20.73 19.19	56 4.17 20.36 18.42	38 2.83 13.82 20.77	275 20.48
Somewhat importa nt	71 5.29 25.63 24.91	51 3.80 18.41 18.61	53 3.95 19.13 17.85	69 5.14 24.91 22.70	33 2.46 11.91 18.03	277 20.63
Very important	153 11.39 19.34 53.68	160 11.91 20.23 58.39	187 13.92 23.64 62.96	179 13.33 22.63 58.88	112 8.34 14.16 61.20	791 58.90
Total	285 21.22	274 20.40	297 22.11	304 22.64	183 13.63	1343 100.00

Frequency Missing = 165

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

The FREQ Procedure

Table of Q05B by Group

Q05B(Importance for locating in this community: Availability of low-cost labor)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	7 . . .	4 . . .	6 . . .	5 . . .	6 . . .	. . . .
Missing	3 . . .	4 . . .	11 . . .	7 . . .	7 . . .	. . . .
Not Applicable	20 . . .	26 . . .	28 . . .	24 . . .	19 . . .	. . . .
Skipped	5 . . .	7 . . .	4 . . .	3 . . .	7 . . .	. . . .
Not important	82 6.28 22.04 28.98	79 6.05 21.24 29.48	97 7.43 26.08 32.88	74 5.67 19.89 25.34	40 3.07 10.75 23.95	372 28.51
Somewhat importa nt	141 10.80 22.85 49.82	118 9.04 19.12 44.03	142 10.88 23.01 48.14	130 9.96 21.07 44.52	86 6.59 13.94 51.50	617 47.28
Very important	60 4.60 18.99 21.20	71 5.44 22.47 26.49	56 4.29 17.72 18.98	88 6.74 27.85 30.14	41 3.14 12.97 24.55	316 24.21
Total	283 21.69	268 20.54	295 22.61	292 22.38	167 12.80	1305 100.00

Frequency Missing = 203

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q05C by Group

Q05C(Importance for locating in this community: Available skilled labor pool)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	6 . . .	3 . . .	7 . . .	3 . . .	3 . . .	. . . .
Missing	3 . . .	5 . . .	8 . . .	8 . . .	7 . . .	. . . .
Not Applicable	18 . . .	19 . . .	21 . . .	16 . . .	13 . . .	. . . .
Skipped	5 . . .	7 . . .	4 . . .	3 . . .	7 . . .	. . . .
Not important	33 2.46 18.44 11.54	42 3.13 23.46 15.27	38 2.83 21.23 12.50	43 3.20 24.02 14.29	23 1.71 12.85 13.07	179 13.34
Somewhat importa nt	124 9.24 22.63 43.36	106 7.90 19.34 38.55	111 8.27 20.26 36.51	130 9.69 23.72 43.19	77 5.74 14.05 43.75	548 40.83
Very important	129 9.61 20.98 45.10	127 9.46 20.65 46.18	155 11.55 25.20 50.99	128 9.54 20.81 42.52	76 5.66 12.36 43.18	615 45.83
Total	286 21.31	275 20.49	304 22.65	301 22.43	176 13.11	1342 100.00

Frequency Missing = 166

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q05D by Group

Q05D(Importance for locating in this community: Access to transportation)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	4 . . .	2 . . .	8 . . .	3 . . .	1 . . .	. . . .
Missing	2 . . .	7 . . .	8 . . .	11 . . .	6 . . .	. . . .
Not Applicable	24 . . .	21 . . .	24 . . .	20 . . .	16 . . .	. . . .
Skipped	5 . . .	7 . . .	4 . . .	3 . . .	7 . . .	. . . .
Not important	75 5.66 20.72 26.50	75 5.66 20.72 27.57	84 6.34 23.20 28.00	82 6.19 22.65 27.89	46 3.47 12.71 26.14	362 27.32
Somewhat importa nt	93 7.02 19.14 32.86	99 7.47 20.37 36.40	111 8.38 22.84 37.00	113 8.53 23.25 38.44	70 5.28 14.40 39.77	486 36.68
Very important	115 8.68 24.11 40.64	98 7.40 20.55 36.03	105 7.92 22.01 35.00	99 7.47 20.75 33.67	60 4.53 12.58 34.09	477 36.00
Total	283 21.36	272 20.53	300 22.64	294 22.19	176 13.28	1325 100.00

Frequency Missing = 183

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q05E by Group

Q05E(Importance for locating in this community: Access to broadband or high speed internet)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	2 . . .	6 . . .	6 . . .	2 . . .	1 . . .	. . . .
Missing	1 . . .	4 . . .	9 . . .	7 . . .	5 . . .	. . . .
Not Applicable	16 . . .	21 . . .	17 . . .	19 . . .	11 . . .	. . . .
Skipped	5 . . .	7 . . .	4 . . .	3 . . .	7 . . .	. . . .
Not important	53 3.91 21.29 18.03	62 4.58 24.90 22.88	53 3.91 21.29 17.21	50 3.69 20.08 16.67	31 2.29 12.45 17.03	249 18.38
Somewhat importa nt	94 6.94 20.80 31.97	83 6.13 18.36 30.63	97 7.16 21.46 31.49	103 7.60 22.79 34.33	75 5.54 16.59 41.21	452 33.36
Very important	147 10.85 22.48 50.00	126 9.30 19.27 46.49	158 11.66 24.16 51.30	147 10.85 22.48 49.00	76 5.61 11.62 41.76	654 48.27
Total	294 21.70	271 20.00	308 22.73	300 22.14	182 13.43	1355 100.00

Frequency Missing = 153

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207    ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group

The FREQ Procedure

Table of Q05F by Group

Q05F(Importance for locating in this community: Access to material inputs)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	10 . . .	11 . . .	15 . . .	9 . . .	3 . . .	.
Missing	3 . . .	7 . . .	10 . . .	12 . . .	8 . . .	.
Not Applicable	29 . . .	31 . . .	32 . . .	27 . . .	10 . . .	.
Skipped	5 . . .	7 . . .	4 . . .	3 . . .	7 . . .	.
Not important	60 4.74 20.62 22.14	57 4.51 19.59 22.53	66 5.22 22.68 23.32	69 5.45 23.71 24.64	39 3.08 13.40 21.91	291 23.00
Somewhat importa nt	101 7.98 20.78 37.27	90 7.11 18.52 35.57	117 9.25 24.07 41.34	107 8.46 22.02 38.21	71 5.61 14.61 39.89	486 38.42
Very important	110 8.70 22.54 40.59	106 8.38 21.72 41.90	100 7.91 20.49 35.34	104 8.22 21.31 37.14	68 5.38 13.93 38.20	488 38.58
Total	271 21.42	253 20.00	283 22.37	280 22.13	178 14.07	1265 100.00

Frequency Missing = 243

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q05G by Group

Q05G(Importance for locating in this community: Access to customers)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	3 . . .	2 . . .	6 . . .	3 . . .	0 . . .	. . . .
Missing	2 . . .	4 . . .	11 . . .	8 . . .	4 . . .	. . . .
Not Applicable	22 . . .	17 . . .	13 . . .	13 . . .	10 . . .	. . . .
Skipped	5 . . .	7 . . .	4 . . .	3 . . .	7 . . .	. . . .
Not important	54 3.96 19.71 18.88	58 4.25 21.17 20.79	68 4.99 24.82 21.94	70 5.13 25.55 23.03	24 1.76 8.76 12.97	274 20.09
Somewhat importa nt	72 5.28 21.69 25.17	56 4.11 16.87 20.07	84 6.16 25.30 27.10	73 5.35 21.99 24.01	47 3.45 14.16 25.41	332 24.34
Very important	160 11.73 21.11 55.94	165 12.10 21.77 59.14	158 11.58 20.84 50.97	161 11.80 21.24 52.96	114 8.36 15.04 61.62	758 55.57
Total	286 20.97	279 20.45	310 22.73	304 22.29	185 13.56	1364 100.00

Frequency Missing = 144

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

The FREQ Procedure

Table of Q05H by Group

Q05H(Importance for locating in this community: Government incentives)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	16 . . . . . .	18 . . . . . .	24 . . . . . .	10 . . . . . .	6 . . . . . .	. . . . . . .
Missing	5 . . . . . .	5 . . . . . .	11 . . . . . .	12 . . . . . .	6 . . . . . .	. . . . . . .
Not Applicable	52 . . . . . .	40 . . . . . .	55 . . . . . .	51 . . . . . .	37 . . . . . .	. . . . . . .
Skipped	5 . . . . . .	7 . . . . . .	4 . . . . . .	3 . . . . . .	7 . . . . . .	. . . . . . .
Not important	147 12.96 20.91 61.25	143 12.61 20.34 59.83	159 14.02 22.62 63.60	159 14.02 22.62 62.35	95 8.38 13.51 63.33	703 61.99
Somewhat importa nt	66 5.82 22.37 27.50	66 5.82 22.37 27.62	52 4.59 17.63 20.80	74 6.53 25.08 29.02	37 3.26 12.54 24.67	295 26.01
Very important	27 2.38 19.85 11.25	30 2.65 22.06 12.55	39 3.44 28.68 15.60	22 1.94 16.18 8.63	18 1.59 13.24 12.00	136 11.99
Total	240 21.16	239 21.08	250 22.05	255 22.49	150 13.23	1134 100.00

Frequency Missing = 374



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q05I by Group

Q05I(Importance for locating in this community: Low taxes) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	9 . . .	16 . . .	12 . . .	13 . . .	9 . . .	. . . .
Missing	2 . . .	4 . . .	11 . . .	9 . . .	8 . . .	. . . .
Not Applicable	36 . . .	31 . . .	35 . . .	43 . . .	23 . . .	. . . .
Skipped	5 . . .	7 . . .	4 . . .	3 . . .	7 . . .	. . . .
Not important	82 6.72 24.40 30.83	69 5.65 20.54 27.49	75 6.14 22.32 26.60	73 5.98 21.73 27.76	37 3.03 11.01 23.27	336 27.52
Somewhat importa nt	108 8.85 21.77 40.60	100 8.19 20.16 39.84	111 9.09 22.38 39.36	107 8.76 21.57 40.68	70 5.73 14.11 44.03	496 40.62
Very important	76 6.22 19.54 28.57	82 6.72 21.08 32.67	96 7.86 24.68 34.04	83 6.80 21.34 31.56	52 4.26 13.37 32.70	389 31.86
Total	266 21.79	251 20.56	282 23.10	263 21.54	159 13.02	1221 100.00

Frequency Missing = 287

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q05J by Group

Q05J(Importance for locating in this community: Strong or growing local economy)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	6 . . .	5 . . .	10 . . .	5 . . .	4 . . .	. . . .
Missing	2 . . .	5 . . .	9 . . .	8 . . .	6 . . .	. . . .
Not Applicable	21 . . .	19 . . .	20 . . .	22 . . .	14 . . .	. . . .
Skipped	5 . . .	7 . . .	4 . . .	3 . . .	7 . . .	. . . .
Not important	60 4.52 20.69 21.13	62 4.68 21.38 22.71	61 4.60 21.03 20.27	73 5.51 25.17 24.91	34 2.56 11.72 19.43	290 21.87
Somewhat importa nt	122 9.20 23.46 42.96	103 7.77 19.81 37.73	114 8.60 21.92 37.87	115 8.67 22.12 39.25	66 4.98 12.69 37.71	520 39.22
Very important	102 7.69 19.77 35.92	108 8.14 20.93 39.56	126 9.50 24.42 41.86	105 7.92 20.35 35.84	75 5.66 14.53 42.86	516 38.91
Total	284 21.42	273 20.59	301 22.70	293 22.10	175 13.20	1326 100.00

Frequency Missing = 182

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

The FREQ Procedure

Table of Q05aA by Group

Q05aA(Importance for making this community an attractive place to work: Opportunities for outdoor recreation)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	7 . . .	5 . . .	6 . . .	1 . . .	3 . . .	. . . .
Missing	2 . . .	2 . . .	6 . . .	7 . . .	7 . . .	. . . .
Not Applicable	14 . . .	19 . . .	15 . . .	20 . . .	11 . . .	. . . .
Skipped	7 . . .	7 . . .	5 . . .	3 . . .	8 . . .	. . . .
Not important	54 3.99 19.78 18.75	54 3.99 19.78 19.57	54 3.99 19.78 17.31	77 5.69 28.21 25.67	34 2.51 12.45 19.21	273 20.18
Somewhat importa nt	140 10.35 21.64 48.61	131 9.68 20.25 47.46	158 11.68 24.42 50.64	137 10.13 21.17 45.67	81 5.99 12.52 45.76	647 47.82
Very important	94 6.95 21.71 32.64	91 6.73 21.02 32.97	100 7.39 23.09 32.05	86 6.36 19.86 28.67	62 4.58 14.32 35.03	433 32.00
Total	288 21.29	276 20.40	312 23.06	300 22.17	177 13.08	1353 100.00

Frequency Missing = 155

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q05aB by Group

Q05aB(Importance for making this community an attractive place to work: Scenic beauty (e.g., natural or architectural))  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Don't know	6 . . .	5 . . .	4 . . .	1 . . .	3 . . .	. . . .
Missing	1 . . .	2 . . .	6 . . .	6 . . .	8 . . .	. . . .
Not Applicable	15 . . .	19 . . .	14 . . .	16 . . .	10 . . .	. . . .
Skipped	7 . . .	7 . . .	5 . . .	3 . . .	8 . . .	. . . .
Not important	72 5.29 19.46 24.91	74 5.43 20.00 26.81	78 5.73 21.08 24.76	105 7.71 28.38 34.43	41 3.01 11.08 23.16	370 27.17
Somewhat importa nt	132 9.69 20.63 45.67	132 9.69 20.63 47.83	160 11.75 25.00 50.79	133 9.77 20.78 43.61	83 6.09 12.97 46.89	640 46.99
Very important	85 6.24 24.15 29.41	70 5.14 19.89 25.36	77 5.65 21.88 24.44	67 4.92 19.03 21.97	53 3.89 15.06 29.94	352 25.84
Total	289 21.22	276 20.26	315 23.13	305 22.39	177 13.00	1362 100.00

Frequency Missing = 146

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

The FREQ Procedure

Table of Q05aC by Group

Q05aC(Importance for making this community an attractive place to work: Climate)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	4 . . .	4 . . .	3 . . .	1 . . .	2 . . .	. . . .
Missing	3 . . .	3 . . .	6 . . .	9 . . .	7 . . .	. . . .
Not Applicable	13 . . .	19 . . .	13 . . .	14 . . .	11 . . .	. . . .
Skipped	7 . . .	7 . . .	5 . . .	3 . . .	8 . . .	. . . .
Not important	82 6.00 21.69 28.18	65 4.76 17.20 23.55	84 6.15 22.22 26.50	93 6.81 24.60 30.59	54 3.95 14.29 30.34	378 27.67
Somewhat importa nt	144 10.54 20.78 49.48	153 11.20 22.08 55.43	158 11.57 22.80 49.84	149 10.91 21.50 49.01	89 6.52 12.84 50.00	693 50.73
Very important	65 4.76 22.03 22.34	58 4.25 19.66 21.01	75 5.49 25.42 23.66	62 4.54 21.02 20.39	35 2.56 11.86 19.66	295 21.60
Total	291 21.30	276 20.20	317 23.21	304 22.25	178 13.03	1366 100.00

Frequency Missing = 142

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

The FREQ Procedure

Table of Q05aD by Group

Q05aD(Importance for making this community an attractive place to work: Access to arts and entertainment)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	9 . . . .	5 . . . .	4 . . . .	1 . . . .	3 . . . .	. . . . .
Missing	4 . . . .	2 . . . .	9 . . . .	12 . . . .	9 . . . .	. . . . .
Not Applicable	14 . . . .	23 . . . .	19 . . . .	23 . . . .	14 . . . .	. . . . .
Skipped	7 . . . .	7 . . . .	5 . . . .	3 . . . .	8 . . . .	. . . . .
Not important	122 9.19 20.89 42.96	118 8.89 20.21 43.38	126 9.50 21.58 41.04	143 10.78 24.49 48.97	75 5.65 12.84 43.60	584 44.01
Somewhat importa nt	124 9.34 21.34 43.66	123 9.27 21.17 45.22	142 10.70 24.44 46.25	118 8.89 20.31 40.41	74 5.58 12.74 43.02	581 43.78
Very important	38 2.86 23.46 13.38	31 2.34 19.14 11.40	39 2.94 24.07 12.70	31 2.34 19.14 10.62	23 1.73 14.20 13.37	162 12.21
Total	284 21.40	272 20.50	307 23.13	292 22.00	172 12.96	1327 100.00

Frequency Missing = 181

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

The FREQ Procedure

Table of Q05aE by Group

Q05aE(Importance for making this community an attractive place to work: Quality of local schools)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	5 . . .	3 . . .	4 . . .	0 . . .	1 . . .	. . . .
Missing	1 . . .	3 . . .	6 . . .	8 . . .	7 . . .	. . . .
Not Applicable	16 . . .	18 . . .	10 . . .	14 . . .	9 . . .	. . . .
Skipped	7 . . .	7 . . .	5 . . .	3 . . .	8 . . .	. . . .
Not important	43 3.13 23.24 14.88	37 2.69 20.00 13.31	36 2.62 19.46 11.29	53 3.86 28.65 17.32	16 1.17 8.65 8.84	185 13.47
Somewhat importa nt	91 6.63 18.35 31.49	102 7.43 20.56 36.69	117 8.52 23.59 36.68	107 7.79 21.57 34.97	79 5.75 15.93 43.65	496 36.13
Very important	155 11.29 22.40 53.63	139 10.12 20.09 50.00	166 12.09 23.99 52.04	146 10.63 21.10 47.71	86 6.26 12.43 47.51	692 50.40
Total	289 21.05	278 20.25	319 23.23	306 22.29	181 13.18	1373 100.00

Frequency Missing = 135

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

The FREQ Procedure

Table of Q05aF by Group

Q05aF(Importance for making this community an attractive place to work: Access to health care)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	5 . . .	4 . . .	5 . . .	0 . . .	2 . . .	. . . .
Missing	1 . . .	3 . . .	7 . . .	7 . . .	8 . . .	. . . .
Not Applicable	14 . . .	14 . . .	9 . . .	12 . . .	7 . . .	. . . .
Skipped	7 . . .	7 . . .	5 . . .	3 . . .	8 . . .	. . . .
Not important	34 2.46 20.73 11.68	39 2.83 23.78 13.88	32 2.32 19.51 10.06	42 3.04 25.61 13.59	17 1.23 10.37 9.39	164 11.88
Somewhat importa nt	115 8.33 20.21 39.52	113 8.19 19.86 40.21	129 9.35 22.67 40.57	126 9.13 22.14 40.78	86 6.23 15.11 47.51	569 41.23
Very important	142 10.29 21.95 48.80	129 9.35 19.94 45.91	157 11.38 24.27 49.37	141 10.22 21.79 45.63	78 5.65 12.06 43.09	647 46.88
Total	291 21.09	281 20.36	318 23.04	309 22.39	181 13.12	1380 100.00

Frequency Missing = 128



ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q06a (In 2012, at this location, average number of workers who were: Full-time and part-time employees on your payroll)

Moments

N	308	Sum Weights	308
Mean	98.1071429	Sum Observations	30217
Std Deviation	233.329083	Variance	54442.4608
Skewness	7.13858163	Kurtosis	69.4294391
Uncorrected SS	19678339	Corrected SS	16713835.5
Coeff Variation	237.830881	Std Error Mean	13.2951584

Basic Statistical Measures

Location		Variability	
Mean	98.10714	Std Deviation	233.32908
Median	30.00000	Variance	54442
Mode	6.00000	Range	2848
		Interquartile Range	79.50000

Note: The mode displayed is the smallest of 2 modes with a count of 16.

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 7.379163	Pr >  t  <.0001
Sign	M 154	Pr >=  M  <.0001
Signed Rank	S 23793	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	2850.0
99%	1200.0
95%	370.0
90%	225.0
75% Q3	90.0
50% Median	30.0
25% Q1	10.5
10%	6.0
5%	6.0
1%	4.0
0% Min	2.0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
2	11482	61	819	12467	91
3	13113	115	1200	14591	302
3	10729	37	1200	14652	305
4	15151	176	1450	15198	318
4	13855	133	2850	15094	315

Missing Values

Appendix A. Frequency Listings for by Group

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Missing Value	Count	-----Percent Of-----	
		All Obs	Missing Obs
S	10	3.14	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q06a (In 2012, at this location, average number of workers who were: Full-time and part-time employees on your payroll)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
2	1	0.3	0.3	29	2	0.6	48.7	63	3	1.0	69.2	175	1	0.3	87.7
3	2	0.6	1.0	30	8	2.6	51.3	70	2	0.6	69.8	180	1	0.3	88.0
4	2	0.6	1.6	31	1	0.3	51.6	74	4	1.3	71.1	183	1	0.3	88.3
5	10	3.2	4.9	32	1	0.3	51.9	75	1	0.3	71.4	186	1	0.3	88.6
6	16	5.2	10.1	34	2	0.6	52.6	76	1	0.3	71.8	200	3	1.0	89.6
7	16	5.2	15.3	35	1	0.3	52.9	77	1	0.3	72.1	225	4	1.3	90.9
8	11	3.6	18.8	37	2	0.6	53.6	80	3	1.0	73.1	240	1	0.3	91.2
9	7	2.3	21.1	38	3	1.0	54.5	82	1	0.3	73.4	250	3	1.0	92.2
10	12	3.9	25.0	39	1	0.3	54.9	85	4	1.3	74.7	280	1	0.3	92.5
11	2	0.6	25.6	40	3	1.0	55.8	90	3	1.0	75.6	290	1	0.3	92.9
12	7	2.3	27.9	41	2	0.6	56.5	95	2	0.6	76.3	300	3	1.0	93.8
13	4	1.3	29.2	42	3	1.0	57.5	100	6	1.9	78.2	320	1	0.3	94.2
14	4	1.3	30.5	43	2	0.6	58.1	110	1	0.3	78.6	325	1	0.3	94.5
15	6	1.9	32.5	45	6	1.9	60.1	115	1	0.3	78.9	345	1	0.3	94.8
16	3	1.0	33.4	46	2	0.6	60.7	116	1	0.3	79.2	370	1	0.3	95.1
17	3	1.0	34.4	47	1	0.3	61.0	117	1	0.3	79.5	400	3	1.0	96.1
18	7	2.3	36.7	48	3	1.0	62.0	120	5	1.6	81.2	475	1	0.3	96.4
19	4	1.3	38.0	49	2	0.6	62.7	125	1	0.3	81.5	550	1	0.3	96.8
20	9	2.9	40.9	50	5	1.6	64.3	130	3	1.0	82.5	650	2	0.6	97.4
21	2	0.6	41.6	52	4	1.3	65.6	140	1	0.3	82.8	700	2	0.6	98.1
22	3	1.0	42.5	54	1	0.3	65.9	145	3	1.0	83.8	750	1	0.3	98.4
23	3	1.0	43.5	55	2	0.6	66.6	148	2	0.6	84.4	819	1	0.3	98.7
24	2	0.6	44.2	56	1	0.3	66.9	150	4	1.3	85.7	1200	2	0.6	99.4
25	8	2.6	46.8	57	1	0.3	67.2	160	2	0.6	86.4	1450	1	0.3	99.7
26	2	0.6	47.4	60	2	0.6	67.9	165	1	0.3	86.7	2850	1	0.3	100.0
28	2	0.6	48.1	61	1	0.3	68.2	170	2	0.6	87.3				

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 87  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q06b (In 2012, at this location, average number of workers who were: Independent contractors or temporary workers NOT ON YOUR PAYROLL)

Moments

N	280	Sum Weights	280
Mean	9.71428571	Sum Observations	2720
Std Deviation	39.9085488	Variance	1592.69227
Skewness	9.20309449	Kurtosis	98.8276188
Uncorrected SS	470784	Corrected SS	444361.143
Coeff Variation	410.823297	Std Error Mean	2.38499196

Basic Statistical Measures

Location		Variability	
Mean	9.714286	Std Deviation	39.90855
Median	1.000000	Variance	1593
Mode	0.000000	Range	500.00000
		Interquartile Range	5.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 4.073089	Pr >  t	<.0001
Sign	M 72.5	Pr >=  M	<.0001
Signed Rank	S 5292.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	500.0
99%	202.0
95%	37.5
90%	20.0
75% Q3	5.0
50% Median	1.0
25% Q1	0.0
10%	0.0
5%	0.0
1%	0.0
0% Min	0.0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	15035	314	100	13754	130
0	14976	312	100	14814	164
0	14783	309	202	12467	91
0	14695	307	335	15094	315
0	14658	306	500	15198	318

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

Missing Value	Count	All Obs	Missing Obs
S	38	11.95	100.00

Frequency Counts

Value	Count	Percents	
		Cell	Cum
0	135	48.2	48.2
1	22	7.9	56.1

Value	Count	Percents	
		Cell	Cum
2	24	8.6	64.6
3	14	5.0	69.6

Value	Count	Percents	
		Cell	Cum
4	13	4.6	74.3
5	11	3.9	78.2

Value	Count	Percents	
		Cell	Cum
6	7	2.5	80.7
8	3	1.1	81.8

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q06b (In 2012, at this location, average number of workers who were: Independent contractors or temporary workers NOT ON YOUR PAYROLL)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
10	15	5.4	87.1	29	1	0.4	91.8	50	3	1.1	96.8	100	2	0.7	98.9
15	4	1.4	88.6	30	7	2.5	94.3	52	1	0.4	97.1	202	1	0.4	99.3
17	1	0.4	88.9	35	2	0.7	95.0	75	2	0.7	97.9	335	1	0.4	99.6
20	5	1.8	90.7	40	2	0.7	95.7	80	1	0.4	98.2	500	1	0.4	100.0
25	2	0.7	91.4												

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 89  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q06c (In 2012, at this location, average number of workers who were: Total)

Moments

N	297	Sum Weights	297
Mean	108.929293	Sum Observations	32352
Std Deviation	266.637746	Variance	71095.6876
Skewness	7.22320019	Kurtosis	68.9497729
Uncorrected SS	24568404	Corrected SS	21044323.5
Coeff Variation	244.780572	Std Error Mean	15.4718913

Basic Statistical Measures

Location		Variability	
Mean	108.9293	Std Deviation	266.63775
Median	34.0000	Variance	71096
Mode	7.0000	Range	3182
		Interquartile Range	82.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 7.040464	Pr >  t	<.0001
Sign	M 148.5	Pr >=  M	<.0001
Signed Rank	S 22126.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	3185
99%	1200
95%	400
90%	250
75% Q3	95
50% Median	34
25% Q1	13
10%	7
5%	6
1%	4
0% Min	3

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
3	13113	115	1021	12467	91
3	10729	37	1200	14591	302
4	15151	176	1200	14652	305
4	13855	133	1950	15198	318
5	12288	247	3185	15094	315

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	12	3.77	57.14
S	9	2.83	42.86
<b>Total</b>	<b>21</b>	<b>6.60</b>	<b>100.00</b>



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q06c (In 2012, at this location, average number of workers who were: Total)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
3	2	0.7	0.7	36	1	0.3	51.2	79	1	0.3	70.7	200	1	0.3	87.5
4	2	0.7	1.3	37	2	0.7	51.9	80	4	1.3	72.1	202	1	0.3	87.9
5	7	2.4	3.7	38	2	0.7	52.5	82	1	0.3	72.4	203	1	0.3	88.2
6	12	4.0	7.7	40	5	1.7	54.2	85	2	0.7	73.1	228	1	0.3	88.6
7	14	4.7	12.5	42	2	0.7	54.9	86	2	0.7	73.7	245	1	0.3	88.9
8	10	3.4	15.8	43	3	1.0	55.9	90	1	0.3	74.1	250	4	1.3	90.2
9	8	2.7	18.5	45	4	1.3	57.2	92	1	0.3	74.4	255	1	0.3	90.6
10	7	2.4	20.9	46	2	0.7	57.9	95	2	0.7	75.1	260	3	1.0	91.6
11	5	1.7	22.6	47	3	1.0	58.9	100	5	1.7	76.8	277	1	0.3	91.9
12	6	2.0	24.6	48	4	1.3	60.3	103	1	0.3	77.1	280	1	0.3	92.3
13	6	2.0	26.6	49	2	0.7	60.9	110	2	0.7	77.8	290	1	0.3	92.6
14	4	1.3	27.9	50	4	1.3	62.3	115	1	0.3	78.1	300	2	0.7	93.3
15	3	1.0	29.0	51	1	0.3	62.6	116	1	0.3	78.5	310	1	0.3	93.6
16	4	1.3	30.3	52	4	1.3	64.0	120	3	1.0	79.5	321	1	0.3	93.9
17	4	1.3	31.6	55	1	0.3	64.3	121	1	0.3	79.8	340	1	0.3	94.3
18	4	1.3	33.0	56	1	0.3	64.6	125	1	0.3	80.1	345	1	0.3	94.6
19	6	2.0	35.0	57	1	0.3	65.0	126	1	0.3	80.5	400	2	0.7	95.3
20	9	3.0	38.0	58	1	0.3	65.3	130	2	0.7	81.1	425	1	0.3	95.6
21	5	1.7	39.7	59	1	0.3	65.7	135	1	0.3	81.5	450	1	0.3	96.0
22	3	1.0	40.7	60	1	0.3	66.0	142	1	0.3	81.8	510	1	0.3	96.3
23	2	0.7	41.4	64	1	0.3	66.3	145	1	0.3	82.2	560	1	0.3	96.6
24	2	0.7	42.1	65	1	0.3	66.7	147	1	0.3	82.5	700	1	0.3	97.0
25	6	2.0	44.1	66	1	0.3	67.0	148	1	0.3	82.8	725	1	0.3	97.3
26	2	0.7	44.8	67	1	0.3	67.3	150	1	0.3	83.2	730	1	0.3	97.6
27	2	0.7	45.5	69	1	0.3	67.7	151	1	0.3	83.5	750	1	0.3	98.0
28	2	0.7	46.1	70	2	0.7	68.4	160	3	1.0	84.5	825	1	0.3	98.3
29	1	0.3	46.5	71	1	0.3	68.7	168	1	0.3	84.8	1021	1	0.3	98.7
30	9	3.0	49.5	72	1	0.3	69.0	170	2	0.7	85.5	1200	2	0.7	99.3
32	1	0.3	49.8	73	1	0.3	69.4	180	1	0.3	85.9	1950	1	0.3	99.7
34	1	0.3	50.2	74	1	0.3	69.7	183	1	0.3	86.2	3185	1	0.3	100.0
35	2	0.7	50.8	78	2	0.7	70.4	185	3	1.0	87.2				

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q06a (In 2012, at this location, average number of workers who were: Full-time and part-time employees on your payroll)

Moments

N	301	Sum Weights	301
Mean	99.9568106	Sum Observations	30087
Std Deviation	243.814154	Variance	59445.3415
Skewness	6.19773997	Kurtosis	49.8746324
Uncorrected SS	20841003	Corrected SS	17833602.4
Coeff Variation	243.919501	Std Error Mean	14.0532142

Basic Statistical Measures

Location		Variability	
Mean	99.95681	Std Deviation	243.81415
Median	30.00000	Variance	59445
Mode	7.00000	Range	2612
		Interquartile Range	75.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 7.112737	Pr >  t	<.0001
Sign	M 150	Pr >=  M	<.0001
Signed Rank	S 22575	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	2612
99%	1100
95%	420
90%	220
75% Q3	85
50% Median	30
25% Q1	10
10%	6
5%	5
1%	2
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	24539	604	924	24328	597
1	20311	425	1100	22463	537
2	24066	587	1400	20507	486
2	20539	490	1875	24626	605
2	21973	360	2612	20708	429

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

Missing Value	Count	All Obs	Missing Obs
S	8	2.59	100.00

Frequency Counts

Value	Count	Percents	
		Cell	Cum
0	1	0.3	0.3
1	1	0.3	0.7

Value	Count	Percents	
		Cell	Cum
2	3	1.0	1.7
4	4	1.3	3.0

Value	Count	Percents	
		Cell	Cum
5	9	3.0	6.0
6	15	5.0	11.0

Value	Count	Percents	
		Cell	Cum
7	16	5.3	16.3
8	11	3.7	19.9

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q06a (In 2012, at this location, average number of workers who were: Full-time and part-time employees on your payroll)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
9	9	3.0	22.9	37	1	0.3	60.5	90	4	1.3	77.4	270	1	0.3	91.0
10	7	2.3	25.2	38	1	0.3	60.8	95	2	0.7	78.1	280	1	0.3	91.4
11	3	1.0	26.2	40	7	2.3	63.1	96	1	0.3	78.4	290	1	0.3	91.7
12	13	4.3	30.6	41	1	0.3	63.5	100	3	1.0	79.4	295	1	0.3	92.0
13	5	1.7	32.2	43	2	0.7	64.1	104	1	0.3	79.7	325	1	0.3	92.4
14	2	0.7	32.9	44	1	0.3	64.5	105	3	1.0	80.7	342	1	0.3	92.7
15	6	2.0	34.9	45	3	1.0	65.4	110	2	0.7	81.4	350	2	0.7	93.4
16	3	1.0	35.9	49	1	0.3	65.8	115	1	0.3	81.7	375	1	0.3	93.7
17	4	1.3	37.2	50	5	1.7	67.4	120	5	1.7	83.4	379	1	0.3	94.0
18	3	1.0	38.2	53	3	1.0	68.4	125	1	0.3	83.7	400	1	0.3	94.4
19	2	0.7	38.9	55	1	0.3	68.8	127	1	0.3	84.1	420	2	0.7	95.0
20	11	3.7	42.5	56	2	0.7	69.4	130	2	0.7	84.7	465	1	0.3	95.3
21	6	2.0	44.5	57	1	0.3	69.8	135	1	0.3	85.0	475	1	0.3	95.7
22	3	1.0	45.5	60	2	0.7	70.4	143	1	0.3	85.4	500	1	0.3	96.0
24	3	1.0	46.5	65	3	1.0	71.4	145	1	0.3	85.7	521	1	0.3	96.3
25	5	1.7	48.2	67	1	0.3	71.8	150	2	0.7	86.4	580	1	0.3	96.7
27	2	0.7	48.8	68	1	0.3	72.1	160	1	0.3	86.7	600	2	0.7	97.3
28	2	0.7	49.5	70	1	0.3	72.4	164	1	0.3	87.0	700	1	0.3	97.7
29	1	0.3	49.8	72	1	0.3	72.8	175	3	1.0	88.0	750	1	0.3	98.0
30	15	5.0	54.8	73	1	0.3	73.1	185	1	0.3	88.4	812	1	0.3	98.3
31	1	0.3	55.1	75	1	0.3	73.4	190	1	0.3	88.7	924	1	0.3	98.7
32	2	0.7	55.8	79	1	0.3	73.8	200	2	0.7	89.4	1100	1	0.3	99.0
33	3	1.0	56.8	80	3	1.0	74.8	220	2	0.7	90.0	1400	1	0.3	99.3
34	2	0.7	57.5	85	2	0.7	75.4	250	1	0.3	90.4	1875	1	0.3	99.7
35	7	2.3	59.8	87	2	0.7	76.1	252	1	0.3	90.7	2612	1	0.3	100.0
36	1	0.3	60.1												

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q06b (In 2012, at this location, average number of workers who were: Independent contractors or temporary workers NOT ON YOUR PAYROLL)

Moments

N	284	Sum Weights	284
Mean	8.8840493	Sum Observations	2523.07
Std Deviation	26.2792779	Variance	690.600448
Skewness	4.36772536	Kurtosis	20.889501
Uncorrected SS	217855.005	Corrected SS	195439.927
Coeff Variation	295.802928	Std Error Mean	1.55938825

Basic Statistical Measures

Location		Variability	
Mean	8.884049	Std Deviation	26.27928
Median	0.000000	Variance	690.60045
Mode	0.000000	Range	200.00000
		Interquartile Range	4.50000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 5.697138	Pr >  t	<.0001
Sign	M 62	Pr >=  M	<.0001
Signed Rank	S 3875	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	200.0
99%	150.0
95%	50.0
90%	20.0
75% Q3	4.5
50% Median	0.0
25% Q1	0.0
10%	0.0
5%	0.0
1%	0.0
0% Min	0.0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	25172	627	125	21296	348
0	25136	625	150	20871	499
0	25103	622	150	23478	563
0	24950	618	150	24626	605
0	24871	615	200	24528	603

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

Missing Value	Count	All Obs	Missing Obs
S	25	8.09	100.00

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	160	56.3	56.3	1.00	16	5.6	62.3	3.00	10	3.5	72.9	5.00	17	6.0	81.0
0.07	1	0.4	56.7	2.00	20	7.0	69.4	4.00	6	2.1	75.0	6.00	2	0.7	81.7

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q06b (In 2012, at this location, average number of workers who were: Independent contractors or temporary workers NOT ON YOUR PAYROLL)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
7.00	2	0.7	82.4	20.00	6	2.1	91.2	75.00	1	0.4	95.8	105.00	1	0.4	98.2
8.00	2	0.7	83.1	25.00	4	1.4	92.6	80.00	1	0.4	96.1	125.00	1	0.4	98.6
10.00	13	4.6	87.7	30.00	1	0.4	93.0	84.00	1	0.4	96.5	150.00	3	1.1	99.6
12.00	1	0.4	88.0	40.00	2	0.7	93.7	100.00	4	1.4	97.9	200.00	1	0.4	100.0
15.00	3	1.1	89.1	50.00	5	1.8	95.4								

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q06c (In 2012, at this location, average number of workers who were: Total)

Moments

N	248	Sum Weights	248
Mean	108.568548	Sum Observations	26925
Std Deviation	225.347297	Variance	50781.4042
Skewness	4.61042948	Kurtosis	27.895007
Uncorrected SS	15466215	Corrected SS	12543006.8
Coeff Variation	207.562227	Std Error Mean	14.3095677

Basic Statistical Measures

Location		Variability	
Mean	108.5685	Std Deviation	225.34730
Median	31.5000	Variance	50781
Mode	6.0000	Range	2021
		Interquartile Range	83.50000

Note: The mode displayed is the smallest of 3 modes with a count of 11.

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 7.58713	Pr >  t  <.0001
Sign	M 124	Pr >=  M  <.0001
Signed Rank	S 15438	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	2025.0
99%	1140.0
95%	549.0
90%	300.0
75% Q3	95.5
50% Median	31.5
25% Q1	12.0
10%	7.0
5%	6.0
1%	5.0
0% Min	4.0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
4	24219	402	850	24006	581
5	24066	587	1024	24328	597
5	22446	536	1140	22463	537
5	21729	518	1400	20507	486
5	25189	418	2025	24626	605

Missing Values



Appendix A. Frequency Listings for by Group

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Missing Value	Count	-----Percent Of-----	
		All Obs	Missing Obs
.	53	17.15	86.89
S	8	2.59	13.11
Total	61	19.74	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q06c (In 2012, at this location, average number of workers who were: Total)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
4	1	0.4	0.4	33	1	0.4	51.2	87	1	0.4	73.0	271	1	0.4	89.1
5	6	2.4	2.8	34	3	1.2	52.4	88	1	0.4	73.4	280	1	0.4	89.5
6	11	4.4	7.3	35	8	3.2	55.6	90	3	1.2	74.6	300	2	0.8	90.3
7	11	4.4	11.7	36	2	0.8	56.5	95	1	0.4	75.0	305	1	0.4	90.7
8	10	4.0	15.7	38	1	0.4	56.9	96	1	0.4	75.4	310	1	0.4	91.1
9	11	4.4	20.2	40	5	2.0	58.9	100	3	1.2	76.6	325	1	0.4	91.5
10	3	1.2	21.4	41	2	0.8	59.7	107	1	0.4	77.0	342	1	0.4	91.9
11	2	0.8	22.2	43	2	0.8	60.5	110	4	1.6	78.6	375	1	0.4	92.3
12	8	3.2	25.4	44	2	0.8	61.3	112	1	0.4	79.0	404	1	0.4	92.7
13	6	2.4	27.8	45	3	1.2	62.5	115	1	0.4	79.4	420	1	0.4	93.1
14	3	1.2	29.0	47	1	0.4	62.9	120	4	1.6	81.0	425	1	0.4	93.5
15	7	2.8	31.9	49	1	0.4	63.3	125	1	0.4	81.5	430	1	0.4	94.0
16	5	2.0	33.9	50	2	0.8	64.1	127	1	0.4	81.9	475	1	0.4	94.4
17	4	1.6	35.5	53	2	0.8	64.9	130	3	1.2	83.1	500	1	0.4	94.8
18	1	0.4	35.9	54	3	1.2	66.1	135	1	0.4	83.5	549	1	0.4	95.2
19	3	1.2	37.1	57	2	0.8	66.9	147	1	0.4	83.9	571	1	0.4	95.6
20	5	2.0	39.1	60	1	0.4	67.3	148	1	0.4	84.3	580	1	0.4	96.0
21	4	1.6	40.7	67	1	0.4	67.7	150	2	0.8	85.1	600	1	0.4	96.4
22	2	0.8	41.5	68	1	0.4	68.1	164	1	0.4	85.5	650	2	0.8	97.2
23	2	0.8	42.3	70	2	0.8	69.0	180	1	0.4	85.9	700	1	0.4	97.6
24	1	0.4	42.7	73	1	0.4	69.4	185	1	0.4	86.3	800	1	0.4	98.0
25	4	1.6	44.4	74	1	0.4	69.8	187	1	0.4	86.7	850	1	0.4	98.4
27	2	0.8	45.2	75	2	0.8	70.6	200	1	0.4	87.1	1024	1	0.4	98.8
28	3	1.2	46.4	79	1	0.4	71.0	215	1	0.4	87.5	1140	1	0.4	99.2
30	6	2.4	48.8	80	1	0.4	71.4	220	2	0.8	88.3	1400	1	0.4	99.6
31	3	1.2	50.0	81	1	0.4	71.8	230	1	0.4	88.7	2025	1	0.4	100.0
32	2	0.8	50.8	85	2	0.8	72.6								

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q06a (In 2012, at this location, average number of workers who were: Full-time and part-time employees on your payroll)

Moments

N	337	Sum Weights	337
Mean	71.1632047	Sum Observations	23982
Std Deviation	153.115756	Variance	23444.4346
Skewness	6.95287212	Kurtosis	68.7923928
Uncorrected SS	9583966	Corrected SS	7877330.02
Coeff Variation	215.161411	Std Error Mean	8.34074668

Basic Statistical Measures

Location		Variability	
Mean	71.16320	Std Deviation	153.11576
Median	22.00000	Variance	23444
Mode	10.00000	Range	1899
		Interquartile Range	55.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 8.531994	Pr >  t	<.0001
Sign	M 168.5	Pr >=  M	<.0001
Signed Rank	S 28476.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	1900
99%	521
95%	330
90%	175
75% Q3	65
50% Median	22
25% Q1	10
10%	6
5%	5
1%	2
0% Min	1

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
1	31440	666	500	30728	791
1	30370	639	521	34658	954
2	35064	744	800	34012	926
2	33760	722	1150	30800	650
2	32881	694	1900	32793	862

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
<b>S</b>	<b>5</b>	<b>1.45</b>	<b>71.43</b>
<b>T</b>	<b>2</b>	<b>0.58</b>	<b>28.57</b>
<b>Total</b>	<b>7</b>	<b>2.03</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q06a (In 2012, at this location, average number of workers who were: Full-time and part-time employees on your payroll)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
1	2	0.6	0.6	28	4	1.2	57.0	70	2	0.6	76.6	179	1	0.3	90.5
2	4	1.2	1.8	29	2	0.6	57.6	72	1	0.3	76.9	200	5	1.5	92.0
3	2	0.6	2.4	30	9	2.7	60.2	75	3	0.9	77.7	220	1	0.3	92.3
4	6	1.8	4.2	32	2	0.6	60.8	79	2	0.6	78.3	230	1	0.3	92.6
5	15	4.5	8.6	34	1	0.3	61.1	80	3	0.9	79.2	235	1	0.3	92.9
6	7	2.1	10.7	35	4	1.2	62.3	83	1	0.3	79.5	240	1	0.3	93.2
7	15	4.5	15.1	36	2	0.6	62.9	85	3	0.9	80.4	241	1	0.3	93.5
8	7	2.1	17.2	37	1	0.3	63.2	92	1	0.3	80.7	256	1	0.3	93.8
9	17	5.0	22.3	40	3	0.9	64.1	95	1	0.3	81.0	281	1	0.3	94.1
10	18	5.3	27.6	42	2	0.6	64.7	98	1	0.3	81.3	282	1	0.3	94.4
11	7	2.1	29.7	43	1	0.3	65.0	100	3	0.9	82.2	320	1	0.3	94.7
12	12	3.6	33.2	44	1	0.3	65.3	105	1	0.3	82.5	330	2	0.6	95.3
13	9	2.7	35.9	45	5	1.5	66.8	107	2	0.6	83.1	340	1	0.3	95.5
14	5	1.5	37.4	46	2	0.6	67.4	110	4	1.2	84.3	350	2	0.6	96.1
15	9	2.7	40.1	48	1	0.3	67.7	123	1	0.3	84.6	361	1	0.3	96.4
16	6	1.8	41.8	49	1	0.3	68.0	124	1	0.3	84.9	373	1	0.3	96.7
17	6	1.8	43.6	50	6	1.8	69.7	130	3	0.9	85.8	375	1	0.3	97.0
18	6	1.8	45.4	52	2	0.6	70.3	140	1	0.3	86.1	380	1	0.3	97.3
19	3	0.9	46.3	54	3	0.9	71.2	143	2	0.6	86.6	400	2	0.6	97.9
20	8	2.4	48.7	55	2	0.6	71.8	145	1	0.3	86.9	410	1	0.3	98.2
21	4	1.2	49.9	56	1	0.3	72.1	150	5	1.5	88.4	435	1	0.3	98.5
22	3	0.9	50.7	57	1	0.3	72.4	153	1	0.3	88.7	500	1	0.3	98.8
23	1	0.3	51.0	60	2	0.6	73.0	160	1	0.3	89.0	521	1	0.3	99.1
24	4	1.2	52.2	61	2	0.6	73.6	162	1	0.3	89.3	800	1	0.3	99.4
25	7	2.1	54.3	65	6	1.8	75.4	165	2	0.6	89.9	1150	1	0.3	99.7
26	3	0.9	55.2	66	2	0.6	76.0	175	1	0.3	90.2	1900	1	0.3	100.0
27	2	0.6	55.8												

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 99  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q06b (In 2012, at this location, average number of workers who were: Independent contractors or temporary workers NOT ON YOUR PAYROLL)

Moments

N	314	Sum Weights	314
Mean	5.93630573	Sum Observations	1864
Std Deviation	20.7723648	Variance	431.491138
Skewness	6.56808309	Kurtosis	49.7128764
Uncorrected SS	146122	Corrected SS	135056.726
Coeff Variation	349.920737	Std Error Mean	1.17225236

Basic Statistical Measures

Location		Variability	
Mean	5.936306	Std Deviation	20.77236
Median	0.000000	Variance	431.49114
Mode	0.000000	Range	200.00000
		Interquartile Range	3.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 5.064017	Pr >  t	<.0001
Sign	M 70	Pr >=  M	<.0001
Signed Rank	S 4935	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	200
99%	100
95%	20
90%	12
75% Q3	3
50% Median	0
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	35172	969	100	32793	862
0	35049	968	100	34012	926
0	34986	963	150	32526	852
0	34973	962	182	34658	954
0	34911	960	200	30800	650

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
<b>S</b>	<b>29</b>	<b>8.43</b>	<b>96.67</b>
<b>T</b>	<b>1</b>	<b>0.29</b>	<b>3.33</b>
<b>Total</b>	<b>30</b>	<b>8.72</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

100

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q06b (In 2012, at this location, average number of workers who were: Independent contractors or temporary workers NOT ON YOUR PAYROLL)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0	174	55.4	55.4	7	2	0.6	86.3	15	4	1.3	92.7	50	3	1.0	97.8
1	30	9.6	65.0	8	1	0.3	86.6	17	1	0.3	93.0	60	1	0.3	98.1
2	24	7.6	72.6	9	1	0.3	86.9	20	7	2.2	95.2	75	1	0.3	98.4
3	10	3.2	75.8	10	8	2.5	89.5	25	1	0.3	95.5	100	2	0.6	99.0
4	9	2.9	78.7	12	3	1.0	90.4	30	1	0.3	95.9	150	1	0.3	99.4
5	14	4.5	83.1	13	1	0.3	90.8	40	2	0.6	96.5	182	1	0.3	99.7
6	8	2.5	85.7	14	2	0.6	91.4	45	1	0.3	96.8	200	1	0.3	100.0



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 101  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q06c (In 2012, at this location, average number of workers who were: Total)

Moments

N	327	Sum Weights	327
Mean	83.7247706	Sum Observations	27378
Std Deviation	198.973634	Variance	39590.5068
Skewness	6.80067501	Kurtosis	57.3929136
Uncorrected SS	15198722	Corrected SS	12906505.2
Coeff Variation	237.65205	Std Error Mean	11.0032671

Basic Statistical Measures

Location		Variability	
Mean	83.72477	Std Deviation	198.97363
Median	25.00000	Variance	39591
Mode	5.00000	Range	1999
		Interquartile Range	64.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 7.609083	Pr >  t	<.0001
Sign	M 163.5	Pr >=  M	<.0001
Signed Rank	S 26814	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	2000
99%	900
95%	340
90%	200
75% Q3	75
50% Median	25
25% Q1	11
10%	7
5%	5
1%	3
0% Min	1

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
1	30370	639	703	34658	954
2	35064	744	900	34012	926
3	32407	685	1350	30800	650
3	31422	665	2000	32155	836
4	31755	676	2000	32793	862

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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Missing Value	Count	All Obs	Missing Obs
.	11	3.20	64.71
S	6	1.74	35.29
<b>Total</b>	<b>17</b>	<b>4.94</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q06c (In 2012, at this location, average number of workers who were: Total)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
1	1	0.3	0.3	30	7	2.1	57.5	80	4	1.2	77.1	200	3	0.9	90.2
2	1	0.3	0.6	31	2	0.6	58.1	81	3	0.9	78.0	203	1	0.3	90.5
3	2	0.6	1.2	32	3	0.9	59.0	83	1	0.3	78.3	220	1	0.3	90.8
4	2	0.6	1.8	34	1	0.3	59.3	85	4	1.2	79.5	224	1	0.3	91.1
5	15	4.6	6.4	35	3	0.9	60.2	90	1	0.3	79.8	240	1	0.3	91.4
6	6	1.8	8.3	36	2	0.6	60.9	92	1	0.3	80.1	250	1	0.3	91.7
7	13	4.0	12.2	37	1	0.3	61.2	95	1	0.3	80.4	252	1	0.3	92.0
8	6	1.8	14.1	38	2	0.6	61.8	98	1	0.3	80.7	256	1	0.3	92.4
9	12	3.7	17.7	40	2	0.6	62.4	100	3	0.9	81.7	258	1	0.3	92.7
10	12	3.7	21.4	41	1	0.3	62.7	105	1	0.3	82.0	260	1	0.3	93.0
11	12	3.7	25.1	42	2	0.6	63.3	107	2	0.6	82.6	280	1	0.3	93.3
12	13	4.0	29.1	43	1	0.3	63.6	110	1	0.3	82.9	281	1	0.3	93.6
13	9	2.8	31.8	44	1	0.3	63.9	115	1	0.3	83.2	282	1	0.3	93.9
14	10	3.1	34.9	45	4	1.2	65.1	123	1	0.3	83.5	330	1	0.3	94.2
15	5	1.5	36.4	46	1	0.3	65.4	130	1	0.3	83.8	335	1	0.3	94.5
16	9	2.8	39.1	48	1	0.3	65.7	135	2	0.6	84.4	340	2	0.6	95.1
17	1	0.3	39.4	50	7	2.1	67.9	136	1	0.3	84.7	350	2	0.6	95.7
18	8	2.4	41.9	51	1	0.3	68.2	141	1	0.3	85.0	373	1	0.3	96.0
19	4	1.2	43.1	55	4	1.2	69.4	143	1	0.3	85.3	375	2	0.6	96.6
20	5	1.5	44.6	58	3	0.9	70.3	150	3	0.9	86.2	380	1	0.3	96.9
21	5	1.5	46.2	60	2	0.6	70.9	153	1	0.3	86.5	400	1	0.3	97.2
22	3	0.9	47.1	62	2	0.6	71.6	155	1	0.3	86.9	410	1	0.3	97.6
23	4	1.2	48.3	65	4	1.2	72.8	160	2	0.6	87.5	420	1	0.3	97.9
24	5	1.5	49.8	66	3	0.9	73.7	166	1	0.3	87.8	435	1	0.3	98.2
25	5	1.5	51.4	70	2	0.6	74.3	170	1	0.3	88.1	575	1	0.3	98.5
26	3	0.9	52.3	73	1	0.3	74.6	177	1	0.3	88.4	703	1	0.3	98.8
27	3	0.9	53.2	75	2	0.6	75.2	180	1	0.3	88.7	900	1	0.3	99.1
28	5	1.5	54.7	77	1	0.3	75.5	187	1	0.3	89.0	1350	1	0.3	99.4
29	2	0.6	55.4	79	1	0.3	75.8	190	1	0.3	89.3	2000	2	0.6	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q06a (In 2012, at this location, average number of workers who were: Full-time and part-time employees on your payroll)

Moments

N	325	Sum Weights	325
Mean	607.809231	Sum Observations	197538
Std Deviation	8999.62524	Variance	80993254.4
Skewness	17.9907096	Kurtosis	324.095335
Uncorrected SS	2.63619E10	Corrected SS	2.62418E10
Coeff Variation	1480.6661	Std Error Mean	499.209388

Basic Statistical Measures

Location		Variability	
Mean	607.8092	Std Deviation	9000
Median	25.0000	Variance	80993254
Mode	6.0000	Range	162239
		Interquartile Range	84.00000

Tests for Location: Mu0=0

Test	-Statistic-	Pr >  t	Pr >=  M	Pr >=  S
Student's t	t 1.217544	0.2243		
Sign	M 162.5		<.0001	
Signed Rank	S 26487.5			<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	162240
99%	1800
95%	375
90%	250
75% Q3	95
50% Median	25
25% Q1	11
10%	6
5%	5
1%	2
0% Min	1

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
1	41293	1009	1794	40393	1190
2	44895	1147	1800	41898	1230
2	42076	1039	2000	43762	1105
2	40855	998	4700	44329	1121
3	44426	1125	162240	40120	1181

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

Missing Value	Count	All Obs	Missing Obs
S	6	1.81	100.00

Frequency Counts

Value	Count	Percents	
		Cell	Cum
1	1	0.3	0.3
2	3	0.9	1.2

Value	Count	Percents	
		Cell	Cum
3	2	0.6	1.8
4	7	2.2	4.0

Value	Count	Percents	
		Cell	Cum
5	11	3.4	7.4
6	18	5.5	12.9

Value	Count	Percents	
		Cell	Cum
7	13	4.0	16.9
8	6	1.8	18.8

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q06a (In 2012, at this location, average number of workers who were: Full-time and part-time employees on your payroll)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
9	8	2.5	21.2	43	1	0.3	59.4	98	1	0.3	76.6	244	1	0.3	89.8
10	11	3.4	24.6	45	3	0.9	60.3	100	6	1.8	78.5	250	2	0.6	90.5
11	5	1.5	26.2	46	2	0.6	60.9	105	1	0.3	78.8	271	1	0.3	90.8
12	4	1.2	27.4	47	1	0.3	61.2	106	1	0.3	79.1	285	1	0.3	91.1
13	3	0.9	28.3	48	1	0.3	61.5	115	1	0.3	79.4	300	5	1.5	92.6
14	9	2.8	31.1	49	1	0.3	61.8	117	1	0.3	79.7	302	1	0.3	92.9
15	9	2.8	33.8	50	8	2.5	64.3	120	4	1.2	80.9	320	1	0.3	93.2
16	4	1.2	35.1	51	1	0.3	64.6	123	1	0.3	81.2	326	1	0.3	93.5
17	2	0.6	35.7	53	1	0.3	64.9	124	1	0.3	81.5	330	1	0.3	93.8
18	3	0.9	36.6	54	1	0.3	65.2	125	2	0.6	82.2	350	3	0.9	94.8
19	4	1.2	37.8	55	1	0.3	65.5	130	2	0.6	82.8	375	1	0.3	95.1
20	9	2.8	40.6	60	5	1.5	67.1	135	1	0.3	83.1	385	1	0.3	95.4
22	6	1.8	42.5	65	5	1.5	68.6	137	1	0.3	83.4	400	2	0.6	96.0
23	6	1.8	44.3	68	1	0.3	68.9	138	1	0.3	83.7	430	1	0.3	96.3
24	5	1.5	45.8	70	2	0.6	69.5	140	2	0.6	84.3	450	1	0.3	96.6
25	14	4.3	50.2	72	1	0.3	69.8	143	1	0.3	84.6	550	1	0.3	96.9
26	2	0.6	50.8	74	1	0.3	70.2	145	1	0.3	84.9	575	1	0.3	97.2
27	2	0.6	51.4	75	2	0.6	70.8	150	3	0.9	85.8	600	1	0.3	97.5
28	3	0.9	52.3	76	2	0.6	71.4	156	1	0.3	86.2	761	1	0.3	97.8
30	8	2.5	54.8	78	1	0.3	71.7	157	1	0.3	86.5	900	1	0.3	98.2
31	2	0.6	55.4	79	1	0.3	72.0	160	1	0.3	86.8	1130	1	0.3	98.5
32	2	0.6	56.0	80	3	0.9	72.9	170	1	0.3	87.1	1794	1	0.3	98.8
34	1	0.3	56.3	85	1	0.3	73.2	180	1	0.3	87.4	1800	1	0.3	99.1
35	5	1.5	57.8	90	5	1.5	74.8	200	1	0.3	87.7	2000	1	0.3	99.4
36	1	0.3	58.2	95	3	0.9	75.7	225	3	0.9	88.6	4700	1	0.3	99.7
40	1	0.3	58.5	96	1	0.3	76.0	230	2	0.6	89.2	162240	1	0.3	100.0
42	2	0.6	59.1	97	1	0.3	76.3	237	1	0.3	89.5				

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q06b (In 2012, at this location, average number of workers who were: Independent contractors or temporary workers NOT ON YOUR PAYROLL)

Moments

N	294	Sum Weights	294
Mean	151.071429	Sum Observations	44415
Std Deviation	2426.3649	Variance	5887246.64
Skewness	17.1303626	Kurtosis	293.626143
Uncorrected SS	1731673103	Corrected SS	1724963266
Coeff Variation	1606.10443	Std Error Mean	141.508475

Basic Statistical Measures

Location		Variability	
Mean	151.0714	Std Deviation	2426
Median	0.0000	Variance	5887247
Mode	0.0000	Range	41600
		Interquartile Range	5.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 1.067579	Pr >  t  0.2866
Sign	M 68.5	Pr >=  M  <.0001
Signed Rank	S 4726.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	41600
99%	175
95%	30
90%	15
75% Q3	5
50% Median	0
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	45110	1301	100	42697	1250
0	45066	1299	157	40393	1190
0	45000	1298	175	42021	1170
0	44932	1296	1000	43762	1105
0	44816	1295	41600	40120	1181

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

Missing Value	Count	All Obs	Missing Obs
S	37	11.18	100.00

Frequency Counts

Value	Count	Percents	
		Cell	Cum
0	157	53.4	53.4
1	26	8.8	62.2

Value	Count	Percents	
		Cell	Cum
2	16	5.4	67.7
3	12	4.1	71.8

Value	Count	Percents	
		Cell	Cum
4	8	2.7	74.5
5	15	5.1	79.6

Value	Count	Percents	
		Cell	Cum
6	3	1.0	80.6
8	1	0.3	81.0



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q06b (In 2012, at this location, average number of workers who were: Independent contractors or temporary workers NOT ON YOUR PAYROLL)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
9	1	0.3	81.3	20	6	2.0	92.9	40	1	0.3	95.9	157	1	0.3	99.0
10	18	6.1	87.4	23	1	0.3	93.2	50	4	1.4	97.3	175	1	0.3	99.3
12	4	1.4	88.8	25	5	1.7	94.9	60	1	0.3	97.6	1000	1	0.3	99.7
14	1	0.3	89.1	30	1	0.3	95.2	100	3	1.0	98.6	41600	1	0.3	100.0
15	5	1.7	90.8	32	1	0.3	95.6								

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 107  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q06c (In 2012, at this location, average number of workers who were: Total)

Moments

N	307	Sum Weights	307
Mean	782.543974	Sum Observations	240241
Std Deviation	11632.8106	Variance	135322283
Skewness	17.4951609	Kurtosis	306.37831
Uncorrected SS	4.15966E10	Corrected SS	4.14086E10
Coeff Variation	1486.53763	Std Error Mean	663.919569

Basic Statistical Measures

Location		Variability	
Mean	782.5440	Std Deviation	11633
Median	30.0000	Variance	135322283
Mode	7.0000	Range	203840
		Interquartile Range	87.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 1.178673	Pr >  t  0.2394
Sign	M 153	Pr >=  M  <.0001
Signed Rank	S 23485.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	203840
99%	1951
95%	400
90%	272
75% Q3	100
50% Median	30
25% Q1	13
10%	7
5%	5
1%	3
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	43572	1102	1800	41898	1230
1	41293	1009	1951	40393	1190
2	44895	1147	3000	43762	1105
3	44426	1125	4700	44329	1121
3	43972	1111	203840	40120	1181

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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Missing Value	Count	All Obs	Missing Obs
.	19	5.74	79.17
S	5	1.51	20.83
<b>Total</b>	<b>24</b>	<b>7.25</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q06c (In 2012, at this location, average number of workers who were: Total)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0	1	0.3	0.3	34	3	1.0	55.0	100	6	2.0	75.9	247	1	0.3	89.9
1	1	0.3	0.7	35	6	2.0	57.0	101	1	0.3	76.2	272	1	0.3	90.2
2	1	0.3	1.0	36	1	0.3	57.3	102	1	0.3	76.5	280	1	0.3	90.6
3	2	0.7	1.6	38	1	0.3	57.7	103	1	0.3	76.9	290	1	0.3	90.9
4	4	1.3	2.9	42	2	0.7	58.3	105	1	0.3	77.2	300	2	0.7	91.5
5	8	2.6	5.5	44	1	0.3	58.6	107	1	0.3	77.5	311	1	0.3	91.9
6	11	3.6	9.1	46	2	0.7	59.3	110	1	0.3	77.9	320	1	0.3	92.2
7	15	4.9	14.0	48	2	0.7	59.9	113	1	0.3	78.2	326	1	0.3	92.5
8	5	1.6	15.6	49	1	0.3	60.3	117	1	0.3	78.5	333	1	0.3	92.8
9	7	2.3	17.9	50	6	2.0	62.2	120	5	1.6	80.1	340	1	0.3	93.2
10	9	2.9	20.8	51	1	0.3	62.5	125	1	0.3	80.5	350	1	0.3	93.5
11	4	1.3	22.1	52	2	0.7	63.2	126	1	0.3	80.8	360	1	0.3	93.8
12	8	2.6	24.8	54	3	1.0	64.2	135	2	0.7	81.4	375	1	0.3	94.1
13	3	1.0	25.7	55	2	0.7	64.8	138	1	0.3	81.8	382	1	0.3	94.5
14	5	1.6	27.4	58	1	0.3	65.1	140	5	1.6	83.4	385	1	0.3	94.8
15	9	2.9	30.3	60	3	1.0	66.1	143	1	0.3	83.7	400	1	0.3	95.1
16	4	1.3	31.6	63	1	0.3	66.4	144	1	0.3	84.0	420	1	0.3	95.4
17	2	0.7	32.2	65	3	1.0	67.4	145	1	0.3	84.4	430	1	0.3	95.8
18	6	2.0	34.2	66	1	0.3	67.8	147	1	0.3	84.7	450	1	0.3	96.1
19	2	0.7	34.9	71	1	0.3	68.1	150	1	0.3	85.0	460	1	0.3	96.4
20	8	2.6	37.5	74	2	0.7	68.7	152	1	0.3	85.3	475	1	0.3	96.7
22	6	2.0	39.4	75	2	0.7	69.4	160	3	1.0	86.3	575	1	0.3	97.1
23	6	2.0	41.4	76	1	0.3	69.7	161	1	0.3	86.6	700	1	0.3	97.4
24	4	1.3	42.7	80	3	1.0	70.7	175	1	0.3	87.0	771	1	0.3	97.7
25	11	3.6	46.3	81	1	0.3	71.0	180	1	0.3	87.3	915	1	0.3	98.0
26	3	1.0	47.2	82	1	0.3	71.3	185	1	0.3	87.6	1130	1	0.3	98.4
27	2	0.7	47.9	85	1	0.3	71.7	210	1	0.3	87.9	1800	1	0.3	98.7
28	4	1.3	49.2	89	2	0.7	72.3	225	1	0.3	88.3	1951	1	0.3	99.0
29	2	0.7	49.8	90	1	0.3	72.6	230	1	0.3	88.6	3000	1	0.3	99.3
30	8	2.6	52.4	96	2	0.7	73.3	237	1	0.3	88.9	4700	1	0.3	99.7
31	2	0.7	53.1	97	1	0.3	73.6	240	1	0.3	89.3	203840	1	0.3	100.0
32	3	1.0	54.1	99	1	0.3	73.9	245	1	0.3	89.6				

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q06a (In 2012, at this location, average number of workers who were: Full-time and part-time employees on your payroll)

Moments

N	194	Sum Weights	194
Mean	68.7113402	Sum Observations	13330
Std Deviation	134.584639	Variance	18113.0251
Skewness	4.53354285	Kurtosis	27.3496142
Uncorrected SS	4411736	Corrected SS	3495813.84
Coeff Variation	195.869617	Std Error Mean	9.66261396

Basic Statistical Measures

Location		Variability	
Mean	68.71134	Std Deviation	134.58464
Median	24.00000	Variance	18113
Mode	6.00000	Range	1173
		Interquartile Range	42.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 7.111051	Pr >  t	<.0001
Sign	M 97	Pr >=  M	<.0001
Signed Rank	S 9457.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	1175
99%	720
95%	350
90%	160
75% Q3	52
50% Median	24
25% Q1	10
10%	6
5%	5
1%	3
0% Min	2

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
2	52371	1437	470	52111	1430
3	52856	1372	500	52862	1451
4	53941	1474	548	52929	1452
4	53688	1468	720	54394	1486
5	54691	1493	1175	50770	1404

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

Missing Value	Count	All Obs	Missing Obs
S	12	5.83	100.00

Frequency Counts

Value	Count	Percents	
		Cell	Cum
2	1	0.5	0.5
3	1	0.5	1.0

Value	Count	Percents	
		Cell	Cum
4	2	1.0	2.1
5	6	3.1	5.2

Value	Count	Percents	
		Cell	Cum
6	14	7.2	12.4
7	7	3.6	16.0

Value	Count	Percents	
		Cell	Cum
8	8	4.1	20.1
9	2	1.0	21.1

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q06a (In 2012, at this location, average number of workers who were: Full-time and part-time employees on your payroll)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
10	9	4.6	25.8	31	1	0.5	59.8	62	1	0.5	77.8	144	1	0.5	88.7
11	6	3.1	28.9	32	3	1.5	61.3	63	1	0.5	78.4	160	3	1.5	90.2
12	3	1.5	30.4	33	1	0.5	61.9	69	1	0.5	78.9	165	2	1.0	91.2
13	2	1.0	31.4	35	5	2.6	64.4	74	1	0.5	79.4	200	1	0.5	91.8
14	5	2.6	34.0	40	2	1.0	65.5	75	1	0.5	79.9	215	1	0.5	92.3
15	4	2.1	36.1	41	1	0.5	66.0	80	1	0.5	80.4	230	1	0.5	92.8
16	3	1.5	37.6	42	1	0.5	66.5	83	2	1.0	81.4	275	1	0.5	93.3
17	3	1.5	39.2	44	1	0.5	67.0	85	1	0.5	82.0	295	1	0.5	93.8
18	4	2.1	41.2	45	4	2.1	69.1	90	1	0.5	82.5	340	1	0.5	94.3
19	2	1.0	42.3	46	2	1.0	70.1	92	1	0.5	83.0	350	2	1.0	95.4
20	9	4.6	46.9	47	1	0.5	70.6	98	1	0.5	83.5	360	1	0.5	95.9
22	4	2.1	49.0	48	2	1.0	71.6	100	2	1.0	84.5	400	2	1.0	96.9
23	1	0.5	49.5	49	1	0.5	72.2	106	1	0.5	85.1	435	1	0.5	97.4
24	2	1.0	50.5	50	5	2.6	74.7	108	1	0.5	85.6	470	1	0.5	97.9
25	4	2.1	52.6	52	1	0.5	75.3	109	1	0.5	86.1	500	1	0.5	98.5
26	1	0.5	53.1	55	1	0.5	75.8	112	1	0.5	86.6	548	1	0.5	99.0
27	5	2.6	55.7	56	1	0.5	76.3	120	2	1.0	87.6	720	1	0.5	99.5
28	1	0.5	56.2	58	1	0.5	76.8	124	1	0.5	88.1	1175	1	0.5	100.0
30	6	3.1	59.3	60	1	0.5	77.3								

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q06b (In 2012, at this location, average number of workers who were: Independent contractors or temporary workers NOT ON YOUR PAYROLL)

Moments

N	185	Sum Weights	185
Mean	4.61621622	Sum Observations	854
Std Deviation	12.6417509	Variance	159.813866
Skewness	4.76675534	Kurtosis	26.5907942
Uncorrected SS	33348	Corrected SS	29405.7514
Coeff Variation	273.85526	Std Error Mean	0.92944001

Basic Statistical Measures

Location		Variability	
Mean	4.616216	Std Deviation	12.64175
Median	0.000000	Variance	159.81387
Mode	0.000000	Range	100.00000
		Interquartile Range	3.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 4.966664	Pr >  t	<.0001
Sign	M 41	Pr >=  M	<.0001
Signed Rank	S 1701.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	80
95%	20
90%	12
75% Q3	3
50% Median	0
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	55187	1506	50	53583	1377
0	55158	1505	50	51253	1412
0	55118	1503	50	55205	1507
0	54998	1502	80	52929	1452
0	54941	1500	100	55043	1356

Missing Values

-----Percent Of-----



Appendix A. Frequency Listings for by Group

Missing Value	Count	All Obs	Missing Obs
S	21	10.19	100.00

Frequency Counts

Value	Count	Percents	
		Cell	Cum
0	103	55.7	55.7
1	13	7.0	62.7

Value	Count	Percents	
		Cell	Cum
2	19	10.3	73.0
3	5	2.7	75.7

Value	Count	Percents	
		Cell	Cum
4	7	3.8	79.5
5	9	4.9	84.3

Value	Count	Percents	
		Cell	Cum
6	3	1.6	85.9
7	1	0.5	86.5

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q06b (In 2012, at this location, average number of workers who were: Independent contractors or temporary workers NOT ON YOUR PAYROLL)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
10	4	2.2	88.6	15	4	2.2	94.1	25	1	0.5	95.7	50	4	2.2	98.9
12	4	2.2	90.8	16	1	0.5	94.6	35	1	0.5	96.2	80	1	0.5	99.5
13	2	1.1	91.9	20	1	0.5	95.1	40	1	0.5	96.8	100	1	0.5	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 113  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q06c (In 2012, at this location, average number of workers who were: Total)

Moments

N	163	Sum Weights	163
Mean	80.1042945	Sum Observations	13057
Std Deviation	147.587957	Variance	21782.2051
Skewness	4.08106033	Kurtosis	21.6892724
Uncorrected SS	4574639	Corrected SS	3528717.23
Coeff Variation	184.24475	Std Error Mean	11.559981

Basic Statistical Measures

Location		Variability	
Mean	80.10429	Std Deviation	147.58796
Median	27.00000	Variance	21782
Mode	10.00000	Range	1170
		Interquartile Range	59.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 6.929449	Pr >  t  <.0001
Sign	M 81.5	Pr >=  M  <.0001
Signed Rank	S 6683	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	1175
99%	720
95%	370
90%	200
75% Q3	71
50% Median	27
25% Q1	12
10%	8
5%	6
1%	5
0% Min	5

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
5	54691	1493	500	55043	1356
5	53941	1474	500	52862	1451
5	52222	1432	628	52929	1452
5	50110	1389	720	54394	1486
5	51442	1316	1175	50770	1404

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	31	15.05	72.09
S	12	5.83	27.91
<b>Total</b>	<b>43</b>	<b>20.87</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q06c (In 2012, at this location, average number of workers who were: Total)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
5	6	3.7	3.7	25	4	2.5	46.6	58	2	1.2	72.4	134	1	0.6	86.5
6	5	3.1	6.7	26	1	0.6	47.2	59	1	0.6	73.0	160	3	1.8	88.3
7	5	3.1	9.8	27	6	3.7	50.9	60	1	0.6	73.6	178	1	0.6	89.0
8	6	3.7	13.5	28	2	1.2	52.1	62	1	0.6	74.2	200	2	1.2	90.2
9	3	1.8	15.3	30	3	1.8	54.0	64	1	0.6	74.8	210	1	0.6	90.8
10	10	6.1	21.5	31	1	0.6	54.6	71	1	0.6	75.5	231	1	0.6	91.4
11	4	2.5	23.9	32	1	0.6	55.2	74	1	0.6	76.1	235	1	0.6	92.0
12	3	1.8	25.8	34	1	0.6	55.8	75	2	1.2	77.3	295	1	0.6	92.6
13	3	1.8	27.6	35	3	1.8	57.7	82	1	0.6	77.9	325	1	0.6	93.3
14	3	1.8	29.4	36	1	0.6	58.3	85	1	0.6	78.5	350	1	0.6	93.9
15	3	1.8	31.3	39	1	0.6	58.9	90	1	0.6	79.1	355	1	0.6	94.5
16	4	2.5	33.7	40	1	0.6	59.5	92	1	0.6	79.8	370	1	0.6	95.1
17	2	1.2	35.0	41	1	0.6	60.1	96	1	0.6	80.4	390	1	0.6	95.7
18	2	1.2	36.2	42	1	0.6	60.7	100	1	0.6	81.0	435	1	0.6	96.3
19	1	0.6	36.8	45	3	1.8	62.6	105	1	0.6	81.6	470	1	0.6	96.9
20	6	3.7	40.5	48	5	3.1	65.6	108	2	1.2	82.8	500	2	1.2	98.2
21	3	1.8	42.3	49	1	0.6	66.3	110	1	0.6	83.4	628	1	0.6	98.8
22	1	0.6	42.9	50	6	3.7	69.9	112	1	0.6	84.0	720	1	0.6	99.4
23	1	0.6	43.6	53	1	0.6	70.6	125	1	0.6	84.7	1175	1	0.6	100.0
24	1	0.6	44.2	55	1	0.6	71.2	130	2	1.2	85.9				

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q07A by Group

Q07A(In the past 12 months, did this business: Offer a health insurance option for any workers)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	3 . . .	0 . . .	3 . . .	2 . . .	2 . . .	. . . .
Skipped	12 . . .	9 . . .	11 . . .	12 . . .	12 . . .	. . . .
Yes	255 17.68 21.06 84.16	256 17.75 21.14 85.33	278 19.28 22.96 84.24	265 18.38 21.88 83.60	157 10.89 12.96 81.77	1211 83.98
No	48 3.33 20.78 15.84	44 3.05 19.05 14.67	52 3.61 22.51 15.76	52 3.61 22.51 16.40	35 2.43 15.15 18.23	231 16.02
Total	303 21.01	300 20.80	330 22.88	317 21.98	192 13.31	1442 100.00

Frequency Missing = 66

Table of Q07B by Group

Q07B(In the past 12 months, did this business: Offer a retirement plan)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	4 . . .	2 . . .	3 . . .	4 . . .	1 . . .	. . . .
Skipped	12 . . .	9 . . .	11 . . .	12 . . .	12 . . .	. . . .
Yes	207 14.39 20.93	210 14.60 21.23	230 15.99 23.26	215 14.95 21.74	127 8.83 12.84	989 68.78

Appendix A. Frequency Listings for by Group

	68.54	70.47	69.70	68.25	65.80	
No	95	88	100	100	66	449
	6.61	6.12	6.95	6.95	4.59	31.22
	21.16	19.60	22.27	22.27	14.70	
	31.46	29.53	30.30	31.75	34.20	
Total	302	298	330	315	193	1438
	21.00	20.72	22.95	21.91	13.42	100.00

Frequency Missing = 70

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q07C by Group

Q07C(In the past 12 months, did this business: Pay for worker education, professional development, or training)

Frequency Percent Row Pct Col Pct	Group					Total
	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group	
Missing	3 . . .	1 . . .	3 . . .	3 . . .	3 . . .	.
Skipped	12 . . .	9 . . .	11 . . .	12 . . .	12 . . .	.
Yes	203 14.11 21.95 67.00	203 14.11 21.95 67.89	222 15.43 24.00 67.27	190 13.20 20.54 60.13	107 7.44 11.57 56.02	925 64.28
No	100 6.95 19.46 33.00	96 6.67 18.68 32.11	108 7.51 21.01 32.73	126 8.76 24.51 39.87	84 5.84 16.34 43.98	514 35.72
Total	303 21.06	299 20.78	330 22.93	316 21.96	191 13.27	1439 100.00

Frequency Missing = 69



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q07D by Group

Q07D(In the past 12 months, did this business: Offer paid maternity, paternity, or family leave)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	0	3	0	0	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	4	1	5	4	2	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	12	9	11	12	12	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	149	137	146	136	68	636
	10.40	9.56	10.19	9.49	4.75	44.38
	23.43	21.54	22.96	21.38	10.69	
	49.34	46.28	44.51	43.17	35.42	
No	153	159	182	179	124	797
	10.68	11.10	12.70	12.49	8.65	55.62
	19.20	19.95	22.84	22.46	15.56	
	50.66	53.72	55.49	56.83	64.58	
Total	302	296	328	315	192	1433
	21.07	20.66	22.89	21.98	13.40	100.00

Frequency Missing = 75

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q07E by Group

Q07E(In the past 12 months, did this business: Have an employee-ownership plan)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	3 . . .	2 . . .	5 . . .	3 . . .	3 . . .	. . . .
Skipped	12 . . .	9 . . .	11 . . .	12 . . .	12 . . .	. . . .
Yes	27 1.88 23.08 8.91	26 1.81 22.22 8.72	28 1.95 23.93 8.54	26 1.81 22.22 8.23	10 0.70 8.55 5.24	117 8.15
No	276 19.22 20.92 91.09	272 18.94 20.62 91.28	300 20.89 22.74 91.46	290 20.19 21.99 91.77	181 12.60 13.72 94.76	1319 91.85
Total	303 21.10	298 20.75	328 22.84	316 22.01	191 13.30	1436 100.00

Frequency Missing = 72

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q07F by Group

Q07F(In the past 12 months, did this business: Offer paid time off for workers to volunteer)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	0 . . .	1 . . .	0 . . .	1 . . .	0 . . .	. . . .
Missing	3 . . .	1 . . .	6 . . .	4 . . .	3 . . .	. . . .
Skipped	12 . . .	9 . . .	11 . . .	12 . . .	12 . . .	. . . .
Yes	64 4.47 22.86 21.12	62 4.33 22.14 20.81	54 3.77 19.29 16.51	57 3.98 20.36 18.15	43 3.00 15.36 22.51	280 19.54
No	239 16.68 20.73 78.88	236 16.47 20.47 79.19	273 19.05 23.68 83.49	257 17.93 22.29 81.85	148 10.33 12.84 77.49	1153 80.46
Total	303 21.14	298 20.80	327 22.82	314 21.91	191 13.33	1433 100.00

Frequency Missing = 75

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 120  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q08A (How many workers are managers at this location? (Managers are workers who direct or oversee operations.))

Moments

N	304	Sum Weights	304
Mean	8.32894737	Sum Observations	2532
Std Deviation	13.7985393	Variance	190.399687
Skewness	4.25392259	Kurtosis	21.7598017
Uncorrected SS	78780	Corrected SS	57691.1053
Coeff Variation	165.669666	Std Error Mean	0.79140051

Basic Statistical Measures

Location		Variability	
Mean	8.328947	Std Deviation	13.79854
Median	4.000000	Variance	190.39969
Mode	2.000000	Range	110.00000
		Interquartile Range	6.00000

Note: The mode displayed is the smallest of 2 modes with a count of 46.

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 10.52431	Pr >  t  <.0001
Sign	M 149.5	Pr >=  M  <.0001
Signed Rank	S 22425	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	110
99%	75
95%	27
90%	20
75% Q3	8
50% Median	4
25% Q1	2
10%	1
5%	1
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	14783	309	67	11181	214
0	12777	102	75	12007	76
0	12611	95	76	12467	91
0	12084	79	100	13285	121
0	10618	32	110	15198	318

Missing Values

Appendix A. Frequency Listings for by Group

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Missing Value	Count	-----Percent Of-----	
		All Obs	Missing Obs
S	14	4.40	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

121

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q08A (How many workers are managers at this location? (Managers are workers who direct or oversee operations.))

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0	5	1.6	1.6	10	16	5.3	81.9	20	8	2.6	92.4	50	1	0.3	97.4
1	44	14.5	16.1	11	1	0.3	82.2	22	2	0.7	93.1	60	1	0.3	97.7
2	46	15.1	31.3	12	7	2.3	84.5	23	3	1.0	94.1	65	1	0.3	98.0
3	46	15.1	46.4	13	1	0.3	84.9	25	2	0.7	94.7	66	1	0.3	98.4
4	23	7.6	53.9	14	1	0.3	85.2	27	1	0.3	95.1	67	1	0.3	98.7
5	27	8.9	62.8	15	5	1.6	86.8	28	1	0.3	95.4	75	1	0.3	99.0
6	22	7.2	70.1	16	3	1.0	87.8	30	2	0.7	96.1	76	1	0.3	99.3
7	8	2.6	72.7	17	2	0.7	88.5	40	2	0.7	96.7	100	1	0.3	99.7
8	8	2.6	75.3	18	4	1.3	89.8	45	1	0.3	97.0	110	1	0.3	100.0
9	4	1.3	76.6												

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 122  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q08B (How many workers are professionals? (Professionals are workers such as engineers or accountants.))

Moments

N	303	Sum Weights	303
Mean	9.70957096	Sum Observations	2942
Std Deviation	27.1092005	Variance	734.908749
Skewness	7.18672819	Kurtosis	64.782969
Uncorrected SS	250508	Corrected SS	221942.442
Coeff Variation	279.200807	Std Error Mean	1.55738287

Basic Statistical Measures

Location		Variability	
Mean	9.709571	Std Deviation	27.10920
Median	2.000000	Variance	734.90875
Mode	0.000000	Range	300.00000
		Interquartile Range	6.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 6.234543	Pr >  t	<.0001
Sign	M 118.5	Pr >=  M	<.0001
Signed Rank	S 14101.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	300
99%	115
95%	43
90%	25
75% Q3	7
50% Median	2
25% Q1	1
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	14906	311	86	15094	315
0	14783	309	115	14404	297
0	14695	307	120	14652	305
0	14304	295	250	11833	72
0	13960	287	300	11181	214

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

Missing Value	Count	All Obs	Missing Obs
S	15	4.72	100.00

Frequency Counts

Value	Count	Percents	
		Cell	Cum
0	66	21.8	21.8
1	46	15.2	37.0

Value	Count	Percents	
		Cell	Cum
2	42	13.9	50.8
3	30	9.9	60.7

Value	Count	Percents	
		Cell	Cum
4	14	4.6	65.3
5	15	5.0	70.3

Value	Count	Percents	
		Cell	Cum
6	12	4.0	74.3
7	9	3.0	77.2



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

123

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q08B (How many workers are professionals? (Professionals are workers such as engineers or accountants.))

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
8	5	1.7	78.9	17	1	0.3	87.1	30	5	1.7	93.4	60	3	1.0	97.4
9	3	1.0	79.9	18	2	0.7	87.8	35	2	0.7	94.1	75	2	0.7	98.0
10	13	4.3	84.2	20	3	1.0	88.8	37	1	0.3	94.4	86	2	0.7	98.7
11	1	0.3	84.5	21	2	0.7	89.4	38	1	0.3	94.7	115	1	0.3	99.0
12	1	0.3	84.8	22	1	0.3	89.8	43	1	0.3	95.0	120	1	0.3	99.3
14	1	0.3	85.1	25	5	1.7	91.4	45	2	0.7	95.7	250	1	0.3	99.7
15	3	1.0	86.1	28	1	0.3	91.7	50	2	0.7	96.4	300	1	0.3	100.0
16	2	0.7	86.8												

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 124  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q08A (How many workers are managers at this location? (Managers are workers who direct or oversee operations.))

Moments

N	300	Sum Weights	300
Mean	10.09	Sum Observations	3027
Std Deviation	27.4982864	Variance	756.155753
Skewness	10.2915171	Kurtosis	136.97799
Uncorrected SS	256633	Corrected SS	226090.57
Coeff Variation	272.530093	Std Error Mean	1.5876143

Basic Statistical Measures

Location		Variability	
Mean	10.09000	Std Deviation	27.49829
Median	4.00000	Variance	756.15575
Mode	1.00000	Range	400.00000
		Interquartile Range	6.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 6.355448	Pr >  t	<.0001
Sign	M 148.5	Pr >=  M	<.0001
Signed Rank	S 22126.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	400.0
99%	100.0
95%	37.5
90%	20.5
75% Q3	8.0
50% Median	4.0
25% Q1	2.0
10%	1.0
5%	1.0
1%	0.5
0% Min	0.0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	23163	556	100	22098	363
0	23020	551	100	20708	429
0	21212	345	100	22463	537
1	25172	627	100	24328	597
1	25131	624	400	20507	486

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

Missing Value	Count	All Obs	Missing Obs
S	9	2.91	100.00

Frequency Counts

Value	Count	Percents	
		Cell	Cum
0	3	1.0	1.0
1	49	16.3	17.3

Value	Count	Percents	
		Cell	Cum
2	47	15.7	33.0
3	47	15.7	48.7

Value	Count	Percents	
		Cell	Cum
4	27	9.0	57.7
5	21	7.0	64.7

Value	Count	Percents	
		Cell	Cum
6	16	5.3	70.0
7	13	4.3	74.3

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q08A (How many workers are managers at this location? (Managers are workers who direct or oversee operations.))

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
8	10	3.3	77.7	18	2	0.7	88.7	28	1	0.3	92.3	60	2	0.7	97.3
9	3	1.0	78.7	20	4	1.3	90.0	30	4	1.3	93.7	65	1	0.3	97.7
10	13	4.3	83.0	21	1	0.3	90.3	32	1	0.3	94.0	70	1	0.3	98.0
12	9	3.0	86.0	22	1	0.3	90.7	35	3	1.0	95.0	90	1	0.3	98.3
14	2	0.7	86.7	25	3	1.0	91.7	40	3	1.0	96.0	100	4	1.3	99.7
15	4	1.3	88.0	26	1	0.3	92.0	50	2	0.7	96.7	400	1	0.3	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 126  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q08B (How many workers are professionals? (Professionals are workers such as engineers or accountants.))

Moments

N	298	Sum Weights	298
Mean	12.6291946	Sum Observations	3763.5
Std Deviation	63.1021105	Variance	3981.87635
Skewness	14.1929148	Kurtosis	224.259499
Uncorrected SS	1230147.25	Corrected SS	1182617.28
Coeff Variation	499.652688	Std Error Mean	3.65540711

Basic Statistical Measures

Location		Variability	
Mean	12.62919	Std Deviation	63.10211
Median	3.00000	Variance	3982
Mode	0.00000	Range	1024
		Interquartile Range	7.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 3.454935	Pr >  t  0.0006
Sign	M 117.5	Pr >=  M  <.0001
Signed Rank	S 13865	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	1024
99%	150
95%	35
90%	22
75% Q3	8
50% Median	3
25% Q1	1
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	25014	621	150	20516	488
0	24539	604	150	24006	581
0	24324	596	150	24208	593
0	24242	594	200	22463	537
0	24133	589	1024	24328	597

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
<b>S</b>	<b>10</b>	<b>3.24</b>	<b>90.91</b>
<b>T</b>	<b>1</b>	<b>0.32</b>	<b>9.09</b>
<b>Total</b>	<b>11</b>	<b>3.56</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207    ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group

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----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q08B (How many workers are professionals? (Professionals are workers such as engineers or accountants.))

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.0	63	21.1	21.1	8.0	6	2.0	76.8	20.0	7	2.3	89.9	37.0	1	0.3	96.0
1.0	40	13.4	34.6	9.0	4	1.3	78.2	22.0	1	0.3	90.3	50.0	2	0.7	96.6
2.0	41	13.8	48.3	10.0	13	4.4	82.6	22.5	1	0.3	90.6	60.0	2	0.7	97.3
3.0	27	9.1	57.4	12.0	3	1.0	83.6	25.0	8	2.7	93.3	100.0	2	0.7	98.0
4.0	28	9.4	66.8	13.0	1	0.3	83.9	27.0	1	0.3	93.6	133.0	1	0.3	98.3
5.0	3	1.0	67.8	15.0	9	3.0	86.9	30.0	3	1.0	94.6	150.0	3	1.0	99.3
6.0	15	5.0	72.8	16.0	1	0.3	87.2	33.0	1	0.3	95.0	200.0	1	0.3	99.7
7.0	6	2.0	74.8	19.0	1	0.3	87.6	35.0	2	0.7	95.6	1024.0	1	0.3	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 128  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q08A (How many workers are managers at this location? (Managers are workers who direct or oversee operations.))

Moments

N	329	Sum Weights	329
Mean	7.54711246	Sum Observations	2483
Std Deviation	14.7203111	Variance	216.68756
Skewness	6.34263961	Kurtosis	50.2150878
Uncorrected SS	89813	Corrected SS	71073.5198
Coeff Variation	195.045605	Std Error Mean	0.81155702

Basic Statistical Measures

Location		Variability	
Mean	7.547112	Std Deviation	14.72031
Median	4.000000	Variance	216.68756
Mode	3.000000	Range	160.00000
		Interquartile Range	5.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 9.299547	Pr >  t	<.0001
Sign	M 162.5	Pr >=  M	<.0001
Signed Rank	S 26487.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	160
99%	100
95%	27
90%	15
75% Q3	7
50% Median	4
25% Q1	2
10%	1
5%	1
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	33090	752	75	33793	913
0	32881	694	100	31689	814
0	32735	691	100	32793	862
0	31746	675	105	30800	650
1	35178	970	160	34012	926

Missing Values

-----Percent Of-----



Appendix A. Frequency Listings for by Group

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Missing Value	Count	All Obs	Missing Obs
S	13	3.78	86.67
T	2	0.58	13.33
Total	15	4.36	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q08A (How many workers are managers at this location? (Managers are workers who direct or oversee operations.))

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0	4	1.2	1.2	9	5	1.5	83.0	18	1	0.3	91.5	33	1	0.3	97.6
1	47	14.3	15.5	10	9	2.7	85.7	20	6	1.8	93.3	35	1	0.3	97.9
2	51	15.5	31.0	11	1	0.3	86.0	21	1	0.3	93.6	40	1	0.3	98.2
3	53	16.1	47.1	12	9	2.7	88.8	23	1	0.3	93.9	50	1	0.3	98.5
4	37	11.2	58.4	13	3	0.9	89.7	25	3	0.9	94.8	75	1	0.3	98.8
5	30	9.1	67.5	14	1	0.3	90.0	27	1	0.3	95.1	100	2	0.6	99.4
6	16	4.9	72.3	15	3	0.9	90.9	28	1	0.3	95.4	105	1	0.3	99.7
7	17	5.2	77.5	16	1	0.3	91.2	30	6	1.8	97.3	160	1	0.3	100.0
8	13	4.0	81.5												

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 130  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q08B (How many workers are professionals? (Professionals are workers such as engineers or accountants.))

Moments

N	328	Sum Weights	328
Mean	8.42378049	Sum Observations	2763
Std Deviation	23.6301843	Variance	558.38561
Skewness	7.32716223	Kurtosis	62.9089237
Uncorrected SS	205867	Corrected SS	182592.095
Coeff Variation	280.51757	Std Error Mean	1.30475866

Basic Statistical Measures

Location		Variability	
Mean	8.423780	Std Deviation	23.63018
Median	3.000000	Variance	558.38561
Mode	0.000000	Range	250.00000
		Interquartile Range	6.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 6.456198	Pr >  t	<.0001
Sign	M 128	Pr >=  M	<.0001
Signed Rank	S 16448	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	250
99%	120
95%	30
90%	18
75% Q3	7
50% Median	3
25% Q1	1
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	35178	970	80	31689	814
0	35015	966	120	33351	894
0	35012	965	175	33793	913
0	34851	959	225	30728	791
0	34536	948	250	31892	824

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
<b>S</b>	<b>14</b>	<b>4.07</b>	<b>87.50</b>
<b>T</b>	<b>2</b>	<b>0.58</b>	<b>12.50</b>
<b>Total</b>	<b>16</b>	<b>4.65</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q08B (How many workers are professionals? (Professionals are workers such as engineers or accountants.))

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0	72	22.0	22.0	9	8	2.4	81.1	21	1	0.3	92.7	45	1	0.3	97.3
1	45	13.7	35.7	10	12	3.7	84.8	22	1	0.3	93.0	50	1	0.3	97.6
2	40	12.2	47.9	11	4	1.2	86.0	25	4	1.2	94.2	60	2	0.6	98.2
3	28	8.5	56.4	12	3	0.9	86.9	27	2	0.6	94.8	75	1	0.3	98.5
4	24	7.3	63.7	13	1	0.3	87.2	30	2	0.6	95.4	80	1	0.3	98.8
5	17	5.2	68.9	15	8	2.4	89.6	31	1	0.3	95.7	120	1	0.3	99.1
6	15	4.6	73.5	17	1	0.3	89.9	32	1	0.3	96.0	175	1	0.3	99.4
7	6	1.8	75.3	18	2	0.6	90.5	35	1	0.3	96.3	225	1	0.3	99.7
8	11	3.4	78.7	20	6	1.8	92.4	40	2	0.6	97.0	250	1	0.3	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q08A (How many workers are managers at this location? (Managers are workers who direct or oversee operations.))

Moments

N	313	Sum Weights	313
Mean	9.30031949	Sum Observations	2911
Std Deviation	21.9730145	Variance	482.813365
Skewness	11.408511	Kurtosis	165.641537
Uncorrected SS	177711	Corrected SS	150637.77
Coeff Variation	236.260856	Std Error Mean	1.24198821

Basic Statistical Measures

Location		Variability	
Mean	9.300319	Std Deviation	21.97301
Median	4.000000	Variance	482.81337
Mode	2.000000	Range	340.00000
		Interquartile Range	8.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 7.488251	Pr >  t	<.0001
Sign	M 152	Pr >=  M	<.0001
Signed Rank	S 23180	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	340
99%	70
95%	35
90%	20
75% Q3	10
50% Median	4
25% Q1	2
10%	1
5%	1
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	42433	1171	65	42144	1238
0	44633	1134	70	40838	1166
0	44266	1120	70	41470	1221
0	43875	1108	75	42931	1255
0	43211	1085	340	41898	1230

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

Missing Value	Count	All Obs	Missing Obs
S	18	5.44	100.00

Frequency Counts

Value	Count	Percents	
		Cell	Cum
0	9	2.9	2.9
1	33	10.5	13.4

Value	Count	Percents	
		Cell	Cum
2	49	15.7	29.1
3	40	12.8	41.9

Value	Count	Percents	
		Cell	Cum
4	38	12.1	54.0
5	29	9.3	63.3

Value	Count	Percents	
		Cell	Cum
6	10	3.2	66.5
7	7	2.2	68.7

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q08A (How many workers are managers at this location? (Managers are workers who direct or oversee operations.))

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
8	12	3.8	72.5	16	4	1.3	87.5	25	4	1.3	93.0	42	2	0.6	97.8
9	7	2.2	74.8	17	1	0.3	87.9	29	1	0.3	93.3	50	1	0.3	98.1
10	19	6.1	80.8	18	3	1.0	88.8	30	4	1.3	94.6	60	1	0.3	98.4
12	7	2.2	83.1	20	6	1.9	90.7	32	1	0.3	94.9	65	1	0.3	98.7
13	2	0.6	83.7	21	1	0.3	91.1	35	4	1.3	96.2	70	2	0.6	99.4
14	2	0.6	84.3	22	1	0.3	91.4	40	2	0.6	96.8	75	1	0.3	99.7
15	6	1.9	86.3	23	1	0.3	91.7	41	1	0.3	97.1	340	1	0.3	100.0



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 134  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q08B (How many workers are professionals? (Professionals are workers such as engineers or accountants.))

Moments

N	311	Sum Weights	311
Mean	8.8778135	Sum Observations	2761
Std Deviation	34.9424115	Variance	1220.97212
Skewness	11.0857396	Kurtosis	141.610611
Uncorrected SS	403013	Corrected SS	378501.357
Coeff Variation	393.592538	Std Error Mean	1.98140237

Basic Statistical Measures

Location		Variability	
Mean	8.877814	Std Deviation	34.94241
Median	3.000000	Variance	1221
Mode	0.000000	Range	500.00000
		Interquartile Range	4.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 4.480571	Pr >  t	<.0001
Sign	M 121.5	Pr >=  M	<.0001
Signed Rank	S 14823	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	500
99%	88
95%	30
90%	15
75% Q3	5
50% Median	3
25% Q1	1
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	45110	1301	85	41642	1226
0	45083	1300	88	43480	1271
0	44816	1295	107	40248	1185
0	44744	1294	300	42931	1255
0	44444	1285	500	41898	1230

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

Missing Value	Count	All Obs	Missing Obs
S	20	6.04	100.00

Frequency Counts

Value	Count	Percents	
		Cell	Cum
0	68	21.9	21.9
1	45	14.5	36.3

Value	Count	Percents	
		Cell	Cum
2	39	12.5	48.9
3	33	10.6	59.5

Value	Count	Percents	
		Cell	Cum
4	23	7.4	66.9
5	26	8.4	75.2

Value	Count	Percents	
		Cell	Cum
6	7	2.3	77.5
7	5	1.6	79.1

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q08B (How many workers are professionals? (Professionals are workers such as engineers or accountants.))

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
8	8	2.6	81.7	16	1	0.3	91.6	35	1	0.3	96.5	85	1	0.3	98.7
9	4	1.3	83.0	19	1	0.3	92.0	36	1	0.3	96.8	88	1	0.3	99.0
10	10	3.2	86.2	20	2	0.6	92.6	46	1	0.3	97.1	107	1	0.3	99.4
12	10	3.2	89.4	25	3	1.0	93.6	50	1	0.3	97.4	300	1	0.3	99.7
14	1	0.3	89.7	30	7	2.3	95.8	60	2	0.6	98.1	500	1	0.3	100.0
15	5	1.6	91.3	34	1	0.3	96.1	70	1	0.3	98.4				

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 136  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q08A (How many workers are managers at this location? (Managers are workers who direct or oversee operations.))

Moments

N	192	Sum Weights	192
Mean	5.96875	Sum Observations	1146
Std Deviation	8.82340192	Variance	77.8524215
Skewness	3.50133481	Kurtosis	14.1443866
Uncorrected SS	21710	Corrected SS	14869.8125
Coeff Variation	147.826629	Std Error Mean	0.63677418

Basic Statistical Measures

Location		Variability	
Mean	5.968750	Std Deviation	8.82340
Median	3.000000	Variance	77.85242
Mode	2.000000	Range	60.00000
		Interquartile Range	3.50000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 9.373417	Pr >  t	<.0001
Sign	M 93	Pr >=  M	<.0001
Signed Rank	S 8695.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	60.0
99%	50.0
95%	25.0
90%	13.0
75% Q3	5.5
50% Median	3.0
25% Q1	2.0
10%	1.0
5%	1.0
1%	0.0
0% Min	0.0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	52821	1450	35	51088	1409
0	52422	1440	40	54394	1486
0	51015	1407	48	52929	1452
0	50332	1396	50	52111	1430
0	52643	1333	60	50770	1404

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

Missing Value	Count	All Obs	Missing Obs
S	14	6.80	100.00

Frequency Counts

Value	Count	Percents	
		Cell	Cum
0	6	3.1	3.1
1	32	16.7	19.8

Value	Count	Percents	
		Cell	Cum
2	42	21.9	41.7
3	24	12.5	54.2

Value	Count	Percents	
		Cell	Cum
4	20	10.4	64.6
5	20	10.4	75.0

Value	Count	Percents	
		Cell	Cum
6	9	4.7	79.7
7	6	3.1	82.8

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207    ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group

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----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q08A (How many workers are managers at this location? (Managers are workers who direct or oversee operations.))

Frequency Counts

Percents			Percents			Percents			Percents		
Value	Count	Cum	Value	Count	Cum	Value	Count	Cum	Value	Count	Cum
9	5	85.4	13	1	90.1	25	1	95.3	40	1	98.4
10	3	87.0	14	1	90.6	27	2	96.4	48	1	99.0
11	2	88.0	15	3	92.2	30	1	96.9	50	1	99.5
12	3	89.6	20	5	94.8	35	2	97.9	60	1	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 138  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q08B (How many workers are professionals? (Professionals are workers such as engineers or accountants.))

Moments

N	190	Sum Weights	190
Mean	8.61578947	Sum Observations	1637
Std Deviation	32.935961	Variance	1084.77753
Skewness	9.72827178	Kurtosis	109.051138
Uncorrected SS	219127	Corrected SS	205022.953
Coeff Variation	382.27444	Std Error Mean	2.38942575

Basic Statistical Measures

Location		Variability	
Mean	8.615789	Std Deviation	32.93596
Median	2.000000	Variance	1085
Mode	0.000000	Range	400.00000
		Interquartile Range	6.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 3.605799	Pr >  t  0.0004
Sign	M 69	Pr >=  M  <.0001
Signed Rank	S 4795.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	400
99%	160
95%	30
90%	15
75% Q3	6
50% Median	2
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	55145	1504	40	50770	1404
0	55118	1503	53	51279	1413
0	54967	1501	120	52862	1451
0	54941	1500	160	54809	1495
0	54918	1499	400	52099	1429

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

Missing Value	Count	All Obs	Missing Obs
S	16	7.77	100.00

Frequency Counts

Value	Count	Percents	
		Cell	Cum
0	52	27.4	27.4
1	31	16.3	43.7

Value	Count	Percents	
		Cell	Cum
2	23	12.1	55.8
3	20	10.5	66.3

Value	Count	Percents	
		Cell	Cum
4	5	2.6	68.9
5	8	4.2	73.2

Value	Count	Percents	
		Cell	Cum
6	6	3.2	76.3
7	9	4.7	81.1



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q08B (How many workers are professionals? (Professionals are workers such as engineers or accountants.))

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
8	6	3.2	84.2	14	1	0.5	88.9	28	1	0.5	93.2	40	1	0.5	97.9
9	2	1.1	85.3	15	3	1.6	90.5	29	1	0.5	93.7	53	1	0.5	98.4
10	2	1.1	86.3	20	1	0.5	91.1	30	4	2.1	95.8	120	1	0.5	98.9
11	2	1.1	87.4	22	2	1.1	92.1	35	1	0.5	96.3	160	1	0.5	99.5
12	2	1.1	88.4	25	1	0.5	92.6	38	2	1.1	97.4	400	1	0.5	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q09ck by Group

Q09ck(In 2012, what is your best estimate of the average hourly wage for non-salaried workers at this location?: Check here if you do not have any non-salaried workers.)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group	Total
Missing	12 . . .	53 . . .	11 . . .	19 . . .	31 . . .	. . . .
Skipped	12 . . .	11 . . .	15 . . .	14 . . .	13 . . .	. . . .
Yes	27 2.05 22.88 9.18	27 2.05 22.88 11.02	29 2.20 24.58 9.12	20 1.52 16.95 6.71	15 1.14 12.71 9.26	118 8.96
No	267 20.27 22.27 90.82	218 16.55 18.18 88.98	289 21.94 24.10 90.88	278 21.11 23.19 93.29	147 11.16 12.26 90.74	1199 91.04
Total	294 22.32	245 18.60	318 24.15	298 22.63	162 12.30	1317 100.00

Frequency Missing = 191

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q09 (In 2012, what is your best estimate of the average hourly wage for non-salaried workers at this location?)

Moments

N	270	Sum Weights	270
Mean	19.7023704	Sum Observations	5319.64
Std Deviation	60.3447068	Variance	3641.48363
Skewness	16.0641437	Kurtosis	261.712754
Uncorrected SS	1084368.61	Corrected SS	979559.097
Coeff Variation	306.281456	Std Error Mean	3.6724619

Basic Statistical Measures

Location		Variability	
Mean	19.70237	Std Deviation	60.34471
Median	15.00000	Variance	3641
Mode	15.00000	Range	992.25000
		Interquartile Range	6.36000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 5.364894	Pr >  t	<.0001
Sign	M 135	Pr >=  M	<.0001
Signed Rank	S 18292.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	1000.00
99%	50.00
95%	25.00
90%	22.50
75% Q3	18.36
50% Median	15.00
25% Q1	12.00
10%	10.00
5%	9.28
1%	8.00
0% Min	7.75

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
7.75	12759	101	36	11479	221
7.80	14537	155	40	12022	77
8.00	14064	291	50	14055	290
8.00	13061	261	100	14620	303
8.50	14917	167	1000	14652	305

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	4	1.26	8.33
S	40	12.58	83.33
T	4	1.26	8.33
<b>Total</b>	<b>48</b>	<b>15.09</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q09 (In 2012, what is your best estimate of the average hourly wage for non-salaried workers at this location?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
7.75	1	0.4	0.4	11.85	1	0.4	20.7	15.50	2	0.7	59.3	21.50	1	0.4	86.3
7.80	1	0.4	0.7	12.00	22	8.1	28.9	15.92	1	0.4	59.6	22.00	10	3.7	90.0
8.00	2	0.7	1.5	12.04	1	0.4	29.3	16.00	10	3.7	63.3	23.00	3	1.1	91.1
8.50	2	0.7	2.2	12.50	6	2.2	31.5	16.50	5	1.9	65.2	23.75	1	0.4	91.5
9.00	7	2.6	4.8	12.75	1	0.4	31.9	17.00	8	3.0	68.1	24.00	1	0.4	91.9
9.28	1	0.4	5.2	13.00	14	5.2	37.0	17.50	1	0.4	68.5	24.50	1	0.4	92.2
9.50	4	1.5	6.7	13.25	1	0.4	37.4	17.62	1	0.4	68.9	25.00	10	3.7	95.9
9.75	1	0.4	7.0	13.75	1	0.4	37.8	18.00	15	5.6	74.4	25.50	1	0.4	96.3
10.00	17	6.3	13.3	14.00	18	6.7	44.4	18.03	1	0.4	74.8	26.00	1	0.4	96.7
10.45	1	0.4	13.7	14.18	1	0.4	44.8	18.36	1	0.4	75.2	27.00	1	0.4	97.0
10.50	1	0.4	14.1	14.36	1	0.4	45.2	18.50	5	1.9	77.0	28.00	1	0.4	97.4
10.51	1	0.4	14.4	14.42	1	0.4	45.6	19.00	6	2.2	79.3	30.00	1	0.4	97.8
10.75	1	0.4	14.8	14.50	4	1.5	47.0	19.48	1	0.4	79.6	35.00	1	0.4	98.1
10.89	1	0.4	15.2	14.75	1	0.4	47.4	19.50	1	0.4	80.0	36.00	1	0.4	98.5
11.00	8	3.0	18.1	15.00	27	10.0	57.4	20.00	10	3.7	83.7	40.00	1	0.4	98.9
11.50	3	1.1	19.3	15.24	1	0.4	57.8	20.02	1	0.4	84.1	50.00	1	0.4	99.3
11.68	1	0.4	19.6	15.25	1	0.4	58.1	20.36	1	0.4	84.4	100.00	1	0.4	99.6
11.75	1	0.4	20.0	15.35	1	0.4	58.5	21.00	4	1.5	85.9				
11.80	1	0.4	20.4												

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q09 (In 2012, what is your best estimate of the average hourly wage for non-salaried workers at this location?)

Moments

N	256	Sum Weights	256
Mean	15.3495703	Sum Observations	3929.49
Std Deviation	6.52606354	Variance	42.5895053
Skewness	4.69793807	Kurtosis	40.329984
Uncorrected SS	71176.3069	Corrected SS	10860.3239
Coeff Variation	42.5162621	Std Error Mean	0.40787897

Basic Statistical Measures

Location		Variability	
Mean	15.34957	Std Deviation	6.52606
Median	15.00000	Variance	42.58951
Mode	15.00000	Range	80.00000
		Interquartile Range	5.79000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 37.63266	Pr >  t	<.0001
Sign	M 127.5	Pr >=  M	<.0001
Signed Rank	S 16320	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	80.00
99%	40.00
95%	25.00
90%	20.00
75% Q3	17.79
50% Median	15.00
25% Q1	12.00
10%	9.74
5%	9.00
1%	7.50
0% Min	0.00

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0.00	21512	351	28	20267	482
6.78	23684	571	28	21755	519
7.50	20913	503	40	20158	319
7.75	22657	544	50	20533	329
8.00	24726	469	80	22634	374

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	5	1.62	9.43
S	37	11.97	69.81
T	11	3.56	20.75
<b>Total</b>	<b>53</b>	<b>17.15</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q09 (In 2012, what is your best estimate of the average hourly wage for non-salaried workers at this location?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	1	0.4	0.4	12.50	5	2.0	32.0	15.75	1	0.4	63.3	19.35	1	0.4	82.8
6.78	1	0.4	0.8	12.60	1	0.4	32.4	15.90	1	0.4	63.7	19.50	1	0.4	83.2
7.50	1	0.4	1.2	13.00	18	7.0	39.5	16.00	14	5.5	69.1	20.00	18	7.0	90.2
7.75	1	0.4	1.6	13.25	1	0.4	39.8	16.30	1	0.4	69.5	21.00	1	0.4	90.6
8.00	5	2.0	3.5	13.28	1	0.4	40.2	16.45	1	0.4	69.9	22.00	6	2.3	93.0
8.50	1	0.4	3.9	13.50	1	0.4	40.6	17.00	10	3.9	73.8	22.50	1	0.4	93.4
9.00	10	3.9	7.8	13.90	1	0.4	41.0	17.50	2	0.8	74.6	23.00	2	0.8	94.1
9.50	5	2.0	9.8	14.00	17	6.6	47.7	17.62	1	0.4	75.0	23.38	1	0.4	94.5
9.74	1	0.4	10.2	14.39	1	0.4	48.0	17.96	1	0.4	75.4	24.00	1	0.4	94.9
9.75	2	0.8	10.9	14.50	4	1.6	49.6	18.00	10	3.9	79.3	25.00	6	2.3	97.3
10.00	12	4.7	15.6	15.00	29	11.3	60.9	18.15	1	0.4	79.7	25.50	1	0.4	97.7
10.50	4	1.6	17.2	15.25	1	0.4	61.3	18.25	1	0.4	80.1	28.00	3	1.2	98.8
11.00	6	2.3	19.5	15.28	1	0.4	61.7	18.50	1	0.4	80.5	40.00	1	0.4	99.2
11.20	1	0.4	19.9	15.50	2	0.8	62.5	19.00	4	1.6	82.0	50.00	1	0.4	99.6
11.50	2	0.8	20.7	15.71	1	0.4	62.9	19.25	1	0.4	82.4	80.00	1	0.4	100.0
12.00	24	9.4	30.1												



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q09 (In 2012, what is your best estimate of the average hourly wage for non-salaried workers at this location?)

Moments

N	275	Sum Weights	275
Mean	16.0519636	Sum Observations	4414.29
Std Deviation	5.58126269	Variance	31.1504932
Skewness	1.28602671	Kurtosis	3.42192357
Uncorrected SS	79393.2577	Corrected SS	8535.23514
Coeff Variation	34.7699684	Std Error Mean	0.3365628

Basic Statistical Measures

Location		Variability	
Mean	16.05196	Std Deviation	5.58126
Median	15.00000	Variance	31.15049
Mode	15.00000	Range	40.00000
		Interquartile Range	5.25000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 47.69381	Pr >  t	<.0001
Sign	M 137	Pr >=  M	<.0001
Signed Rank	S 18837.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	40.00
99%	35.00
95%	26.56
90%	22.27
75% Q3	18.00
50% Median	15.00
25% Q1	12.75
10%	10.00
5%	8.50
1%	7.00
0% Min	0.00

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0.00	31746	675	33.82	30586	784
4.00	31548	671	35.00	30153	765
7.00	33043	698	35.00	32314	843
7.25	31457	667	40.00	33920	729
7.25	30271	635	40.00	32117	833

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	2	0.58	2.90
S	39	11.34	56.52
T	28	8.14	40.58
<b>Total</b>	<b>69</b>	<b>20.06</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q09 (In 2012, what is your best estimate of the average hourly wage for non-salaried workers at this location?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	1	0.4	0.4	11.25	1	0.4	16.4	14.83	1	0.4	39.6	20.00	19	6.9	87.3
4.00	1	0.4	0.7	11.37	1	0.4	16.7	15.00	37	13.5	53.1	21.00	4	1.5	88.7
7.00	1	0.4	1.1	11.50	1	0.4	17.1	15.26	1	0.4	53.5	21.10	1	0.4	89.1
7.25	2	0.7	1.8	12.00	13	4.7	21.8	15.50	4	1.5	54.9	22.00	2	0.7	89.8
7.50	1	0.4	2.2	12.25	1	0.4	22.2	15.85	1	0.4	55.3	22.27	1	0.4	90.2
7.75	1	0.4	2.5	12.50	5	1.8	24.0	16.00	13	4.7	60.0	22.50	1	0.4	90.5
8.00	5	1.8	4.4	12.60	1	0.4	24.4	16.50	2	0.7	60.7	22.73	1	0.4	90.9
8.25	1	0.4	4.7	12.66	1	0.4	24.7	16.75	1	0.4	61.1	22.85	1	0.4	91.3
8.50	1	0.4	5.1	12.75	1	0.4	25.1	16.84	1	0.4	61.5	23.00	4	1.5	92.7
8.75	1	0.4	5.5	13.00	6	2.2	27.3	17.00	15	5.5	66.9	24.00	3	1.1	93.8
9.00	4	1.5	6.9	13.25	1	0.4	27.6	17.15	1	0.4	67.3	25.00	2	0.7	94.5
9.25	1	0.4	7.3	13.48	1	0.4	28.0	17.25	1	0.4	67.6	26.00	1	0.4	94.9
9.50	4	1.5	8.7	13.50	6	2.2	30.2	17.32	1	0.4	68.0	26.56	1	0.4	95.3
9.52	1	0.4	9.1	13.75	1	0.4	30.5	17.40	1	0.4	68.4	29.00	1	0.4	95.6
9.75	1	0.4	9.5	14.00	18	6.5	37.1	17.50	3	1.1	69.5	30.00	4	1.5	97.1
10.00	10	3.6	13.1	14.10	1	0.4	37.5	17.75	2	0.7	70.2	32.00	2	0.7	97.8
10.17	1	0.4	13.5	14.34	1	0.4	37.8	18.00	19	6.9	77.1	33.00	1	0.4	98.2
10.39	1	0.4	13.8	14.50	2	0.7	38.5	18.72	1	0.4	77.5	33.82	1	0.4	98.5
10.50	2	0.7	14.5	14.66	1	0.4	38.9	19.00	7	2.5	80.0	35.00	2	0.7	99.3
11.00	4	1.5	16.0	14.80	1	0.4	39.3	19.50	1	0.4	80.4	40.00	2	0.7	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 147  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q09 (In 2012, what is your best estimate of the average hourly wage for non-salaried workers at this location?)

Moments

N	275	Sum Weights	275
Mean	15.108	Sum Observations	4154.7
Std Deviation	5.12074648	Variance	26.2220445
Skewness	1.50372553	Kurtosis	4.60426781
Uncorrected SS	69954.0478	Corrected SS	7184.8402
Coeff Variation	33.8942711	Std Error Mean	0.30879263

Basic Statistical Measures

Location		Variability	
Mean	15.10800	Std Deviation	5.12075
Median	14.00000	Variance	26.22204
Mode	15.00000	Range	41.00000
		Interquartile Range	5.50000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 48.92604	Pr >  t	<.0001
Sign	M 137.5	Pr >=  M	<.0001
Signed Rank	S 18975	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	45.00
99%	30.00
95%	25.00
90%	22.00
75% Q3	17.50
50% Median	14.00
25% Q1	12.00
10%	10.00
5%	9.00
1%	7.25
0% Min	4.00

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
4.00	40996	1205	30	43166	1083
7.25	41774	1228	30	43201	1084
7.25	42854	1072	30	41740	1227
7.25	41280	1008	35	43059	1262
7.50	42590	1247	45	49998	1160

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	3	0.91	5.36
S	43	12.99	76.79
T	10	3.02	17.86
<b>Total</b>	<b>56</b>	<b>16.92</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

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----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q09 (In 2012, what is your best estimate of the average hourly wage for non-salaried workers at this location?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
4.00	1	0.4	0.4	12.00	22	8.0	30.5	14.30	1	0.4	52.0	18.50	3	1.1	80.4
7.25	3	1.1	1.5	12.20	1	0.4	30.9	14.41	1	0.4	52.4	18.67	1	0.4	80.7
7.50	1	0.4	1.8	12.25	1	0.4	31.3	14.50	2	0.7	53.1	19.00	5	1.8	82.5
8.00	3	1.1	2.9	12.50	10	3.6	34.9	15.00	26	9.5	62.5	19.37	1	0.4	82.9
8.37	1	0.4	3.3	12.54	1	0.4	35.3	15.07	1	0.4	62.9	20.00	15	5.5	88.4
8.50	1	0.4	3.6	12.75	2	0.7	36.0	15.25	1	0.4	63.3	21.00	1	0.4	88.7
8.75	1	0.4	4.0	13.00	10	3.6	39.6	15.75	1	0.4	63.6	21.79	1	0.4	89.1
8.95	1	0.4	4.4	13.02	1	0.4	40.0	15.99	1	0.4	64.0	22.00	5	1.8	90.9
9.00	6	2.2	6.5	13.03	1	0.4	40.4	16.00	15	5.5	69.5	23.00	3	1.1	92.0
9.25	2	0.7	7.3	13.33	1	0.4	40.7	16.50	7	2.5	72.0	23.50	1	0.4	92.4
9.50	7	2.5	9.8	13.50	10	3.6	44.4	16.70	1	0.4	72.4	24.00	4	1.5	93.8
10.00	19	6.9	16.7	13.56	1	0.4	44.7	17.00	6	2.2	74.5	25.00	11	4.0	97.8
10.50	4	1.5	18.2	13.80	1	0.4	45.1	17.50	2	0.7	75.3	30.00	4	1.5	99.3
11.00	7	2.5	20.7	14.00	17	6.2	51.3	18.00	10	3.6	78.9	35.00	1	0.4	99.6
11.50	5	1.8	22.5	14.25	1	0.4	51.6	18.10	1	0.4	79.3	45.00	1	0.4	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 149  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q09 (In 2012, what is your best estimate of the average hourly wage for non-salaried workers at this location?)

Moments

N	166	Sum Weights	166
Mean	376.008735	Sum Observations	62417.45
Std Deviation	4655.76759	Variance	21676171.8
Skewness	12.8840854	Kurtosis	165.99977
Uncorrected SS	3600037855	Corrected SS	3576568349
Coeff Variation	1238.20729	Std Error Mean	361.357646

Basic Statistical Measures

Location		Variability	
Mean	376.0087	Std Deviation	4656
Median	15.0000	Variance	21676172
Mode	15.0000	Range	59992
		Interquartile Range	5.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 1.040545	Pr >  t  0.2996
Sign	M 83	Pr >=  M  <.0001
Signed Rank	S 6930.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	60000.0
99%	30.0
95%	20.0
90%	19.0
75% Q3	17.0
50% Median	15.0
25% Q1	12.0
10%	10.0
5%	9.5
1%	8.0
0% Min	8.0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
8.0	52736	1446	24	53185	1340
8.0	52537	1329	25	54261	1384
8.5	69999	1357	30	53810	1472
9.0	54600	1490	30	54685	1491
9.0	51376	1364	60000	54153	1480

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
<b>S</b>	<b>26</b>	<b>12.62</b>	<b>65.00</b>
<b>T</b>	<b>14</b>	<b>6.80</b>	<b>35.00</b>
<b>Total</b>	<b>40</b>	<b>19.42</b>	<b>100.00</b>



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q09 (In 2012, what is your best estimate of the average hourly wage for non-salaried workers at this location?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
8.00	2	1.2	1.2	11.50	1	0.6	21.7	15.00	24	14.5	63.3	18.50	1	0.6	86.7
8.50	1	0.6	1.8	12.00	14	8.4	30.1	15.21	1	0.6	63.9	19.00	7	4.2	91.0
9.00	2	1.2	3.0	12.20	1	0.6	30.7	15.50	2	1.2	65.1	20.00	7	4.2	95.2
9.25	1	0.6	3.6	12.50	6	3.6	34.3	16.00	8	4.8	69.9	21.80	1	0.6	95.8
9.50	6	3.6	7.2	13.00	7	4.2	38.6	16.50	1	0.6	70.5	22.00	1	0.6	96.4
9.72	1	0.6	7.8	13.50	1	0.6	39.2	16.66	1	0.6	71.1	23.00	1	0.6	97.0
10.00	14	8.4	16.3	13.75	1	0.6	39.8	17.00	7	4.2	75.3	24.00	1	0.6	97.6
10.50	2	1.2	17.5	14.00	13	7.8	47.6	17.50	3	1.8	77.1	25.00	1	0.6	98.2
10.75	1	0.6	18.1	14.15	1	0.6	48.2	17.97	1	0.6	77.7	30.00	2	1.2	99.4
11.00	5	3.0	21.1	14.99	1	0.6	48.8	18.00	14	8.4	86.1	60000.00	1	0.6	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q10cpk by Group

Q10cpk(Percent of workers in 2012 in occupational category: Check here to answer in numbers instead of percent)

Frequency Percent Row Pct Col Pct	Group					Total
	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group	
Don't know	0	0	0	1	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	0	2	0	0	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	14	18	22	15	15	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	155	134	138	158	89	674
	10.91	9.43	9.71	11.12	6.26	47.43
	23.00	19.88	20.47	23.44	13.20	
	50.99	46.37	42.86	50.16	46.60	
No	149	155	184	157	102	747
	10.49	10.91	12.95	11.05	7.18	52.57
	19.95	20.75	24.63	21.02	13.65	
	49.01	53.63	57.14	49.84	53.40	
Total	304	289	322	315	191	1421
	21.39	20.34	22.66	22.17	13.44	100.00

Frequency Missing = 87

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 152  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q10ap (Percent of workers in 2012 in occupational category: Management and professional)

Moments

N	188	Sum Weights	188
Mean	18.2433511	Sum Observations	3429.75
Std Deviation	17.9608069	Variance	322.590584
Skewness	2.40317888	Kurtosis	6.94655949
Uncorrected SS	122894.573	Corrected SS	60324.4392
Coeff Variation	98.4512485	Std Error Mean	1.30992647

Basic Statistical Measures

Location		Variability	
Mean	18.24335	Std Deviation	17.96081
Median	15.00000	Variance	322.59058
Mode	10.00000	Range	100.00000
		Interquartile Range	15.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 13.927	Pr >  t  <.0001
Sign	M 91	Pr >=  M  <.0001
Signed Rank	S 8326.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	50
90%	40
75% Q3	22
50% Median	15
25% Q1	7
10%	3
5%	2
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	14783	309	80.0	11694	70
0	14620	303	85.0	14404	297
0	13758	284	92.8	13216	120
0	15024	173	100.0	10618	32
0	11319	53	100.0	12755	255

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	11	3.46	8.46
S	119	37.42	91.54
<b>Total</b>	<b>130</b>	<b>40.88</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

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----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q10ap (Percent of workers in 2012 in occupational category: Management and professional)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	6	3.2	3.2	9.20	1	0.5	29.3	17.20	1	0.5	62.2	38.00	1	0.5	89.4
0.05	1	0.5	3.7	10.00	31	16.5	45.7	18.00	2	1.1	63.3	40.00	5	2.7	92.0
1.00	2	1.1	4.8	11.00	1	0.5	46.3	20.00	20	10.6	73.9	43.00	1	0.5	92.6
2.00	3	1.6	6.4	12.00	2	1.1	47.3	21.00	2	1.1	75.0	50.00	6	3.2	95.7
3.00	8	4.3	10.6	13.00	2	1.1	48.4	23.00	5	2.7	77.7	57.00	1	0.5	96.3
4.00	4	2.1	12.8	14.00	1	0.5	48.9	25.00	12	6.4	84.0	75.00	2	1.1	97.3
5.00	15	8.0	20.7	14.50	1	0.5	49.5	28.00	1	0.5	84.6	80.00	1	0.5	97.9
6.00	5	2.7	23.4	15.00	19	10.1	59.6	30.00	5	2.7	87.2	85.00	1	0.5	98.4
7.00	4	2.1	25.5	16.00	1	0.5	60.1	33.00	1	0.5	87.8	92.80	1	0.5	98.9
8.00	3	1.6	27.1	17.00	3	1.6	61.7	35.00	2	1.1	88.8	100.00	2	1.1	100.0
9.00	3	1.6	28.7												

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 154  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q10bp (Percent of workers in 2012 in occupational category: Services)

Moments

N	185	Sum Weights	185
Mean	17.4545946	Sum Observations	3229.1
Std Deviation	25.5806711	Variance	654.370736
Skewness	1.63259741	Kurtosis	1.66124801
Uncorrected SS	176766.847	Corrected SS	120404.215
Coeff Variation	146.555516	Std Error Mean	1.88072835

Basic Statistical Measures

Location		Variability	
Mean	17.45459	Std Deviation	25.58067
Median	5.00000	Variance	654.37074
Mode	0.00000	Range	100.00000
		Interquartile Range	24.08000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 9.280763	Pr >  t	<.0001
Sign	M 59.5	Pr >=  M	<.0001
Signed Rank	S 3570	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100.00
99%	100.00
95%	77.00
90%	63.00
75% Q3	24.08
50% Median	5.00
25% Q1	0.00
10%	0.00
5%	0.00
1%	0.00
0% Min	0.00

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	15094	315	85	14561	301
0	15035	314	90	10110	5
0	14633	304	99	13971	289
0	14478	299	100	13758	284
0	14377	296	100	14620	303

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	11	3.46	8.27
S	122	38.36	91.73
<b>Total</b>	<b>133</b>	<b>41.82</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q10bp (Percent of workers in 2012 in occupational category: Services)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	66	35.7	35.7	10.00	13	7.0	63.8	34.00	1	0.5	80.5	63.00	1	0.5	90.3
0.02	1	0.5	36.2	12.00	3	1.6	65.4	35.00	1	0.5	81.1	65.00	1	0.5	90.8
1.00	2	1.1	37.3	12.50	1	0.5	65.9	39.00	1	0.5	81.6	70.00	5	2.7	93.5
1.50	1	0.5	37.8	13.00	1	0.5	66.5	40.00	3	1.6	83.2	71.00	2	1.1	94.6
2.00	10	5.4	43.2	15.00	2	1.1	67.6	44.00	1	0.5	83.8	77.00	1	0.5	95.1
2.50	1	0.5	43.8	19.00	1	0.5	68.1	45.00	1	0.5	84.3	78.00	1	0.5	95.7
3.00	5	2.7	46.5	20.00	11	5.9	74.1	47.00	1	0.5	84.9	80.00	1	0.5	96.2
4.00	4	2.2	48.6	24.00	1	0.5	74.6	48.00	1	0.5	85.4	85.00	3	1.6	97.8
5.00	11	5.9	54.6	24.08	1	0.5	75.1	50.00	4	2.2	87.6	90.00	1	0.5	98.4
6.00	2	1.1	55.7	25.00	5	2.7	77.8	55.00	2	1.1	88.6	99.00	1	0.5	98.9
6.50	1	0.5	56.2	27.00	1	0.5	78.4	60.00	2	1.1	89.7	100.00	2	1.1	100.0
7.00	1	0.5	56.8	30.00	3	1.6	80.0								



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 156  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q10cp (Percent of workers in 2012 in occupational category: Sales and office support)

Moments

N	186	Sum Weights	186
Mean	17.0531183	Sum Observations	3171.88
Std Deviation	19.2764668	Variance	371.582171
Skewness	1.71758753	Kurtosis	2.74816509
Uncorrected SS	122833.146	Corrected SS	68742.7016
Coeff Variation	113.037783	Std Error Mean	1.41341912

Basic Statistical Measures

Location		Variability	
Mean	17.05312	Std Deviation	19.27647
Median	10.00000	Variance	371.58217
Mode	5.00000	Range	94.00000
		Interquartile Range	19.50000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 12.06515	Pr >  t	<.0001
Sign	M 83	Pr >=  M	<.0001
Signed Rank	S 6930.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	94.0
99%	80.0
95%	59.0
90%	50.0
75% Q3	24.0
50% Median	10.0
25% Q1	4.5
10%	0.0
5%	0.0
1%	0.0
0% Min	0.0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	15094	315	78	12061	78
0	14783	309	80	14020	140
0	14695	307	80	10776	204
0	14620	303	80	13641	279
0	13971	289	94	15024	173

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	11	3.46	8.33
S	121	38.05	91.67
<b>Total</b>	<b>132</b>	<b>41.51</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207    ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group

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----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q10cp (Percent of workers in 2012 in occupational category: Sales and office support)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	20	10.8	10.8	7.00	3	1.6	41.4	20.00	13	7.0	73.7	42.00	1	0.5	89.8
0.08	1	0.5	11.3	8.00	6	3.2	44.6	22.00	2	1.1	74.7	50.00	7	3.8	93.5
1.00	4	2.2	13.4	9.00	2	1.1	45.7	24.00	1	0.5	75.3	51.00	1	0.5	94.1
2.00	11	5.9	19.4	10.00	20	10.8	56.5	25.00	5	2.7	78.0	55.00	1	0.5	94.6
3.00	5	2.7	22.0	11.00	1	0.5	57.0	30.00	8	4.3	82.3	59.00	1	0.5	95.2
3.20	1	0.5	22.6	12.00	2	1.1	58.1	32.00	2	1.1	83.3	60.00	2	1.1	96.2
3.40	1	0.5	23.1	13.00	1	0.5	58.6	33.00	2	1.1	84.4	70.00	1	0.5	96.8
4.00	3	1.6	24.7	14.00	3	1.6	60.2	35.00	1	0.5	84.9	75.00	1	0.5	97.3
4.50	1	0.5	25.3	14.50	1	0.5	60.8	38.00	2	1.1	86.0	78.00	1	0.5	97.8
5.00	22	11.8	37.1	15.00	10	5.4	66.1	40.00	5	2.7	88.7	80.00	3	1.6	99.5
6.00	5	2.7	39.8	17.20	1	0.5	66.7	41.00	1	0.5	89.2	94.00	1	0.5	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q10dp (Percent of workers in 2012 in occupational category: Natural resources, construction, and maintenance)

Moments

N	181	Sum Weights	181
Mean	5.95679558	Sum Observations	1078.18
Std Deviation	11.7960178	Variance	139.146036
Skewness	3.4748925	Kurtosis	14.1658545
Uncorrected SS	31468.7844	Corrected SS	25046.2865
Coeff Variation	198.026232	Std Error Mean	0.8767911

Basic Statistical Measures

Location		Variability	
Mean	5.956796	Std Deviation	11.79602
Median	1.000000	Variance	139.14604
Mode	0.000000	Range	74.00000
		Interquartile Range	5.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 6.79386	Pr >  t  <.0001
Sign	M 50.5	Pr >=  M  <.0001
Signed Rank	S 2575.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	74
99%	72
95%	30
90%	19
75% Q3	5
50% Median	1
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	14993	313	40	12149	242
0	14976	312	50	10351	17
0	14783	309	60	10690	35
0	14741	308	72	11479	221
0	14695	307	74	15147	316

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	11	3.46	8.03
S	126	39.62	91.97
<b>Total</b>	<b>137</b>	<b>43.08</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q10dp (Percent of workers in 2012 in occupational category: Natural resources, construction, and maintenance)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	80	44.2	44.2	4.00	7	3.9	65.7	10.00	13	7.2	86.7	30.00	4	2.2	96.1
0.50	1	0.6	44.8	5.00	17	9.4	75.1	12.50	2	1.1	87.8	35.00	1	0.6	96.7
1.00	12	6.6	51.4	6.00	2	1.1	76.2	13.00	3	1.7	89.5	40.00	2	1.1	97.8
1.50	1	0.6	51.9	6.88	1	0.6	76.8	19.00	1	0.6	90.1	50.00	1	0.6	98.3
1.60	1	0.6	52.5	7.00	2	1.1	77.9	20.00	4	2.2	92.3	60.00	1	0.6	98.9
2.00	11	6.1	58.6	8.00	1	0.6	78.5	21.00	2	1.1	93.4	72.00	1	0.6	99.4
2.50	1	0.6	59.1	9.00	1	0.6	79.0	25.00	1	0.6	93.9	74.00	1	0.6	100.0
3.00	5	2.8	61.9	9.20	1	0.6	79.6								

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 160  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q10ep (Percent of workers in 2012 in occupational category: Production, transportation, and material moving)

Moments

N	184	Sum Weights	184
Mean	40.1035326	Sum Observations	7379.05
Std Deviation	33.6653582	Variance	1133.35634
Skewness	0.09551796	Kurtosis	-1.5251697
Uncorrected SS	503330.183	Corrected SS	207404.21
Coeff Variation	83.9461164	Std Error Mean	2.48184313

Basic Statistical Measures

Location		Variability	
Mean	40.10353	Std Deviation	33.66536
Median	40.00000	Variance	1133
Mode	0.00000	Range	100.00000
		Interquartile Range	72.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 16.15877	Pr >  t	<.0001
Sign	M 69	Pr >=  M	<.0001
Signed Rank	S 4795.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100.0
99%	100.0
95%	88.0
90%	85.0
75% Q3	72.5
50% Median	40.0
25% Q1	0.5
10%	0.0
5%	0.0
1%	0.0
0% Min	0.0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	14741	308	90.00	11049	210
0	14695	307	94.00	12606	94
0	14620	303	99.85	13653	127
0	14561	301	100.00	10460	22
0	14443	298	100.00	11319	53

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	11	3.46	8.21
S	123	38.68	91.79
<b>Total</b>	<b>134</b>	<b>42.14</b>	<b>100.00</b>



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q10ep (Percent of workers in 2012 in occupational category: Production, transportation, and material moving)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	46	25.0	25.0	25.00	3	1.6	41.8	55.00	4	2.2	61.4	76.90	1	0.5	79.3
1.00	4	2.2	27.2	28.00	1	0.5	42.4	58.00	1	0.5	62.0	77.00	1	0.5	79.9
2.20	1	0.5	27.7	30.00	3	1.6	44.0	60.00	7	3.8	65.8	78.00	4	2.2	82.1
3.00	2	1.1	28.8	33.00	3	1.6	45.7	62.00	1	0.5	66.3	80.00	9	4.9	87.0
4.00	1	0.5	29.3	34.00	1	0.5	46.2	64.00	2	1.1	67.4	81.00	2	1.1	88.0
6.00	1	0.5	29.9	35.00	2	1.1	47.3	64.50	1	0.5	67.9	85.00	5	2.7	90.8
7.00	1	0.5	30.4	37.00	1	0.5	47.8	65.00	1	0.5	68.5	85.50	1	0.5	91.3
8.60	1	0.5	31.0	38.00	1	0.5	48.4	66.00	2	1.1	69.6	86.00	1	0.5	91.8
10.00	3	1.6	32.6	40.00	4	2.2	50.5	67.00	2	1.1	70.7	87.00	2	1.1	92.9
11.00	1	0.5	33.2	43.00	2	1.1	51.6	69.00	1	0.5	71.2	88.00	4	2.2	95.1
12.00	2	1.1	34.2	45.00	4	2.2	53.8	70.00	5	2.7	73.9	90.00	5	2.7	97.8
12.50	1	0.5	34.8	46.00	1	0.5	54.3	71.00	1	0.5	74.5	94.00	1	0.5	98.4
15.00	3	1.6	36.4	50.00	7	3.8	58.2	72.00	1	0.5	75.0	99.85	1	0.5	98.9
18.00	1	0.5	37.0	52.00	1	0.5	58.7	73.00	1	0.5	75.5	100.00	2	1.1	100.0
20.00	6	3.3	40.2	53.00	1	0.5	59.2	75.00	6	3.3	78.8				

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 162  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q10fp (Percent of workers in 2012 in occupational category: Total)

Moments

N	228	Sum Weights	228
Mean	79.3331579	Sum Observations	18087.96
Std Deviation	40.3543279	Variance	1628.47178
Skewness	-1.3904741	Kurtosis	0.06724155
Uncorrected SS	1804638.08	Corrected SS	369663.095
Coeff Variation	50.8669124	Std Error Mean	2.67253066

Basic Statistical Measures

Location		Variability	
Mean	79.3332	Std Deviation	40.35433
Median	100.0000	Variance	1628
Mode	100.0000	Range	150.00000
		Interquartile Range	0

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 29.68466	Pr >  t	<.0001
Sign	M 93	Pr >=  M	<.0001
Signed Rank	S 8695.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	150
99%	107
95%	100
90%	100
75% Q3	100
50% Median	100
25% Q1	100
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	14177	293	101	15062	174
0	13290	266	102	11924	73
0	13274	265	107	14676	158
0	15175	178	111	13102	113
0	15004	171	150	10442	21

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	12	3.77	13.33
S	78	24.53	86.67
<b>Total</b>	<b>90</b>	<b>28.30</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q10fp (Percent of workers in 2012 in occupational category: Total)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	42	18.4	18.4	30.00	2	0.9	21.1	95.00	1	0.4	22.8	107.00	1	0.4	99.1
5.00	1	0.4	18.9	53.00	1	0.4	21.5	100.00	171	75.0	97.8	111.00	1	0.4	99.6
13.00	2	0.9	19.7	73.96	1	0.4	21.9	101.00	1	0.4	98.2	150.00	1	0.4	100.0
14.00	1	0.4	20.2	90.00	1	0.4	22.4	102.00	1	0.4	98.7				

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 164  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q10an (Number of workers in 2012 in occupational category: Management and professional)

Moments

N	155	Sum Weights	155
Mean	10.5774194	Sum Observations	1639.5
Std Deviation	26.5451797	Variance	704.646565
Skewness	6.70463605	Kurtosis	53.8709541
Uncorrected SS	125857.25	Corrected SS	108515.571
Coeff Variation	250.960833	Std Error Mean	2.13216014

Basic Statistical Measures

Location		Variability	
Mean	10.57742	Std Deviation	26.54518
Median	4.00000	Variance	704.64656
Mode	2.00000	Range	257.00000
		Interquartile Range	7.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 4.960893	Pr >  t	<.0001
Sign	M 76	Pr >=  M	<.0001
Signed Rank	S 5814	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	257
99%	152
95%	30
90%	20
75% Q3	9
50% Median	4
25% Q1	2
10%	1
5%	1
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	12611	95	60	14814	164
0	12084	79	80	13669	280
0	10460	22	100	13883	134
1	14524	300	152	15094	315
1	10354	198	257	13216	120

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	1	0.31	0.61
S	162	50.94	99.39
<b>Total</b>	<b>163</b>	<b>51.26</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q10an (Number of workers in 2012 in occupational category: Management and professional)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.0	3	1.9	1.9	7.0	2	1.3	72.9	17.0	3	1.9	88.4	45.0	1	0.6	96.1
1.0	23	14.8	16.8	8.0	3	1.9	74.8	18.0	1	0.6	89.0	55.0	1	0.6	96.8
2.0	30	19.4	36.1	9.0	3	1.9	76.8	20.0	2	1.3	90.3	60.0	1	0.6	97.4
2.5	1	0.6	36.8	10.0	4	2.6	79.4	22.0	1	0.6	91.0	80.0	1	0.6	98.1
3.0	20	12.9	49.7	13.0	3	1.9	81.3	24.0	1	0.6	91.6	100.0	1	0.6	98.7
4.0	12	7.7	57.4	14.0	1	0.6	81.9	25.0	4	2.6	94.2	152.0	1	0.6	99.4
5.0	13	8.4	65.8	15.0	4	2.6	84.5	27.0	1	0.6	94.8	257.0	1	0.6	100.0
6.0	9	5.8	71.6	16.0	3	1.9	86.5	30.0	1	0.6	95.5				

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 166  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q10bn (Number of workers in 2012 in occupational category: Services)

Moments

N	150	Sum Weights	150
Mean	10.05	Sum Observations	1507.5
Std Deviation	46.8270325	Variance	2192.77097
Skewness	10.5684275	Kurtosis	120.792575
Uncorrected SS	341873.25	Corrected SS	326722.875
Coeff Variation	465.940622	Std Error Mean	3.8234119

Basic Statistical Measures

Location		Variability	
Mean	10.05000	Std Deviation	46.82703
Median	1.00000	Variance	2193
Mode	0.00000	Range	550.00000
		Interquartile Range	6.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 2.628543	Pr >  t  0.0095
Sign	M 43.5	Pr >=  M  <.0001
Signed Rank	S 1914	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	550
99%	130
95%	36
90%	20
75% Q3	6
50% Median	1
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	15094	315	40	11403	219
0	14741	308	60	13371	271
0	14524	300	71	10933	44
0	14055	290	130	14064	291
0	13711	282	550	13883	134

Missing Values

-----Percent Of-----



Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	1	0.31	0.60
S	167	52.52	99.40
<b>Total</b>	<b>168</b>	<b>52.83</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q10bn (Number of workers in 2012 in occupational category: Services)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.0	63	42.0	42.0	7.0	3	2.0	78.7	17.0	1	0.7	89.3	38.0	1	0.7	96.0
0.5	1	0.7	42.7	8.0	3	2.0	80.7	20.0	3	2.0	91.3	39.0	1	0.7	96.7
1.0	14	9.3	52.0	9.0	2	1.3	82.0	22.0	1	0.7	92.0	40.0	1	0.7	97.3
2.0	13	8.7	60.7	10.0	4	2.7	84.7	25.0	1	0.7	92.7	60.0	1	0.7	98.0
3.0	6	4.0	64.7	12.0	1	0.7	85.3	27.0	1	0.7	93.3	71.0	1	0.7	98.7
4.0	12	8.0	72.7	13.0	1	0.7	86.0	28.0	1	0.7	94.0	130.0	1	0.7	99.3
5.0	1	0.7	73.3	14.0	2	1.3	87.3	35.0	1	0.7	94.7	550.0	1	0.7	100.0
6.0	5	3.3	76.7	16.0	2	1.3	88.7	36.0	1	0.7	95.3				

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 168  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q10cn (Number of workers in 2012 in occupational category: Sales and office support)

Moments

N	151	Sum Weights	151
Mean	6.31788079	Sum Observations	954
Std Deviation	9.71261781	Variance	94.3349448
Skewness	4.12613186	Kurtosis	24.1607109
Uncorrected SS	20177.5	Corrected SS	14150.2417
Coeff Variation	153.732211	Std Error Mean	0.79040163

Basic Statistical Measures

Location		Variability	
Mean	6.317881	Std Deviation	9.71262
Median	3.000000	Variance	94.33494
Mode	1.000000	Range	80.00000
		Interquartile Range	5.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 7.993254	Pr >  t	<.0001
Sign	M 68.5	Pr >=  M	<.0001
Signed Rank	S 4726.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	80
99%	50
95%	25
90%	16
75% Q3	6
50% Median	3
25% Q1	1
10%	1
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	15094	315	26	14741	308
0	13625	278	30	11403	219
0	10354	198	34	10182	9
0	14756	163	50	13883	134
0	13647	126	80	14064	291

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	1	0.31	0.60
S	166	52.20	99.40
<b>Total</b>	<b>167</b>	<b>52.52</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q10cn (Number of workers in 2012 in occupational category: Sales and office support)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0.0	14	9.3	9.3	5.0	8	5.3	71.5	14.0	3	2.0	87.4	25.0	3	2.0	96.7
1.0	24	15.9	25.2	6.0	8	5.3	76.8	15.0	3	2.0	89.4	26.0	1	0.7	97.4
1.5	2	1.3	26.5	7.0	3	2.0	78.8	16.0	1	0.7	90.1	30.0	1	0.7	98.0
2.0	22	14.6	41.1	8.0	2	1.3	80.1	17.0	1	0.7	90.7	34.0	1	0.7	98.7
3.0	19	12.6	53.6	10.0	5	3.3	83.4	20.0	5	3.3	94.0	50.0	1	0.7	99.3
4.0	19	12.6	66.2	12.0	3	2.0	85.4	24.0	1	0.7	94.7	80.0	1	0.7	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q10dn (Number of workers in 2012 in occupational category: Natural resources, construction, and maintenance)

Moments

N	151	Sum Weights	151
Mean	4.66887417	Sum Observations	705
Std Deviation	22.1650541	Variance	491.289625
Skewness	10.8127849	Kurtosis	125.255549
Uncorrected SS	76985	Corrected SS	73693.4437
Coeff Variation	474.740876	Std Error Mean	1.80376652

Basic Statistical Measures

Location		Variability	
Mean	4.668874	Std Deviation	22.16505
Median	0.000000	Variance	491.28962
Mode	0.000000	Range	263.00000
		Interquartile Range	4.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 2.588403	Pr >  t  0.0106
Sign	M 36.5	Pr >=  M  <.0001
Signed Rank	S 1350.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	263
99%	60
95%	15
90%	9
75% Q3	4
50% Median	0
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	14741	308	17	14922	168
0	14524	300	18	12744	100
0	14177	293	30	11557	63
0	14055	290	60	14814	164
0	13741	283	263	15094	315

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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Missing Value	Count	All Obs	Missing Obs
.	1	0.31	0.60
S	166	52.20	99.40
<b>Total</b>	<b>167</b>	<b>52.52</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q10dn (Number of workers in 2012 in occupational category: Natural resources, construction, and maintenance)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0	78	51.7	51.7	5	5	3.3	82.8	10	3	2.0	92.1	18	1	0.7	98.0
1	20	13.2	64.9	6	2	1.3	84.1	12	2	1.3	93.4	30	1	0.7	98.7
2	14	9.3	74.2	7	3	2.0	86.1	15	4	2.6	96.0	60	1	0.7	99.3
3	1	0.7	74.8	8	4	2.6	88.7	16	1	0.7	96.7	263	1	0.7	100.0
4	7	4.6	79.5	9	2	1.3	90.1	17	1	0.7	97.4				



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q10en (Number of workers in 2012 in occupational category: Production, transportation, and material moving)

Moments

N	152	Sum Weights	152
Mean	42.3059211	Sum Observations	6430.5
Std Deviation	241.833751	Variance	58483.5631
Skewness	11.3902972	Kurtosis	135.595445
Uncorrected SS	9103066.25	Corrected SS	8831018.02
Coeff Variation	571.63098	Std Error Mean	19.6153074

Basic Statistical Measures

Location		Variability	
Mean	42.30592	Std Deviation	241.83375
Median	5.00000	Variance	58484
Mode	0.00000	Range	2922
		Interquartile Range	19.00000

Tests for Location: Mu0=0

Test	-Statistic-	Pr >  t	Pr >=  M	Pr >=  S
Student's t	t 2.156781	0.0326	<.0001	<.0001
Sign	M 57.5			
Signed Rank	S 3335			

Quantiles (Definition 5)

Quantile	Estimate
100% Max	2922
99%	500
95%	118
90%	64
75% Q3	20
50% Median	5
25% Q1	1
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	14741	308	132	13754	130
0	14524	300	197	13669	280
0	14177	293	350	14007	139
0	13416	274	500	14814	164
0	12220	245	2922	15094	315

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	1	0.31	0.60
S	165	51.89	99.40
<b>Total</b>	<b>166</b>	<b>52.20</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q10en (Number of workers in 2012 in occupational category: Production, transportation, and material moving)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.0	37	24.3	24.3	12.0	4	2.6	66.4	37.0	1	0.7	82.9	77.0	1	0.7	92.8
1.0	8	5.3	29.6	14.0	3	2.0	68.4	38.0	1	0.7	83.6	87.0	1	0.7	93.4
2.0	8	5.3	34.9	15.0	2	1.3	69.7	41.0	2	1.3	84.9	97.0	1	0.7	94.1
2.5	1	0.7	35.5	16.0	2	1.3	71.1	43.0	2	1.3	86.2	110.0	1	0.7	94.7
3.0	6	3.9	39.5	17.0	2	1.3	72.4	50.0	1	0.7	86.8	118.0	1	0.7	95.4
4.0	13	8.6	48.0	18.0	3	2.0	74.3	51.0	2	1.3	88.2	120.0	1	0.7	96.1
5.0	6	3.9	52.0	20.0	3	2.0	76.3	52.0	1	0.7	88.8	130.0	1	0.7	96.7
6.0	5	3.3	55.3	21.0	4	2.6	78.9	60.0	1	0.7	89.5	132.0	1	0.7	97.4
7.0	3	2.0	57.2	25.0	1	0.7	79.6	64.0	1	0.7	90.1	197.0	1	0.7	98.0
8.0	1	0.7	57.9	26.0	1	0.7	80.3	70.0	1	0.7	90.8	350.0	1	0.7	98.7
9.0	2	1.3	59.2	27.0	1	0.7	80.9	72.0	1	0.7	91.4	500.0	1	0.7	99.3
10.0	4	2.6	61.8	31.0	1	0.7	81.6	73.0	1	0.7	92.1	2922.0	1	0.7	100.0
11.0	3	2.0	63.8	35.0	1	0.7	82.2								

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q10fn (Number of workers in 2012 in occupational category: Total)

Moments

N	143	Sum Weights	143
Mean	76.111881	Sum Observations	10884
Std Deviation	290.59885	Variance	84447.6916
Skewness	10.2284978	Kurtosis	113.695965
Uncorrected SS	12819974	Corrected SS	11991572.2
Coeff Variation	381.80481	Std Error Mean	24.3010966

Basic Statistical Measures

Location		Variability	
Mean	76.11189	Std Deviation	290.59885
Median	22.00000	Variance	84448
Mode	7.00000	Range	3333
		Interquartile Range	44.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 3.132035	Pr >  t  0.0021
Sign	M 71.5	Pr >=  M  <.0001
Signed Rank	S 5148	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	3337
99%	700
95%	175
90%	125
75% Q3	54
50% Median	22
25% Q1	10
10%	7
5%	5
1%	4
0% Min	4

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
4	11829	71	300	13669	280
4	11482	61	398	14007	139
4	10317	15	650	14814	164
5	13150	118	700	13883	134
5	12611	95	3337	15094	315

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	12	3.77	6.86
S	163	51.26	93.14
<b>Total</b>	<b>175</b>	<b>55.03</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q10fn (Number of workers in 2012 in occupational category: Total)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
4	3	2.1	2.1	22	3	2.1	51.7	49	1	0.7	72.0	103	1	0.7	87.4
5	5	3.5	5.6	23	2	1.4	53.1	50	1	0.7	72.7	115	1	0.7	88.1
6	4	2.8	8.4	24	2	1.4	54.5	51	1	0.7	73.4	120	1	0.7	88.8
7	9	6.3	14.7	25	2	1.4	55.9	53	2	1.4	74.8	121	1	0.7	89.5
8	7	4.9	19.6	26	1	0.7	56.6	54	1	0.7	75.5	125	1	0.7	90.2
9	6	4.2	23.8	29	1	0.7	57.3	56	2	1.4	76.9	130	2	1.4	91.6
10	5	3.5	27.3	30	5	3.5	60.8	60	1	0.7	77.6	138	1	0.7	92.3
11	2	1.4	28.7	32	1	0.7	61.5	63	1	0.7	78.3	150	2	1.4	93.7
12	5	3.5	32.2	33	1	0.7	62.2	65	2	1.4	79.7	172	1	0.7	94.4
13	4	2.8	35.0	37	1	0.7	62.9	67	1	0.7	80.4	175	1	0.7	95.1
14	2	1.4	36.4	38	2	1.4	64.3	69	1	0.7	81.1	250	1	0.7	95.8
15	1	0.7	37.1	40	2	1.4	65.7	70	1	0.7	81.8	277	1	0.7	96.5
16	4	2.8	39.9	42	2	1.4	67.1	80	2	1.4	83.2	300	1	0.7	97.2
17	2	1.4	41.3	43	1	0.7	67.8	86	1	0.7	83.9	398	1	0.7	97.9
18	2	1.4	42.7	45	2	1.4	69.2	91	1	0.7	84.6	650	1	0.7	98.6
19	1	0.7	43.4	46	1	0.7	69.9	95	1	0.7	85.3	700	1	0.7	99.3
20	6	4.2	47.6	47	1	0.7	70.6	100	1	0.7	86.0	3337	1	0.7	100.0
21	3	2.1	49.7	48	1	0.7	71.3	102	1	0.7	86.7				

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q10ap (Percent of workers in 2012 in occupational category: Management and professional)

Moments

N	180	Sum Weights	180
Mean	19.5602222	Sum Observations	3520.84
Std Deviation	17.2929231	Variance	299.045189
Skewness	1.9884522	Kurtosis	5.21769719
Uncorrected SS	122397.502	Corrected SS	53529.0888
Coeff Variation	88.4086228	Std Error Mean	1.28893838

Basic Statistical Measures

Location		Variability	
Mean	19.56022	Std Deviation	17.29292
Median	15.00000	Variance	299.04519
Mode	10.00000	Range	100.00000
		Interquartile Range	15.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 15.17545	Pr >  t	<.0001
Sign	M 88	Pr >=  M	<.0001
Signed Rank	S 7788	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100.0
99%	100.0
95%	53.5
90%	41.5
75% Q3	25.0
50% Median	15.0
25% Q1	10.0
10%	5.0
5%	2.0
1%	0.0
0% Min	0.0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0.00	24539	604	65	20516	488
0.00	24123	400	70	20756	496
0.00	24001	397	80	25172	627
0.00	22583	373	100	22420	369
0.04	20215	323	100	25189	418

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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Missing Value	Count	All Obs	Missing Obs
.	39	12.62	30.23
S	90	29.13	69.77
<b>Total</b>	<b>129</b>	<b>41.75</b>	<b>100.00</b>



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q10ap (Percent of workers in 2012 in occupational category: Management and professional)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	4	2.2	2.2	12.00	5	2.8	46.1	22.00	1	0.6	69.4	40.00	6	3.3	90.0
0.04	1	0.6	2.8	12.50	1	0.6	46.7	22.10	1	0.6	70.0	43.00	1	0.6	90.6
1.00	3	1.7	4.4	13.00	2	1.1	47.8	24.00	1	0.6	70.6	44.00	1	0.6	91.1
2.00	5	2.8	7.2	14.00	2	1.1	48.9	25.00	14	7.8	78.3	45.00	2	1.1	92.2
2.20	1	0.6	7.8	15.00	12	6.7	55.6	26.00	2	1.1	79.4	50.00	5	2.8	95.0
3.00	2	1.1	8.9	16.00	1	0.6	56.1	27.00	2	1.1	80.6	57.00	1	0.6	95.6
4.00	1	0.6	9.4	17.00	1	0.6	56.7	30.00	5	2.8	83.3	60.00	3	1.7	97.2
5.00	11	6.1	15.6	18.00	3	1.7	58.3	33.00	3	1.7	85.0	65.00	1	0.6	97.8
6.00	3	1.7	17.2	19.00	1	0.6	58.9	34.00	1	0.6	85.6	70.00	1	0.6	98.3
7.00	4	2.2	19.4	20.00	16	8.9	67.8	35.00	1	0.6	86.1	80.00	1	0.6	98.9
8.00	4	2.2	21.7	21.00	2	1.1	68.9	37.00	1	0.6	86.7	100.00	2	1.1	100.0
10.00	39	21.7	43.3												

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 178  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q10bp (Percent of workers in 2012 in occupational category: Services)

Moments

N	177	Sum Weights	177
Mean	20.2827119	Sum Observations	3590.04
Std Deviation	26.8916444	Variance	723.160538
Skewness	1.33338267	Kurtosis	0.71629392
Uncorrected SS	200092.002	Corrected SS	127276.255
Coeff Variation	132.584068	Std Error Mean	2.02129977

Basic Statistical Measures

Location		Variability	
Mean	20.28271	Std Deviation	26.89164
Median	8.00000	Variance	723.16054
Mode	0.00000	Range	100.00000
		Interquartile Range	34.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 10.03449	Pr >  t  <.0001
Sign	M 58	Pr >=  M  <.0001
Signed Rank	S 3393	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	80
90%	65
75% Q3	34
50% Median	8
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	25172	627	95	20913	503
0	25136	625	95	22547	539
0	25103	622	96	23725	576
0	24871	615	100	22420	369
0	24694	610	100	24123	400

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	39	12.62	29.55
S	93	30.10	70.45
<b>Total</b>	<b>132</b>	<b>42.72</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

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----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q10bp (Percent of workers in 2012 in occupational category: Services)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	61	34.5	34.5	11.00	1	0.6	60.5	40.00	5	2.8	79.1	66.00	1	0.6	91.0
0.04	1	0.6	35.0	14.00	1	0.6	61.0	43.00	2	1.1	80.2	70.00	2	1.1	92.1
1.00	5	2.8	37.9	15.00	4	2.3	63.3	45.00	3	1.7	81.9	72.00	1	0.6	92.7
2.00	5	2.8	40.7	16.00	1	0.6	63.8	50.00	6	3.4	85.3	74.00	1	0.6	93.2
3.00	4	2.3	42.9	20.00	7	4.0	67.8	55.00	1	0.6	85.9	75.00	1	0.6	93.8
4.00	1	0.6	43.5	25.00	5	2.8	70.6	56.00	1	0.6	86.4	80.00	6	3.4	97.2
5.00	10	5.6	49.2	30.00	6	3.4	74.0	57.00	1	0.6	87.0	95.00	2	1.1	98.3
7.00	1	0.6	49.7	33.00	1	0.6	74.6	60.00	4	2.3	89.3	96.00	1	0.6	98.9
8.00	4	2.3	52.0	34.00	2	1.1	75.7	61.00	1	0.6	89.8	100.00	2	1.1	100.0
10.00	14	7.9	59.9	35.00	1	0.6	76.3	65.00	1	0.6	90.4				

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 180  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q10cp (Percent of workers in 2012 in occupational category: Sales and office support)

Moments

N	179	Sum Weights	179
Mean	14.8465922	Sum Observations	2657.54
Std Deviation	16.876258	Variance	284.808084
Skewness	1.94309531	Kurtosis	4.5132006
Uncorrected SS	90151.2516	Corrected SS	50695.839
Coeff Variation	113.670921	Std Error Mean	1.26139075

Basic Statistical Measures

Location		Variability	
Mean	14.84659	Std Deviation	16.87626
Median	10.00000	Variance	284.80808
Mode	10.00000	Range	100.00000
		Interquartile Range	16.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 11.77002	Pr >  t	<.0001
Sign	M 77	Pr >=  M	<.0001
Signed Rank	S 5967.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	75
95%	50
90%	40
75% Q3	20
50% Median	10
25% Q1	4
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	24852	614	60	22491	538
0	24683	609	62	24650	409
0	24539	604	66	25019	414
0	24324	596	75	22590	542
0	24208	593	100	22420	369

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	39	12.62	30.00
S	91	29.45	70.00
<b>Total</b>	<b>130</b>	<b>42.07</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q10cp (Percent of workers in 2012 in occupational category: Sales and office support)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	25	14.0	14.0	9.00	2	1.1	44.1	21.00	2	1.1	78.8	43.00	1	0.6	92.2
0.04	1	0.6	14.5	10.00	33	18.4	62.6	22.00	1	0.6	79.3	45.00	2	1.1	93.3
1.00	6	3.4	17.9	11.00	1	0.6	63.1	25.00	8	4.5	83.8	50.00	4	2.2	95.5
2.00	7	3.9	21.8	12.00	2	1.1	64.2	29.00	1	0.6	84.4	56.00	1	0.6	96.1
3.00	3	1.7	23.5	12.50	1	0.6	64.8	30.00	5	2.8	87.2	58.00	1	0.6	96.6
4.00	7	3.9	27.4	13.00	2	1.1	65.9	35.00	1	0.6	87.7	60.00	2	1.1	97.8
5.00	17	9.5	36.9	14.00	2	1.1	67.0	37.00	1	0.6	88.3	62.00	1	0.6	98.3
6.00	4	2.2	39.1	15.00	2	1.1	68.2	38.00	1	0.6	88.8	66.00	1	0.6	98.9
7.00	4	2.2	41.3	18.00	1	0.6	68.7	39.00	1	0.6	89.4	75.00	1	0.6	99.4
8.00	3	1.7	43.0	20.00	16	8.9	77.7	40.00	4	2.2	91.6	100.00	1	0.6	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q10dp (Percent of workers in 2012 in occupational category: Natural resources, construction, and maintenance)

Moments

N	176	Sum Weights	176
Mean	6.43784091	Sum Observations	1133.06
Std Deviation	12.5194619	Variance	156.736926
Skewness	4.11243143	Kurtosis	22.2493924
Uncorrected SS	34723.422	Corrected SS	27428.962
Coeff Variation	194.466779	Std Error Mean	0.94368995

Basic Statistical Measures

Location		Variability	
Mean	6.437841	Std Deviation	12.51946
Median	1.000000	Variance	156.73693
Mode	0.000000	Range	90.00000
		Interquartile Range	8.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 6.821987	Pr >  t	<.0001
Sign	M 50.5	Pr >=  M	<.0001
Signed Rank	S 2575.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	90
99%	90
95%	25
90%	20
75% Q3	8
50% Median	1
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	25172	627	39	20500	428
0	24950	618	42	20903	337
0	24852	614	45	24964	413
0	24683	609	90	21296	348
0	24539	604	90	23224	386

Missing Values

-----Percent Of-----



Appendix A. Frequency Listings for by Group

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Missing Value	Count	All Obs	Missing Obs
.	39	12.62	29.32
S	94	30.42	70.68
<b>Total</b>	<b>133</b>	<b>43.04</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q10dp (Percent of workers in 2012 in occupational category: Natural resources, construction, and maintenance)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	75	42.6	42.6	6.00	1	0.6	72.7	11.00	1	0.6	86.9	30.00	1	0.6	96.0
0.02	1	0.6	43.2	6.90	1	0.6	73.3	15.00	3	1.7	88.6	33.00	1	0.6	96.6
0.04	1	0.6	43.8	7.00	1	0.6	73.9	16.60	1	0.6	89.2	35.00	1	0.6	97.2
1.00	12	6.8	50.6	7.50	1	0.6	74.4	18.00	1	0.6	89.8	39.00	1	0.6	97.7
2.00	6	3.4	54.0	8.00	4	2.3	76.7	20.00	2	1.1	90.9	42.00	1	0.6	98.3
3.00	4	2.3	56.3	9.00	1	0.6	77.3	24.00	1	0.6	91.5	45.00	1	0.6	98.9
4.00	5	2.8	59.1	10.00	16	9.1	86.4	25.00	7	4.0	95.5	90.00	2	1.1	100.0
5.00	23	13.1	72.2												

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q10ep (Percent of workers in 2012 in occupational category: Production, transportation, and material moving)

Moments

N	180	Sum Weights	180
Mean	39.672889	Sum Observations	7141.12
Std Deviation	34.5445915	Variance	1193.3288
Skewness	0.11248507	Kurtosis	-1.5594786
Uncorrected SS	496914.716	Corrected SS	213605.856
Coeff Variation	87.0735469	Std Error Mean	2.57480183

Basic Statistical Measures

Location		Variability	
Mean	39.67289	Std Deviation	34.54459
Median	40.00000	Variance	1193
Mode	0.00000	Range	100.00000
		Interquartile Range	70.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 15.40813	Pr >  t	<.0001
Sign	M 65.5	Pr >=  M	<.0001
Signed Rank	S 4323	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	90
90%	85
75% Q3	70
50% Median	40
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	25172	627	99.84	20215	323
0	24852	614	100.00	24001	397
0	24525	602	100.00	20516	488
0	24328	597	100.00	24539	604
0	24208	593	100.00	25136	625

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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Missing Value	Count	All Obs	Missing Obs
.	39	12.62	30.23
S	90	29.13	69.77
<b>Total</b>	<b>129</b>	<b>41.75</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q10ep (Percent of workers in 2012 in occupational category: Production, transportation, and material moving)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	49	27.2	27.2	22.00	1	0.6	42.2	58.00	3	1.7	60.6	78.00	4	2.2	83.3
1.00	2	1.1	28.3	25.00	3	1.7	43.9	59.00	2	1.1	61.7	80.00	6	3.3	86.7
2.00	1	0.6	28.9	30.00	1	0.6	44.4	60.00	4	2.2	63.9	82.00	1	0.6	87.2
4.00	1	0.6	29.4	33.00	1	0.6	45.0	62.00	1	0.6	64.4	83.00	2	1.1	88.3
5.00	6	3.3	32.8	35.00	4	2.2	47.2	63.00	1	0.6	65.0	83.30	1	0.6	88.9
6.00	1	0.6	33.3	36.00	1	0.6	47.8	64.00	1	0.6	65.6	84.00	1	0.6	89.4
8.00	1	0.6	33.9	39.00	1	0.6	48.3	65.00	8	4.4	70.0	85.00	3	1.7	91.1
9.00	1	0.6	34.4	40.00	4	2.2	50.6	66.00	1	0.6	70.6	86.00	2	1.1	92.2
10.00	5	2.8	37.2	45.00	4	2.2	52.8	69.00	1	0.6	71.1	87.00	2	1.1	93.3
11.00	1	0.6	37.8	46.00	1	0.6	53.3	70.00	9	5.0	76.1	90.00	5	2.8	96.1
12.00	1	0.6	38.3	50.00	5	2.8	56.1	72.00	1	0.6	76.7	93.00	1	0.6	96.7
13.00	3	1.7	40.0	54.98	1	0.6	56.7	74.00	1	0.6	77.2	96.00	1	0.6	97.2
15.00	1	0.6	40.6	55.00	3	1.7	58.3	75.00	6	3.3	80.6	99.84	1	0.6	97.8
20.00	2	1.1	41.7	57.00	1	0.6	58.9	76.00	1	0.6	81.1	100.00	4	2.2	100.0

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q10fp (Percent of workers in 2012 in occupational category: Total)

Moments

N	184	Sum Weights	184
Mean	88.323913	Sum Observations	16251.6
Std Deviation	39.6033651	Variance	1568.42653
Skewness	-0.2419446	Kurtosis	5.77651497
Uncorrected SS	1722426.96	Corrected SS	287022.055
Coeff Variation	44.8387801	Std Error Mean	2.91959881

Basic Statistical Measures

Location		Variability	
Mean	88.3239	Std Deviation	39.60337
Median	100.0000	Variance	1568
Mode	100.0000	Range	300.00000
		Interquartile Range	0

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 30.25207	Pr >  t	<.0001
Sign	M 82	Pr >=  M	<.0001
Signed Rank	S 6765	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	300
99%	220
95%	100
90%	100
75% Q3	100
50% Median	100
25% Q1	100
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	23759	577	110.0	21212	345
0	23700	573	125.0	20711	494
0	22798	547	198.6	25019	414
0	21395	510	220.0	20516	488
0	20106	477	300.0	22420	369

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	53	17.15	42.40
S	72	23.30	57.60
<b>Total</b>	<b>125</b>	<b>40.45</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q10fp (Percent of workers in 2012 in occupational category: Total)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.0	20	10.9	10.9	25.0	1	0.5	13.6	99.0	1	0.5	16.3	125.0	1	0.5	98.4
7.0	1	0.5	11.4	36.0	1	0.5	14.1	100.0	146	79.3	95.7	198.6	1	0.5	98.9
12.0	1	0.5	12.0	39.0	1	0.5	14.7	102.0	1	0.5	96.2	220.0	1	0.5	99.5
15.0	1	0.5	12.5	45.0	1	0.5	15.2	105.0	2	1.1	97.3	300.0	1	0.5	100.0
16.0	1	0.5	13.0	92.0	1	0.5	15.8	110.0	1	0.5	97.8				



ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 188  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q10an (Number of workers in 2012 in occupational category: Management and professional)

Moments

N	134	Sum Weights	134
Mean	6.80597015	Sum Observations	912
Std Deviation	9.85475544	Variance	97.1162047
Skewness	3.26131327	Kurtosis	12.6564682
Uncorrected SS	19123.5	Corrected SS	12916.4552
Coeff Variation	144.795749	Std Error Mean	0.85132121

Basic Statistical Measures

Location		Variability	
Mean	6.805970	Std Deviation	9.85476
Median	3.000000	Variance	97.11620
Mode	2.000000	Range	65.00000
		Interquartile Range	4.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 7.994597	Pr >  t	<.0001
Sign	M 66.5	Pr >=  M	<.0001
Signed Rank	S 4455.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	65
99%	50
95%	25
90%	15
75% Q3	6
50% Median	3
25% Q1	2
10%	1
5%	1
1%	1
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	24563	466	35	20332	327
1	22722	545	40	24304	404
1	22368	534	40	25152	417
1	20893	501	50	23235	558
1	25157	473	65	20516	488

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	13	4.21	7.43
S	162	52.43	92.57
<b>Total</b>	<b>175</b>	<b>56.63</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q10an (Number of workers in 2012 in occupational category: Management and professional)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0.0	1	0.7	0.7	5.0	10	7.5	70.1	11.0	1	0.7	83.6	25.0	3	2.2	95.5
1.0	22	16.4	17.2	6.0	7	5.2	75.4	12.0	4	3.0	86.6	30.0	1	0.7	96.3
1.5	2	1.5	18.7	7.0	4	3.0	78.4	15.0	5	3.7	90.3	35.0	1	0.7	97.0
2.0	25	18.7	37.3	8.0	4	3.0	81.3	20.0	2	1.5	91.8	40.0	2	1.5	98.5
3.0	22	16.4	53.7	9.0	1	0.7	82.1	21.0	1	0.7	92.5	50.0	1	0.7	99.3
4.0	12	9.0	62.7	10.0	1	0.7	82.8	22.0	1	0.7	93.3	65.0	1	0.7	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 190  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q10bn (Number of workers in 2012 in occupational category: Services)

Moments

N	131	Sum Weights	131
Mean	7.69465649	Sum Observations	1008
Std Deviation	27.4422171	Variance	753.075279
Skewness	9.1715757	Kurtosis	94.2088129
Uncorrected SS	105656	Corrected SS	97899.7863
Coeff Variation	356.639925	Std Error Mean	2.39763764

Basic Statistical Measures

Location		Variability	
Mean	7.694656	Std Deviation	27.44222
Median	2.000000	Variance	753.07528
Mode	0.000000	Range	295.00000
		Interquartile Range	5.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 3.209266	Pr >  t  0.0017
Sign	M 43.5	Pr >=  M  <.0001
Signed Rank	S 1914	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	295
99%	80
95%	30
90%	13
75% Q3	5
50% Median	2
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	25147	626	35	24242	594
0	25136	625	40	22170	364
0	24296	595	55	20410	328
0	23703	574	80	21841	358
0	23235	558	295	24304	404

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	13	4.21	7.30
S	165	53.40	92.70
<b>Total</b>	<b>178</b>	<b>57.61</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q10bn (Number of workers in 2012 in occupational category: Services)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0	44	33.6	33.6	6	3	2.3	78.6	13	1	0.8	90.1	30	2	1.5	96.2
1	9	6.9	40.5	7	4	3.1	81.7	14	1	0.8	90.8	35	1	0.8	96.9
2	14	10.7	51.1	8	3	2.3	84.0	19	1	0.8	91.6	40	1	0.8	97.7
3	12	9.2	60.3	10	5	3.8	87.8	20	2	1.5	93.1	55	1	0.8	98.5
4	13	9.9	70.2	11	1	0.8	88.5	22	1	0.8	93.9	80	1	0.8	99.2
5	8	6.1	76.3	12	1	0.8	89.3	27	1	0.8	94.7	295	1	0.8	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 192  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q10cn (Number of workers in 2012 in occupational category: Sales and office support)

Moments

N	134	Sum Weights	134
Mean	5.48507463	Sum Observations	735
Std Deviation	8.49213265	Variance	72.1163169
Skewness	3.68728171	Kurtosis	16.7531127
Uncorrected SS	13623	Corrected SS	9591.47015
Coeff Variation	154.822554	Std Error Mean	0.73360853

Basic Statistical Measures

Location		Variability	
Mean	5.485075	Std Deviation	8.49213
Median	3.000000	Variance	72.11632
Mode	1.000000	Range	60.00000
		Interquartile Range	4.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 7.476841	Pr >  t	<.0001
Sign	M 63	Pr >=  M	<.0001
Signed Rank	S 4000.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	60
99%	45
95%	20
90%	12
75% Q3	5
50% Median	3
25% Q1	1
10%	1
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	24355	465	30	21841	358
0	24091	463	30	23774	460
0	21522	440	35	23235	558
0	20812	432	45	20516	488
0	24737	410	60	24304	404

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	13	4.21	7.43
S	162	52.43	92.57
<b>Total</b>	<b>175</b>	<b>56.63</b>	<b>100.00</b>



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q10cn (Number of workers in 2012 in occupational category: Sales and office support)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0	8	6.0	6.0	6	7	5.2	81.3	14	1	0.7	91.0	25	1	0.7	96.3
1	30	22.4	28.4	7	2	1.5	82.8	15	1	0.7	91.8	30	2	1.5	97.8
2	26	19.4	47.8	8	2	1.5	84.3	17	1	0.7	92.5	35	1	0.7	98.5
3	17	12.7	60.4	10	4	3.0	87.3	18	1	0.7	93.3	45	1	0.7	99.3
4	10	7.5	67.9	11	1	0.7	88.1	19	1	0.7	94.0	60	1	0.7	100.0
5	11	8.2	76.1	12	3	2.2	90.3	20	2	1.5	95.5				

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q10dn (Number of workers in 2012 in occupational category: Natural resources, construction, and maintenance)

Moments

N	129	Sum Weights	129
Mean	3.24806202	Sum Observations	419
Std Deviation	8.35354622	Variance	69.7817345
Skewness	4.13031456	Kurtosis	18.5529986
Uncorrected SS	10293	Corrected SS	8932.06202
Coeff Variation	257.185552	Std Error Mean	0.73548873

Basic Statistical Measures

Location		Variability	
Mean	3.248062	Std Deviation	8.35355
Median	0.000000	Variance	69.78173
Mode	0.000000	Range	52.00000
		Interquartile Range	2.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 4.416195	Pr >  t	<.0001
Sign	M 31.5	Pr >=  M	<.0001
Signed Rank	S 1008	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	52
99%	50
95%	20
90%	8
75% Q3	2
50% Median	0
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	25001	620	22	21086	434
0	24459	600	35	23300	458
0	24296	595	35	23235	558
0	24054	586	50	21998	362
0	23759	577	52	20882	335

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	13	4.21	7.22
S	167	54.05	92.78
<b>Total</b>	<b>180</b>	<b>58.25</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q10dn (Number of workers in 2012 in occupational category: Natural resources, construction, and maintenance)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0	66	51.2	51.2	5	2	1.6	87.6	10	1	0.8	93.0	22	1	0.8	96.9
1	22	17.1	68.2	6	2	1.6	89.1	18	1	0.8	93.8	35	2	1.6	98.4
2	10	7.8	76.0	7	1	0.8	89.9	19	1	0.8	94.6	50	1	0.8	99.2
3	9	7.0	82.9	8	3	2.3	92.2	20	2	1.6	96.1	52	1	0.8	100.0
4	4	3.1	86.0												

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q10en (Number of workers in 2012 in occupational category: Production, transportation, and material moving)

Moments

N	133	Sum Weights	133
Mean	27.9661654	Sum Observations	3719.5
Std Deviation	68.4011728	Variance	4678.72044
Skewness	5.42255842	Kurtosis	38.4451648
Uncorrected SS	721611.25	Corrected SS	617591.098
Coeff Variation	244.585454	Std Error Mean	5.93113388

Basic Statistical Measures

Location		Variability	
Mean	27.96617	Std Deviation	68.40117
Median	6.00000	Variance	4679
Mode	0.00000	Range	600.00000
		Interquartile Range	23.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 4.715147	Pr >  t	<.0001
Sign	M 48.5	Pr >=  M	<.0001
Signed Rank	S 2376.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	600
99%	242
95%	142
90%	79
75% Q3	23
50% Median	6
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	25001	620	200	21998	362
0	24296	595	230	23235	558
0	24054	586	240	22706	377
0	23759	577	242	25152	417
0	23718	575	600	22170	364

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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Missing Value	Count	All Obs	Missing Obs
.	13	4.21	7.39
S	163	52.75	92.61
<b>Total</b>	<b>176</b>	<b>56.96</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207    ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group

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----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q10en (Number of workers in 2012 in occupational category: Production, transportation, and material moving)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.0	36	27.1	27.1	13.0	2	1.5	68.4	31.0	2	1.5	81.2	80.0	1	0.8	91.0
1.0	5	3.8	30.8	14.0	1	0.8	69.2	32.0	1	0.8	82.0	85.0	1	0.8	91.7
2.0	5	3.8	34.6	15.0	1	0.8	69.9	34.0	1	0.8	82.7	97.0	1	0.8	92.5
2.5	1	0.8	35.3	16.0	1	0.8	70.7	35.0	1	0.8	83.5	98.0	1	0.8	93.2
3.0	7	5.3	40.6	17.0	1	0.8	71.4	36.0	1	0.8	84.2	100.0	2	1.5	94.7
4.0	7	5.3	45.9	18.0	1	0.8	72.2	41.0	1	0.8	85.0	142.0	1	0.8	95.5
5.0	3	2.3	48.1	19.0	2	1.5	73.7	47.0	1	0.8	85.7	181.0	1	0.8	96.2
6.0	8	6.0	54.1	20.0	1	0.8	74.4	52.0	1	0.8	86.5	200.0	1	0.8	97.0
7.0	4	3.0	57.1	23.0	2	1.5	75.9	60.0	1	0.8	87.2	230.0	1	0.8	97.7
8.0	2	1.5	58.6	25.0	1	0.8	76.7	64.0	1	0.8	88.0	240.0	1	0.8	98.5
10.0	5	3.8	62.4	26.0	1	0.8	77.4	66.0	1	0.8	88.7	242.0	1	0.8	99.2
11.0	2	1.5	63.9	27.0	1	0.8	78.2	75.0	1	0.8	89.5	600.0	1	0.8	100.0
12.0	4	3.0	66.9	30.0	2	1.5	79.7	79.0	1	0.8	90.2				

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 198  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q10fn (Number of workers in 2012 in occupational category: Total)

Moments

N	95	Sum Weights	95
Mean	61.0157895	Sum Observations	5796.5
Std Deviation	105.131388	Variance	11052.6088
Skewness	3.64241518	Kurtosis	16.6521236
Uncorrected SS	1392623.25	Corrected SS	1038945.23
Coeff Variation	172.301939	Std Error Mean	10.7862528

Basic Statistical Measures

Location		Variability	
Mean	61.01579	Std Deviation	105.13139
Median	21.00000	Variance	11053
Mode	12.00000	Range	708.50000
		Interquartile Range	58.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 5.656811	Pr >  t	<.0001
Sign	M 47.5	Pr >=  M	<.0001
Signed Rank	S 2280	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	710.0
99%	710.0
95%	294.0
90%	132.0
75% Q3	68.0
50% Median	21.0
25% Q1	10.0
10%	6.0
5%	5.0
1%	1.5
0% Min	1.5

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
1.5	24429	405	294	21998	362
4.0	21959	359	325	25152	417
5.0	23700	573	350	23235	558
5.0	21543	511	420	24304	404
5.0	21973	360	710	22170	364

Missing Values

-----Percent Of-----



Appendix A. Frequency Listings for by Group

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Missing Value	Count	All Obs	Missing Obs
.	53	17.15	24.77
S	161	52.10	75.23
<b>Total</b>	<b>214</b>	<b>69.26</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

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----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q10fn (Number of workers in 2012 in occupational category: Total)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
1.5	1	1.1	1.1	18.0	1	1.1	44.2	36.0	3	3.2	68.4	110.0	1	1.1	85.3
4.0	1	1.1	2.1	19.0	2	2.1	46.3	40.0	2	2.1	70.5	115.0	1	1.1	86.3
5.0	3	3.2	5.3	20.0	3	3.2	49.5	42.0	1	1.1	71.6	118.0	1	1.1	87.4
6.0	5	5.3	10.5	21.0	2	2.1	51.6	50.0	1	1.1	72.6	125.0	1	1.1	88.4
7.0	3	3.2	13.7	22.0	1	1.1	52.6	54.0	1	1.1	73.7	130.0	1	1.1	89.5
8.0	2	2.1	15.8	24.0	1	1.1	53.7	55.0	1	1.1	74.7	132.0	1	1.1	90.5
9.0	7	7.4	23.2	25.0	2	2.1	55.8	68.0	1	1.1	75.8	200.0	1	1.1	91.6
10.0	2	2.1	25.3	27.0	1	1.1	56.8	70.0	2	2.1	77.9	220.0	2	2.1	93.7
11.0	1	1.1	26.3	28.0	1	1.1	57.9	79.0	1	1.1	78.9	270.0	1	1.1	94.7
12.0	8	8.4	34.7	30.0	3	3.2	61.1	80.0	1	1.1	80.0	294.0	1	1.1	95.8
13.0	4	4.2	38.9	31.0	1	1.1	62.1	85.0	1	1.1	81.1	325.0	1	1.1	96.8
14.0	1	1.1	40.0	33.0	1	1.1	63.2	88.0	1	1.1	82.1	350.0	1	1.1	97.9
15.0	1	1.1	41.1	34.0	1	1.1	64.2	100.0	1	1.1	83.2	420.0	1	1.1	98.9
16.0	1	1.1	42.1	35.0	1	1.1	65.3	105.0	1	1.1	84.2	710.0	1	1.1	100.0
17.0	1	1.1	43.2												

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

200

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q10ap (Percent of workers in 2012 in occupational category: Management and professional)

Moments

N	230	Sum Weights	230
Mean	20.8640435	Sum Observations	4798.73
Std Deviation	20.2255871	Variance	409.074374
Skewness	1.86746884	Kurtosis	3.49901064
Uncorrected SS	193798.943	Corrected SS	93678.0315
Coeff Variation	96.9399202	Std Error Mean	1.33363572

Basic Statistical Measures

Location		Variability	
Mean	20.86404	Std Deviation	20.22559
Median	14.50000	Variance	409.07437
Mode	10.00000	Range	100.00000
		Interquartile Range	16.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 15.64448	Pr >  t	<.0001
Sign	M 112.5	Pr >=  M	<.0001
Signed Rank	S 12712.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100.0
99%	92.0
95%	65.0
90%	50.0
75% Q3	25.0
50% Median	14.5
25% Q1	9.0
10%	4.0
5%	1.0
1%	0.0
0% Min	0.0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	31188	798	90.0	34090	732
0	33528	715	90.0	31535	805
0	33043	698	92.0	30648	787
0	31746	675	96.5	32346	846
0	31554	672	100.0	30239	633

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	10	2.91	8.77
S	104	30.23	91.23
<b>Total</b>	<b>114</b>	<b>33.14</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

201

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q10ap (Percent of workers in 2012 in occupational category: Management and professional)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	5	2.2	2.2	10.00	43	18.7	44.3	23.00	1	0.4	68.7	38.00	2	0.9	85.2
1.00	7	3.0	5.2	11.00	3	1.3	45.7	24.00	2	0.9	69.6	40.00	4	1.7	87.0
2.00	4	1.7	7.0	12.00	7	3.0	48.7	25.00	15	6.5	76.1	44.00	1	0.4	87.4
2.50	1	0.4	7.4	13.00	2	0.9	49.6	26.00	1	0.4	76.5	46.00	1	0.4	87.8
3.00	4	1.7	9.1	14.00	1	0.4	50.0	27.00	1	0.4	77.0	50.00	14	6.1	93.9
4.00	4	1.7	10.9	15.00	15	6.5	56.5	29.00	2	0.9	77.8	60.00	1	0.4	94.3
5.00	16	7.0	17.8	16.00	1	0.4	57.0	30.00	9	3.9	81.7	65.00	2	0.9	95.2
5.50	1	0.4	18.3	17.00	1	0.4	57.4	33.00	2	0.9	82.6	80.00	6	2.6	97.8
6.00	4	1.7	20.0	18.00	3	1.3	58.7	34.00	1	0.4	83.0	90.00	2	0.9	98.7
7.00	5	2.2	22.2	19.00	1	0.4	59.1	35.00	1	0.4	83.5	92.00	1	0.4	99.1
8.00	6	2.6	24.8	20.00	18	7.8	67.0	36.00	1	0.4	83.9	96.50	1	0.4	99.6
9.00	1	0.4	25.2	21.00	1	0.4	67.4	37.00	1	0.4	84.3	100.00	1	0.4	100.0
9.23	1	0.4	25.7	22.00	2	0.9	68.3								

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 202  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q10bp (Percent of workers in 2012 in occupational category: Services)

Moments

N	217	Sum Weights	217
Mean	16.7282028	Sum Observations	3630.02
Std Deviation	24.8310869	Variance	616.582879
Skewness	1.66340649	Kurtosis	1.80646908
Uncorrected SS	193905.612	Corrected SS	133181.902
Coeff Variation	148.438462	Std Error Mean	1.68564402

Basic Statistical Measures

Location		Variability	
Mean	16.72820	Std Deviation	24.83109
Median	4.00000	Variance	616.58288
Mode	0.00000	Range	100.00000
		Interquartile Range	25.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 9.923924	Pr >  t	<.0001
Sign	M 62.5	Pr >=  M	<.0001
Signed Rank	S 3937.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	91
95%	76
90%	60
75% Q3	25
50% Median	4
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	35049	968	90	32783	860
0	35032	967	90	32868	865
0	35012	965	91	33327	892
0	34973	962	95	32646	689
0	34839	958	100	33043	698

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	10	2.91	7.87
S	117	34.01	92.13
<b>Total</b>	<b>127</b>	<b>36.92</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q10bp (Percent of workers in 2012 in occupational category: Services)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	92	42.4	42.4	10.00	17	7.8	63.6	28.00	1	0.5	79.3	70.00	2	0.9	93.1
1.00	4	1.8	44.2	12.00	1	0.5	64.1	30.00	2	0.9	80.2	75.00	4	1.8	94.9
2.00	9	4.1	48.4	12.50	1	0.5	64.5	33.00	2	0.9	81.1	76.00	1	0.5	95.4
2.50	1	0.5	48.8	13.00	1	0.5	65.0	35.00	3	1.4	82.5	78.00	1	0.5	95.9
3.00	1	0.5	49.3	13.32	1	0.5	65.4	38.00	1	0.5	82.9	80.00	2	0.9	96.8
3.70	1	0.5	49.8	14.00	3	1.4	66.8	40.00	6	2.8	85.7	85.00	1	0.5	97.2
4.00	1	0.5	50.2	15.00	4	1.8	68.7	46.00	1	0.5	86.2	87.00	1	0.5	97.7
5.00	6	2.8	53.0	19.00	1	0.5	69.1	50.00	5	2.3	88.5	90.00	2	0.9	98.6
6.00	1	0.5	53.5	20.00	11	5.1	74.2	57.00	1	0.5	88.9	91.00	1	0.5	99.1
7.00	2	0.9	54.4	25.00	9	4.1	78.3	60.00	6	2.8	91.7	95.00	1	0.5	99.5
8.00	2	0.9	55.3	26.00	1	0.5	78.8	65.00	1	0.5	92.2	100.00	1	0.5	100.0
9.00	1	0.5	55.8												



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 204  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q10cp (Percent of workers in 2012 in occupational category: Sales and office support)

Moments

N	226	Sum Weights	226
Mean	16.4672124	Sum Observations	3721.59
Std Deviation	19.1644825	Variance	367.277388
Skewness	1.75389376	Kurtosis	2.70435534
Uncorrected SS	143921.625	Corrected SS	82637.4123
Coeff Variation	116.37964	Std Error Mean	1.27480241

Basic Statistical Measures

Location		Variability	
Mean	16.46721	Std Deviation	19.16448
Median	10.00000	Variance	367.27739
Mode	10.00000	Range	90.00000
		Interquartile Range	16.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 12.91746	Pr >  t  <.0001
Sign	M 99.5	Pr >=  M  <.0001
Signed Rank	S 9950	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	90
99%	80
95%	60
90%	50
75% Q3	20
50% Median	10
25% Q1	4
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	34839	958	75	32863	864
0	33986	925	78	33760	722
0	33816	914	80	31371	801
0	33790	912	83	31035	657
0	33518	901	90	33950	923

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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Missing Value	Count	All Obs	Missing Obs
.	10	2.91	8.47
S	108	31.40	91.53
<b>Total</b>	<b>118</b>	<b>34.30</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q10cp (Percent of workers in 2012 in occupational category: Sales and office support)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	27	11.9	11.9	7.00	2	0.9	40.7	19.00	1	0.4	68.1	45.00	2	0.9	88.9
0.02	1	0.4	12.4	8.00	2	0.9	41.6	20.00	18	8.0	76.1	47.00	1	0.4	89.4
0.50	1	0.4	12.8	9.00	4	1.8	43.4	22.00	2	0.9	77.0	50.00	11	4.9	94.2
1.00	13	5.8	18.6	9.30	1	0.4	43.8	23.00	1	0.4	77.4	54.00	1	0.4	94.7
1.50	1	0.4	19.0	9.50	1	0.4	44.2	25.00	9	4.0	81.4	60.00	2	0.9	95.6
2.00	7	3.1	22.1	10.00	32	14.2	58.4	29.00	1	0.4	81.9	62.00	1	0.4	96.0
2.70	1	0.4	22.6	11.00	2	0.9	59.3	30.00	5	2.2	84.1	69.00	1	0.4	96.5
3.00	4	1.8	24.3	12.00	5	2.2	61.5	32.00	1	0.4	84.5	75.00	4	1.8	98.2
3.50	1	0.4	24.8	12.32	1	0.4	61.9	33.00	2	0.9	85.4	78.00	1	0.4	98.7
4.00	4	1.8	26.5	14.00	1	0.4	62.4	38.00	2	0.9	86.3	80.00	1	0.4	99.1
5.00	25	11.1	37.6	15.00	9	4.0	66.4	39.00	1	0.4	86.7	83.00	1	0.4	99.6
6.00	4	1.8	39.4	16.00	2	0.9	67.3	40.00	3	1.3	88.1	90.00	1	0.4	100.0
6.25	1	0.4	39.8	17.00	1	0.4	67.7								

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q10dp (Percent of workers in 2012 in occupational category: Natural resources, construction, and maintenance)

Moments

N	215	Sum Weights	215
Mean	4.70581395	Sum Observations	1011.75
Std Deviation	9.40460844	Variance	88.44666
Skewness	4.30096545	Kurtosis	25.3544565
Uncorrected SS	23688.6925	Corrected SS	18927.5852
Coeff Variation	199.850834	Std Error Mean	0.64138897

Basic Statistical Measures

Location		Variability	
Mean	4.705814	Std Deviation	9.40461
Median	0.000000	Variance	88.44666
Mode	0.000000	Range	75.00000
		Interquartile Range	5.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 7.336911	Pr >  t	<.0001
Sign	M 53	Pr >=  M	<.0001
Signed Rank	S 2835.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	75.0
99%	40.0
95%	20.0
90%	12.5
75% Q3	5.0
50% Median	0.0
25% Q1	0.0
10%	0.0
5%	0.0
1%	0.0
0% Min	0.0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	35049	968	27	34576	737
0	35015	966	33	34754	739
0	34973	962	40	33337	893
0	34653	953	70	34127	931
0	34647	952	75	34206	936

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	10	2.91	7.75
S	119	34.59	92.25
<b>Total</b>	<b>129</b>	<b>37.50</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q10dp (Percent of workers in 2012 in occupational category: Natural resources, construction, and maintenance)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	109	50.7	50.7	6.00	3	1.4	77.7	12.00	1	0.5	89.8	25.00	4	1.9	97.7
1.00	15	7.0	57.7	6.25	1	0.5	78.1	12.50	1	0.5	90.2	27.00	1	0.5	98.1
2.00	9	4.2	61.9	6.80	1	0.5	78.6	15.00	4	1.9	92.1	33.00	1	0.5	98.6
3.00	3	1.4	63.3	7.00	1	0.5	79.1	16.70	1	0.5	92.6	40.00	1	0.5	99.1
3.50	1	0.5	63.7	8.00	3	1.4	80.5	18.00	2	0.9	93.5	70.00	1	0.5	99.5
4.00	3	1.4	65.1	9.00	2	0.9	81.4	20.00	4	1.9	95.3	75.00	1	0.5	100.0
5.00	24	11.2	76.3	10.00	17	7.9	89.3	22.00	1	0.5	95.8				

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q10ep (Percent of workers in 2012 in occupational category: Production, transportation, and material moving)

Moments

N	222	Sum Weights	222
Mean	38.2205405	Sum Observations	8484.96
Std Deviation	33.4788496	Variance	1120.83337
Skewness	0.22366186	Kurtosis	-1.4705096
Uncorrected SS	572003.933	Corrected SS	247704.175
Coeff Variation	87.5938674	Std Error Mean	2.24695326

Basic Statistical Measures

Location		Variability	
Mean	38.22054	Std Deviation	33.47885
Median	37.00000	Variance	1121
Mode	0.00000	Range	100.00000
		Interquartile Range	72.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 17.00994	Pr >  t	<.0001
Sign	M 81.5	Pr >=  M	<.0001
Signed Rank	S 6683	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	99
95%	90
90%	85
75% Q3	72
50% Median	37
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	34973	962	94	31702	815
0	34647	952	98	30297	771
0	34620	951	99	30712	647
0	34298	940	100	31066	658
0	34149	932	100	33528	715

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	10	2.91	8.20
S	112	32.56	91.80
<b>Total</b>	<b>122</b>	<b>35.47</b>	<b>100.00</b>



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q10ep (Percent of workers in 2012 in occupational category: Production, transportation, and material moving)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	59	26.6	26.6	30.00	3	1.4	46.8	61.68	1	0.5	68.9	80.00	4	1.8	86.9
1.00	1	0.5	27.0	31.00	1	0.5	47.3	65.00	2	0.9	69.8	81.00	1	0.5	87.4
3.00	1	0.5	27.5	33.00	2	0.9	48.2	66.00	1	0.5	70.3	82.00	2	0.9	88.3
4.00	1	0.5	27.9	35.00	3	1.4	49.5	67.00	1	0.5	70.7	84.00	3	1.4	89.6
5.00	5	2.3	30.2	37.00	3	1.4	50.9	67.50	1	0.5	71.2	85.00	2	0.9	90.5
6.00	1	0.5	30.6	38.00	1	0.5	51.4	69.00	1	0.5	71.6	86.00	1	0.5	91.0
10.00	9	4.1	34.7	40.00	10	4.5	55.9	70.00	6	2.7	74.3	86.98	1	0.5	91.4
11.00	2	0.9	35.6	44.00	1	0.5	56.3	71.00	1	0.5	74.8	87.00	2	0.9	92.3
12.00	1	0.5	36.0	45.00	2	0.9	57.2	72.00	2	0.9	75.7	88.00	3	1.4	93.7
13.00	1	0.5	36.5	46.00	1	0.5	57.7	72.50	1	0.5	76.1	89.00	1	0.5	94.1
14.00	2	0.9	37.4	50.00	8	3.6	61.3	73.00	2	0.9	77.0	90.00	6	2.7	96.8
15.00	1	0.5	37.8	51.00	3	1.4	62.6	74.00	1	0.5	77.5	91.80	1	0.5	97.3
16.00	1	0.5	38.3	52.00	1	0.5	63.1	74.50	1	0.5	77.9	92.00	1	0.5	97.7
17.00	1	0.5	38.7	53.00	2	0.9	64.0	75.00	9	4.1	82.0	94.00	1	0.5	98.2
20.00	11	5.0	43.7	55.00	1	0.5	64.4	76.00	1	0.5	82.4	98.00	1	0.5	98.6
22.00	1	0.5	44.1	59.00	1	0.5	64.9	77.00	1	0.5	82.9	99.00	1	0.5	99.1
25.00	2	0.9	45.0	60.00	6	2.7	67.6	78.00	3	1.4	84.2	100.00	2	0.9	100.0
28.00	1	0.5	45.5	61.00	2	0.9	68.5	79.00	2	0.9	85.1				

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 210  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q10fp (Percent of workers in 2012 in occupational category: Total)

Moments

N	261	Sum Weights	261
Mean	81.9044061	Sum Observations	21377.05
Std Deviation	38.8615104	Variance	1510.21699
Skewness	-1.3332748	Kurtosis	0.84495026
Uncorrected SS	2143531	Corrected SS	392656.417
Coeff Variation	47.447399	Std Error Mean	2.4054671

Basic Statistical Measures

Location		Variability	
Mean	81.9044	Std Deviation	38.86151
Median	100.0000	Variance	1510
Mode	100.0000	Range	216.00000
		Interquartile Range	0

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 34.04927	Pr >  t  <.0001
Sign	M 113	Pr >=  M  <.0001
Signed Rank	S 12825.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	216
99%	101
95%	100
90%	100
75% Q3	100
50% Median	100
25% Q1	100
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	34403	945	100.00	35049	968
0	34174	935	100.05	32929	869
0	34154	933	101.00	31702	815
0	33232	886	130.00	35001	964
0	32430	849	216.00	31066	658

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	11	3.20	13.25
S	72	20.93	86.75
<b>Total</b>	<b>83</b>	<b>24.13</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q10fp (Percent of workers in 2012 in occupational category: Total)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	35	13.4	13.4	12.00	2	0.8	16.1	20.00	3	1.1	18.8	100.00	204	78.2	98.5
5.00	1	0.4	13.8	13.00	1	0.4	16.5	35.00	1	0.4	19.2	100.05	1	0.4	98.9
8.00	2	0.8	14.6	15.00	1	0.4	16.9	45.00	1	0.4	19.5	101.00	1	0.4	99.2
10.00	1	0.4	14.9	17.00	1	0.4	17.2	62.00	1	0.4	19.9	130.00	1	0.4	99.6
11.00	1	0.4	15.3	18.00	1	0.4	17.6	99.00	1	0.4	20.3	216.00	1	0.4	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 212  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q10an (Number of workers in 2012 in occupational category: Management and professional)

Moments

N	138	Sum Weights	138
Mean	6.8115942	Sum Observations	940
Std Deviation	12.5654786	Variance	157.891251
Skewness	5.41534775	Kurtosis	35.2151377
Uncorrected SS	28034	Corrected SS	21631.1014
Coeff Variation	184.471919	Std Error Mean	1.06964457

Basic Statistical Measures

Location		Variability	
Mean	6.811594	Std Deviation	12.56548
Median	3.000000	Variance	157.89125
Mode	3.000000	Range	105.00000
		Interquartile Range	4.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 6.368091	Pr >  t	<.0001
Sign	M 67	Pr >=  M	<.0001
Signed Rank	S 4522.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	105
99%	80
95%	22
90%	15
75% Q3	6
50% Median	3
25% Q1	2
10%	1
5%	1
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	35178	970	35	34403	945
0	34886	757	37	32946	695
0	33090	752	40	33438	709
0	33891	726	80	35001	964
1	34598	950	105	30800	650

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

Missing Value	Count	All Obs	Missing Obs
S	206	59.88	100.00

Frequency Counts

Value	Count	Percents	
		Cell	Cum
0	4	2.9	2.9
1	19	13.8	16.7

Value	Count	Percents	
		Cell	Cum
2	23	16.7	33.3
3	25	18.1	51.4

Value	Count	Percents	
		Cell	Cum
4	13	9.4	60.9
5	15	10.9	71.7

Value	Count	Percents	
		Cell	Cum
6	12	8.7	80.4
7	3	2.2	82.6

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q10an (Number of workers in 2012 in occupational category: Management and professional)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
8	1	0.7	83.3	12	2	1.4	88.4	16	2	1.4	93.5	37	1	0.7	97.8
9	2	1.4	84.8	13	1	0.7	89.1	20	2	1.4	94.9	40	1	0.7	98.6
10	1	0.7	85.5	14	1	0.7	89.9	22	1	0.7	95.7	80	1	0.7	99.3
11	2	1.4	87.0	15	3	2.2	92.0	35	2	1.4	97.1	105	1	0.7	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q10bn (Number of workers in 2012 in occupational category: Services)

Moments

N	136	Sum Weights	136
Mean	4.54411765	Sum Observations	618
Std Deviation	18.2800712	Variance	334.161002
Skewness	9.17529755	Kurtosis	92.3798129
Uncorrected SS	47920	Corrected SS	45111.7353
Coeff Variation	402.279883	Std Error Mean	1.56750317

Basic Statistical Measures

Location		Variability	
Mean	4.544118	Std Deviation	18.28007
Median	1.000000	Variance	334.16100
Mode	0.000000	Range	196.00000
		Interquartile Range	3.00000

Tests for Location: Mu0=0

Test	-Statistic-	Pr >  t	Pr >=  M	Pr >=  S
Student's t	t 2.898953	0.0044	<.0001	<.0001
Sign	M 35.5			
Signed Rank	S 1278			

Quantiles (Definition 5)

Quantile	Estimate
100% Max	196
99%	80
95%	13
90%	10
75% Q3	3
50% Median	1
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	35185	971	15	34174	935
0	34436	946	19	30684	645
0	34367	944	24	31283	662
0	34330	942	80	32036	828
0	34161	934	196	34403	945

Missing Values

-----Percent Of-----



Appendix A. Frequency Listings for by Group

Missing Value	Count	All Obs	Missing Obs
S	208	60.47	100.00

Frequency Counts

Value	Count	Percents	
		Cell	Cum
0	65	47.8	47.8
1	14	10.3	58.1

Value	Count	Percents	
		Cell	Cum
2	8	5.9	64.0
3	16	11.8	75.7

Value	Count	Percents	
		Cell	Cum
4	5	3.7	79.4
5	5	3.7	83.1

Value	Count	Percents	
		Cell	Cum
6	5	3.7	86.8
7	2	1.5	88.2

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q10bn (Number of workers in 2012 in occupational category: Services)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
8	1	0.7	89.0	11	2	1.5	94.1	15	1	0.7	97.1	80	1	0.7	99.3
9	1	0.7	89.7	12	1	0.7	94.9	19	1	0.7	97.8	196	1	0.7	100.0
10	4	2.9	92.6	13	2	1.5	96.3	24	1	0.7	98.5				

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q10cn (Number of workers in 2012 in occupational category: Sales and office support)

Moments

N	136	Sum Weights	136
Mean	4.32352941	Sum Observations	588
Std Deviation	5.88517579	Variance	34.6352941
Skewness	3.55538164	Kurtosis	14.6377204
Uncorrected SS	7218	Corrected SS	4675.76471
Coeff Variation	136.119712	Std Error Mean	0.50464966

Basic Statistical Measures

Location		Variability	
Mean	4.323529	Std Deviation	5.88518
Median	3.000000	Variance	34.63529
Mode	1.000000	Range	38.00000
		Interquartile Range	4.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 8.567388	Pr >  t	<.0001
Sign	M 63	Pr >=  M	<.0001
Signed Rank	S 4000.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	38
99%	30
95%	12
90%	9
75% Q3	5
50% Median	3
25% Q1	1
10%	1
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	34886	757	23	34403	945
0	32992	751	30	30158	631
0	33917	728	30	33438	709
0	33891	726	30	34576	737
0	33770	723	38	31627	808

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

Missing Value	Count	All Obs	Missing Obs
S	208	60.47	100.00

Frequency Counts

Value	Count	Percents	
		Cell	Cum
0	10	7.4	7.4
1	31	22.8	30.1

Value	Count	Percents	
		Cell	Cum
2	26	19.1	49.3
3	17	12.5	61.8

Value	Count	Percents	
		Cell	Cum
4	13	9.6	71.3
5	9	6.6	77.9

Value	Count	Percents	
		Cell	Cum
6	8	5.9	83.8
7	4	2.9	86.8

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q10cn (Number of workers in 2012 in occupational category: Sales and office support)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
8	4	2.9	89.7	11	3	2.2	94.9	14	1	0.7	96.3	30	3	2.2	99.3
9	1	0.7	90.4	12	1	0.7	95.6	23	1	0.7	97.1	38	1	0.7	100.0
10	3	2.2	92.6												

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q10dn (Number of workers in 2012 in occupational category: Natural resources, construction, and maintenance)

Moments

N	132	Sum Weights	132
Mean	3.63636364	Sum Observations	480
Std Deviation	15.3534802	Variance	235.729355
Skewness	7.81904966	Kurtosis	68.2176568
Uncorrected SS	32626	Corrected SS	30880.5455
Coeff Variation	422.220706	Std Error Mean	1.33634892

Basic Statistical Measures

Location		Variability	
Mean	3.636364	Std Deviation	15.35348
Median	0.000000	Variance	235.72935
Mode	0.000000	Range	150.00000
		Interquartile Range	2.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 2.721118	Pr >  t  0.0074
Sign	M 24.5	Pr >=  M  <.0001
Signed Rank	S 612.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	150
99%	80
95%	12
90%	7
75% Q3	2
50% Median	0
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	35185	971	15	30684	645
0	35178	970	20	33438	709
0	35172	969	44	34576	737
0	34780	957	80	34790	756
0	34330	942	150	30800	650

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

Missing Value	Count	All Obs	Missing Obs
S	212	61.63	100.00

Frequency Counts

Value	Count	Percents	
		Cell	Cum
0	83	62.9	62.9
1	11	8.3	71.2

Value	Count	Percents	
		Cell	Cum
2	11	8.3	79.5
3	5	3.8	83.3

Value	Count	Percents	
		Cell	Cum
4	7	5.3	88.6
6	1	0.8	89.4

Value	Count	Percents	
		Cell	Cum
7	2	1.5	90.9
9	2	1.5	92.4

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q10dn (Number of workers in 2012 in occupational category: Natural resources, construction, and maintenance)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
10	2	1.5	93.9	13	1	0.8	96.2	20	1	0.8	97.7	80	1	0.8	99.2
12	2	1.5	95.5	15	1	0.8	97.0	44	1	0.8	98.5	150	1	0.8	100.0



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q10en (Number of workers in 2012 in occupational category: Production, transportation, and material moving)

Moments

N	136	Sum Weights	136
Mean	21.7720588	Sum Observations	2961
Std Deviation	73.497792	Variance	5401.92544
Skewness	9.1269486	Kurtosis	94.7213165
Uncorrected SS	793727	Corrected SS	729259.934
Coeff Variation	337.578511	Std Error Mean	6.30238367

Basic Statistical Measures

Location		Variability	
Mean	21.77206	Std Deviation	73.49779
Median	5.00000	Variance	5402
Mode	0.00000	Range	800.00000
		Interquartile Range	17.50000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 3.454575	Pr >  t  0.0007
Sign	M 51	Pr >=  M  <.0001
Signed Rank	S 2626.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	800.0
99%	203.0
95%	80.0
90%	45.0
75% Q3	18.0
50% Median	5.0
25% Q1	0.5
10%	0.0
5%	0.0
1%	0.0
0% Min	0.0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	35185	971	103	32946	695
0	35178	970	116	30208	768
0	34174	935	163	34161	934
0	33763	909	203	34717	955
0	32787	861	800	30800	650

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

Missing Value	Count	All Obs	Missing Obs
S	208	60.47	100.00

Frequency Counts

Value	Count	Percents	
		Cell	Cum
0	34	25.0	25.0
1	7	5.1	30.1

Value	Count	Percents	
		Cell	Cum
2	14	10.3	40.4
3	4	2.9	43.4

Value	Count	Percents	
		Cell	Cum
4	4	2.9	46.3
5	6	4.4	50.7

Value	Count	Percents	
		Cell	Cum
6	2	1.5	52.2
7	5	3.7	55.9

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q10en (Number of workers in 2012 in occupational category: Production, transportation, and material moving)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
8	3	2.2	58.1	19	2	1.5	76.5	32	1	0.7	86.0	59	1	0.7	93.4
9	4	2.9	61.0	20	3	2.2	78.7	33	1	0.7	86.8	75	1	0.7	94.1
10	7	5.1	66.2	21	1	0.7	79.4	36	1	0.7	87.5	80	2	1.5	95.6
11	1	0.7	66.9	22	1	0.7	80.1	37	2	1.5	89.0	100	1	0.7	96.3
12	3	2.2	69.1	25	2	1.5	81.6	40	1	0.7	89.7	103	1	0.7	97.1
13	1	0.7	69.9	26	1	0.7	82.4	45	1	0.7	90.4	116	1	0.7	97.8
14	1	0.7	70.6	27	2	1.5	83.8	47	1	0.7	91.2	163	1	0.7	98.5
15	4	2.9	73.5	28	1	0.7	84.6	52	1	0.7	91.9	203	1	0.7	99.3
17	2	1.5	75.0	30	1	0.7	85.3	56	1	0.7	92.6	800	1	0.7	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 222  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q10fn (Number of workers in 2012 in occupational category: Total)

Moments

N	127	Sum Weights	127
Mean	41.015748	Sum Observations	5209
Std Deviation	102.070314	Variance	10418.349
Skewness	8.28178137	Kurtosis	80.4058867
Uncorrected SS	1526363	Corrected SS	1312711.97
Coeff Variation	248.8564	Std Error Mean	9.05727574

Basic Statistical Measures

Location		Variability	
Mean	41.01575	Std Deviation	102.07031
Median	17.00000	Variance	10418
Mode	5.00000	Range	1058
		Interquartile Range	22.00000

Note: The mode displayed is the smallest of 2 modes with a count of 9.

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 4.528486	Pr >  t	<.0001
Sign	M 63.5	Pr >=  M	<.0001
Signed Rank	S 4064	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	1061
99%	270
95%	153
90%	79
75% Q3	32
50% Median	17
25% Q1	10
10%	7
5%	5
1%	5
0% Min	3

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
3	31381	664	170	33438	709
5	35178	970	200	34161	934
5	31188	798	248	34717	955
5	30398	774	270	34403	945
5	39999	747	1061	30800	650

Missing Values

Appendix A. Frequency Listings for by Group

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Missing Value	Count	-----Percent Of-----	
		All Obs	Missing Obs
.	11	3.20	5.07
S	206	59.88	94.93
Total	217	63.08	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q10fn (Number of workers in 2012 in occupational category: Total)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
3	1	0.8	0.8	18	3	2.4	54.3	33	1	0.8	76.4	70	1	0.8	89.8
5	9	7.1	7.9	19	3	2.4	56.7	34	1	0.8	77.2	79	1	0.8	90.6
6	1	0.8	8.7	20	3	2.4	59.1	35	2	1.6	78.7	80	1	0.8	91.3
7	5	3.9	12.6	21	1	0.8	59.8	36	1	0.8	79.5	100	1	0.8	92.1
8	7	5.5	18.1	23	1	0.8	60.6	40	1	0.8	80.3	108	1	0.8	92.9
9	2	1.6	19.7	24	4	3.1	63.8	42	1	0.8	81.1	141	1	0.8	93.7
10	8	6.3	26.0	25	1	0.8	64.6	43	1	0.8	81.9	150	1	0.8	94.5
11	9	7.1	33.1	26	1	0.8	65.4	45	1	0.8	82.7	153	1	0.8	95.3
12	7	5.5	38.6	27	1	0.8	66.1	50	2	1.6	84.3	162	1	0.8	96.1
13	7	5.5	44.1	28	3	2.4	68.5	51	1	0.8	85.0	170	1	0.8	96.9
14	1	0.8	44.9	29	1	0.8	69.3	54	1	0.8	85.8	200	1	0.8	97.6
15	5	3.9	48.8	30	4	3.1	72.4	55	1	0.8	86.6	248	1	0.8	98.4
16	1	0.8	49.6	31	1	0.8	73.2	62	1	0.8	87.4	270	1	0.8	99.2
17	3	2.4	52.0	32	3	2.4	75.6	65	2	1.6	89.0	1061	1	0.8	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 224  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q10ap (Percent of workers in 2012 in occupational category: Management and professional)

Moments

N	210	Sum Weights	210
Mean	18.8219286	Sum Observations	3952.605
Std Deviation	44.0164559	Variance	1937.44839
Skewness	11.2697668	Kurtosis	146.898601
Uncorrected SS	479322.362	Corrected SS	404926.713
Coeff Variation	233.85731	Std Error Mean	3.03742402

Basic Statistical Measures

Location		Variability	
Mean	18.82193	Std Deviation	44.01646
Median	10.00000	Variance	1937
Mode	10.00000	Range	600.00000
		Interquartile Range	15.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 6.196675	Pr >  t	<.0001
Sign	M 99	Pr >=  M	<.0001
Signed Rank	S 9850.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	600
99%	100
95%	50
90%	33
75% Q3	20
50% Median	10
25% Q1	5
10%	2
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	42443	1245	100	42129	1042
0	41222	1212	100	43201	1084
0	45046	1157	100	43506	1097
0	44329	1121	100	41248	1214
0	43562	1101	600	41760	1023

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	14	4.23	11.57
S	107	32.33	88.43
<b>Total</b>	<b>121</b>	<b>36.56</b>	<b>100.00</b>



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q10ap (Percent of workers in 2012 in occupational category: Management and professional)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.000	12	5.7	5.7	7.000	3	1.4	31.4	16.700	1	0.5	65.7	35.000	1	0.5	91.0
0.080	1	0.5	6.2	8.000	5	2.4	33.8	17.000	3	1.4	67.1	40.000	6	2.9	93.8
0.125	1	0.5	6.7	9.000	2	1.0	34.8	18.000	6	2.9	70.0	50.000	3	1.4	95.2
1.000	6	2.9	9.5	10.000	38	18.1	52.9	19.000	1	0.5	70.5	58.400	1	0.5	95.7
2.000	7	3.3	12.9	11.000	2	1.0	53.8	20.000	22	10.5	81.0	60.000	1	0.5	96.2
3.000	4	1.9	14.8	12.000	8	3.8	57.6	21.000	2	1.0	81.9	66.000	1	0.5	96.7
4.000	4	1.9	16.7	13.000	1	0.5	58.1	25.000	9	4.3	86.2	75.000	1	0.5	97.1
5.000	22	10.5	27.1	14.000	2	1.0	59.0	28.500	1	0.5	86.7	80.000	1	0.5	97.6
5.800	1	0.5	27.6	15.000	11	5.2	64.3	30.000	5	2.4	89.0	100.000	4	1.9	99.5
6.000	5	2.4	30.0	16.000	2	1.0	65.2	33.000	3	1.4	90.5	600.000	1	0.5	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 226  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q10bp (Percent of workers in 2012 in occupational category: Services)

Moments

N	203	Sum Weights	203
Mean	17.5667488	Sum Observations	3566.05
Std Deviation	27.3511596	Variance	748.085931
Skewness	1.49255429	Kurtosis	0.84188563
Uncorrected SS	213757.263	Corrected SS	151113.358
Coeff Variation	155.698473	Std Error Mean	1.91967507

Basic Statistical Measures

Location		Variability	
Mean	17.56675	Std Deviation	27.35116
Median	2.00000	Variance	748.08593
Mode	0.00000	Range	100.00000
		Interquartile Range	20.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 9.150897	Pr >  t	<.0001
Sign	M 57	Pr >=  M	<.0001
Signed Rank	S 3277.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	95
95%	80
90%	67
75% Q3	20
50% Median	2
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	44816	1295	85	43166	1083
0	44715	1293	92	44487	1127
0	44680	1290	95	44458	1286
0	44344	1283	100	40485	983
0	43989	1280	100	40831	997

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	14	4.23	10.94
S	114	34.44	89.06
<b>Total</b>	<b>128</b>	<b>38.67</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q10bp (Percent of workers in 2012 in occupational category: Services)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	89	43.8	43.8	7.50	1	0.5	63.5	45.00	2	1.0	80.8	67.00	2	1.0	90.1
0.05	1	0.5	44.3	8.00	2	1.0	64.5	47.00	1	0.5	81.3	69.00	1	0.5	90.6
1.00	4	2.0	46.3	10.00	6	3.0	67.5	50.00	4	2.0	83.3	70.00	5	2.5	93.1
1.50	1	0.5	46.8	12.00	1	0.5	68.0	52.00	1	0.5	83.7	75.00	1	0.5	93.6
1.60	1	0.5	47.3	14.00	1	0.5	68.5	55.00	1	0.5	84.2	79.00	1	0.5	94.1
2.00	7	3.4	50.7	15.00	6	3.0	71.4	56.00	1	0.5	84.7	80.00	6	3.0	97.0
3.00	2	1.0	51.7	16.00	1	0.5	71.9	59.00	1	0.5	85.2	81.00	1	0.5	97.5
4.00	3	1.5	53.2	20.00	7	3.4	75.4	60.00	4	2.0	87.2	85.00	1	0.5	98.0
5.00	14	6.9	60.1	25.00	3	1.5	76.8	63.00	2	1.0	88.2	92.00	1	0.5	98.5
5.80	1	0.5	60.6	30.00	4	2.0	78.8	65.00	1	0.5	88.7	95.00	1	0.5	99.0
6.00	4	2.0	62.6	33.00	1	0.5	79.3	66.60	1	0.5	89.2	100.00	2	1.0	100.0
7.00	1	0.5	63.1	40.00	1	0.5	79.8								

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 228  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q10cp (Percent of workers in 2012 in occupational category: Sales and office support)

Moments

N	210	Sum Weights	210
Mean	14.8507857	Sum Observations	3118.665
Std Deviation	18.0283776	Variance	325.0224
Skewness	2.18421002	Kurtosis	5.41558105
Uncorrected SS	114244.307	Corrected SS	67929.6816
Coeff Variation	121.396793	Std Error Mean	1.24407625

Basic Statistical Measures

Location		Variability	
Mean	14.85079	Std Deviation	18.02838
Median	10.00000	Variance	325.02240
Mode	0.00000	Range	100.00000
		Interquartile Range	17.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 11.9372	Pr >  t  <.0001
Sign	M 91	Pr >=  M  <.0001
Signed Rank	S 8326.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	80
95%	60
90%	37
75% Q3	20
50% Median	10
25% Q1	3
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	44458	1286	70	43112	1263
0	44414	1284	72	42076	1039
0	44030	1282	80	40446	1191
0	43207	1265	96	41740	1227
0	41248	1214	100	45046	1157

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	14	4.23	11.57
S	107	32.33	88.43
<b>Total</b>	<b>121</b>	<b>36.56</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q10cp (Percent of workers in 2012 in occupational category: Sales and office support)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.000	28	13.3	13.3	7.000	4	1.9	45.7	20.000	13	6.2	78.6	52.000	1	0.5	94.3
0.040	1	0.5	13.8	8.000	4	1.9	47.6	21.000	2	1.0	79.5	53.000	1	0.5	94.8
0.125	1	0.5	14.3	10.000	23	11.0	58.6	23.000	1	0.5	80.0	60.000	3	1.4	96.2
1.000	6	2.9	17.1	11.000	1	0.5	59.0	25.000	9	4.3	84.3	65.000	1	0.5	96.7
1.100	1	0.5	17.6	12.000	5	2.4	61.4	26.000	1	0.5	84.8	66.000	1	0.5	97.1
1.500	1	0.5	18.1	13.000	2	1.0	62.4	28.000	1	0.5	85.2	68.000	1	0.5	97.6
2.000	8	3.8	21.9	15.000	13	6.2	68.6	28.500	1	0.5	85.7	70.000	1	0.5	98.1
3.000	10	4.8	26.7	16.000	2	1.0	69.5	30.000	6	2.9	88.6	72.000	1	0.5	98.6
3.500	1	0.5	27.1	16.700	1	0.5	70.0	31.200	1	0.5	89.0	80.000	1	0.5	99.0
4.000	4	1.9	29.0	17.000	1	0.5	70.5	34.000	2	1.0	90.0	96.000	1	0.5	99.5
5.000	27	12.9	41.9	18.000	2	1.0	71.4	40.000	5	2.4	92.4	100.000	1	0.5	100.0
6.000	4	1.9	43.8	19.000	2	1.0	72.4	50.000	3	1.4	93.8				

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 230  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q10dp (Percent of workers in 2012 in occupational category: Natural resources, construction, and maintenance)

Moments

N	200	Sum Weights	200
Mean	7.353	Sum Observations	1470.6
Std Deviation	17.3693484	Variance	301.694262
Skewness	3.7927971	Kurtosis	14.6268319
Uncorrected SS	70850.48	Corrected SS	60037.1582
Coeff Variation	236.221248	Std Error Mean	1.2281984

Basic Statistical Measures

Location		Variability	
Mean	7.353000	Std Deviation	17.36935
Median	1.000000	Variance	301.69426
Mode	0.000000	Range	100.00000
		Interquartile Range	5.40000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 5.986818	Pr >  t	<.0001
Sign	M 56	Pr >=  M	<.0001
Signed Rank	S 3164	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100.0
99%	94.0
95%	42.5
90%	16.5
75% Q3	5.4
50% Median	1.0
25% Q1	0.0
10%	0.0
5%	0.0
1%	0.0
0% Min	0.0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	45125	1302	80	43047	1078
0	44816	1295	85	40691	991
0	44744	1294	88	43562	1101
0	44715	1293	100	42036	1036
0	44680	1290	100	42499	1052

Missing Values

-----Percent Of-----



Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	14	4.23	10.69
S	117	35.35	89.31
<b>Total</b>	<b>131</b>	<b>39.58</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

231

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q10dp (Percent of workers in 2012 in occupational category: Natural resources, construction, and maintenance)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.0	88	44.0	44.0	5.8	1	0.5	75.5	12.0	1	0.5	89.0	50.0	1	0.5	95.5
0.3	1	0.5	44.5	6.0	4	2.0	77.5	15.0	1	0.5	89.5	60.0	1	0.5	96.0
0.5	1	0.5	45.0	7.0	3	1.5	79.0	16.0	1	0.5	90.0	68.0	1	0.5	96.5
1.0	15	7.5	52.5	7.5	1	0.5	79.5	17.0	1	0.5	90.5	70.0	2	1.0	97.5
2.0	10	5.0	57.5	8.0	1	0.5	80.0	20.0	6	3.0	93.5	80.0	1	0.5	98.0
3.0	5	2.5	60.0	8.5	1	0.5	80.5	25.0	1	0.5	94.0	85.0	1	0.5	98.5
4.0	4	2.0	62.0	9.0	2	1.0	81.5	30.0	1	0.5	94.5	88.0	1	0.5	99.0
5.0	26	13.0	75.0	10.0	14	7.0	88.5	35.0	1	0.5	95.0	100.0	2	1.0	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q10ep (Percent of workers in 2012 in occupational category: Production, transportation, and material moving)

Moments

N	205	Sum Weights	205
Mean	41.2741463	Sum Observations	8461.2
Std Deviation	35.0798748	Variance	1230.59761
Skewness	0.03114056	Kurtosis	-1.6434963
Uncorrected SS	600270.72	Corrected SS	251041.913
Coeff Variation	84.992369	Std Error Mean	2.45008473

Basic Statistical Measures

Location		Variability	
Mean	41.27415	Std Deviation	35.07987
Median	40.00000	Variance	1231
Mode	0.00000	Range	100.00000
		Interquartile Range	74.60000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 16.84601	Pr >  t	<.0001
Sign	M 77	Pr >=  M	<.0001
Signed Rank	S 5967.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100.0
99%	95.5
95%	90.0
90%	85.0
75% Q3	75.0
50% Median	40.0
25% Q1	0.4
10%	0.0
5%	0.0
1%	0.0
0% Min	0.0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	45125	1302	95.0	43978	1112
0	44547	1287	95.0	44602	1132
0	44458	1286	95.5	42880	1074
0	44344	1283	97.0	42191	1239
0	44030	1282	100.0	40265	1186

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	14	4.23	11.11
S	112	33.84	88.89
<b>Total</b>	<b>126</b>	<b>38.07</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q10ep (Percent of workers in 2012 in occupational category: Production, transportation, and material moving)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.0	51	24.9	24.9	35.0	4	2.0	46.3	65.0	4	2.0	64.4	81.0	2	1.0	86.8
0.4	1	0.5	25.4	36.0	1	0.5	46.8	66.0	1	0.5	64.9	81.9	1	0.5	87.3
1.0	4	2.0	27.3	40.0	8	3.9	50.7	67.0	2	1.0	65.9	82.0	1	0.5	87.8
1.3	1	0.5	27.8	43.0	1	0.5	51.2	68.0	1	0.5	66.3	82.6	1	0.5	88.3
2.0	2	1.0	28.8	45.0	1	0.5	51.7	69.0	2	1.0	67.3	83.0	2	1.0	89.3
5.0	5	2.4	31.2	50.0	4	2.0	53.7	70.0	6	2.9	70.2	85.0	2	1.0	90.2
7.0	2	1.0	32.2	52.0	1	0.5	54.1	71.0	1	0.5	70.7	87.0	2	1.0	91.2
7.5	1	0.5	32.7	55.0	2	1.0	55.1	72.0	1	0.5	71.2	88.0	2	1.0	92.2
8.0	3	1.5	34.1	56.0	1	0.5	55.6	73.0	3	1.5	72.7	90.0	7	3.4	95.6
10.0	8	3.9	38.0	57.0	1	0.5	56.1	74.0	1	0.5	73.2	92.0	2	1.0	96.6
12.0	1	0.5	38.5	59.0	1	0.5	56.6	75.0	6	2.9	76.1	94.0	1	0.5	97.1
16.0	1	0.5	39.0	60.0	7	3.4	60.0	77.0	5	2.4	78.5	95.0	3	1.5	98.5
20.0	3	1.5	40.5	61.0	1	0.5	60.5	78.0	2	1.0	79.5	95.5	1	0.5	99.0
24.0	1	0.5	41.0	63.0	3	1.5	62.0	79.0	1	0.5	80.0	97.0	1	0.5	99.5
25.0	1	0.5	41.5	64.0	1	0.5	62.4	80.0	12	5.9	85.9	100.0	1	0.5	100.0
30.0	6	2.9	44.4												

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q10fp (Percent of workers in 2012 in occupational category: Total)

Moments

N	239	Sum Weights	239
Mean	83.2008368	Sum Observations	19885
Std Deviation	53.2095256	Variance	2831.25361
Skewness	4.20834396	Kurtosis	49.733678
Uncorrected SS	2328287	Corrected SS	673838.36
Coeff Variation	63.9531135	Std Error Mean	3.44183809

Basic Statistical Measures

Location		Variability	
Mean	83.2008	Std Deviation	53.20953
Median	100.0000	Variance	2831
Mode	100.0000	Range	640.00000
		Interquartile Range	0

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 24.17337	Pr >  t  <.0001
Sign	M 100.5	Pr >=  M  <.0001
Signed Rank	S 10150.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	640
99%	137
95%	100
90%	100
75% Q3	100
50% Median	100
25% Q1	100
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	41286	1215	100	45083	1300
0	41222	1212	100	45125	1302
0	49998	1160	137	40265	1186
0	44970	1152	161	40446	1191
0	44905	1149	640	41760	1023

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	19	5.74	20.65
S	73	22.05	79.35
<b>Total</b>	<b>92</b>	<b>27.79</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q10fp (Percent of workers in 2012 in occupational category: Total)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0	38	15.9	15.9	14	1	0.4	18.0	50	1	0.4	20.1	99	4	1.7	23.8
8	1	0.4	16.3	22	1	0.4	18.4	52	1	0.4	20.5	100	179	74.9	98.7
9	1	0.4	16.7	24	1	0.4	18.8	91	1	0.4	20.9	137	1	0.4	99.2
11	1	0.4	17.2	34	1	0.4	19.2	94	1	0.4	21.3	161	1	0.4	99.6
12	1	0.4	17.6	40	1	0.4	19.7	95	2	0.8	22.2	640	1	0.4	100.0



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q10an (Number of workers in 2012 in occupational category: Management and professional)

Moments

N	156	Sum Weights	156
Mean	5.91435897	Sum Observations	922.64
Std Deviation	7.84011012	Variance	61.4673267
Skewness	3.48415657	Kurtosis	16.6482607
Uncorrected SS	14984.2598	Corrected SS	9527.43564
Coeff Variation	132.560606	Std Error Mean	0.62771118

Basic Statistical Measures

Location		Variability	
Mean	5.914359	Std Deviation	7.84011
Median	3.000000	Variance	61.46733
Mode	2.000000	Range	60.00000
		Interquartile Range	5.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 9.422102	Pr >  t	<.0001
Sign	M 73.5	Pr >=  M	<.0001
Signed Rank	S 5439	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	60
99%	35
95%	20
90%	12
75% Q3	7
50% Median	3
25% Q1	2
10%	1
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	45046	1157	29	44970	1152
0	44879	1145	30	42951	1075
0	44633	1134	35	40808	1201
0	43875	1108	35	41452	1220
0	43562	1101	60	44052	1114

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	5	1.51	2.86
S	170	51.36	97.14
<b>Total</b>	<b>175</b>	<b>52.87</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q10an (Number of workers in 2012 in occupational category: Management and professional)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	9	5.8	5.8	4.00	18	11.5	63.5	10.00	7	4.5	85.3	25.00	2	1.3	96.8
0.07	2	1.3	7.1	5.00	13	8.3	71.8	11.00	1	0.6	85.9	29.00	1	0.6	97.4
0.50	1	0.6	7.7	6.00	4	2.6	74.4	12.00	7	4.5	90.4	30.00	1	0.6	98.1
1.00	17	10.9	18.6	7.00	6	3.8	78.2	13.00	2	1.3	91.7	35.00	2	1.3	99.4
2.00	29	18.6	37.2	8.00	3	1.9	80.1	16.00	2	1.3	92.9	60.00	1	0.6	100.0
3.00	23	14.7	51.9	9.00	1	0.6	80.8	20.00	4	2.6	95.5				

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 238  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q10bn (Number of workers in 2012 in occupational category: Services)

Moments

N	153	Sum Weights	153
Mean	5.01633987	Sum Observations	767.5
Std Deviation	11.3459966	Variance	128.731639
Skewness	4.31950806	Kurtosis	22.0966606
Uncorrected SS	23417.25	Corrected SS	19567.2092
Coeff Variation	226.180779	Std Error Mean	0.91726946

Basic Statistical Measures

Location		Variability	
Mean	5.016340	Std Deviation	11.34600
Median	1.000000	Variance	128.73164
Mode	0.000000	Range	80.00000
		Interquartile Range	5.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 5.468775	Pr >  t  <.0001
Sign	M 38.5	Pr >=  M  <.0001
Signed Rank	S 1501.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	80
99%	70
95%	21
90%	13
75% Q3	5
50% Median	1
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	45110	1301	30	40276	1187
0	44703	1291	38	41504	1222
0	44444	1285	60	44052	1114
0	43952	1279	70	42683	1063
0	43662	1274	80	45055	1158

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	5	1.51	2.81
S	173	52.27	97.19
<b>Total</b>	<b>178</b>	<b>53.78</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q10bn (Number of workers in 2012 in occupational category: Services)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0.0	76	49.7	49.7	6.0	1	0.7	81.0	12.0	1	0.7	89.5	26.0	1	0.7	96.7
1.0	9	5.9	55.6	7.0	6	3.9	85.0	13.0	1	0.7	90.2	30.0	1	0.7	97.4
2.0	8	5.2	60.8	8.0	1	0.7	85.6	18.0	1	0.7	90.8	38.0	1	0.7	98.0
2.5	1	0.7	61.4	9.0	1	0.7	86.3	20.0	6	3.9	94.8	60.0	1	0.7	98.7
3.0	4	2.6	64.1	10.0	2	1.3	87.6	21.0	1	0.7	95.4	70.0	1	0.7	99.3
4.0	15	9.8	73.9	11.0	2	1.3	88.9	23.0	1	0.7	96.1	80.0	1	0.7	100.0
5.0	10	6.5	80.4												

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 240  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q10cn (Number of workers in 2012 in occupational category: Sales and office support)

Moments

N	156	Sum Weights	156
Mean	4.43269231	Sum Observations	691.5
Std Deviation	7.83006747	Variance	61.3099566
Skewness	5.29920896	Kurtosis	33.2862957
Uncorrected SS	12568.25	Corrected SS	9503.04327
Coeff Variation	176.643605	Std Error Mean	0.62690712

Basic Statistical Measures

Location		Variability	
Mean	4.432692	Std Deviation	7.83007
Median	3.000000	Variance	61.30996
Mode	1.000000	Range	60.00000
		Interquartile Range	4.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 7.070732	Pr >  t	<.0001
Sign	M 66	Pr >=  M	<.0001
Signed Rank	S 4389	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	60
99%	60
95%	12
90%	8
75% Q3	5
50% Median	3
25% Q1	1
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	44444	1285	20	42951	1075
0	41774	1228	25	43251	1172
0	40808	1201	36	44970	1152
0	40606	1163	60	44052	1114
0	40400	1162	60	40206	1183

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	5	1.51	2.86
S	170	51.36	97.14
<b>Total</b>	<b>175</b>	<b>52.87</b>	<b>100.00</b>



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q10cn (Number of workers in 2012 in occupational category: Sales and office support)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0.0	24	15.4	15.4	4.0	18	11.5	71.8	9.0	1	0.6	91.0	20.0	1	0.6	97.4
1.0	27	17.3	32.7	5.0	14	9.0	80.8	10.0	5	3.2	94.2	25.0	1	0.6	98.1
1.5	1	0.6	33.3	6.0	7	4.5	85.3	12.0	2	1.3	95.5	36.0	1	0.6	98.7
2.0	24	15.4	48.7	7.0	4	2.6	87.8	15.0	1	0.6	96.2	60.0	2	1.3	100.0
3.0	18	11.5	60.3	8.0	4	2.6	90.4	18.0	1	0.6	96.8				

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 242  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q10dn (Number of workers in 2012 in occupational category: Natural resources, construction, and maintenance)

Moments

N	153	Sum Weights	153
Mean	3.87581699	Sum Observations	593
Std Deviation	9.86642383	Variance	97.3463192
Skewness	4.95338723	Kurtosis	30.3132612
Uncorrected SS	17095	Corrected SS	14796.6405
Coeff Variation	254.563718	Std Error Mean	0.79765309

Basic Statistical Measures

Location		Variability	
Mean	3.875817	Std Deviation	9.86642
Median	0.000000	Variance	97.34632
Mode	0.000000	Range	80.00000
		Interquartile Range	2.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 4.859026	Pr >  t	<.0001
Sign	M 35	Pr >=  M	<.0001
Signed Rank	S 1242.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	80
99%	60
95%	15
90%	10
75% Q3	2
50% Median	0
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	44712	1292	30	44819	1177
0	44444	1285	34	41795	1025
0	43952	1279	35	43562	1101
0	43053	1261	60	44052	1114
0	43004	1257	80	43736	1104

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	5	1.51	2.81
S	173	52.27	97.19
<b>Total</b>	<b>178</b>	<b>53.78</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q10dn (Number of workers in 2012 in occupational category: Natural resources, construction, and maintenance)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0	83	54.2	54.2	6	2	1.3	83.7	13	1	0.7	92.8	30	1	0.7	97.4
1	18	11.8	66.0	7	1	0.7	84.3	14	2	1.3	94.1	34	1	0.7	98.0
2	15	9.8	75.8	9	2	1.3	85.6	15	2	1.3	95.4	35	1	0.7	98.7
3	1	0.7	76.5	10	7	4.6	90.2	18	1	0.7	96.1	60	1	0.7	99.3
4	1	0.7	77.1	11	1	0.7	90.8	28	1	0.7	96.7	80	1	0.7	100.0
5	8	5.2	82.4	12	2	1.3	92.2								

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q10en (Number of workers in 2012 in occupational category: Production, transportation, and material moving)

Moments

N	155	Sum Weights	155
Mean	29.2677419	Sum Observations	4536.5
Std Deviation	64.2084237	Variance	4122.72168
Skewness	3.64478953	Kurtosis	15.6410272
Uncorrected SS	767672.25	Corrected SS	634899.139
Coeff Variation	219.382909	Std Error Mean	5.1573447

Basic Statistical Measures

Location		Variability	
Mean	29.26774	Std Deviation	64.20842
Median	7.00000	Variance	4123
Mode	0.00000	Range	450.00000
		Interquartile Range	20.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 5.674963	Pr >  t	<.0001
Sign	M 55.5	Pr >=  M	<.0001
Signed Rank	S 3108	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	450
99%	300
95%	195
90%	90
75% Q3	20
50% Median	7
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	44712	1292	237	40808	1201
0	42686	1249	240	42951	1075
0	42309	1243	247	43511	1098
0	41334	1217	300	44052	1114
0	41086	1208	450	43251	1172

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	5	1.51	2.84
S	171	51.66	97.16
<b>Total</b>	<b>176</b>	<b>53.17</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q10en (Number of workers in 2012 in occupational category: Production, transportation, and material moving)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.0	44	28.4	28.4	13.0	2	1.3	68.4	38.0	1	0.6	83.2	94.0	1	0.6	92.3
0.5	1	0.6	29.0	15.0	2	1.3	69.7	39.0	1	0.6	83.9	101.0	1	0.6	92.9
1.0	6	3.9	32.9	16.0	3	1.9	71.6	40.0	1	0.6	84.5	142.0	1	0.6	93.5
2.0	3	1.9	34.8	18.0	4	2.6	74.2	44.0	1	0.6	85.2	143.0	1	0.6	94.2
3.0	9	5.8	40.6	20.0	2	1.3	75.5	59.0	1	0.6	85.8	146.0	1	0.6	94.8
4.0	3	1.9	42.6	21.0	1	0.6	76.1	60.0	1	0.6	86.5	195.0	1	0.6	95.5
5.0	7	4.5	47.1	22.0	1	0.6	76.8	65.0	1	0.6	87.1	220.0	1	0.6	96.1
6.0	4	2.6	49.7	24.0	2	1.3	78.1	66.0	1	0.6	87.7	227.0	1	0.6	96.8
7.0	8	5.2	54.8	26.0	2	1.3	79.4	75.0	1	0.6	88.4	237.0	1	0.6	97.4
8.0	5	3.2	58.1	28.0	1	0.6	80.0	80.0	1	0.6	89.0	240.0	1	0.6	98.1
9.0	3	1.9	60.0	29.0	1	0.6	80.6	89.0	1	0.6	89.7	247.0	1	0.6	98.7
10.0	4	2.6	62.6	31.0	1	0.6	81.3	90.0	2	1.3	91.0	300.0	1	0.6	99.4
11.0	5	3.2	65.8	32.0	1	0.6	81.9	92.0	1	0.6	91.6	450.0	1	0.6	100.0
12.0	2	1.3	67.1	36.0	1	0.6	82.6								

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 246  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q10fn (Number of workers in 2012 in occupational category: Total)

Moments

N	142	Sum Weights	142
Mean	46.1126761	Sum Observations	6548
Std Deviation	74.0063347	Variance	5476.93757
Skewness	3.59504272	Kurtosis	16.4373126
Uncorrected SS	1074194	Corrected SS	772248.197
Coeff Variation	160.490219	Std Error Mean	6.21047364

Basic Statistical Measures

Location		Variability	
Mean	46.11268	Std Deviation	74.00633
Median	20.00000	Variance	5477
Mode	5.00000	Range	539.00000
		Interquartile Range	32.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 7.424985	Pr >  t	<.0001
Sign	M 71	Pr >=  M	<.0001
Signed Rank	S 5076.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	540
99%	302
95%	180
90%	117
75% Q3	42
50% Median	20
25% Q1	10
10%	6
5%	5
1%	3
0% Min	1

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
1	41543	1018	296	43511	1098
3	41252	1007	300	42951	1075
3	40827	996	300	40808	1201
4	40831	997	302	44970	1152
5	44648	1135	540	44052	1114

Missing Values

-----Percent Of-----



Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	19	5.74	10.05
S	170	51.36	89.95
<b>Total</b>	<b>189</b>	<b>57.10</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

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----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q10fn (Number of workers in 2012 in occupational category: Total)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
1	1	0.7	0.7	18	3	2.1	46.5	36	1	0.7	73.2	110	1	0.7	88.7
3	2	1.4	2.1	19	2	1.4	47.9	38	1	0.7	73.9	111	1	0.7	89.4
4	1	0.7	2.8	20	6	4.2	52.1	40	1	0.7	74.6	117	1	0.7	90.1
5	8	5.6	8.5	22	4	2.8	54.9	42	1	0.7	75.4	119	1	0.7	90.8
6	7	4.9	13.4	23	3	2.1	57.0	44	1	0.7	76.1	120	1	0.7	91.5
7	6	4.2	17.6	24	2	1.4	58.5	46	2	1.4	77.5	140	2	1.4	93.0
8	5	3.5	21.1	25	2	1.4	59.9	50	4	2.8	80.3	160	1	0.7	93.7
9	4	2.8	23.9	26	2	1.4	61.3	52	1	0.7	81.0	175	1	0.7	94.4
10	5	3.5	27.5	27	1	0.7	62.0	53	2	1.4	82.4	180	1	0.7	95.1
11	5	3.5	31.0	28	1	0.7	62.7	65	1	0.7	83.1	200	1	0.7	95.8
12	3	2.1	33.1	29	1	0.7	63.4	87	1	0.7	83.8	235	1	0.7	96.5
13	2	1.4	34.5	30	4	2.8	66.2	90	1	0.7	84.5	296	1	0.7	97.2
14	7	4.9	39.4	31	1	0.7	66.9	96	1	0.7	85.2	300	2	1.4	98.6
15	2	1.4	40.8	32	2	1.4	68.3	100	3	2.1	87.3	302	1	0.7	99.3
16	3	2.1	43.0	34	3	2.1	70.4	102	1	0.7	88.0	540	1	0.7	100.0
17	2	1.4	44.4	35	3	2.1	72.5								

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 248  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q10ap (Percent of workers in 2012 in occupational category: Management and professional)

Moments

N	125	Sum Weights	125
Mean	17.628	Sum Observations	2203.5
Std Deviation	18.8476387	Variance	355.233484
Skewness	2.22633064	Kurtosis	5.65828041
Uncorrected SS	82892.25	Corrected SS	44048.952
Coeff Variation	106.918758	Std Error Mean	1.68578405

Basic Statistical Measures

Location		Variability	
Mean	17.62800	Std Deviation	18.84764
Median	10.00000	Variance	355.23348
Mode	10.00000	Range	100.00000
		Interquartile Range	14.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 10.45686	Pr >  t  <.0001
Sign	M 59.5	Pr >=  M  <.0001
Signed Rank	S 3570	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	98
95%	50
90%	50
75% Q3	20
50% Median	10
25% Q1	6
10%	2
5%	1
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	54094	1478	60	53862	1380
0	52821	1450	75	51531	1416
0	69999	1357	80	52454	1441
0	52643	1333	98	53810	1472
0	50511	1309	100	54688	1492

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

Missing Value	Count	All Obs	Missing Obs
.	28	13.59	34.57
S	53	25.73	65.43
<b>Total</b>	<b>81</b>	<b>39.32</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207    ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group

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----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q10ap (Percent of workers in 2012 in occupational category: Management and professional)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.0	6	4.8	4.8	9.0	1	0.8	29.6	19.0	1	0.8	69.6	40.0	1	0.8	88.8
1.0	5	4.0	8.8	10.0	27	21.6	51.2	20.0	12	9.6	79.2	50.0	8	6.4	95.2
2.0	4	3.2	12.0	11.0	1	0.8	52.0	25.0	4	3.2	82.4	54.0	1	0.8	96.0
3.0	4	3.2	15.2	12.0	4	3.2	55.2	27.0	1	0.8	83.2	60.0	1	0.8	96.8
4.0	2	1.6	16.8	13.0	2	1.6	56.8	30.0	3	2.4	85.6	75.0	1	0.8	97.6
5.0	10	8.0	24.8	14.0	3	2.4	59.2	37.0	1	0.8	86.4	80.0	1	0.8	98.4
6.0	2	1.6	26.4	15.0	9	7.2	66.4	37.5	1	0.8	87.2	98.0	1	0.8	99.2
7.0	2	1.6	28.0	16.0	2	1.6	68.0	38.0	1	0.8	88.0	100.0	1	0.8	100.0
8.0	1	0.8	28.8	18.0	1	0.8	68.8								

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 250  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q10bp (Percent of workers in 2012 in occupational category: Services)

Moments

N	118	Sum Weights	118
Mean	14.0423729	Sum Observations	1657
Std Deviation	24.0197191	Variance	576.946907
Skewness	1.95577357	Kurtosis	2.74870004
Uncorrected SS	90771	Corrected SS	67502.7881
Coeff Variation	171.051711	Std Error Mean	2.21119438

Basic Statistical Measures

Location		Variability	
Mean	14.04237	Std Deviation	24.01972
Median	2.00000	Variance	576.94691
Mode	0.00000	Range	95.00000
		Interquartile Range	15.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 6.350583	Pr >  t  <.0001
Sign	M 30	Pr >=  M  <.0001
Signed Rank	S 915	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	95
99%	88
95%	77
90%	60
75% Q3	15
50% Median	2
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	55187	1506	80	50647	1402
0	55158	1505	85	51585	1419
0	55145	1504	86	54265	1352
0	54899	1498	88	54835	1497
0	54685	1491	95	52175	1323

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	28	13.59	31.82
S	60	29.13	68.18
<b>Total</b>	<b>88</b>	<b>42.72</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q10bp (Percent of workers in 2012 in occupational category: Services)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0	58	49.2	49.2	9	1	0.8	65.3	35	1	0.8	84.7	77	1	0.8	95.8
2	4	3.4	52.5	10	8	6.8	72.0	40	3	2.5	87.3	80	1	0.8	96.6
3	2	1.7	54.2	14	1	0.8	72.9	50	2	1.7	89.0	85	1	0.8	97.5
4	1	0.8	55.1	15	5	4.2	77.1	60	3	2.5	91.5	86	1	0.8	98.3
5	7	5.9	61.0	20	5	4.2	81.4	63	1	0.8	92.4	88	1	0.8	99.2
8	4	3.4	64.4	25	3	2.5	83.9	70	3	2.5	94.9	95	1	0.8	100.0



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 252  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q10cp (Percent of workers in 2012 in occupational category: Sales and office support)

Moments

N	122	Sum Weights	122
Mean	16.1598361	Sum Observations	1971.5
Std Deviation	18.3254854	Variance	335.823415
Skewness	2.06713428	Kurtosis	4.85050995
Uncorrected SS	72493.75	Corrected SS	40634.6332
Coeff Variation	113.401431	Std Error Mean	1.65911149

Basic Statistical Measures

Location		Variability	
Mean	16.15984	Std Deviation	18.32549
Median	10.00000	Variance	335.82341
Mode	10.00000	Range	99.00000
		Interquartile Range	15.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 9.740054	Pr >  t	<.0001
Sign	M 54.5	Pr >=  M	<.0001
Signed Rank	S 2997.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	99
99%	80
95%	60
90%	40
75% Q3	20
50% Median	10
25% Q1	5
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	55145	1504	60	52099	1429
0	54255	1481	60	54729	1494
0	53478	1463	80	51442	1316
0	52929	1452	80	51092	1410
0	52371	1437	99	54116	1479

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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Missing Value	Count	All Obs	Missing Obs
.	28	13.59	33.33
S	56	27.18	66.67
<b>Total</b>	<b>84</b>	<b>40.78</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q10cp (Percent of workers in 2012 in occupational category: Sales and office support)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0.0	13	10.7	10.7	9.0	1	0.8	40.2	17.0	1	0.8	68.9	36.0	1	0.8	86.9
1.0	1	0.8	11.5	10.0	20	16.4	56.6	20.0	10	8.2	77.0	37.5	1	0.8	87.7
2.0	10	8.2	19.7	11.0	2	1.6	58.2	21.0	1	0.8	77.9	40.0	5	4.1	91.8
3.0	5	4.1	23.8	12.5	1	0.8	59.0	22.5	1	0.8	78.7	50.0	3	2.5	94.3
5.0	13	10.7	34.4	13.0	1	0.8	59.8	23.0	1	0.8	79.5	60.0	4	3.3	97.5
6.0	3	2.5	36.9	14.0	1	0.8	60.7	25.0	4	3.3	82.8	80.0	2	1.6	99.2
7.0	1	0.8	37.7	15.0	8	6.6	67.2	27.0	1	0.8	83.6	99.0	1	0.8	100.0
8.0	2	1.6	39.3	16.0	1	0.8	68.0	30.0	3	2.5	86.1				

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 254  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q10dp (Percent of workers in 2012 in occupational category: Natural resources, construction, and maintenance)

Moments

N	117	Sum Weights	117
Mean	5.88034188	Sum Observations	688
Std Deviation	10.5554059	Variance	111.416593
Skewness	3.32298721	Kurtosis	13.0574955
Uncorrected SS	16970	Corrected SS	12924.3248
Coeff Variation	179.503268	Std Error Mean	0.97584762

Basic Statistical Measures

Location		Variability	
Mean	5.880342	Std Deviation	10.55541
Median	2.000000	Variance	111.41659
Mode	0.000000	Range	63.00000
		Interquartile Range	10.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 6.025881	Pr >  t	<.0001
Sign	M 30.5	Pr >=  M	<.0001
Signed Rank	S 945.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	63
99%	55
95%	20
90%	15
75% Q3	10
50% Median	2
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	55187	1506	30	53688	1468
0	55145	1504	39	50138	1390
0	54967	1501	50	52371	1437
0	54918	1499	55	53892	1345
0	54835	1497	63	52984	1453

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	28	13.59	31.46
S	61	29.61	68.54
<b>Total</b>	<b>89</b>	<b>43.20</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q10dp (Percent of workers in 2012 in occupational category: Natural resources, construction, and maintenance)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0	56	47.9	47.9	5	13	11.1	70.9	12	1	0.9	87.2	30	1	0.9	96.6
1	2	1.7	49.6	6	1	0.9	71.8	13	1	0.9	88.0	39	1	0.9	97.4
2	3	2.6	52.1	7	2	1.7	73.5	14	1	0.9	88.9	50	1	0.9	98.3
3	5	4.3	56.4	8	1	0.9	74.4	15	4	3.4	92.3	55	1	0.9	99.1
4	4	3.4	59.8	10	14	12.0	86.3	20	4	3.4	95.7	63	1	0.9	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q10ep (Percent of workers in 2012 in occupational category: Production, transportation, and material moving)

Moments

N	121	Sum Weights	121
Mean	43.2479339	Sum Observations	5233
Std Deviation	34.5560007	Variance	1194.11718
Skewness	-0.0167007	Kurtosis	-1.4937887
Uncorrected SS	369610.5	Corrected SS	143294.062
Coeff Variation	79.9020845	Std Error Mean	3.14145461

Basic Statistical Measures

Location		Variability	
Mean	43.24793	Std Deviation	34.55600
Median	50.00000	Variance	1194
Mode	0.00000	Range	115.00000
		Interquartile Range	71.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 13.76685	Pr >  t	<.0001
Sign	M 48.5	Pr >=  M	<.0001
Signed Rank	S 2376.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	115
99%	100
95%	93
90%	83
75% Q3	75
50% Median	50
25% Q1	4
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	54967	1501	95	55145	1504
0	54691	1493	98	52821	1450
0	54312	1483	100	50511	1309
0	54116	1479	100	52422	1440
0	53941	1474	115	50619	1401

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	28	13.59	32.94
S	57	27.67	67.06
<b>Total</b>	<b>85</b>	<b>41.26</b>	<b>100.00</b>



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q10ep (Percent of workers in 2012 in occupational category: Production, transportation, and material moving)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.0	24	19.8	19.8	30.0	4	3.3	43.0	62.0	1	0.8	62.0	80.0	9	7.4	86.8
1.0	2	1.7	21.5	33.0	1	0.8	43.8	65.0	3	2.5	64.5	82.0	2	1.7	88.4
2.0	3	2.5	24.0	35.0	1	0.8	44.6	66.0	1	0.8	65.3	83.0	3	2.5	90.9
3.0	1	0.8	24.8	40.0	2	1.7	46.3	67.0	1	0.8	66.1	85.0	2	1.7	92.6
4.0	3	2.5	27.3	50.0	6	5.0	51.2	67.5	1	0.8	66.9	90.0	2	1.7	94.2
5.0	4	3.3	30.6	51.0	1	0.8	52.1	69.0	1	0.8	67.8	93.0	1	0.8	95.0
10.0	3	2.5	33.1	55.0	2	1.7	53.7	70.0	5	4.1	71.9	94.0	1	0.8	95.9
15.0	1	0.8	33.9	57.0	1	0.8	54.5	72.0	2	1.7	73.6	95.0	1	0.8	96.7
19.0	1	0.8	34.7	58.0	1	0.8	55.4	74.0	1	0.8	74.4	98.0	1	0.8	97.5
20.0	3	2.5	37.2	59.0	1	0.8	56.2	75.0	5	4.1	78.5	100.0	2	1.7	99.2
25.0	2	1.7	38.8	60.0	6	5.0	61.2	77.5	1	0.8	79.3	115.0	1	0.8	100.0
28.0	1	0.8	39.7												

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 258  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q10fp (Percent of workers in 2012 in occupational category: Total)

Moments

N	137	Sum Weights	137
Mean	83.5985401	Sum Observations	11453
Std Deviation	37.0120131	Variance	1369.88912
Skewness	-1.6162469	Kurtosis	1.0397578
Uncorrected SS	1143759	Corrected SS	186304.92
Coeff Variation	44.2735161	Std Error Mean	3.16214968

Basic Statistical Measures

Location		Variability	
Mean	83.5985	Std Deviation	37.01201
Median	100.0000	Variance	1370
Mode	100.0000	Range	160.00000
		Interquartile Range	0

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 26.43725	Pr >  t  <.0001
Sign	M 61	Pr >=  M  <.0001
Signed Rank	S 3751.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	160
99%	110
95%	100
90%	100
75% Q3	100
50% Median	100
25% Q1	100
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	52787	1448	100	55187	1506
0	51071	1408	101	54835	1497
0	50110	1389	105	53735	1343
0	54991	1355	110	50216	1306
0	54220	1351	160	50619	1401

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	31	15.05	44.93
S	38	18.45	55.07
<b>Total</b>	<b>69</b>	<b>33.50</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q10fp (Percent of workers in 2012 in occupational category: Total)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0	15	10.9	10.9	11	1	0.7	14.6	29	1	0.7	17.5	105	1	0.7	98.5
5	1	0.7	11.7	17	1	0.7	15.3	48	1	0.7	18.2	110	1	0.7	99.3
6	2	1.5	13.1	21	1	0.7	16.1	100	108	78.8	97.1	160	1	0.7	100.0
8	1	0.7	13.9	26	1	0.7	16.8	101	1	0.7	97.8				

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 260  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q10an (Number of workers in 2012 in occupational category: Management and professional)

Moments

N	87	Sum Weights	87
Mean	4.91954023	Sum Observations	428
Std Deviation	6.28992992	Variance	39.5632184
Skewness	3.47352535	Kurtosis	14.8564251
Uncorrected SS	5508	Corrected SS	3402.43678
Coeff Variation	127.856052	Std Error Mean	0.67435127

Basic Statistical Measures

Location		Variability	
Mean	4.919540	Std Deviation	6.28993
Median	3.000000	Variance	39.56322
Mode	2.000000	Range	39.00000
		Interquartile Range	3.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 7.295219	Pr >  t  <.0001
Sign	M 41.5	Pr >=  M  <.0001
Signed Rank	S 1743	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	39
99%	39
95%	15
90%	11
75% Q3	5
50% Median	3
25% Q1	2
10%	1
5%	1
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	54008	1477	15	52169	1431
0	69999	1357	16	52787	1448
0	52643	1333	18	50619	1401
0	50023	1303	35	54039	1349
1	52222	1432	39	50152	1304

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	3	1.46	2.52
S	116	56.31	97.48
<b>Total</b>	<b>119</b>	<b>57.77</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q10an (Number of workers in 2012 in occupational category: Management and professional)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0	4	4.6	4.6	4	6	6.9	69.0	8	5	5.7	86.2	16	1	1.1	96.6
1	11	12.6	17.2	5	6	6.9	75.9	10	3	3.4	89.7	18	1	1.1	97.7
2	24	27.6	44.8	6	3	3.4	79.3	11	2	2.3	92.0	35	1	1.1	98.9
3	15	17.2	62.1	7	1	1.1	80.5	15	3	3.4	95.4	39	1	1.1	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 262  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q10bn (Number of workers in 2012 in occupational category: Services)

Moments

N	86	Sum Weights	86
Mean	5.56209302	Sum Observations	478.34
Std Deviation	11.6090958	Variance	134.771106
Skewness	4.54051251	Kurtosis	25.7299419
Uncorrected SS	14116.1156	Corrected SS	11455.544
Coeff Variation	208.718117	Std Error Mean	1.251841

Basic Statistical Measures

Location		Variability	
Mean	5.562093	Std Deviation	11.60910
Median	1.000000	Variance	134.77111
Mode	0.000000	Range	83.00000
		Interquartile Range	7.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 4.443131	Pr >  t	<.0001
Sign	M 26.5	Pr >=  M	<.0001
Signed Rank	S 715.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	83
99%	83
95%	20
90%	15
75% Q3	7
50% Median	1
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	54941	1500	20	52169	1431
0	54688	1492	22	54507	1353
0	54153	1480	27	54998	1502
0	54008	1477	53	51349	1313
0	53948	1475	83	53970	1381

Missing Values

-----Percent Of-----



Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	3	1.46	2.50
S	117	56.80	97.50
<b>Total</b>	<b>120</b>	<b>58.25</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q10bn (Number of workers in 2012 in occupational category: Services)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	33	38.4	38.4	5.00	4	4.7	72.1	11.00	1	1.2	84.9	20.00	2	2.3	95.3
0.34	1	1.2	39.5	6.00	2	2.3	74.4	12.00	2	2.3	87.2	22.00	1	1.2	96.5
1.00	13	15.1	54.7	7.00	1	1.2	75.6	14.00	2	2.3	89.5	27.00	1	1.2	97.7
2.00	5	5.8	60.5	8.00	5	5.8	81.4	15.00	2	2.3	91.9	53.00	1	1.2	98.8
3.00	3	3.5	64.0	9.00	1	1.2	82.6	18.00	1	1.2	93.0	83.00	1	1.2	100.0
4.00	3	3.5	67.4	10.00	1	1.2	83.7								

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 264  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q10cn (Number of workers in 2012 in occupational category: Sales and office support)

Moments

N	86	Sum Weights	86
Mean	4.3255814	Sum Observations	372
Std Deviation	5.55706622	Variance	30.880985
Skewness	3.4030838	Kurtosis	17.2547564
Uncorrected SS	4234	Corrected SS	2624.88372
Coeff Variation	128.46981	Std Error Mean	0.59923386

Basic Statistical Measures

Location		Variability	
Mean	4.325581	Std Deviation	5.55707
Median	3.000000	Variance	30.88098
Mode	1.000000	Range	39.00000
		Interquartile Range	4.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 7.21852	Pr >  t  <.0001
Sign	M 38	Pr >=  M  <.0001
Signed Rank	S 1463	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	39
99%	39
95%	13
90%	11
75% Q3	5
50% Median	3
25% Q1	1
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	54998	1502	13	52169	1431
0	50308	1394	15	54507	1353
0	54707	1387	15	51071	1408
0	54137	1383	18	50453	1307
0	53045	1374	39	50152	1304

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	3	1.46	2.50
S	117	56.80	97.50
<b>Total</b>	<b>120</b>	<b>58.25</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q10cn (Number of workers in 2012 in occupational category: Sales and office support)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0	10	11.6	11.6	5	1	1.2	75.6	9	1	1.2	84.9	13	2	2.3	95.3
1	19	22.1	33.7	6	2	2.3	77.9	10	4	4.7	89.5	15	2	2.3	97.7
2	13	15.1	48.8	7	3	3.5	81.4	11	1	1.2	90.7	18	1	1.2	98.8
3	12	14.0	62.8	8	2	2.3	83.7	12	2	2.3	93.0	39	1	1.2	100.0
4	10	11.6	74.4												

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q10dn (Number of workers in 2012 in occupational category: Natural resources, construction, and maintenance)

Moments

N	83	Sum Weights	83
Mean	1.72289157	Sum Observations	143
Std Deviation	4.66516215	Variance	21.7637379
Skewness	4.11452961	Kurtosis	17.3594612
Uncorrected SS	2031	Corrected SS	1784.62651
Coeff Variation	270.775146	Std Error Mean	0.51206807

Basic Statistical Measures

Location		Variability	
Mean	1.722892	Std Deviation	4.66516
Median	0.000000	Variance	21.76374
Mode	0.000000	Range	26.00000
		Interquartile Range	1.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 3.364575	Pr >  t  0.0012
Sign	M 17.5	Pr >=  M  <.0001
Signed Rank	S 315	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	26
99%	26
95%	10
90%	3
75% Q3	1
50% Median	0
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	54998	1502	10	53892	1345
0	54941	1500	14	54380	1485
0	54688	1492	18	52646	1370
0	54153	1480	25	54220	1351
0	54008	1477	26	55212	1508

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	3	1.46	2.44
S	120	58.25	97.56
<b>Total</b>	<b>123</b>	<b>59.71</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q10dn (Number of workers in 2012 in occupational category: Natural resources, construction, and maintenance)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0	48	57.8	57.8	3	4	4.8	91.6	14	1	1.2	96.4	25	1	1.2	98.8
1	18	21.7	79.5	4	2	2.4	94.0	18	1	1.2	97.6	26	1	1.2	100.0
2	6	7.2	86.7	10	1	1.2	95.2								



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q10en (Number of workers in 2012 in occupational category: Production, transportation, and material moving)

Moments

N	87	Sum Weights	87
Mean	16.8696552	Sum Observations	1467.66
Std Deviation	40.7839625	Variance	1663.3316
Skewness	5.21966231	Kurtosis	33.2769921
Uncorrected SS	167805.436	Corrected SS	143046.517
Coeff Variation	241.759313	Std Error Mean	4.37249974

Basic Statistical Measures

Location		Variability	
Mean	16.86966	Std Deviation	40.78396
Median	3.00000	Variance	1663
Mode	0.00000	Range	312.00000
		Interquartile Range	15.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 3.858126	Pr >  t  0.0002
Sign	M 31	Pr >=  M  <.0001
Signed Rank	S 976.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	312
99%	312
95%	60
90%	49
75% Q3	15
50% Median	3
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	54998	1502	60	52787	1448
0	54688	1492	100	54220	1351
0	54380	1485	115	50619	1401
0	54153	1480	152	55212	1508
0	53932	1473	312	50152	1304

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	3	1.46	2.52
S	116	56.31	97.48
<b>Total</b>	<b>119</b>	<b>57.77</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q10en (Number of workers in 2012 in occupational category: Production, transportation, and material moving)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	25	28.7	28.7	8.00	2	2.3	65.5	23.00	1	1.1	81.6	51.00	1	1.1	92.0
0.66	1	1.1	29.9	9.00	1	1.1	66.7	24.00	1	1.1	82.8	52.00	1	1.1	93.1
1.00	7	8.0	37.9	10.00	2	2.3	69.0	25.00	1	1.1	83.9	55.00	1	1.1	94.3
2.00	7	8.0	46.0	11.00	1	1.1	70.1	26.00	1	1.1	85.1	60.00	1	1.1	95.4
3.00	5	5.7	51.7	14.00	1	1.1	71.3	28.00	2	2.3	87.4	100.00	1	1.1	96.6
4.00	3	3.4	55.2	15.00	4	4.6	75.9	30.00	1	1.1	88.5	115.00	1	1.1	97.7
5.00	3	3.4	58.6	18.00	1	1.1	77.0	35.00	1	1.1	89.7	152.00	1	1.1	98.9
6.00	1	1.1	59.8	21.00	2	2.3	79.3	49.00	1	1.1	90.8	312.00	1	1.1	100.0
7.00	3	3.4	63.2	22.00	1	1.1	80.5								

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q10fn (Number of workers in 2012 in occupational category: Total)

Moments

N	59	Sum Weights	59
Mean	37.5762712	Sum Observations	2217
Std Deviation	60.156177	Variance	3618.76563
Skewness	4.12195997	Kurtosis	20.8633674
Uncorrected SS	293195	Corrected SS	209888.407
Coeff Variation	160.090864	Std Error Mean	7.83166718

Basic Statistical Measures

Location		Variability	
Mean	37.57627	Std Deviation	60.15618
Median	17.00000	Variance	3619
Mode	5.00000	Range	385.00000
		Interquartile Range	40.00000

Note: The mode displayed is the smallest of 2 modes with a count of 5.

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 4.797991	Pr >  t	<.0001
Sign	M 29.5	Pr >=  M	<.0001
Signed Rank	S 885	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	390
99%	390
95%	152
90%	75
75% Q3	48
50% Median	17
25% Q1	8
10%	6
5%	5
1%	5
0% Min	5

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
5	52222	1432	83	52787	1448
5	50110	1389	144	54220	1351
5	52564	1331	152	50619	1401
5	51442	1316	200	55212	1508
5	50023	1303	390	50152	1304

Missing Values

Appendix A. Frequency Listings for by Group

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Missing Value	Count	-----Percent Of-----	
		All Obs	Missing Obs
.	31	15.05	21.09
S	116	56.31	78.91
Total	147	71.36	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q10fn (Number of workers in 2012 in occupational category: Total)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
5	5	8.5	8.5	14	3	5.1	47.5	30	1	1.7	69.5	65	1	1.7	86.4
6	5	8.5	16.9	16	1	1.7	49.2	32	1	1.7	71.2	69	1	1.7	88.1
7	2	3.4	20.3	17	1	1.7	50.8	40	1	1.7	72.9	75	2	3.4	91.5
8	3	5.1	25.4	19	1	1.7	52.5	44	1	1.7	74.6	83	1	1.7	93.2
9	2	3.4	28.8	20	3	5.1	57.6	48	2	3.4	78.0	144	1	1.7	94.9
10	3	5.1	33.9	21	1	1.7	59.3	50	2	3.4	81.4	152	1	1.7	96.6
11	3	5.1	39.0	25	1	1.7	61.0	53	1	1.7	83.1	200	1	1.7	98.3
12	1	1.7	40.7	27	4	6.8	67.8	62	1	1.7	84.7	390	1	1.7	100.0
13	1	1.7	42.4												

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q10a by Group

Q10a(Minimum educational needed in 2012 for occupational category: Management and professional)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	8 . . .	8 . . .	5 . . .	15 . . .	7 . . .	. . . .
Refused	0 . . .	1 . . .	0 . . .	0 . . .	0 . . .	. . . .
Skipped	14 . . .	18 . . .	22 . . .	16 . . .	17 . . .	. . . .
Less than high s chool or no spec ific education	13 0.94 24.53 4.39	14 1.02 26.42 4.96	10 0.73 18.87 3.15	7 0.51 13.21 2.33	9 0.65 16.98 4.95	53 3.85
At least HS dipl oma or GED	77 5.59 20.32 26.01	76 5.52 20.05 26.95	80 5.81 21.11 25.24	96 6.97 25.33 32.00	50 3.63 13.19 27.47	379 27.52
At least Assoc d egree value voca tional certifica tion	48 3.49 16.84 16.22	63 4.58 22.11 22.34	69 5.01 24.21 21.77	60 4.36 21.05 20.00	45 3.27 15.79 24.73	285 20.70
At least four-ye ar college degre e	133 9.66 23.54 44.93	111 8.06 19.65 39.36	137 9.95 24.25 43.22	119 8.64 21.06 39.67	65 4.72 11.50 35.71	565 41.03
More than four-y ear college degr ee	24 1.74 26.67 8.11	17 1.23 18.89 6.03	20 1.45 22.22 6.31	17 1.23 18.89 5.67	12 0.87 13.33 6.59	90 6.54
No educational r equirement PHONE ONLY	1 0.07 20.00 0.34	1 0.07 20.00 0.35	1 0.07 20.00 0.32	1 0.07 20.00 0.33	1 0.07 20.00 0.55	5 0.36
Total	296 21.50	282 20.48	317 23.02	300 21.79	182 13.22	1377 100.00

Frequency Missing = 131

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q10b by Group

Q10b(Minimum educational needed in 2012 for occupational category: Services)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	2 . . .	0 . . .	2 . . .	2 . . .	0 . . .	. . . .
Missing	56 . . .	47 . . .	67 . . .	77 . . .	35 . . .	. . . .
Refused	1 . . .	2 . . .	1 . . .	2 . . .	0 . . .	. . . .
Skipped	14 . . .	18 . . .	22 . . .	16 . . .	17 . . .	. . . .
Less than high s chool or no spec ific education	33 2.93 20.50 13.47	36 3.19 22.36 14.88	39 3.46 24.22 15.48	33 2.93 20.50 14.10	20 1.77 12.42 12.99	161 14.29
At least HS dipl oma or GED	151 13.40 22.24 61.63	147 13.04 21.65 60.74	131 11.62 19.29 51.98	152 13.49 22.39 64.96	98 8.70 14.43 63.64	679 60.25
At least Assoc d egree value voca tional certifica tion	42 3.73 19.91 17.14	43 3.82 20.38 17.77	66 5.86 31.28 26.19	33 2.93 15.64 14.10	27 2.40 12.80 17.53	211 18.72
At least four-ye ar college degre e	16 1.42 24.62 6.53	15 1.33 23.08 6.20	13 1.15 20.00 5.16	15 1.33 23.08 6.41	6 0.53 9.23 3.90	65 5.77
More than four-y ear college degr ee	2 0.18 40.00 0.82	0 0.00 0.00 0.00	2 0.18 40.00 0.79	0 0.00 0.00 0.00	1 0.09 20.00 0.65	5 0.44
No educational r equirement PHONE ONLY	1 0.09 16.67 0.41	1 0.09 16.67 0.41	1 0.09 16.67 0.40	1 0.09 16.67 0.43	2 0.18 33.33 1.30	6 0.53
Total	245 21.74	242 21.47	252 22.36	234 20.76	154 13.66	1127 100.00



Frequency Missing = 381

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q10c by Group

Q10c(Minimum educational needed in 2012 for occupational category: Sales and office support)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	24 . . .	20 . . .	21 . . .	35 . . .	11 . . .	. . . .
Refused	0 . . .	1 . . .	0 . . .	0 . . .	0 . . .	. . . .
Skipped	14 . . .	18 . . .	22 . . .	16 . . .	17 . . .	. . . .
Less than high school or no specific education	18 1.38 23.08 6.43	18 1.38 23.08 6.67	17 1.30 21.79 5.65	13 0.99 16.67 4.64	12 0.92 15.38 6.74	78 5.96
At least HS diploma or GED	177 13.52 22.66 63.21	159 12.15 20.36 58.89	156 11.92 19.97 51.83	178 13.60 22.79 63.57	111 8.48 14.21 62.36	781 59.66
At least Associate degree value vocational certification	54 4.13 17.82 19.29	58 4.43 19.14 21.48	91 6.95 30.03 30.23	57 4.35 18.81 20.36	43 3.28 14.19 24.16	303 23.15
At least four-year college degree	29 2.22 21.17 10.36	33 2.52 24.09 12.22	36 2.75 26.28 11.96	29 2.22 21.17 10.36	10 0.76 7.30 5.62	137 10.47
More than four-year college degree	1 0.08 25.00 0.36	0 0.00 0.00 0.00	0 0.00 0.00 0.00	2 0.15 50.00 0.71	1 0.08 25.00 0.56	4 0.31
No educational requirement PHONE ONLY	1 0.08 16.67 0.36	2 0.15 33.33 0.74	1 0.08 16.67 0.33	1 0.08 16.67 0.36	1 0.08 16.67 0.56	6 0.46
Total	280 21.39	270 20.63	301 22.99	280 21.39	178 13.60	1309 100.00

Frequency Missing = 199

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q10d by Group

Q10d(Minimum educational needed in 2012 for occupational category: Natural resources, construction, and maintenance)

Frequency Percent Row Pct Col Pct	Group					Total
	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	
Don't know	1 . . .	6 . . .	0 . . .	3 . . .	1 . . .	. . . .
Missing	87 . . .	66 . . .	91 . . .	101 . . .	45 . . .	. . . .
Refused	0 . . .	2 . . .	0 . . .	0 . . .	2 . . .	. . . .
Skipped	14 . . .	18 . . .	22 . . .	16 . . .	17 . . .	. . . .
Less than high school or no specific education	35 3.44 19.34 16.20	47 4.63 25.97 21.66	37 3.64 20.44 16.02	36 3.54 19.89 17.06	26 2.56 14.36 18.44	181 17.81
At least HS diploma or GED	139 13.68 21.25 64.35	131 12.89 20.03 60.37	154 15.16 23.55 66.67	139 13.68 21.25 65.88	91 8.96 13.91 64.54	654 64.37
At least Assoc degree value vocational certification	32 3.15 22.22 14.81	30 2.95 20.83 13.82	34 3.35 23.61 14.72	27 2.66 18.75 12.80	21 2.07 14.58 14.89	144 14.17
At least four-year college degree	8 0.79 33.33 3.70	6 0.59 25.00 2.76	5 0.49 20.83 2.16	5 0.49 20.83 2.37	0 0.00 0.00 0.00	24 2.36
More than four-year college degree	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	2 0.20 66.67 0.95	1 0.10 33.33 0.71	3 0.30
No educational requirement PHONE ONLY	2 0.20 20.00 0.93	3 0.30 30.00 1.38	1 0.10 10.00 0.43	2 0.20 20.00 0.95	2 0.20 20.00 1.42	10 0.98
Total	216	217	231	211	141	1016

**Appendix A. Frequency Listings for by Group**

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21.26    21.36    22.74    20.77    13.88    100.00

Frequency Missing = 492

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q10e by Group

Q10e(Minimum educational needed in 2012 for occupational category: Production, transportation, and material moving)

Frequency Percent Row Pct Col Pct	Group					Total
	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	
Don't know	0	3	1	2	2	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	52	39	52	62	21	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Refused	0	2	0	1	1	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	14	18	22	16	17	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Less than high school or no specific education	60	70	66	64	44	304
	5.07	5.92	5.58	5.41	3.72	25.70
	19.74	23.03	21.71	21.05	14.47	
	23.81	28.34	24.54	25.60	26.67	
At least HS diploma or GED	175	166	180	166	116	803
	14.79	14.03	15.22	14.03	9.81	67.88
	21.79	20.67	22.42	20.67	14.45	
	69.44	67.21	66.91	66.40	70.30	
At least Assoc degree value vocational certification	13	8	20	11	2	54
	1.10	0.68	1.69	0.93	0.17	4.56
	24.07	14.81	37.04	20.37	3.70	
	5.16	3.24	7.43	4.40	1.21	
At least four-year college degree	3	3	2	7	1	16
	0.25	0.25	0.17	0.59	0.08	1.35
	18.75	18.75	12.50	43.75	6.25	
	1.19	1.21	0.74	2.80	0.61	
No educational requirement PHONE ONLY	1	0	1	2	2	6
	0.08	0.00	0.08	0.17	0.17	0.51
	16.67	0.00	16.67	33.33	33.33	
	0.40	0.00	0.37	0.80	1.21	
Total	252	247	269	250	165	1183
	21.30	20.88	22.74	21.13	13.95	100.00

Frequency Missing = 325

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207    ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group

The FREQ Procedure

Table of Q11 by Group

Q11(Is any part of the workforce unionized or covered by a collective bargaining agreement?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	0 . . .	3 . . .	2 . . .	2 . . .	1 . . .	. . . .
Skipped	14 . . .	19 . . .	23 . . .	16 . . .	17 . . .	. . . .
Yes	24 1.70 17.91 7.89	29 2.06 21.64 10.10	34 2.41 25.37 10.66	30 2.13 22.39 9.58	17 1.20 12.69 9.04	134 9.50
No	280 19.84 21.93 92.11	258 18.28 20.20 89.90	285 20.20 22.32 89.34	283 20.06 22.16 90.42	171 12.12 13.39 90.96	1277 90.50
Total	304 21.55	287 20.34	319 22.61	313 22.18	188 13.32	1411 100.00

Frequency Missing = 97

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q12 by Group

Q12(In the past 3 years, how difficult has it been to find qualified applicants for your workforce, not including managers and professionals?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group	Total
Don't know	0 . . .	1 . . .	0 . . .	0 . . .	1 . . .	. . . .
Missing	3 . . .	1 . . .	1 . . .	3 . . .	0 . . .	. . . .
Refused	0 . . .	0 . . .	0 . . .	1 . . .	0 . . .	. . . .
Skipped	14 . . .	19 . . .	23 . . .	16 . . .	18 . . .	. . . .
Very difficult	64 4.55 19.81 21.26	74 5.26 22.91 25.69	67 4.76 20.74 20.94	76 5.40 23.53 24.44	42 2.99 13.00 22.46	323 22.96
Somewhat difficult	147 10.45 22.69 48.84	127 9.03 19.60 44.10	144 10.23 22.22 45.00	143 10.16 22.07 45.98	87 6.18 13.43 46.52	648 46.06
Not difficult	90 6.40 20.64 29.90	87 6.18 19.95 30.21	109 7.75 25.00 34.06	92 6.54 21.10 29.58	58 4.12 13.30 31.02	436 30.99
Total	301 21.39	288 20.47	320 22.74	311 22.10	187 13.29	1407 100.00

Frequency Missing = 101

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q12A by Group

Q12A(Difficulty for finding qualified applicants for your workforce: Quality of the labor pool)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	0	1	0	0	1	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	11	29	13	20	11	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	102	85	127	105	69	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	177	170	186	188	118	839
	18.95	18.20	19.91	20.13	12.63	89.83
	21.10	20.26	22.17	22.41	14.06	
	86.34	87.63	91.18	91.26	94.40	
No	28	24	18	18	7	95
	3.00	2.57	1.93	1.93	0.75	10.17
	29.47	25.26	18.95	18.95	7.37	
	13.66	12.37	8.82	8.74	5.60	
Total	205	194	204	206	125	934
	21.95	20.77	21.84	22.06	13.38	100.00

Frequency Missing = 574



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q12B by Group

Q12B(Difficulty for finding qualified applicants for your workforce: Increases in required skills and knowledge)

Frequency Percent Row Pct Col Pct	Group					Total
	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	
Don't know	1 . . .	2 . . .	0 . . .	0 . . .	1 . . .	. . . .
Missing	14 . . .	31 . . .	25 . . .	24 . . .	15 . . .	. . . .
Skipped	102 . . .	85 . . .	127 . . .	105 . . .	69 . . .	. . . .
Yes	102 11.25 23.23 50.75	92 10.14 20.96 48.17	100 11.03 22.78 52.08	97 10.69 22.10 48.02	48 5.29 10.93 39.67	439 48.40
No	99 10.92 21.15 49.25	99 10.92 21.15 51.83	92 10.14 19.66 47.92	105 11.58 22.44 51.98	73 8.05 15.60 60.33	468 51.60
Total	201 22.16	191 21.06	192 21.17	202 22.27	121 13.34	907 100.00

Frequency Missing = 601

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q12C by Group

Q12C(Difficulty for finding qualified applicants for your workforce: Insufficient number of workers available locally)

Frequency Percent Row Pct Col Pct	Group					Total
	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	
Don't know	0	0	0	0	1	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	13	27	19	20	13	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	102	85	127	105	69	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	130	111	124	118	75	558
	14.02	11.97	13.38	12.73	8.09	60.19
	23.30	19.89	22.22	21.15	13.44	
	64.04	56.35	62.63	57.28	60.98	
No	73	86	74	88	48	369
	7.87	9.28	7.98	9.49	5.18	39.81
	19.78	23.31	20.05	23.85	13.01	
	35.96	43.65	37.37	42.72	39.02	
Total	203	197	198	206	123	927
	21.90	21.25	21.36	22.22	13.27	100.00

Frequency Missing = 581

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q12D by Group

Q12D(Difficulty for finding qualified applicants for your workforce: Limited interest among job seekers for openings at this business)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Don't know	0 . . .	0 . . .	0 . . .	1 . . .	0 . . .	. . . .
Missing	14 . . .	32 . . .	20 . . .	25 . . .	14 . . .	. . . .
Skipped	102 . . .	85 . . .	127 . . .	105 . . .	69 . . .	. . . .
Yes	116 12.69 22.31 57.43	109 11.93 20.96 56.77	120 13.13 23.08 60.91	109 11.93 20.96 54.50	66 7.22 12.69 53.66	520 56.89
No	86 9.41 21.83 42.57	83 9.08 21.07 43.23	77 8.42 19.54 39.09	91 9.96 23.10 45.50	57 6.24 14.47 46.34	394 43.11
Total	202 22.10	192 21.01	197 21.55	200 21.88	123 13.46	914 100.00

Frequency Missing = 594

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q13 by Group

Q13(Does this business have written position descriptions?)						Group
Frequency	Group 01	Group 02	Group 03	Group 04	Group 05	Total
Percent	-- Mail	-- Tele	-- Web	-- All	-- Cont	
Row Pct	First	phone Fi	First	Options	rol Grou	
Col Pct	First	rst	First	Options	p	
Don't know	0	0	1	0	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	2	2	3	8	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	14	20	23	16	18	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	214	220	235	206	117	992
	15.27	15.70	16.77	14.70	8.35	70.81
	21.57	22.18	23.69	20.77	11.79	
	70.86	76.66	74.13	67.10	62.23	
No	88	67	82	101	71	409
	6.28	4.78	5.85	7.21	5.07	29.19
	21.52	16.38	20.05	24.69	17.36	
	29.14	23.34	25.87	32.90	37.77	
Total	302	287	317	307	188	1401
	21.56	20.49	22.63	21.91	13.42	100.00

Frequency Missing = 107

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q13A by Group

Q13A(Are training requirements documented in those position descriptions?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	0 . . .	1 . . .	0 . . .	0 . . .	0 . . .	. . . .
Missing	9 . . .	12 . . .	4 . . .	7 . . .	12 . . .	. . . .
Refused	0 . . .	0 . . .	1 . . .	0 . . .	0 . . .	. . . .
Skipped	101 . . .	81 . . .	107 . . .	122 . . .	79 . . .	. . . .
Yes	161 16.56 21.47 77.40	159 16.36 21.20 73.95	172 17.70 22.93 74.14	166 17.08 22.13 82.18	92 9.47 12.27 80.00	750 77.16
No	47 4.84 21.17 22.60	56 5.76 25.23 26.05	60 6.17 27.03 25.86	36 3.70 16.22 17.82	23 2.37 10.36 20.00	222 22.84
Total	208 21.40	215 22.12	232 23.87	202 20.78	115 11.83	972 100.00

Frequency Missing = 536

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q13B by Group

Q13B(Does this business track whether workers complete or if they have already completed these training requirements?)

Frequency Percent Row Pct Col Pct	Group					Total
	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	
Missing	11 . . .	24 . . .	10 . . .	11 . . .	15 . . .	. . . .
Refused	0 . . .	0 . . .	0 . . .	0 . . .	1 . . .	. . . .
Skipped	152 . . .	130 . . .	167 . . .	160 . . .	101 . . .	. . . .
Yes	145 19.97 21.48 93.55	146 20.11 21.63 94.19	151 20.80 22.37 90.42	151 20.80 22.37 94.38	82 11.29 12.15 92.13	675 92.98
No	10 1.38 19.61 6.45	9 1.24 17.65 5.81	16 2.20 31.37 9.58	9 1.24 17.65 5.63	7 0.96 13.73 7.87	51 7.02
Total	155 21.35	155 21.35	167 23.00	160 22.04	89 12.26	726 100.00

Frequency Missing = 782

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q14A by Group

Q14A(Does this business currently use personal computers or laptops, not including smartphones?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	2 . . .	3 . . .	2 . . .	6 . . .	0 . . .	. . . .
Skipped	14 . . .	20 . . .	23 . . .	16 . . .	18 . . .	. . . .
Yes	286 20.37 21.38 94.70	273 19.44 20.40 95.45	305 21.72 22.80 95.61	297 21.15 22.20 96.12	177 12.61 13.23 94.15	1338 95.30
No	16 1.14 24.24 5.30	13 0.93 19.70 4.55	14 1.00 21.21 4.39	12 0.85 18.18 3.88	11 0.78 16.67 5.85	66 4.70
Total	302 21.51	286 20.37	319 22.72	309 22.01	188 13.39	1404 100.00

Frequency Missing = 104

Table of Q14B by Group

Q14B(Technologies used at this business: Broadband or high speed internet)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	2 . . .	5 . . .	3 . . .	4 . . .	2 . . .	. . . .
Skipped	31 . . .	35 . . .	40 . . .	33 . . .	27 . . .	. . . .
Yes	279 21.04 21.41	263 19.83 20.18	297 22.40 22.79	289 21.79 22.18	175 13.20 13.43	1303 98.27

Appendix A. Frequency Listings for by Group

	97.89	97.77	98.67	98.30	98.87	
No	6	6	4	5	2	23
	0.45	0.45	0.30	0.38	0.15	1.73
	26.09	26.09	17.39	21.74	8.70	
	2.11	2.23	1.33	1.70	1.13	
Total	285	269	301	294	177	1326
	21.49	20.29	22.70	22.17	13.35	100.00

Frequency Missing = 182



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q14C by Group

Q14C(Technologies used at this business: Sale of products or services over the Internet (e-commerce))  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	6 . . .	6 . . .	7 . . .	7 . . .	3 . . .	. . . .
Skipped	31 . . .	35 . . .	40 . . .	33 . . .	27 . . .	. . . .
Yes	148 11.27 22.29 52.67	120 9.14 18.07 44.78	151 11.50 22.74 50.84	163 12.41 24.55 56.01	82 6.25 12.35 46.59	664 50.57
No	133 10.13 20.49 47.33	148 11.27 22.80 55.22	146 11.12 22.50 49.16	128 9.75 19.72 43.99	94 7.16 14.48 53.41	649 49.43
Total	281 21.40	268 20.41	297 22.62	291 22.16	176 13.40	1313 100.00

Frequency Missing = 195

Table of Q14D by Group

Q14D(Technologies used at this business: Supplies purchased over the Internet (e-procurement))  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	3 . . .	6 . . .	6 . . .	5 . . .	4 . . .	. . . .
Skipped	31 . . .	35 . . .	40 . . .	33 . . .	27 . . .	. . . .
Yes	243 18.44 22.38	218 16.54 20.07	244 18.51 22.47	232 17.60 21.36	149 11.31 13.72	1086 82.40

Appendix A. Frequency Listings for by Group

	85.56	81.34	81.88	79.18	85.14	
No	41	50	54	61	26	232
	3.11	3.79	4.10	4.63	1.97	17.60
	17.67	21.55	23.28	26.29	11.21	
	14.44	18.66	18.12	20.82	14.86	
Total	284	268	298	293	175	1318
	21.55	20.33	22.61	22.23	13.28	100.00

Frequency Missing = 190

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q14E by Group

Q14E(Technologies used at this business: Web advertising)						Group
Frequency	Group 01	Group 02	Group 03	Group 04	Group 05	Total
Percent	-- Mail	-- Tele	-- Web	-- All	-- Cont	
Row Pct	First	phone Fi	First	Options	rol Grou	
Col Pct	rst	rst			p	
Don't know	1	1	0	0	1	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	4	6	7	4	3	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	31	35	40	33	27	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	191	174	200	197	113	875
	14.52	13.23	15.21	14.98	8.59	66.54
	21.83	19.89	22.86	22.51	12.91	
	67.73	65.17	67.34	67.01	64.57	
No	91	93	97	97	62	440
	6.92	7.07	7.38	7.38	4.71	33.46
	20.68	21.14	22.05	22.05	14.09	
	32.27	34.83	32.66	32.99	35.43	
Total	282	267	297	294	175	1315
	21.44	20.30	22.59	22.36	13.31	100.00

Frequency Missing = 193

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q14F by Group

Q14F(Technologies used at this business: Direct e-mail marketing)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	0	1	0	0	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	5	5	7	6	2	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	31	35	40	33	27	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	110	98	114	110	69	501
	8.36	7.45	8.66	8.36	5.24	38.07
	21.96	19.56	22.75	21.96	13.77	
	39.01	36.57	38.38	37.67	38.98	
No	172	170	183	182	108	815
	13.07	12.92	13.91	13.83	8.21	61.93
	21.10	20.86	22.45	22.33	13.25	
	60.99	63.43	61.62	62.33	61.02	
Total	282	268	297	292	177	1316
	21.43	20.36	22.57	22.19	13.45	100.00

Frequency Missing = 192

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q14G by Group

Q14G(Technologies used at this business: Social media (e.g., LinkedIn or Facebook))  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	2 . . .	6 . . .	7 . . .	6 . . .	3 . . .	. . . .
Skipped	31 . . .	35 . . .	40 . . .	33 . . .	27 . . .	. . . .
Yes	149 11.31 23.92 52.28	108 8.19 17.34 40.30	144 10.93 23.11 48.48	140 10.62 22.47 47.95	82 6.22 13.16 46.59	623 47.27
No	136 10.32 19.57 47.72	160 12.14 23.02 59.70	153 11.61 22.01 51.52	152 11.53 21.87 52.05	94 7.13 13.53 53.41	695 52.73
Total	285 21.62	268 20.33	297 22.53	292 22.15	176 13.35	1318 100.00

Frequency Missing = 190

Table of Q14H by Group

Q14H(Technologies used at this business: Business issued smartphones to workers)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	3 . . .	7 . . .	6 . . .	6 . . .	3 . . .	. . . .
Skipped	31 . . .	35 . . .	40 . . .	33 . . .	27 . . .	. . . .
Yes	166 12.60 23.28	146 11.09 20.48	160 12.15 22.44	155 11.77 21.74	86 6.53 12.06	713 54.14

Appendix A. Frequency Listings for by Group

	58.45	54.68	53.69	53.08	48.86	
No	118	121	138	137	90	604
	8.96	9.19	10.48	10.40	6.83	45.86
	19.54	20.03	22.85	22.68	14.90	
	41.55	45.32	46.31	46.92	51.14	
Total	284	267	298	292	176	1317
	21.56	20.27	22.63	22.17	13.36	100.00

Frequency Missing = 191

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q14I by Group

Q14I(Technologies used at this business: RFID readers, barcode, or optical scanners (e.g., Radio Frequency Identification))  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Don't know	0 . . .	1 . . .	0 . . .	0 . . .	0 . . .	. . . .
Missing	7 . . .	9 . . .	8 . . .	7 . . .	5 . . .	. . . .
Skipped	31 . . .	35 . . .	40 . . .	33 . . .	27 . . .	. . . .
Yes	105 8.05 23.60 37.50	95 7.28 21.35 35.98	94 7.20 21.12 31.76	104 7.97 23.37 35.74	47 3.60 10.56 27.01	445 34.10
No	175 13.41 20.35 62.50	169 12.95 19.65 64.02	202 15.48 23.49 68.24	187 14.33 21.74 64.26	127 9.73 14.77 72.99	860 65.90
Total	280 21.46	264 20.23	296 22.68	291 22.30	174 13.33	1305 100.00

Frequency Missing = 203

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q14J by Group

Q14J(Technologies used at this business: Computer software specifically designed for your business or industry)

Frequency Percent Row Pct Col Pct	Group					Total
	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group	
Missing	5 . . .	8 . . .	7 . . .	6 . . .	3 . . .	. . . .
Skipped	31 . . .	35 . . .	40 . . .	33 . . .	27 . . .	. . . .
Yes	217 16.53 21.05 76.95	212 16.15 20.56 79.70	230 17.52 22.31 77.44	241 18.35 23.38 82.53	131 9.98 12.71 74.43	1031 78.52
No	65 4.95 23.05 23.05	54 4.11 19.15 20.30	67 5.10 23.76 22.56	51 3.88 18.09 17.47	45 3.43 15.96 25.57	282 21.48
Total	282 21.48	266 20.26	297 22.62	292 22.24	176 13.40	1313 100.00

Frequency Missing = 195



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q14K by Group

Q14K(Technologies used at this business: An integrated enterprise resource planning system (e.g., SAP or Microsoft Dynamics, or Oracle Applications))  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Don't know	0	1	0	1	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	3	7	8	9	3	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	31	35	40	33	27	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	121	116	129	136	79	581
	9.24	8.85	9.85	10.38	6.03	44.35
	20.83	19.97	22.20	23.41	13.60	
	42.61	43.61	43.58	47.22	44.89	
No	163	150	167	152	97	729
	12.44	11.45	12.75	11.60	7.40	55.65
	22.36	20.58	22.91	20.85	13.31	
	57.39	56.39	56.42	52.78	55.11	
Total	284	266	296	288	176	1310
	21.68	20.31	22.60	21.98	13.44	100.00

Frequency Missing = 198

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

The FREQ Procedure

Table of Q14L by Group

Q14L(Technologies used at this business: Stand-alone supply chain or logistics management software)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	0	1	0	0	1	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	4	9	8	7	4	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	31	35	40	33	27	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	79	68	72	74	38	331
	6.04	5.20	5.50	5.66	2.91	25.31
	23.87	20.54	21.75	22.36	11.48	
	27.92	25.76	24.32	25.43	21.84	
No	204	196	224	217	136	977
	15.60	14.98	17.13	16.59	10.40	74.69
	20.88	20.06	22.93	22.21	13.92	
	72.08	74.24	75.68	74.57	78.16	
Total	283	264	296	291	174	1308
	21.64	20.18	22.63	22.25	13.30	100.00

Frequency Missing = 200

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q14M by Group

Q14M(Technologies used at this business: Stand-alone customer relationship management software)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	2 . . .	2 . . .	0 . . .	0 . . .	2 . . .	. . . .
Missing	4 . . .	9 . . .	8 . . .	7 . . .	5 . . .	. . . .
Skipped	31 . . .	35 . . .	40 . . .	33 . . .	27 . . .	. . . .
Yes	66 5.07 20.63 23.49	66 5.07 20.63 25.10	77 5.91 24.06 26.01	73 5.60 22.81 25.09	38 2.92 11.88 22.09	320 24.56
No	215 16.50 21.87 76.51	197 15.12 20.04 74.90	219 16.81 22.28 73.99	218 16.73 22.18 74.91	134 10.28 13.63 77.91	983 75.44
Total	281 21.57	263 20.18	296 22.72	291 22.33	172 13.20	1303 100.00

Frequency Missing = 205

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q15ck by Group

Q15ck(What percent of the sale of products or services comes over the Internet?: Check here if you do not  
 sell any products or services over the Internet.)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Missing	12 . . .	53 . . .	11 . . .	19 . . .	31 . . .	. . . .
Skipped	31 . . .	36 . . .	40 . . .	33 . . .	27 . . .	. . . .
Yes	117 9.63 20.45 42.55	114 9.38 19.93 51.82	144 11.85 25.17 49.15	119 9.79 20.80 42.65	78 6.42 13.64 52.70	572 47.08
No	158 13.00 24.57 57.45	106 8.72 16.49 48.18	149 12.26 23.17 50.85	160 13.17 24.88 57.35	70 5.76 10.89 47.30	643 52.92
Total	275 22.63	220 18.11	293 24.12	279 22.96	148 12.18	1215 100.00

Frequency Missing = 293

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 297  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q15 (What percent of the sale of products or services comes over the Internet?)

Moments

N	159	Sum Weights	159
Mean	13.5378616	Sum Observations	2152.52
Std Deviation	21.2740902	Variance	452.586913
Skewness	2.19950433	Kurtosis	4.38671176
Uncorrected SS	100649.25	Corrected SS	71508.7323
Coeff Variation	157.145129	Std Error Mean	1.6871451

Basic Statistical Measures

Location		Variability	
Mean	13.53786	Std Deviation	21.27409
Median	5.00000	Variance	452.58691
Mode	0.00000	Range	99.00000
		Interquartile Range	14.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 8.024124	Pr >  t	<.0001
Sign	M 61.5	Pr >=  M	<.0001
Signed Rank	S 3813	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	99
99%	95
95%	70
90%	50
75% Q3	15
50% Median	5
25% Q1	1
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	15094	315	75	14148	144
0	14783	309	80	10719	183
0	14620	303	90	14350	149
0	14478	299	95	12318	186
0	13243	263	99	14561	301

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	8	2.52	5.03
S	149	46.86	93.71
T	2	0.63	1.26
<b>Total</b>	<b>159</b>	<b>50.00</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

298

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q15 (What percent of the sale of products or services comes over the Internet?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	36	22.6	22.6	5.00	24	15.1	60.4	40.00	5	3.1	89.3	70.00	2	1.3	96.2
0.01	2	1.3	23.9	10.00	19	11.9	72.3	45.00	1	0.6	89.9	75.00	2	1.3	97.5
1.00	15	9.4	33.3	15.00	6	3.8	76.1	50.00	4	2.5	92.5	80.00	1	0.6	98.1
1.50	1	0.6	34.0	20.00	11	6.9	83.0	55.00	1	0.6	93.1	90.00	1	0.6	98.7
2.00	9	5.7	39.6	25.00	4	2.5	85.5	60.00	2	1.3	94.3	95.00	1	0.6	99.4
3.00	7	4.4	44.0	30.00	1	0.6	86.2	65.00	1	0.6	95.0	99.00	1	0.6	100.0
4.00	2	1.3	45.3												

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q16 (What percent of your workforce, not including managers and professionals, uses computers on a daily basis?)

Moments

N	284	Sum Weights	284
Mean	51.4547183	Sum Observations	14613.14
Std Deviation	38.4349304	Variance	1477.24388
Skewness	0.07741616	Kurtosis	-1.620526
Uncorrected SS	1169975.02	Corrected SS	418060.017
Coeff Variation	74.6966103	Std Error Mean	2.28069352

Basic Statistical Measures

Location		Variability	
Mean	51.4547	Std Deviation	38.43493
Median	50.0000	Variance	1477
Mode	100.0000	Range	100.00000
		Interquartile Range	85.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 22.561	Pr >  t  <.0001
Sign	M 130	Pr >=  M  <.0001
Signed Rank	S 16965	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	100
90%	100
75% Q3	100
50% Median	50
25% Q1	15
10%	2
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	14783	309	100	14658	306
0	13960	287	100	14695	307
0	10372	199	100	14741	308
0	12839	189	100	14976	312
0	14917	167	100	15035	314

Missing Values

-----Percent Of-----



Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	1	0.31	2.94
S	33	10.38	97.06
<b>Total</b>	<b>34</b>	<b>10.69</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

300

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q16 (What percent of your workforce, not including managers and professionals, uses computers on a daily basis?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	24	8.5	8.5	13.00	1	0.4	24.3	35.00	4	1.4	45.4	75.00	6	2.1	63.7
0.14	1	0.4	8.8	14.00	1	0.4	24.6	40.00	3	1.1	46.5	78.00	1	0.4	64.1
1.00	3	1.1	9.9	15.00	10	3.5	28.2	42.00	1	0.4	46.8	80.00	9	3.2	67.3
2.00	3	1.1	10.9	17.00	1	0.4	28.5	45.00	1	0.4	47.2	85.00	5	1.8	69.0
3.00	1	0.4	11.3	20.00	18	6.3	34.9	50.00	23	8.1	55.3	90.00	11	3.9	72.9
5.00	8	2.8	14.1	22.00	1	0.4	35.2	60.00	9	3.2	58.5	95.00	1	0.4	73.2
6.00	2	0.7	14.8	25.00	10	3.5	38.7	65.00	2	0.7	59.2	98.00	2	0.7	73.9
9.00	2	0.7	15.5	30.00	13	4.6	43.3	68.00	1	0.4	59.5	99.00	2	0.7	74.6
10.00	23	8.1	23.6	33.00	2	0.7	44.0	70.00	6	2.1	61.6	100.00	72	25.4	100.0
12.00	1	0.4	23.9												

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

301

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q15 (What percent of the sale of products or services comes over the Internet?)

Moments

N	132	Sum Weights	132
Mean	11.5602273	Sum Observations	1525.95
Std Deviation	17.6629175	Variance	311.978654
Skewness	2.1983444	Kurtosis	4.5156589
Uncorrected SS	58509.5325	Corrected SS	40869.2037
Coeff Variation	152.7904	Std Error Mean	1.53735964

Basic Statistical Measures

Location		Variability	
Mean	11.56023	Std Deviation	17.66292
Median	5.00000	Variance	311.97865
Mode	0.00000	Range	80.00000
		Interquartile Range	10.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 7.519533	Pr >  t	<.0001
Sign	M 46.5	Pr >=  M	<.0001
Signed Rank	S 2185.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	80
99%	75
95%	50
90%	35
75% Q3	10
50% Median	5
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	25103	622	65	24006	581
0	24683	609	70	22634	374
0	24399	598	75	20447	427
0	24208	593	75	20076	475
0	23910	580	80	20410	328

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	28	9.06	15.82
S	148	47.90	83.62
T	1	0.32	0.56
<b>Total</b>	<b>177</b>	<b>57.28</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

302

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q15 (What percent of the sale of products or services comes over the Internet?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	39	29.5	29.5	5.00	14	10.6	55.3	19.00	1	0.8	79.5	50.00	4	3.0	95.5
0.05	1	0.8	30.3	6.00	1	0.8	56.1	20.00	6	4.5	84.1	60.00	1	0.8	96.2
0.20	1	0.8	31.1	8.00	1	0.8	56.8	25.00	3	2.3	86.4	65.00	1	0.8	97.0
0.70	1	0.8	31.8	10.00	27	20.5	77.3	30.00	3	2.3	88.6	70.00	1	0.8	97.7
1.00	12	9.1	40.9	11.00	1	0.8	78.0	35.00	2	1.5	90.2	75.00	2	1.5	99.2
2.00	1	0.8	41.7	15.00	1	0.8	78.8	40.00	3	2.3	92.4	80.00	1	0.8	100.0
3.00	4	3.0	44.7												

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q16 (What percent of your workforce, not including managers and professionals, uses computers on a daily basis?)

Moments

N	266	Sum Weights	266
Mean	47.9398496	Sum Observations	12752
Std Deviation	38.9297644	Variance	1515.52656
Skewness	0.24692151	Kurtosis	-1.6078804
Uncorrected SS	1012943.5	Corrected SS	401614.538
Coeff Variation	81.2054371	Std Error Mean	2.386937

Basic Statistical Measures

Location		Variability	
Mean	47.9398	Std Deviation	38.92976
Median	35.0000	Variance	1516
Mode	100.0000	Range	100.00000
		Interquartile Range	85.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 20.08425	Pr >  t	<.0001
Sign	M 121	Pr >=  M	<.0001
Signed Rank	S 14701.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	100
90%	100
75% Q3	95
50% Median	35
25% Q1	10
10%	1
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	24025	584	100	24852	614
0	23718	575	100	24950	618
0	23520	564	100	25001	620
0	22657	544	100	25103	622
0	22054	528	100	25172	627

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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Missing Value	Count	All Obs	Missing Obs
.	4	1.29	9.30
S	39	12.62	90.70
<b>Total</b>	<b>43</b>	<b>13.92</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

304

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q16 (What percent of your workforce, not including managers and professionals, uses computers on a daily basis?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.0	24	9.0	9.0	10.0	23	8.6	27.1	26.0	1	0.4	45.5	65.0	1	0.4	61.7
1.0	5	1.9	10.9	12.0	2	0.8	27.8	30.0	10	3.8	49.2	70.0	5	1.9	63.5
2.0	3	1.1	12.0	12.5	1	0.4	28.2	35.0	4	1.5	50.8	75.0	8	3.0	66.5
2.5	1	0.4	12.4	13.0	1	0.4	28.6	38.0	1	0.4	51.1	80.0	7	2.6	69.2
3.0	2	0.8	13.2	15.0	6	2.3	30.8	40.0	10	3.8	54.9	90.0	14	5.3	74.4
4.0	2	0.8	13.9	20.0	15	5.6	36.5	50.0	12	4.5	59.4	95.0	3	1.1	75.6
5.0	7	2.6	16.5	21.0	2	0.8	37.2	55.0	1	0.4	59.8	99.0	1	0.4	75.9
7.0	3	1.1	17.7	23.0	1	0.4	37.6	60.0	4	1.5	61.3	100.0	64	24.1	100.0
8.0	2	0.8	18.4	25.0	20	7.5	45.1								



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 305  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q15 (What percent of the sale of products or services comes over the Internet?)

Moments

N	156	Sum Weights	156
Mean	16.2599423	Sum Observations	2536.551
Std Deviation	23.7464537	Variance	563.894062
Skewness	2.07779895	Kurtosis	3.69747933
Uncorrected SS	128647.753	Corrected SS	87403.5796
Coeff Variation	146.042669	Std Error Mean	1.90123789

Basic Statistical Measures

Location		Variability	
Mean	16.25994	Std Deviation	23.74645
Median	5.00000	Variance	563.89406
Mode	5.00000	Range	100.00000
		Interquartile Range	13.50000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 8.552292	Pr >  t	<.0001
Sign	M 64.5	Pr >=  M	<.0001
Signed Rank	S 4192.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100.0
99%	100.0
95%	80.0
90%	50.0
75% Q3	15.0
50% Median	5.0
25% Q1	1.5
10%	0.0
5%	0.0
1%	0.0
0% Min	0.0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	34986	963	90	33567	903
0	34780	957	95	32437	850
0	33777	910	100	32117	833
0	33606	905	100	33763	909
0	33580	904	100	34839	958

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	5	1.45	2.66
S	182	52.91	96.81
T	1	0.29	0.53
<b>Total</b>	<b>188</b>	<b>54.65</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q15 (What percent of the sale of products or services comes over the Internet?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.000	27	17.3	17.3	5.000	29	18.6	51.3	30.000	1	0.6	82.7	60.000	2	1.3	93.6
0.001	1	0.6	17.9	10.000	28	17.9	69.2	33.000	1	0.6	83.3	70.000	2	1.3	94.9
0.050	1	0.6	18.6	12.500	1	0.6	69.9	40.000	4	2.6	85.9	80.000	2	1.3	96.2
0.500	2	1.3	19.9	15.000	9	5.8	75.6	45.000	1	0.6	86.5	90.000	2	1.3	97.4
1.000	8	5.1	25.0	20.000	8	5.1	80.8	50.000	8	5.1	91.7	95.000	1	0.6	98.1
2.000	8	5.1	30.1	24.000	1	0.6	81.4	55.000	1	0.6	92.3	100.000	3	1.9	100.0
3.000	4	2.6	32.7	25.000	1	0.6	82.1								

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q16 (What percent of your workforce, not including managers and professionals, uses computers on a daily basis?)

Moments

N	300	Sum Weights	300
Mean	54.5133333	Sum Observations	16354
Std Deviation	38.7620719	Variance	1502.49822
Skewness	-0.0815604	Kurtosis	-1.6105753
Uncorrected SS	1340758.02	Corrected SS	449246.967
Coeff Variation	71.1056718	Std Error Mean	2.23792926

Basic Statistical Measures

Location		Variability	
Mean	54.5133	Std Deviation	38.76207
Median	50.0000	Variance	1502
Mode	100.0000	Range	100.00000
		Interquartile Range	85.50000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 24.35883	Pr >  t	<.0001
Sign	M 137	Pr >=  M	<.0001
Signed Rank	S 18837.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100.0
99%	100.0
95%	100.0
90%	100.0
75% Q3	100.0
50% Median	50.0
25% Q1	14.5
10%	1.0
5%	0.0
1%	0.0
0% Min	0.0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	35012	965	100	34403	945
0	34851	959	100	34647	952
0	34330	942	100	34911	960
0	32603	853	100	35049	968
0	32506	851	100	35178	970

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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Missing Value	Count	All Obs	Missing Obs
.	1	0.29	2.27
S	43	12.50	97.73
<b>Total</b>	<b>44</b>	<b>12.79</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207    ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group

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----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q16 (What percent of your workforce, not including managers and professionals, uses computers on a daily basis?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.0	26	8.7	8.7	12.0	2	0.7	24.7	39.0	1	0.3	39.7	75.0	13	4.3	61.0
0.1	1	0.3	9.0	14.0	1	0.3	25.0	40.0	12	4.0	43.7	80.0	10	3.3	64.3
1.0	4	1.3	10.3	15.0	3	1.0	26.0	50.0	26	8.7	52.3	85.0	5	1.7	66.0
2.0	4	1.3	11.7	20.0	13	4.3	30.3	55.0	1	0.3	52.7	90.0	10	3.3	69.3
5.0	10	3.3	15.0	23.0	1	0.3	30.7	60.0	3	1.0	53.7	95.0	5	1.7	71.0
6.0	4	1.3	16.3	25.0	8	2.7	33.3	65.0	4	1.3	55.0	99.0	2	0.7	71.7
7.0	3	1.0	17.3	30.0	16	5.3	38.7	67.0	1	0.3	55.3	99.9	1	0.3	72.0
9.0	2	0.7	18.0	33.0	1	0.3	39.0	70.0	3	1.0	56.3	100.0	84	28.0	100.0
10.0	18	6.0	24.0	35.0	1	0.3	39.3	71.0	1	0.3	56.7				

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 309  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q15 (What percent of the sale of products or services comes over the Internet?)

Moments

N	170	Sum Weights	170
Mean	13.5094118	Sum Observations	2296.6
Std Deviation	21.0977641	Variance	445.115651
Skewness	2.42746145	Kurtosis	5.68538053
Uncorrected SS	106250.26	Corrected SS	75224.5449
Coeff Variation	156.170857	Std Error Mean	1.61812464

Basic Statistical Measures

Location		Variability	
Mean	13.50941	Std Deviation	21.09776
Median	5.00000	Variance	445.11565
Mode	0.00000	Range	100.00000
		Interquartile Range	14.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 8.348808	Pr >  t  <.0001
Sign	M 69.5	Pr >=  M  <.0001
Signed Rank	S 4865	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100.0
99%	95.0
95%	70.0
90%	37.5
75% Q3	15.0
50% Median	5.0
25% Q1	1.0
10%	0.0
5%	0.0
1%	0.0
0% Min	0.0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	45066	1299	90	41599	1020
0	45000	1298	90	43871	1276
0	44715	1293	92	40366	1189
0	43415	1269	95	41091	1209
0	42903	1254	100	44344	1283

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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Missing Value	Count	All Obs	Missing Obs
.	6	1.81	3.73
S	155	46.83	96.27
Total	161	48.64	100.00



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q15 (What percent of the sale of products or services comes over the Internet?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.0	31	18.2	18.2	5.0	26	15.3	57.6	25.0	6	3.5	85.9	60.0	1	0.6	94.1
0.1	1	0.6	18.8	8.0	1	0.6	58.2	30.0	4	2.4	88.2	70.0	4	2.4	96.5
1.0	19	11.2	30.0	10.0	24	14.1	72.4	32.0	1	0.6	88.8	80.0	1	0.6	97.1
2.0	12	7.1	37.1	12.0	1	0.6	72.9	34.0	1	0.6	89.4	90.0	2	1.2	98.2
2.5	1	0.6	37.6	15.0	4	2.4	75.3	35.0	1	0.6	90.0	92.0	1	0.6	98.8
3.0	6	3.5	41.2	17.0	1	0.6	75.9	40.0	2	1.2	91.2	95.0	1	0.6	99.4
4.0	2	1.2	42.4	20.0	11	6.5	82.4	50.0	4	2.4	93.5	100.0	1	0.6	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q16 (What percent of your workforce, not including managers and professionals, uses computers on a daily basis?)

Moments

N	292	Sum Weights	292
Mean	48.5643836	Sum Observations	14180.8
Std Deviation	38.9708821	Variance	1518.72965
Skewness	0.21535292	Kurtosis	-1.6133091
Uncorrected SS	1130632.14	Corrected SS	441950.33
Coeff Variation	80.2458083	Std Error Mean	2.28059838

Basic Statistical Measures

Location		Variability	
Mean	48.5644	Std Deviation	38.97088
Median	40.0000	Variance	1519
Mode	100.0000	Range	100.00000
		Interquartile Range	89.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 21.29458	Pr >  t  <.0001
Sign	M 135.5	Pr >=  M  <.0001
Signed Rank	S 18428	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	100
90%	100
75% Q3	99
50% Median	40
25% Q1	10
10%	2
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	43662	1274	100	44680	1290
0	43041	1260	100	44744	1294
0	41592	1224	100	44816	1295
0	41248	1214	100	45110	1301
0	40674	1199	100	45125	1302

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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Missing Value	Count	All Obs	Missing Obs
.	2	0.60	5.13
S	37	11.18	94.87
<b>Total</b>	<b>39</b>	<b>11.78</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q16 (What percent of your workforce, not including managers and professionals, uses computers on a daily basis?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.0	21	7.2	7.2	12.0	1	0.3	27.1	32.0	2	0.7	47.9	65.0	1	0.3	61.6
1.0	4	1.4	8.6	12.5	1	0.3	27.4	33.0	2	0.7	48.6	70.0	5	1.7	63.4
2.0	7	2.4	11.0	14.0	1	0.3	27.7	33.3	1	0.3	49.0	75.0	9	3.1	66.4
3.0	1	0.3	11.3	15.0	10	3.4	31.2	35.0	1	0.3	49.3	80.0	9	3.1	69.5
4.0	3	1.0	12.3	20.0	21	7.2	38.4	37.0	1	0.3	49.7	90.0	9	3.1	72.6
5.0	16	5.5	17.8	21.0	1	0.3	38.7	40.0	6	2.1	51.7	95.0	5	1.7	74.3
6.0	4	1.4	19.2	25.0	13	4.5	43.2	45.0	1	0.3	52.1	97.0	1	0.3	74.7
7.0	1	0.3	19.5	28.0	2	0.7	43.8	50.0	21	7.2	59.2	98.0	1	0.3	75.0
8.0	2	0.7	20.2	30.0	10	3.4	47.3	60.0	6	2.1	61.3	100.0	73	25.0	100.0
10.0	19	6.5	26.7												

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q15 (What percent of the sale of products or services comes over the Internet?)

Moments

N	87	Sum Weights	87
Mean	10.4770115	Sum Observations	911.5
Std Deviation	14.2349284	Variance	202.633186
Skewness	2.42902481	Kurtosis	7.38960068
Uncorrected SS	26976.25	Corrected SS	17426.454
Coeff Variation	135.868214	Std Error Mean	1.52614452

Basic Statistical Measures

Location		Variability	
Mean	10.47701	Std Deviation	14.23493
Median	5.00000	Variance	202.63319
Mode	0.00000	Range	80.00000
		Interquartile Range	14.00000

Note: The mode displayed is the smallest of 2 modes with a count of 18.

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 6.865019	Pr >  t	<.0001
Sign	M 33.5	Pr >=  M	<.0001
Signed Rank	S 1184.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	75
99%	75
95%	35
90%	25
75% Q3	15
50% Median	5
25% Q1	1
10%	0
5%	0
1%	-5
0% Min	-5

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
-5	51642	1318	35	54220	1351
0	54538	1489	40	50453	1307
0	53810	1472	50	52222	1432
0	53707	1469	70	54809	1495
0	53150	1459	75	53072	1375

Missing Values

Appendix A. Frequency Listings for by Group

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Missing Value	Count	-----Percent Of-----	
		All Obs	Missing Obs
.	17	8.25	14.29
S	102	49.51	85.71
Total	119	57.77	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q15 (What percent of the sale of products or services comes over the Internet?)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
-5.0	1	1.1	1.1	3.0	2	2.3	40.2	20.0	4	4.6	83.9	40.0	1	1.1	96.6
0.0	18	20.7	21.8	5.0	12	13.8	54.0	25.0	6	6.9	90.8	50.0	1	1.1	97.7
1.0	7	8.0	29.9	10.0	18	20.7	74.7	30.0	3	3.4	94.3	70.0	1	1.1	98.9
1.5	1	1.1	31.0	15.0	4	4.6	79.3	35.0	1	1.1	95.4	75.0	1	1.1	100.0
2.0	6	6.9	37.9												

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q16 (What percent of your workforce, not including managers and professionals, uses computers on a daily basis?)

Moments

N	177	Sum Weights	177
Mean	49.626537	Sum Observations	8783.9
Std Deviation	37.6385943	Variance	1416.66378
Skewness	0.11899812	Kurtosis	-1.500927
Uncorrected SS	685247.51	Corrected SS	249332.825
Coeff Variation	75.8436593	Std Error Mean	2.82908999

Basic Statistical Measures

Location		Variability	
Mean	49.6266	Std Deviation	37.63859
Median	50.0000	Variance	1417
Mode	100.0000	Range	100.00000
		Interquartile Range	80.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 17.54153	Pr >  t	<.0001
Sign	M 77	Pr >=  M	<.0001
Signed Rank	S 5967.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	100
90%	100
75% Q3	95
50% Median	50
25% Q1	15
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	55187	1506	100	54153	1480
0	54600	1490	100	54255	1481
0	53563	1464	100	54729	1494
0	53095	1457	100	54941	1500
0	53049	1455	100	55158	1505

Missing Values

-----Percent Of-----



Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	2	0.97	6.90
S	27	13.11	93.10
<b>Total</b>	<b>29</b>	<b>14.08</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

316

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q16 (What percent of your workforce, not including managers and professionals, uses computers on a daily basis?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.0	23	13.0	13.0	10.0	5	2.8	22.6	35.0	3	1.7	44.1	75.0	5	2.8	67.2
1.0	2	1.1	14.1	11.0	1	0.6	23.2	40.0	7	4.0	48.0	77.5	1	0.6	67.8
1.5	1	0.6	14.7	13.0	1	0.6	23.7	48.0	1	0.6	48.6	80.0	7	4.0	71.8
2.0	3	1.7	16.4	15.0	5	2.8	26.6	50.0	18	10.2	58.8	85.0	2	1.1	72.9
4.0	1	0.6	16.9	20.0	10	5.6	32.2	57.0	1	0.6	59.3	90.0	3	1.7	74.6
5.0	3	1.7	18.6	25.0	7	4.0	36.2	60.0	4	2.3	61.6	95.0	5	2.8	77.4
6.0	1	0.6	19.2	26.0	1	0.6	36.7	65.0	3	1.7	63.3	99.9	1	0.6	78.0
7.0	1	0.6	19.8	30.0	10	5.6	42.4	70.0	2	1.1	64.4	100.0	39	22.0	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q17A by Group

Q17A(Factors limiting use of information and communications technology: The cost of equipment and software)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	0	0	2	0	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	5	4	4	6	2	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	15	23	25	19	18	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	115	96	105	112	61	489
	8.30	6.93	7.58	8.09	4.40	35.31
	23.52	19.63	21.47	22.90	12.47	
	38.59	34.04	33.55	36.60	32.80	
No	183	186	208	194	125	896
	13.21	13.43	15.02	14.01	9.03	64.69
	20.42	20.76	23.21	21.65	13.95	
	61.41	65.96	66.45	63.40	67.20	
Total	298	282	313	306	186	1385
	21.52	20.36	22.60	22.09	13.43	100.00

Frequency Missing = 123

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q17B by Group

Q17B(Factors limiting use of information and communications technology: The cost of information and communications services)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Don't know	0	2	1	0	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	6	4	4	7	2	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	15	23	25	19	18	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	89	79	90	92	58	408
	6.44	5.72	6.51	6.66	4.20	29.52
	21.81	19.36	22.06	22.55	14.22	
	29.97	28.21	28.66	30.16	31.18	
No	208	201	224	213	128	974
	15.05	14.54	16.21	15.41	9.26	70.48
	21.36	20.64	23.00	21.87	13.14	
	70.03	71.79	71.34	69.84	68.82	
Total	297	280	314	305	186	1382
	21.49	20.26	22.72	22.07	13.46	100.00

Frequency Missing = 126

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

The FREQ Procedure

Table of Q17C by Group

Q17C(Factors limiting use of information and communications technology: Lack of access to adequate broadband or high speed internet)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Missing	5 . . .	3 . . .	8 . . .	11 . . .	4 . . .	.
Skipped	15 . . .	23 . . .	25 . . .	19 . . .	18 . . .	.
Yes	35 2.54 20.00 11.74	43 3.12 24.57 15.19	39 2.83 22.29 12.54	35 2.54 20.00 11.63	23 1.67 13.14 12.50	175 12.71
No	263 19.10 21.88 88.26	240 17.43 19.97 84.81	272 19.75 22.63 87.46	266 19.32 22.13 88.37	161 11.69 13.39 87.50	1202 87.29
Total	298 21.64	283 20.55	311 22.59	301 21.86	184 13.36	1377 100.00

Frequency Missing = 131

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q17D by Group

Q17D(Factors limiting use of information and communications technology: Lack of knowledge)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	0	0	0	0	1	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	6	5	5	8	3	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	15	23	25	19	18	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	94	82	87	78	49	390
	6.81	5.94	6.30	5.65	3.55	28.26
	24.10	21.03	22.31	20.00	12.56	
	31.65	29.18	27.71	25.66	26.63	
No	203	199	227	226	135	990
	14.71	14.42	16.45	16.38	9.78	71.74
	20.51	20.10	22.93	22.83	13.64	
	68.35	70.82	72.29	74.34	73.37	
Total	297	281	314	304	184	1380
	21.52	20.36	22.75	22.03	13.33	100.00

Frequency Missing = 128

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q17E by Group

Q17E(Factors limiting use of information and communications technology: Difficulty integrating new technologies into the current way you do business)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Don't know	0 . . .	0 . . .	1 . . .	1 . . .	0 . . .	. . . .
Missing	4 . . .	5 . . .	6 . . .	8 . . .	2 . . .	. . . .
Skipped	15 . . .	23 . . .	25 . . .	19 . . .	18 . . .	. . . .
Yes	130 9.41 24.25 43.48	112 8.11 20.90 39.86	109 7.89 20.34 34.94	115 8.33 21.46 37.95	70 5.07 13.06 37.63	536 38.81
No	169 12.24 20.00 56.52	169 12.24 20.00 60.14	203 14.70 24.02 65.06	188 13.61 22.25 62.05	116 8.40 13.73 62.37	845 61.19
Total	299 21.65	281 20.35	312 22.59	303 21.94	186 13.47	1381 100.00

Frequency Missing = 127

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q18A by Group

Q18A(Value of source about new opportunities or new ways of doing things: Suppliers)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	1 . . .	0 . . .	0 . . .	0 . . .	0 . . .	. . . .
Missing	5 . . .	7 . . .	7 . . .	6 . . .	4 . . .	. . . .
Skipped	17 . . .	25 . . .	30 . . .	23 . . .	20 . . .	. . . .
Not at all valuable	30 2.20 20.83 10.17	25 1.83 17.36 9.03	37 2.71 25.69 12.05	30 2.20 20.83 9.93	22 1.61 15.28 12.09	144 10.56
Somewhat valuable	165 12.11 22.73 55.93	155 11.37 21.35 55.96	161 11.81 22.18 52.44	161 11.81 22.18 53.31	84 6.16 11.57 46.15	726 53.26
Very valuable	100 7.34 20.28 33.90	97 7.12 19.68 35.02	109 8.00 22.11 35.50	111 8.14 22.52 36.75	76 5.58 15.42 41.76	493 36.17
Total	295 21.64	277 20.32	307 22.52	302 22.16	182 13.35	1363 100.00

Frequency Missing = 145



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

The FREQ Procedure

Table of Q18B by Group

Q18B(Value of source about new opportunities or new ways of doing things: Customers)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	4 . . .	4 . . .	8 . . .	9 . . .	4 . . .	. . . .
Skipped	17 . . .	25 . . .	30 . . .	23 . . .	20 . . .	. . . .
Not at all valua ble	29 2.13 25.00 9.76	23 1.69 19.83 8.21	26 1.91 22.41 8.50	24 1.76 20.69 8.03	14 1.03 12.07 7.69	116 8.50
Somewhat valuabl e	142 10.41 25.13 47.81	126 9.24 22.30 45.00	118 8.65 20.88 38.56	109 7.99 19.29 36.45	70 5.13 12.39 38.46	565 41.42
Very valuable	126 9.24 18.45 42.42	131 9.60 19.18 46.79	162 11.88 23.72 52.94	166 12.17 24.30 55.52	98 7.18 14.35 53.85	683 50.07
Total	297 21.77	280 20.53	306 22.43	299 21.92	182 13.34	1364 100.00

Frequency Missing = 144

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q18C by Group

Q18C(Value of source about new opportunities or new ways of doing things: Other business people in your industry)

Frequency Percent Row Pct Col Pct	Group					Total
	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group	
Don't know	0	1	0	0	1	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	5	5	9	7	5	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Refused	1	0	0	0	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	17	25	30	23	20	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Not at all valuable	24	24	26	27	19	120
	1.77	1.77	1.91	1.99	1.40	8.83
	20.00	20.00	21.67	22.50	15.83	
	8.14	8.63	8.52	8.97	10.56	
Somewhat valuable	140	144	151	138	88	661
	10.30	10.60	11.11	10.15	6.48	48.64
	21.18	21.79	22.84	20.88	13.31	
	47.46	51.80	49.51	45.85	48.89	
Very valuable	131	110	128	136	73	578
	9.64	8.09	9.42	10.01	5.37	42.53
	22.66	19.03	22.15	23.53	12.63	
	44.41	39.57	41.97	45.18	40.56	
Total	295	278	305	301	180	1359
	21.71	20.46	22.44	22.15	13.25	100.00

Frequency Missing = 149

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q18D by Group

Q18D(Value of source about new opportunities or new ways of doing things: Other business people NOT in your industry)

Frequency Percent Row Pct Col Pct	Group					Total
	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group	
Missing	8 . . .	8 . . .	10 . . .	10 . . .	7 . . .	. . . .
Skipped	17 . . .	25 . . .	30 . . .	23 . . .	20 . . .	. . . .
Not at all valuable	100 7.41 21.93 34.13	92 6.81 20.18 33.33	103 7.63 22.59 33.88	95 7.04 20.83 31.88	66 4.89 14.47 36.87	456 33.78
Somewhat valuable	148 10.96 21.26 50.51	146 10.81 20.98 52.90	159 11.78 22.84 52.30	163 12.07 23.42 54.70	80 5.93 11.49 44.69	696 51.56
Very valuable	45 3.33 22.73 15.36	38 2.81 19.19 13.77	42 3.11 21.21 13.82	40 2.96 20.20 13.42	33 2.44 16.67 18.44	198 14.67
Total	293 21.70	276 20.44	304 22.52	298 22.07	179 13.26	1350 100.00

Frequency Missing = 158

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q18E by Group

Q18E(Value of source about new opportunities or new ways of doing things: Business or trade association conferences or publications)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Don't know	0 . . .	2 . . .	0 . . .	0 . . .	0 . . .	. . . .
Missing	4 . . .	5 . . .	7 . . .	7 . . .	4 . . .	. . . .
Skipped	17 . . .	25 . . .	30 . . .	23 . . .	20 . . .	. . . .
Not at all valuable	49 3.59 20.08 16.50	49 3.59 20.08 17.69	60 4.40 24.59 19.54	51 3.74 20.90 16.94	35 2.57 14.34 19.23	244 17.89
Somewhat valuable	154 11.29 21.30 51.85	153 11.22 21.16 55.23	163 11.95 22.54 53.09	153 11.22 21.16 50.83	100 7.33 13.83 54.95	723 53.01
Very valuable	94 6.89 23.68 31.65	75 5.50 18.89 27.08	84 6.16 21.16 27.36	97 7.11 24.43 32.23	47 3.45 11.84 25.82	397 29.11
Total	297 21.77	277 20.31	307 22.51	301 22.07	182 13.34	1364 100.00

Frequency Missing = 144

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q18F by Group

Q18F(Value of source about new opportunities or new ways of doing things: Your own workers)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	5 . . .	6 . . .	10 . . .	11 . . .	4 . . .	. . . .
Skipped	17 . . .	25 . . .	30 . . .	23 . . .	20 . . .	. . . .
Not at all valua ble	28 2.06 24.14 9.46	23 1.69 19.83 8.27	27 1.99 23.28 8.88	23 1.69 19.83 7.74	15 1.11 12.93 8.24	116 8.55
Somewhat valuabl e	135 9.95 20.64 45.61	136 10.02 20.80 48.92	146 10.76 22.32 48.03	147 10.83 22.48 49.49	90 6.63 13.76 49.45	654 48.19
Very valuable	133 9.80 22.66 44.93	119 8.77 20.27 42.81	131 9.65 22.32 43.09	127 9.36 21.64 42.76	77 5.67 13.12 42.31	587 43.26
Total	296 21.81	278 20.49	304 22.40	297 21.89	182 13.41	1357 100.00

Frequency Missing = 151

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q18G by Group

Q18G(Value of source about new opportunities or new ways of doing things: Media (e.g., newspapers, television, internet))  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Don't know	0 . . .	1 . . .	0 . . .	0 . . .	0 . . .	. . . .
Missing	8 . . .	6 . . .	8 . . .	12 . . .	5 . . .	. . . .
Skipped	17 . . .	25 . . .	30 . . .	23 . . .	20 . . .	. . . .
Not at all valuable	94 6.95 18.61 32.08	108 7.98 21.39 38.99	122 9.02 24.16 39.87	106 7.83 20.99 35.81	75 5.54 14.85 41.44	505 37.32
Somewhat valuable	164 12.12 23.46 55.97	139 10.27 19.89 50.18	152 11.23 21.75 49.67	158 11.68 22.60 53.38	86 6.36 12.30 47.51	699 51.66
Very valuable	35 2.59 23.49 11.95	30 2.22 20.13 10.83	32 2.37 21.48 10.46	32 2.37 21.48 10.81	20 1.48 13.42 11.05	149 11.01
Total	293 21.66	277 20.47	306 22.62	296 21.88	181 13.38	1353 100.00

Frequency Missing = 155

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q18H by Group

Q18H(Value of source about new opportunities or new ways of doing things: Private consultants)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	0 . . .	3 . . .	0 . . .	0 . . .	0 . . .	. . . .
Missing	6 . . .	7 . . .	9 . . .	12 . . .	5 . . .	. . . .
Skipped	17 . . .	25 . . .	30 . . .	23 . . .	20 . . .	. . . .
Not at all valuable	158 11.70 21.88 53.56	133 9.84 18.42 48.54	167 12.36 23.13 54.75	158 11.70 21.88 53.38	106 7.85 14.68 58.56	722 53.44
Somewhat valuable	101 7.48 20.87 34.24	105 7.77 21.69 38.32	112 8.29 23.14 36.72	113 8.36 23.35 38.18	53 3.92 10.95 29.28	484 35.83
Very valuable	36 2.66 24.83 12.20	36 2.66 24.83 13.14	26 1.92 17.93 8.52	25 1.85 17.24 8.45	22 1.63 15.17 12.15	145 10.73
Total	295 21.84	274 20.28	305 22.58	296 21.91	181 13.40	1351 100.00

Frequency Missing = 157

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q18I by Group

Q18I(Value of source about new opportunities or new ways of doing things: University extension, community colleges, or business schools)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group	Total
Don't know	0 . . .	1 . . .	0 . . .	0 . . .	0 . . .	. . . .
Missing	6 . . .	8 . . .	11 . . .	9 . . .	6 . . .	. . . .
Refused	1 . . .	0 . . .	0 . . .	0 . . .	0 . . .	. . . .
Skipped	17 . . .	25 . . .	30 . . .	23 . . .	20 . . .	. . . .
Not at all valuable	141 10.44 20.61 47.96	132 9.77 19.30 48.00	169 12.51 24.71 55.78	148 10.95 21.64 49.50	94 6.96 13.74 52.22	684 50.63
Somewhat valuable	127 9.40 23.48 43.20	112 8.29 20.70 40.73	101 7.48 18.67 33.33	131 9.70 24.21 43.81	70 5.18 12.94 38.89	541 40.04
Very valuable	26 1.92 20.63 8.84	31 2.29 24.60 11.27	33 2.44 26.19 10.89	20 1.48 15.87 6.69	16 1.18 12.70 8.89	126 9.33
Total	294 21.76	275 20.36	303 22.43	299 22.13	180 13.32	1351 100.00

Frequency Missing = 157



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q19A by Group

Q19A(Location of very valuable source: Suppliers providing valuable information)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	7 . . .	29 . . .	12 . . .	13 . . .	18 . . .	. . . .
Not Applicable	5 . . .	2 . . .	6 . . .	5 . . .	3 . . .	. . . .
Refused	2 . . .	0 . . .	0 . . .	0 . . .	0 . . .	. . . .
Skipped	212 . . .	185 . . .	226 . . .	211 . . .	116 . . .	. . . .
In your communit y	9 1.97 17.65 9.78	8 1.75 15.69 8.60	16 3.51 31.37 16.00	13 2.85 25.49 12.75	5 1.10 9.80 7.25	51 11.18
Outside communit y within a reaso nable drive	30 6.58 14.85 32.61	49 10.75 24.26 52.69	42 9.21 20.79 42.00	43 9.43 21.29 42.16	38 8.33 18.81 55.07	202 44.30
Beyond a reasona ble drive	53 11.62 26.11 57.61	36 7.89 17.73 38.71	42 9.21 20.69 42.00	46 10.09 22.66 45.10	26 5.70 12.81 37.68	203 44.52
Total	92 20.18	93 20.39	100 21.93	102 22.37	69 15.13	456 100.00

Frequency Missing = 1052

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q19B by Group

Q19B(Location of very valuable source: Customers providing valuable information)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	0	0	0	1	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	10	32	12	10	20	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Not Applicable	6	4	10	5	1	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Refused	3	0	0	0	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	187	149	178	160	95	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
In your communit y	32	25	42	38	21	158
	5.12	4.00	6.72	6.08	3.36	25.28
	20.25	15.82	26.58	24.05	13.29	
	28.57	20.16	29.17	24.52	23.33	
Outside communit y within a reaso nable drive	28	38	40	44	35	185
	4.48	6.08	6.40	7.04	5.60	29.60
	15.14	20.54	21.62	23.78	18.92	
	25.00	30.65	27.78	28.39	38.89	
Beyond a reasona ble drive	52	61	62	73	34	282
	8.32	9.76	9.92	11.68	5.44	45.12
	18.44	21.63	21.99	25.89	12.06	
	46.43	49.19	43.06	47.10	37.78	
Total	112	124	144	155	90	625
	17.92	19.84	23.04	24.80	14.40	100.00

Frequency Missing = 883

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q19C by Group

Q19C(Location of very valuable source: Other business people in your industry providing valuable information)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	16 . . .	39 . . .	9 . . .	19 . . .	23 . . .	. . . .
Not Applicable	3 . . .	3 . . .	6 . . .	5 . . .	0 . . .	. . . .
Refused	1 . . .	0 . . .	0 . . .	0 . . .	0 . . .	. . . .
Skipped	177 . . .	164 . . .	213 . . .	183 . . .	113 . . .	. . . .
In your communit y	14 2.62 19.44 11.57	13 2.43 18.06 12.62	23 4.31 31.94 19.83	18 3.37 25.00 14.52	4 0.75 5.56 5.71	72 13.48
Outside communit y within a reaso nable drive	42 7.87 18.03 34.71	47 8.80 20.17 45.63	46 8.61 19.74 39.66	59 11.05 25.32 47.58	39 7.30 16.74 55.71	233 43.63
Beyond a reasona ble drive	65 12.17 28.38 53.72	43 8.05 18.78 41.75	47 8.80 20.52 40.52	47 8.80 20.52 37.90	27 5.06 11.79 38.57	229 42.88
Total	121 22.66	103 19.29	116 21.72	124 23.22	70 13.11	534 100.00

Frequency Missing = 974

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q19D by Group

Q19D(Location of very valuable source: Other business people NOT in your industry providing valuable information)

Frequency Percent Row Pct Col Pct	Group					Total
	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	
Missing	12	48	13	20	27	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Not Applicable	3	2	3	5	5	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Refused	2	0	0	0	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	263	224	291	275	147	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
In your community	7	3	15	4	5	34
	4.17	1.79	8.93	2.38	2.98	20.24
	20.59	8.82	44.12	11.76	14.71	
	18.42	8.57	40.54	12.90	18.52	
Outside community within a reasonable drive	13	13	13	14	10	63
	7.74	7.74	7.74	8.33	5.95	37.50
	20.63	20.63	20.63	22.22	15.87	
	34.21	37.14	35.14	45.16	37.04	
Beyond a reasonable drive	18	19	9	13	12	71
	10.71	11.31	5.36	7.74	7.14	42.26
	25.35	26.76	12.68	18.31	16.90	
	47.37	54.29	24.32	41.94	44.44	
Total	38	35	37	31	27	168
	22.62	20.83	22.02	18.45	16.07	100.00

Frequency Missing = 1340

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q20ck by Group

Q20ck(Percent of 2012 final shipments or billed services that went to customers . . . Check here if you did not have any sales in 2012.)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group	Total
Missing	12 . . .	53 . . .	11 . . .	19 . . .	31 . . .	. . . .
Skipped	18 . . .	28 . . .	32 . . .	23 . . .	22 . . .	. . . .
Yes	8 0.64 18.60 2.78	10 0.79 23.26 4.39	10 0.79 23.26 3.32	9 0.71 20.93 3.11	6 0.48 13.95 3.92	43 3.42
No	280 22.24 23.03 97.22	218 17.32 17.93 95.61	291 23.11 23.93 96.68	280 22.24 23.03 96.89	147 11.68 12.09 96.08	1216 96.58
Total	288 22.88	228 18.11	301 23.91	289 22.95	153 12.15	1259 100.00

Frequency Missing = 249

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q20a (Percent of 2012 final shipments or billed services that went to customers: Locally, within a reasonable drive)

Moments

N	285	Sum Weights	285
Mean	52.9106386	Sum Observations	15079.532
Std Deviation	40.5762881	Variance	1646.43515
Skewness	-0.0607223	Kurtosis	-1.7196602
Uncorrected SS	1265455.25	Corrected SS	467587.583
Coeff Variation	76.6883355	Std Error Mean	2.40353187

Basic Statistical Measures

Location		Variability	
Mean	52.9106	Std Deviation	40.57629
Median	50.0000	Variance	1646
Mode	100.0000	Range	100.00000
		Interquartile Range	89.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 22.0137	Pr >  t  <.0001
Sign	M 131	Pr >=  M  <.0001
Signed Rank	S 17226.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	100
90%	100
75% Q3	99
50% Median	50
25% Q1	10
10%	1
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	15035	314	100	14377	296
0	14658	306	100	14478	299
0	14620	303	100	14695	307
0	14591	302	100	14976	312
0	14561	301	100	15198	318

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

Missing Value	Count	All Obs	Missing Obs
S	33	10.38	100.00

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.000	23	8.1	8.1	1.000	8	2.8	11.2	3.000	3	1.1	13.7	5.000	28	9.8	23.9
0.032	1	0.4	8.4	2.000	4	1.4	12.6	4.500	1	0.4	14.0	10.000	18	6.3	30.2

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q20a (Percent of 2012 final shipments or billed services that went to customers: Locally, within a reasonable drive)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
12.000	1	0.4	30.5	40.000	6	2.1	44.9	65.000	2	0.7	54.0	90.000	15	5.3	69.5
15.000	4	1.4	31.9	41.000	1	0.4	45.3	70.000	5	1.8	55.8	95.000	7	2.5	71.9
20.000	10	3.5	35.4	45.000	4	1.4	46.7	75.000	8	2.8	58.6	97.000	1	0.4	72.3
25.000	10	3.5	38.9	50.000	11	3.9	50.5	80.000	11	3.9	62.5	98.000	3	1.1	73.3
30.000	10	3.5	42.5	55.000	1	0.4	50.9	83.000	1	0.4	62.8	99.000	5	1.8	75.1
38.000	1	0.4	42.8	60.000	7	2.5	53.3	85.000	4	1.4	64.2	100.000	71	24.9	100.0



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q20b (Percent of 2012 final shipments or billed services that went to customers: Beyond a reasonable drive in the United States)

Moments

N	278	Sum Weights	278
Mean	40.5897482	Sum Observations	11283.95
Std Deviation	36.4921886	Variance	1331.67983
Skewness	0.25546178	Kurtosis	-1.5199342
Uncorrected SS	826888.003	Corrected SS	368875.313
Coeff Variation	89.9049397	Std Error Mean	2.18865603

Basic Statistical Measures

Location		Variability	
Mean	40.58975	Std Deviation	36.49219
Median	32.50000	Variance	1332
Mode	0.00000	Range	100.00000
		Interquartile Range	75.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 18.54551	Pr >  t	<.0001
Sign	M 104	Pr >=  M	<.0001
Signed Rank	S 10868	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100.0
99%	100.0
95%	98.0
90%	90.0
75% Q3	75.0
50% Median	32.5
25% Q1	0.0
10%	0.0
5%	0.0
1%	0.0
0% Min	0.0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	14976	312	100	11618	67
0	14695	307	100	10615	201
0	14478	299	100	11101	211
0	14443	298	100	11266	216
0	14377	296	100	14620	303

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

Missing Value	Count	All Obs	Missing Obs
S	40	12.58	100.00

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	70	25.2	25.2	2.00	3	1.1	27.7	5.00	8	2.9	30.9	9.00	1	0.4	31.7
1.00	4	1.4	26.6	3.00	1	0.4	28.1	8.00	1	0.4	31.3	10.00	12	4.3	36.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207    ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group

339

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q20b (Percent of 2012 final shipments or billed services that went to customers: Beyond a reasonable drive in the United States)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
14.00	1	0.4	36.3	42.00	1	0.4	54.3	66.00	1	0.4	66.9	88.00	2	0.7	85.6
15.00	10	3.6	39.9	45.00	3	1.1	55.4	67.00	1	0.4	67.3	90.00	13	4.7	90.3
17.00	1	0.4	40.3	50.00	13	4.7	60.1	69.00	1	0.4	67.6	94.00	1	0.4	90.6
19.00	1	0.4	40.6	54.00	1	0.4	60.4	70.00	12	4.3	71.9	95.00	8	2.9	93.5
20.00	11	4.0	44.6	55.00	3	1.1	61.5	75.00	10	3.6	75.5	97.00	2	0.7	94.2
23.00	1	0.4	45.0	58.00	1	0.4	61.9	79.00	1	0.4	75.9	98.00	5	1.8	96.0
25.00	3	1.1	46.0	59.00	1	0.4	62.2	80.00	12	4.3	80.2	99.00	2	0.7	96.8
30.00	11	4.0	50.0	60.00	7	2.5	64.7	85.00	12	4.3	84.5	99.95	1	0.4	97.1
35.00	4	1.4	51.4	64.00	1	0.4	65.1	86.00	1	0.4	84.9	100.00	8	2.9	100.0
40.00	7	2.5	54.0	65.00	4	1.4	66.5								

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 340  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q20c (Percent of 2012 final shipments or billed services that went to customers: Internationally)

Moments

N	273	Sum Weights	273
Mean	7.45976557	Sum Observations	2036.516
Std Deviation	14.3421067	Variance	205.696023
Skewness	2.77488151	Kurtosis	8.80044585
Uncorrected SS	71141.2503	Corrected SS	55949.3183
Coeff Variation	192.259482	Std Error Mean	0.86802378

Basic Statistical Measures

Location		Variability	
Mean	7.459766	Std Deviation	14.34211
Median	0.000000	Variance	205.69602
Mode	0.000000	Range	90.00000
		Interquartile Range	10.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 8.593964	Pr >  t	<.0001
Sign	M 62	Pr >=  M	<.0001
Signed Rank	S 3875	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	90
99%	70
95%	40
90%	25
75% Q3	10
50% Median	0
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	15171	317	55	12839	189
0	14976	312	60	10604	31
0	14906	311	70	12951	108
0	14783	309	80	10475	24
0	14695	307	90	14561	301

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

Missing Value	Count	All Obs	Missing Obs
S	45	14.15	100.00

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.000	149	54.6	54.6	1.000	11	4.0	59.0	3.000	2	0.7	61.2	5.000	31	11.4	73.6
0.016	1	0.4	54.9	2.000	4	1.5	60.4	4.000	3	1.1	62.3	5.500	1	0.4	74.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q20c (Percent of 2012 final shipments or billed services that went to customers: Internationally)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
6.000	1	0.4	74.4	20.000	15	5.5	89.4	35.000	4	1.5	94.5	60.000	1	0.4	98.9
7.000	1	0.4	74.7	25.000	3	1.1	90.5	40.000	5	1.8	96.3	70.000	1	0.4	99.3
10.000	18	6.6	81.3	30.000	6	2.2	92.7	50.000	3	1.1	97.4	80.000	1	0.4	99.6
13.000	1	0.4	81.7	33.000	1	0.4	93.0	55.000	3	1.1	98.5	90.000	1	0.4	100.0
15.000	6	2.2	83.9												

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 342  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q20d (Percent of 2012 final shipments or billed services that went to customers: Total)

Moments

N	278	Sum Weights	278
Mean	97.4820144	Sum Observations	27100
Std Deviation	15.6953637	Variance	246.344441
Skewness	-6.0942948	Kurtosis	35.3950248
Uncorrected SS	2710000	Corrected SS	68237.4101
Coeff Variation	16.100779	Std Error Mean	0.94134536

Basic Statistical Measures

Location		Variability	
Mean	97.4820	Std Deviation	15.69536
Median	100.0000	Variance	246.34444
Mode	100.0000	Range	100.00000
		Interquartile Range	0

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 103.5561	Pr >  t  <.0001
Sign	M 135.5	Pr >=  M  <.0001
Signed Rank	S 18428	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	100
90%	100
75% Q3	100
50% Median	100
25% Q1	100
10%	100
5%	100
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	14683	159	100	15035	314
0	14533	154	100	15094	315
0	14082	141	100	15147	316
0	13150	118	100	15171	317
0	13106	114	100	15198	318

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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Missing Value	Count	All Obs	Missing Obs
.	12	3.77	30.00
S	28	8.81	70.00
Total	40	12.58	100.00



Appendix A. Frequency Listings for by Group

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ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 343  
ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q20d (Percent of 2012 final shipments or billed services that went to customers: Total)

Frequency Counts

Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum
0	7	2.5	2.5	100	271	97.5	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 344  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q20a (Percent of 2012 final shipments or billed services that went to customers: Locally, within a reasonable drive)

Moments

N	266	Sum Weights	266
Mean	48.0992857	Sum Observations	12794.41
Std Deviation	40.4655119	Variance	1637.45765
Skewness	0.15790624	Kurtosis	-1.7175393
Uncorrected SS	1049328.26	Corrected SS	433926.278
Coeff Variation	84.1291327	Std Error Mean	2.48109972

Basic Statistical Measures

Location		Variability	
Mean	48.0993	Std Deviation	40.46551
Median	40.0000	Variance	1637
Mode	100.0000	Range	100.00000
		Interquartile Range	85.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 19.38628	Pr >  t	<.0001
Sign	M 120	Pr >=  M	<.0001
Signed Rank	S 14460	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100.00
99%	100.00
95%	100.00
90%	100.00
75% Q3	95.00
50% Median	40.00
25% Q1	10.00
10%	0.01
5%	0.00
1%	0.00
0% Min	0.00

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	24683	609	100	23520	564
0	24208	593	100	23910	580
0	22798	547	100	24012	582
0	20736	495	100	24165	592
0	20711	494	100	24296	595

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	1	0.32	2.33
D	1	0.32	2.33
S	41	13.27	95.35
<b>Total</b>	<b>43</b>	<b>13.92</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207    ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group

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----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q20a (Percent of 2012 final shipments or billed services that went to customers: Locally, within a reasonable drive)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	26	9.8	9.8	12.00	1	0.4	33.1	49.00	1	0.4	53.4	76.00	1	0.4	63.9
0.01	1	0.4	10.2	15.00	8	3.0	36.1	50.00	6	2.3	55.6	80.00	10	3.8	67.7
1.00	8	3.0	13.2	17.00	1	0.4	36.5	60.00	4	1.5	57.1	85.00	5	1.9	69.5
2.00	4	1.5	14.7	20.00	18	6.8	43.2	64.00	1	0.4	57.5	90.00	10	3.8	73.3
2.50	1	0.4	15.0	25.00	8	3.0	46.2	65.00	1	0.4	57.9	95.00	8	3.0	76.3
3.00	2	0.8	15.8	30.00	5	1.9	48.1	70.00	5	1.9	59.8	98.00	1	0.4	76.7
5.00	21	7.9	23.7	33.00	2	0.8	48.9	71.00	1	0.4	60.2	99.00	3	1.1	77.8
9.90	1	0.4	24.1	35.00	2	0.8	49.6	75.00	9	3.4	63.5	100.00	59	22.2	100.0
10.00	23	8.6	32.7	40.00	9	3.4	53.0								

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q20b (Percent of 2012 final shipments or billed services that went to customers: Beyond a reasonable drive in the United States)

Moments

N	265	Sum Weights	265
Mean	43.7150943	Sum Observations	11584.5
Std Deviation	36.3964773	Variance	1324.70356
Skewness	0.11141915	Kurtosis	-1.555588
Uncorrected SS	856139.25	Corrected SS	349721.74
Coeff Variation	83.2583753	Std Error Mean	2.23581783

Basic Statistical Measures

Location		Variability	
Mean	43.71509	Std Deviation	36.39648
Median	40.00000	Variance	1325
Mode	0.00000	Range	100.00000
		Interquartile Range	78.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 19.55217	Pr >  t  <.0001
Sign	M 101.5	Pr >=  M  <.0001
Signed Rank	S 10353	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100.0
99%	100.0
95%	97.5
90%	94.0
75% Q3	80.0
50% Median	40.0
25% Q1	2.0
10%	0.0
5%	0.0
1%	0.0
0% Min	0.0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	24296	595	100	22706	377
0	24208	593	100	24532	406
0	24165	592	100	22881	454
0	24012	582	100	22798	547
0	23910	580	100	24683	609

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	1	0.32	2.27
D	1	0.32	2.27
S	42	13.59	95.45
<b>Total</b>	<b>44</b>	<b>14.24</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q20b (Percent of 2012 final shipments or billed services that went to customers: Beyond a reasonable drive in the United States)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.0	62	23.4	23.4	25.0	9	3.4	42.6	62.0	2	0.8	63.4	89.0	1	0.4	82.3
1.0	3	1.1	24.5	29.0	1	0.4	43.0	65.0	2	0.8	64.2	90.0	20	7.5	89.8
2.0	2	0.8	25.3	30.0	9	3.4	46.4	70.0	9	3.4	67.5	94.0	1	0.4	90.2
5.0	7	2.6	27.9	35.0	3	1.1	47.5	75.0	15	5.7	73.2	95.0	8	3.0	93.2
10.0	11	4.2	32.1	40.0	7	2.6	50.2	76.0	1	0.4	73.6	96.0	2	0.8	94.0
14.0	1	0.4	32.5	44.0	1	0.4	50.6	77.0	1	0.4	74.0	97.0	2	0.8	94.7
15.0	5	1.9	34.3	45.0	2	0.8	51.3	78.0	1	0.4	74.3	97.5	1	0.4	95.1
18.0	1	0.4	34.7	46.0	1	0.4	51.7	79.0	1	0.4	74.7	98.0	4	1.5	96.6
20.0	10	3.8	38.5	50.0	13	4.9	56.6	80.0	12	4.5	79.2	99.0	1	0.4	97.0
23.0	1	0.4	38.9	55.0	2	0.8	57.4	84.0	2	0.8	80.0	100.0	8	3.0	100.0
24.0	1	0.4	39.2	60.0	14	5.3	62.6	85.0	5	1.9	81.9				

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q20c (Percent of 2012 final shipments or billed services that went to customers: Internationally)

Moments

N	264	Sum Weights	264
Mean	8.1594697	Sum Observations	2154.1
Std Deviation	15.4545447	Variance	238.842952
Skewness	2.7239412	Kurtosis	8.32432851
Uncorrected SS	80392.01	Corrected SS	62815.6963
Coeff Variation	189.406239	Std Error Mean	0.95116147

Basic Statistical Measures

Location		Variability	
Mean	8.159470	Std Deviation	15.45454
Median	0.000000	Variance	238.84295
Mode	0.000000	Range	95.00000
		Interquartile Range	10.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 8.578427	Pr >  t	<.0001
Sign	M 61	Pr >=  M	<.0001
Signed Rank	S 3751.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	95
99%	80
95%	40
90%	25
75% Q3	10
50% Median	0
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	25147	626	60	24507	601
0	25119	623	65	23412	389
0	25103	622	80	20332	327
0	25001	620	80	22832	380
0	24950	618	95	20903	337

Missing Values

-----Percent Of-----



Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	1	0.32	2.22
D	1	0.32	2.22
S	43	13.92	95.56
<b>Total</b>	<b>45</b>	<b>14.56</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q20c (Percent of 2012 final shipments or billed services that went to customers: Internationally)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0.0	142	53.8	53.8	7.0	1	0.4	71.6	17.0	1	0.4	83.7	45.0	1	0.4	95.5
0.1	1	0.4	54.2	8.0	3	1.1	72.7	20.0	9	3.4	87.1	50.0	5	1.9	97.3
1.0	9	3.4	57.6	9.0	1	0.4	73.1	24.0	1	0.4	87.5	55.0	1	0.4	97.7
2.0	3	1.1	58.7	10.0	19	7.2	80.3	25.0	8	3.0	90.5	60.0	2	0.8	98.5
3.0	4	1.5	60.2	12.0	1	0.4	80.7	30.0	5	1.9	92.4	65.0	1	0.4	98.9
4.0	1	0.4	60.6	13.0	1	0.4	81.1	37.0	1	0.4	92.8	80.0	2	0.8	99.6
5.0	28	10.6	71.2	15.0	6	2.3	83.3	40.0	6	2.3	95.1	95.0	1	0.4	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 350  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q20d (Percent of 2012 final shipments or billed services that went to customers: Total)

Moments

N	218	Sum Weights	218
Mean	98.9174312	Sum Observations	21564
Std Deviation	9.76226955	Variance	95.3019067
Skewness	-9.7967551	Kurtosis	97.2004174
Uncorrected SS	2153736	Corrected SS	20680.5138
Coeff Variation	9.86910945	Std Error Mean	0.66118432

Basic Statistical Measures

Location		Variability	
Mean	98.9174	Std Deviation	9.76227
Median	100.0000	Variance	95.30191
Mode	100.0000	Range	101.00000
		Interquartile Range	0

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 149.6064	Pr >  t	<.0001
Sign	M 108	Pr >=  M	<.0001
Signed Rank	S 11718	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	101
99%	100
95%	100
90%	100
75% Q3	100
50% Median	100
25% Q1	100
10%	100
5%	100
1%	70
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	24208	593	100	25119	623
0	20929	338	100	25136	625
70	22375	368	100	25147	626
95	23412	389	101	22170	364
97	24737	410	101	25098	416

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	53	17.15	58.24
S	38	12.30	41.76
<b>Total</b>	<b>91</b>	<b>29.45</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 351  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q20d (Percent of 2012 final shipments or billed services that went to customers: Total)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0	2	0.9	0.9	95	1	0.5	1.8	100	211	96.8	99.1	101	2	0.9	100.0
70	1	0.5	1.4	97	1	0.5	2.3								

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 352  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q20a (Percent of 2012 final shipments or billed services that went to customers: Locally, within a reasonable drive)

Moments

N	295	Sum Weights	295
Mean	51.0734915	Sum Observations	15066.68
Std Deviation	39.5731927	Variance	1566.03758
Skewness	0.02008265	Kurtosis	-1.6657184
Uncorrected SS	1229923	Corrected SS	460415.049
Coeff Variation	77.482842	Std Error Mean	2.30404036

Basic Statistical Measures

Location		Variability	
Mean	51.0735	Std Deviation	39.57319
Median	50.0000	Variance	1566
Mode	100.0000	Range	100.00000
		Interquartile Range	85.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 22.16693	Pr >  t  <.0001
Sign	M 131.5	Pr >=  M  <.0001
Signed Rank	S 17358	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	100
90%	100
75% Q3	95
50% Median	50
25% Q1	10
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	34973	962	100	34298	940
0	34839	958	100	34851	959
0	34330	942	100	34911	960
0	33777	910	100	35012	965
0	33580	904	100	35178	970

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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Missing Value	Count	All Obs	Missing Obs
.	1	0.29	2.04
S	48	13.95	97.96
<b>Total</b>	<b>49</b>	<b>14.24</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

353

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q20a (Percent of 2012 final shipments or billed services that went to customers: Locally, within a reasonable drive)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	32	10.8	10.8	15.00	9	3.1	31.9	52.00	1	0.3	53.2	80.00	11	3.7	65.8
0.50	1	0.3	11.2	20.00	10	3.4	35.3	52.18	1	0.3	53.6	85.00	5	1.7	67.5
1.00	9	3.1	14.2	24.00	1	0.3	35.6	55.00	2	0.7	54.2	90.00	17	5.8	73.2
2.00	4	1.4	15.6	25.00	12	4.1	39.7	60.00	7	2.4	56.6	93.00	1	0.3	73.6
5.00	15	5.1	20.7	30.00	10	3.4	43.1	62.00	1	0.3	56.9	95.00	6	2.0	75.6
7.00	1	0.3	21.0	33.00	3	1.0	44.1	65.00	3	1.0	58.0	96.00	1	0.3	75.9
8.00	1	0.3	21.4	35.00	2	0.7	44.7	67.00	1	0.3	58.3	98.00	1	0.3	76.3
9.00	1	0.3	21.7	40.00	5	1.7	46.4	70.00	3	1.0	59.3	99.00	3	1.0	77.3
10.00	19	6.4	28.1	45.00	1	0.3	46.8	75.00	7	2.4	61.7	100.00	67	22.7	100.0
13.00	2	0.7	28.8	50.00	18	6.1	52.9	79.00	1	0.3	62.0				



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q20b (Percent of 2012 final shipments or billed services that went to customers: Beyond a reasonable drive in the United States)

Moments

N	286	Sum Weights	286
Mean	43.7948252	Sum Observations	12525.32
Std Deviation	35.5688018	Variance	1265.13966
Skewness	0.10154868	Kurtosis	-1.523361
Uncorrected SS	909109.002	Corrected SS	360564.803
Coeff Variation	81.2169055	Std Error Mean	2.10322734

Basic Statistical Measures

Location		Variability	
Mean	43.79483	Std Deviation	35.56880
Median	45.00000	Variance	1265
Mode	0.00000	Range	100.00000
		Interquartile Range	75.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 20.82268	Pr >  t	<.0001
Sign	M 112.5	Pr >=  M	<.0001
Signed Rank	S 12712.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	97
90%	90
75% Q3	80
50% Median	45
25% Q1	5
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	35178	970	100	33488	713
0	35012	965	100	34886	757
0	34911	960	100	30538	781
0	34298	940	100	31659	812
0	34265	938	100	34330	942

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	1	0.29	1.72
S	57	16.57	98.28
<b>Total</b>	<b>58</b>	<b>16.86</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q20b (Percent of 2012 final shipments or billed services that went to customers: Beyond a reasonable drive in the United States)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	61	21.3	21.3	34.00	1	0.3	44.8	60.00	10	3.5	62.9	83.00	1	0.3	80.1
1.00	3	1.0	22.4	35.00	3	1.0	45.8	65.00	6	2.1	65.0	85.00	9	3.1	83.2
4.00	1	0.3	22.7	38.00	2	0.7	46.5	66.00	1	0.3	65.4	86.00	1	0.3	83.6
5.00	8	2.8	25.5	40.00	8	2.8	49.3	67.00	1	0.3	65.7	89.00	1	0.3	83.9
6.00	1	0.3	25.9	45.00	4	1.4	50.7	70.00	10	3.5	69.2	90.00	23	8.0	92.0
7.00	1	0.3	26.2	47.00	1	0.3	51.0	73.00	1	0.3	69.6	93.50	1	0.3	92.3
10.00	14	4.9	31.1	47.82	1	0.3	51.4	74.00	1	0.3	69.9	94.00	1	0.3	92.7
15.00	6	2.1	33.2	49.00	1	0.3	51.7	75.00	9	3.1	73.1	95.00	5	1.7	94.4
17.00	1	0.3	33.6	50.00	18	6.3	58.0	77.00	1	0.3	73.4	96.00	1	0.3	94.8
20.00	14	4.9	38.5	54.00	1	0.3	58.4	78.00	1	0.3	73.8	97.00	1	0.3	95.1
25.00	12	4.2	42.7	55.00	1	0.3	58.7	79.00	1	0.3	74.1	98.00	2	0.7	95.8
30.00	4	1.4	44.1	58.00	1	0.3	59.1	80.00	15	5.2	79.4	99.00	5	1.7	97.6
33.00	1	0.3	44.4	59.00	1	0.3	59.4	82.00	1	0.3	79.7	100.00	7	2.4	100.0

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q20c (Percent of 2012 final shipments or billed services that went to customers: Internationally)

Moments

N	276	Sum Weights	276
Mean	6.9166667	Sum Observations	1909
Std Deviation	14.5843108	Variance	212.702121
Skewness	3.11671721	Kurtosis	11.0761616
Uncorrected SS	71697	Corrected SS	58493.0833
Coeff Variation	210.857505	Std Error Mean	0.87787235

Basic Statistical Measures

Location		Variability	
Mean	6.916667	Std Deviation	14.58431
Median	0.000000	Variance	212.70212
Mode	0.000000	Range	95.00000
		Interquartile Range	5.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 7.878898	Pr >  t	<.0001
Sign	M 60	Pr >=  M	<.0001
Signed Rank	S 3630	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	95
99%	75
95%	40
90%	25
75% Q3	5
50% Median	0
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	35185	971	70	30474	642
0	35178	970	70	32434	687
0	35172	969	75	31381	664
0	35049	968	80	34973	962
0	35032	967	95	32100	832

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	1	0.29	1.47
S	67	19.48	98.53
<b>Total</b>	<b>68</b>	<b>19.77</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q20c (Percent of 2012 final shipments or billed services that went to customers: Internationally)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0	156	56.5	56.5	10	19	6.9	83.3	30	2	0.7	92.8	54	1	0.4	97.8
1	19	6.9	63.4	14	1	0.4	83.7	33	1	0.4	93.1	55	1	0.4	98.2
2	5	1.8	65.2	15	9	3.3	87.0	35	2	0.7	93.8	70	2	0.7	98.9
3	4	1.4	66.7	19	1	0.4	87.3	40	7	2.5	96.4	75	1	0.4	99.3
5	25	9.1	75.7	20	7	2.5	89.9	45	2	0.7	97.1	80	1	0.4	99.6
6	1	0.4	76.1	25	6	2.2	92.0	50	1	0.4	97.5	95	1	0.4	100.0
7	1	0.4	76.4												

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q20d (Percent of 2012 final shipments or billed services that went to customers: Total)

Moments

N	290	Sum Weights	290
Mean	98.2793103	Sum Observations	28501
Std Deviation	13.0400469	Variance	170.042823
Skewness	-7.4557658	Kurtosis	53.9617889
Uncorrected SS	2850201	Corrected SS	49142.3759
Coeff Variation	13.2683541	Std Error Mean	0.76573792

Basic Statistical Measures

Location		Variability	
Mean	98.2793	Std Deviation	13.04005
Median	100.0000	Variance	170.04282
Mode	100.0000	Range	101.00000
		Interquartile Range	0

Tests for Location: Mu0=0

Test	-Statistic-	Pr >  t	Pr >=  M	Pr >=  S
Student's t	t 128.3459	<.0001	<.0001	<.0001
Sign	M 142.5	<.0001	<.0001	<.0001
Signed Rank	S 20377.5	<.0001	<.0001	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	101
99%	100
95%	100
90%	100
75% Q3	100
50% Median	100
25% Q1	100
10%	100
5%	100
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	32646	689	100	35049	968
0	31020	656	100	35172	969
0	30712	647	100	35178	970
0	30239	633	100	35185	971
0	30007	628	101	33327	892

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	11	3.20	20.37
S	43	12.50	79.63
<b>Total</b>	<b>54</b>	<b>15.70</b>	<b>100.00</b>



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 359  
ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q20d (Percent of 2012 final shipments or billed services that went to customers: Total)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum
0	5	1.7	1.7	100	284	97.9	99.7	101	1	0.3	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 360  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q20a (Percent of 2012 final shipments or billed services that went to customers: Locally, within a reasonable drive)

Moments

N	292	Sum Weights	292
Mean	52.034589	Sum Observations	15194.1
Std Deviation	40.5036107	Variance	1640.54248
Skewness	-0.029826	Kurtosis	-1.7082881
Uncorrected SS	1268016.61	Corrected SS	477397.861
Coeff Variation	77.839782	Std Error Mean	2.37029453

Basic Statistical Measures

Location		Variability	
Mean	52.0346	Std Deviation	40.50361
Median	50.0000	Variance	1641
Mode	100.0000	Range	100.00000
		Interquartile Range	88.50000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 21.95279	Pr >  t  <.0001
Sign	M 130	Pr >=  M  <.0001
Signed Rank	S 16965	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100.0
99%	100.0
95%	100.0
90%	100.0
75% Q3	98.5
50% Median	50.0
25% Q1	10.0
10%	0.0
5%	0.0
1%	0.0
0% Min	0.0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	44744	1294	100	43662	1274
0	44715	1293	100	43787	1275
0	44030	1282	100	44547	1287
0	42309	1243	100	44816	1295
0	42191	1239	100	45083	1300

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
<b>D</b>	<b>1</b>	<b>0.30</b>	<b>2.56</b>
<b>S</b>	<b>38</b>	<b>11.48</b>	<b>97.44</b>
<b>Total</b>	<b>39</b>	<b>11.78</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q20a (Percent of 2012 final shipments or billed services that went to customers: Locally, within a reasonable drive)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0.0	32	11.0	11.0	20.0	12	4.1	36.0	45.0	1	0.3	47.3	80.0	9	3.1	63.4
1.0	13	4.5	15.4	23.0	1	0.3	36.3	50.0	13	4.5	51.7	84.0	1	0.3	63.7
2.0	4	1.4	16.8	24.0	2	0.7	37.0	55.0	1	0.3	52.1	85.0	6	2.1	65.8
5.0	18	6.2	22.9	25.0	6	2.1	39.0	60.0	6	2.1	54.1	90.0	10	3.4	69.2
7.0	1	0.3	23.3	29.0	1	0.3	39.4	63.1	1	0.3	54.5	92.0	1	0.3	69.5
8.0	1	0.3	23.6	30.0	10	3.4	42.8	68.0	1	0.3	54.8	95.0	12	4.1	73.6
10.0	17	5.8	29.5	35.0	2	0.7	43.5	70.0	6	2.1	56.8	98.0	4	1.4	75.0
12.0	1	0.3	29.8	36.0	1	0.3	43.8	71.0	1	0.3	57.2	99.0	5	1.7	76.7
15.0	6	2.1	31.8	40.0	9	3.1	46.9	75.0	9	3.1	60.3	100.0	68	23.3	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 362  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q20b (Percent of 2012 final shipments or billed services that went to customers: Beyond a reasonable drive in the United States)

Moments

N	286	Sum Weights	286
Mean	43.1867133	Sum Observations	12351.4
Std Deviation	36.9853214	Variance	1367.914
Skewness	0.11320217	Kurtosis	-1.6206941
Uncorrected SS	923271.86	Corrected SS	389855.49
Coeff Variation	85.6405097	Std Error Mean	2.1869879

Basic Statistical Measures

Location		Variability	
Mean	43.18671	Std Deviation	36.98532
Median	40.00000	Variance	1368
Mode	0.00000	Range	100.00000
		Interquartile Range	78.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 19.74712	Pr >  t	<.0001
Sign	M 111	Pr >=  M	<.0001
Signed Rank	S 12376.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	98
90%	90
75% Q3	80
50% Median	40
25% Q1	2
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	45083	1300	100	44879	1145
0	44816	1295	100	40734	1200
0	44547	1287	100	41947	1231
0	43787	1275	100	42191	1239
0	43662	1274	100	42309	1243

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
<b>D</b>	<b>1</b>	<b>0.30</b>	<b>2.22</b>
<b>S</b>	<b>44</b>	<b>13.29</b>	<b>97.78</b>
<b>Total</b>	<b>45</b>	<b>13.60</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

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----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q20b (Percent of 2012 final shipments or billed services that went to customers: Beyond a reasonable drive in the United States)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.0	64	22.4	22.4	23.0	1	0.3	41.3	51.0	1	0.3	55.6	84.0	1	0.3	80.1
0.5	1	0.3	22.7	24.0	2	0.7	42.0	55.0	1	0.3	55.9	85.0	10	3.5	83.6
1.0	6	2.1	24.8	25.0	7	2.4	44.4	57.0	1	0.3	56.3	86.0	1	0.3	83.9
2.0	3	1.0	25.9	28.0	1	0.3	44.8	60.0	11	3.8	60.1	88.0	1	0.3	84.3
3.0	1	0.3	26.2	29.0	1	0.3	45.1	64.0	1	0.3	60.5	89.0	3	1.0	85.3
4.0	1	0.3	26.6	30.0	7	2.4	47.6	65.0	1	0.3	60.8	90.0	14	4.9	90.2
5.0	11	3.8	30.4	35.0	1	0.3	47.9	67.0	1	0.3	61.2	93.0	2	0.7	90.9
8.0	1	0.3	30.8	36.9	1	0.3	48.3	69.0	3	1.0	62.2	94.0	1	0.3	91.3
9.0	1	0.3	31.1	39.0	2	0.7	49.0	70.0	15	5.2	67.5	95.0	7	2.4	93.7
10.0	12	4.2	35.3	40.0	6	2.1	51.0	74.0	2	0.7	68.2	96.0	1	0.3	94.1
13.0	1	0.3	35.7	45.0	4	1.4	52.4	75.0	12	4.2	72.4	97.0	2	0.7	94.8
15.0	3	1.0	36.7	47.0	1	0.3	52.8	76.0	1	0.3	72.7	98.0	2	0.7	95.5
19.0	1	0.3	37.1	49.0	2	0.7	53.5	80.0	19	6.6	79.4	99.0	3	1.0	96.5
20.0	11	3.8	40.9	50.0	5	1.7	55.2	82.0	1	0.3	79.7	100.0	10	3.5	100.0

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q20c (Percent of 2012 final shipments or billed services that went to customers: Internationally)

Moments

N	274	Sum Weights	274
Mean	6.0419708	Sum Observations	1655.5
Std Deviation	11.9649622	Variance	143.16032
Skewness	3.22528149	Kurtosis	13.9768175
Uncorrected SS	49085.25	Corrected SS	39082.7673
Coeff Variation	198.030784	Std Error Mean	0.7228298

Basic Statistical Measures

Location		Variability	
Mean	6.041971	Std Deviation	11.96496
Median	0.000000	Variance	143.16032
Mode	0.000000	Range	92.00000
		Interquartile Range	5.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 8.358774	Pr >  t	<.0001
Sign	M 64	Pr >=  M	<.0001
Signed Rank	S 4128	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	92
99%	50
95%	30
90%	20
75% Q3	5
50% Median	0
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	45110	1301	49	42121	1237
0	45083	1300	50	42208	1043
0	45066	1299	50	43291	1089
0	44816	1295	70	41091	1209
0	44712	1292	92	42472	1050

Missing Values

-----Percent Of-----



Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
<b>D</b>	<b>1</b>	<b>0.30</b>	<b>1.75</b>
<b>S</b>	<b>56</b>	<b>16.92</b>	<b>98.25</b>
<b>Total</b>	<b>57</b>	<b>17.22</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q20c (Percent of 2012 final shipments or billed services that went to customers: Internationally)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0.0	146	53.3	53.3	7.0	1	0.4	76.3	20.0	9	3.3	90.9	39.0	1	0.4	96.7
0.5	1	0.4	53.6	8.0	1	0.4	76.6	21.0	1	0.4	91.2	40.0	4	1.5	98.2
1.0	22	8.0	61.7	9.0	2	0.7	77.4	24.0	3	1.1	92.3	49.0	1	0.4	98.5
2.0	7	2.6	64.2	10.0	17	6.2	83.6	25.0	5	1.8	94.2	50.0	2	0.7	99.3
3.0	8	2.9	67.2	15.0	9	3.3	86.9	30.0	4	1.5	95.6	70.0	1	0.4	99.6
5.0	23	8.4	75.5	19.0	2	0.7	87.6	35.0	2	0.7	96.4	92.0	1	0.4	100.0
6.0	1	0.4	75.9												

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 366  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q20d (Percent of 2012 final shipments or billed services that went to customers: Total)

Moments

N	280	Sum Weights	280
Mean	97.8607143	Sum Observations	27401
Std Deviation	14.4826639	Variance	209.747555
Skewness	-6.6455336	Kurtosis	42.4670869
Uncorrected SS	2740001	Corrected SS	58519.5679
Coeff Variation	14.7992625	Std Error Mean	0.86550471

Basic Statistical Measures

Location		Variability	
Mean	97.8607	Std Deviation	14.48266
Median	100.0000	Variance	209.74756
Mode	100.0000	Range	100.00000
		Interquartile Range	0

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 113.0678	Pr >  t	<.0001
Sign	M 137.5	Pr >=  M	<.0001
Signed Rank	S 18975	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	100
90%	100
75% Q3	100
50% Median	100
25% Q1	100
10%	100
5%	100
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	43506	1097	100	44961	1297
0	42731	1065	100	45000	1298
0	42666	1062	100	45066	1299
0	40715	992	100	45083	1300
0	40679	990	100	45110	1301

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	19	5.74	37.25
S	32	9.67	62.75
<b>Total</b>	<b>51</b>	<b>15.41</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 367  
ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q20d (Percent of 2012 final shipments or billed services that went to customers: Total)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum
0	5	1.8	1.8	1	1	0.4	2.1	100	274	97.9	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 368  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q20a (Percent of 2012 final shipments or billed services that went to customers: Locally, within a reasonable drive)

Moments

N	174	Sum Weights	174
Mean	55.5172414	Sum Observations	9660
Std Deviation	40.006607	Variance	1600.5286
Skewness	-0.1876498	Kurtosis	-1.6744917
Uncorrected SS	813188	Corrected SS	276891.448
Coeff Variation	72.0615902	Std Error Mean	3.03289305

Basic Statistical Measures

Location		Variability	
Mean	55.5172	Std Deviation	40.00661
Median	60.0000	Variance	1601
Mode	100.0000	Range	100.00000
		Interquartile Range	89.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 18.30504	Pr >  t	<.0001
Sign	M 79.5	Pr >=  M	<.0001
Signed Rank	S 6360	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	100
90%	100
75% Q3	99
50% Median	60
25% Q1	10
10%	1
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	55118	1503	100	54008	1477
0	54402	1487	100	54153	1480
0	54116	1479	100	54380	1485
0	53443	1462	100	54538	1489
0	53218	1461	100	55187	1506

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

Missing Value	Count	All Obs	Missing Obs
S	32	15.53	100.00

Frequency Counts

Value	Count	Percents	
		Cell	Cum
0	15	8.6	8.6
1	7	4.0	12.6

Value	Count	Percents	
		Cell	Cum
3	2	1.1	13.8
4	1	0.6	14.4

Value	Count	Percents	
		Cell	Cum
5	10	5.7	20.1
10	13	7.5	27.6

Value	Count	Percents	
		Cell	Cum
15	1	0.6	28.2
20	7	4.0	32.2

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q20a (Percent of 2012 final shipments or billed services that went to customers: Locally, within a reasonable drive)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
25	6	3.4	35.6	50	9	5.2	47.7	75	6	3.4	55.7	95	6	3.4	73.0
30	4	2.3	37.9	55	1	0.6	48.3	80	7	4.0	59.8	98	3	1.7	74.7
35	3	1.7	39.7	58	1	0.6	48.9	85	4	2.3	62.1	99	2	1.1	75.9
38	1	0.6	40.2	60	3	1.7	50.6	90	13	7.5	69.5	100	42	24.1	100.0
40	4	2.3	42.5	70	3	1.7	52.3								



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q20b (Percent of 2012 final shipments or billed services that went to customers: Beyond a reasonable drive in the United States)

Moments

N	173	Sum Weights	173
Mean	39.1387283	Sum Observations	6771
Std Deviation	36.0234638	Variance	1297.68994
Skewness	0.34962545	Kurtosis	-1.4284793
Uncorrected SS	488211	Corrected SS	223202.671
Coeff Variation	92.0404555	Std Error Mean	2.73881324

Basic Statistical Measures

Location		Variability	
Mean	39.13873	Std Deviation	36.02346
Median	30.00000	Variance	1298
Mode	0.00000	Range	100.00000
		Interquartile Range	69.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 14.2904	Pr >  t  <.0001
Sign	M 65	Pr >=  M  <.0001
Signed Rank	S 4257.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	98
90%	91
75% Q3	70
50% Median	30
25% Q1	1
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	55187	1506	100	50062	1358
0	54538	1489	100	52630	1369
0	54380	1485	100	51994	1423
0	54153	1480	100	53443	1462
0	54116	1479	100	55118	1503

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

Missing Value	Count	All Obs	Missing Obs
S	33	16.02	100.00

Frequency Counts

Value	Count	Percents	
		Cell	Cum
0	43	24.9	24.9
1	2	1.2	26.0

Value	Count	Percents	
		Cell	Cum
2	2	1.2	27.2
3	1	0.6	27.7

Value	Count	Percents	
		Cell	Cum
5	4	2.3	30.1
10	14	8.1	38.2

Value	Count	Percents	
		Cell	Cum
15	5	2.9	41.0
19	2	1.2	42.2

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q20b (Percent of 2012 final shipments or billed services that went to customers: Beyond a reasonable drive in the United States)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
20	4	2.3	44.5	54	1	0.6	63.0	76	1	0.6	77.5	94	1	0.6	91.3
25	7	4.0	48.6	55	4	2.3	65.3	80	6	3.5	80.9	95	5	2.9	94.2
30	6	3.5	52.0	60	4	2.3	67.6	85	6	3.5	84.4	97	1	0.6	94.8
35	2	1.2	53.2	65	4	2.3	69.9	89	1	0.6	85.0	98	1	0.6	95.4
40	6	3.5	56.6	70	9	5.2	75.1	90	8	4.6	89.6	99	2	1.2	96.5
45	1	0.6	57.2	74	1	0.6	75.7	91	1	0.6	90.2	100	6	3.5	100.0
50	9	5.2	62.4	75	2	1.2	76.9	93	1	0.6	90.8				

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 372  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q20c (Percent of 2012 final shipments or billed services that went to customers: Internationally)

Moments

N	166	Sum Weights	166
Mean	5.8373494	Sum Observations	969
Std Deviation	13.0515548	Variance	170.343081
Skewness	3.41542586	Kurtosis	12.71171
Uncorrected SS	33763	Corrected SS	28106.6084
Coeff Variation	223.587006	Std Error Mean	1.01299711

Basic Statistical Measures

Location		Variability	
Mean	5.837349	Std Deviation	13.05155
Median	0.000000	Variance	170.34308
Mode	0.000000	Range	80.00000
		Interquartile Range	5.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 5.762454	Pr >  t	<.0001
Sign	M 34	Pr >=  M	<.0001
Signed Rank	S 1173	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	80
99%	70
95%	30
90%	20
75% Q3	5
50% Median	0
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	55212	1508	50	52959	1373
0	55187	1506	50	52862	1451
0	55118	1503	60	52865	1334
0	54967	1501	70	53697	1379
0	54941	1500	80	54039	1349

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

Missing Value	Count	All Obs	Missing Obs
S	40	19.42	100.00

Frequency Counts

Value	Count	Percents	
		Cell	Cum
0	98	59.0	59.0
1	6	3.6	62.7

Value	Count	Percents	
		Cell	Cum
2	3	1.8	64.5
3	1	0.6	65.1

Value	Count	Percents	
		Cell	Cum
4	1	0.6	65.7
5	22	13.3	78.9

Value	Count	Percents	
		Cell	Cum
7	1	0.6	79.5
8	2	1.2	80.7

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q20c (Percent of 2012 final shipments or billed services that went to customers: Internationally)

Frequency Counts

Percents			Percents			Percents			Percents		
Value	Count	Cum	Value	Count	Cum	Value	Count	Cum	Value	Count	Cum
10	13	7.8 88.6	20	5	3.0 92.8	44	1	0.6 95.8	60	1	0.6 98.8
14	1	0.6 89.2	25	3	1.8 94.6	45	1	0.6 96.4	70	1	0.6 99.4
19	1	0.6 89.8	30	1	0.6 95.2	50	3	1.8 98.2	80	1	0.6 100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 374  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q20d (Percent of 2012 final shipments or billed services that went to customers: Total)

Moments

N	147	Sum Weights	147
Mean	97.2789116	Sum Observations	14300
Std Deviation	16.3253657	Variance	266.517566
Skewness	-5.8719707	Kurtosis	32.9278937
Uncorrected SS	1430000	Corrected SS	38911.5646
Coeff Variation	16.7820193	Std Error Mean	1.34649347

Basic Statistical Measures

Location		Variability	
Mean	97.2789	Std Deviation	16.32537
Median	100.0000	Variance	266.51757
Mode	100.0000	Range	100.00000
		Interquartile Range	0

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 72.24611	Pr >  t	<.0001
Sign	M 71.5	Pr >=  M	<.0001
Signed Rank	S 5148	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	100
90%	100
75% Q3	100
50% Median	100
25% Q1	100
10%	100
5%	100
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	54116	1479	100	54967	1501
0	51092	1410	100	55118	1503
0	50964	1312	100	55158	1505
0	50216	1306	100	55187	1506
100	55212	1508	100	55212	1508

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	31	15.05	52.54
S	28	13.59	47.46
<b>Total</b>	<b>59</b>	<b>28.64</b>	<b>100.00</b>



Appendix A. Frequency Listings for by Group

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ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q20d (Percent of 2012 final shipments or billed services that went to customers: Total)

Frequency Counts

Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum
0	4	2.7	2.7	100	143	97.3	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q21 by Group

Q21(Was this location in business in 2007?) Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	2 . . .	3 . . .	4 . . .	2 . . .	2 . . .	. . . .
Skipped	18 . . .	28 . . .	32 . . .	23 . . .	22 . . .	. . . .
Yes	284 20.70 21.66 95.30	265 19.31 20.21 95.32	297 21.65 22.65 96.43	290 21.14 22.12 94.77	175 12.76 13.35 96.15	1311 95.55
No	14 1.02 22.95 4.70	13 0.95 21.31 4.68	11 0.80 18.03 3.57	16 1.17 26.23 5.23	7 0.51 11.48 3.85	61 4.45
Total	298 21.72	278 20.26	308 22.45	306 22.30	182 13.27	1372 100.00

Frequency Missing = 136

Table of Q21ck by Group

Q21ck(Percent of 2007 final shipments or billed services that went to customers. . . Check here if you did not have any sales in 2007.)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	12 . . .	53 . . .	11 . . .	19 . . .	31 . . .	. . . .
Skipped	33 . . .	42 . . .	47 . . .	39 . . .	31 . . .	. . . .
Yes	11 0.92 25.00	6 0.50 13.64	10 0.84 22.73	11 0.92 25.00	6 0.50 13.64	44 3.70

Appendix A. Frequency Listings for by Group

	4.03	2.80	3.50	4.03	4.17	
No	262	208	276	262	138	1146
	22.02	17.48	23.19	22.02	11.60	96.30
	22.86	18.15	24.08	22.86	12.04	
	95.97	97.20	96.50	95.97	95.83	
Total	273	214	286	273	144	1190
	22.94	17.98	24.03	22.94	12.10	100.00

Frequency Missing = 318

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q21a (Percent of 2007 final shipments or billed services that went to customers: Locally, within a reasonable drive)

Moments

N	259	Sum Weights	259
Mean	55.019305	Sum Observations	14250
Std Deviation	41.2076846	Variance	1698.07327
Skewness	-0.1631684	Kurtosis	-1.723803
Uncorrected SS	1222128	Corrected SS	438102.903
Coeff Variation	74.8967741	Std Error Mean	2.56052093

Basic Statistical Measures

Location		Variability	
Mean	55.0193	Std Deviation	41.20768
Median	60.0000	Variance	1698
Mode	100.0000	Range	100.00000
		Interquartile Range	90.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 21.48754	Pr >  t	<.0001
Sign	M 118.5	Pr >=  M	<.0001
Signed Rank	S 14101.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	100
90%	100
75% Q3	100
50% Median	60
25% Q1	10
10%	1
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	15035	314	100	14377	296
0	14658	306	100	14478	299
0	14524	300	100	14695	307
0	13971	289	100	14976	312
0	13641	279	100	15198	318

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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Missing Value	Count	All Obs	Missing Obs
.	1	0.31	1.69
S	58	18.24	98.31
Total	59	18.55	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q21a (Percent of 2007 final shipments or billed services that went to customers: Locally, within a reasonable drive)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0	22	8.5	8.5	15	1	0.4	30.1	50	10	3.9	47.5	85	7	2.7	60.6
1	10	3.9	12.4	20	15	5.8	35.9	55	2	0.8	48.3	90	14	5.4	66.0
2	4	1.5	13.9	25	7	2.7	38.6	60	5	1.9	50.2	91	1	0.4	66.4
3	2	0.8	14.7	30	3	1.2	39.8	65	2	0.8	51.0	95	9	3.5	69.9
4	2	0.8	15.4	35	1	0.4	40.2	70	8	3.1	54.1	97	1	0.4	70.3
5	24	9.3	24.7	36	1	0.4	40.5	75	4	1.5	55.6	98	1	0.4	70.7
10	12	4.6	29.3	40	4	1.5	42.1	80	5	1.9	57.5	99	4	1.5	72.2
12	1	0.4	29.7	45	4	1.5	43.6	83	1	0.4	57.9	100	72	27.8	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 379  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q21b (Percent of 2007 final shipments or billed services that went to customers: Beyond a reasonable drive in the United States)

Moments

N	253	Sum Weights	253
Mean	39.6640316	Sum Observations	10035
Std Deviation	37.4933032	Variance	1405.74779
Skewness	0.30478706	Kurtosis	-1.5449145
Uncorrected SS	752277	Corrected SS	354248.443
Coeff Variation	94.527212	Std Error Mean	2.35718378

Basic Statistical Measures

Location		Variability	
Mean	39.66403	Std Deviation	37.49330
Median	30.00000	Variance	1406
Mode	0.00000	Range	100.00000
		Interquartile Range	80.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 16.82687	Pr >  t	<.0001
Sign	M 91	Pr >=  M	<.0001
Signed Rank	S 8326.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	98
90%	95
75% Q3	80
50% Median	30
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	14976	312	100	11319	53
0	14695	307	100	11618	67
0	14524	300	100	11101	211
0	14478	299	100	11266	216
0	14377	296	100	11521	224

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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Missing Value	Count	All Obs	Missing Obs
.	1	0.31	1.54
S	64	20.13	98.46
<b>Total</b>	<b>65</b>	<b>20.44</b>	<b>100.00</b>



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q21b (Percent of 2007 final shipments or billed services that went to customers: Beyond a reasonable drive in the United States)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0	71	28.1	28.1	17	1	0.4	43.5	50	12	4.7	60.9	85	10	4.0	84.2
1	4	1.6	29.6	19	1	0.4	43.9	55	5	2.0	62.8	88	1	0.4	84.6
2	1	0.4	30.0	20	7	2.8	46.6	60	7	2.8	65.6	90	11	4.3	88.9
3	1	0.4	30.4	25	4	1.6	48.2	64	1	0.4	66.0	93	1	0.4	89.3
4	1	0.4	30.8	28	1	0.4	48.6	65	1	0.4	66.4	95	6	2.4	91.7
5	9	3.6	34.4	30	6	2.4	51.0	66	1	0.4	66.8	96	2	0.8	92.5
9	1	0.4	34.8	33	1	0.4	51.4	70	8	3.2	70.0	97	2	0.8	93.3
10	14	5.5	40.3	35	5	2.0	53.4	75	9	3.6	73.5	98	6	2.4	95.7
12	1	0.4	40.7	40	5	2.0	55.3	79	2	0.8	74.3	99	4	1.6	97.2
14	1	0.4	41.1	42	1	0.4	55.7	80	14	5.5	79.8	100	7	2.8	100.0
15	5	2.0	43.1	45	1	0.4	56.1	84	1	0.4	80.2				

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q21c (Percent of 2007 final shipments or billed services that went to customers: Internationally)

Moments

N	248	Sum Weights	248
Mean	5.66532258	Sum Observations	1405
Std Deviation	11.5984122	Variance	134.523165
Skewness	3.08885811	Kurtosis	12.0681738
Uncorrected SS	41187	Corrected SS	33227.2218
Coeff Variation	204.726421	Std Error Mean	0.73649991

Basic Statistical Measures

Location		Variability	
Mean	5.665323	Std Deviation	11.59841
Median	0.000000	Variance	134.52317
Mode	0.000000	Range	85.00000
		Interquartile Range	5.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 7.692224	Pr >  t	<.0001
Sign	M 48.5	Pr >=  M	<.0001
Signed Rank	S 2376.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	85
99%	50
95%	33
90%	20
75% Q3	5
50% Median	0
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	15171	317	46	10442	21
0	14976	312	50	10604	31
0	14906	311	50	12951	108
0	14783	309	55	12839	189
0	14695	307	85	10475	24

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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Missing Value	Count	All Obs	Missing Obs
.	1	0.31	1.43
S	69	21.70	98.57
<b>Total</b>	<b>70</b>	<b>22.01</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q21c (Percent of 2007 final shipments or billed services that went to customers: Internationally)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0	151	60.9	60.9	5	22	8.9	77.0	20	9	3.6	92.3	40	3	1.2	98.0
1	8	3.2	64.1	7	1	0.4	77.4	25	2	0.8	93.1	46	1	0.4	98.4
2	5	2.0	66.1	10	19	7.7	85.1	30	4	1.6	94.8	50	2	0.8	99.2
3	3	1.2	67.3	14	1	0.4	85.5	33	1	0.4	95.2	55	1	0.4	99.6
4	2	0.8	68.1	15	8	3.2	88.7	35	4	1.6	96.8	85	1	0.4	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 383  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q21d (Percent of 2007 final shipments or billed services that went to customers: Total)

Moments

N	258	Sum Weights	258
Mean	95.3100775	Sum Observations	24590
Std Deviation	21.1005739	Variance	445.234217
Skewness	-4.3262346	Kurtosis	16.8630528
Uncorrected SS	2458100	Corrected SS	114425.194
Coeff Variation	22.1388697	Std Error Mean	1.31366435

Basic Statistical Measures

Location		Variability	
Mean	95.3101	Std Deviation	21.10057
Median	100.0000	Variance	445.23422
Mode	100.0000	Range	100.00000
		Interquartile Range	0

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 72.55284	Pr >  t	<.0001
Sign	M 123	Pr >=  M	<.0001
Signed Rank	S 15190.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	100
90%	100
75% Q3	100
50% Median	100
25% Q1	100
10%	100
5%	90
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	14524	300	100	15035	314
0	13971	289	100	15094	315
0	15159	177	100	15147	316
0	14533	154	100	15171	317
0	14082	141	100	15198	318

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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Missing Value	Count	All Obs	Missing Obs
.	12	3.77	20.00
S	48	15.09	80.00
<b>Total</b>	<b>60</b>	<b>18.87</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 384  
ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q21d (Percent of 2007 final shipments or billed services that went to customers: Total)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum
0	12	4.7	4.7	90	1	0.4	5.0	100	245	95.0	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 385  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q21a (Percent of 2007 final shipments or billed services that went to customers: Locally, within a reasonable drive)

Moments

N	245	Sum Weights	245
Mean	48.3659184	Sum Observations	11849.65
Std Deviation	40.3229467	Variance	1625.94003
Skewness	0.14657804	Kurtosis	-1.6879703
Uncorrected SS	969848.573	Corrected SS	396729.368
Coeff Variation	83.3705801	Std Error Mean	2.57613857

Basic Statistical Measures

Location		Variability	
Mean	48.3659	Std Deviation	40.32295
Median	40.0000	Variance	1626
Mode	100.0000	Range	100.00000
		Interquartile Range	85.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 18.77458	Pr >  t	<.0001
Sign	M 110.5	Pr >=  M	<.0001
Signed Rank	S 12265.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100.00
99%	100.00
95%	100.00
90%	100.00
75% Q3	95.00
50% Median	40.00
25% Q1	10.00
10%	0.75
5%	0.00
1%	0.00
0% Min	0.00

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	24683	609	100	23910	580
0	24459	600	100	24012	582
0	24120	588	100	24165	592
0	22798	547	100	24296	595
0	20736	495	100	24626	605

Missing Values

-----Percent Of-----



Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	2	0.65	3.13
D	2	0.65	3.13
S	60	19.42	93.75
<b>Total</b>	<b>64</b>	<b>20.71</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207    ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group

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----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q21a (Percent of 2007 final shipments or billed services that went to customers: Locally, within a reasonable drive)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	24	9.8	9.8	13.00	1	0.4	33.9	45.00	1	0.4	52.7	80.00	8	3.3	67.8
0.75	1	0.4	10.2	15.00	5	2.0	35.9	49.00	1	0.4	53.1	85.00	3	1.2	69.0
1.00	9	3.7	13.9	20.00	10	4.1	40.0	50.00	9	3.7	56.7	86.00	1	0.4	69.4
2.00	5	2.0	15.9	25.00	9	3.7	43.7	60.00	4	1.6	58.4	90.00	7	2.9	72.2
3.00	5	2.0	18.0	30.00	4	1.6	45.3	65.00	1	0.4	58.8	95.00	8	3.3	75.5
4.90	1	0.4	18.4	33.00	2	0.8	46.1	70.00	5	2.0	60.8	98.00	2	0.8	76.3
5.00	14	5.7	24.1	35.00	6	2.4	48.6	75.00	8	3.3	64.1	99.00	3	1.2	77.6
10.00	22	9.0	33.1	40.00	9	3.7	52.2	76.00	1	0.4	64.5	100.00	55	22.4	100.0
12.00	1	0.4	33.5												

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q21b (Percent of 2007 final shipments or billed services that went to customers: Beyond a reasonable drive in the United States)

Moments

N	245	Sum Weights	245
Mean	44.8867347	Sum Observations	10997.25
Std Deviation	37.0436395	Variance	1372.23123
Skewness	0.06619099	Kurtosis	-1.5593964
Uncorrected SS	828455.063	Corrected SS	334824.419
Coeff Variation	82.5269197	Std Error Mean	2.36663132

Basic Statistical Measures

Location		Variability	
Mean	44.88673	Std Deviation	37.04364
Median	50.00000	Variance	1372
Mode	0.00000	Range	100.00000
		Interquartile Range	79.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 18.96651	Pr >  t	<.0001
Sign	M 93.5	Pr >=  M	<.0001
Signed Rank	S 8789	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	99
90%	95
75% Q3	80
50% Median	50
25% Q1	1
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	24626	605	100	22881	454
0	24296	595	100	24114	464
0	24165	592	100	22798	547
0	24012	582	100	24120	588
0	23910	580	100	24683	609

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	2	0.65	3.13
D	2	0.65	3.13
S	60	19.42	93.75
<b>Total</b>	<b>64</b>	<b>20.71</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q21b (Percent of 2007 final shipments or billed services that went to customers: Beyond a reasonable drive in the United States)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	58	23.7	23.7	24.00	1	0.4	38.8	62.00	1	0.4	62.4	85.00	6	2.4	79.6
0.25	1	0.4	24.1	25.00	6	2.4	41.2	64.00	1	0.4	62.9	87.00	1	0.4	80.0
1.00	3	1.2	25.3	30.00	7	2.9	44.1	65.00	5	2.0	64.9	89.00	2	0.8	80.8
2.00	2	0.8	26.1	35.00	1	0.4	44.5	67.00	1	0.4	65.3	90.00	17	6.9	87.8
5.00	7	2.9	29.0	40.00	7	2.9	47.3	68.00	1	0.4	65.7	92.00	1	0.4	88.2
10.00	9	3.7	32.7	42.00	1	0.4	47.8	70.00	5	2.0	67.8	95.00	9	3.7	91.8
13.00	1	0.4	33.1	45.00	2	0.8	48.6	75.00	8	3.3	71.0	97.00	4	1.6	93.5
15.00	2	0.8	33.9	50.00	18	7.3	55.9	80.00	11	4.5	75.5	98.00	3	1.2	94.7
20.00	10	4.1	38.0	55.00	2	0.8	56.7	82.00	3	1.2	76.7	99.00	2	0.8	95.5
23.00	1	0.4	38.4	60.00	13	5.3	62.0	84.00	1	0.4	77.1	100.00	11	4.5	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 389  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q21c (Percent of 2007 final shipments or billed services that went to customers: Internationally)

Moments

N	244	Sum Weights	244
Mean	6.63565574	Sum Observations	1619.1
Std Deviation	13.9837089	Variance	195.544114
Skewness	3.13275704	Kurtosis	11.5539843
Uncorrected SS	58261.01	Corrected SS	47517.2198
Coeff Variation	210.735901	Std Error Mean	0.89521523

Basic Statistical Measures

Location		Variability	
Mean	6.635656	Std Deviation	13.98371
Median	0.000000	Variance	195.54411
Mode	0.000000	Range	94.00000
		Interquartile Range	5.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 7.412358	Pr >  t	<.0001
Sign	M 49.5	Pr >=  M	<.0001
Signed Rank	S 2475	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	94
99%	65
95%	40
90%	25
75% Q3	5
50% Median	0
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	25147	626	50	22905	549
0	25136	625	60	24459	600
0	25103	622	65	24507	601
0	24950	618	80	22832	380
0	24683	609	94	20903	337

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	2	0.65	3.08
D	2	0.65	3.08
S	61	19.74	93.85
<b>Total</b>	<b>65</b>	<b>21.04</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q21c (Percent of 2007 final shipments or billed services that went to customers: Internationally)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0.0	145	59.4	59.4	7.0	1	0.4	77.5	20.0	6	2.5	89.3	45.0	1	0.4	96.7
0.1	1	0.4	59.8	8.0	2	0.8	78.3	24.0	1	0.4	89.8	50.0	4	1.6	98.4
1.0	7	2.9	62.7	9.0	1	0.4	78.7	25.0	5	2.0	91.8	60.0	1	0.4	98.8
2.0	3	1.2	63.9	10.0	15	6.1	84.8	30.0	6	2.5	94.3	65.0	1	0.4	99.2
3.0	3	1.2	65.2	15.0	4	1.6	86.5	39.0	1	0.4	94.7	80.0	1	0.4	99.6
5.0	29	11.9	77.0	18.0	1	0.4	86.9	40.0	4	1.6	96.3	94.0	1	0.4	100.0



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 391  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q21d (Percent of 2007 final shipments or billed services that went to customers: Total)

Moments

N	202	Sum Weights	202
Mean	97.970297	Sum Observations	19790
Std Deviation	13.9683049	Variance	195.113541
Skewness	-6.9319312	Kurtosis	46.5722409
Uncorrected SS	1978050	Corrected SS	39217.8218
Coeff Variation	14.2576937	Std Error Mean	0.9828065

Basic Statistical Measures

Location		Variability	
Mean	97.9703	Std Deviation	13.96830
Median	100.0000	Variance	195.11354
Mode	100.0000	Range	100.00000
		Interquartile Range	0

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 99.68422	Pr >  t	<.0001
Sign	M 99	Pr >=  M	<.0001
Signed Rank	S 9850.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	100
90%	100
75% Q3	100
50% Median	100
25% Q1	100
10%	100
5%	100
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	23503	391	100	24931	617
0	22741	378	100	24950	618
0	22583	373	100	25103	622
0	21296	348	100	25136	625
95	24918	412	100	25147	626

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	53	17.15	49.53
S	54	17.48	50.47
<b>Total</b>	<b>107</b>	<b>34.63</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 392  
ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q21d (Percent of 2007 final shipments or billed services that went to customers: Total)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum
0	4	2.0	2.0	95	2	1.0	3.0	100	196	97.0	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q21a (Percent of 2007 final shipments or billed services that went to customers: Locally, within a reasonable drive)

Moments

N	275	Sum Weights	275
Mean	51.1054545	Sum Observations	14054
Std Deviation	40.2583782	Variance	1620.73701
Skewness	0.00979363	Kurtosis	-1.6897488
Uncorrected SS	1162318	Corrected SS	444081.942
Coeff Variation	78.7751103	Std Error Mean	2.42767155

Basic Statistical Measures

Location		Variability	
Mean	51.1055	Std Deviation	40.25838
Median	50.0000	Variance	1621
Mode	100.0000	Range	100.00000
		Interquartile Range	89.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 21.05122	Pr >  t	<.0001
Sign	M 121	Pr >=  M	<.0001
Signed Rank	S 14701.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	100
90%	100
75% Q3	99
50% Median	50
25% Q1	10
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	34973	962	100	34305	941
0	34839	958	100	34403	945
0	34330	942	100	34911	960
0	33777	910	100	35012	965
0	33580	904	100	35178	970

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	1	0.29	1.45
S	68	19.77	98.55
<b>Total</b>	<b>69</b>	<b>20.06</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q21a (Percent of 2007 final shipments or billed services that went to customers: Locally, within a reasonable drive)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0	33	12.0	12.0	13	1	0.4	31.3	45	3	1.1	46.9	80	9	3.3	65.1
1	8	2.9	14.9	15	5	1.8	33.1	50	16	5.8	52.7	85	5	1.8	66.9
2	4	1.5	16.4	20	9	3.3	36.4	52	1	0.4	53.1	90	12	4.4	71.3
3	2	0.7	17.1	24	1	0.4	36.7	55	2	0.7	53.8	95	8	2.9	74.2
5	15	5.5	22.5	25	8	2.9	39.6	60	6	2.2	56.0	96	1	0.4	74.5
8	2	0.7	23.3	30	9	3.3	42.9	65	3	1.1	57.1	98	1	0.4	74.9
9	1	0.4	23.6	33	3	1.1	44.0	69	1	0.4	57.5	99	1	0.4	75.3
10	19	6.9	30.5	35	3	1.1	45.1	70	3	1.1	58.5	100	68	24.7	100.0
12	1	0.4	30.9	40	2	0.7	45.8	75	9	3.3	61.8				

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q21b (Percent of 2007 final shipments or billed services that went to customers: Beyond a reasonable drive in the United States)

Moments

N	266	Sum Weights	266
Mean	44.1992481	Sum Observations	11757
Std Deviation	36.5202678	Variance	1333.72996
Skewness	0.10017434	Kurtosis	-1.5548456
Uncorrected SS	873089	Corrected SS	353438.44
Coeff Variation	82.6264459	Std Error Mean	2.23920129

Basic Statistical Measures

Location		Variability	
Mean	44.19925	Std Deviation	36.52027
Median	45.00000	Variance	1334
Mode	0.00000	Range	100.00000
		Interquartile Range	75.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 19.73885	Pr >  t  <.0001
Sign	M 101.5	Pr >=  M  <.0001
Signed Rank	S 10353	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	99
90%	94
75% Q3	80
50% Median	45
25% Q1	5
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	35178	970	100	34886	757
0	35012	965	100	30538	781
0	34911	960	100	30586	784
0	34305	941	100	31659	812
0	34298	940	100	34330	942

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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Missing Value	Count	All Obs	Missing Obs
.	1	0.29	1.28
S	77	22.38	98.72
<b>Total</b>	<b>78</b>	<b>22.67</b>	<b>100.00</b>



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207    ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group

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----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q21b (Percent of 2007 final shipments or billed services that went to customers: Beyond a reasonable drive in the United States)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0	63	23.7	23.7	25	10	3.8	42.5	60	4	1.5	60.2	87	1	0.4	81.6
1	1	0.4	24.1	30	5	1.9	44.4	65	5	1.9	62.0	88	1	0.4	82.0
3	2	0.8	24.8	31	1	0.4	44.7	67	3	1.1	63.2	90	16	6.0	88.0
5	7	2.6	27.4	34	1	0.4	45.1	69	1	0.4	63.5	91	1	0.4	88.3
10	12	4.5	32.0	35	5	1.9	47.0	70	12	4.5	68.0	92	2	0.8	89.1
14	1	0.4	32.3	40	6	2.3	49.2	72	1	0.4	68.4	94	3	1.1	90.2
15	4	1.5	33.8	45	5	1.9	51.1	75	13	4.9	73.3	95	9	3.4	93.6
17	1	0.4	34.2	48	1	0.4	51.5	76	1	0.4	73.7	96	1	0.4	94.0
20	10	3.8	38.0	49	1	0.4	51.9	80	12	4.5	78.2	97	2	0.8	94.7
22	1	0.4	38.3	50	17	6.4	58.3	85	7	2.6	80.8	99	5	1.9	96.6
24	1	0.4	38.7	55	1	0.4	58.6	86	1	0.4	81.2	100	9	3.4	100.0

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q21c (Percent of 2007 final shipments or billed services that went to customers: Internationally)

Moments

N	260	Sum Weights	260
Mean	5.72692308	Sum Observations	1489
Std Deviation	13.1996273	Variance	174.23016
Skewness	3.60551003	Kurtosis	15.7584439
Uncorrected SS	53653	Corrected SS	45125.6115
Coeff Variation	230.483754	Std Error Mean	0.81860613

Basic Statistical Measures

Location		Variability	
Mean	5.726923	Std Deviation	13.19963
Median	0.000000	Variance	174.23016
Mode	0.000000	Range	95.00000
		Interquartile Range	5.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 6.995945	Pr >  t	<.0001
Sign	M 49.5	Pr >=  M	<.0001
Signed Rank	S 2475	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	95
99%	75
95%	30
90%	20
75% Q3	5
50% Median	0
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	35185	971	54	32145	835
0	35178	970	54	32995	874
0	35172	969	75	31381	664
0	35032	967	80	34973	962
0	35012	965	95	32100	832

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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Missing Value	Count	All Obs	Missing Obs
.	1	0.29	1.19
S	83	24.13	98.81
<b>Total</b>	<b>84</b>	<b>24.42</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q21c (Percent of 2007 final shipments or billed services that went to customers: Internationally)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0	161	61.9	61.9	9	1	0.4	79.6	30	5	1.9	95.4	50	2	0.8	98.1
1	16	6.2	68.1	10	17	6.5	86.2	33	1	0.4	95.8	54	2	0.8	98.8
2	4	1.5	69.6	12	2	0.8	86.9	35	2	0.8	96.5	75	1	0.4	99.2
3	5	1.9	71.5	15	4	1.5	88.5	40	1	0.4	96.9	80	1	0.4	99.6
5	19	7.3	78.8	20	7	2.7	91.2	45	1	0.4	97.3	95	1	0.4	100.0
6	1	0.4	79.2	25	6	2.3	93.5								

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 399  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q21d (Percent of 2007 final shipments or billed services that went to customers: Total)

Moments

N	266	Sum Weights	266
Mean	99.6240602	Sum Observations	26500
Std Deviation	6.13139339	Variance	37.593985
Skewness	-16.309506	Kurtosis	266
Uncorrected SS	2650000	Corrected SS	9962.40602
Coeff Variation	6.15453073	Std Error Mean	0.37593985

Basic Statistical Measures

Location		Variability	
Mean	99.6241	Std Deviation	6.13139
Median	100.0000	Variance	37.59398
Mode	100.0000	Range	100.00000
		Interquartile Range	0

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 265	Pr >  t  <.0001
Sign	M 132.5	Pr >=  M  <.0001
Signed Rank	S 17622.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	100
90%	100
75% Q3	100
50% Median	100
25% Q1	100
10%	100
5%	100
1%	100
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	31020	656	100	35032	967
100	35185	971	100	35049	968
100	35178	970	100	35172	969
100	35172	969	100	35178	970
100	35049	968	100	35185	971

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	11	3.20	14.10
S	67	19.48	85.90
<b>Total</b>	<b>78</b>	<b>22.67</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

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ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 400  
ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q21d (Percent of 2007 final shipments or billed services that went to customers: Total)

Frequency Counts

Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum
0	1	0.4	0.4	100	265	99.6	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 401  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q21a (Percent of 2007 final shipments or billed services that went to customers: Locally, within a reasonable drive)

Moments

N	263	Sum Weights	263
Mean	51.8288973	Sum Observations	13631
Std Deviation	40.4140215	Variance	1633.29313
Skewness	-0.0237668	Kurtosis	-1.7094072
Uncorrected SS	1134402.5	Corrected SS	427922.8
Coeff Variation	77.9758466	Std Error Mean	2.49203532

Basic Statistical Measures

Location		Variability	
Mean	51.8289	Std Deviation	40.41402
Median	50.0000	Variance	1633
Mode	100.0000	Range	100.00000
		Interquartile Range	89.00000

Tests for Location: Mu0=0

Test	-Statistic-	Pr >  t	Pr >=  M	Pr >=  S
Student's t	t 20.79782	<.0001	<.0001	<.0001
Sign	M 117.5			
Signed Rank	S 13865			

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	100
90%	100
75% Q3	99
50% Median	50
25% Q1	10
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	44744	1294	100	43662	1274
0	44715	1293	100	43787	1275
0	44030	1282	100	44547	1287
0	42191	1239	100	44816	1295
0	42121	1237	100	45083	1300

Missing Values

-----Percent Of-----



Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	2	0.60	2.94
D	1	0.30	1.47
S	65	19.64	95.59
<b>Total</b>	<b>68</b>	<b>20.54</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207    ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group

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----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q21a (Percent of 2007 final shipments or billed services that went to customers: Locally, within a reasonable drive)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.0	28	10.6	10.6	20.0	12	4.6	36.5	50.0	8	3.0	51.3	80.0	12	4.6	64.3
1.0	11	4.2	14.8	24.0	1	0.4	36.9	55.0	1	0.4	51.7	84.0	1	0.4	64.6
2.0	4	1.5	16.3	25.0	7	2.7	39.5	59.0	1	0.4	52.1	85.0	8	3.0	67.7
3.0	1	0.4	16.7	29.0	1	0.4	39.9	60.0	3	1.1	53.2	90.0	7	2.7	70.3
5.0	15	5.7	22.4	30.0	9	3.4	43.3	63.5	1	0.4	53.6	95.0	8	3.0	73.4
6.0	1	0.4	22.8	31.0	1	0.4	43.7	65.0	2	0.8	54.4	98.0	4	1.5	74.9
7.0	1	0.4	23.2	35.0	1	0.4	44.1	70.0	9	3.4	57.8	99.0	2	0.8	75.7
8.0	1	0.4	23.6	40.0	7	2.7	46.8	74.0	1	0.4	58.2	99.5	1	0.4	76.0
10.0	16	6.1	29.7	45.0	3	1.1	47.9	75.0	4	1.5	59.7	100.0	63	24.0	100.0
15.0	6	2.3	31.9	49.0	1	0.4	48.3								

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q21b (Percent of 2007 final shipments or billed services that went to customers: Beyond a reasonable drive in the United States)

Moments

N	259	Sum Weights	259
Mean	44.0135135	Sum Observations	11399.5
Std Deviation	38.0007753	Variance	1444.05893
Skewness	0.09765153	Kurtosis	-1.6646755
Uncorrected SS	874299.25	Corrected SS	372567.203
Coeff Variation	86.3388816	Std Error Mean	2.36125329

Basic Statistical Measures

Location		Variability	
Mean	44.01351	Std Deviation	38.00078
Median	40.00000	Variance	1444
Mode	0.00000	Range	100.00000
		Interquartile Range	79.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 18.6399	Pr >  t  <.0001
Sign	M 97.5	Pr >=  M  <.0001
Signed Rank	S 9555	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	99
90%	95
75% Q3	80
50% Median	40
25% Q1	1
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	45083	1300	100	44879	1145
0	44816	1295	100	40734	1200
0	44547	1287	100	41592	1224
0	43787	1275	100	41947	1231
0	43662	1274	100	42191	1239

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	2	0.60	2.78
D	1	0.30	1.39
S	69	20.85	95.83
<b>Total</b>	<b>72</b>	<b>21.75</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

404

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q21b (Percent of 2007 final shipments or billed services that went to customers: Beyond a reasonable drive in the United States)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.0	64	24.7	24.7	20.0	8	3.1	41.3	50.0	7	2.7	55.2	80.0	18	6.9	76.4
1.0	4	1.5	26.3	24.0	1	0.4	41.7	54.0	1	0.4	55.6	82.0	1	0.4	76.8
2.0	3	1.2	27.4	25.0	6	2.3	44.0	55.0	1	0.4	56.0	85.0	12	4.6	81.5
3.0	1	0.4	27.8	26.0	1	0.4	44.4	58.0	1	0.4	56.4	88.0	2	0.8	82.2
4.0	1	0.4	28.2	29.0	2	0.8	45.2	60.0	5	1.9	58.3	89.0	2	0.8	83.0
5.0	7	2.7	30.9	30.0	5	1.9	47.1	65.0	3	1.2	59.5	90.0	14	5.4	88.4
8.0	1	0.4	31.3	34.0	1	0.4	47.5	68.0	1	0.4	59.8	91.0	1	0.4	88.8
9.0	1	0.4	31.7	35.0	3	1.2	48.6	69.0	1	0.4	60.2	94.0	2	0.8	89.6
10.0	8	3.1	34.7	36.5	1	0.4	49.0	70.0	8	3.1	63.3	95.0	8	3.1	92.7
12.0	1	0.4	35.1	39.0	1	0.4	49.4	73.0	2	0.8	64.1	97.0	2	0.8	93.4
14.0	1	0.4	35.5	40.0	3	1.2	50.6	74.0	1	0.4	64.5	98.0	4	1.5	95.0
15.0	5	1.9	37.5	44.0	1	0.4	51.0	75.0	12	4.6	69.1	99.0	3	1.2	96.1
18.0	1	0.4	37.8	45.0	4	1.5	52.5	79.0	1	0.4	69.5	100.0	10	3.9	100.0
19.0	1	0.4	38.2												

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 405  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q21c (Percent of 2007 final shipments or billed services that went to customers: Internationally)

Moments

N	250	Sum Weights	250
Mean	4.682	Sum Observations	1170.5
Std Deviation	10.3291161	Variance	106.690639
Skewness	4.22045969	Kurtosis	25.1292848
Uncorrected SS	32046.25	Corrected SS	26565.969
Coeff Variation	220.613329	Std Error Mean	0.65327066

Basic Statistical Measures

Location		Variability	
Mean	4.682000	Std Deviation	10.32912
Median	0.000000	Variance	106.69064
Mode	0.000000	Range	92.00000
		Interquartile Range	5.00000

Tests for Location: Mu0=0

Test	-Statistic-	Pr >  t	Pr >=  M	Pr >=  S
Student's t	t 7.167014	<.0001	<.0001	<.0001
Sign	M 55.5			
Signed Rank	S 3108			

Quantiles (Definition 5)

Quantile	Estimate
100% Max	92
99%	50
95%	25
90%	15
75% Q3	5
50% Median	0
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	45110	1301	40	41839	1028
0	45083	1300	40	41978	1033
0	45066	1299	50	43291	1089
0	44816	1295	60	42121	1237
0	44712	1292	92	42472	1050

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	2	0.60	2.47
D	1	0.30	1.23
S	78	23.56	96.30
<b>Total</b>	<b>81</b>	<b>24.47</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q21c (Percent of 2007 final shipments or billed services that went to customers: Internationally)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0.0	139	55.6	55.6	8.0	1	0.4	81.2	19.0	2	0.8	91.6	30.0	3	1.2	98.0
0.5	1	0.4	56.0	9.0	2	0.8	82.0	20.0	5	2.0	93.6	40.0	2	0.8	98.8
1.0	22	8.8	64.8	10.0	16	6.4	88.4	24.0	1	0.4	94.0	50.0	1	0.4	99.2
2.0	7	2.8	67.6	12.0	1	0.4	88.8	25.0	6	2.4	96.4	60.0	1	0.4	99.6
3.0	7	2.8	70.4	15.0	5	2.0	90.8	26.0	1	0.4	96.8	92.0	1	0.4	100.0
5.0	26	10.4	80.8												



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 407  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q21d (Percent of 2007 final shipments or billed services that went to customers: Total)

Moments

N	255	Sum Weights	255
Mean	96.4745098	Sum Observations	24601
Std Deviation	18.4680597	Variance	341.06923
Skewness	-5.0667925	Kurtosis	23.8597659
Uncorrected SS	2460001	Corrected SS	86631.5843
Coeff Variation	19.1429423	Std Error Mean	1.15651476

Basic Statistical Measures

Location		Variability	
Mean	96.4745	Std Deviation	18.46806
Median	100.0000	Variance	341.06923
Mode	100.0000	Range	100.00000
		Interquartile Range	0

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 83.41831	Pr >  t	<.0001
Sign	M 123.5	Pr >=  M	<.0001
Signed Rank	S 15314	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	100
90%	100
75% Q3	100
50% Median	100
25% Q1	100
10%	100
5%	100
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	44557	1130	100	44961	1297
0	43506	1097	100	45000	1298
0	42731	1065	100	45066	1299
0	42499	1052	100	45083	1300
0	41807	1027	100	45110	1301

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	19	5.74	25.00
S	57	17.22	75.00
<b>Total</b>	<b>76</b>	<b>22.96</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 408  
ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q21d (Percent of 2007 final shipments or billed services that went to customers: Total)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum
0	8	3.1	3.1	1	1	0.4	3.5	100	246	96.5	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q21a (Percent of 2007 final shipments or billed services that went to customers: Locally, within a reasonable drive)

Moments

N	162	Sum Weights	162
Mean	55.7469136	Sum Observations	9031
Std Deviation	40.0965158	Variance	1607.73058
Skewness	-0.1891934	Kurtosis	-1.6807019
Uncorrected SS	762295	Corrected SS	258844.623
Coeff Variation	71.9259834	Std Error Mean	3.1502798

Basic Statistical Measures

Location		Variability	
Mean	55.7469	Std Deviation	40.09652
Median	60.0000	Variance	1608
Mode	100.0000	Range	100.00000
		Interquartile Range	90.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 17.69586	Pr >  t  <.0001
Sign	M 75.5	Pr >=  M  <.0001
Signed Rank	S 5738	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	100
90%	100
75% Q3	100
50% Median	60
25% Q1	10
10%	1
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	55118	1503	100	54319	1484
0	54402	1487	100	54380	1485
0	53218	1461	100	54538	1489
0	52222	1432	100	54918	1499
0	53697	1379	100	55187	1506

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	1	0.49	2.27
D	1	0.49	2.27
S	42	20.39	95.45
<b>Total</b>	<b>44</b>	<b>21.36</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q21a (Percent of 2007 final shipments or billed services that went to customers: Locally, within a reasonable drive)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0	11	6.8	6.8	15	1	0.6	29.6	50	5	3.1	45.7	80	6	3.7	59.9
1	7	4.3	11.1	20	4	2.5	32.1	55	1	0.6	46.3	85	5	3.1	63.0
3	1	0.6	11.7	25	5	3.1	35.2	58	1	0.6	46.9	90	8	4.9	67.9
4	1	0.6	12.3	30	6	3.7	38.9	60	6	3.7	50.6	95	6	3.7	71.6
5	10	6.2	18.5	35	1	0.6	39.5	63	1	0.6	51.2	98	1	0.6	72.2
6	1	0.6	19.1	40	4	2.5	42.0	70	2	1.2	52.5	99	2	1.2	73.5
7	1	0.6	19.8	42	1	0.6	42.6	75	6	3.7	56.2	100	43	26.5	100.0
10	15	9.3	29.0												

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q21b (Percent of 2007 final shipments or billed services that went to customers: Beyond a reasonable drive in the United States)

Moments

N	158	Sum Weights	158
Mean	39.6962025	Sum Observations	6272
Std Deviation	36.0644697	Variance	1300.64597
Skewness	0.30106605	Kurtosis	-1.4721832
Uncorrected SS	453176	Corrected SS	204201.418
Coeff Variation	90.8511832	Std Error Mean	2.86913515

Basic Statistical Measures

Location		Variability	
Mean	39.69620	Std Deviation	36.06447
Median	34.50000	Variance	1301
Mode	0.00000	Range	100.00000
		Interquartile Range	74.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 13.8356	Pr >  t  <.0001
Sign	M 59	Pr >=  M  <.0001
Signed Rank	S 3510.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100.0
99%	100.0
95%	95.0
90%	91.0
75% Q3	74.0
50% Median	34.5
25% Q1	0.0
10%	0.0
5%	0.0
1%	0.0
0% Min	0.0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	55187	1506	98	53707	1469
0	54918	1499	100	53076	1339
0	54538	1489	100	50062	1358
0	54380	1485	100	54402	1487
0	54319	1484	100	55118	1503

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	1	0.49	2.08
D	1	0.49	2.08
S	46	22.33	95.83
<b>Total</b>	<b>48</b>	<b>23.30</b>	<b>100.00</b>



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207    ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group

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----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q21b (Percent of 2007 final shipments or billed services that went to customers: Beyond a reasonable drive in the United States)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0	40	25.3	25.3	29	1	0.6	48.1	55	3	1.9	64.6	87	1	0.6	83.5
1	2	1.3	26.6	30	2	1.3	49.4	60	3	1.9	66.5	90	10	6.3	89.9
2	1	0.6	27.2	34	1	0.6	50.0	64	1	0.6	67.1	91	1	0.6	90.5
3	1	0.6	27.8	35	1	0.6	50.6	65	2	1.3	68.4	92	2	1.3	91.8
5	5	3.2	31.0	40	7	4.4	55.1	70	10	6.3	74.7	94	1	0.6	92.4
10	10	6.3	37.3	42	2	1.3	56.3	74	2	1.3	75.9	95	5	3.2	95.6
15	5	3.2	40.5	45	3	1.9	58.2	75	1	0.6	76.6	97	2	1.3	96.8
19	1	0.6	41.1	50	6	3.8	62.0	80	6	3.8	80.4	98	1	0.6	97.5
20	4	2.5	43.7	54	1	0.6	62.7	85	4	2.5	82.9	100	4	2.5	100.0
25	6	3.8	47.5												

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q21c (Percent of 2007 final shipments or billed services that went to customers: Internationally)

Moments

N	154	Sum Weights	154
Mean	5.79220779	Sum Observations	892
Std Deviation	12.4174005	Variance	154.191834
Skewness	3.06386312	Kurtosis	9.91992597
Uncorrected SS	28758	Corrected SS	23591.3506
Coeff Variation	214.381129	Std Error Mean	1.00062264

Basic Statistical Measures

Location		Variability	
Mean	5.792208	Std Deviation	12.41740
Median	0.000000	Variance	154.19183
Mode	0.000000	Range	70.00000
		Interquartile Range	5.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 5.788604	Pr >  t	<.0001
Sign	M 31	Pr >=  M	<.0001
Signed Rank	S 976.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	70
99%	60
95%	30
90%	20
75% Q3	5
50% Median	0
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	55212	1508	50	52196	1367
0	55187	1506	50	52862	1451
0	55118	1503	55	52865	1334
0	54967	1501	60	53697	1379
0	54918	1499	70	54039	1349

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	1	0.49	1.92
D	1	0.49	1.92
S	50	24.27	96.15
<b>Total</b>	<b>52</b>	<b>25.24</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q21c (Percent of 2007 final shipments or billed services that went to customers: Internationally)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0	92	59.7	59.7	5	15	9.7	77.9	15	2	1.3	89.0	35	1	0.6	96.1
1	7	4.5	64.3	8	1	0.6	78.6	19	1	0.6	89.6	50	3	1.9	98.1
2	2	1.3	65.6	9	1	0.6	79.2	20	3	1.9	91.6	55	1	0.6	98.7
3	3	1.9	67.5	10	12	7.8	87.0	25	3	1.9	93.5	60	1	0.6	99.4
4	1	0.6	68.2	12	1	0.6	87.7	30	3	1.9	95.5	70	1	0.6	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 415  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q21d (Percent of 2007 final shipments or billed services that went to customers: Total)

Moments

N	136	Sum Weights	136
Mean	97.7573529	Sum Observations	13295
Std Deviation	14.742479	Variance	217.340686
Skewness	-6.5725034	Kurtosis	41.8492483
Uncorrected SS	1329025	Corrected SS	29340.9926
Coeff Variation	15.0806855	Std Error Mean	1.26415714

Basic Statistical Measures

Location		Variability	
Mean	97.7574	Std Deviation	14.74248
Median	100.0000	Variance	217.34069
Mode	100.0000	Range	100.00000
		Interquartile Range	0

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 77.33006	Pr >  t	<.0001
Sign	M 66.5	Pr >=  M	<.0001
Signed Rank	S 4455.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	100
90%	100
75% Q3	100
50% Median	100
25% Q1	100
10%	100
5%	100
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	52549	1330	100	54967	1501
0	50964	1312	100	55118	1503
0	50216	1306	100	55158	1505
95	50152	1304	100	55187	1506
100	55212	1508	100	55212	1508

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	31	15.05	44.29
S	39	18.93	55.71
<b>Total</b>	<b>70</b>	<b>33.98</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

416

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q21d (Percent of 2007 final shipments or billed services that went to customers: Total)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum
0	3	2.2	2.2	95	1	0.7	2.9	100	132	97.1	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q22ck by Group

Q22ck(Percent of 2012, goods and services sold to. . . Check here if you did not have any sales in 2012.)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	12 . . .	53 . . .	11 . . .	19 . . .	31 . . .	. . . .
Skipped	18 . . .	29 . . .	33 . . .	23 . . .	23 . . .	. . . .
Yes	8 0.64 22.22 2.78	8 0.64 22.22 3.52	5 0.40 13.89 1.67	10 0.80 27.78 3.46	5 0.40 13.89 3.29	36 2.87
No	280 22.29 22.95 97.22	219 17.44 17.95 96.48	295 23.49 24.18 98.33	279 22.21 22.87 96.54	147 11.70 12.05 96.71	1220 97.13
Total	288 22.93	227 18.07	300 23.89	289 23.01	152 12.10	1256 100.00

Frequency Missing = 252



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 418  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q22a (Percent of 2012, goods and services sold to: Other businesses)

Moments

N	274	Sum Weights	274
Mean	66.4524745	Sum Observations	18207.978
Std Deviation	38.2987298	Variance	1466.7927
Skewness	-0.706445	Kurtosis	-1.1958199
Uncorrected SS	1610399.6	Corrected SS	400434.408
Coeff Variation	57.6332636	Std Error Mean	2.31371088

Basic Statistical Measures

Location		Variability	
Mean	66.4525	Std Deviation	38.29873
Median	89.5000	Variance	1467
Mode	100.0000	Range	100.00000
		Interquartile Range	75.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 28.72117	Pr >  t	<.0001
Sign	M 124.5	Pr >=  M	<.0001
Signed Rank	S 15562.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100.0
99%	100.0
95%	100.0
90%	100.0
75% Q3	100.0
50% Median	89.5
25% Q1	25.0
10%	1.0
5%	0.0
1%	0.0
0% Min	0.0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	15094	315	100	14658	306
0	14524	300	100	14783	309
0	13371	271	100	15035	314
0	13298	267	100	15171	317
0	13290	266	100	15198	318

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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Missing Value	Count	All Obs	Missing Obs
.	12	3.77	27.27
S	32	10.06	72.73
<b>Total</b>	<b>44</b>	<b>13.84</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207    ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q22a (Percent of 2012, goods and services sold to: Other businesses)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.000	25	9.1	9.1	20.000	9	3.3	22.6	50.000	10	3.6	35.0	90.000	20	7.3	57.3
0.010	1	0.4	9.5	22.000	1	0.4	23.0	60.000	2	0.7	35.8	93.000	1	0.4	57.7
1.000	2	0.7	10.2	25.000	6	2.2	25.2	65.000	1	0.4	36.1	95.000	16	5.8	63.5
2.000	2	0.7	10.9	28.000	1	0.4	25.5	67.000	1	0.4	36.5	96.000	2	0.7	64.2
4.000	1	0.4	11.3	29.000	1	0.4	25.9	70.000	5	1.8	38.3	97.000	4	1.5	65.7
5.000	8	2.9	14.2	30.000	5	1.8	27.7	75.000	9	3.3	41.6	98.000	10	3.6	69.3
10.000	9	3.3	17.5	34.000	1	0.4	28.1	80.000	12	4.4	46.0	99.000	9	3.3	72.6
14.000	1	0.4	17.9	35.000	2	0.7	28.8	85.000	9	3.3	49.3	99.968	1	0.4	73.0
15.000	3	1.1	19.0	40.000	6	2.2	31.0	88.000	1	0.4	49.6	100.000	74	27.0	100.0
18.000	1	0.4	19.3	45.000	1	0.4	31.4	89.000	1	0.4	50.0				

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 420  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q22b (Percent of 2012, goods and services sold to: Government)

Moments

N	267	Sum Weights	267
Mean	9.17618727	Sum Observations	2450.042
Std Deviation	20.2735018	Variance	411.014876
Skewness	3.03339966	Kurtosis	8.96778771
Uncorrected SS	131812.001	Corrected SS	109329.957
Coeff Variation	220.936008	Std Error Mean	1.24071816

Basic Statistical Measures

Location		Variability	
Mean	9.176187	Std Deviation	20.27350
Median	0.000000	Variance	411.01488
Mode	0.000000	Range	100.00000
		Interquartile Range	10.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 7.395868	Pr >  t	<.0001
Sign	M 62.5	Pr >=  M	<.0001
Signed Rank	S 3937.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	58
90%	30
75% Q3	10
50% Median	0
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	15171	317	90	13641	279
0	15147	316	95	14148	144
0	15094	315	100	11694	70
0	15035	314	100	12611	95
0	14976	312	100	13377	122

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	12	3.77	23.53
S	39	12.26	76.47
<b>Total</b>	<b>51</b>	<b>16.04</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

421

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q22b (Percent of 2012, goods and services sold to: Government)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.000	142	53.2	53.2	6.000	1	0.4	74.5	28.000	1	0.4	89.9	73.000	1	0.4	95.9
0.010	1	0.4	53.6	8.000	1	0.4	74.9	30.000	4	1.5	91.4	75.000	1	0.4	96.3
0.032	1	0.4	53.9	10.000	21	7.9	82.8	33.000	2	0.7	92.1	80.000	2	0.7	97.0
1.000	12	4.5	58.4	11.000	1	0.4	83.1	35.000	1	0.4	92.5	85.000	2	0.7	97.8
2.000	11	4.1	62.5	12.000	1	0.4	83.5	40.000	2	0.7	93.3	90.000	2	0.7	98.5
3.000	5	1.9	64.4	15.000	4	1.5	85.0	50.000	4	1.5	94.8	95.000	1	0.4	98.9
4.000	1	0.4	64.8	20.000	8	3.0	88.0	58.000	1	0.4	95.1	100.000	3	1.1	100.0
5.000	25	9.4	74.2	25.000	4	1.5	89.5	65.000	1	0.4	95.5				

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 422  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q22c (Percent of 2012, goods and services sold to: Individuals)

Moments

N	268	Sum Weights	268
Mean	25.593209	Sum Observations	6858.98
Std Deviation	35.8917271	Variance	1288.21608
Skewness	1.13483855	Kurtosis	-0.3644472
Uncorrected SS	519497	Corrected SS	343953.692
Coeff Variation	140.239261	Std Error Mean	2.19243618

Basic Statistical Measures

Location		Variability	
Mean	25.59321	Std Deviation	35.89173
Median	5.00000	Variance	1288
Mode	0.00000	Range	100.00000
		Interquartile Range	50.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 11.67341	Pr >  t  <.0001
Sign	M 83	Pr >=  M  <.0001
Signed Rank	S 6930.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	100
90%	95
75% Q3	50
50% Median	5
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	15171	317	100	13290	266
0	15035	314	100	13298	267
0	14783	309	100	13371	271
0	14658	306	100	14524	300
0	14620	303	100	15094	315

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	12	3.77	24.00
S	38	11.95	76.00
<b>Total</b>	<b>50</b>	<b>15.72</b>	<b>100.00</b>



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207    ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q22c (Percent of 2012, goods and services sold to: Individuals)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	102	38.1	38.1	15.00	6	2.2	64.2	60.00	1	0.4	77.6	86.00	1	0.4	87.7
1.00	12	4.5	42.5	19.00	1	0.4	64.6	61.00	1	0.4	78.0	90.00	3	1.1	88.8
2.00	13	4.9	47.4	20.00	8	3.0	67.5	65.00	1	0.4	78.4	93.00	2	0.7	89.6
4.00	1	0.4	47.8	25.00	11	4.1	71.6	68.00	1	0.4	78.7	95.00	4	1.5	91.0
5.00	21	7.8	55.6	30.00	1	0.4	72.0	70.00	8	3.0	81.7	97.00	1	0.4	91.4
8.00	1	0.4	56.0	33.00	1	0.4	72.4	73.00	1	0.4	82.1	98.00	2	0.7	92.2
9.00	1	0.4	56.3	40.00	5	1.9	74.3	75.00	3	1.1	83.2	99.00	1	0.4	92.5
10.00	13	4.9	61.2	50.00	7	2.6	76.9	80.00	7	2.6	85.8	99.98	1	0.4	92.9
13.00	1	0.4	61.6	55.00	1	0.4	77.2	85.00	4	1.5	87.3	100.00	19	7.1	100.0
14.00	1	0.4	61.9												

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 424  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q22d (Percent of 2012, goods and services sold to: Total)

Moments

N	279	Sum Weights	279
Mean	98.2688172	Sum Observations	27417
Std Deviation	12.9931967	Variance	168.823161
Skewness	-7.3271986	Kurtosis	52.215613
Uncorrected SS	2741169	Corrected SS	46932.8387
Coeff Variation	13.2220954	Std Error Mean	0.77788234

Basic Statistical Measures

Location		Variability	
Mean	98.2688	Std Deviation	12.99320
Median	100.0000	Variance	168.82316
Mode	100.0000	Range	105.00000
		Interquartile Range	0

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 126.3286	Pr >  t	<.0001
Sign	M 137.5	Pr >=  M	<.0001
Signed Rank	S 18975	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	105
99%	100
95%	100
90%	100
75% Q3	100
50% Median	100
25% Q1	100
10%	100
5%	100
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	15211	179	100	15094	315
0	14533	154	100	15147	316
0	13106	114	100	15171	317
0	11833	72	100	15198	318
12	12322	87	105	11433	58

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

Missing Value	Count	All Obs	Missing Obs
.	12	3.77	30.77
S	27	8.49	69.23
<b>Total</b>	<b>39</b>	<b>12.26</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

425

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q22d (Percent of 2012, goods and services sold to: Total)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0	4	1.4	1.4	12	1	0.4	1.8	100	273	97.8	99.6	105	1	0.4	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 426  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q22a (Percent of 2012, goods and services sold to: Other businesses)

Moments

N	221	Sum Weights	221
Mean	67.3479638	Sum Observations	14883.9
Std Deviation	39.8725043	Variance	1589.8166
Skewness	-0.7919637	Kurtosis	-1.1184678
Uncorrected SS	1352160.01	Corrected SS	349759.652
Coeff Variation	59.2037265	Std Error Mean	2.68211489

Basic Statistical Measures

Location		Variability	
Mean	67.3480	Std Deviation	39.87250
Median	90.0000	Variance	1590
Mode	100.0000	Range	100.00000
		Interquartile Range	75.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 25.11002	Pr >  t	<.0001
Sign	M 94.5	Pr >=  M	<.0001
Signed Rank	S 8977.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	100
90%	100
75% Q3	100
50% Median	90
25% Q1	25
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	25001	620	100	24748	613
0	24626	605	100	24852	614
0	24324	596	100	24871	615
0	24296	595	100	25119	623
0	24208	593	100	25136	625

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	50	16.18	56.82
S	38	12.30	43.18
<b>Total</b>	<b>88</b>	<b>28.48</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207    ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group

427

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q22a (Percent of 2012, goods and services sold to: Other businesses)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.0	32	14.5	14.5	30.0	3	1.4	27.1	70.0	4	1.8	36.7	93.0	1	0.5	53.4
1.0	3	1.4	15.8	32.0	1	0.5	27.6	75.0	4	1.8	38.5	94.0	3	1.4	54.8
2.0	1	0.5	16.3	40.0	4	1.8	29.4	78.0	1	0.5	38.9	95.0	9	4.1	58.8
5.0	5	2.3	18.6	45.0	1	0.5	29.9	79.0	1	0.5	39.4	97.0	2	0.9	59.7
10.0	4	1.8	20.4	48.0	1	0.5	30.3	80.0	10	4.5	43.9	98.0	6	2.7	62.4
12.0	1	0.5	20.8	50.0	2	0.9	31.2	85.0	4	1.8	45.7	99.0	6	2.7	65.2
15.0	2	0.9	21.7	55.0	3	1.4	32.6	89.0	1	0.5	46.2	99.9	1	0.5	65.6
20.0	6	2.7	24.4	60.0	2	0.9	33.5	90.0	15	6.8	52.9	100.0	76	34.4	100.0
25.0	3	1.4	25.8	65.0	3	1.4	34.8								

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 428  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q22b (Percent of 2012, goods and services sold to: Government)

Moments

N	216	Sum Weights	216
Mean	6.13009259	Sum Observations	1324.1
Std Deviation	15.8253777	Variance	250.442579
Skewness	3.9034291	Kurtosis	16.9563292
Uncorrected SS	61962.01	Corrected SS	53845.1544
Coeff Variation	258.158869	Std Error Mean	1.07678056

Basic Statistical Measures

Location		Variability	
Mean	6.130093	Std Deviation	15.82538
Median	0.000000	Variance	250.44258
Mode	0.000000	Range	100.00000
		Interquartile Range	5.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 5.692982	Pr >  t	<.0001
Sign	M 37.5	Pr >=  M	<.0001
Signed Rank	S 1425	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	88
95%	40
90%	20
75% Q3	5
50% Median	0
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	25147	626	60	22250	531
0	25136	625	80	23700	573
0	25119	623	88	24847	411
0	25001	620	100	24532	406
0	24871	615	100	20756	496

Missing Values

-----Percent Of-----



Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	50	16.18	53.76
S	43	13.92	46.24
<b>Total</b>	<b>93</b>	<b>30.10</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q22b (Percent of 2012, goods and services sold to: Government)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.0	141	65.3	65.3	5.0	15	6.9	80.1	25.0	3	1.4	93.5	54.0	1	0.5	97.2
0.1	1	0.5	65.7	8.0	3	1.4	81.5	30.0	1	0.5	94.0	60.0	2	0.9	98.1
1.0	7	3.2	69.0	10.0	12	5.6	87.0	35.0	2	0.9	94.9	80.0	1	0.5	98.6
2.0	7	3.2	72.2	15.0	6	2.8	89.8	40.0	3	1.4	96.3	88.0	1	0.5	99.1
3.0	1	0.5	72.7	20.0	5	2.3	92.1	50.0	1	0.5	96.8	100.0	2	0.9	100.0
4.0	1	0.5	73.1												

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 430  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q22c (Percent of 2012, goods and services sold to: Individuals)

Moments

N	217	Sum Weights	217
Mean	27.110591	Sum Observations	5883
Std Deviation	38.4544792	Variance	1478.74697
Skewness	1.04203629	Kurtosis	-0.6627678
Uncorrected SS	478901	Corrected SS	319409.346
Coeff Variation	141.842971	Std Error Mean	2.61046014

Basic Statistical Measures

Location		Variability	
Mean	27.11060	Std Deviation	38.45448
Median	2.00000	Variance	1479
Mode	0.00000	Range	100.00000
		Interquartile Range	50.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 10.38537	Pr >  t	<.0001
Sign	M 60.5	Pr >=  M	<.0001
Signed Rank	S 3690.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	100
90%	100
75% Q3	50
50% Median	2
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	25136	625	100	23884	579
0	25119	623	100	24208	593
0	25103	622	100	24296	595
0	24950	618	100	24324	596
0	24871	615	100	25001	620

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	50	16.18	54.35
S	42	13.59	45.65
<b>Total</b>	<b>92</b>	<b>29.77</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q22c (Percent of 2012, goods and services sold to: Individuals)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0	96	44.2	44.2	19	1	0.5	65.4	60	3	1.4	76.5	88	1	0.5	83.9
1	12	5.5	49.8	20	6	2.8	68.2	70	3	1.4	77.9	90	3	1.4	85.3
2	6	2.8	52.5	21	1	0.5	68.7	75	4	1.8	79.7	93	1	0.5	85.7
3	2	0.9	53.5	25	1	0.5	69.1	80	3	1.4	81.1	94	1	0.5	86.2
5	9	4.1	57.6	30	2	0.9	70.0	82	1	0.5	81.6	95	3	1.4	87.6
10	10	4.6	62.2	40	4	1.8	71.9	84	1	0.5	82.0	98	3	1.4	88.9
15	5	2.3	64.5	45	3	1.4	73.3	85	3	1.4	83.4	100	24	11.1	100.0
18	1	0.5	65.0	50	4	1.8	75.1								

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 432  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q22d (Percent of 2012, goods and services sold to: Total)

Moments

N	219	Sum Weights	219
Mean	99.5022831	Sum Observations	21791
Std Deviation	6.78866732	Variance	46.0860039
Skewness	-14.58943	Kurtosis	214.592446
Uncorrected SS	2178301	Corrected SS	10046.7489
Coeff Variation	6.82262467	Std Error Mean	0.45873563

Basic Statistical Measures

Location		Variability	
Mean	99.5023	Std Deviation	6.78867
Median	100.0000	Variance	46.08600
Mode	100.0000	Range	101.00000
		Interquartile Range	0

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 216.9055	Pr >  t	<.0001
Sign	M 109	Pr >=  M	<.0001
Signed Rank	S 11935.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	101
99%	100
95%	100
90%	100
75% Q3	100
50% Median	100
25% Q1	100
10%	100
5%	100
1%	100
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	24626	605	100	25103	622
90	20184	321	100	25119	623
100	25147	626	100	25136	625
100	25136	625	100	25147	626
100	25119	623	101	22098	363

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	53	17.15	58.89
S	37	11.97	41.11
<b>Total</b>	<b>90</b>	<b>29.13</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 433  
ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q22d (Percent of 2012, goods and services sold to: Total)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0	1	0.5	0.5	90	1	0.5	0.9	100	216	98.6	99.5	101	1	0.5	100.0



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q22a (Percent of 2012, goods and services sold to: Other businesses)

Moments

N	289	Sum Weights	289
Mean	69.1763668	Sum Observations	19991.97
Std Deviation	36.5456408	Variance	1335.58386
Skewness	-0.8966205	Kurtosis	-0.7719802
Uncorrected SS	1767620	Corrected SS	384648.152
Coeff Variation	52.8296621	Std Error Mean	2.14974358

Basic Statistical Measures

Location		Variability	
Mean	69.1764	Std Deviation	36.54564
Median	85.0000	Variance	1336
Mode	100.0000	Range	100.00000
		Interquartile Range	60.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 32.17889	Pr >  t  <.0001
Sign	M 132	Pr >=  M  <.0001
Signed Rank	S 17490	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	100
90%	100
75% Q3	100
50% Median	85
25% Q1	40
10%	2
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	34911	960	100	34973	962
0	34206	936	100	34986	963
0	33947	922	100	35012	965
0	32868	865	100	35032	967
0	31706	816	100	35049	968

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	11	3.20	20.00
S	44	12.79	80.00
<b>Total</b>	<b>55</b>	<b>15.99</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

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----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q22a (Percent of 2012, goods and services sold to: Other businesses)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	25	8.7	8.7	20.00	6	2.1	20.1	60.00	9	3.1	32.5	93.00	2	0.7	55.0
0.01	1	0.3	9.0	25.00	1	0.3	20.4	65.00	6	2.1	34.6	94.00	2	0.7	55.7
1.00	2	0.7	9.7	29.00	1	0.3	20.8	70.00	7	2.4	37.0	95.00	23	8.0	63.7
2.00	3	1.0	10.7	30.00	4	1.4	22.1	74.00	2	0.7	37.7	96.00	2	0.7	64.4
4.00	1	0.3	11.1	31.00	1	0.3	22.5	75.00	13	4.5	42.2	97.00	2	0.7	65.1
5.00	4	1.4	12.5	33.00	1	0.3	22.8	80.00	13	4.5	46.7	98.00	11	3.8	68.9
8.00	1	0.3	12.8	40.00	7	2.4	25.3	85.00	10	3.5	50.2	99.00	4	1.4	70.2
10.00	12	4.2	17.0	50.00	9	3.1	28.4	89.00	1	0.3	50.5	99.96	1	0.3	70.6
15.00	2	0.7	17.6	54.00	1	0.3	28.7	90.00	11	3.8	54.3	100.00	85	29.4	100.0
19.00	1	0.3	18.0	55.00	2	0.7	29.4								

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 436  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q22b (Percent of 2012, goods and services sold to: Government)

Moments

N	278	Sum Weights	278
Mean	8.35615108	Sum Observations	2323.01
Std Deviation	18.2451791	Variance	332.886562
Skewness	3.08680616	Kurtosis	9.69793728
Uncorrected SS	111621	Corrected SS	92209.5776
Coeff Variation	218.344295	Std Error Mean	1.09427313

Basic Statistical Measures

Location		Variability	
Mean	8.356151	Std Deviation	18.24518
Median	0.000000	Variance	332.88656
Mode	0.000000	Range	100.00000
		Interquartile Range	10.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 7.636257	Pr >  t	<.0001
Sign	M 60	Pr >=  M	<.0001
Signed Rank	S 3630	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	90
95%	50
90%	25
75% Q3	10
50% Median	0
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	35049	968	90	32881	694
0	35032	967	90	30282	769
0	35012	965	90	32783	860
0	34986	963	90	33201	883
0	34973	962	100	34206	936

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	11	3.20	16.67
S	55	15.99	83.33
<b>Total</b>	<b>66</b>	<b>19.19</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q22b (Percent of 2012, goods and services sold to: Government)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	158	56.8	56.8	6.00	2	0.7	74.1	30.00	3	1.1	92.1	60.00	1	0.4	96.0
0.01	1	0.4	57.2	10.00	25	9.0	83.1	33.00	1	0.4	92.4	66.00	1	0.4	96.4
1.00	9	3.2	60.4	15.00	7	2.5	85.6	35.00	1	0.4	92.8	70.00	3	1.1	97.5
2.00	7	2.5	62.9	18.00	1	0.4	86.0	40.00	3	1.1	93.9	80.00	2	0.7	98.2
3.00	6	2.2	65.1	20.00	9	3.2	89.2	46.00	1	0.4	94.2	90.00	4	1.4	99.6
4.00	3	1.1	66.2	25.00	5	1.8	91.0	50.00	4	1.4	95.7	100.00	1	0.4	100.0
5.00	20	7.2	73.4												

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 438  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q22c (Percent of 2012, goods and services sold to: Individuals)

Moments

N	278	Sum Weights	278
Mean	25.118777	Sum Observations	6983.02
Std Deviation	36.3761972	Variance	1323.22773
Skewness	1.23713441	Kurtosis	-0.1366857
Uncorrected SS	541939.002	Corrected SS	366534.08
Coeff Variation	144.816753	Std Error Mean	2.18169933

Basic Statistical Measures

Location		Variability	
Mean	25.11878	Std Deviation	36.37620
Median	5.00000	Variance	1323
Mode	0.00000	Range	100.00000
		Interquartile Range	40.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 11.5134	Pr >  t  <.0001
Sign	M 85	Pr >=  M  <.0001
Signed Rank	S 7267.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	100
90%	99
75% Q3	40
50% Median	5
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	35049	968	100	32868	865
0	35032	967	100	33947	922
0	35012	965	100	33986	925
0	34986	963	100	34403	945
0	34973	962	100	34911	960

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	11	3.20	16.67
S	55	15.99	83.33
<b>Total</b>	<b>66</b>	<b>19.19</b>	<b>100.00</b>



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q22c (Percent of 2012, goods and services sold to: Individuals)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.00	108	38.8	38.8	20.00	9	3.2	68.7	50.00	4	1.4	79.1	88.00	1	0.4	84.5
0.04	1	0.4	39.2	22.00	1	0.4	69.1	58.00	1	0.4	79.5	90.00	8	2.9	87.4
1.00	8	2.9	42.1	23.00	1	0.4	69.4	60.00	1	0.4	79.9	94.00	1	0.4	87.8
2.00	11	4.0	46.0	25.00	5	1.8	71.2	65.00	1	0.4	80.2	95.00	1	0.4	88.1
3.00	3	1.1	47.1	26.00	1	0.4	71.6	70.00	3	1.1	81.3	96.00	1	0.4	88.5
5.00	24	8.6	55.8	30.00	3	1.1	72.7	75.00	2	0.7	82.0	97.00	1	0.4	88.8
7.00	1	0.4	56.1	33.00	1	0.4	73.0	79.00	1	0.4	82.4	98.00	2	0.7	89.6
8.00	1	0.4	56.5	35.00	5	1.8	74.8	80.00	2	0.7	83.1	99.00	2	0.7	90.3
10.00	18	6.5	62.9	40.00	7	2.5	77.3	85.00	2	0.7	83.8	99.98	1	0.4	90.6
15.00	7	2.5	65.5	47.00	1	0.4	77.7	87.00	1	0.4	84.2	100.00	26	9.4	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 440  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q22d (Percent of 2012, goods and services sold to: Total)

Moments

N	292	Sum Weights	292
Mean	100.335616	Sum Observations	29298
Std Deviation	5.85304267	Variance	34.2581086
Skewness	17.0828318	Kurtosis	291.882465
Uncorrected SS	2949602	Corrected SS	9969.10959
Coeff Variation	5.83346461	Std Error Mean	0.34252341

Basic Statistical Measures

Location		Variability	
Mean	100.3356	Std Deviation	5.85304
Median	100.0000	Variance	34.25811
Mode	100.0000	Range	101.00000
		Interquartile Range	0

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 292.9307	Pr >  t  <.0001
Sign	M 146	Pr >=  M  <.0001
Signed Rank	S 21389	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	200
99%	100
95%	100
90%	100
75% Q3	100
50% Median	100
25% Q1	100
10%	100
5%	100
1%	100
0% Min	99

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
99	34436	946	100	35049	968
99	31066	658	100	35172	969
100	35185	971	100	35178	970
100	35178	970	100	35185	971
100	35172	969	200	33311	706

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	11	3.20	21.15
S	41	11.92	78.85
<b>Total</b>	<b>52</b>	<b>15.12</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

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ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q22d (Percent of 2012, goods and services sold to: Total)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum
99	2	0.7	0.7	100	289	99.0	99.7	200	1	0.3	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 442  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q22a (Percent of 2012, goods and services sold to: Other businesses)

Moments

N	264	Sum Weights	264
Mean	73.8329545	Sum Observations	19491.9
Std Deviation	35.7483517	Variance	1277.94465
Skewness	-1.1220623	Kurtosis	-0.3720023
Uncorrected SS	1775244.01	Corrected SS	336099.443
Coeff Variation	48.4178805	Std Error Mean	2.20015896

Basic Statistical Measures

Location		Variability	
Mean	73.8330	Std Deviation	35.74835
Median	95.0000	Variance	1278
Mode	100.0000	Range	100.00000
		Interquartile Range	50.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 33.55801	Pr >  t	<.0001
Sign	M 121.5	Pr >=  M	<.0001
Signed Rank	S 14823	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	100
90%	100
75% Q3	100
50% Median	95
25% Q1	50
10%	5
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	45083	1300	100	44816	1295
0	42903	1254	100	44932	1296
0	42191	1239	100	44961	1297
0	41952	1232	100	45000	1298
0	41086	1208	100	45066	1299

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	19	5.74	28.36
S	48	14.50	71.64
<b>Total</b>	<b>67</b>	<b>20.24</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q22a (Percent of 2012, goods and services sold to: Other businesses)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.0	21	8.0	8.0	25.0	5	1.9	18.9	65.0	1	0.4	28.8	95.0	25	9.5	56.4
2.0	2	0.8	8.7	30.0	2	0.8	19.7	70.0	6	2.3	31.1	96.0	3	1.1	57.6
5.0	6	2.3	11.0	35.0	2	0.8	20.5	74.0	1	0.4	31.4	97.0	4	1.5	59.1
10.0	5	1.9	12.9	40.0	6	2.3	22.7	75.0	2	0.8	32.2	98.0	7	2.7	61.7
13.0	1	0.4	13.3	45.0	1	0.4	23.1	80.0	10	3.8	36.0	99.0	11	4.2	65.9
15.0	4	1.5	14.8	50.0	8	3.0	26.1	85.0	5	1.9	37.9	99.9	1	0.4	66.3
18.0	1	0.4	15.2	55.0	1	0.4	26.5	90.0	23	8.7	46.6	100.0	89	33.7	100.0
20.0	5	1.9	17.0	60.0	5	1.9	28.4	92.0	1	0.4	47.0				

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 444  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q22b (Percent of 2012, goods and services sold to: Government)

Moments

N	253	Sum Weights	253
Mean	5.40909091	Sum Observations	1368.5
Std Deviation	14.0084879	Variance	196.237734
Skewness	4.25796507	Kurtosis	19.9457613
Uncorrected SS	56854.25	Corrected SS	49451.9091
Coeff Variation	258.980449	Std Error Mean	0.88070609

Basic Statistical Measures

Location		Variability	
Mean	5.409091	Std Deviation	14.00849
Median	0.000000	Variance	196.23773
Mode	0.000000	Range	95.00000
		Interquartile Range	5.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 6.141766	Pr >  t	<.0001
Sign	M 47.5	Pr >=  M	<.0001
Signed Rank	S 2280	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	95
99%	80
95%	30
90%	15
75% Q3	5
50% Median	0
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	45110	1301	80	40777	995
0	45083	1300	80	41795	1025
0	45066	1299	80	41997	1034
0	45000	1298	80	43166	1083
0	44961	1297	95	42466	1049

Missing Values

-----Percent Of-----



Appendix A. Frequency Listings for by Group

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Missing Value	Count	All Obs	Missing Obs
.	19	5.74	24.36
S	59	17.82	75.64
<b>Total</b>	<b>78</b>	<b>23.56</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q22b (Percent of 2012, goods and services sold to: Government)

Frequency Counts

Percents			Percents			Percents			Percents		
Value	Count	Cum	Value	Count	Cum	Value	Count	Cum	Value	Count	Cum
0.0	158	62.5	4.0	2	0.8	10.0	16	6.3	30.0	7	2.8
0.5	1	0.4	5.0	28	11.1	15.0	5	2.0	60.0	1	0.4
1.0	12	4.7	6.0	1	0.4	18.0	1	0.4	70.0	1	0.4
2.0	3	1.2	8.0	1	0.4	20.0	7	2.8	80.0	4	1.6
3.0	2	0.8	9.0	1	0.4	25.0	1	0.4	95.0	1	0.4
											100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 446  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q22c (Percent of 2012, goods and services sold to: Individuals)

Moments

N	256	Sum Weights	256
Mean	22.4554688	Sum Observations	5748.6
Std Deviation	35.3490579	Variance	1249.55589
Skewness	1.3304523	Kurtosis	0.10101591
Uncorrected SS	447724.26	Corrected SS	318636.752
Coeff Variation	157.418481	Std Error Mean	2.20931612

Basic Statistical Measures

Location		Variability	
Mean	22.45547	Std Deviation	35.34906
Median	1.00000	Variance	1250
Mode	0.00000	Range	100.00000
		Interquartile Range	32.50000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 10.16399	Pr >  t  <.0001
Sign	M 72.5	Pr >=  M  <.0001
Signed Rank	S 5292.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100.0
99%	100.0
95%	100.0
90%	95.0
75% Q3	32.5
50% Median	1.0
25% Q1	0.0
10%	0.0
5%	0.0
1%	0.0
0% Min	0.0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	45066	1299	100	41235	1213
0	45000	1298	100	41952	1232
0	44961	1297	100	42191	1239
0	44932	1296	100	42903	1254
0	44816	1295	100	45083	1300

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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Missing Value	Count	All Obs	Missing Obs
.	19	5.74	25.33
S	56	16.92	74.67
<b>Total</b>	<b>75</b>	<b>22.66</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q22c (Percent of 2012, goods and services sold to: Individuals)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.0	111	43.4	43.4	9.0	1	0.4	63.7	39.0	1	0.4	75.8	80.0	6	2.3	87.5
0.1	1	0.4	43.8	10.0	15	5.9	69.5	40.0	1	0.4	76.2	85.0	2	0.8	88.3
0.5	1	0.4	44.1	15.0	4	1.6	71.1	50.0	7	2.7	78.9	89.0	1	0.4	88.7
1.0	16	6.3	50.4	19.0	1	0.4	71.5	55.0	3	1.2	80.1	90.0	2	0.8	89.5
2.0	8	3.1	53.5	20.0	3	1.2	72.7	60.0	2	0.8	80.9	94.0	1	0.4	89.8
3.0	5	2.0	55.5	25.0	3	1.2	73.8	65.0	3	1.2	82.0	95.0	2	0.8	90.6
4.0	2	0.8	56.3	30.0	3	1.2	75.0	70.0	1	0.4	82.4	98.0	1	0.4	91.0
5.0	18	7.0	63.3	35.0	1	0.4	75.4	75.0	7	2.7	85.2	100.0	23	9.0	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 448  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q22d (Percent of 2012, goods and services sold to: Total)

Moments

N	276	Sum Weights	276
Mean	96.4094203	Sum Observations	26609
Std Deviation	18.5565216	Variance	344.344493
Skewness	-4.9944901	Kurtosis	23.1248224
Uncorrected SS	2660053	Corrected SS	94694.7355
Coeff Variation	19.2476228	Std Error Mean	1.11697134

Basic Statistical Measures

Location		Variability	
Mean	96.4094	Std Deviation	18.55652
Median	100.0000	Variance	344.34449
Mode	100.0000	Range	100.00000
		Interquartile Range	0

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 86.31324	Pr >  t	<.0001
Sign	M 134	Pr >=  M	<.0001
Signed Rank	S 18023	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	100
90%	100
75% Q3	100
50% Median	100
25% Q1	100
10%	100
5%	100
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	44109	1116	100	44961	1297
0	43881	1109	100	45000	1298
0	43424	1094	100	45066	1299
0	42871	1073	100	45083	1300
0	42731	1065	100	45110	1301

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	19	5.74	34.55
S	36	10.88	65.45
<b>Total</b>	<b>55</b>	<b>16.62</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q22d (Percent of 2012, goods and services sold to: Total)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0	8	2.9	2.9	2	1	0.4	3.3	7	1	0.4	3.6	100	266	96.4	100.0



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 450  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q22a (Percent of 2012, goods and services sold to: Other businesses)

Moments

N	143	Sum Weights	143
Mean	69.006993	Sum Observations	9868
Std Deviation	37.9407426	Variance	1439.49995
Skewness	-0.9332715	Kurtosis	-0.836762
Uncorrected SS	885370	Corrected SS	204408.993
Coeff Variation	54.9810113	Std Error Mean	3.17276429

Basic Statistical Measures

Location		Variability	
Mean	69.0070	Std Deviation	37.94074
Median	90.0000	Variance	1439
Mode	100.0000	Range	100.00000
		Interquartile Range	59.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 21.7498	Pr >  t  <.0001
Sign	M 64.5	Pr >=  M  <.0001
Signed Rank	S 4192.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	100
90%	100
75% Q3	99
50% Median	90
25% Q1	40
10%	1
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	54538	1489	100	53657	1467
0	54116	1479	100	53932	1473
0	53978	1476	100	54402	1487
0	53941	1474	100	54600	1490
0	53211	1460	100	55118	1503

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	31	15.05	49.21
S	32	15.53	50.79
<b>Total</b>	<b>63</b>	<b>30.58</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q22a (Percent of 2012, goods and services sold to: Other businesses)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0	14	9.8	9.8	20	2	1.4	22.4	70	6	4.2	34.3	93	1	0.7	56.6
1	1	0.7	10.5	23	1	0.7	23.1	75	6	4.2	38.5	94	1	0.7	57.3
2	2	1.4	11.9	30	1	0.7	23.8	80	7	4.9	43.4	95	13	9.1	66.4
3	1	0.7	12.6	33	1	0.7	24.5	85	4	2.8	46.2	98	8	5.6	72.0
5	3	2.1	14.7	40	3	2.1	26.6	88	1	0.7	46.9	99	6	4.2	76.2
10	8	5.6	20.3	50	3	2.1	28.7	90	10	7.0	53.8	100	34	23.8	100.0
15	1	0.7	21.0	60	2	1.4	30.1	92	3	2.1	55.9				

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 452  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q22b (Percent of 2012, goods and services sold to: Government)

Moments

N	138	Sum Weights	138
Mean	6.44202899	Sum Observations	889
Std Deviation	15.0740354	Variance	227.226542
Skewness	3.92376349	Kurtosis	18.1689301
Uncorrected SS	36857	Corrected SS	31130.0362
Coeff Variation	233.995149	Std Error Mean	1.2831871

Basic Statistical Measures

Location		Variability	
Mean	6.442029	Std Deviation	15.07404
Median	0.000000	Variance	227.22654
Mode	0.000000	Range	100.00000
		Interquartile Range	5.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 5.020335	Pr >  t	<.0001
Sign	M 27.5	Pr >=  M	<.0001
Signed Rank	S 770	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	85
95%	32
90%	20
75% Q3	5
50% Median	0
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	55212	1508	40	53810	1472
0	55187	1506	50	52792	1449
0	55118	1503	75	50619	1401
0	54967	1501	85	53978	1476
0	54538	1489	100	53076	1339

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	31	15.05	45.59
S	37	17.96	54.41
<b>Total</b>	<b>68</b>	<b>33.01</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q22b (Percent of 2012, goods and services sold to: Government)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0	83	60.1	60.1	5	10	7.2	77.5	20	8	5.8	92.8	40	1	0.7	97.1
1	4	2.9	63.0	7	1	0.7	78.3	25	1	0.7	93.5	50	1	0.7	97.8
2	6	4.3	67.4	10	8	5.8	84.1	30	2	1.4	94.9	75	1	0.7	98.6
3	3	2.2	69.6	15	3	2.2	86.2	32	1	0.7	95.7	85	1	0.7	99.3
4	1	0.7	70.3	18	1	0.7	87.0	33	1	0.7	96.4	100	1	0.7	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 454  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q22c (Percent of 2012, goods and services sold to: Individuals)

Moments

N	140	Sum Weights	140
Mean	26.0214286	Sum Observations	3643
Std Deviation	37.3957001	Variance	1398.43839
Skewness	1.18794049	Kurtosis	-0.3400249
Uncorrected SS	289179	Corrected SS	194382.936
Coeff Variation	143.711173	Std Error Mean	3.16051351

Basic Statistical Measures

Location		Variability	
Mean	26.02143	Std Deviation	37.39570
Median	5.00000	Variance	1398
Mode	0.00000	Range	100.00000
		Interquartile Range	40.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 8.233291	Pr >  t  <.0001
Sign	M 48.5	Pr >=  M  <.0001
Signed Rank	S 2376.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100.0
99%	100.0
95%	100.0
90%	97.5
75% Q3	40.0
50% Median	5.0
25% Q1	0.0
10%	0.0
5%	0.0
1%	0.0
0% Min	0.0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	55118	1503	100	52821	1450
0	54899	1498	100	53211	1460
0	54809	1495	100	53941	1474
0	54729	1494	100	54116	1479
0	54685	1491	100	54538	1489

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	31	15.05	46.97
S	35	16.99	53.03
<b>Total</b>	<b>66</b>	<b>32.04</b>	<b>100.00</b>



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

455

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q22c (Percent of 2012, goods and services sold to: Individuals)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0	43	30.7	30.7	10	15	10.7	66.4	40	3	2.1	75.7	90	6	4.3	86.4
1	9	6.4	37.1	15	1	0.7	67.1	48	1	0.7	76.4	95	3	2.1	88.6
2	9	6.4	43.6	19	1	0.7	67.9	50	2	1.4	77.9	96	1	0.7	89.3
3	1	0.7	44.3	20	2	1.4	69.3	55	1	0.7	78.6	97	1	0.7	90.0
4	1	0.7	45.0	25	3	2.1	71.4	70	1	0.7	79.3	98	1	0.7	90.7
5	12	8.6	53.6	30	2	1.4	72.9	80	2	1.4	80.7	99	1	0.7	91.4
6	3	2.1	55.7	34	1	0.7	73.6	85	2	1.4	82.1	100	12	8.6	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 456  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q22d (Percent of 2012, goods and services sold to: Total)

Moments

N	145	Sum Weights	145
Mean	99.3103448	Sum Observations	14400
Std Deviation	8.30454799	Variance	68.9655172
Skewness	-12.041595	Kurtosis	145
Uncorrected SS	1440000	Corrected SS	9931.03448
Coeff Variation	8.36221846	Std Error Mean	0.68965517

Basic Statistical Measures

Location		Variability	
Mean	99.3103	Std Deviation	8.30455
Median	100.0000	Variance	68.96552
Mode	100.0000	Range	100.00000
		Interquartile Range	0

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 144	Pr >  t  <.0001
Sign	M 72	Pr >=  M  <.0001
Signed Rank	S 5220	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	100
90%	100
75% Q3	100
50% Median	100
25% Q1	100
10%	100
5%	100
1%	100
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	50216	1306	100	54967	1501
100	55212	1508	100	55118	1503
100	55187	1506	100	55158	1505
100	55158	1505	100	55187	1506
100	55118	1503	100	55212	1508

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	31	15.05	50.82
S	30	14.56	49.18
<b>Total</b>	<b>61</b>	<b>29.61</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

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ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 457  
ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q22d (Percent of 2012, goods and services sold to: Total)

Frequency Counts

Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum
0	1	0.7	0.7	100	144	99.3	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q23 by Group

Q23(Is the current market for your products or services . . .)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Missing	6 . . .	1 . . .	6 . . .	3 . . .	1 . . .	. . . .
Skipped	18 . . .	29 . . .	33 . . .	23 . . .	23 . . .	. . . .
Uncertain	18 . . .	8 . . .	9 . . .	11 . . .	8 . . .	. . . .
Growing	99 7.55 23.08 35.87	91 6.94 21.21 33.58	99 7.55 23.08 33.45	82 6.25 19.11 27.89	58 4.42 13.52 33.33	429 32.72
Stable	83 6.33 20.34 30.07	84 6.41 20.59 31.00	88 6.71 21.57 29.73	96 7.32 23.53 32.65	57 4.35 13.97 32.76	408 31.12
Declining	20 1.53 16.53 7.25	24 1.83 19.83 8.86	28 2.14 23.14 9.46	32 2.44 26.45 10.88	17 1.30 14.05 9.77	121 9.23
Mixed (e.g., some are declining, others growing)	74 5.64 20.96 26.81	72 5.49 20.40 26.57	81 6.18 22.95 27.36	84 6.41 23.80 28.57	42 3.20 11.90 24.14	353 26.93
Total	276 21.05	271 20.67	296 22.58	294 22.43	174 13.27	1311 100.00

Frequency Missing = 197

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q24 by Group

Q24(Does this business require workers to document good work practices and lessons learned?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	0 . . .	0 . . .	0 . . .	1 . . .	0 . . .	. . . .
Missing	5 . . .	1 . . .	4 . . .	1 . . .	1 . . .	. . . .
Skipped	18 . . .	29 . . .	33 . . .	23 . . .	24 . . .	. . . .
Yes	156 11.40 22.71 52.88	157 11.48 22.85 56.27	148 10.82 21.54 48.21	158 11.55 23.00 51.63	68 4.97 9.90 37.57	687 50.22
No	139 10.16 20.41 47.12	122 8.92 17.91 43.73	159 11.62 23.35 51.79	148 10.82 21.73 48.37	113 8.26 16.59 62.43	681 49.78
Total	295 21.56	279 20.39	307 22.44	306 22.37	181 13.23	1368 100.00

Frequency Missing = 140

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q25 by Group

Q25(How often does this business monitor customer satisfaction through analysis of complaints, customer satisfaction surveys, focus groups, or other methods?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Missing	1 . . .	1 . . .	4 . . .	1 . . .	0 . . .	. . . .
Skipped	18 . . .	30 . . .	33 . . .	23 . . .	25 . . .	. . . .
Never	54 3.94 20.22 18.06	48 3.50 17.98 17.27	71 5.17 26.59 23.13	52 3.79 19.48 16.94	42 3.06 15.73 23.20	267 19.46
Occasionally	104 7.58 22.22 34.78	97 7.07 20.73 34.89	100 7.29 21.37 32.57	107 7.80 22.86 34.85	60 4.37 12.82 33.15	468 34.11
Regularly	141 10.28 22.14 47.16	133 9.69 20.88 47.84	136 9.91 21.35 44.30	148 10.79 23.23 48.21	79 5.76 12.40 43.65	637 46.43
Total	299 21.79	278 20.26	307 22.38	307 22.38	181 13.19	1372 100.00

Frequency Missing = 136

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q26 by Group

Q26(How often are processes changed to fix problems identified through customer complaints?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	5 . . .	2 . . .	5 . . .	2 . . .	0 . . .	. . . .
Skipped	18 . . .	30 . . .	33 . . .	23 . . .	25 . . .	. . . .
Never	8 0.59 18.60 2.71	8 0.59 18.60 2.89	14 1.03 32.56 4.58	7 0.51 16.28 2.29	6 0.44 13.95 3.31	43 3.15
Occasionally	126 9.23 23.20 42.71	109 7.99 20.07 39.35	114 8.35 20.99 37.25	128 9.38 23.57 41.83	66 4.84 12.15 36.46	543 39.78
Regularly	161 11.79 20.67 54.58	160 11.72 20.54 57.76	178 13.04 22.85 58.17	171 12.53 21.95 55.88	109 7.99 13.99 60.22	779 57.07
Total	295 21.61	277 20.29	306 22.42	306 22.42	181 13.26	1365 100.00

Frequency Missing = 143



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

The FREQ Procedure

Table of Q27A by Group

Q27A(In the past 3 years, did this business produce any new or significantly improved goods?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	1 . . .	0 . . .	0 . . .	0 . . .	0 . . .	. . . .
Missing	3 . . .	1 . . .	5 . . .	5 . . .	3 . . .	. . . .
Not Applicable	40 . . .	29 . . .	44 . . .	40 . . .	25 . . .	. . . .
Skipped	18 . . .	30 . . .	33 . . .	23 . . .	25 . . .	. . . .
Yes	185 15.64 21.22 72.27	182 15.38 20.87 73.09	186 15.72 21.33 70.99	207 17.50 23.74 78.71	112 9.47 12.84 73.20	872 73.71
No	71 6.00 22.83 27.73	67 5.66 21.54 26.91	76 6.42 24.44 29.01	56 4.73 18.01 21.29	41 3.47 13.18 26.80	311 26.29
Total	256 21.64	249 21.05	262 22.15	263 22.23	153 12.93	1183 100.00

Frequency Missing = 325

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q27B by Group

Q27B(In the past 3 years, did this business provide any new or significantly improved services?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	1 . . .	1 . . .	0 . . .	0 . . .	0 . . .	. . . .
Missing	2 . . .	1 . . .	5 . . .	8 . . .	4 . . .	. . . .
Not Applicable	32 . . .	36 . . .	39 . . .	38 . . .	18 . . .	. . . .
Skipped	18 . . .	30 . . .	33 . . .	23 . . .	25 . . .	. . . .
Yes	176 14.74 23.82 66.42	143 11.98 19.35 59.34	174 14.57 23.55 65.17	156 13.07 21.11 59.54	90 7.54 12.18 56.60	739 61.89
No	89 7.45 19.56 33.58	98 8.21 21.54 40.66	93 7.79 20.44 34.83	106 8.88 23.30 40.46	69 5.78 15.16 43.40	455 38.11
Total	265 22.19	241 20.18	267 22.36	262 21.94	159 13.32	1194 100.00

Frequency Missing = 314

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q27C by Group

Q27C(In the past 3 years, did this business introduce new or significantly improved methods of manufacturing or producing goods or services?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group	Total
Don't know	1 . . .	0 . . .	0 . . .	0 . . .	0 . . .	. . . .
Missing	2 . . .	3 . . .	6 . . .	4 . . .	4 . . .	. . . .
Not Applicable	53 . . .	42 . . .	63 . . .	46 . . .	30 . . .	. . . .
Skipped	18 . . .	30 . . .	33 . . .	23 . . .	25 . . .	. . . .
Yes	150 13.33 21.90 61.48	138 12.27 20.15 58.97	149 13.24 21.75 61.57	165 14.67 24.09 63.95	83 7.38 12.12 56.46	685 60.89
No	94 8.36 21.36 38.52	96 8.53 21.82 41.03	93 8.27 21.14 38.43	93 8.27 21.14 36.05	64 5.69 14.55 43.54	440 39.11
Total	244 21.69	234 20.80	242 21.51	258 22.93	147 13.07	1125 100.00

Frequency Missing = 383

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q27D by Group

Q27D(In the past 3 years, did this business introduce new or significantly improved logistics, delivery, or distribution methods for your inputs, goods, or services?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Don't know	1 . . .	1 . . .	0 . . .	1 . . .	0 . . .	.
Missing	3 . . .	4 . . .	5 . . .	5 . . .	3 . . .	.
Not Applicable	41 . . .	39 . . .	54 . . .	46 . . .	21 . . .	.
Skipped	18 . . .	30 . . .	33 . . .	23 . . .	25 . . .	.
Yes	97 8.40 20.34 38.04	93 8.05 19.50 39.57	122 10.56 25.58 48.41	110 9.52 23.06 42.97	55 4.76 11.53 35.03	477 41.30
No	158 13.68 23.30 61.96	142 12.29 20.94 60.43	130 11.26 19.17 51.59	146 12.64 21.53 57.03	102 8.83 15.04 64.97	678 58.70
Total	255 22.08	235 20.35	252 21.82	256 22.16	157 13.59	1155 100.00

Frequency Missing = 353

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q27E by Group

Q27E(In the past 3 years, did this business introduce new or significantly improved support activities for your processes?)

Frequency Percent Row Pct Col Pct	Group					Total
	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group	
Don't know	1 . . .	0 . . .	0 . . .	0 . . .	0 . . .	. . . .
Missing	2 . . .	4 . . .	5 . . .	5 . . .	3 . . .	. . . .
Not Applicable	38 . . .	30 . . .	44 . . .	38 . . .	23 . . .	. . . .
Skipped	18 . . .	30 . . .	33 . . .	23 . . .	25 . . .	. . . .
Yes	136 11.47 22.70 52.51	127 10.71 21.20 51.84	132 11.13 22.04 50.38	133 11.21 22.20 50.19	71 5.99 11.85 45.81	599 50.51
No	123 10.37 20.95 47.49	118 9.95 20.10 48.16	130 10.96 22.15 49.62	132 11.13 22.49 49.81	84 7.08 14.31 54.19	587 49.49
Total	259 21.84	245 20.66	262 22.09	265 22.34	155 13.07	1186 100.00

Frequency Missing = 322

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q27F by Group

Q27F(In the past 3 years, did this business introduce new or significant improvements in your marketing methods?)

Frequency Percent Row Pct Col Pct	Group					Total
	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group	
Don't know	0	0	1	0	1	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	2	3	7	6	3	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Not Applicable	29	28	39	26	16	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	18	30	33	23	25	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	144	124	138	139	74	619
	11.82	10.18	11.33	11.41	6.08	50.82
	23.26	20.03	22.29	22.46	11.95	
	53.53	50.00	52.27	50.36	45.96	
No	125	124	126	137	87	599
	10.26	10.18	10.34	11.25	7.14	49.18
	20.87	20.70	21.04	22.87	14.52	
	46.47	50.00	47.73	49.64	54.04	
Total	269	248	264	276	161	1218
	22.09	20.36	21.67	22.66	13.22	100.00

Frequency Missing = 290

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q28A by Group

Q28A(In the past 3 years, did this business have any improvement or innovation activities that were abandoned?)

Frequency Percent Row Pct Col Pct	Group					Total
	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	
Don't know	0	1	0	0	1	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	9	6	10	14	2	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	18	30	33	23	25	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	82	68	70	71	39	330
	6.14	5.09	5.24	5.31	2.92	24.70
	24.85	20.61	21.21	21.52	11.82	
	28.18	25.00	23.26	24.15	21.91	
No	209	204	231	223	139	1006
	15.64	15.27	17.29	16.69	10.40	75.30
	20.78	20.28	22.96	22.17	13.82	
	71.82	75.00	76.74	75.85	78.09	
Total	291	272	301	294	178	1336
	21.78	20.36	22.53	22.01	13.32	100.00

Frequency Missing = 172

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q28B by Group

Q28B(In the past 3 years, did this business have any improvement or innovation activities that were incomplete?)

Frequency Percent Row Pct Col Pct	Group					Total
	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	
Don't know	1 . . .	1 . . .	0 . . .	0 . . .	1 . . .	. . . .
Missing	10 . . .	5 . . .	12 . . .	11 . . .	3 . . .	. . . .
Skipped	18 . . .	30 . . .	33 . . .	23 . . .	25 . . .	. . . .
Yes	108 8.09 22.59 37.37	99 7.42 20.71 36.26	104 7.79 21.76 34.78	114 8.54 23.85 38.38	53 3.97 11.09 29.94	478 35.81
No	181 13.56 21.12 62.63	174 13.03 20.30 63.74	195 14.61 22.75 65.22	183 13.71 21.35 61.62	124 9.29 14.47 70.06	857 64.19
Total	289 21.65	273 20.45	299 22.40	297 22.25	177 13.26	1335 100.00

Frequency Missing = 173

Table of Q29A by Group

Q29A(Please tell us why improvement or innovation activities have not been necessary or possible.)

Frequency Percent Row Pct Col Pct	Group					Total
	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	
Missing	10 . . .	43 . . .	11 . . .	15 . . .	29 . . .	. . . .
Comment present	20 1.43	18 1.29	16 1.14	17 1.21	13 0.93	84 6.00



Appendix A. Frequency Listings for by Group

	23.81	21.43	19.05	20.24	15.48	
	6.49	6.77	4.80	5.38	7.34	
<b>Comment not present</b>	288	248	317	299	164	1316
	20.57	17.71	22.64	21.36	11.71	94.00
	21.88	18.84	24.09	22.72	12.46	
	93.51	93.23	95.20	94.62	92.66	
<b>Total</b>	308	266	333	316	177	1400
	22.00	19.00	23.79	22.57	12.64	100.00

Frequency Missing = 108

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q30A by Group

Q30A(In 2012, did this business sell any new or significantly improved goods or services with the improvement: Improved performance)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Don't know	1 . . .	0 . . .	0 . . .	0 . . .	0 . . .	. . . .
Missing	12 . . .	23 . . .	9 . . .	13 . . .	14 . . .	. . . .
Skipped	50 . . .	48 . . .	64 . . .	55 . . .	42 . . .	. . . .
Yes	166 14.10 22.52 65.10	145 12.32 19.67 60.92	167 14.19 22.66 61.62	174 14.78 23.61 66.16	85 7.22 11.53 56.67	737 62.62
No	89 7.56 20.23 34.90	93 7.90 21.14 39.08	104 8.84 23.64 38.38	89 7.56 20.23 33.84	65 5.52 14.77 43.33	440 37.38
Total	255 21.67	238 20.22	271 23.02	263 22.34	150 12.74	1177 100.00

Frequency Missing = 331

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q30B by Group

Q30B(In 2012, did this business sell any new or significantly improved goods or services with the improvement: More user-friendly)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group	Total
Missing	13 . . .	24 . . .	11 . . .	17 . . .	18 . . .	.
Skipped	50 . . .	48 . . .	64 . . .	55 . . .	42 . . .	.
Yes	119 10.21 23.06 46.67	100 8.58 19.38 42.19	120 10.29 23.26 44.61	118 10.12 22.87 45.56	59 5.06 11.43 40.41	516 44.25
No	136 11.66 20.92 53.33	137 11.75 21.08 57.81	149 12.78 22.92 55.39	141 12.09 21.69 54.44	87 7.46 13.38 59.59	650 55.75
Total	255 21.87	237 20.33	269 23.07	259 22.21	146 12.52	1166 100.00

Frequency Missing = 342

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q30C by Group

Q30C(In 2012, did this business sell any new or significantly improved goods or services with the improvement: Reduced costs)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group	Total
Missing	12 . . .	24 . . .	10 . . .	17 . . .	16 . . .	.
Skipped	50 . . .	48 . . .	64 . . .	55 . . .	42 . . .	.
Yes	141 12.05 23.66 55.08	119 10.17 19.97 50.21	132 11.28 22.15 48.89	133 11.37 22.32 51.35	71 6.07 11.91 47.97	596 50.94
No	115 9.83 20.03 44.92	118 10.09 20.56 49.79	138 11.79 24.04 51.11	126 10.77 21.95 48.65	77 6.58 13.41 52.03	574 49.06
Total	256 21.88	237 20.26	270 23.08	259 22.14	148 12.65	1170 100.00

Frequency Missing = 338

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q30D by Group

Q30D(In 2012, did this business sell any new or significantly improved goods or services with the improvement: New features)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Missing	13 . . .	23 . . .	11 . . .	14 . . .	17 . . .	. . . .
Skipped	50 . . .	48 . . .	64 . . .	55 . . .	42 . . .	. . . .
Yes	150 12.81 21.40 58.82	145 12.38 20.68 60.92	160 13.66 22.82 59.48	167 14.26 23.82 63.74	79 6.75 11.27 53.74	701 59.86
No	105 8.97 22.34 41.18	93 7.94 19.79 39.08	109 9.31 23.19 40.52	95 8.11 20.21 36.26	68 5.81 14.47 46.26	470 40.14
Total	255 21.78	238 20.32	269 22.97	262 22.37	147 12.55	1171 100.00

Frequency Missing = 337

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q30E by Group

Q30E(In 2012, did this business sell any new or significantly improved goods or services with the improvement: New service capabilities)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Missing	12 . . .	24 . . .	10 . . .	18 . . .	16 . . .	.
Skipped	50 . . .	48 . . .	64 . . .	55 . . .	42 . . .	.
Yes	101 8.64 20.95 39.45	98 8.38 20.33 41.35	109 9.32 22.61 40.37	114 9.75 23.65 44.19	60 5.13 12.45 40.54	482 41.23
No	155 13.26 22.56 60.55	139 11.89 20.23 58.65	161 13.77 23.44 59.63	144 12.32 20.96 55.81	88 7.53 12.81 59.46	687 58.77
Total	256 21.90	237 20.27	270 23.10	258 22.07	148 12.66	1169 100.00

Frequency Missing = 339

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q31 by Group

Q31(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?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Missing	14 . . .	24 . . .	7 . . .	7 . . .	13 . . .	. . . .
Skipped	50 . . .	48 . . .	64 . . .	56 . . .	42 . . .	. . . .
Uncertain	59 . . .	60 . . .	72 . . .	46 . . .	35 . . .	. . . .
Yes	110 12.07 21.70 56.41	94 10.32 18.54 53.11	110 12.07 21.70 54.73	134 14.71 26.43 60.36	59 6.48 11.64 50.86	507 55.65
No	85 9.33 21.04 43.59	83 9.11 20.54 46.89	91 9.99 22.52 45.27	88 9.66 21.78 39.64	57 6.26 14.11 49.14	404 44.35
Total	195 21.41	177 19.43	201 22.06	222 24.37	116 12.73	911 100.00

Frequency Missing = 597

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q32 (In 2012, what percent of this business's sales came from new or significantly improved goods or services?)

Moments

N	238	Sum Weights	238
Mean	11.0634454	Sum Observations	2633.1
Std Deviation	14.9199626	Variance	222.605283
Skewness	2.81299939	Kurtosis	11.0904266
Uncorrected SS	81888.61	Corrected SS	52757.452
Coeff Variation	134.858193	Std Error Mean	0.96711753

Basic Statistical Measures

Location		Variability	
Mean	11.06345	Std Deviation	14.91996
Median	5.00000	Variance	222.60528
Mode	0.00000	Range	100.00000
		Interquartile Range	15.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 11.43961	Pr >  t	<.0001
Sign	M 82	Pr >=  M	<.0001
Signed Rank	S 6765	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	80
95%	40
90%	30
75% Q3	15
50% Median	5
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	14993	313	63	10327	16
0	14906	311	78	14230	294
0	14783	309	80	14561	301
0	14695	307	90	13915	136
0	14620	303	100	13971	289

Missing Values

-----Percent Of-----



Appendix A. Frequency Listings for by Group

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Missing Value	Count	All Obs	Missing Obs
.	6	1.89	7.50
S	73	22.96	91.25
T	1	0.31	1.25
<b>Total</b>	<b>80</b>	<b>25.16</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q32 (In 2012, what percent of this business's sales came from new or significantly improved goods or services?)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0.0	74	31.1	31.1	5.6	1	0.4	50.8	22.0	2	0.8	86.1	63.0	1	0.4	98.3
1.0	2	0.8	31.9	10.0	43	18.1	68.9	25.0	8	3.4	89.5	78.0	1	0.4	98.7
2.0	8	3.4	35.3	11.0	1	0.4	69.3	30.0	10	4.2	93.7	80.0	1	0.4	99.2
3.0	3	1.3	36.6	12.5	1	0.4	69.7	35.0	3	1.3	95.0	90.0	1	0.4	99.6
4.0	3	1.3	37.8	15.0	21	8.8	78.6	40.0	6	2.5	97.5	100.0	1	0.4	100.0
5.0	30	12.6	50.4	20.0	16	6.7	85.3	50.0	1	0.4	97.9				

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

478

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q32 (In 2012, what percent of this business's sales came from new or significantly improved goods or services?)

Moments

N	224	Sum Weights	224
Mean	12.7276786	Sum Observations	2851
Std Deviation	17.9458438	Variance	322.053311
Skewness	2.39235473	Kurtosis	6.64311938
Uncorrected SS	108104.5	Corrected SS	71817.8884
Coeff Variation	140.998563	Std Error Mean	1.19905713

Basic Statistical Measures

Location		Variability	
Mean	12.72768	Std Deviation	17.94584
Median	6.00000	Variance	322.05331
Mode	0.00000	Range	100.00000
		Interquartile Range	20.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 10.61474	Pr >  t	<.0001
Sign	M 79	Pr >=  M	<.0001
Signed Rank	S 6280.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	80
95%	50
90%	30
75% Q3	20
50% Median	6
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	24931	617	75	25091	415
0	24683	609	80	22541	372
0	24525	602	80	23700	573
0	24507	601	100	20708	429
0	24328	597	100	22647	543

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	22	7.12	25.88
M	1	0.32	1.18
S	60	19.42	70.59
T	2	0.65	2.35
<b>Total</b>	<b>85</b>	<b>27.51</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

479

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q32 (In 2012, what percent of this business's sales came from new or significantly improved goods or services?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.0	66	29.5	29.5	8.0	2	0.9	51.3	20.0	21	9.4	83.9	60.0	1	0.4	96.9
0.5	2	0.9	30.4	10.0	39	17.4	68.8	25.0	6	2.7	86.6	65.0	1	0.4	97.3
1.0	10	4.5	34.8	11.0	1	0.4	69.2	30.0	8	3.6	90.2	70.0	1	0.4	97.8
2.0	3	1.3	36.2	12.0	2	0.9	70.1	33.0	1	0.4	90.6	75.0	1	0.4	98.2
3.0	3	1.3	37.5	15.0	8	3.6	73.7	40.0	4	1.8	92.4	80.0	2	0.9	99.1
5.0	28	12.5	50.0	16.0	1	0.4	74.1	50.0	9	4.0	96.4	100.0	2	0.9	100.0
7.0	1	0.4	50.4	18.0	1	0.4	74.6								

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

480

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q32 (In 2012, what percent of this business's sales came from new or significantly improved goods or services?)

Moments

N	264	Sum Weights	264
Mean	12.8712121	Sum Observations	3398
Std Deviation	17.8536106	Variance	318.751411
Skewness	2.57195555	Kurtosis	8.38753741
Uncorrected SS	127568	Corrected SS	83831.6212
Coeff Variation	138.709629	Std Error Mean	1.09881377

Basic Statistical Measures

Location		Variability	
Mean	12.87121	Std Deviation	17.85361
Median	10.00000	Variance	318.75141
Mode	0.00000	Range	100.00000
		Interquartile Range	20.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 11.71373	Pr >  t	<.0001
Sign	M 89	Pr >=  M	<.0001
Signed Rank	S 7965.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	100
95%	50
90%	30
75% Q3	20
50% Median	10
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	34717	955	80	34403	945
0	34647	952	100	31554	672
0	34536	948	100	33050	699
0	34330	942	100	30591	785
0	34305	941	100	31091	797

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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Missing Value	Count	All Obs	Missing Obs
.	4	1.16	5.00
S	76	22.09	95.00
<b>Total</b>	<b>80</b>	<b>23.26</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

481

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q32 (In 2012, what percent of this business's sales came from new or significantly improved goods or services?)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0	86	32.6	32.6	10	40	15.2	64.4	30	9	3.4	90.9	55	1	0.4	97.3
1	4	1.5	34.1	12	3	1.1	65.5	35	2	0.8	91.7	60	1	0.4	97.7
2	5	1.9	36.0	15	21	8.0	73.5	37	1	0.4	92.0	75	1	0.4	98.1
3	3	1.1	37.1	20	24	9.1	82.6	40	3	1.1	93.2	80	1	0.4	98.5
4	1	0.4	37.5	22	1	0.4	83.0	46	1	0.4	93.6	100	4	1.5	100.0
5	31	11.7	49.2	25	12	4.5	87.5	50	9	3.4	97.0				



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 482  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q32 (In 2012, what percent of this business's sales came from new or significantly improved goods or services?)

Moments

N	257	Sum Weights	257
Mean	12.8486381	Sum Observations	3302.1
Std Deviation	15.9971338	Variance	255.908289
Skewness	2.27352305	Kurtosis	7.07915616
Uncorrected SS	107940.01	Corrected SS	65512.522
Coeff Variation	124.504509	Std Error Mean	0.99787379

Basic Statistical Measures

Location		Variability	
Mean	12.84864	Std Deviation	15.99713
Median	10.00000	Variance	255.90829
Mode	0.00000	Range	100.00000
		Interquartile Range	20.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 12.87602	Pr >  t  <.0001
Sign	M 95.5	Pr >=  M  <.0001
Signed Rank	S 9168	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	100
99%	70
95%	50
90%	30
75% Q3	20
50% Median	10
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	45110	1301	60	40937	1001
0	44932	1296	60	43636	1273
0	44444	1285	70	42880	1074
0	44030	1282	100	42988	1076
0	43366	1267	100	44377	1123

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

Missing Value	Count	All Obs	Missing Obs
.	7	2.11	9.46
S	67	20.24	90.54
<b>Total</b>	<b>74</b>	<b>22.36</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

483

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q32 (In 2012, what percent of this business's sales came from new or significantly improved goods or services?)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0.0	66	25.7	25.7	5.0	33	12.8	45.9	25.0	11	4.3	87.2	40.0	3	1.2	92.6
0.1	1	0.4	26.1	8.0	1	0.4	46.3	26.0	1	0.4	87.5	45.0	3	1.2	93.8
1.0	5	1.9	28.0	10.0	49	19.1	65.4	30.0	7	2.7	90.3	50.0	11	4.3	98.1
2.0	3	1.2	29.2	14.0	1	0.4	65.8	33.0	1	0.4	90.7	60.0	2	0.8	98.8
3.0	8	3.1	32.3	15.0	22	8.6	74.3	35.0	1	0.4	91.1	70.0	1	0.4	99.2
4.0	2	0.8	33.1	20.0	22	8.6	82.9	38.0	1	0.4	91.4	100.0	2	0.8	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 484  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q32 (In 2012, what percent of this business's sales came from new or significantly improved goods or services?)

Moments

N	146	Sum Weights	146
Mean	11.0205479	Sum Observations	1609
Std Deviation	14.7140417	Variance	216.503023
Skewness	1.92876276	Kurtosis	4.38360265
Uncorrected SS	49125	Corrected SS	31392.9384
Coeff Variation	133.514611	Std Error Mean	1.21774276

Basic Statistical Measures

Location		Variability	
Mean	11.02055	Std Deviation	14.71404
Median	5.00000	Variance	216.50302
Mode	0.00000	Range	75.00000
		Interquartile Range	20.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 9.04998	Pr >  t  <.0001
Sign	M 46.5	Pr >=  M  <.0001
Signed Rank	S 2185.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	75
99%	75
95%	40
90%	30
75% Q3	20
50% Median	5
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	55212	1508	50	52787	1448
0	55187	1506	50	53688	1468
0	55118	1503	50	54153	1480
0	54600	1490	75	52792	1449
0	54312	1483	75	54538	1489

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	12	5.83	20.00
S	47	22.82	78.33
T	1	0.49	1.67
<b>Total</b>	<b>60</b>	<b>29.13</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

485

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q32 (In 2012, what percent of this business's sales came from new or significantly improved goods or services?)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0	53	36.3	36.3	5	13	8.9	52.7	20	15	10.3	84.2	40	5	3.4	95.9
1	6	4.1	40.4	10	25	17.1	69.9	25	5	3.4	87.7	50	4	2.7	98.6
2	4	2.7	43.2	12	1	0.7	70.5	30	6	4.1	91.8	75	2	1.4	100.0
3	1	0.7	43.8	15	5	3.4	74.0	35	1	0.7	92.5				

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q33A by Group

Q33A(In the last 3 years, did this business engage in the innovation: In-house research and development (R&D) to increase knowledge or devise innovations)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Don't know	1 . . .	0 . . .	0 . . .	0 . . .	0 . . .	. . . .
Missing	10 . . .	15 . . .	7 . . .	7 . . .	6 . . .	. . . .
Skipped	51 . . .	49 . . .	65 . . .	57 . . .	43 . . .	. . . .
Yes	159 13.28 23.21 62.11	147 12.28 21.46 60.00	132 11.03 19.27 48.53	164 13.70 23.94 61.42	83 6.93 12.12 52.87	685 57.23
No	97 8.10 18.95 37.89	98 8.19 19.14 40.00	140 11.70 27.34 51.47	103 8.60 20.12 38.58	74 6.18 14.45 47.13	512 42.77
Total	256 21.39	245 20.47	272 22.72	267 22.31	157 13.12	1197 100.00

Frequency Missing = 311

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

The FREQ Procedure

Table of Q33B by Group

Q33B(In the last 3 years, did this business engage in the innovation: Purchase research and development (R&D) from research organizations or other branches of this business)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group	Total
Missing	10 . . .	15 . . .	9 . . .	9 . . .	7 . . .	.
Skipped	51 . . .	49 . . .	65 . . .	57 . . .	43 . . .	.
Yes	42 3.52 23.73 16.34	44 3.69 24.86 17.96	36 3.02 20.34 13.33	38 3.19 21.47 14.34	17 1.42 9.60 10.90	177 14.84
No	215 18.02 21.16 83.66	201 16.85 19.78 82.04	234 19.61 23.03 86.67	227 19.03 22.34 85.66	139 11.65 13.68 89.10	1016 85.16
Total	257 21.54	245 20.54	270 22.63	265 22.21	156 13.08	1193 100.00

Frequency Missing = 315



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q33C by Group

Q33C(In the last 3 years, did this business engage in the innovation: Conduct in-house design activities to improve aesthetics of product or packaging)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group	Total
Missing	9 . . .	16 . . .	10 . . .	9 . . .	7 . . .	.
Skipped	51 . . .	49 . . .	65 . . .	57 . . .	43 . . .	.
Yes	113 9.48 20.51 43.80	113 9.48 20.51 46.31	114 9.56 20.69 42.38	134 11.24 24.32 50.57	77 6.46 13.97 49.36	551 46.22
No	145 12.16 22.62 56.20	131 10.99 20.44 53.69	155 13.00 24.18 57.62	131 10.99 20.44 49.43	79 6.63 12.32 50.64	641 53.78
Total	258 21.64	244 20.47	269 22.57	265 22.23	156 13.09	1192 100.00

Frequency Missing = 316

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q33D by Group

Q33D(In the last 3 years, did this business engage in the innovation: Purchase design services)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	0	1	0	0	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	12	16	13	11	8	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	51	49	65	57	43	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	59	71	61	72	37	300
	4.99	6.01	5.16	6.09	3.13	25.38
	19.67	23.67	20.33	24.00	12.33	
	23.14	29.22	22.93	27.38	23.87	
No	196	172	205	191	118	882
	16.58	14.55	17.34	16.16	9.98	74.62
	22.22	19.50	23.24	21.66	13.38	
	76.86	70.78	77.07	72.62	76.13	
Total	255	243	266	263	155	1182
	21.57	20.56	22.50	22.25	13.11	100.00

Frequency Missing = 326

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q33E by Group

Q33E(In the last 3 years, did this business engage in the innovation: Purchase machinery, equipment, computers, or software to implement innovations)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Missing	9 . . .	16 . . .	8 . . .	7 . . .	7 . . .	. . . .
Skipped	51 . . .	49 . . .	65 . . .	57 . . .	43 . . .	. . . .
Yes	204 17.06 21.61 79.07	198 16.56 20.97 81.15	206 17.22 21.82 76.01	213 17.81 22.56 79.78	123 10.28 13.03 78.85	944 78.93
No	54 4.52 21.43 20.93	46 3.85 18.25 18.85	65 5.43 25.79 23.99	54 4.52 21.43 20.22	33 2.76 13.10 21.15	252 21.07
Total	258 21.57	244 20.40	271 22.66	267 22.32	156 13.04	1196 100.00

Frequency Missing = 312

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q33F by Group

Q33F(In the last 3 years, did this business engage in the innovation: Purchase or license patents or inventions to implement innovations)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Don't know	0	1	0	1	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	11	15	12	8	8	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	51	49	65	57	43	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	42	29	33	33	18	155
	3.54	2.44	2.78	2.78	1.52	13.06
	27.10	18.71	21.29	21.29	11.61	
	16.41	11.89	12.36	12.45	11.61	
No	214	215	234	232	137	1032
	18.03	18.11	19.71	19.55	11.54	86.94
	20.74	20.83	22.67	22.48	13.28	
	83.59	88.11	87.64	87.55	88.39	
Total	256	244	267	265	155	1187
	21.57	20.56	22.49	22.33	13.06	100.00

Frequency Missing = 321

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q33G by Group

Q33G(In the last 3 years, did this business engage in the innovation: Purchase knowledge or expertise to implement innovations)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Don't know	0	1	0	0	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	11	16	16	11	8	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	51	49	65	57	43	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	73	69	60	70	37	309
	6.19	5.85	5.08	5.93	3.14	26.19
	23.62	22.33	19.42	22.65	11.97	
	28.52	28.40	22.81	26.62	23.87	
No	183	174	203	193	118	871
	15.51	14.75	17.20	16.36	10.00	73.81
	21.01	19.98	23.31	22.16	13.55	
	71.48	71.60	77.19	73.38	76.13	
Total	256	243	263	263	155	1180
	21.69	20.59	22.29	22.29	13.14	100.00

Frequency Missing = 328

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

The FREQ Procedure

Table of Q33H by Group

Q33H(In the last 3 years, did this business engage in the innovation: Plan, engineer, design, or conduct other development work to implement innovations)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group	Total
Missing	11 . . .	17 . . .	7 . . .	11 . . .	8 . . .	.
Skipped	51 . . .	49 . . .	65 . . .	57 . . .	43 . . .	.
Yes	142 11.94 23.24 55.47	128 10.77 20.95 52.67	129 10.85 21.11 47.43	142 11.94 23.24 53.99	70 5.89 11.46 45.16	611 51.39
No	114 9.59 19.72 44.53	115 9.67 19.90 47.33	143 12.03 24.74 52.57	121 10.18 20.93 46.01	85 7.15 14.71 54.84	578 48.61
Total	256 21.53	243 20.44	272 22.88	263 22.12	155 13.04	1189 100.00

Frequency Missing = 319

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q33I by Group

Q33I(In the last 3 years, did this business engage in the innovation: Train staff to develop or introduce innovations)

Frequency Percent Row Pct Col Pct	Group					Total
	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	
Don't know	0	0	0	1	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	11	15	9	9	8	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	51	49	65	57	43	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	154	143	142	150	79	668
	12.94	12.02	11.93	12.61	6.64	56.13
	23.05	21.41	21.26	22.46	11.83	
	60.16	58.37	52.59	56.82	50.97	
No	102	102	128	114	76	522
	8.57	8.57	10.76	9.58	6.39	43.87
	19.54	19.54	24.52	21.84	14.56	
	39.84	41.63	47.41	43.18	49.03	
Total	256	245	270	264	155	1190
	21.51	20.59	22.69	22.18	13.03	100.00

Frequency Missing = 318

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q33J by Group

Q33J(In the last 3 years, did this business engage in the innovation: Market research, advertising, or other marketing activities linked to implementing innovations)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Don't know	0 . . .	0 . . .	0 . . .	1 . . .	1 . . .	.
Missing	9 . . .	16 . . .	9 . . .	9 . . .	9 . . .	.
Skipped	51 . . .	49 . . .	65 . . .	57 . . .	43 . . .	.
Yes	115 9.67 24.57 44.57	99 8.33 21.15 40.57	93 7.82 19.87 34.44	106 8.92 22.65 40.15	55 4.63 11.75 35.95	468 39.36
No	143 12.03 19.83 55.43	145 12.20 20.11 59.43	177 14.89 24.55 65.56	158 13.29 21.91 59.85	98 8.24 13.59 64.05	721 60.64
Total	258 21.70	244 20.52	270 22.71	264 22.20	153 12.87	1189 100.00

Frequency Missing = 319



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q34A by Group

Q34A(If excess cash were available, how likely is it that these funds would be used to: Provide additional training of workers)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Missing	10 . . .	17 . . .	7 . . .	12 . . .	9 . . .	. . . .
Skipped	51 . . .	49 . . .	65 . . .	58 . . .	43 . . .	. . . .
Not at all likely	78 6.57 21.14 30.35	76 6.40 20.60 31.28	89 7.50 24.12 32.72	79 6.66 21.41 30.27	47 3.96 12.74 30.52	369 31.09
Probably	129 10.87 21.36 50.19	115 9.69 19.04 47.33	137 11.54 22.68 50.37	138 11.63 22.85 52.87	85 7.16 14.07 55.19	604 50.88
Most definitely	50 4.21 23.36 19.46	52 4.38 24.30 21.40	46 3.88 21.50 16.91	44 3.71 20.56 16.86	22 1.85 10.28 14.29	214 18.03
Total	257 21.65	243 20.47	272 22.91	261 21.99	154 12.97	1187 100.00

Frequency Missing = 321

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q34B by Group

Q34B(If excess cash were available, how likely is it that these funds would be used to: Repay debt)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	1 . . .	0 . . .	0 . . .	1 . . .	0 . . .	. . . .
Missing	10 . . .	19 . . .	13 . . .	14 . . .	9 . . .	. . . .
Refused	0 . . .	1 . . .	0 . . .	0 . . .	1 . . .	. . . .
Skipped	51 . . .	49 . . .	65 . . .	58 . . .	43 . . .	. . . .
Not at all likel y	77 6.56 20.37 30.08	85 7.25 22.49 35.42	85 7.25 22.49 31.95	91 7.76 24.07 35.27	40 3.41 10.58 26.14	378 32.23
Probably	78 6.65 23.49 30.47	70 5.97 21.08 29.17	68 5.80 20.48 25.56	73 6.22 21.99 28.29	43 3.67 12.95 28.10	332 28.30
Most definitely	101 8.61 21.81 39.45	85 7.25 18.36 35.42	113 9.63 24.41 42.48	94 8.01 20.30 36.43	70 5.97 15.12 45.75	463 39.47
Total	256 21.82	240 20.46	266 22.68	258 21.99	153 13.04	1173 100.00

Frequency Missing = 335

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q34C by Group

Q34C(If excess cash were available, how likely is it that these funds would be used to: Provide a reserve or cushion)

Frequency Percent Row Pct Col Pct	Group					Total
	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group	
Missing	9 . . .	17 . . .	13 . . .	13 . . .	9 . . .	. . . .
Skipped	51 . . .	49 . . .	65 . . .	58 . . .	43 . . .	. . . .
Not at all likely	53 4.49 22.65 20.54	48 4.06 20.51 19.75	56 4.74 23.93 21.05	52 4.40 22.22 20.00	25 2.12 10.68 16.23	234 19.81
Probably	102 8.64 19.84 39.53	109 9.23 21.21 44.86	111 9.40 21.60 41.73	124 10.50 24.12 47.69	68 5.76 13.23 44.16	514 43.52
Most definitely	103 8.72 23.79 39.92	86 7.28 19.86 35.39	99 8.38 22.86 37.22	84 7.11 19.40 32.31	61 5.17 14.09 39.61	433 36.66
Total	258 21.85	243 20.58	266 22.52	260 22.02	154 13.04	1181 100.00

Frequency Missing = 327

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q34D by Group

Q34D(If excess cash were available, how likely is it that these funds would be used to: Fund additional innovation projects)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Missing	12 . . .	17 . . .	12 . . .	15 . . .	10 . . .	. . . .
Skipped	51 . . .	49 . . .	65 . . .	58 . . .	43 . . .	. . . .
Not at all likely	58 4.93 21.25 22.75	52 4.42 19.05 21.40	67 5.70 24.54 25.09	57 4.85 20.88 22.09	39 3.32 14.29 25.49	273 23.21
Probably	125 10.63 22.64 49.02	109 9.27 19.75 44.86	126 10.71 22.83 47.19	116 9.86 21.01 44.96	76 6.46 13.77 49.67	552 46.94
Most definitely	72 6.12 20.51 28.24	82 6.97 23.36 33.74	74 6.29 21.08 27.72	85 7.23 24.22 32.95	38 3.23 10.83 24.84	351 29.85
Total	255 21.68	243 20.66	267 22.70	258 21.94	153 13.01	1176 100.00

Frequency Missing = 332

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q34E by Group

Q34E(If excess cash were available, how likely is it that these funds would be used to: Fund additional investment projects, such as replacing old equipment or for expansion)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Missing	7 . . .	16 . . .	7 . . .	11 . . .	7 . . .	. . . .
Skipped	51 . . .	49 . . .	65 . . .	58 . . .	43 . . .	. . . .
Not at all likely	19 1.59 17.76 7.31	19 1.59 17.76 7.79	20 1.68 18.69 7.35	30 2.51 28.04 11.45	19 1.59 17.76 12.18	107 8.96
Probably	97 8.12 21.75 37.31	94 7.87 21.08 38.52	94 7.87 21.08 34.56	96 8.04 21.52 36.64	65 5.44 14.57 41.67	446 37.35
Most definitely	144 12.06 22.46 55.38	131 10.97 20.44 53.69	158 13.23 24.65 58.09	136 11.39 21.22 51.91	72 6.03 11.23 46.15	641 53.69
Total	260 21.78	244 20.44	272 22.78	262 21.94	156 13.07	1194 100.00

Frequency Missing = 314

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q35A by Group

Q35A(Does this business produce products or provide services the green sector: Produce renewable energy)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
<b>Don't know</b>	0	1	0	0	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
<b>Missing</b>	4	3	8	11	6	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
<b>Skipped</b>	21	32	35	27	26	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
<b>Yes</b>	29	23	22	21	20	115
	2.17	1.72	1.65	1.57	1.50	8.62
	25.22	20.00	19.13	18.26	17.39	
	9.90	8.42	7.31	7.17	11.49	
<b>No</b>	264	250	279	272	154	1219
	19.79	18.74	20.91	20.39	11.54	91.38
	21.66	20.51	22.89	22.31	12.63	
	90.10	91.58	92.69	92.83	88.51	
<b>Total</b>	293	273	301	293	174	1334
	21.96	20.46	22.56	21.96	13.04	100.00

Frequency Missing = 174

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q35B by Group

Q35B(Does this business produce products or provide services the green sector: Increase energy efficiency)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	5 . . .	4 . . .	7 . . .	9 . . .	6 . . .	. . . .
Skipped	21 . . .	32 . . .	35 . . .	27 . . .	26 . . .	. . . .
Yes	73 5.46 23.25 25.00	69 5.16 21.97 25.27	64 4.79 20.38 21.19	67 5.01 21.34 22.71	41 3.07 13.06 23.56	314 23.50
No	219 16.39 21.43 75.00	204 15.27 19.96 74.73	238 17.81 23.29 78.81	228 17.07 22.31 77.29	133 9.96 13.01 76.44	1022 76.50
Total	292 21.86	273 20.43	302 22.60	295 22.08	174 13.02	1336 100.00

Frequency Missing = 172

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q35C by Group

Q35C(Does this business produce products or provide services the green sector: Conserve natural resources)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	0	1	0	0	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	6	4	7	9	6	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Refused	0	1	0	0	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	21	32	35	27	26	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	77	80	85	73	64	379
	5.78	6.00	6.38	5.48	4.80	28.43
	20.32	21.11	22.43	19.26	16.89	
	26.46	29.52	28.15	24.75	36.78	
No	214	191	217	222	110	954
	16.05	14.33	16.28	16.65	8.25	71.57
	22.43	20.02	22.75	23.27	11.53	
	73.54	70.48	71.85	75.25	63.22	
Total	291	271	302	295	174	1333
	21.83	20.33	22.66	22.13	13.05	100.00

Frequency Missing = 175



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q35D by Group

Q35D(Does this business produce products or provide services the green sector: Prevent, reduce, or clean up pollution)

Frequency Percent Row Pct Col Pct	Group					Total
	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	
Missing	3 . . .	3 . . .	8 . . .	8 . . .	5 . . .	.
Refused	0 . . .	1 . . .	0 . . .	0 . . .	0 . . .	.
Skipped	21 . . .	32 . . .	35 . . .	27 . . .	26 . . .	.
Yes	74 5.53 22.91 25.17	61 4.56 18.89 22.34	67 5.00 20.74 22.26	75 5.60 23.22 25.34	46 3.44 14.24 26.29	323 24.12
No	220 16.43 21.65 74.83	212 15.83 20.87 77.66	234 17.48 23.03 77.74	221 16.50 21.75 74.66	129 9.63 12.70 73.71	1016 75.88
Total	294 21.96	273 20.39	301 22.48	296 22.11	175 13.07	1339 100.00

Frequency Missing = 169

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q35E by Group

Q35E(Does this business produce products or provide services the green sector: Produce clean transportation fuels)

Frequency Percent Row Pct Col Pct	Group					Total
	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	
Don't know	0	0	0	1	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	5	4	9	11	5	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Refused	0	1	0	0	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	21	32	35	27	26	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	16	18	13	9	6	62
	1.20	1.35	0.98	0.68	0.45	4.66
	25.81	29.03	20.97	14.52	9.68	
	5.48	6.62	4.33	3.08	3.43	
No	276	254	287	283	169	1269
	20.74	19.08	21.56	21.26	12.70	95.34
	21.75	20.02	22.62	22.30	13.32	
	94.52	93.38	95.67	96.92	96.57	
Total	292	272	300	292	175	1331
	21.94	20.44	22.54	21.94	13.15	100.00

Frequency Missing = 177

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q36 by Group

Q36(In the past 3 years, did this business participate in any patent applications?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
<b>Don't know</b>	24	19	23	15	12	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
<b>Missing</b>	2	3	4	7	5	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
<b>Skipped</b>	21	32	35	27	26	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
<b>Yes</b>	33	30	40	34	16	153
	2.63	2.39	3.19	2.71	1.28	12.21
	21.57	19.61	26.14	22.22	10.46	
	12.18	11.76	14.18	12.06	9.82	
<b>No</b>	238	225	242	248	147	1100
	18.99	17.96	19.31	19.79	11.73	87.79
	21.64	20.45	22.00	22.55	13.36	
	87.82	88.24	85.82	87.94	90.18	
<b>Total</b>	271	255	282	282	163	1253
	21.63	20.35	22.51	22.51	13.01	100.00

Frequency Missing = 255

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 507  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q36A (In the past 3 years, how many patent applications did this business participate in?)

Moments

N	29	Sum Weights	29
Mean	4.96551724	Sum Observations	144
Std Deviation	6.19609761	Variance	38.3916256
Skewness	2.31473127	Kurtosis	4.64225627
Uncorrected SS	1790	Corrected SS	1074.96552
Coeff Variation	124.782521	Std Error Mean	1.15058644

Basic Statistical Measures

Location		Variability	
Mean	4.965517	Std Deviation	6.19610
Median	3.000000	Variance	38.39163
Mode	2.000000	Range	24.00000
		Interquartile Range	3.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 4.31564	Pr >  t  0.0002
Sign	M 14.5	Pr >=  M  <.0001
Signed Rank	S 217.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	25
99%	25
95%	20
90%	20
75% Q3	5
50% Median	3
25% Q1	2
10%	1
5%	1
1%	1
0% Min	1

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
1	13711	282	7	11622	225
1	13040	259	10	12398	90
1	10696	202	20	10442	21
1	14571	156	20	13285	121
1	13607	125	25	11433	58

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	12	3.77	4.15
S	277	87.11	95.85
<b>Total</b>	<b>289</b>	<b>90.88</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q36A (In the past 3 years, how many patent applications did this business participate in?)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
1	6	20.7	20.7	3	6	20.7	69.0	7	2	6.9	86.2	20	2	6.9	96.6
2	8	27.6	48.3	5	3	10.3	79.3	10	1	3.4	89.7	25	1	3.4	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q36B (In the past 3 years, how many patents were awarded?)

Moments

N	28	Sum Weights	28
Mean	2.78571429	Sum Observations	78
Std Deviation	3.0834942	Variance	9.50793651
Skewness	1.43299976	Kurtosis	1.20379963
Uncorrected SS	474	Corrected SS	256.714286
Coeff Variation	110.689536	Std Error Mean	0.58272563

Basic Statistical Measures

Location		Variability	
Mean	2.785714	Std Deviation	3.08349
Median	2.000000	Variance	9.50794
Mode	1.000000	Range	10.00000
		Interquartile Range	2.50000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 4.78049	Pr >  t  <.0001
Sign	M 11	Pr >=  M  <.0001
Signed Rank	S 126.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	10.0
99%	10.0
95%	10.0
90%	10.0
75% Q3	3.5
50% Median	2.0
25% Q1	1.0
10%	0.0
5%	0.0
1%	0.0
0% Min	0.0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	13711	282	5	11790	228
0	13040	259	7	10442	21
0	12078	240	10	11433	58
0	10696	202	10	12398	90
0	13915	136	10	13285	121

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	12	3.77	4.14
S	277	87.11	95.52
T	1	0.31	0.34
<b>Total</b>	<b>290</b>	<b>91.19</b>	<b>100.00</b>



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q36B (In the past 3 years, how many patents were awarded?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0	6	21.4	21.4	2	4	14.3	60.7	4	1	3.6	78.6	7	1	3.6	89.3
1	7	25.0	46.4	3	4	14.3	75.0	5	2	7.1	85.7	10	3	10.7	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 511  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q36A (In the past 3 years, how many patent applications did this business participate in?)

Moments

N	26	Sum Weights	26
Mean	4.23076923	Sum Observations	110
Std Deviation	7.02172453	Variance	49.3046154
Skewness	2.98803423	Kurtosis	8.42895615
Uncorrected SS	1698	Corrected SS	1232.61538
Coeff Variation	165.968034	Std Error Mean	1.37707348

Basic Statistical Measures

Location		Variability	
Mean	4.230769	Std Deviation	7.02172
Median	2.000000	Variance	49.30462
Mode	1.000000	Range	29.00000
		Interquartile Range	2.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 3.07229	Pr >  t  0.0051
Sign	M 12.5	Pr >=  M  <.0001
Signed Rank	S 162.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	29
99%	29
95%	25
90%	10
75% Q3	3
50% Median	2
25% Q1	1
10%	1
5%	1
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	24146	591	5	24086	398
1	24459	600	5	21191	435
1	23700	573	10	23478	563
1	22446	536	25	22463	537
1	22222	530	29	20516	488

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	50	16.18	17.67
S	232	75.08	81.98
T	1	0.32	0.35
<b>Total</b>	<b>283</b>	<b>91.59</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q36A (In the past 3 years, how many patent applications did this business participate in?)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
0	1	3.8	3.8	3	4	15.4	76.9	5	2	7.7	88.5	25	1	3.8	96.2
1	10	38.5	42.3	4	1	3.8	80.8	10	1	3.8	92.3	29	1	3.8	100.0
2	5	19.2	61.5												

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q36B (In the past 3 years, how many patents were awarded?)

Moments

N	26	Sum Weights	26
Mean	2.38461538	Sum Observations	62
Std Deviation	4.17685933	Variance	17.4461538
Skewness	3.44862205	Kurtosis	13.3134756
Uncorrected SS	584	Corrected SS	436.153846
Coeff Variation	175.158617	Std Error Mean	0.81914951

Basic Statistical Measures

Location		Variability	
Mean	2.384615	Std Deviation	4.17686
Median	1.000000	Variance	17.44615
Mode	0.000000	Range	20.00000
		Interquartile Range	3.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 2.911087	Pr >  t  0.0075
Sign	M 9	Pr >=  M  <.0001
Signed Rank	S 85.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	20
99%	20
95%	10
90%	5
75% Q3	3
50% Median	1
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	24146	591	3	23774	460
0	23700	573	3	21779	520
0	20615	492	5	23478	563
0	24563	466	10	20516	488
0	29998	419	20	22463	537

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	50	16.18	17.67
S	232	75.08	81.98
T	1	0.32	0.35
<b>Total</b>	<b>283</b>	<b>91.59</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q36B (In the past 3 years, how many patents were awarded?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0	8	30.8	30.8	2	4	15.4	73.1	5	1	3.8	92.3	20	1	3.8	100.0
1	7	26.9	57.7	3	4	15.4	88.5	10	1	3.8	96.2				

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 515  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q36A (In the past 3 years, how many patent applications did this business participate in?)

Moments

N	36	Sum Weights	36
Mean	3.9166667	Sum Observations	141
Std Deviation	5.968369	Variance	35.6214286
Skewness	3.26092476	Kurtosis	11.3295837
Uncorrected SS	1799	Corrected SS	1246.75
Coeff Variation	152.383889	Std Error Mean	0.99472817

Basic Statistical Measures

Location		Variability	
Mean	3.916667	Std Deviation	5.96837
Median	2.000000	Variance	35.62143
Mode	1.000000	Range	29.00000
		Interquartile Range	2.50000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 3.937424	Pr >  t  0.0004
Sign	M 18	Pr >=  M  <.0001
Signed Rank	S 333	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	30.0
99%	30.0
95%	20.0
90%	8.0
75% Q3	3.5
50% Median	2.0
25% Q1	1.0
10%	1.0
5%	1.0
1%	1.0
0% Min	1.0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
1	34917	961	6	32912	867
1	34206	936	8	31319	800
1	34116	930	15	32987	873
1	32350	847	20	33606	905
1	31892	824	30	32881	694

Missing Values

-----Percent Of-----



Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	10	2.91	3.25
S	297	86.34	96.43
T	1	0.29	0.32
<b>Total</b>	<b>308</b>	<b>89.53</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q36A (In the past 3 years, how many patent applications did this business participate in?)

Frequency Counts

Value	Count	Percents		Value	Count	Percents		Value	Count	Percents		Value	Count	Percents	
		Cell	Cum			Cell	Cum			Cell	Cum			Cell	Cum
1	15	41.7	41.7	4	1	2.8	77.8	8	1	2.8	91.7	20	1	2.8	97.2
2	8	22.2	63.9	5	3	8.3	86.1	15	1	2.8	94.4	30	1	2.8	100.0
3	4	11.1	75.0	6	1	2.8	88.9								

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 517  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q36B (In the past 3 years, how many patents were awarded?)

Moments

N	36	Sum Weights	36
Mean	1.7777778	Sum Observations	64
Std Deviation	2.7683013	Variance	7.66349206
Skewness	2.28900792	Kurtosis	4.76253679
Uncorrected SS	382	Corrected SS	268.222222
Coeff Variation	155.716948	Std Error Mean	0.46138355

Basic Statistical Measures

Location		Variability	
Mean	1.777778	Std Deviation	2.76830
Median	1.000000	Variance	7.66349
Mode	0.000000	Range	10.00000
		Interquartile Range	2.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 3.853145	Pr >  t  0.0005
Sign	M 10.5	Pr >=  M  <.0001
Signed Rank	S 115.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	10
99%	10
95%	10
90%	4
75% Q3	2
50% Median	1
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	34354	943	4	31319	800
0	34012	926	4	31861	822
0	33190	882	10	32881	694
0	32350	847	10	32987	873
0	31892	824	10	33606	905

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	10	2.91	3.25
S	297	86.34	96.43
T	1	0.29	0.32
<b>Total</b>	<b>308</b>	<b>89.53</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q36B (In the past 3 years, how many patents were awarded?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0	15	41.7	41.7	2	6	16.7	80.6	4	2	5.6	91.7	10	3	8.3	100.0
1	8	22.2	63.9	3	2	5.6	86.1								

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 519  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q36A (In the past 3 years, how many patent applications did this business participate in?)

Moments

N	29	Sum Weights	29
Mean	12.3103448	Sum Observations	357
Std Deviation	41.9890321	Variance	1763.07882
Skewness	4.99917529	Kurtosis	25.8209029
Uncorrected SS	53761	Corrected SS	49366.2069
Coeff Variation	341.087376	Std Error Mean	7.79716752

Basic Statistical Measures

Location		Variability	
Mean	12.31034	Std Deviation	41.98903
Median	2.00000	Variance	1763
Mode	2.00000	Range	224.00000
		Interquartile Range	1.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 1.578823	Pr >  t  0.1256
Sign	M 14.5	Pr >=  M  <.0001
Signed Rank	S 217.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	225
99%	225
95%	50
90%	20
75% Q3	3
50% Median	2
25% Q1	2
10%	1
5%	1
1%	1
0% Min	1

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
1	44414	1284	6	40932	1203
1	43007	1258	10	43480	1271
1	40815	1202	20	40248	1185
1	40162	1182	50	44680	1290
1	44970	1152	225	42931	1255

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	16	4.83	5.30
S	286	86.40	94.70
<b>Total</b>	<b>302</b>	<b>91.24</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q36A (In the past 3 years, how many patent applications did this business participate in?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
1	7	24.1	24.1	3	5	17.2	82.8	10	1	3.4	89.7	50	1	3.4	96.6
2	12	41.4	65.5	6	1	3.4	86.2	20	1	3.4	93.1	225	1	3.4	100.0



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 521  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q36B (In the past 3 years, how many patents were awarded?)

Moments

N	27	Sum Weights	27
Mean	4.96296296	Sum Observations	134
Std Deviation	11.0156584	Variance	121.344729
Skewness	3.35341246	Kurtosis	11.5677987
Uncorrected SS	3820	Corrected SS	3154.96296
Coeff Variation	221.957296	Std Error Mean	2.11996444

Basic Statistical Measures

Location		Variability	
Mean	4.962963	Std Deviation	11.01566
Median	1.000000	Variance	121.34473
Mode	1.000000	Range	50.00000
		Interquartile Range	2.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 2.34106	Pr >  t  0.0272
Sign	M 11	Pr >=  M  <.0001
Signed Rank	S 126.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	50
99%	50
95%	30
90%	18
75% Q3	3
50% Median	1
25% Q1	1
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	43007	1258	3	43480	1271
0	41898	1230	6	40932	1203
0	41536	1223	18	40248	1185
0	40815	1202	30	44680	1290
0	44675	1138	50	42931	1255

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

---

<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	16	4.83	5.26
D	1	0.30	0.33
S	287	86.71	94.41
<b>Total</b>	<b>304</b>	<b>91.84</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q36B (In the past 3 years, how many patents were awarded?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0	5	18.5	18.5	2	6	22.2	74.1	6	1	3.7	88.9	30	1	3.7	96.3
1	9	33.3	51.9	3	3	11.1	85.2	18	1	3.7	92.6	50	1	3.7	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 523  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q36A (In the past 3 years, how many patent applications did this business participate in?)

Moments

N	16	Sum Weights	16
Mean	5.75	Sum Observations	92
Std Deviation	8.07877879	Variance	65.2666667
Skewness	2.38487659	Kurtosis	5.42704269
Uncorrected SS	1508	Corrected SS	979
Coeff Variation	140.500501	Std Error Mean	2.0196947

Basic Statistical Measures

Location		Variability	
Mean	5.750000	Std Deviation	8.07878
Median	2.500000	Variance	65.26667
Mode	1.000000	Range	29.00000
		Interquartile Range	4.00000

Tests for Location: Mu0=0

Test	-Statistic-	Pr >  t	Pr >=  M	Pr >=  S
Student's t	t 2.846965	0.0122	<.0001	<.0001
Sign	M 8			
Signed Rank	S 68			

Quantiles (Definition 5)

Quantile	Estimate
100% Max	30.0
99%	30.0
95%	30.0
90%	20.0
75% Q3	5.0
50% Median	2.5
25% Q1	1.0
10%	1.0
5%	1.0
1%	1.0
0% Min	1.0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
1	54319	1484	5	50261	1393
1	52023	1424	5	52862	1451
1	51531	1416	10	55043	1356
1	54220	1351	20	54809	1495
1	50152	1304	30	53478	1463

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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Missing Value	Count	All Obs	Missing Obs
.	30	14.56	15.79
S	160	77.67	84.21
<b>Total</b>	<b>190</b>	<b>92.23</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q36A (In the past 3 years, how many patent applications did this business participate in?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
1	5	31.3	31.3	3	1	6.3	56.3	5	2	12.5	81.3	20	1	6.3	93.8
2	3	18.8	50.0	4	2	12.5	68.8	10	1	6.3	87.5	30	1	6.3	100.0

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 525  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q36B (In the past 3 years, how many patents were awarded?)

Moments

N	14	Sum Weights	14
Mean	4.14285714	Sum Observations	58
Std Deviation	8.36528672	Variance	69.978022
Skewness	2.77915515	Kurtosis	7.71838873
Uncorrected SS	1150	Corrected SS	909.714286
Coeff Variation	201.920714	Std Error Mean	2.23571692

Basic Statistical Measures

Location		Variability	
Mean	4.142857	Std Deviation	8.36529
Median	1.000000	Variance	69.97802
Mode	0.000000	Range	30.00000
		Interquartile Range	2.00000

Note: The mode displayed is the smallest of 2 modes with a count of 4.

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 1.853033	Pr >  t  0.0867
Sign	M 5	Pr >=  M  0.0020
Signed Rank	S 27.5	Pr >=  S  0.0020

Quantiles (Definition 5)

Quantile	Estimate
100% Max	30
99%	30
95%	30
90%	15
75% Q3	2
50% Median	1
25% Q1	0
10%	0
5%	0
1%	0
0% Min	0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0	51531	1416	2	53862	1380
0	51279	1413	2	53657	1467
0	50261	1393	3	52862	1451
0	50152	1304	15	54809	1495
1	54319	1484	30	53478	1463

Missing Values

Appendix A. Frequency Listings for by Group

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Missing Value	Count	-----Percent Of-----	
		All Obs	Missing Obs
.	30	14.56	15.63
S	162	78.64	84.38
Total	192	93.20	100.00



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

526

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q36B (In the past 3 years, how many patents were awarded?)

Frequency Counts

Percents			Percents			Percents			Percents		
Value	Count	Cum	Value	Count	Cum	Value	Count	Cum	Value	Count	Cum
0	4	28.6	2	3	21.4	15	1	7.1	30	1	7.1
1	4	57.1	3	1	7.1						
											100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q37A by Group

Q37A(In the past 3 years, did this business register an industrial design?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
<b>Don't know</b>	0	1	0	3	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
<b>Missing</b>	10	2	15	11	5	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
<b>Skipped</b>	21	33	35	27	26	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
<b>Yes</b>	23	14	14	15	12	78
	1.74	1.06	1.06	1.14	0.91	5.91
	29.49	17.95	17.95	19.23	15.38	
	8.01	5.13	4.76	5.17	6.86	
<b>No</b>	264	259	280	275	163	1241
	20.02	19.64	21.23	20.85	12.36	94.09
	21.27	20.87	22.56	22.16	13.13	
	91.99	94.87	95.24	94.83	93.14	
<b>Total</b>	287	273	294	290	175	1319
	21.76	20.70	22.29	21.99	13.27	100.00

Frequency Missing = 189

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q37B by Group

Q37B(In the past 3 years, did this business register a trademark?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	1 . . .	2 . . .	0 . . .	2 . . .	1 . . .	. . . .
Missing	9 . . .	4 . . .	14 . . .	10 . . .	5 . . .	. . . .
Skipped	21 . . .	33 . . .	35 . . .	27 . . .	26 . . .	. . . .
Yes	48 3.64 24.00 16.72	40 3.03 20.00 14.81	47 3.57 23.50 15.93	45 3.41 22.50 15.41	20 1.52 10.00 11.49	200 15.17
No	239 18.13 21.38 83.28	230 17.45 20.57 85.19	248 18.82 22.18 84.07	247 18.74 22.09 84.59	154 11.68 13.77 88.51	1118 84.83
Total	287 21.78	270 20.49	295 22.38	292 22.15	174 13.20	1318 100.00

Frequency Missing = 190

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q37C by Group

Q37C(In the past 3 years, did this business produce materials eligible for copyright?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	0	2	0	1	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	10	4	15	14	6	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Refused	0	0	0	1	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	21	33	35	27	26	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	48	40	48	42	31	209
	3.66	3.05	3.66	3.20	2.36	15.92
	22.97	19.14	22.97	20.10	14.83	
	16.72	14.81	16.33	14.58	17.82	
No	239	230	246	246	143	1104
	18.20	17.52	18.74	18.74	10.89	84.08
	21.65	20.83	22.28	22.28	12.95	
	83.28	85.19	83.67	85.42	82.18	
Total	287	270	294	288	174	1313
	21.86	20.56	22.39	21.93	13.25	100.00

Frequency Missing = 195

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q37D by Group

Q37D(In the past 3 years, did this business use trade secret protections (e.g., non-disclosure agreements, non-compete clauses, or sought remedies for misappropriation)?)  
 Group

Frequency Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Don't know	0 . . .	1 . . .	0 . . .	4 . . .	0 . . .	.
Missing	6 . . .	4 . . .	13 . . .	10 . . .	4 . . .	.
Refused	0 . . .	0 . . .	0 . . .	1 . . .	0 . . .	.
Skipped	21 . . .	33 . . .	35 . . .	27 . . .	26 . . .	.
Yes	87 6.58 22.89 29.90	72 5.44 18.95 26.57	87 6.58 22.89 29.39	84 6.35 22.11 29.07	50 3.78 13.16 28.41	380 28.72
No	204 15.42 21.63 70.10	199 15.04 21.10 73.43	209 15.80 22.16 70.61	205 15.50 21.74 70.93	126 9.52 13.36 71.59	943 71.28
Total	291 22.00	271 20.48	296 22.37	289 21.84	176 13.30	1323 100.00

Frequency Missing = 185

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q38 by Group

Q38(During the economic recession period (2008-2009), to what extent did this business commit resources to innovate?)

Frequency Percent Row Pct Col Pct	Group					Total
	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	
Don't know	1 . . .	0 . . .	0 . . .	0 . . .	1 . . .	. . . .
Missing	14 . . .	8 . . .	10 . . .	12 . . .	8 . . .	. . . .
Not applicable, e.g., not in bus iness at that ti me	21 . . .	17 . . .	24 . . .	12 . . .	13 . . .	. . . .
Skipped	22 . . .	33 . . .	35 . . .	27 . . .	26 . . .	. . . .
Increased resour ces for innovati on activities	34 2.78 18.68 13.08	47 3.84 25.82 18.73	32 2.61 17.58 11.64	40 3.27 21.98 14.29	29 2.37 15.93 18.35	182 14.87
There was no cha nge in innovatio n resources	130 10.62 21.56 50.00	119 9.72 19.73 47.41	140 11.44 23.22 50.91	134 10.95 22.22 47.86	80 6.54 13.27 50.63	603 49.26
Delayed or decre ased resources f or innovation	96 7.84 21.97 36.92	85 6.94 19.45 33.86	102 8.33 23.34 37.09	105 8.58 24.03 37.50	49 4.00 11.21 31.01	437 35.70
4	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.08 50.00 0.36	1 0.08 50.00 0.36	0 0.00 0.00 0.00	2 0.16
Total	260 21.24	251 20.51	275 22.47	280 22.88	158 12.91	1224 100.00

Frequency Missing = 284

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

The FREQ Procedure

Table of Q39 by Group

Q39(Compared to 2012, in this current year (2013) would you say resources for innovation at this business have been . . .)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Missing	10 . . .	4 . . .	4 . . .	5 . . .	7 . . .	.
Refused	1 . . .	0 . . .	0 . . .	0 . . .	0 . . .	.
Skipped	21 . . .	33 . . .	35 . . .	27 . . .	26 . . .	.
Increased	100 7.49 22.27 34.97	94 7.04 20.94 34.56	104 7.79 23.16 34.10	92 6.89 20.49 30.77	59 4.42 13.14 34.10	449 33.63
Kept the same	169 12.66 21.64 59.09	158 11.84 20.23 58.09	174 13.03 22.28 57.05	176 13.18 22.54 58.86	104 7.79 13.32 60.12	781 58.50
Decreased	17 1.27 16.19 5.94	20 1.50 19.05 7.35	27 2.02 25.71 8.85	31 2.32 29.52 10.37	10 0.75 9.52 5.78	105 7.87
Total	286 21.42	272 20.37	305 22.85	299 22.40	173 12.96	1335 100.00

Frequency Missing = 173

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q40A by Group

Q40A(In the past 3 years, has this business increased the variety of goods or services offered?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	6 . . .	3 . . .	5 . . .	8 . . .	8 . . .	. . . .
Skipped	21 . . .	33 . . .	35 . . .	27 . . .	26 . . .	. . . .
Yes	192 14.37 22.17 65.98	175 13.10 20.21 64.10	192 14.37 22.17 63.16	201 15.04 23.21 67.91	106 7.93 12.24 61.63	866 64.82
No	99 7.41 21.06 34.02	98 7.34 20.85 35.90	112 8.38 23.83 36.84	95 7.11 20.21 32.09	66 4.94 14.04 38.37	470 35.18
Total	291 21.78	273 20.43	304 22.75	296 22.16	172 12.87	1336 100.00

Frequency Missing = 172



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

The FREQ Procedure

Table of Q40B by Group

Q40B(In the past 3 years, has this business increased market share or entered new markets?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	0 . . .	1 . . .	0 . . .	2 . . .	0 . . .	. . . .
Missing	7 . . .	4 . . .	5 . . .	8 . . .	7 . . .	. . . .
Skipped	21 . . .	33 . . .	35 . . .	27 . . .	26 . . .	. . . .
Yes	192 14.41 23.24 66.21	169 12.69 20.46 62.36	177 13.29 21.43 58.22	178 13.36 21.55 60.54	110 8.26 13.32 63.58	826 62.01
No	98 7.36 19.37 33.79	102 7.66 20.16 37.64	127 9.53 25.10 41.78	116 8.71 22.92 39.46	63 4.73 12.45 36.42	506 37.99
Total	290 21.77	271 20.35	304 22.82	294 22.07	173 12.99	1332 100.00

Frequency Missing = 176

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

The FREQ Procedure

Table of Q40C by Group

Q40C(In the past 3 years, has this business begun exporting goods or services?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
<b>Don't know</b>	0	1	0	0	0	.
.	.	.	.	.	.	.
.	.	.	.	.	.	.
.	.	.	.	.	.	.
<b>Missing</b>	8	8	8	10	7	.
.	.	.	.	.	.	.
.	.	.	.	.	.	.
.	.	.	.	.	.	.
<b>Skipped</b>	21	33	35	27	26	.
.	.	.	.	.	.	.
.	.	.	.	.	.	.
.	.	.	.	.	.	.
<b>Yes</b>	53	47	51	50	27	228
4.00	3.55	3.85	3.78	2.04	17.22	
23.25	20.61	22.37	21.93	11.84		
18.34	17.60	16.94	17.01	15.61		
<b>No</b>	236	220	250	244	146	1096
17.82	16.62	18.88	18.43	11.03	82.78	
21.53	20.07	22.81	22.26	13.32		
81.66	82.40	83.06	82.99	84.39		
<b>Total</b>	289	267	301	294	173	1324
21.83	20.17	22.73	22.21	13.07	100.00	

Frequency Missing = 184

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q40D by Group

Q40D(In the past 3 years, has this business reduced time to respond to customer needs?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	7 . . .	5 . . .	8 . . .	10 . . .	9 . . .	. . . .
Skipped	21 . . .	33 . . .	35 . . .	27 . . .	26 . . .	. . . .
Yes	165 12.43 21.94 56.90	143 10.78 19.02 52.77	185 13.94 24.60 61.46	163 12.28 21.68 55.44	96 7.23 12.77 56.14	752 56.67
No	125 9.42 21.74 43.10	128 9.65 22.26 47.23	116 8.74 20.17 38.54	131 9.87 22.78 44.56	75 5.65 13.04 43.86	575 43.33
Total	290 21.85	271 20.42	301 22.68	294 22.16	171 12.89	1327 100.00

Frequency Missing = 181

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q40E by Group

Q40E(In the past 3 years, has this business improved flexibility of production or service provision?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
<b>Don't know</b>	0	0	0	1	0	.
.	.	.	.	.	.	.
.	.	.	.	.	.	.
.	.	.	.	.	.	.
<b>Missing</b>	9	7	8	10	7	.
.	.	.	.	.	.	.
.	.	.	.	.	.	.
.	.	.	.	.	.	.
<b>Skipped</b>	21	33	35	27	26	.
.	.	.	.	.	.	.
.	.	.	.	.	.	.
.	.	.	.	.	.	.
<b>Yes</b>	186	155	184	183	110	818
	14.05	11.71	13.90	13.82	8.31	61.78
	22.74	18.95	22.49	22.37	13.45	
	64.58	57.62	61.13	62.46	63.58	
<b>No</b>	102	114	117	110	63	506
	7.70	8.61	8.84	8.31	4.76	38.22
	20.16	22.53	23.12	21.74	12.45	
	35.42	42.38	38.87	37.54	36.42	
<b>Total</b>	288	269	301	293	173	1324
	21.75	20.32	22.73	22.13	13.07	100.00

Frequency Missing = 184

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207    ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group

The FREQ Procedure

Table of Q40F by Group

Q40F(In the past 3 years, has this business increased capacity of production or service provision?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	10 . . .	5 . . .	7 . . .	13 . . .	7 . . .	. . . .
Skipped	21 . . .	33 . . .	35 . . .	27 . . .	26 . . .	. . . .
Yes	178 13.44 22.76 62.02	164 12.39 20.97 60.52	173 13.07 22.12 57.28	163 12.31 20.84 56.01	104 7.85 13.30 60.12	782 59.06
No	109 8.23 20.11 37.98	107 8.08 19.74 39.48	129 9.74 23.80 42.72	128 9.67 23.62 43.99	69 5.21 12.73 39.88	542 40.94
Total	287 21.68	271 20.47	302 22.81	291 21.98	173 13.07	1324 100.00

Frequency Missing = 184

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

The FREQ Procedure

Table of Q40G by Group

Q40G(In the past 3 years, has this business reduced labor costs per unit output?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	1 . . .	0 . . .	0 . . .	0 . . .	1 . . .	. . . .
Missing	10 . . .	5 . . .	7 . . .	10 . . .	8 . . .	. . . .
Skipped	21 . . .	33 . . .	35 . . .	27 . . .	26 . . .	. . . .
Yes	142 10.73 24.03 49.65	124 9.37 20.98 45.76	131 9.89 22.17 43.38	124 9.37 20.98 42.18	70 5.29 11.84 40.94	591 44.64
No	144 10.88 19.65 50.35	147 11.10 20.05 54.24	171 12.92 23.33 56.62	170 12.84 23.19 57.82	101 7.63 13.78 59.06	733 55.36
Total	286 21.60	271 20.47	302 22.81	294 22.21	171 12.92	1324 100.00

Frequency Missing = 184

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q40H by Group

Q40H(In the past 3 years, has this business reduced materials and energy required per unit output?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
<b>Don't know</b>	1	3	0	0	0	.
.	.	.	.	.	.	.
.	.	.	.	.	.	.
.	.	.	.	.	.	.
<b>Missing</b>	9	5	7	13	8	.
.	.	.	.	.	.	.
.	.	.	.	.	.	.
.	.	.	.	.	.	.
<b>Skipped</b>	21	33	35	27	26	.
.	.	.	.	.	.	.
.	.	.	.	.	.	.
.	.	.	.	.	.	.
<b>Yes</b>	102	97	103	104	67	473
7.73	7.35	7.80	7.88	5.08	35.83	
21.56	20.51	21.78	21.99	14.16		
35.54	36.19	34.11	35.74	38.95		
<b>No</b>	185	171	199	187	105	847
14.02	12.95	15.08	14.17	7.95	64.17	
21.84	20.19	23.49	22.08	12.40		
64.46	63.81	65.89	64.26	61.05		
<b>Total</b>	287	268	302	291	172	1320
21.74	20.30	22.88	22.05	13.03	100.00	

Frequency Missing = 188

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q40I by Group

Q40I(In the past 3 years, has this business improved worker satisfaction or reduced worker turnover?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	10 . . .	5 . . .	9 . . .	11 . . .	7 . . .	. . . .
Refused	0 . . .	0 . . .	0 . . .	1 . . .	0 . . .	. . . .
Skipped	21 . . .	33 . . .	35 . . .	27 . . .	26 . . .	. . . .
Yes	184 13.91 22.30 64.11	158 11.94 19.15 58.30	180 13.61 21.82 60.00	183 13.83 22.18 62.67	120 9.07 14.55 69.36	825 62.36
No	103 7.79 20.68 35.89	113 8.54 22.69 41.70	120 9.07 24.10 40.00	109 8.24 21.89 37.33	53 4.01 10.64 30.64	498 37.64
Total	287 21.69	271 20.48	300 22.68	292 22.07	173 13.08	1323 100.00

Frequency Missing = 185



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q41A by Group

Q41A(Factors related to location. How much of a problem for your ability to compete is zoning or development regulations?)

Frequency Percent Row Pct Col Pct	Group					Total
	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	
Don't know	0	1	0	0	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	8	4	12	11	7	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	22	33	38	27	26	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Not a problem	207	191	209	206	111	924
	15.69	14.48	15.85	15.62	8.42	70.05
	22.40	20.67	22.62	22.29	12.01	
	71.88	70.48	71.09	70.31	64.16	
A minor problem	56	64	60	64	46	290
	4.25	4.85	4.55	4.85	3.49	21.99
	19.31	22.07	20.69	22.07	15.86	
	19.44	23.62	20.41	21.84	26.59	
A major problem	25	16	25	23	16	105
	1.90	1.21	1.90	1.74	1.21	7.96
	23.81	15.24	23.81	21.90	15.24	
	8.68	5.90	8.50	7.85	9.25	
Total	288	271	294	293	173	1319
	21.83	20.55	22.29	22.21	13.12	100.00

Frequency Missing = 189

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q41B by Group

Q41B(Factors related to location. How much of a problem for your ability to compete is vitality of the local economy?)

Frequency Percent Row Pct Col Pct	Group					Total
	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	
Don't know	1 . . .	0 . . .	0 . . .	0 . . .	0 . . .	. . . .
Missing	7 . . .	5 . . .	13 . . .	13 . . .	7 . . .	. . . .
Skipped	22 . . .	33 . . .	38 . . .	27 . . .	26 . . .	. . . .
Not a problem	144 10.94 22.64 50.00	125 9.50 19.65 46.13	148 11.25 23.27 50.51	144 10.94 22.64 49.48	75 5.70 11.79 43.35	636 48.33
A minor problem	88 6.69 20.28 30.56	100 7.60 23.04 36.90	88 6.69 20.28 30.03	93 7.07 21.43 31.96	65 4.94 14.98 37.57	434 32.98
A major problem	56 4.26 22.76 19.44	46 3.50 18.70 16.97	57 4.33 23.17 19.45	54 4.10 21.95 18.56	33 2.51 13.41 19.08	246 18.69
Total	288 21.88	271 20.59	293 22.26	291 22.11	173 13.15	1316 100.00

Frequency Missing = 192

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q41C by Group

Q41C(Factors related to location. How much of a problem for your ability to compete is access to financial, legal, and other business services?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Don't know	0 . . .	1 . . .	0 . . .	0 . . .	0 . . .	. . . .
Missing	7 . . .	4 . . .	12 . . .	12 . . .	9 . . .	. . . .
Skipped	22 . . .	33 . . .	38 . . .	27 . . .	26 . . .	. . . .
Not a problem	231 17.54 22.38 79.93	212 16.10 20.54 78.23	233 17.69 22.58 79.25	222 16.86 21.51 76.03	134 10.17 12.98 78.36	1032 78.36
A minor problem	41 3.11 18.64 14.19	46 3.49 20.91 16.97	47 3.57 21.36 15.99	58 4.40 26.36 19.86	28 2.13 12.73 16.37	220 16.70
A major problem	17 1.29 26.15 5.88	13 0.99 20.00 4.80	14 1.06 21.54 4.76	12 0.91 18.46 4.11	9 0.68 13.85 5.26	65 4.94
Total	289 21.94	271 20.58	294 22.32	292 22.17	171 12.98	1317 100.00

Frequency Missing = 191

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q41D by Group

Q41D(Factors related to location. How much of a problem for your ability to compete is access to equipment and software suppliers?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Missing	9 . . .	5 . . .	13 . . .	12 . . .	7 . . .	. . . .
Skipped	22 . . .	33 . . .	38 . . .	27 . . .	26 . . .	. . . .
Not a problem	233 17.71 21.88 81.18	222 16.87 20.85 81.92	244 18.54 22.91 83.28	225 17.10 21.13 77.05	141 10.71 13.24 81.50	1065 80.93
A minor problem	38 2.89 18.91 13.24	42 3.19 20.90 15.50	39 2.96 19.40 13.31	57 4.33 28.36 19.52	25 1.90 12.44 14.45	201 15.27
A major problem	16 1.22 32.00 5.57	7 0.53 14.00 2.58	10 0.76 20.00 3.41	10 0.76 20.00 3.42	7 0.53 14.00 4.05	50 3.80
Total	287 21.81	271 20.59	293 22.26	292 22.19	173 13.15	1316 100.00

Frequency Missing = 192

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q41E by Group

Q41E(Factors related to location. How much of a problem for your ability to compete is access to training courses?)

Frequency Percent Row Pct Col Pct	Group					Total
	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	
Missing	10 . . .	5 . . .	13 . . .	12 . . .	7 . . .	. . . .
Skipped	22 . . .	33 . . .	38 . . .	27 . . .	26 . . .	. . . .
Not a problem	203 15.44 21.19 70.98	199 15.13 20.77 73.43	216 16.43 22.55 73.72	214 16.27 22.34 73.29	126 9.58 13.15 72.83	958 72.85
A minor problem	73 5.55 23.62 25.52	63 4.79 20.39 23.25	67 5.10 21.68 22.87	64 4.87 20.71 21.92	42 3.19 13.59 24.28	309 23.50
A major problem	10 0.76 20.83 3.50	9 0.68 18.75 3.32	10 0.76 20.83 3.41	14 1.06 29.17 4.79	5 0.38 10.42 2.89	48 3.65
Total	286 21.75	271 20.61	293 22.28	292 22.21	173 13.16	1315 100.00

Frequency Missing = 193

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q41F by Group

Q41F(Factors related to location. How much of a problem for your ability to compete is access to transportation or freight forwarding facilities and services?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Missing	8 . . .	5 . . .	13 . . .	9 . . .	7 . . .	. . . .
Skipped	22 . . .	33 . . .	38 . . .	27 . . .	26 . . .	. . . .
Not a problem	225 17.05 21.53 78.13	215 16.29 20.57 79.34	235 17.80 22.49 80.20	235 17.80 22.49 79.66	135 10.23 12.92 78.03	1045 79.17
A minor problem	52 3.94 24.41 18.06	46 3.48 21.60 16.97	42 3.18 19.72 14.33	42 3.18 19.72 14.24	31 2.35 14.55 17.92	213 16.14
A major problem	11 0.83 17.74 3.82	10 0.76 16.13 3.69	16 1.21 25.81 5.46	18 1.36 29.03 6.10	7 0.53 11.29 4.05	62 4.70
Total	288 21.82	271 20.53	293 22.20	295 22.35	173 13.11	1320 100.00

Frequency Missing = 188

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q41G by Group

Q41G(Factors related to location. How much of a problem for your ability to compete is availability of broadband or high speed internet?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group	Total
Missing	7 . . .	5 . . .	11 . . .	10 . . .	7 . . .	. . . .
Skipped	22 . . .	33 . . .	38 . . .	27 . . .	26 . . .	. . . .
Not a problem	239 18.08 22.96 82.70	204 15.43 19.60 75.28	231 17.47 22.19 78.31	226 17.10 21.71 76.87	141 10.67 13.54 81.50	1041 78.74
A minor problem	34 2.57 17.80 11.76	45 3.40 23.56 16.61	47 3.56 24.61 15.93	45 3.40 23.56 15.31	20 1.51 10.47 11.56	191 14.45
A major problem	16 1.21 17.78 5.54	22 1.66 24.44 8.12	17 1.29 18.89 5.76	23 1.74 25.56 7.82	12 0.91 13.33 6.94	90 6.81
Total	289 21.86	271 20.50	295 22.31	294 22.24	173 13.09	1322 100.00

Frequency Missing = 186

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q41H by Group

Q41H(Factors related to location. How much of a problem for your ability to compete is local availability of mobile or cellular service?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Missing	10 . . .	4 . . .	11 . . .	10 . . .	7 . . .	. . . .
Skipped	22 . . .	33 . . .	38 . . .	27 . . .	26 . . .	. . . .
Not a problem	238 18.03 22.41 83.22	217 16.44 20.43 79.78	240 18.18 22.60 81.36	233 17.65 21.94 79.25	134 10.15 12.62 77.46	1062 80.45
A minor problem	39 2.95 18.75 13.64	44 3.33 21.15 16.18	49 3.71 23.56 16.61	45 3.41 21.63 15.31	31 2.35 14.90 17.92	208 15.76
A major problem	9 0.68 18.00 3.15	11 0.83 22.00 4.04	6 0.45 12.00 2.03	16 1.21 32.00 5.44	8 0.61 16.00 4.62	50 3.79
Total	286 21.67	272 20.61	295 22.35	294 22.27	173 13.11	1320 100.00

Frequency Missing = 188



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q41I by Group

Q41I(Factors related to location. How much of a problem for your ability to compete is local roads and bridges?)

Frequency Percent Row Pct Col Pct	Group					Total
	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	
Don't know	0	1	0	0	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	8	5	11	11	7	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	22	33	38	27	26	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Not a problem	246	219	235	236	134	1070
	18.65	16.60	17.82	17.89	10.16	81.12
	22.99	20.47	21.96	22.06	12.52	
	85.42	81.11	79.66	80.55	77.46	
A minor problem	35	39	48	44	28	194
	2.65	2.96	3.64	3.34	2.12	14.71
	18.04	20.10	24.74	22.68	14.43	
	12.15	14.44	16.27	15.02	16.18	
A major problem	7	12	12	13	11	55
	0.53	0.91	0.91	0.99	0.83	4.17
	12.73	21.82	21.82	23.64	20.00	
	2.43	4.44	4.07	4.44	6.36	
Total	288	270	295	293	173	1319
	21.83	20.47	22.37	22.21	13.12	100.00

Frequency Missing = 189

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q41J by Group

Q41J(Factors related to location. How much of a problem for your ability to compete is cost of facilities and land?)

Frequency Percent Row Pct Col Pct	Group					Total
	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	
Don't know	0	1	0	0	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	7	6	13	9	7	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	22	33	38	27	26	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Not a problem	192	179	193	200	110	874
	14.56	13.57	14.63	15.16	8.34	66.26
	21.97	20.48	22.08	22.88	12.59	
	66.44	66.54	65.87	67.80	63.58	
A minor problem	76	66	71	77	44	334
	5.76	5.00	5.38	5.84	3.34	25.32
	22.75	19.76	21.26	23.05	13.17	
	26.30	24.54	24.23	26.10	25.43	
A major problem	21	24	29	18	19	111
	1.59	1.82	2.20	1.36	1.44	8.42
	18.92	21.62	26.13	16.22	17.12	
	7.27	8.92	9.90	6.10	10.98	
Total	289	269	293	295	173	1319
	21.91	20.39	22.21	22.37	13.12	100.00

Frequency Missing = 189

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q41K by Group

Q41K(Factors related to location. How much of a problem for your ability to compete is attractiveness of the area to managers and professionals?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group	Total
Don't know	0 . . .	1 . . .	0 . . .	0 . . .	0 . . .	. . . .
Missing	7 . . .	4 . . .	11 . . .	13 . . .	7 . . .	. . . .
Skipped	22 . . .	33 . . .	38 . . .	27 . . .	26 . . .	. . . .
Not a problem	176 13.34 24.58 60.90	142 10.77 19.83 52.40	162 12.28 22.63 54.92	145 10.99 20.25 49.83	91 6.90 12.71 52.60	716 54.28
A minor problem	71 5.38 17.79 24.57	88 6.67 22.06 32.47	87 6.60 21.80 29.49	98 7.43 24.56 33.68	55 4.17 13.78 31.79	399 30.25
A major problem	42 3.18 20.59 14.53	41 3.11 20.10 15.13	46 3.49 22.55 15.59	48 3.64 23.53 16.49	27 2.05 13.24 15.61	204 15.47
Total	289 21.91	271 20.55	295 22.37	291 22.06	173 13.12	1319 100.00

Frequency Missing = 189

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q41L by Group

Q41L(Factors related to location. How much of a problem for your ability to compete is quality of primary and secondary schools?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Don't know	1 . . . .	1 . . . .	0 . . . .	0 . . . .	0 . . . .	. . . . .
Missing	8 . . . .	4 . . . .	11 . . . .	12 . . . .	9 . . . .	. . . . .
Skipped	22 . . . .	33 . . . .	38 . . . .	27 . . . .	26 . . . .	. . . . .
Not a problem	204 15.50 22.20 71.08	189 14.36 20.57 69.74	209 15.88 22.74 70.85	202 15.35 21.98 69.18	115 8.74 12.51 67.25	919 69.83
A minor problem	65 4.94 22.03 22.65	65 4.94 22.03 23.99	60 4.56 20.34 20.34	63 4.79 21.36 21.58	42 3.19 14.24 24.56	295 22.42
A major problem	18 1.37 17.65 6.27	17 1.29 16.67 6.27	26 1.98 25.49 8.81	27 2.05 26.47 9.25	14 1.06 13.73 8.19	102 7.75
Total	287 21.81	271 20.59	295 22.42	292 22.19	171 12.99	1316 100.00

Frequency Missing = 192

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q41M by Group

Q41M(Factors related to location. How much of a problem for your ability to compete is environmental regulations?)

Frequency Percent Row Pct Col Pct	Group					Total
	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	
Missing	8 . . .	6 . . .	12 . . .	11 . . .	7 . . .	. . . .
Skipped	22 . . .	33 . . .	38 . . .	27 . . .	26 . . .	. . . .
Not a problem	164 12.44 22.47 56.94	157 11.91 21.51 58.15	157 11.91 21.51 53.40	164 12.44 22.47 55.97	88 6.68 12.05 50.87	730 55.39
A minor problem	84 6.37 21.88 29.17	76 5.77 19.79 28.15	93 7.06 24.22 31.63	76 5.77 19.79 25.94	55 4.17 14.32 31.79	384 29.14
A major problem	40 3.03 19.61 13.89	37 2.81 18.14 13.70	44 3.34 21.57 14.97	53 4.02 25.98 18.09	30 2.28 14.71 17.34	204 15.48
Total	288 21.85	270 20.49	294 22.31	293 22.23	173 13.13	1318 100.00

Frequency Missing = 190

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q41N by Group

Q41N(Factors related to location. How much of a problem for your ability to compete is state and local tax rates?)

Frequency Percent Row Pct Col Pct	Group					Total
	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	
Don't know	0	1	0	1	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	9	5	12	12	7	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	22	33	38	27	26	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Not a problem	139	110	123	125	63	560
	10.57	8.37	9.35	9.51	4.79	42.59
	24.82	19.64	21.96	22.32	11.25	
	48.43	40.74	41.84	42.96	36.42	
A minor problem	96	104	108	113	75	496
	7.30	7.91	8.21	8.59	5.70	37.72
	19.35	20.97	21.77	22.78	15.12	
	33.45	38.52	36.73	38.83	43.35	
A major problem	52	56	63	53	35	259
	3.95	4.26	4.79	4.03	2.66	19.70
	20.08	21.62	24.32	20.46	13.51	
	18.12	20.74	21.43	18.21	20.23	
Total	287	270	294	291	173	1315
	21.83	20.53	22.36	22.13	13.16	100.00

Frequency Missing = 193

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q42a1 by Group

Q42a1(Involvement in promoting business in your community by the institution: Local government development effort at village, town, or city)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group	Total
Don't know	31 . . .	17 . . .	21 . . .	29 . . .	19 . . .	. . . .
Missing	6 . . .	4 . . .	11 . . .	12 . . .	7 . . .	. . . .
Skipped	22 . . .	33 . . .	38 . . .	28 . . .	26 . . .	. . . .
Not at all active or Not present	76 6.31 20.49 29.34	92 7.64 24.80 36.08	89 7.39 23.99 32.48	74 6.15 19.95 28.24	40 3.32 10.78 25.97	371 30.81
Somewhat active	119 9.88 20.95 45.95	114 9.47 20.07 44.71	121 10.05 21.30 44.16	130 10.80 22.89 49.62	84 6.98 14.79 54.55	568 47.18
Very active	64 5.32 24.15 24.71	49 4.07 18.49 19.22	64 5.32 24.15 23.36	58 4.82 21.89 22.14	30 2.49 11.32 19.48	265 22.01
Total	259 21.51	255 21.18	274 22.76	262 21.76	154 12.79	1204 100.00

Frequency Missing = 304

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q42a2 by Group

Q42a2(Involvement in promoting business in your community by the institution: Local government development effort at county)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Don't know	37 . . .	19 . . .	23 . . .	32 . . .	22 . . .	. . . .
Missing	5 . . .	5 . . .	9 . . .	12 . . .	7 . . .	. . . .
Skipped	22 . . .	33 . . .	38 . . .	28 . . .	26 . . .	. . . .
Not at all active or Not present	90 7.56 21.13 35.43	99 8.32 23.24 39.29	101 8.49 23.71 36.86	89 7.48 20.89 34.36	47 3.95 11.03 31.13	426 35.80
Somewhat active	117 9.83 20.63 46.06	117 9.83 20.63 46.43	122 10.25 21.52 44.53	130 10.92 22.93 50.19	81 6.81 14.29 53.64	567 47.65
Very active	47 3.95 23.86 18.50	36 3.03 18.27 14.29	51 4.29 25.89 18.61	40 3.36 20.30 15.44	23 1.93 11.68 15.23	197 16.55
Total	254 21.34	252 21.18	274 23.03	259 21.76	151 12.69	1190 100.00

Frequency Missing = 318



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q42a3 by Group

Q42a3(Involvement in promoting business in your community by the institution: Local government development effort at regional or multi-county)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Don't know	47 . . .	30 . . .	36 . . .	39 . . .	28 . . .	. . . .
Missing	6 . . .	11 . . .	9 . . .	14 . . .	10 . . .	. . . .
Skipped	22 . . .	33 . . .	38 . . .	28 . . .	26 . . .	. . . .
Not at all active or Not present	103 9.11 21.50 42.39	117 10.34 24.43 49.79	107 9.46 22.34 41.00	103 9.11 21.50 41.20	49 4.33 10.23 34.51	479 42.35
Somewhat active	95 8.40 19.75 39.09	91 8.05 18.92 38.72	117 10.34 24.32 44.83	107 9.46 22.25 42.80	71 6.28 14.76 50.00	481 42.53
Very active	45 3.98 26.32 18.52	27 2.39 15.79 11.49	37 3.27 21.64 14.18	40 3.54 23.39 16.00	22 1.95 12.87 15.49	171 15.12
Total	243 21.49	235 20.78	261 23.08	250 22.10	142 12.56	1131 100.00

Frequency Missing = 377

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q42b by Group

Q42b(Involvement in promoting business in your community by the institution: Business association (e.g., Chamber of Commerce))  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Don't know	30 . . .	14 . . .	22 . . .	20 . . .	12 . . .	. . . .
Missing	8 . . .	5 . . .	12 . . .	19 . . .	8 . . .	. . . .
Skipped	22 . . .	33 . . .	38 . . .	28 . . .	26 . . .	. . . .
Not at all active or Not present	55 4.54 23.40 21.32	58 4.79 24.68 22.57	52 4.29 22.13 19.12	48 3.96 20.43 18.18	22 1.82 9.36 13.75	235 19.41
Somewhat active	121 9.99 20.61 46.90	134 11.07 22.83 52.14	111 9.17 18.91 40.81	133 10.98 22.66 50.38	88 7.27 14.99 55.00	587 48.47
Very active	82 6.77 21.08 31.78	65 5.37 16.71 25.29	109 9.00 28.02 40.07	83 6.85 21.34 31.44	50 4.13 12.85 31.25	389 32.12
Total	258 21.30	257 21.22	272 22.46	264 21.80	160 13.21	1211 100.00

Frequency Missing = 297

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q42c by Group

Q42c(Involvement in promoting business in your community by the institution: College, university, or extension support for local business)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Don't know	42 . . .	16 . . .	32 . . .	34 . . .	23 . . .	. . . .
Missing	5 . . .	7 . . .	12 . . .	19 . . .	7 . . .	. . . .
Refused	0 . . .	0 . . .	0 . . .	0 . . .	1 . . .	. . . .
Skipped	22 . . .	33 . . .	38 . . .	28 . . .	26 . . .	. . . .
Not at all active or Not present	86 7.39 20.92 34.54	98 8.43 23.84 38.74	97 8.34 23.60 37.02	87 7.48 21.17 34.80	43 3.70 10.46 28.86	411 35.34
Somewhat active	107 9.20 20.30 42.97	111 9.54 21.06 43.87	111 9.54 21.06 42.37	119 10.23 22.58 47.60	79 6.79 14.99 53.02	527 45.31
Very active	56 4.82 24.89 22.49	44 3.78 19.56 17.39	54 4.64 24.00 20.61	44 3.78 19.56 17.60	27 2.32 12.00 18.12	225 19.35
Total	249 21.41	253 21.75	262 22.53	250 21.50	149 12.81	1163 100.00

Frequency Missing = 345

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q42d by Group

Q42d(Involvement in promoting business in your community by the institution: Community foundations or nonprofit organizations)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Don't know	48 . . .	29 . . .	34 . . .	42 . . .	31 . . .	. . . .
Missing	6 . . .	5 . . .	10 . . .	16 . . .	7 . . .	. . . .
Skipped	22 . . .	33 . . .	38 . . .	28 . . .	26 . . .	. . . .
Not at all active or Not present	106 9.36 21.07 43.80	117 10.33 23.26 48.35	114 10.06 22.66 43.51	110 9.71 21.87 44.90	56 4.94 11.13 39.44	503 44.40
Somewhat active	87 7.68 20.05 35.95	88 7.77 20.28 36.36	99 8.74 22.81 37.79	104 9.18 23.96 42.45	56 4.94 12.90 39.44	434 38.31
Very active	49 4.32 25.00 20.25	37 3.27 18.88 15.29	49 4.32 25.00 18.70	31 2.74 15.82 12.65	30 2.65 15.31 21.13	196 17.30
Total	242 21.36	242 21.36	262 23.12	245 21.62	142 12.53	1133 100.00

Frequency Missing = 375

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q42e by Group

Q42e(Involvement in promoting business in your community by the institution: Local investors)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Don't know	49 . . .	33 . . .	41 . . .	50 . . .	30 . . .	. . . .
Missing	6 . . .	5 . . .	9 . . .	13 . . .	7 . . .	. . . .
Skipped	22 . . .	33 . . .	38 . . .	28 . . .	26 . . .	. . . .
Not at all active or Not present	115 10.29 21.18 47.72	121 10.82 22.28 50.84	124 11.09 22.84 48.44	117 10.47 21.55 48.75	66 5.90 12.15 46.15	543 48.57
Somewhat active	91 8.14 20.87 37.76	91 8.14 20.87 38.24	95 8.50 21.79 37.11	102 9.12 23.39 42.50	57 5.10 13.07 39.86	436 39.00
Very active	35 3.13 25.18 14.52	26 2.33 18.71 10.92	37 3.31 26.62 14.45	21 1.88 15.11 8.75	20 1.79 14.39 13.99	139 12.43
Total	241 21.56	238 21.29	256 22.90	240 21.47	143 12.79	1118 100.00

Frequency Missing = 390

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q42f by Group

Q42f(Involvement in promoting business in your community by the institution: Banks)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	40 . . .	26 . . .	35 . . .	34 . . .	20 . . .	. . . .
Missing	6 . . .	8 . . .	13 . . .	12 . . .	8 . . .	. . . .
Skipped	22 . . .	33 . . .	38 . . .	28 . . .	26 . . .	. . . .
Not at all activ e or Not present	79 6.82 23.72 31.60	77 6.64 23.12 31.82	75 6.47 22.52 29.07	66 5.69 19.82 25.68	36 3.11 10.81 23.68	333 28.73
Somewhat active	123 10.61 20.30 49.20	120 10.35 19.80 49.59	137 11.82 22.61 53.10	139 11.99 22.94 54.09	87 7.51 14.36 57.24	606 52.29
Very active	48 4.14 21.82 19.20	45 3.88 20.45 18.60	46 3.97 20.91 17.83	52 4.49 23.64 20.23	29 2.50 13.18 19.08	220 18.98
<b>Total</b>	250 21.57	242 20.88	258 22.26	257 22.17	152 13.11	1159 100.00

Frequency Missing = 349

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q42aa by Group

Q42aa(How much civic leadership does THIS business provide in your community?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	7 . . .	3 . . .	9 . . .	7 . . .	4 . . .	. . . .
Skipped	22 . . .	33 . . .	38 . . .	28 . . .	26 . . .	. . . .
None	94 7.06 24.10 32.53	78 5.86 20.00 28.57	97 7.29 24.87 32.66	77 5.79 19.74 26.01	44 3.31 11.28 25.00	390 29.30
Some	148 11.12 20.39 51.21	145 10.89 19.97 53.11	162 12.17 22.31 54.55	168 12.62 23.14 56.76	103 7.74 14.19 58.52	726 54.55
A lot	47 3.53 21.86 16.26	50 3.76 23.26 18.32	38 2.85 17.67 12.79	51 3.83 23.72 17.23	29 2.18 13.49 16.48	215 16.15
Total	289 21.71	273 20.51	297 22.31	296 22.24	176 13.22	1331 100.00

Frequency Missing = 177

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q43 by Group

Q43(Do you have a good understanding of the decisions that led to the founding of this business?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	0 . . .	0 . . .	0 . . .	0 . . .	1 . . .	. . . .
Missing	4 . . .	8 . . .	6 . . .	6 . . .	5 . . .	. . . .
Refused	0 . . .	1 . . .	1 . . .	0 . . .	0 . . .	. . . .
Skipped	22 . . .	33 . . .	38 . . .	28 . . .	26 . . .	. . . .
Yes	245 18.43 21.16 83.90	233 17.53 20.12 87.27	265 19.94 22.88 88.63	265 19.94 22.88 89.23	150 11.29 12.95 86.21	1158 87.13
No	47 3.54 27.49 16.10	34 2.56 19.88 12.73	34 2.56 19.88 11.37	32 2.41 18.71 10.77	24 1.81 14.04 13.79	171 12.87
Total	292 21.97	267 20.09	299 22.50	297 22.35	174 13.09	1329 100.00

Frequency Missing = 179



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q43A by Group

Q43A(Was this business originally founded around a new or customized product or service that was created by one of the founders of this business?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group	Total
Missing	10 . . .	16 . . .	7 . . .	8 . . .	11 . . .	. . . .
Skipped	69 . . .	63 . . .	74 . . .	61 . . .	46 . . .	. . . .
Yes	105 9.19 19.44 43.93	107 9.36 19.81 46.52	133 11.64 24.63 50.57	130 11.37 24.07 49.62	65 5.69 12.04 43.62	540 47.24
No	125 10.94 21.85 52.30	117 10.24 20.45 50.87	125 10.94 21.85 47.53	126 11.02 22.03 48.09	79 6.91 13.81 53.02	572 50.04
Don't know	9 0.79 29.03 3.77	6 0.52 19.35 2.61	5 0.44 16.13 1.90	6 0.52 19.35 2.29	5 0.44 16.13 3.36	31 2.71
Total	239 20.91	230 20.12	263 23.01	262 22.92	149 13.04	1143 100.00

Frequency Missing = 365

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q43B by Group

Q43B(Thinking about this new or customized product or service, why was it originally developed?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	1 . . .	1 . . .	0 . . .	0 . . .	0 . . .	. . . .
Missing	10 . . .	33 . . .	10 . . .	19 . . .	22 . . .	. . . .
Refused	0 . . .	0 . . .	0 . . .	0 . . .	1 . . .	. . . .
Skipped	206 . . .	170 . . .	203 . . .	187 . . .	121 . . .	. . . .
One of the found ers created it f or personal use	10 1.91 28.57 9.90	5 0.95 14.29 4.76	7 1.34 20.00 5.34	6 1.15 17.14 4.80	7 1.34 20.00 11.29	35 6.68
One of the found ers created it f or use at a prev ious job or busi ness	12 2.29 21.82 11.88	12 2.29 21.82 11.43	10 1.91 18.18 7.63	17 3.24 30.91 13.60	4 0.76 7.27 6.45	55 10.50
One of the found ers identified a business opport unity	79 15.08 18.20 78.22	88 16.79 20.28 83.81	114 21.76 26.27 87.02	102 19.47 23.50 81.60	51 9.73 11.75 82.26	434 82.82
Total	101 19.27	105 20.04	131 25.00	125 23.85	62 11.83	524 100.00

Frequency Missing = 984

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q44A by Group

Q44A(Use in the past 3 years of government or government-sponsored program: Direct loans from a government agency (e.g., USDA B&I Direct Loan))  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Don't know	0	4	1	2	1	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	21	5	21	17	5	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	22	33	38	28	26	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	16	21	18	16	11	82
	1.25	1.64	1.40	1.25	0.86	6.39
	19.51	25.61	21.95	19.51	13.41	
	5.82	7.87	6.34	5.63	6.32	
No	259	246	266	268	163	1202
	20.17	19.16	20.72	20.87	12.69	93.61
	21.55	20.47	22.13	22.30	13.56	
	94.18	92.13	93.66	94.37	93.68	
Total	275	267	284	284	174	1284
	21.42	20.79	22.12	22.12	13.55	100.00

Frequency Missing = 224

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q44A1 by Group

Q44A1(Importance in the past 3 years of government or government-sponsored program: Direct loans from a government agency (e.g., USDA B&I Direct Loan))  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group	Total
Missing	256 . . .	241 . . .	264 . . .	271 . . .	162 . . .	. . . .
Skipped	22 . . .	33 . . .	38 . . .	28 . . .	26 . . .	. . . .
Not important	33 19.76 25.38 82.50	20 11.98 15.38 57.14	36 21.56 27.69 85.71	26 15.57 20.00 81.25	15 8.98 11.54 83.33	130 77.84
Somewhat importa nt	7 4.19 20.59 17.50	12 7.19 35.29 34.29	6 3.59 17.65 14.29	6 3.59 17.65 18.75	3 1.80 8.82 16.67	34 20.36
Very important	0 0.00 0.00 0.00	3 1.80 100.00 8.57	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	3 1.80
Total	40 23.95	35 20.96	42 25.15	32 19.16	18 10.78	167 100.00

Frequency Missing = 1341

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q44B by Group

Q44B(Use in the past 3 years of government or government-sponsored program: Government insurance or guarantee for loans (e.g., SBA 7(a) Loan Program))  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group	Total
Don't know	0	3	1	2	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	18	6	22	19	5	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	22	33	38	28	26	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	19	27	28	15	15	104
	1.48	2.10	2.18	1.17	1.17	8.09
	18.27	25.96	26.92	14.42	14.42	
	6.83	10.11	9.89	5.32	8.57	
No	259	240	255	267	160	1181
	20.16	18.68	19.84	20.78	12.45	91.91
	21.93	20.32	21.59	22.61	13.55	
	93.17	89.89	90.11	94.68	91.43	
Total	278	267	283	282	175	1285
	21.63	20.78	22.02	21.95	13.62	100.00

Frequency Missing = 223

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q44B1 by Group

Q44B1(Importance in the past 3 years of government or government-sponsored program: Government insurance or  
 guarantee for loans (e.g., SBA 7(a) Loan Program))  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Missing	255 . . .	236 . . .	256 . . .	271 . . .	157 . . .	. . . .
Skipped	22 . . .	33 . . .	38 . . .	28 . . .	26 . . .	. . . .
Not important	12 6.45 21.82 29.27	10 5.38 18.18 25.00	12 6.45 21.82 24.00	12 6.45 21.82 37.50	9 4.84 16.36 39.13	55 29.57
Somewhat importa nt	10 5.38 21.28 24.39	15 8.06 31.91 37.50	12 6.45 25.53 24.00	8 4.30 17.02 25.00	2 1.08 4.26 8.70	47 25.27
Very important	19 10.22 22.62 46.34	15 8.06 17.86 37.50	26 13.98 30.95 52.00	12 6.45 14.29 37.50	12 6.45 14.29 52.17	84 45.16
Total	41 22.04	40 21.51	50 26.88	32 17.20	23 12.37	186 100.00

Frequency Missing = 1322

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q44C by Group

Q44C(Use in the past 3 years of government or government-sponsored program: Revolving loan funds run by a nonprofit or government organization)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Don't know	0	4	1	2	1	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	19	6	21	19	5	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	22	33	38	28	26	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	12	19	12	8	9	60
	0.94	1.48	0.94	0.62	0.70	4.68
	20.00	31.67	20.00	13.33	15.00	
	4.33	7.14	4.23	2.84	5.17	
No	265	247	272	274	165	1223
	20.65	19.25	21.20	21.36	12.86	95.32
	21.67	20.20	22.24	22.40	13.49	
	95.67	92.86	95.77	97.16	94.83	
Total	277	266	284	282	174	1283
	21.59	20.73	22.14	21.98	13.56	100.00

Frequency Missing = 225

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q44C1 by Group

Q44C1(Importance in the past 3 years of government or government-sponsored program: Revolving loan funds run by a nonprofit or government organization)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Missing	263 . . .	243 . . .	272 . . .	281 . . .	161 . . .	. . . .
Skipped	22 . . .	33 . . .	38 . . .	28 . . .	26 . . .	. . . .
Not important	12 8.51 21.82 36.36	10 7.09 18.18 30.30	14 9.93 25.45 41.18	9 6.38 16.36 40.91	10 7.09 18.18 52.63	55 39.01
Somewhat importa nt	15 10.64 36.59 45.45	9 6.38 21.95 27.27	6 4.26 14.63 17.65	8 5.67 19.51 36.36	3 2.13 7.32 15.79	41 29.08
Very important	6 4.26 13.33 18.18	14 9.93 31.11 42.42	14 9.93 31.11 41.18	5 3.55 11.11 22.73	6 4.26 13.33 31.58	45 31.91
Total	33 23.40	33 23.40	34 24.11	22 15.60	19 13.48	141 100.00

Frequency Missing = 1367



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q44D by Group

Q44D(Use in the past 3 years of government program: Tax incentives by state or local government, including enterprise zones, urban revitalization, Tax Increment Financing)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Don't know	0	5	0	1	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	21	10	23	21	7	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	22	33	38	28	26	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	54	55	53	61	34	257
	4.24	4.32	4.16	4.79	2.67	20.19
	21.01	21.40	20.62	23.74	13.23	
	19.64	21.07	18.73	21.71	19.65	
No	221	206	230	220	139	1016
	17.36	16.18	18.07	17.28	10.92	79.81
	21.75	20.28	22.64	21.65	13.68	
	80.36	78.93	81.27	78.29	80.35	
Total	275	261	283	281	173	1273
	21.60	20.50	22.23	22.07	13.59	100.00

Frequency Missing = 235

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q44D1 by Group

Q44D1(Importance in the past 3 years of government program: Tax incentives by state or local government, including enterprise zones, urban revitalization, Tax Increment Financing)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Don't know	0 . . .	1 . . .	0 . . .	0 . . .	0 . . .	. . . .
Missing	222 . . .	209 . . .	232 . . .	235 . . .	140 . . .	. . . .
Skipped	22 . . .	33 . . .	38 . . .	28 . . .	26 . . .	. . . .
Not important	12 3.73 25.00 16.22	6 1.86 12.50 9.09	15 4.66 31.25 20.27	8 2.48 16.67 11.76	7 2.17 14.58 17.50	48 14.91
Somewhat importa nt	30 9.32 22.39 40.54	33 10.25 24.63 50.00	24 7.45 17.91 32.43	31 9.63 23.13 45.59	16 4.97 11.94 40.00	134 41.61
Very important	32 9.94 22.86 43.24	27 8.39 19.29 40.91	35 10.87 25.00 47.30	29 9.01 20.71 42.65	17 5.28 12.14 42.50	140 43.48
Total	74 22.98	66 20.50	74 22.98	68 21.12	40 12.42	322 100.00

Frequency Missing = 1186

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q44E by Group

Q44E(Use in the past 3 years of government or government-sponsored program: Government-assisted industrial parks or business incubators)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group	Total
Don't know	0	4	0	0	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	20	8	21	19	5	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	22	33	38	28	26	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	8	9	13	9	8	47
	0.62	0.70	1.01	0.70	0.62	3.66
	17.02	19.15	27.66	19.15	17.02	
	2.90	3.41	4.56	3.17	4.57	
No	268	255	272	275	167	1237
	20.87	19.86	21.18	21.42	13.01	96.34
	21.67	20.61	21.99	22.23	13.50	
	97.10	96.59	95.44	96.83	95.43	
Total	276	264	285	284	175	1284
	21.50	20.56	22.20	22.12	13.63	100.00

Frequency Missing = 224

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q44E1 by Group

Q44E1(Importance in the past 3 years of government or government-sponsored program: Government-assisted industrial parks or business incubators)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Missing	266 . . .	253 . . .	273 . . .	277 . . .	163 . . .	. . . .
Skipped	22 . . .	33 . . .	38 . . .	28 . . .	26 . . .	. . . .
Not important	13 10.08 21.67 43.33	9 6.98 15.00 39.13	18 13.95 30.00 54.55	14 10.85 23.33 53.85	6 4.65 10.00 35.29	60 46.51
Somewhat importa nt	9 6.98 23.68 30.00	8 6.20 21.05 34.78	10 7.75 26.32 30.30	6 4.65 15.79 23.08	5 3.88 13.16 29.41	38 29.46
Very important	8 6.20 25.81 26.67	6 4.65 19.35 26.09	5 3.88 16.13 15.15	6 4.65 19.35 23.08	6 4.65 19.35 35.29	31 24.03
Total	30 23.26	23 17.83	33 25.58	26 20.16	17 13.18	129 100.00

Frequency Missing = 1379

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q44F by Group

Q44F(Use in the past 3 years of government or government-sponsored program: Government-funded technology assistance programs)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Don't know	0	4	0	0	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	21	11	22	21	7	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	22	33	38	28	26	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	13	22	12	19	8	74
	1.02	1.73	0.94	1.49	0.63	5.80
	17.57	29.73	16.22	25.68	10.81	
	4.73	8.43	4.23	6.74	4.62	
No	262	239	272	263	165	1201
	20.55	18.75	21.33	20.63	12.94	94.20
	21.82	19.90	22.65	21.90	13.74	
	95.27	91.57	95.77	93.26	95.38	
Total	275	261	284	282	173	1275
	21.57	20.47	22.27	22.12	13.57	100.00

Frequency Missing = 233

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q44F1 by Group

Q44F1(Importance in the past 3 years of government or government-sponsored program: Government-funded technology assistance programs)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group	Total
Missing	263 . . .	241 . . .	273 . . .	268 . . .	159 . . .	. . . .
Skipped	22 . . .	33 . . .	38 . . .	28 . . .	26 . . .	. . . .
Not important	12 7.64 22.64 36.36	10 6.37 18.87 28.57	15 9.55 28.30 45.45	8 5.10 15.09 22.86	8 5.10 15.09 38.10	53 33.76
Somewhat importa nt	11 7.01 18.03 33.33	14 8.92 22.95 40.00	10 6.37 16.39 30.30	18 11.46 29.51 51.43	8 5.10 13.11 38.10	61 38.85
Very important	10 6.37 23.26 30.30	11 7.01 25.58 31.43	8 5.10 18.60 24.24	9 5.73 20.93 25.71	5 3.18 11.63 23.81	43 27.39
Total	33 21.02	35 22.29	33 21.02	35 22.29	21 13.38	157 100.00

Frequency Missing = 1351

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

The FREQ Procedure

Table of Q44G by Group

Q44G(Use in the past 3 years of government or government-sponsored program: Government-assisted worker-training programs)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Don't know	0	3	0	1	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	20	9	23	18	5	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	22	33	38	28	26	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	35	41	31	43	29	179
	2.73	3.20	2.42	3.35	2.26	13.96
	19.55	22.91	17.32	24.02	16.20	
	12.68	15.53	10.95	15.14	16.57	
No	241	223	252	241	146	1103
	18.80	17.39	19.66	18.80	11.39	86.04
	21.85	20.22	22.85	21.85	13.24	
	87.32	84.47	89.05	84.86	83.43	
Total	276	264	283	284	175	1282
	21.53	20.59	22.07	22.15	13.65	100.00

Frequency Missing = 226

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q44G1 by Group

Q44G1(Importance in the past 3 years of government or government-sponsored program: Government-assisted worker-training programs)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group	Total
Missing	244 . . .	224 . . .	257 . . .	252 . . .	146 . . .	. . . .
Skipped	22 . . .	33 . . .	38 . . .	28 . . .	26 . . .	. . . .
Not important	13 5.46 20.63 25.00	11 4.62 17.46 21.15	18 7.56 28.57 36.73	12 5.04 19.05 23.53	9 3.78 14.29 26.47	63 26.47
Somewhat importa nt	18 7.56 18.95 34.62	19 7.98 20.00 36.54	21 8.82 22.11 42.86	22 9.24 23.16 43.14	15 6.30 15.79 44.12	95 39.92
Very important	21 8.82 26.25 40.38	22 9.24 27.50 42.31	10 4.20 12.50 20.41	17 7.14 21.25 33.33	10 4.20 12.50 29.41	80 33.61
Total	52 21.85	52 21.85	49 20.59	51 21.43	34 14.29	238 100.00

Frequency Missing = 1270



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q44H by Group

Q44H(Use in the past 3 years of government or government-sponsored program: National Innovation Marketplace)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	1 . . .	5 . . .	0 . . .	3 . . .	1 . . .	. . . .
Missing	20 . . .	6 . . .	21 . . .	19 . . .	5 . . .	. . . .
Skipped	22 . . .	33 . . .	38 . . .	28 . . .	26 . . .	. . . .
Yes	3 0.23 23.08 1.09	4 0.31 30.77 1.51	2 0.16 15.38 0.70	4 0.31 30.77 1.42	0 0.00 0.00	13 1.02
No	272 21.25 21.47 98.91	261 20.39 20.60 98.49	283 22.11 22.34 99.30	277 21.64 21.86 98.58	174 13.59 13.73 100.00	1267 98.98
Total	275 21.48	265 20.70	285 22.27	281 21.95	174 13.59	1280 100.00

Frequency Missing = 228

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q44H1 by Group

Q44H1(Importance in the past 3 years of government or government-sponsored program: National Innovation Marketplace)

Frequency Percent Row Pct Col Pct	Group					Total
	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group	
Missing	273 . . .	258 . . .	279 . . .	283 . . .	170 . . .	. . . .
Skipped	22 . . .	33 . . .	38 . . .	28 . . .	26 . . .	. . . .
Not important	13 13.27 21.31 56.52	8 8.16 13.11 44.44	20 20.41 32.79 74.07	12 12.24 19.67 60.00	8 8.16 13.11 80.00	61 62.24
Somewhat importa nt	8 8.16 33.33 34.78	5 5.10 20.83 27.78	4 4.08 16.67 14.81	5 5.10 20.83 25.00	2 2.04 8.33 20.00	24 24.49
Very important	2 2.04 15.38 8.70	5 5.10 38.46 27.78	3 3.06 23.08 11.11	3 3.06 23.08 15.00	0 0.00 0.00 0.00	13 13.27
Total	23 23.47	18 18.37	27 27.55	20 20.41	10 10.20	98 100.00

Frequency Missing = 1410

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q45 by Group

Q45(Did this business try to borrow money for any purpose in the past 3 years?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	24 . . .	13 . . .	29 . . .	16 . . .	17 . . .	. . . .
Missing	5 . . .	7 . . .	4 . . .	7 . . .	4 . . .	. . . .
Skipped	22 . . .	33 . . .	38 . . .	28 . . .	26 . . .	. . . .
Yes	148 11.98 21.29 55.43	142 11.50 20.43 55.47	156 12.63 22.45 57.14	158 12.79 22.73 56.43	91 7.37 13.09 57.23	695 56.28
No	119 9.64 22.04 44.57	114 9.23 21.11 44.53	117 9.47 21.67 42.86	122 9.88 22.59 43.57	68 5.51 12.59 42.77	540 43.72
Total	267 21.62	256 20.73	273 22.11	280 22.67	159 12.87	1235 100.00

Frequency Missing = 273

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q45A by Group

Q45A(In the past 3 years, did you try to borrow money from a commercial bank?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	1 . . . . . .	0 . . . . . .	0 . . . . . .	0 . . . . . .	0 . . . . . .	. . . . . . .
Missing	14 . . . . . .	28 . . . . . .	10 . . . . . .	13 . . . . . .	20 . . . . . .	. . . . . . .
Skipped	163 . . . . . .	143 . . . . . .	181 . . . . . .	164 . . . . . .	98 . . . . . .	. . . . . . .
Yes	129 19.17 20.81 92.14	126 18.72 20.32 91.30	134 19.91 21.61 87.58	149 22.14 24.03 96.75	82 12.18 13.23 93.18	620 92.12
No	11 1.63 20.75 7.86	12 1.78 22.64 8.70	19 2.82 35.85 12.42	5 0.74 9.43 3.25	6 0.89 11.32 6.82	53 7.88
Total	140 20.80	138 20.51	153 22.73	154 22.88	88 13.08	673 100.00

Frequency Missing = 835

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q45A1 by Group

Q45A1(In the past 3 years, how much of the funding did you receive from a commercial bank?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	0	1	0	1	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	31	45	32	32	33	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	163	143	181	164	98	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
All	107	100	111	114	60	492
	18.32	17.12	19.01	19.52	10.27	84.25
	21.75	20.33	22.56	23.17	12.20	
	86.29	83.33	84.73	85.07	80.00	
Some	17	20	20	18	15	90
	2.91	3.42	3.42	3.08	2.57	15.41
	18.89	22.22	22.22	20.00	16.67	
	13.71	16.67	15.27	13.43	20.00	
None	0	0	0	2	0	2
	0.00	0.00	0.00	0.34	0.00	0.34
	0.00	0.00	0.00	100.00	0.00	
	0.00	0.00	0.00	1.49	0.00	
Total	124	120	131	134	75	584
	21.23	20.55	22.43	22.95	12.84	100.00

Frequency Missing = 924

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q45B by Group

Q45B(In the past 3 years, did you try to borrow money from a savings & loan or credit union?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	0	2	0	1	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	16	32	18	21	18	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	163	143	181	164	98	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	9	14	14	8	6	51
	1.38	2.15	2.15	1.23	0.92	7.83
	17.65	27.45	27.45	15.69	11.76	
	6.47	10.61	9.66	5.52	6.67	
No	130	118	131	137	84	600
	19.97	18.13	20.12	21.04	12.90	92.17
	21.67	19.67	21.83	22.83	14.00	
	93.53	89.39	90.34	94.48	93.33	
Total	139	132	145	145	90	651
	21.35	20.28	22.27	22.27	13.82	100.00

Frequency Missing = 857

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q45B1 by Group

Q45B1(In the past 3 years, how much of the funding did you receive from a savings & loan or credit union?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	145 . . .	153 . . .	143 . . .	155 . . .	103 . . .	. . . .
Skipped	163 . . .	143 . . .	181 . . .	164 . . .	98 . . .	. . . .
All	5 8.33 17.24 50.00	10 16.67 34.48 76.92	7 11.67 24.14 35.00	4 6.67 13.79 33.33	3 5.00 10.34 60.00	29 48.33
Some	2 3.33 18.18 20.00	2 3.33 18.18 15.38	4 6.67 36.36 20.00	2 3.33 18.18 16.67	1 1.67 9.09 20.00	11 18.33
None	3 5.00 15.00 30.00	1 1.67 5.00 7.69	9 15.00 45.00 45.00	6 10.00 30.00 50.00	1 1.67 5.00 20.00	20 33.33
Total	10 16.67	13 21.67	20 33.33	12 20.00	5 8.33	60 100.00

Frequency Missing = 1448

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q45C by Group

Q45C(In the past 3 years, did you try to borrow money from a finance or leasing company?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	0	1	0	1	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	15	32	18	22	19	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	163	143	181	164	98	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	44	34	43	44	28	193
	6.76	5.22	6.61	6.76	4.30	29.65
	22.80	17.62	22.28	22.80	14.51	
	31.43	25.56	29.66	30.56	31.46	
No	96	99	102	100	61	458
	14.75	15.21	15.67	15.36	9.37	70.35
	20.96	21.62	22.27	21.83	13.32	
	68.57	74.44	70.34	69.44	68.54	
Total	140	133	145	144	89	651
	21.51	20.43	22.27	22.12	13.67	100.00

Frequency Missing = 857



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q45C1 by Group

Q45C1(In the past 3 years, how much of the funding did you receive from a finance or leasing company?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	114 . . .	132 . . .	119 . . .	124 . . .	81 . . .	. . . .
Skipped	163 . . .	143 . . .	181 . . .	164 . . .	98 . . .	. . . .
All	29 15.34 20.71 70.73	24 12.70 17.14 70.59	34 17.99 24.29 77.27	33 17.46 23.57 76.74	20 10.58 14.29 74.07	140 74.07
Some	7 3.70 21.21 17.07	8 4.23 24.24 23.53	7 3.70 21.21 15.91	5 2.65 15.15 11.63	6 3.17 18.18 22.22	33 17.46
None	5 2.65 31.25 12.20	2 1.06 12.50 5.88	3 1.59 18.75 6.82	5 2.65 31.25 11.63	1 0.53 6.25 3.70	16 8.47
Total	41 21.69	34 17.99	44 23.28	43 22.75	27 14.29	189 100.00

Frequency Missing = 1319

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q45D by Group

Q45D(In the past 3 years, did you try to borrow money from an insurance or mortgage company?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	0	1	0	0	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	15	32	17	22	20	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	163	143	181	164	98	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	6	6	5	7	1	25
	0.92	0.92	0.77	1.07	0.15	3.83
	24.00	24.00	20.00	28.00	4.00	
	4.29	4.51	3.42	4.83	1.14	
No	134	127	141	138	87	627
	20.55	19.48	21.63	21.17	13.34	96.17
	21.37	20.26	22.49	22.01	13.88	
	95.71	95.49	96.58	95.17	98.86	
Total	140	133	146	145	88	652
	21.47	20.40	22.39	22.24	13.50	100.00

Frequency Missing = 856

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q45D1 by Group

Q45D1(In the past 3 years, how much of the funding did you receive from an insurance or mortgage company?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	147 . . .	158 . . .	155 . . .	156 . . .	106 . . .	. . . .
Skipped	163 . . .	143 . . .	181 . . .	164 . . .	98 . . .	. . . .
All	1 2.70 7.69 12.50	4 10.81 30.77 50.00	3 8.11 23.08 37.50	5 13.51 38.46 45.45	0 0.00 0.00 0.00	13 35.14
Some	4 10.81 44.44 50.00	2 5.41 22.22 25.00	0 0.00 0.00 0.00	2 5.41 22.22 18.18	1 2.70 11.11 50.00	9 24.32
None	3 8.11 20.00 37.50	2 5.41 13.33 25.00	5 13.51 33.33 62.50	4 10.81 26.67 36.36	1 2.70 6.67 50.00	15 40.54
Total	8 21.62	8 21.62	8 21.62	11 29.73	2 5.41	37 100.00

Frequency Missing = 1471

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q45E by Group

Q45E(In the past 3 years, did you try to borrow money from family or friends?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	0	1	0	0	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	14	33	17	22	18	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	163	143	181	164	98	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	17	11	13	10	11	62
	2.60	1.68	1.99	1.53	1.68	9.48
	27.42	17.74	20.97	16.13	17.74	
	12.06	8.33	8.90	6.90	12.22	
No	124	121	133	135	79	592
	18.96	18.50	20.34	20.64	12.08	90.52
	20.95	20.44	22.47	22.80	13.34	
	87.94	91.67	91.10	93.10	87.78	
Total	141	132	146	145	90	654
	21.56	20.18	22.32	22.17	13.76	100.00

Frequency Missing = 854

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

The FREQ Procedure

Table of Q45E1 by Group

Q45E1(In the past 3 years, how much of the funding did you receive from family or friends?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	134 . . .	155 . . .	146 . . .	154 . . .	97 . . .	. . . .
Skipped	163 . . .	143 . . .	181 . . .	164 . . .	98 . . .	. . . .
All	9 12.33 30.00 42.86	6 8.22 20.00 54.55	8 10.96 26.67 47.06	6 8.22 20.00 46.15	1 1.37 3.33 9.09	30 41.10
Some	6 8.22 21.43 28.57	4 5.48 14.29 36.36	5 6.85 17.86 29.41	3 4.11 10.71 23.08	10 13.70 35.71 90.91	28 38.36
None	6 8.22 40.00 28.57	1 1.37 6.67 9.09	4 5.48 26.67 23.53	4 5.48 26.67 30.77	0 0.00 0.00 0.00	15 20.55
Total	21 28.77	11 15.07	17 23.29	13 17.81	11 15.07	73 100.00

Frequency Missing = 1435

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q45F by Group

Q45F(In the past 3 years, did you try to borrow money from a federal, state, or local government?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	0	1	0	1	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	12	32	17	21	18	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	163	143	181	164	98	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	13	10	10	5	8	46
	1.98	1.52	1.52	0.76	1.22	7.00
	28.26	21.74	21.74	10.87	17.39	
	9.09	7.52	6.85	3.45	8.89	
No	130	123	136	140	82	611
	19.79	18.72	20.70	21.31	12.48	93.00
	21.28	20.13	22.26	22.91	13.42	
	90.91	92.48	93.15	96.55	91.11	
Total	143	133	146	145	90	657
	21.77	20.24	22.22	22.07	13.70	100.00

Frequency Missing = 851

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q45F1 by Group

Q45F1(In the past 3 years, how much of the funding did you receive from a federal, state, or local government?)

Frequency Percent Row Pct Col Pct	Group					Total
	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	
Missing	139	154	151	159	100	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	163	143	181	164	98	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
All	5	4	7	3	3	22
	8.93	7.14	12.50	5.36	5.36	39.29
	22.73	18.18	31.82	13.64	13.64	
	31.25	33.33	58.33	37.50	37.50	
Some	4	2	0	0	5	11
	7.14	3.57	0.00	0.00	8.93	19.64
	36.36	18.18	0.00	0.00	45.45	
	25.00	16.67	0.00	0.00	62.50	
None	7	6	5	5	0	23
	12.50	10.71	8.93	8.93	0.00	41.07
	30.43	26.09	21.74	21.74	0.00	
	43.75	50.00	41.67	62.50	0.00	
Total	16	12	12	8	8	56
	28.57	21.43	21.43	14.29	14.29	100.00

Frequency Missing = 1452

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q45G by Group

Q45G(In the past 3 years, did you try to borrow money from a credit or advance from a customer?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	0	1	0	0	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	14	32	18	22	20	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	163	143	181	164	98	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	10	4	4	7	8	33
	1.53	0.61	0.61	1.07	1.23	5.06
	30.30	12.12	12.12	21.21	24.24	
	7.09	3.01	2.76	4.83	9.09	
No	131	129	141	138	80	619
	20.09	19.79	21.63	21.17	12.27	94.94
	21.16	20.84	22.78	22.29	12.92	
	92.91	96.99	97.24	95.17	90.91	
Total	141	133	145	145	88	652
	21.63	20.40	22.24	22.24	13.50	100.00

Frequency Missing = 856



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q45G1 by Group

Q45G1(In the past 3 years, how much of the funding did you receive from a credit or advance from a customer?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	143 . . .	160 . . .	154 . . .	157 . . .	101 . . .	. . . .
Skipped	163 . . .	143 . . .	181 . . .	164 . . .	98 . . .	. . . .
All	5 11.36 31.25 41.67	1 2.27 6.25 16.67	3 6.82 18.75 33.33	3 6.82 18.75 30.00	4 9.09 25.00 57.14	16 36.36
Some	4 9.09 28.57 33.33	3 6.82 21.43 50.00	1 2.27 7.14 11.11	3 6.82 21.43 30.00	3 6.82 21.43 42.86	14 31.82
None	3 6.82 21.43 25.00	2 4.55 14.29 33.33	5 11.36 35.71 55.56	4 9.09 28.57 40.00	0 0.00 0.00 0.00	14 31.82
Total	12 27.27	6 13.64	9 20.45	10 22.73	7 15.91	44 100.00

Frequency Missing = 1464

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q45H by Group

Q45H(In the past 3 years, did you try to borrow money from angel capital funding?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	0	1	0	1	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	13	33	18	23	18	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	163	143	181	164	98	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	4	2	3	2	1	12
	0.61	0.31	0.46	0.31	0.15	1.84
	33.33	16.67	25.00	16.67	8.33	
	2.82	1.52	2.07	1.40	1.11	
No	138	130	142	141	89	640
	21.17	19.94	21.78	21.63	13.65	98.16
	21.56	20.31	22.19	22.03	13.91	
	97.18	98.48	97.93	98.60	98.89	
Total	142	132	145	143	90	652
	21.78	20.25	22.24	21.93	13.80	100.00

Frequency Missing = 856

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

The FREQ Procedure

Table of Q45H1 by Group

Q45H1(In the past 3 years, how much of the funding did you receive from angel capital funding?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	148 . . .	161 . . .	156 . . .	161 . . .	108 . . .	. . . .
Skipped	163 . . .	143 . . .	181 . . .	164 . . .	98 . . .	. . . .
All	0 0.00 0.00 0.00	2 8.00 100.00 40.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 .	2 8.00
Some	2 8.00 66.67 28.57	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 4.00 33.33 16.67	0 0.00 0.00 .	3 12.00
None	5 20.00 25.00 71.43	3 12.00 15.00 60.00	7 28.00 35.00 100.00	5 20.00 25.00 83.33	0 0.00 0.00 .	20 80.00
Total	7 28.00	5 20.00	7 28.00	6 24.00	0 0.00	25 100.00

Frequency Missing = 1483

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q45I by Group

Q45I(In the past 3 years, did you try to borrow money from venture capital funding?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	0	1	0	2	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	15	33	19	23	18	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	163	143	181	164	98	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	11	7	3	4	6	31
	1.70	1.08	0.46	0.62	0.93	4.78
	35.48	22.58	9.68	12.90	19.35	
	7.86	5.30	2.08	2.82	6.67	
No	129	125	141	138	84	617
	19.91	19.29	21.76	21.30	12.96	95.22
	20.91	20.26	22.85	22.37	13.61	
	92.14	94.70	97.92	97.18	93.33	
Total	140	132	144	142	90	648
	21.60	20.37	22.22	21.91	13.89	100.00

Frequency Missing = 860

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q45I1 by Group

Q45I1(In the past 3 years, how much of the funding did you receive from venture capital funding?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	141 . . .	158 . . .	156 . . .	159 . . .	103 . . .	. . . .
Skipped	163 . . .	143 . . .	181 . . .	164 . . .	98 . . .	. . . .
All	3 7.14 30.00 21.43	4 9.52 40.00 50.00	1 2.38 10.00 14.29	1 2.38 10.00 12.50	1 2.38 10.00 20.00	10 23.81
Some	4 9.52 36.36 28.57	2 4.76 18.18 25.00	1 2.38 9.09 14.29	0 0.00 0.00 0.00	4 9.52 36.36 80.00	11 26.19
None	7 16.67 33.33 50.00	2 4.76 9.52 25.00	5 11.90 23.81 71.43	7 16.67 33.33 87.50	0 0.00 0.00 0.00	21 50.00
Total	14 33.33	8 19.05	7 16.67	8 19.05	5 11.90	42 100.00

Frequency Missing = 1466

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q45J by Group

Q45J(In the past 3 years, did you try to borrow money from personal sources of funds (other than credit cards)?)

Frequency Percent Row Pct Col Pct	Group					Total
	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	
Don't know	0	1	0	1	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	14	33	17	20	19	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	163	143	181	164	98	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	29	17	23	24	17	110
	4.43	2.60	3.52	3.67	2.60	16.82
	26.36	15.45	20.91	21.82	15.45	
	20.57	12.88	15.75	16.44	19.10	
No	112	115	123	122	72	544
	17.13	17.58	18.81	18.65	11.01	83.18
	20.59	21.14	22.61	22.43	13.24	
	79.43	87.12	84.25	83.56	80.90	
Total	141	132	146	146	89	654
	21.56	20.18	22.32	22.32	13.61	100.00

Frequency Missing = 854

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q45J1 by Group

Q45J1(In the past 3 years, how much of the funding did you receive from personal sources of funds (other than credit cards?))  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group	Total
Missing	126	148	138	145	94	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	163	143	181	164	98	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
All	13	6	13	13	9	54
	12.04	5.56	12.04	12.04	8.33	50.00
	24.07	11.11	24.07	24.07	16.67	
	44.83	33.33	52.00	59.09	64.29	
Some	13	11	8	7	5	44
	12.04	10.19	7.41	6.48	4.63	40.74
	29.55	25.00	18.18	15.91	11.36	
	44.83	61.11	32.00	31.82	35.71	
None	3	1	4	2	0	10
	2.78	0.93	3.70	1.85	0.00	9.26
	30.00	10.00	40.00	20.00	0.00	
	10.34	5.56	16.00	9.09	0.00	
Total	29	18	25	22	14	108
	26.85	16.67	23.15	20.37	12.96	100.00

Frequency Missing = 1400

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q45K by Group

Q45K(In the past 3 years, did you try to borrow money from a personal home equity loan?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	0	1	0	0	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	14	31	18	22	20	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	163	143	181	164	98	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	10	9	10	16	8	53
	1.53	1.38	1.53	2.45	1.23	8.12
	18.87	16.98	18.87	30.19	15.09	
	7.09	6.72	6.90	11.03	9.09	
No	131	125	135	129	80	600
	20.06	19.14	20.67	19.75	12.25	91.88
	21.83	20.83	22.50	21.50	13.33	
	92.91	93.28	93.10	88.97	90.91	
Total	141	134	145	145	88	653
	21.59	20.52	22.21	22.21	13.48	100.00

Frequency Missing = 855



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

The FREQ Procedure

Table of Q45K1 by Group

Q45K1(In the past 3 years, how much of the funding did you receive from a personal home equity loan?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	142 . . .	157 . . .	149 . . .	149 . . .	100 . . .	. . . .
Skipped	163 . . .	143 . . .	181 . . .	164 . . .	98 . . .	. . . .
All	5 8.06 20.83 38.46	2 3.23 8.33 22.22	6 9.68 25.00 42.86	7 11.29 29.17 38.89	4 6.45 16.67 50.00	24 38.71
Some	6 9.68 22.22 46.15	5 8.06 18.52 55.56	5 8.06 18.52 35.71	8 12.90 29.63 44.44	3 4.84 11.11 37.50	27 43.55
None	2 3.23 18.18 15.38	2 3.23 18.18 22.22	3 4.84 27.27 21.43	3 4.84 27.27 16.67	1 1.61 9.09 12.50	11 17.74
Total	13 20.97	9 14.52	14 22.58	18 29.03	8 12.90	62 100.00

Frequency Missing = 1446

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q45L by Group

Q45L(In the past 3 years, did you try to borrow money from an other personal loan?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	0	1	0	0	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	15	32	20	22	18	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	163	143	181	164	98	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	13	13	15	11	11	63
	2.00	2.00	2.30	1.69	1.69	9.68
	20.63	20.63	23.81	17.46	17.46	
	9.29	9.77	10.49	7.59	12.22	
No	127	120	128	134	79	588
	19.51	18.43	19.66	20.58	12.14	90.32
	21.60	20.41	21.77	22.79	13.44	
	90.71	90.23	89.51	92.41	87.78	
Total	140	133	143	145	90	651
	21.51	20.43	21.97	22.27	13.82	100.00

Frequency Missing = 857

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

The FREQ Procedure

Table of Q45L1 by Group

Q45L1(In the past 3 years, how much of the funding did you receive from an other personal loan?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	140 . . .	151 . . .	146 . . .	154 . . .	98 . . .	. . . .
Skipped	163 . . .	143 . . .	181 . . .	164 . . .	98 . . .	. . . .
All	7 10.00 21.21 46.67	6 8.57 18.18 40.00	8 11.43 24.24 47.06	6 8.57 18.18 46.15	6 8.57 18.18 60.00	33 47.14
Some	5 7.14 19.23 33.33	8 11.43 30.77 53.33	6 8.57 23.08 35.29	4 5.71 15.38 30.77	3 4.29 11.54 30.00	26 37.14
None	3 4.29 27.27 20.00	1 1.43 9.09 6.67	3 4.29 27.27 17.65	3 4.29 27.27 23.08	1 1.43 9.09 10.00	11 15.71
Total	15 21.43	15 21.43	17 24.29	13 18.57	10 14.29	70 100.00

Frequency Missing = 1438

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q45M by Group

Q45M(In the past 3 years, did you try to borrow money from a personal credit card?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	0	1	0	0	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	18	32	17	24	18	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	163	143	181	164	98	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	15	16	20	16	9	76
	2.31	2.47	3.08	2.47	1.39	11.71
	19.74	21.05	26.32	21.05	11.84	
	10.95	12.03	13.70	11.19	10.00	
No	122	117	126	127	81	573
	18.80	18.03	19.41	19.57	12.48	88.29
	21.29	20.42	21.99	22.16	14.14	
	89.05	87.97	86.30	88.81	90.00	
Total	137	133	146	143	90	649
	21.11	20.49	22.50	22.03	13.87	100.00

Frequency Missing = 859

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q46A by Group

Q46A(Intended use for borrowed or wanted to borrow funds: Cash flow or operating costs)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	0	1	0	1	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	13	31	11	21	20	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	163	143	181	164	98	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	102	90	114	95	65	466
	15.43	13.62	17.25	14.37	9.83	70.50
	21.89	19.31	24.46	20.39	13.95	
	71.83	67.16	75.00	65.52	73.86	
No	40	44	38	50	23	195
	6.05	6.66	5.75	7.56	3.48	29.50
	20.51	22.56	19.49	25.64	11.79	
	28.17	32.84	25.00	34.48	26.14	
Total	142	134	152	145	88	661
	21.48	20.27	23.00	21.94	13.31	100.00

Frequency Missing = 847

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q46B by Group

Q46B(Intended use for borrowed or wanted to borrow funds: Real estate or structures)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	0	1	0	1	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	12	31	16	24	20	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	163	143	181	164	98	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	60	50	47	48	23	228
	9.17	7.65	7.19	7.34	3.52	34.86
	26.32	21.93	20.61	21.05	10.09	
	41.96	37.31	31.97	33.80	26.14	
No	83	84	100	94	65	426
	12.69	12.84	15.29	14.37	9.94	65.14
	19.48	19.72	23.47	22.07	15.26	
	58.04	62.69	68.03	66.20	73.86	
Total	143	134	147	142	88	654
	21.87	20.49	22.48	21.71	13.46	100.00

Frequency Missing = 854

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q46C by Group

Q46C(Intended use for borrowed or wanted to borrow funds: Replacement of old industrial plant location, equipment, or vehicles)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Don't know	0	1	0	0	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	14	32	13	19	21	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	163	143	181	164	98	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	71	74	84	82	47	358
	10.77	11.23	12.75	12.44	7.13	54.32
	19.83	20.67	23.46	22.91	13.13	
	50.35	55.64	56.00	55.41	54.02	
No	70	59	66	66	40	301
	10.62	8.95	10.02	10.02	6.07	45.68
	23.26	19.60	21.93	21.93	13.29	
	49.65	44.36	44.00	44.59	45.98	
Total	141	133	150	148	87	659
	21.40	20.18	22.76	22.46	13.20	100.00

Frequency Missing = 849

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q46D by Group

Q46D(Intended use for borrowed or wanted to borrow funds: Investment in additional plant, equipment, or vehicles)

Frequency Percent Row Pct Col Pct	Group					Total
	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	
Don't know	0	1	0	0	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	12	31	15	20	21	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	163	143	181	164	98	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	85	85	85	83	45	383
	12.90	12.90	12.90	12.59	6.83	58.12
	22.19	22.19	22.19	21.67	11.75	
	59.44	63.43	57.43	56.46	51.72	
No	58	49	63	64	42	276
	8.80	7.44	9.56	9.71	6.37	41.88
	21.01	17.75	22.83	23.19	15.22	
	40.56	36.57	42.57	43.54	48.28	
Total	143	134	148	147	87	659
	21.70	20.33	22.46	22.31	13.20	100.00

Frequency Missing = 849



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q46E by Group

Q46E(Intended use for borrowed or wanted to borrow funds: Repayment of debt)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	0	1	0	1	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	14	31	15	27	19	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	163	143	181	164	98	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	46	36	40	40	23	185
	7.07	5.53	6.14	6.14	3.53	28.42
	24.86	19.46	21.62	21.62	12.43	
	32.62	26.87	27.03	28.78	25.84	
No	95	98	108	99	66	466
	14.59	15.05	16.59	15.21	10.14	71.58
	20.39	21.03	23.18	21.24	14.16	
	67.38	73.13	72.97	71.22	74.16	
Total	141	134	148	139	89	651
	21.66	20.58	22.73	21.35	13.67	100.00

Frequency Missing = 857

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q46F by Group

Q46F(Intended use for borrowed or wanted to borrow funds: Reserve or cushion)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	0	1	0	2	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	14	33	17	29	21	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	163	143	181	164	98	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	20	20	25	15	14	94
	3.12	3.12	3.89	2.34	2.18	14.64
	21.28	21.28	26.60	15.96	14.89	
	14.18	15.15	17.12	11.03	16.09	
No	121	112	121	121	73	548
	18.85	17.45	18.85	18.85	11.37	85.36
	22.08	20.44	22.08	22.08	13.32	
	85.82	84.85	82.88	88.97	83.91	
Total	141	132	146	136	87	642
	21.96	20.56	22.74	21.18	13.55	100.00

Frequency Missing = 866

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q46G by Group

Q46G(Intended use for borrowed or wanted to borrow funds: Inventory)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	0	1	0	2	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	13	31	15	24	21	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	163	143	181	164	98	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	47	51	55	54	34	241
	7.21	7.82	8.44	8.28	5.21	36.96
	19.50	21.16	22.82	22.41	14.11	
	33.10	38.06	37.16	38.30	39.08	
No	95	83	93	87	53	411
	14.57	12.73	14.26	13.34	8.13	63.04
	23.11	20.19	22.63	21.17	12.90	
	66.90	61.94	62.84	61.70	60.92	
Total	142	134	148	141	87	652
	21.78	20.55	22.70	21.63	13.34	100.00

Frequency Missing = 856

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q46H by Group

Q46H(Intended use for borrowed or wanted to borrow funds: Fund innovation projects)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	0 . . .	1 . . .	0 . . .	1 . . .	0 . . .	. . . .
Missing	13 . . .	31 . . .	18 . . .	27 . . .	20 . . .	. . . .
Skipped	163 . . .	143 . . .	181 . . .	164 . . .	98 . . .	. . . .
Yes	26 4.01 25.74 18.31	25 3.86 24.75 18.66	16 2.47 15.84 11.03	19 2.93 18.81 13.67	15 2.31 14.85 17.05	101 15.59
No	116 17.90 21.21 81.69	109 16.82 19.93 81.34	129 19.91 23.58 88.97	120 18.52 21.94 86.33	73 11.27 13.35 82.95	547 84.41
Total	142 21.91	134 20.68	145 22.38	139 21.45	88 13.58	648 100.00

Frequency Missing = 860

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q46I by Group

Q46I(Intended use for borrowed or wanted to borrow funds: Investment in intangible assets, such as branding, training, or design)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group p	Total
Don't know	0	1	0	0	0	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Missing	16	32	16	26	22	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Skipped	163	143	181	164	98	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
Yes	12	14	11	11	6	54
	1.86	2.17	1.70	1.70	0.93	8.36
	22.22	25.93	20.37	20.37	11.11	
	8.63	10.53	7.48	7.80	6.98	
No	127	119	136	130	80	592
	19.66	18.42	21.05	20.12	12.38	91.64
	21.45	20.10	22.97	21.96	13.51	
	91.37	89.47	92.52	92.20	93.02	
Total	139	133	147	141	86	646
	21.52	20.59	22.76	21.83	13.31	100.00

Frequency Missing = 862

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q47 by Group

Q47(In the past 3 years, were business profits (retained earnings) used to finance this business?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	0 . . .	2 . . .	0 . . .	2 . . .	2 . . .	. . . .
Missing	9 . . .	8 . . .	12 . . .	14 . . .	4 . . .	. . . .
Refused	0 . . .	0 . . .	0 . . .	1 . . .	0 . . .	. . . .
Skipped	22 . . .	33 . . .	38 . . .	28 . . .	26 . . .	. . . .
Yes	213 16.30 20.94 74.22	214 16.37 21.04 80.45	218 16.68 21.44 74.15	232 17.75 22.81 81.12	140 10.71 13.77 80.46	1017 77.81
No	74 5.66 25.52 25.78	52 3.98 17.93 19.55	76 5.81 26.21 25.85	54 4.13 18.62 18.88	34 2.60 11.72 19.54	290 22.19
Total	287 21.96	266 20.35	294 22.49	286 21.88	174 13.31	1307 100.00

Frequency Missing = 201

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q47a by Group

Q47a(Compared with borrowed funds, how important were business profits for funding investment?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Don't know	13 . . .	8 . . .	22 . . .	9 . . .	10 . . .	. . . .
Missing	10 . . .	18 . . .	7 . . .	17 . . .	12 . . .	. . . .
Skipped	103 . . .	83 . . .	123 . . .	90 . . .	58 . . .	. . . .
More important	122 13.19 19.97 63.54	131 14.16 21.44 65.50	126 13.62 20.62 65.63	146 15.78 23.90 67.91	86 9.30 14.08 68.25	611 66.05
Less important	11 1.19 23.91 5.73	15 1.62 32.61 7.50	9 0.97 19.57 4.69	6 0.65 13.04 2.79	5 0.54 10.87 3.97	46 4.97
Equally importan t	55 5.95 22.63 28.65	48 5.19 19.75 24.00	50 5.41 20.58 26.04	57 6.16 23.46 26.51	33 3.57 13.58 26.19	243 26.27
Not applicable	4 0.43 16.00 2.08	6 0.65 24.00 3.00	7 0.76 28.00 3.65	6 0.65 24.00 2.79	2 0.22 8.00 1.59	25 2.70
Total	192 20.76	200 21.62	192 20.76	215 23.24	126 13.62	925 100.00

Frequency Missing = 583

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q48 by Group

Q48(Which of the following best describes your current position?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	3 . . .	5 . . .	4 . . .	8 . . .	3 . . .	. . . .
Skipped	23 . . .	33 . . .	39 . . .	28 . . .	26 . . .	. . . .
Mid level manager	50 3.74 21.65 17.12	57 4.27 24.68 21.03	51 3.82 22.08 16.94	48 3.59 20.78 16.27	25 1.87 10.82 14.12	231 17.29
Senior manager	71 5.31 25.54 24.32	57 4.27 20.50 21.03	59 4.42 21.22 19.60	48 3.59 17.27 16.27	43 3.22 15.47 24.29	278 20.81
Executive or owner	147 11.00 19.76 50.34	142 10.63 19.09 52.40	169 12.65 22.72 56.15	183 13.70 24.60 62.03	103 7.71 13.84 58.19	744 55.69
Other, please describe:	24 1.80 28.92 8.22	15 1.12 18.07 5.54	22 1.65 26.51 7.31	16 1.20 19.28 5.42	6 0.45 7.23 3.39	83 6.21
Total	292 21.86	271 20.28	301 22.53	295 22.08	177 13.25	1336 100.00

Frequency Missing = 172



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q48\_4\_o by Group

Q48\_4\_o(Which of the following best describes your current position?: Text specified)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
	12	53	11	19	31	.
	.	.	.	.	.	.
	.	.	.	.	.	.
	.	.	.	.	.	.
.S	284	246	312	297	172	1311
	20.55	17.80	22.58	21.49	12.45	94.86
	21.66	18.76	23.80	22.65	13.12	
	92.81	96.09	93.69	95.19	98.29	
Accounting / Esc row officer	0	0	1	0	0	1
	0.00	0.00	0.07	0.00	0.00	0.07
	0.00	0.00	100.00	0.00	0.00	
	0.00	0.00	0.30	0.00	0.00	
Administrative A ssistant	1	0	1	0	0	2
	0.07	0.00	0.07	0.00	0.00	0.14
	50.00	0.00	50.00	0.00	0.00	
	0.33	0.00	0.30	0.00	0.00	
Administrative A ssistant to owne r	0	1	0	0	0	1
	0.00	0.07	0.00	0.00	0.00	0.07
	0.00	100.00	0.00	0.00	0.00	
	0.00	0.39	0.00	0.00	0.00	
Administrative A ssistant to owne r--manage Him	0	0	1	0	0	1
	0.00	0.00	0.07	0.00	0.00	0.07
	0.00	0.00	100.00	0.00	0.00	
	0.00	0.00	0.30	0.00	0.00	
Bkbp/Coporate se cretary	0	0	0	1	0	1
	0.00	0.00	0.00	0.07	0.00	0.07
	0.00	0.00	0.00	100.00	0.00	
	0.00	0.00	0.00	0.32	0.00	
Bookkeeper	1	0	0	1	0	2
	0.07	0.00	0.00	0.07	0.00	0.14
	50.00	0.00	0.00	50.00	0.00	
	0.33	0.00	0.00	0.32	0.00	
Bookkeeper, Payr oll Supervisor	0	0	1	0	0	1
	0.00	0.00	0.07	0.00	0.00	0.07
	0.00	0.00	100.00	0.00	0.00	
	0.00	0.00	0.30	0.00	0.00	
Branch/Facility Manager	0	0	0	1	0	1
	0.00	0.00	0.00	0.07	0.00	0.07
	0.00	0.00	0.00	100.00	0.00	
	0.00	0.00	0.00	0.32	0.00	
COO	0	0	0	1	0	1
	0.00	0.00	0.00	0.07	0.00	0.07

Appendix A. Frequency Listings for by Group

	0.00	0.00	0.00	100.00	0.00	
	0.00	0.00	0.00	0.32	0.00	
CPA, CFE	0	0	1	0	0	1
	0.00	0.00	0.07	0.00	0.00	0.07
	0.00	0.00	100.00	0.00	0.00	
	0.00	0.00	0.30	0.00	0.00	
<b>Total</b>	<b>306</b>	<b>256</b>	<b>333</b>	<b>312</b>	<b>175</b>	<b>1382</b>
	22.14	18.52	24.10	22.58	12.66	100.00
(Continued)						

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q48\_4\_o by Group

Q48\_4\_o(Which of the following best describes your current position?: Text specified)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Clerical	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.57	1 0.07
Clerk	0 0.00 0.00 0.00	1 0.07 100.00 0.39	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Customer service / order entry / invoicing / pay roll / back-up t o office adminis trators	1 0.07 100.00 0.33	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Entry Level	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Executive Admini strative Assista nt	0 0.00 0.00 0.00	1 0.07 100.00 0.39	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Executive Assist ant	1 0.07 33.33 0.33	0 0.00 0.00 0.00	2 0.14 66.67 0.60	0 0.00 0.00 0.00	0 0.00 0.00 0.00	3 0.22
Executive Assist ant to President	1 0.07 100.00 0.33	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Executive Assist ant to the Presi dent	0 0.00 0.00 0.00	1 0.07 100.00 0.39	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Finance Manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	1 0.07
Financial Accoun tant below Contr oller Position	1 0.07 100.00 0.33	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07

Appendix A. Frequency Listings for by Group

Firm Administrator	1	0	0	0	0	1
	0.07	0.00	0.00	0.00	0.00	0.07
	100.00	0.00	0.00	0.00	0.00	
	0.33	0.00	0.00	0.00	0.00	
<b>Total</b>	<b>306</b>	<b>256</b>	<b>333</b>	<b>312</b>	<b>175</b>	<b>1382</b>
	22.14	18.52	24.10	22.58	12.66	100.00

(Continued)

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q48\_4\_o by Group

Q48\_4\_o(Which of the following best describes your current position?: Text specified)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
HR	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	1 0.07
HR Coordinator	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
HR Coordinator / Office Manager	1 0.07 100.00 0.33	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
HUMAN RESOURCES	0 0.00 0.00 0.00	1 0.07 100.00 0.39	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Hr Admin	0 0.00 0.00 0.00	1 0.07 100.00 0.39	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Human Resources Representative	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	1 0.07
Inventory Contro l Manager	1 0.07 100.00 0.33	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Local Manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	1 0.07
MANGER OF LOCAL BRANCH	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	1 0.07
Office Manager	1 0.07 50.00 0.33	0 0.00 0.00 0.00	1 0.07 50.00 0.30	0 0.00 0.00 0.00	0 0.00 0.00 0.00	2 0.14
Office Manager, with the company	0 0.00	0 0.00	1 0.07	0 0.00	0 0.00	1 0.07

Appendix A. Frequency Listings for by Group

for 5 years.	0.00 0.00	0.00 0.00	100.00 0.30	0.00 0.00	0.00 0.00	
Office Professional	1 0.07 100.00 0.33	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
<b>Total</b>	<b>306</b>	<b>256</b>	<b>333</b>	<b>312</b>	<b>175</b>	<b>1382</b>
(Continued)	22.14	18.52	24.10	22.58	12.66	100.00

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q48\_4\_o by Group

Q48\_4\_o(Which of the following best describes your current position?: Text specified)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Office manager	1 0.07 100.00 0.33	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Officer	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Owner	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	1 0.07
Owner manager	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Owner, president , and CEO	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Payroll	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Peon	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
President/CEO, S tockholder	1 0.07 100.00 0.33	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Quarter back	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	1 0.07
Receptionist	2 0.14 100.00 0.65	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	2 0.14
Sales	0 0.00	0 0.00	1 0.07	0 0.00	0 0.00	1 0.07

Appendix A. Frequency Listings for by Group

	0.00	0.00	100.00	0.00	0.00	
	0.00	0.00	0.30	0.00	0.00	
<b>Sales Manager</b>	1	0	0	0	0	1
	0.07	0.00	0.00	0.00	0.00	0.07
	100.00	0.00	0.00	0.00	0.00	
	0.33	0.00	0.00	0.00	0.00	
<b>Total</b>	306	256	333	312	175	1382
	22.14	18.52	24.10	22.58	12.66	100.00

(Continued)



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q48\_4\_o by Group

Q48\_4\_o(Which of the following best describes your current position?: Text specified)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Sales Representa tive	0 0.00 0.00 0.00	1 0.07 100.00 0.39	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Secretary	1 0.07 100.00 0.33	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Secretary to own er	1 0.07 100.00 0.33	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Secretary.	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	1 0.07
Senior Managemen t for firm size	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Supportive	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.32	0 0.00 0.00 0.00	1 0.07
Territory Manage r - Sales	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
VP Operations	1 0.07 100.00 0.33	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
Veterinarian	1 0.07 100.00 0.33	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
administrative	0 0.00 0.00 0.00	1 0.07 100.00 0.39	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
administrator	0 0.00	0 0.00	0 0.00	1 0.07	0 0.00	1 0.07

Appendix A. Frequency Listings for by Group

	0.00	0.00	0.00	100.00	0.00	
	0.00	0.00	0.00	0.32	0.00	
<b>analyst</b>	0	0	0	1	0	1
	0.00	0.00	0.00	0.07	0.00	0.07
	0.00	0.00	0.00	100.00	0.00	
	0.00	0.00	0.00	0.32	0.00	
<b>Total</b>	306	256	333	312	175	1382
	22.14	18.52	24.10	22.58	12.66	100.00

(Continued)

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q48\_4\_o by Group

Q48\_4\_o(Which of the following best describes your current position?: Text specified)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
co- owner	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
leadership team member	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.30	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
liason	1 0.07 100.00 0.33	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
office	0 0.00 0.00 0.00	1 0.07 100.00 0.39	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
office administr ator	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.57	1 0.07
office manager/b ookkeeper	1 0.07 100.00 0.33	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
personnel depart ment	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07 100.00 0.57	1 0.07
professional	0 0.00 0.00 0.00	1 0.07 100.00 0.39	0 0.00 0.00 0.00	0 0.00 0.00 0.00	0 0.00 0.00 0.00	1 0.07
<b>Total</b>	<b>306</b> 22.14	<b>256</b> 18.52	<b>333</b> 24.10	<b>312</b> 22.58	<b>175</b> 12.66	<b>1382</b> 100.00

Frequency Missing = 126

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207      ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group      Xtab by Group

The FREQ Procedure

Table of Q49 by Group

Q49(Which statement best describes your familiarity with how innovation is carried out in this business?)  
 Group

Frequency Percent Row Pct Col Pct	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Grou p	Total
Missing	4 . . .	4 . . .	5 . . .	8 . . .	4 . . .	. . . .
Skipped	23 . . .	33 . . .	39 . . .	28 . . .	26 . . .	. . . .
Not familiar	3 0.22 15.79 1.03	3 0.22 15.79 1.10	9 0.67 47.37 3.00	3 0.22 15.79 1.02	1 0.07 5.26 0.57	19 1.42
Slightly familia r	18 1.35 24.32 6.19	19 1.42 25.68 6.99	15 1.12 20.27 5.00	10 0.75 13.51 3.39	12 0.90 16.22 6.82	74 5.55
Moderately famil iar	62 4.65 24.80 21.31	53 3.97 21.20 19.49	43 3.22 17.20 14.33	61 4.57 24.40 20.68	31 2.32 12.40 17.61	250 18.74
Strongly familia r	83 6.22 20.54 28.52	81 6.07 20.05 29.78	106 7.95 26.24 35.33	81 6.07 20.05 27.46	53 3.97 13.12 30.11	404 30.28
Completely famil iar	125 9.37 21.29 42.96	116 8.70 19.76 42.65	127 9.52 21.64 42.33	140 10.49 23.85 47.46	79 5.92 13.46 44.89	587 44.00
Total	291 21.81	272 20.39	300 22.49	295 22.11	176 13.19	1334 100.00

Frequency Missing = 174

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q50 by Group

Q50(What is your gender?)		Group					
Frequency	Percent	Group 01	Group 02	Group 03	Group 04	Group 05	Total
Row Pct	Col Pct	-- Mail First	-- Tele phone Fi rst	-- Web First	-- All Options	-- Cont rol Grou p	
Missing		3	4	2	3	4	.
		.	.	.	.	.	.
		.	.	.	.	.	.
Skipped		23	33	39	28	26	.
		.	.	.	.	.	.
		.	.	.	.	.	.
Male		212	196	212	218	126	964
		15.79	14.59	15.79	16.23	9.38	71.78
		21.99	20.33	21.99	22.61	13.07	
		72.60	72.06	69.97	72.67	71.59	
Female		80	76	91	82	50	379
		5.96	5.66	6.78	6.11	3.72	28.22
		21.11	20.05	24.01	21.64	13.19	
		27.40	27.94	30.03	27.33	28.41	
Total		292	272	303	300	176	1343
		21.74	20.25	22.56	22.34	13.10	100.00

Frequency Missing = 165

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q51 (How long have you worked at this business?)

Moments

N	290	Sum Weights	290
Mean	18.5668966	Sum Observations	5384.4
Std Deviation	12.691749	Variance	161.080492
Skewness	0.53491209	Kurtosis	-0.5707136
Uncorrected SS	146523.86	Corrected SS	46552.2622
Coeff Variation	68.356868	Std Error Mean	0.74528516

Basic Statistical Measures

Location		Variability	
Mean	18.56690	Std Deviation	12.69175
Median	15.50000	Variance	161.08049
Mode	3.00000	Range	52.00000
		Interquartile Range	19.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 24.91247	Pr >  t  <.0001
Sign	M 145	Pr >=  M  <.0001
Signed Rank	S 21097.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	53.0
99%	50.0
95%	42.0
90%	37.0
75% Q3	27.0
50% Median	15.5
25% Q1	8.0
10%	3.0
5%	2.0
1%	1.0
0% Min	1.0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
1	14591	302	49	10763	38
1	13290	266	50	10303	14
1	10372	199	50	12889	107
1	15017	172	51	14164	146
1	14751	162	53	13140	116

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
<b>S</b>	<b>27</b>	<b>8.49</b>	<b>96.43</b>
<b>T</b>	<b>1</b>	<b>0.31</b>	<b>3.57</b>
<b>Total</b>	<b>28</b>	<b>8.81</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207    ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group

631

----- Group=Group 01 -- Mail First -----

The UNIVARIATE Procedure

Variable: Q51 (How long have you worked at this business?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
1.0	8	2.8	2.8	12.0	13	4.5	37.2	25.0	13	4.5	72.8	38.0	3	1.0	91.4
1.5	1	0.3	3.1	13.0	10	3.4	40.7	26.0	2	0.7	73.4	39.0	4	1.4	92.8
1.9	1	0.3	3.4	14.0	14	4.8	45.5	27.0	7	2.4	75.9	40.0	5	1.7	94.5
2.0	12	4.1	7.6	15.0	13	4.5	50.0	28.0	2	0.7	76.6	41.0	1	0.3	94.8
2.5	4	1.4	9.0	16.0	3	1.0	51.0	29.0	5	1.7	78.3	42.0	5	1.7	96.6
3.0	16	5.5	14.5	17.0	5	1.7	52.8	30.0	7	2.4	80.7	43.0	1	0.3	96.9
4.0	2	0.7	15.2	18.0	7	2.4	55.2	31.0	3	1.0	81.7	45.0	2	0.7	97.6
5.0	8	2.8	17.9	19.0	3	1.0	56.2	32.0	4	1.4	83.1	47.0	1	0.3	97.9
6.0	9	3.1	21.0	20.0	10	3.4	59.7	33.0	6	2.1	85.2	48.0	1	0.3	98.3
7.0	11	3.8	24.8	21.0	5	1.7	61.4	34.0	3	1.0	86.2	49.0	1	0.3	98.6
8.0	3	1.0	25.9	22.0	6	2.1	63.4	35.0	5	1.7	87.9	50.0	2	0.7	99.3
9.0	8	2.8	28.6	23.0	6	2.1	65.5	36.0	1	0.3	88.3	51.0	1	0.3	99.7
10.0	9	3.1	31.7	24.0	8	2.8	68.3	37.0	6	2.1	90.3	53.0	1	0.3	100.0
11.0	3	1.0	32.8												



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas) 632  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q51 (How long have you worked at this business?)

Moments

N	273	Sum Weights	273
Mean	19.7234432	Sum Observations	5384.5
Std Deviation	13.1038513	Variance	171.710919
Skewness	0.47791233	Kurtosis	-0.5386221
Uncorrected SS	152906.25	Corrected SS	46705.37
Coeff Variation	66.4379498	Std Error Mean	0.79308116

Basic Statistical Measures

Location		Variability	
Mean	19.72344	Std Deviation	13.10385
Median	18.00000	Variance	171.71092
Mode	22.00000	Range	59.00000
		Interquartile Range	22.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 24.86939	Pr >  t  <.0001
Sign	M 136.5	Pr >=  M  <.0001
Signed Rank	S 18700.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	60.0
99%	51.0
95%	42.0
90%	38.0
75% Q3	30.0
50% Median	18.0
25% Q1	8.0
10%	3.5
5%	2.0
1%	1.0
0% Min	1.0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
1	25172	627	47	23426	390
1	24528	603	50	23503	391
1	24165	592	51	24650	409
1	24012	582	60	22375	368
1	21132	506	60	22562	541

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	2	0.65	5.56
S	34	11.00	94.44
<b>Total</b>	<b>36</b>	<b>11.65</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207    ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group

633

----- Group=Group 02 -- Telephone First -----

The UNIVARIATE Procedure

Variable: Q51 (How long have you worked at this business?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
1.0	7	2.6	2.6	12.0	5	1.8	35.9	24.0	3	1.1	64.8	37.0	5	1.8	89.0
2.0	9	3.3	5.9	13.0	2	0.7	36.6	25.0	4	1.5	66.3	38.0	4	1.5	90.5
2.5	1	0.4	6.2	14.0	7	2.6	39.2	26.0	7	2.6	68.9	39.0	3	1.1	91.6
3.0	8	2.9	9.2	15.0	10	3.7	42.9	27.0	6	2.2	71.1	40.0	7	2.6	94.1
3.5	3	1.1	10.3	16.0	7	2.6	45.4	28.0	5	1.8	72.9	42.0	4	1.5	95.6
4.0	9	3.3	13.6	17.0	8	2.9	48.4	29.0	4	1.5	74.4	43.0	2	0.7	96.3
5.0	6	2.2	15.8	18.0	6	2.2	50.5	30.0	10	3.7	78.0	44.0	2	0.7	97.1
6.0	11	4.0	19.8	19.0	4	1.5	52.0	31.0	3	1.1	79.1	45.0	2	0.7	97.8
7.0	11	4.0	23.8	20.0	9	3.3	55.3	32.0	3	1.1	80.2	47.0	2	0.7	98.5
8.0	10	3.7	27.5	20.5	1	0.4	55.7	33.0	4	1.5	81.7	50.0	1	0.4	98.9
9.0	4	1.5	28.9	21.0	4	1.5	57.1	34.0	4	1.5	83.2	51.0	1	0.4	99.3
10.0	8	2.9	31.9	22.0	12	4.4	61.5	35.0	7	2.6	85.7	60.0	2	0.7	100.0
11.0	6	2.2	34.1	23.0	6	2.2	63.7	36.0	4	1.5	87.2				

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q51 (How long have you worked at this business?)

Moments

N	302	Sum Weights	302
Mean	20.5803974	Sum Observations	6215.28
Std Deviation	13.7506182	Variance	189.0795
Skewness	0.41137387	Kurtosis	-0.5484611
Uncorrected SS	184825.861	Corrected SS	56912.9294
Coeff Variation	66.8141529	Std Error Mean	0.79125916

Basic Statistical Measures

Location		Variability	
Mean	20.58040	Std Deviation	13.75062
Median	20.00000	Variance	189.07950
Mode	10.00000	Range	61.67000
		Interquartile Range	23.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----	
Student's t	t 26.00968	Pr >  t	<.0001
Sign	M 151	Pr >=  M	<.0001
Signed Rank	S 22876.5	Pr >=  S	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	62.00
99%	55.00
95%	42.00
90%	40.00
75% Q3	31.00
50% Median	20.00
25% Q1	8.00
10%	3.50
5%	2.00
1%	1.00
0% Min	0.33

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
0.33	32177	839	55	30514	780
0.50	32430	849	55	30538	781
1.00	33351	894	59	32646	689
1.00	32863	864	61	31227	799
1.00	32804	863	62	33311	706

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	1	0.29	2.38
S	40	11.63	95.24
T	1	0.29	2.38
<b>Total</b>	<b>42</b>	<b>12.21</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207    ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group

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----- Group=Group 03 -- Web First -----

The UNIVARIATE Procedure

Variable: Q51 (How long have you worked at this business?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
0.33	1	0.3	0.3	9.00	5	1.7	27.5	24.00	3	1.0	59.9	39.00	2	0.7	89.4
0.50	1	0.3	0.7	10.00	14	4.6	32.1	25.00	10	3.3	63.2	40.00	10	3.3	92.7
1.00	10	3.3	4.0	11.00	2	0.7	32.8	26.00	3	1.0	64.2	41.00	6	2.0	94.7
1.20	1	0.3	4.3	12.00	9	3.0	35.8	27.00	8	2.6	66.9	42.00	2	0.7	95.4
1.50	2	0.7	5.0	13.00	6	2.0	37.7	28.00	6	2.0	68.9	43.00	1	0.3	95.7
2.00	10	3.3	8.3	14.00	4	1.3	39.1	29.00	4	1.3	70.2	45.00	4	1.3	97.0
2.50	1	0.3	8.6	15.00	6	2.0	41.1	30.00	12	4.0	74.2	46.00	1	0.3	97.4
3.00	4	1.3	9.9	16.00	9	3.0	44.0	31.00	4	1.3	75.5	48.00	1	0.3	97.7
3.50	1	0.3	10.3	17.00	5	1.7	45.7	32.00	5	1.7	77.2	49.00	1	0.3	98.0
4.00	10	3.3	13.6	18.00	2	0.7	46.4	33.00	7	2.3	79.5	50.00	1	0.3	98.3
5.00	11	3.6	17.2	19.00	5	1.7	48.0	34.00	9	3.0	82.5	55.00	2	0.7	99.0
6.00	8	2.6	19.9	20.00	9	3.0	51.0	35.00	9	3.0	85.4	59.00	1	0.3	99.3
6.25	1	0.3	20.2	21.00	9	3.0	54.0	36.00	7	2.3	87.7	61.00	1	0.3	99.7
7.00	7	2.3	22.5	22.00	5	1.7	55.6	37.00	2	0.7	88.4	62.00	1	0.3	100.0
8.00	10	3.3	25.8	23.00	10	3.3	58.9	38.00	1	0.3	88.7				

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q51 (How long have you worked at this business?)

Moments

N	300	Sum Weights	300
Mean	21.1033333	Sum Observations	6331
Std Deviation	12.7521126	Variance	162.616377
Skewness	0.22321317	Kurtosis	-0.9065199
Uncorrected SS	182227.5	Corrected SS	48622.2967
Coeff Variation	60.4270067	Std Error Mean	0.73624357

Basic Statistical Measures

Location		Variability	
Mean	21.10333	Std Deviation	12.75211
Median	20.00000	Variance	162.61638
Mode	30.00000	Range	57.00000
		Interquartile Range	21.00000

Tests for Location: Mu0=0

Test	-Statistic-	Pr >  t	Pr >=  M	Pr >=  S
Student's t	t 28.66352	<.0001	<.0001	<.0001
Sign	M 150	<.0001	<.0001	<.0001
Signed Rank	S 22575	<.0001	<.0001	<.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	58.0
99%	50.0
95%	40.5
90%	37.5
75% Q3	31.0
50% Median	20.0
25% Q1	10.0
10%	5.0
5%	3.0
1%	1.0
0% Min	1.0

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
1.0	40283	1188	47	43419	1093
1.0	40248	1185	49	40662	1197
1.0	42657	1061	51	42269	1044
1.0	40543	985	55	42988	1076
1.5	43415	1269	58	44109	1116

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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<b>Missing Value</b>	<b>Count</b>	<b>All Obs</b>	<b>Missing Obs</b>
.	2	0.60	6.45
S	29	8.76	93.55
<b>Total</b>	<b>31</b>	<b>9.37</b>	<b>100.00</b>



Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

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----- Group=Group 04 -- All Options -----

The UNIVARIATE Procedure

Variable: Q51 (How long have you worked at this business?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
1.0	4	1.3	1.3	13.0	10	3.3	34.7	25.0	7	2.3	59.3	38.0	4	1.3	91.3
1.5	1	0.3	1.7	14.0	7	2.3	37.0	26.0	4	1.3	60.7	39.0	1	0.3	91.7
2.0	8	2.7	4.3	15.0	12	4.0	41.0	27.0	7	2.3	63.0	40.0	10	3.3	95.0
3.0	12	4.0	8.3	16.0	3	1.0	42.0	28.0	8	2.7	65.7	41.0	1	0.3	95.3
4.0	4	1.3	9.7	16.5	1	0.3	42.3	29.0	5	1.7	67.3	42.0	3	1.0	96.3
5.0	8	2.7	12.3	17.0	8	2.7	45.0	30.0	19	6.3	73.7	43.0	2	0.7	97.0
6.0	10	3.3	15.7	18.0	4	1.3	46.3	31.0	7	2.3	76.0	44.0	3	1.0	98.0
7.0	10	3.3	19.0	19.0	4	1.3	47.7	32.0	7	2.3	78.3	45.0	1	0.3	98.3
8.0	7	2.3	21.3	20.0	8	2.7	50.3	33.0	7	2.3	80.7	47.0	1	0.3	98.7
9.0	6	2.0	23.3	21.0	3	1.0	51.3	34.0	5	1.7	82.3	49.0	1	0.3	99.0
10.0	13	4.3	27.7	22.0	7	2.3	53.7	35.0	11	3.7	86.0	51.0	1	0.3	99.3
11.0	8	2.7	30.3	23.0	4	1.3	55.0	36.0	5	1.7	87.7	55.0	1	0.3	99.7
12.0	3	1.0	31.3	24.0	6	2.0	57.0	37.0	7	2.3	90.0	58.0	1	0.3	100.0

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q51 (How long have you worked at this business?)

Moments

N	177	Sum Weights	177
Mean	19.3463277	Sum Observations	3424.3
Std Deviation	11.7494101	Variance	138.048637
Skewness	0.23091408	Kurtosis	-0.7819435
Uncorrected SS	90544.19	Corrected SS	24296.5601
Coeff Variation	60.7319914	Std Error Mean	0.88313974

Basic Statistical Measures

Location		Variability	
Mean	19.34633	Std Deviation	11.74941
Median	20.00000	Variance	138.04864
Mode	25.00000	Range	52.00000
		Interquartile Range	17.00000

Tests for Location: Mu0=0

Test	-Statistic-	-----p Value-----
Student's t	t 21.9063	Pr >  t  <.0001
Sign	M 88.5	Pr >=  M  <.0001
Signed Rank	S 7876.5	Pr >=  S  <.0001

Quantiles (Definition 5)

Quantile	Estimate
100% Max	53
99%	45
95%	38
90%	36
75% Q3	27
50% Median	20
25% Q1	10
10%	4
5%	2
1%	1
0% Min	1

Extreme Observations

-----Lowest-----			-----Highest-----		
Value	id	Obs	Value	id	Obs
1.0	54153	1480	40	53646	1466
1.0	53211	1460	43	52537	1329
1.0	55138	1388	44	50969	1406
1.5	52361	1436	45	54769	1354
2.0	54941	1500	53	54220	1351

Missing Values

-----Percent Of-----

Appendix A. Frequency Listings for by Group

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Missing Value	Count	All Obs	Missing Obs
.	2	0.97	6.90
S	27	13.11	93.10
<b>Total</b>	<b>29</b>	<b>14.08</b>	<b>100.00</b>

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207    ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group    Xtab by Group

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----- Group=Group 05 -- Control Group -----

The UNIVARIATE Procedure

Variable: Q51 (How long have you worked at this business?)

Frequency Counts

Percents				Percents				Percents				Percents			
Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum	Value	Count	Cell	Cum
1.0	3	1.7	1.7	8.0	2	1.1	24.3	20.0	8	4.5	52.0	34.0	2	1.1	86.4
1.5	1	0.6	2.3	10.0	7	4.0	28.2	21.0	6	3.4	55.4	35.0	4	2.3	88.7
2.0	7	4.0	6.2	11.0	5	2.8	31.1	22.0	3	1.7	57.1	36.0	3	1.7	90.4
3.0	5	2.8	9.0	12.0	1	0.6	31.6	23.0	5	2.8	59.9	37.0	5	2.8	93.2
3.8	1	0.6	9.6	13.0	7	4.0	35.6	24.0	3	1.7	61.6	38.0	5	2.8	96.0
4.0	7	4.0	13.6	14.0	5	2.8	38.4	25.0	15	8.5	70.1	39.0	2	1.1	97.2
4.5	1	0.6	14.1	15.0	7	4.0	42.4	26.0	7	4.0	74.0	40.0	1	0.6	97.7
5.0	2	1.1	15.3	16.0	3	1.7	44.1	27.0	4	2.3	76.3	43.0	1	0.6	98.3
6.0	8	4.5	19.8	17.0	3	1.7	45.8	28.0	5	2.8	79.1	44.0	1	0.6	98.9
7.0	5	2.8	22.6	18.0	1	0.6	46.3	30.0	5	2.8	81.9	45.0	1	0.6	99.4
7.5	1	0.6	23.2	19.0	2	1.1	47.5	32.0	6	3.4	85.3	53.0	1	0.6	100.0

Appendix A. Frequency Listings for by Group

ERSR10 2013 National Survey of Business Comp (pgm ersr10\_web\_phone\_pilot\_listing\_preliminary\_1\_group.sas)  
 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207 ALL WEB, MAIL, and PHONE DATA 02/20/2014 at 1207  
 Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group Xtab by Group

The FREQ Procedure

Table of Q52 by Group

Q52(If you have any additional comments about this survey or innovation in general, please write them in the box below.)

Frequency Percent Row Pct Col Pct	Group					Total
	Group 01 -- Mail First	Group 02 -- Tele phone Fi rst	Group 03 -- Web First	Group 04 -- All Options	Group 05 -- Cont rol Group	
Missing	0 . . .	2 . . .	1 . . .	2 . . .	2 . . .	. . . .
Comment present	36 2.40 19.05 11.32	37 2.47 19.58 12.05	48 3.20 25.40 13.99	44 2.93 23.28 13.37	24 1.60 12.70 11.76	189 12.59
Comment not present	282 18.79 21.49 88.68	270 17.99 20.58 87.95	295 19.65 22.48 86.01	285 18.99 21.72 86.63	180 11.99 13.72 88.24	1312 87.41
Total	318 21.19	307 20.45	343 22.85	329 21.92	204 13.59	1501 100.00

Frequency Missing = 7a