



U.S. DEPARTMENT OF COMMERCE
U.S. CENSUS BUREAU

FORM
ABS-1 (06/04/2024) D9

2024 ANNUAL BUSINESS SURVEY

OMB No. 0607-1004: Approval Expires 04/30/2026

DUE DATE:

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- **Call** 1-888-824-9954, between 8 a.m. and 8 p.m., Eastern time, Monday through Friday.

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COMPLETE THIS SURVEY ONLINE

- Go to: <https://portal.census.gov>

This survey is jointly conducted by the U.S. Census Bureau and the National Center for Science and Engineering Statistics (NCSES) within the National Science Foundation.

SECTION A: COMPANY INFORMATION

The following section collects information on the operations and structure of this business. All businesses that receive this survey should answer questions in the upcoming section. The reporting unit for the survey is the U.S.-located company, including all majority-owned subsidiaries and divisions regardless of location. **Report only for domestic U.S. operations.**

A.1 Ceased Operations

Has this business ceased operations?

- Yes
- No – **Skip to 'A.3 Business Ownership – Foreign-Owned Entity'**

A.2 Date Ceased Operations

Print the month and year this business ceased operations.

MM	YYYY
<input type="text"/>	<input type="text"/>

Reporting Instructions: If the ceased-operations date is before January 2023, **skip to SECTION I: CONTACT INFORMATION** on page 53.

If the ceased-operations date is after January 1, 2023, you are still required to complete this survey covering any business activity for 2023, even though this business is not currently operating.

A.3 Business Ownership – Foreign-Owned Entity

In 2023, was this business a majority-owned subsidiary of a foreign company?

- Yes
- No

Reporting Instructions for Foreign-Owned Companies: If this business is owned by a foreign parent, the reporting unit for the survey is the U.S.-located company, including all majority-owned subsidiaries and divisions located in the domestic United States (50 states and the District of Columbia). For reporting purposes, the foreign parent and any foreign affiliates this company does not own should be treated the same as any business partner, customer, or supplier this business does not own.

A.4 Business Ownership – U.S. Entity

In 2023, did another U.S. company or other entity own more than 50 percent of this business?

Examples of other entities include estates, trusts, employee stock ownership plans (ESOPs), associations, membership clubs, and cooperatives.

- Yes – **Skip to 'A.6 Business – 10% or More Ownership'**
- No

A.5 Business Ownership – Government or Tribal Entity

In 2023, was this business owned by a government or tribal entity?

- Yes
- No

A.6 Business – 10% or More Ownership

In 2023, did at least one person own 10% or more of this business? **Do not count parent companies, estates, trusts or other entities.**

- Yes
- No – **Select "No" ONLY if no person owned 10% or more of this business.**

A.7 Number of Owners

In 2023, how many people owned this business?

- Do not combine two or more owners to create one owner.
- Count spouses and partners as separate owners.
- Count owners who owned at least 10% of this business.

- 1 person
- 2 people
- 3 people
- 4 people
- 5 - 10 people
- 11 or more people
- Business is owned by a parent company, estate, trust or other entity
- Do not know

A.8 Number of W-2 Paid Domestic Employees or Employees/Owners

For the pay period including March 12, 2023, how many people worked for this business, including those paid through grants? *Include both full-time and part-time employees as well as yourself. Include only persons in the United States.*

Count each person only once. If none, report zero.

- a. Number of owners who received a W-2 issued by this business for salary or wages
- b. Number of employees who received a W-2 issued by this business for salary or wages
- c. Total

Number of People			
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

A.9 Number of Domestic Workers Who Did Not Receive a W-2

Not including employees or employees/owners included in the previous question, how many other people worked for this business in 2023, including those paid through grants? *Include both full-time and part-time workers as well as yourself, if applicable. Include only persons in the United States.*

Count each person only once. If none, report zero.

- a. Individuals whose work was directed by this business and who received payment in other ways (e.g., contractors, consultants, temporary workers who receive a 1099 from this business or payment from another business)
- b. Unpaid individuals who worked for this business (e.g., friends, volunteers, family members)

Number of People			
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

A.10 Total Worldwide and Domestic Sales and Operating Revenues

In 2023, what was the amount of this business’s worldwide and domestic sales and operating revenues, including grants?

Round to the nearest one thousand dollars. If none, report zero.

	\$Bil.	Mil.	Thou.	Dol.
2023 sales, revenues, and grants	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/> 000

Reporting Instructions: Report amount using U.S. Generally Accepted Accounting Principles (U.S. GAAP) as recognized by the Financial Accounting Standard Board (FASB). If this business follows International Financial Reporting Standards (IFRS), we request that you estimate any adjustments that would be required to conform to U.S. GAAP.

A.11 Domestic Sales and Revenues

How much of the 'A.10 Total Worldwide and Domestic Sales and Operating Revenues' in 2023 sales, revenues, and grants was attributable to or originated from domestic operations? *Include sales and operating revenues to foreign customers, including foreign subsidiaries.*

Round to the nearest one thousand dollars.
If none, report zero.

Domestic operating revenues

\$Bil.	Mil.	Thou.	Dol.
0 0 0	0 0 0	0 0 0	0 0 0

Reporting Instructions: For example, a U.S. manufacturing corporation sells parts to customers around the world; however, because all of its operations are located inside the United States, it reports all of its sales in this question.

A.12 Sources of Domestic Sales and Revenues

Approximately what share of this business's 'A.11 Domestic Sales and Revenues' in 2023 domestic sales and revenues, including grants, came from the following?

If none, report zero.

- a. Selling goods to customers, including other businesses
- b. Selling services to customers, including other businesses
- c. Licensing or royalties
- d. Grants
- e. Other, (specify) →

0 0 0	. 0 %
0 0 0	. 0 %
0 0 0	. 0 %
0 0 0	. 0 %
0 0 0	. 0 %

Total = 100%

A.13 Types of Customers

In 2023, which of the following types of customers accounted for 10% or more of this business's total sales of goods and/or services? **Select all that apply.**

- U.S. federal government
- State and local government, including school districts, transportation authorities, etc.
- Other businesses, including distributors of your product(s)
- Other organizations (foreign governments, nonprofits, etc.)
- Individuals
- Business did not have any sales

A.14 Types of Workers

In 2023, which of the following types of workers were used by this business? **Select all that apply.**

- Full-time paid employees (workers who received a W-2 from this business)
- Part-time paid employees (workers who received a W-2 from this business)
- Paid day laborers
- Temporary staffing obtained from a temporary help service
- Leased employees from a leasing service or a professional employer organization
- Contractors, subcontractors, independent contractors, or outside consultants (workers who received a 1099 or payment from another company)
- None of the above

A.15 Franchise Operation

In 2023, did all or part of this business operate as a franchise?

- Yes
- No

A.16 New Credit Applications

For the 12 months ending December 31, 2023, did this business submit an application for new credit (e.g., a credit card, loan, line of credit, trade financing, etc.)?

- Yes
- No – **Skip to 'A.19 Working From Home'**
- Don't know – **Skip to 'A.19 Working From Home'**

A.17 New Credit Sources

For the 12 months ending December 31, 2023, from what lenders did this business apply for new credit?
Select all that apply.

- Bank (financial institution that accepts deposits and extends credit, either in person or online)
- Credit union (nonprofit financial institution that provides banking services, including loans, to its members)
- Fintech/online lender (type of finance company that operates exclusively online and/or by phone to issue loans or lines of credit, usually with no collateral requirements. Includes payment companies that offer loans and cash advances to merchants.)
- Finance company (company that provides loans or leases but, unlike a bank, does not accept deposits or offer banking services. Examples include mortgage companies, equipment dealers, and auto finance companies.)
- Community Development Financial Institution (CDFI) (financial institution certified by the U.S. Department of the Treasury that provides credit, financial services, and technical assistance to underserved people or places)
- Other, (specify) →

A.18 New Credit Received

For the 12 months ending December 31, 2023, how much of the total amount of credit requested did this business receive?

- None
- Some
- All
- Don't know

A.19 Working From Home

In 2023, did this business allow any employees to work from home?

- Yes
- No – **Skip to 'A.21 Factors Affecting Working From Home'**

A.20 Percent of Employees Working From Home

In 2023, what percent of all employees at this business worked from home at the following frequencies?

If none, report zero. Estimates are acceptable.

a. Never	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	. 0 %
b. Less than one day per week	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	. 0 %
c. One day per week	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	. 0 %
d. Two to four days per week	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	. 0 %
e. Five or more days per week	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	. 0 %

Total = 100%

A.21 Factors Affecting Working From Home

In 2023, did any of the following factors limit the ability of this business’s employees to work from home?

Select all that apply.

- Job or parts of job cannot be performed from home
- Management of employees working from home too costly or complicated
- Security (IT or other) concerns
- Other, (specify) →
- No limiting factors

A.22 Primary Business Activity

Describe this business’s primary business activity during 2023.

If you reported “Yes” to ‘A.6 Business – 10% or More Ownership,’ continue to ‘B.1 Percent Ownership’ on page 7.

All others skip to ‘C.1 New or Improved Goods’ on page 21.

SECTION B: OWNER CHARACTERISTICS

The following section collects information on the owners of this business. Based on the number of owners you reported, you may be asked to complete this section for up to four owners of this business. If the business had no owners, then proceed to the instructions on the bottom of page 20.

Unless otherwise indicated, the reporting period for this section is calendar year 2023.

B.1 Percent Ownership

For the person(s) owning the largest percentage(s) in this business in 2023, list each person's name and percentage owned.

- Do not report percentages owned by parent companies, estates, trusts, or other entities.
- If more than 4 people owned this business equally, select any 4 people.
- Round percentages to whole numbers. For example, report 1/3 ownership as 33%.

Name of Owner		Percentage Owned (Estimates are acceptable.)		
Name 1:		Owner 1:	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> 0 %
Name 2:		Owner 2:	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> 0 %
Name 3:		Owner 3:	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> 0 %
Name 4:		Owner 4:	<input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> 0 %

If percent entered for Owner 1 is more than 0%, then answer questions for Owner 1 on pages 8, 9, and 10.
 If percent entered for Owner 2 is more than 0%, then answer questions for Owner 2 on pages 11, 12 and 13.
 If percent entered for Owner 3 is more than 0%, then answer questions for Owner 3 on pages 14, 15 and 16.
 If percent entered for Owner 4 is more than 0%, then answer questions for Owner 4 on pages 17, 18 and 19.

OWNER 1

If the business had no owners, then proceed to the instructions on the bottom of page 20.

B.1.1 Sex

What is the sex of *Owner 1*?

- Male Female

B.1.2 Gender

What is *Owner 1*'s gender?

- Man
 Woman
 Transgender
 Nonbinary
 They use a different term:
(specify)

- Don't know

Note: Please answer BOTH B.1.3 Ethnicity and B.1.4 Race questions.

B.1.3 Ethnicity

Is *Owner 1* of Hispanic, Latino, or Spanish origin?

- No**, not of Hispanic, Latino, or Spanish origin
 Yes, Mexican, Mexican American, Chicano
 Yes, Puerto Rican
 Yes, Cuban
 Yes, another Hispanic, Latino, or Spanish origin –
Print, for example, Salvadoran, Dominican, Colombian, Guatemalan, Spaniard, Ecuadorian, etc.

B.1.4 Race

What is *Owner 1*'s race? **Select all that apply.**
(For this survey, Hispanic origins are not races.)

- White – *Print, for example, German, Irish, English, Italian, Lebanese, Egyptian, etc.*

- Black or African Am. – *Print, for example, African American, Jamaican, Haitian, Nigerian, Ethiopian, Somali, etc.*

- American Indian or Alaska Native – *Print name of enrolled or principal tribe(s), for example, Navajo Nation, Blackfeet Tribe, Mayan, Aztec, Native Village of Barrow Inupiat Traditional Government, Nome Eskimo Community, etc.*

- Chinese Vietnamese Native Hawaiian

- Filipino Korean Samoan

- Asian Indian Japanese Chamorro

- Other Asian – *Print, for example, Pakistani, Cambodian, Hmong, etc.*

- Other Pacific Islander – *Print, for example, Tongan, Fijian, Marshallese, etc.*

B.1.5 Military Service

Has *Owner 1* ever served in any branch of the U.S. Armed Forces, including the Coast Guard, the National Guard, or a Reserve component of any service branch?

- Yes No – **Skip to 'B.1.8 Initial Acquisition Year'** on page 9

B.1.6 Military Service Disability

Is *Owner 1* disabled as the result of illness or injury incurred or aggravated during military service?

- Yes No

B.1.7 Other Military Service

Do any of the following characteristics describe *Owner 1's* military service? **Select all that apply.**

- Served on active-duty military service, not including training for the Reserves or National Guard
- Served on active-duty military service after September 11, 2001
- Served on active-duty military service in 2023
- Served in the National Guard or as a reservist of any branch of the U.S. Armed Forces in 2023
- None of the above

B.1.8 Initial Acquisition Year

In what year did *Owner 1* initially acquire ownership of this business?

Year
<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>

 Don't know

B.1.9 Primary Income Source

In 2023, did this business provide *Owner 1's* primary source of personal income?

- Yes No

B.1.10 Prior Business Ownership

Not including this business, what is the status of the previous business *Owner 1* started most recently?

- This is the owner's first business
- Business is still operating, and *Owner 1* still owns it
- Business is no longer in operation
- Business was purchased by another company
- Business was purchased by another individual
- Other, (specify) ↴

B.1.11 Education Prior to Owning the Business

Prior to establishing, purchasing, or acquiring this business, what was the highest degree or level of school *Owner 1* completed?

- Less than high school / secondary school graduate – **Skip to 'B.1.13 Age'** on page 10
- High school / secondary school graduate – Diploma or GED – **Skip to 'B.1.13 Age'** on page 10
- Technical, trade, or vocational school – **Skip to 'B.1.13 Age'** on page 10
- Some college, but no degree – **Skip to 'B.1.13 Age'** on page 10
- Associate Degree (for example, AA, AS) – **Skip to 'B.1.13 Age'** on page 10
- Bachelor's Degree (for example, BA, BS)
- Master's Degree (for example, MA, MEng, MEd, MSW, MBA)
- Doctorate Degree (for example, PhD, EdD)
- Professional Degree, beyond a Bachelor's Degree (for example, MD, DDS, DVM, LLB, JD)

B.1.12 Field of Highest Degree Prior to Owning the Business

Prior to establishing, purchasing, or acquiring this business, what was the field of the highest degree completed for *Owner 1*? **Select all that apply.**

- Biological / agricultural sciences and natural resources
- Chemistry, except biochemistry
- Computer sciences and mathematics
- Engineering
- Geosciences, atmospheric and ocean sciences
- Health sciences
- Physics and astronomy
- Psychology and social sciences
- Science and mathematics teacher education
- Other science and engineering related fields, not listed above ↘

- Arts and humanities
- Business management and administration fields
- Education, except science and math teacher education
- Law and legal studies
- Public administration and social service and related fields
- Sales and marketing fields
- Other non-science and non-engineering related fields, not listed above ↘

B.1.13 Age

What was the age of *Owner 1* as of December 31, 2023?

- Under 25 45 - 54
- 25 - 34 55 - 64
- 35 - 44 65 or over

B.1.14 Place of Birth

Was *Owner 1* born in the United States?

- Yes No

B.1.15 U.S. Citizenship

Is *Owner 1* a citizen of the United States?

- Yes No

B.1.16 Owner Disability

Does *Owner 1* have a physical or mental impairment that substantially limits one or more of his/her major life activities? For this survey, major life activities can include both those in everyday and professional life.

- Yes No Don't know

B.1.17 Reasons for Owning the Business

How important to *Owner 1* is each of the following reasons for owning this business?

Select one for each row.

	Very Important	Somewhat Important	Not Important
Wanted to be my own boss	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Flexible hours	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Balance work and family	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Opportunity for greater income	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Best avenue for my ideas / goods / services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Unable to find employment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Working for someone else didn't appeal to me	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Always wanted to start my own business	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
An entrepreneurial friend or family member was a role model	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Wanted to carry on the family business	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Wanted to help and/or become more involved in my community	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other, (specify) ↘	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

OWNER 2

If applicable, if not **Skip to 'B.5 One Family Majority Ownership'** on page 20.

B.2.1 Sex

What is the sex of *Owner 2*?

- Male Female

B.2.2 Gender

What is *Owner 2's* gender?

- Man
 Woman
 Transgender
 Nonbinary
 They use a different term:
(specify) ↴

- Don't know

Note: Please answer BOTH B.2.3 Ethnicity and B.2.4 Race questions.

B.2.3 Ethnicity

Is *Owner 2* of Hispanic, Latino, or Spanish origin?

- No**, not of Hispanic, Latino, or Spanish origin
 Yes, Mexican, Mexican American, Chicano
 Yes, Puerto Rican
 Yes, Cuban
 Yes, another Hispanic, Latino, or Spanish origin –
Print, for example, Salvadoran, Dominican, Colombian, Guatemalan, Spaniard, Ecuadorian, etc. ↴

B.2.4 Race

What is *Owner 2's* race? **Select all that apply.**
(For this survey, Hispanic origins are not races.)

- White – *Print, for example, German, Irish, English, Italian, Lebanese, Egyptian, etc.* ↴

- Black or African Am. – *Print, for example, African American, Jamaican, Haitian, Nigerian, Ethiopian, Somali, etc.* ↴

- American Indian or Alaska Native – *Print name of enrolled or principal tribe(s), for example, Navajo Nation, Blackfeet Tribe, Mayan, Aztec, Native Village of Barrow Inupiat Traditional Government, Nome Eskimo Community, etc.* ↴

- Chinese Vietnamese Native Hawaiian
 Filipino Korean Samoan
 Asian Indian Japanese Chamorro

- Other Asian – *Print, for example, Pakistani, Cambodian, Hmong, etc.* ↴

- Other Pacific Islander – *Print, for example, Tongan, Fijian, Marshallese, etc.* ↴

B.2.5 Military Service

Has *Owner 2* ever served in any branch of the U.S. Armed Forces, including the Coast Guard, the National Guard, or a Reserve component of any service branch?

- Yes No – **Skip to 'B.2.8 Initial Acquisition Year'** on page 12

B.2.6 Military Service Disability

Is *Owner 2* disabled as the result of illness or injury incurred or aggravated during military service?

- Yes No

B.2.7 Other Military Service

Do any of the following characteristics describe *Owner 2's* military service? **Select all that apply.**

- Served on active-duty military service, not including training for the Reserves or National Guard
- Served on active-duty military service after September 11, 2001
- Served on active-duty military service in 2023
- Served in the National Guard or as a reservist of any branch of the U.S. Armed Forces in 2023
- None of the above

B.2.8 Initial Acquisition Year

In what year did *Owner 2* initially acquire ownership of this business?

Year
<input type="checkbox"/> Don't know

B.2.9 Primary Income Source

In 2023, did this business provide *Owner 2's* primary source of personal income?

- Yes
- No

B.2.10 Prior Business Ownership

Not including this business, what is the status of the previous business *Owner 2* started most recently?

- This is the owner's first business
- Business is still operating, and *Owner 2* still owns it
- Business is no longer in operation
- Business was purchased by another company
- Business was purchased by another individual
- Other, (specify) ↴

B.2.11 Education Prior to Owning the Business

Prior to establishing, purchasing, or acquiring this business, what was the highest degree or level of school *Owner 2* completed?

- Less than high school / secondary school graduate – **Skip to 'B.2.12 Age'** on page 13
- High school / secondary school graduate – Diploma or GED – **Skip to 'B.2.12 Age'** on page 13
- Technical, trade, or vocational school – **Skip to 'B.2.12 Age'** on page 13
- Some college, but no degree – **Skip to 'B.2.12 Age'** on page 13
- Associate Degree (for example, AA, AS) – **Skip to 'B.2.12 Age'** on page 13
- Bachelor's Degree (for example, BA, BS)
- Master's Degree (for example, MA, MEng, MEd, MSW, MBA)
- Doctorate Degree (for example, PhD, EdD)
- Professional Degree, beyond a Bachelor's Degree (for example, MD, DDS, DVM, LLB, JD)

B.2.12 Field of Highest Degree Prior to Owning the Business

Prior to establishing, purchasing, or acquiring this business, what was the field of the highest degree completed for *Owner 2*? **Select all that apply.**

- Biological / agricultural sciences and natural resources
- Chemistry, except biochemistry
- Computer sciences and mathematics
- Engineering
- Geosciences, atmospheric and ocean sciences
- Health sciences
- Physics and astronomy
- Psychology and social sciences
- Science and mathematics teacher education
- Other science and engineering related fields, not listed above ↘

- Arts and humanities
- Business management and administration fields
- Education, except science and math teacher education
- Law and legal studies
- Public administration and social service and related fields
- Sales and marketing fields
- Other non-science and non-engineering related fields, not listed above ↘

B.2.13 Age

What was the age of *Owner 2* as of December 31, 2023?

- Under 25 45 - 54
- 25 - 34 55 - 64
- 35 - 44 65 or over

B.2.14 Place of Birth

Was *Owner 2* born in the United States?

- Yes No

B.2.15 U.S. Citizenship

Is *Owner 2* a citizen of the United States?

- Yes No

B.2.16 Owner Disability

Does *Owner 2* have a physical or mental impairment that substantially limits one or more of his/her major life activities? For this survey, major life activities can include both those in everyday and professional life.

- Yes No Don't know

B.2.17 Reasons for Owning the Business

How important to *Owner 2* is each of the following reasons for owning this business?

Select one for each row.

	Very Important	Somewhat Important	Not Important
Wanted to be my own boss	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Flexible hours	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Balance work and family	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Opportunity for greater income	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Best avenue for my ideas / goods / services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Unable to find employment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Working for someone else didn't appeal to me	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Always wanted to start my own business	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
An entrepreneurial friend or family member was a role model	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Wanted to carry on the family business	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Wanted to help and/or become more involved in my community	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other, (specify) ↘	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

OWNER 3

If applicable, if not **Skip to 'B.5 One Family Majority Ownership'** on page 20.

B.3.1 Sex

What is the sex of *Owner 3*?

- Male Female

B.3.2 Gender

What is *Owner 3's* gender?

- Man
 Woman
 Transgender
 Nonbinary
 They use a different term:
(specify)

- Don't know

Note: Please answer BOTH B.3.3 Ethnicity and B.3.4 Race questions.

B.3.3 Ethnicity

Is *Owner 3* of Hispanic, Latino, or Spanish origin?

- No**, not of Hispanic, Latino, or Spanish origin
 Yes, Mexican, Mexican American, Chicano
 Yes, Puerto Rican
 Yes, Cuban
 Yes, another Hispanic, Latino, or Spanish origin –
Print, for example, Salvadoran, Dominican, Colombian, Guatemalan, Spaniard, Ecuadorian, etc.

B.3.4 Race

What is *Owner 3's* race? **Select all that apply.**
(For this survey, Hispanic origins are not races.)

- White – *Print, for example, German, Irish, English, Italian, Lebanese, Egyptian, etc.*

- Black or African Am. – *Print, for example, African American, Jamaican, Haitian, Nigerian, Ethiopian, Somali, etc.*

- American Indian or Alaska Native – *Print name of enrolled or principal tribe(s), for example, Navajo Nation, Blackfeet Tribe, Mayan, Aztec, Native Village of Barrow Inupiat Traditional Government, Nome Eskimo Community, etc.*

- Chinese Vietnamese Native Hawaiian

- Filipino Korean Samoan

- Asian Indian Japanese Chamorro

- Other Asian – *Print, for example, Pakistani, Cambodian, Hmong, etc.*

- Other Pacific Islander – *Print, for example, Tongan, Fijian, Marshallese, etc.*

B.3.5 Military Service

Has *Owner 3* ever served in any branch of the U.S. Armed Forces, including the Coast Guard, the National Guard, or a Reserve component of any service branch?

- Yes No – **Skip to 'B.3.8 Initial Acquisition Year'** on page 15

B.3.6 Military Service Disability

Is *Owner 3* disabled as the result of illness or injury incurred or aggravated during military service?

- Yes No

B.3.7 Other Military Service

Do any of the following characteristics describe *Owner 3's* military service? **Select all that apply.**

- Served on active-duty military service, not including training for the Reserves or National Guard
- Served on active-duty military service after September 11, 2001
- Served on active-duty military service in 2023
- Served in the National Guard or as a reservist of any branch of the U.S. Armed Forces in 2023
- None of the above

B.3.8 Initial Acquisition Year

In what year did *Owner 3* initially acquire ownership of this business?

Year
<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>

Don't know

B.3.9 Primary Income Source

In 2023, did this business provide *Owner 3's* primary source of personal income?

- Yes No

B.3.10 Prior Business Ownership

Not including this business, what is the status of the previous business *Owner 3* started most recently?

- This is the owner's first business
- Business is still operating, and *Owner 3* still owns it
- Business is no longer in operation
- Business was purchased by another company
- Business was purchased by another individual
- Other, (specify) ↴

B.3.11 Education Prior to Owning the Business

Prior to establishing, purchasing, or acquiring this business, what was the highest degree or level of school *Owner 3* completed?

- Less than high school / secondary school graduate – **Skip to 'B.3.13 Age'** on page 16
- High school / secondary school graduate – Diploma or GED – **'B.3.13 Age'** on page 16
- Technical, trade, or vocational school – **Skip to 'B.3.13 Age'** on page 16
- Some college, but no degree – **Skip to 'B.3.13 Age'** on page 16
- Associate Degree (for example, AA, AS) – **Skip to 'B.3.13 Age'** on page 16
- Bachelor's Degree (for example, BA, BS)
- Master's Degree (for example, MA, MEng, MEd, MSW, MBA)
- Doctorate Degree (for example, PhD, EdD)
- Professional Degree, beyond a Bachelor's Degree (for example, MD, DDS, DVM, LLB, JD)

B.3.12 Field of Highest Degree Prior to Owning the Business

Prior to establishing, purchasing, or acquiring this business, what was the field of the highest degree completed for *Owner 3*? **Select all that apply.**

- Biological / agricultural sciences and natural resources
- Chemistry, except biochemistry
- Computer sciences and mathematics
- Engineering
- Geosciences, atmospheric and ocean sciences
- Health sciences
- Physics and astronomy
- Psychology and social sciences
- Science and mathematics teacher education
- Other science and engineering related fields, not listed above ↘

- Arts and humanities
- Business management and administration fields
- Education, except science and math teacher education
- Law and legal studies
- Public administration and social service and related fields
- Sales and marketing fields
- Other non-science and non-engineering related fields, not listed above ↘

B.3.13 Age

What was the age of *Owner 3* as of December 31, 2023?

- | | |
|-----------------------------------|-------------------------------------|
| <input type="checkbox"/> Under 25 | <input type="checkbox"/> 45 - 54 |
| <input type="checkbox"/> 25 - 34 | <input type="checkbox"/> 55 - 64 |
| <input type="checkbox"/> 35 - 44 | <input type="checkbox"/> 65 or over |

B.3.14 Place of Birth

Was *Owner 3* born in the United States?

- Yes No

B.3.15 U.S. Citizenship

Is *Owner 3* a citizen of the United States?

- Yes No

B.3.16 Owner Disability

Does *Owner 3* have a physical or mental impairment that substantially limits one or more of his/her major life activities? For this survey, major life activities can include both those in everyday and professional life.

- Yes No Don't know

B.3.17 Reasons for Owning the Business

How important to *Owner 3* is each of the following reasons for owning this business?

Select one for each row.

	Very Important	Somewhat Important	Not Important
Wanted to be my own boss	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Flexible hours	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Balance work and family	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Opportunity for greater income	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Best avenue for my ideas / goods / services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Unable to find employment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Working for someone else didn't appeal to me	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Always wanted to start my own business	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
An entrepreneurial friend or family member was a role model	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Wanted to carry on the family business	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Wanted to help and/or become more involved in my community	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other, (specify) ↘	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

OWNER 4

If applicable, if not **Skip to 'B.5 One Family Majority Ownership'** on page 20.

B.4.1 Sex

What is the sex of *Owner 4*?

- Male Female

B.4.2 Gender

What is *Owner 4's* gender?

- Man
 Woman
 Transgender
 Nonbinary
 They use a different term:
(specify)

- Don't know

Note: Please answer BOTH B.4.3 Ethnicity and B.4.4 Race questions.

B.4.3 Ethnicity

Is *Owner 4* of Hispanic, Latino, or Spanish origin?

- No**, not of Hispanic, Latino, or Spanish origin
 Yes, Mexican, Mexican American, Chicano
 Yes, Puerto Rican
 Yes, Cuban
 Yes, another Hispanic, Latino, or Spanish origin –
Print, for example, Salvadoran, Dominican, Colombian, Guatemalan, Spaniard, Ecuadorian, etc.

B.4.4 Race

What is *Owner 4's* race? **Select all that apply.**
(For this survey, Hispanic origins are not races.)

- White – *Print, for example, German, Irish, English, Italian, Lebanese, Egyptian, etc.*

- Black or African Am. – *Print, for example, African American, Jamaican, Haitian, Nigerian, Ethiopian, Somali, etc.*

- American Indian or Alaska Native – *Print name of enrolled or principal tribe(s), for example, Navajo Nation, Blackfeet Tribe, Mayan, Aztec, Native Village of Barrow Inupiat Traditional Government, Nome Eskimo Community, etc.*

- Chinese Vietnamese Native Hawaiian

- Filipino Korean Samoan

- Asian Indian Japanese Chamorro

- Other Asian – *Print, for example, Pakistani, Cambodian, Hmong, etc.*

- Other Pacific Islander – *Print, for example, Tongan, Fijian, Marshallese, etc.*

B.4.5 Military Service

Has *Owner 4* ever served in any branch of the U.S. Armed Forces, including the Coast Guard, the National Guard, or a Reserve component of any service branch?

- Yes No – **Skip to 'B.4.8 Initial Acquisition Year'** on page 18

B.4.6 Military Service Disability

Is *Owner 4* disabled as the result of illness or injury incurred or aggravated during military service?

- Yes No

B.4.7 Other Military Service

Do any of the following characteristics describe *Owner 4's* military service? **Select all that apply.**

- Served on active-duty military service, not including training for the Reserves or National Guard
- Served on active-duty military service after September 11, 2001
- Served on active-duty military service in 2023
- Served in the National Guard or as a reservist of any branch of the U.S. Armed Forces in 2023
- None of the above

B.4.8 Initial Acquisition Year

In what year did *Owner 4* initially acquire ownership of this business?

Year
<input type="checkbox"/> Don't know

B.4.9 Primary Income Source

In 2023, did this business provide *Owner 4's* primary source of personal income?

- Yes
- No

B.4.10 Prior Business Ownership

Not including this business, what is the status of the previous business *Owner 4* started most recently?

- This is the owner's first business
- Business is still operating, and *Owner 4* still owns it
- Business is no longer in operation
- Business was purchased by another company
- Business was purchased by another individual
- Other, (specify) ↴

B.4.11 Education Prior to Owning the Business

Prior to establishing, purchasing, or acquiring this business, what was the highest degree or level of school *Owner 4* completed?

- Less than high school / secondary school graduate – **Skip to 'B.4.13 Age'** on page 19
- High school / secondary school graduate – Diploma or GED – **Skip to 'B.4.13 Age'** on page 19
- Technical, trade, or vocational school – **Skip to 'B.4.13 Age'** on page 19
- Some college, but no degree – **Skip to 'B.4.13 Age'** on page 19
- Associate Degree (for example, AA, AS) – **Skip to 'B.4.13 Age'** on page 19
- Bachelor's Degree (for example, BA, BS)
- Master's Degree (for example, MA, MEng, MEd, MSW, MBA)
- Doctorate Degree (for example, PhD, EdD)
- Professional Degree, beyond a Bachelor's Degree (for example, MD, DDS, DVM, LLB, JD)

B.4.12 Field of Highest Degree Prior to Owning the Business

Prior to establishing, purchasing, or acquiring this business, what was the field of the highest degree completed for *Owner 4*? **Select all that apply.**

- Biological / agricultural sciences and natural resources
- Chemistry, except biochemistry
- Computer sciences and mathematics
- Engineering
- Geosciences, atmospheric and ocean sciences
- Health sciences
- Physics and astronomy
- Psychology and social sciences
- Science and mathematics teacher education
- Other science and engineering related fields, not listed above ↘

- Arts and humanities
- Business management and administration fields
- Education, except science and math teacher education
- Law and legal studies
- Public administration and social service and related fields
- Sales and marketing fields
- Other non-science and non-engineering related fields, not listed above ↘

B.4.13 Age

What was the age of *Owner 4* as of December 31, 2023?

- Under 25 45 - 54
- 25 - 34 55 - 64
- 35 - 44 65 or over

B.4.14 Place of Birth

Was *Owner 4* born in the United States?

- Yes No

B.4.15 U.S. Citizenship

Is *Owner 4* a citizen of the United States?

- Yes No

B.4.16 Owner Disability

Does *Owner 4* have a physical or mental impairment that substantially limits one or more of his/her major life activities? For this survey, major life activities can include both those in everyday and professional life.

- Yes No Don't know

B.4.17 Reasons for Owning the Business

How important to *Owner 4* is each of the following reasons for owning this business?

Select one for each row.

	Very Important	Somewhat Important	Not Important
Wanted to be my own boss	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Flexible hours	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Balance work and family	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Opportunity for greater income	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Best avenue for my ideas / goods / services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Unable to find employment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Working for someone else didn't appeal to me	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Always wanted to start my own business	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
An entrepreneurial friend or family member was a role model	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Wanted to carry on the family business	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Wanted to help and/or become more involved in my community	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other, (specify) ↘	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

B.5 One-Family-Majority Ownership

In 2023, did **two or more members of one family own the majority** of this business? (*Family refers to spouses/unmarried partners, parents/guardians, children, siblings, or close relatives.*)

Yes

No

B.6 Joint Ownership

In 2023, did spouses/unmarried partners jointly own this business?

Yes

No – **See instructions at the bottom of this page**

B.7 Equal Operation

In 2023, was this business operated equally by both spouses/unmarried partners?

Yes, equally operated by spouses/unmarried partners

No, primarily operated by **Owner 1**

No, primarily operated by **Owner 2**

Continue **to Section C: Goods, Services, and Business Processes** on page 21.

SECTION C: GOODS, SERVICES, AND BUSINESS PROCESSES

The following section collects information on this business's introduction of new or improved goods, services, or business processes that differed significantly from this business's previous goods, services, or processes.

The goods, services, or business processes must have characteristics or intended uses that are new or which provide a significant improvement over what was previously used or sold by this business. However, they can fail or take time to prove themselves.

The goods, services, or business processes need only be new or improved for this business. They could have been originally developed or used by other businesses or organizations.

Unless otherwise indicated in the question, this section asks about the 2021 to 2023 time period, instead of one year as in other sections of this survey.

C.1 New or Improved Goods

During the three years 2021 to 2023, did this business introduce to the market any new or improved goods that differed significantly from this business's previous goods? **Select all that apply.**

This includes the addition of new functions or improvements to existing functions or user utility.

- Functions include quality, technical specifications, reliability, durability, economic efficiency during use, affordability, convenience, usability, and user friendliness.
- User utility includes attributes such as affordability and financial convenience.

Goods: Usually a tangible object, such as a smartphone, furniture, or packaged software, but also includes digital goods, such as downloadable software, music and film. *(Exclude the simple resale of new goods or changes of a solely aesthetic nature.)*

- Yes, this business introduced a new or improved good that was **new to the market**, which was not previously offered by any of your competitors (it may have already been available in other markets).
- Yes, this business introduced a new or improved good that was **new only to this business**, which was identical or very similar to products already offered by your competitors.
- No

C.2 New or Improved Services

During the three years 2021 to 2023, did this business introduce to the market any new or improved services that differed significantly from this business's previous services? **Select all that apply.**

This includes the addition of new functions or improvements to existing functions or user utility.

- Functions include quality, technical specifications, reliability, durability, economic efficiency during use, affordability, convenience, usability, and user friendliness.
- User utility includes attributes such as affordability and financial convenience.

Services: Intangible activities, such as retailing, insurance, educational courses, air travel, consulting, etc.; also includes digital services. *Exclude the simple resale of new services.*

- Yes, this business introduced a new or improved service that was **new to the market**, which was not previously offered by any of your competitors (it may have already been available in other markets).
- Yes, this business introduced a new or improved service that was **new only to this business**, which was identical or very similar to products already offered by your competitors.
- No

If you reported "No" to 'C.1 New or Improved Goods' and 'C.2 New or Improved Services,' skip to 'C.4 New or Improved Business Processes' on page 22.

C.3 Sources of New or Improved Goods or Services

Who developed these new or improved goods or services? *Select all that apply.*

- This business by itself
- This business together with other businesses, universities, research institutes, nonprofits, or other organizations
- This business by adapting or modifying goods or services originally developed by other businesses or organizations
- Other businesses or organizations

C.4 New or Improved Business Processes

During the three years 2021 to 2023, did this business introduce any of the following types of new or improved business processes that differed significantly (e.g., greater efficacy, resource efficiency, reliability and resilience, affordability, convenience, and usability) from your previous business processes? *Select one for each row.*

	Yes	No
a. Methods for producing goods or providing services (including methods related to engineering and related technical testing, analysis, and certification).	<input type="checkbox"/>	<input type="checkbox"/>
b. Logistics, delivery, or distribution methods	<input type="checkbox"/>	<input type="checkbox"/>
c. Marketing methods for promotion, packaging, pricing, product placement, or after-sales services.	<input type="checkbox"/>	<input type="checkbox"/>
d. Information and communication systems (including hardware, software, and data processing).	<input type="checkbox"/>	<input type="checkbox"/>
e. Administration and management activities (including decision-making, human resource management, and methods for accounting or other administrative operations).	<input type="checkbox"/>	<input type="checkbox"/>
f. Product and business process development activities (including activities to identify, develop, or adapt products or processes, or adopting new methodologies for developing products and processes).	<input type="checkbox"/>	<input type="checkbox"/>

If you report "No" to 'C.1 New or Improved Goods' and 'C.2 New or Improved Services,'

AND

"No" is selected for all of 'C.4 New or Improved Business Processes, items a. – f.,' skip to 'C.6 Goods, Services, or Business Process Activities' on page 23.

C.5 Sources of New or Improved Business Processes

Who developed these new or improved business processes? *Select all that apply.*

- This business by itself
- This business together with other businesses, universities, research institutes, nonprofits, or other organizations
- This business by adapting or modifying business processes originally developed by other businesses or organizations
- Other businesses or organizations

C.6 Goods, Services, or Business Process Activities

During the three years 2021 to 2023, did this business have any of the following types of innovation activities?

- Include all developmental, financial, and commercial activities that were intended to result in a new or improved good, service, or business process that differed significantly from your previous goods, services, or business processes.
- Similar activities that were not intended to result in a new or improved good, service, or business process should not be reported here. (e.g., employee training intended for general maintenance of skills is not considered an “innovation activity”)
- Simple replacement of machinery without enhanced capabilities is not considered an “innovation activity.”

Select one for each row.

	Yes	No
a. Research and development: Creative and systematic work undertaken in order to increase the stock of knowledge and to devise new applications of available knowledge	<input type="checkbox"/>	<input type="checkbox"/>
b. Engineering and design activities: Planning of technical specifications, testing, evaluation, setup and pre-production for goods, services, processes or systems; installing equipment, tooling-up, testing, trials and user demonstrations; and activities to extract knowledge or design information from existing products or process equipment. Also include activities to develop a new or modified function, form or appearance for goods, services, or processes.	<input type="checkbox"/>	<input type="checkbox"/>
c. Marketing and brand equity activities: Include market research, market testing, methods for pricing, product placement and product promotion; product advertising, the promotion of products at trade fairs or exhibitions, and the development of marketing strategies	<input type="checkbox"/>	<input type="checkbox"/>
d. Intellectual Property (IP) related activities: Protection or exploitation of knowledge, often created through R&D, software development, and engineering, design, and other creative work, including all related administrative and legal work	<input type="checkbox"/>	<input type="checkbox"/>
e. Employee training: Activities that are paid for or subsidized by the firm to develop knowledge and skills required for the specific trade, occupation, or vocation of a firm’s employees	<input type="checkbox"/>	<input type="checkbox"/>
f. Software development and database activities: In-house development and purchase of computer software; collection and analysis of data in proprietary computer databases and data obtained from publicly available reports or the Internet; and activities to upgrade or expand the functions of IT systems, including computer program and databases.	<input type="checkbox"/>	<input type="checkbox"/>
g. Acquisition of machinery, equipment, and other tangible assets.	<input type="checkbox"/>	<input type="checkbox"/>
h. Management related to innovation: Activities to plan, govern and control internal and external resources	<input type="checkbox"/>	<input type="checkbox"/>

If “No” is selected for all of ‘C.6 Goods, Services, or Business Process Activities, items a. - h.,’ skip to ‘C.9 Reasons for No Innovation Activities’ on page 25.

All others continue to ‘C.7 Cooperation on Innovation’.

C.7 Cooperation On Innovation

During the three years 2021 to 2023, did this business cooperate with other businesses or organizations on any of the following? (Cooperation occurs when two or more participants agree to take responsibility for a task or series of tasks and information is shared between the parties to facilitate the agreement.)

Select one for each row.

	Yes	No
a. On R&D	<input type="checkbox"/>	<input type="checkbox"/>
b. On other innovation activities (excluding R&D)	<input type="checkbox"/>	<input type="checkbox"/>
c. On any other business activities	<input type="checkbox"/>	<input type="checkbox"/>

If **“Yes”** is selected for **‘C.7 Cooperation on Innovation - item a, b, OR c.,’** continue to **‘C.8 Cooperation Partner Locations’**.

All others **skip to ‘C.10 Results of Innovation Activities’** on page 25.

C.8 Cooperation Partner Locations

Indicate the type of innovation cooperation partner by location (i.e. U.S. Canada/Mexico, or Rest of world) during the three years 2021 to 2023.

Select all that apply.

Type of innovation cooperation partner:	United States	Canada/ Mexico	Rest of world	Cooperation partner is not applicable to this business
a. Consultants, commercial labs, or private research institutes <u>outside your business</u> group	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Suppliers of equipment, materials, components, or software <u>outside your business</u> group	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c. Companies that are your clients or customers <u>outside your business</u> group	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
d. Companies that are your competitors <u>outside your business</u> group. .	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
e. Other companies <u>outside your business</u> group	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
f. Companies <u>within your business</u> group.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
g. Universities or other higher education institutions	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
h. Government or public research institutes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
i. Clients or customers from the public sector: public sector includes government owned organizations such as local, regional and national administrations and agencies, schools, hospitals, and government providers of services such as security, transport, housing, energy, etc	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
j. Nonprofit organization	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Go to **‘C.10 Results of Innovation Activities’** on page 25.

C.9 Reasons For No Innovation Activities

Which of the following reasons best describes why this business did not have innovation activities during the three years 2021 to 2023.

- A lack of resources prevented innovating (e.g., lack of finance, qualified personnel, material)
- Decided not to innovate due to reasons other than lack of resources (e.g., strategic reasons; not the right time to innovate; other priorities; risks too high; low expected returns)
- Business had no need for innovating

Go to 'C.11 New or Customized Product or Service'.

C.10 Results of Innovation Activities

During the three years 2021 to 2023, did this business have any innovation activities that did not result in a goods, services, or business process innovation because the activities were:

Select one for each row.

	Yes	No
a. Abandoned or suspended before completion.	<input type="checkbox"/>	<input type="checkbox"/>
b. Still ongoing at the end of 2023.	<input type="checkbox"/>	<input type="checkbox"/>

C.11 New or Customized Product or Service at the Start of the Business

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

- Yes
- No – **See instructions at the bottom of this page**
- Don't know – **See instructions at the bottom of this page**

C.12 Reason New or Customized Product or Service was Developed

Why was this new or customized product or service developed at the start of this business?

- One of the founders created it for personal use
- One of the founders created it for use at a previous job or business
- One of the founders identified a business opportunity

If you reported "No" to 'A.4 Business Ownership – U.S. Entity' AND you reported between 1-9 total employment to 'A.8 Number of W-2 Paid Domestic Employees or Employees/Owners,' continue to **SECTION D: RESEARCH AND DEVELOPMENT FOR MICROBUSINESSES** on page 26.

All others skip to '**SECTION F: TECHNOLOGY TRANSFER AND INTELLECTUAL PROPERTY**' on page 43.

SECTION D: RESEARCH AND DEVELOPMENT FOR MICROBUSINESSES

The following section collects information on research and development activity from businesses with W-2 employment between 1 and 9.

What is Research and Development (R&D)?

Research and development (R&D) comprise creative and systematic work undertaken in order to increase the stock of knowledge and to devise new applications of available knowledge.

The term R&D does NOT include expenditures for:

- Routine product testing, quality control, and technical services unless they are an integral part of an R&D project
- Market research
- Efficiency surveys or management studies
- Literary, artistic, or historical projects, such as films, music, or books and other publications
- Prospecting or exploration for natural resources

R&D activity in software INCLUDES:

- Software development or improvement activities that expand scientific or technological knowledge
- Construction of new theories and algorithms in the field of computer science

R&D activity in software EXCLUDES:

- Software development that does not depend on a scientific or technological advance, such as
 - supporting or adapting existing systems
 - adding functionality to existing application programs, and
 - routine debugging of existing systems and software
- Creation of new software based on known methods and applications
- Conversion or translation of existing software and software languages
- Adaptation of a product to a specific client, unless knowledge that significantly improved the base program was added in that process

Reporting unit

The reporting unit is this business, including all subsidiaries and divisions. Include subsidiary companies where there is more than 50 percent ownership.

Reporting period

Report data for the calendar year 2023, if possible, or for this business's fiscal year ending between April 2023 and March 2024.

Estimates are acceptable.

Report all items to the best of your ability.

D.1 R&D Activities

During 2023, did this business do any of the following R&D activities? Include activities that:

- This business performed
- Others paid this business to do
- This business paid others to do

Select one for each row.

	Yes	No
a. Conducted activities aimed at acquiring new knowledge or understanding without specific immediate commercial applications or uses	<input type="checkbox"/>	<input type="checkbox"/>
b. Conducted activities aimed at acquiring new knowledge for solving a specific problem or meeting a specific commercial objective	<input type="checkbox"/>	<input type="checkbox"/>
c. Conducted systematic work, drawing on research and practical experience and resulting in additional knowledge, which is directed to producing new products or processes or to improving existing products or processes	<input type="checkbox"/>	<input type="checkbox"/>
d. Developed and tested goods, services, or processes that were derived from scientific research or technical findings	<input type="checkbox"/>	<input type="checkbox"/>
e. Developed software that advanced scientific or technological knowledge	<input type="checkbox"/>	<input type="checkbox"/>
f. Produced findings that could be published in academic journals or presented at scientific conferences	<input type="checkbox"/>	<input type="checkbox"/>
g. Applied scientific or technical knowledge in a way that has never been done before.	<input type="checkbox"/>	<input type="checkbox"/>
h. Created new scientific or technical solutions that can be generalized to other situations..	<input type="checkbox"/>	<input type="checkbox"/>
i. Conducted work to discover previously unknown technological facts, structures, or relationships.	<input type="checkbox"/>	<input type="checkbox"/>
j. Conducted work to extend the understanding of scientific facts, relationships, or principles in ways that could be useful to others.	<input type="checkbox"/>	<input type="checkbox"/>

If **"No"** is selected for a. – j., **skip to 'D.17 Federal Tax Credit for Research Activities'** on page 31.

D.2 R&D Costs

What was the total cost (both direct and indirect) in 2023 for all the R&D activities reported as **"Yes"** in the **'D.1 R&D Activities'** question? *Your best estimate is acceptable.*

Report dollar amount in thousands. If none, report zero.

Include:

- Salaries, wages, and fringe benefits
- Plant, machinery, and equipment, except that which was capitalized because it had an alternative future use
- Materials, supplies, software
- Rent and utilities
- Consultants and contractors
- Depreciation expense from plant, machinery, and equipment that was capitalized because it had an alternative future use

Exclude:

- Costs for routine product testing, quality control, and technical services unless they are an integral part of an R&D project
- Market research
- Efficiency surveys or management studies
- Literary, artistic, or historical projects, such as films, music, or books and other publications
- Prospecting or exploration for natural resources
- Capital expenditures (i.e., costs for construction or renovation of facilities). Report capital expenditures in **'D.10 Total Capital Expenditures for this Business,' 'D.11 Total Capital Expenditures for R&D Operations,'** and **'D.12 Capital Expenditures for R&D Operations by Type of Cost'** on page 30.
- Payments/funds in excess of the actual cost of the research work performed (e.g., profits or fees)

Total costs for **'R&D Activities'** reported in the **'D.1 R&D Activities'** question for 2023.

\$Mil.	Thou.	Dol.
0 0 0	0 0 0	0 0 0

If **'D.2 R&D Costs'** are less than \$50,000, **skip to 'D.17 Federal Tax Credit for Research Activities'** on page 31.

D.7 Funding Sources for R&D Activities

During 2023, of the **'D.6 Domestic R&D Performance Costs'** in total domestic R&D performance cost, how much was paid for by the following sources? **Round to the nearest thousand dollars.**

	\$Mil.	Thou.	Dol.
a. This U.S. business.	0 0 0	0 0 0	0 0 0
b. Your foreign owner (if this business is foreign-owned)	0 0 0	0 0 0	0 0 0
c. Other businesses located within the United States	0 0 0	0 0 0	0 0 0
d. Other businesses located outside the United States	0 0 0	0 0 0	0 0 0
e. Universities or colleges located within the United States.	0 0 0	0 0 0	0 0 0
f. Nonprofit organizations located within the United States.	0 0 0	0 0 0	0 0 0
g. U.S. federal government (including R&D grants)	0 0 0	0 0 0	0 0 0

Which agency provided the largest share? **Select one from the list below.**

- Department of Defense
- National Science Foundation
- Department of Health and Human Services, including the National Institutes of Health
- Department of Energy
- NASA
- Other agencies

h. U.S., state, or local government (not including state universities)	0 0 0	0 0 0	0 0 0
i. All other organizations outside the United States.	0 0 0	0 0 0	0 0 0
Total = 'D.6 Domestic R&D Performance Costs'	0 0 0	0 0 0	0 0 0

D.8 R&D Categories

During 2023, of the **'D.6 Domestic R&D Performance Costs'** in domestic R&D performance cost, how much was for the following types of R&D? **Round to the nearest thousand dollars.**

	\$Mil.	Thou.	Dol.
a. Basic research – activities aimed at acquiring new knowledge or understanding without specific immediate commercial applications or uses	0 0 0	0 0 0	0 0 0
b. Applied research – activities aimed at solving a specific problem or meeting a specific commercial objective.	0 0 0	0 0 0	0 0 0
c. Development – systematic work, drawing on research and practical experience and resulting in additional knowledge, which is directed to producing new products or processes or to improving existing products or processes	0 0 0	0 0 0	0 0 0
Total = 'D.6 Domestic R&D Performance Costs'	0 0 0	0 0 0	0 0 0

If **'D.7.g. Domestic R&D Performance Costs Funded by the U.S. Federal Government'** equals \$0, skip to **'D.10 Total Capital Expenditures for This Business.'**

D.9 R&D Categories Funded by the U.S. Federal Government

During 2023, of the **'D.7.g. Domestic R&D Performance Costs Funded by the U.S. Federal Government'** in domestic R&D performance cost **funded by the U.S. federal government**, how much was for the following types of R&D? **Round to the nearest thousand dollars.**

	\$Mil.	Thou.	Dol.
a. Basic research – activities aimed at acquiring new knowledge or understanding without specific immediate commercial applications or uses	<input type="text"/>	<input type="text"/>	<input type="text"/> 0 <input type="text"/> 0 <input type="text"/> 0
b. Applied research – activities aimed at solving a specific problem or meeting a specific commercial objective.	<input type="text"/>	<input type="text"/>	<input type="text"/> 0 <input type="text"/> 0 <input type="text"/> 0
c. Development – systematic work, drawing on research and practical experience and resulting in additional knowledge, which is directed to producing new products or processes or to improving existing products or processes	<input type="text"/>	<input type="text"/>	<input type="text"/> 0 <input type="text"/> 0 <input type="text"/> 0
Total = 'D.7.g. Domestic R&D Performance Costs funded by the U.S. Federal Government'	<input type="text"/>	<input type="text"/>	<input type="text"/> 0 <input type="text"/> 0 <input type="text"/> 0

D.10 Total Capital Expenditures for this Business

What was the amount of this business's capital expenditures in 2023?

	\$Mil.	Thou.	Dol.
Total	<input type="text"/>	<input type="text"/>	<input type="text"/> 0 <input type="text"/> 0 <input type="text"/> 0

If **'D.10 Total Capital Expenditures for this Business'** equals \$0, skip to **'D.13 Domestic R&D Employees'** on page 31.

D.11 Total Capital Expenditures for R&D Operations

How much of the **'D.10 Total Capital Expenditures for this Business'** in capital expenditures was for R&D operations?

- Businesses should allocate capital expenditures that benefit both R&D and other operations on a reasonable basis.
- None of the costs reported here should be included in **'D.7 Funding Sources for R&D Activities'**.

	\$Mil.	Thou.	Dol.
Total	<input type="text"/>	<input type="text"/>	<input type="text"/> 0 <input type="text"/> 0 <input type="text"/> 0

If **'D.11 Total Capital Expenditures for R&D Operations'** equals \$0, skip to **'D.13 Domestic R&D Employees'** on page 31.

D.12 Capital Expenditures for R&D Operations by Type of Cost

How much of the **'D.11 Total Capital Expenditures for R&D Operations'** in capital expenditures for R&D operations was for the following?

	\$Mil.	Thou.	Dol.
a. Land acquisition.	<input type="text"/>	<input type="text"/>	<input type="text"/> 0 <input type="text"/> 0 <input type="text"/> 0
b. Buildings and land improvement.	<input type="text"/>	<input type="text"/>	<input type="text"/> 0 <input type="text"/> 0 <input type="text"/> 0
c. Machinery and equipment.	<input type="text"/>	<input type="text"/>	<input type="text"/> 0 <input type="text"/> 0 <input type="text"/> 0
d. Capitalized software.	<input type="text"/>	<input type="text"/>	<input type="text"/> 0 <input type="text"/> 0 <input type="text"/> 0
e. Other intellectual property.	<input type="text"/>	<input type="text"/>	<input type="text"/> 0 <input type="text"/> 0 <input type="text"/> 0
f. All other capital expenditures for R&D operations.	<input type="text"/>	<input type="text"/>	<input type="text"/> 0 <input type="text"/> 0 <input type="text"/> 0
Total	<input type="text"/>	<input type="text"/>	<input type="text"/> 0 <input type="text"/> 0 <input type="text"/> 0

D.13 Domestic R&D Employees

For the pay period including March 12, 2023, how many employees from this business’s domestic operations were **R&D employees** and how many were **all other employees**? Include owners who received a W-2. **If none, report zero.**

R&D employees include all employees who work on R&D or who provide direct support to R&D, such as researchers, R&D managers, technicians, clerical staff, and others assigned to R&D groups. **Exclude** employees who provide only indirect support to R&D, such as corporate personnel, security guards, and cafeteria workers.

Previously you reported this business’s total number of employees in **‘A.8 Number of W-2 Paid Employees or Employees/Owners’** on page 3. Responses below should not exceed the number of employees reported in **‘A.8.’**

Employees

- a. How many of those employees and employees/owners were R&D employees?
- b. Of the R&D employees, how many were female?
- c. Of the R&D employees, how many were male?

The sum of **b.** and **c.** should equal the amount entered in **a.**

If you reported "0" for **item a.** in question **‘D.13 Domestic R&D Employees,’** skip to **‘D.17 Federal Tax Credit for Research Activities’.**

D.14 Domestic R&D Employees’ Occupations

Of the **‘D.9.a. R&D Employees,’** how many were? **If none, report zero.**

Employees

- a. Researchers (including R&D scientists, engineers, and their managers)
- b. R&D technicians and equivalent staff
- c. R&D support staff (clerical and other).
- d. Total R&D employees (Total from **‘D.13.a. Domestic R&D Employees’**)
- e. Of the researchers reported in line **D.14.a.,** how many had PhDs

D.15 Domestic R&D Employees Full-Time Equivalent

What was the full-time equivalent of the **‘D.13.a. Domestic R&D Employees,’** R&D employees? *For full-time Domestic R&D employees, use the number of employees for the FTEs. For other full-time employees not working solely on R&D or part-time employees working on R&D, use the share of full-time workweek they work on R&D. Report partial FTEs in decimals. For example, report 1/2 FTE as .5.*

Number of FTEs

Total FTEs

D.16 Domestic Researchers Full-Time Equivalent

What was the full-time equivalent of the **‘D.14.a. Domestic R&D Employee Occupations’** researchers? **Report partial FTEs in decimals. For example, report 1/2 FTE as .5.**

Number of FTEs

Total FTEs

D.17 Federal Tax Credit for Research Activities

Did this business file for the federal tax credit for increasing research activities (IRS Form 6765) in 2023?

- Yes
- No

D.18 State Tax Credit for Research Activities

a. Did this business file for the state tax credit for research activities in 2023?

Yes

No

b. If **'Yes'**, what state(s)? **Select all that apply.**

Alabama

Alaska

Arizona

Arkansas

California

Colorado

Connecticut

Delaware

District of Columbia

Florida

Georgia

Hawaii

Idaho

Illinois

Indiana

Iowa

Kansas

Kentucky

Louisiana

Maine

Maryland

Massachusetts

Michigan

Minnesota

Mississippi

Missouri

Montana

Nebraska

Nevada

New Hampshire

New Jersey

New Mexico

New York

North Carolina

North Dakota

Ohio

Oklahoma

Oregon

Pennsylvania

Rhode Island

South Carolina

South Dakota

Tennessee

Texas

Utah

Vermont

Virginia

Washington

West Virginia

Wisconsin

Wyoming

Skip to 'SECTION F: TECHNOLOGY TRANSFER AND INTELLECTUAL PROPERTY' on page 43.

SECTION E: RESEARCH ACTIVITIES AT NONPROFIT ORGANIZATIONS

The following section collects information on your organization and asks about research performed and/or funded by your organization. For the purposes of this survey, your organization is defined as all units included in your Internal Revenue Service (IRS) Form 990 or IRS Form 990-PF filings. Only organizations headquartered in the United States are eligible for this section. The reporting period for this section is your organization's fiscal year ending in 2023. *Estimates are acceptable. Report all items to the best of your ability.*

E.1 Organization Affiliation

Is your organization affiliated with or considered part of another for-profit, nonprofit, or higher education organization? For example, a specific hospital foundation, university research entity, etc.

Yes

If "Yes", specify

No

E.2 Total Expenses

What was the consolidated total amount of your organization's expenses for 2023 as (would be) reported on your IRS Form 990s, line 18, or IRS Form 990-PFs, line 26, total expenses and disbursements for column (a) revenue and expenses per books?

Round to the nearest one thousand dollars. If none, report zero.

\$Bil.	Mil.	Thou.	Dol.
<input style="width: 20px; height: 20px;" type="text"/>	<input style="width: 20px; height: 20px;" type="text"/>	<input style="width: 20px; height: 20px;" type="text"/>	<input style="width: 20px; height: 20px;" type="text"/> 0 <input style="width: 20px; height: 20px;" type="text"/> 0 <input style="width: 20px; height: 20px;" type="text"/> 0

E.3 Number of Employees

For the pay period including March 12, 2023, how many people worked for your organization?

Include:

- Full- and part-time employees.

Number
<input style="width: 20px; height: 20px;" type="text"/>

Exclude:

- Temporary employees and consultants.

E.4 Fiscal Year End

In what month did your organization's Fiscal Year (FY) 2023 end?

MM	YYYY
<input style="width: 20px; height: 20px;" type="text"/>	<input style="width: 20px; height: 20px;" type="text"/> 2 <input style="width: 20px; height: 20px;" type="text"/> 0 <input style="width: 20px; height: 20px;" type="text"/> 2 <input style="width: 20px; height: 20px;" type="text"/> 3

The next questions ask about research performed and/or funded by your organization. Please read the information below before continuing.

By research we mean...

For the purposes of this survey, research includes **research and experimental development**.

Research and experimental development comprise creative and systematic work to:

- Increase the stock of knowledge, including knowledge of humankind, culture, and society OR
- Devise new applications of available knowledge, including materials, products, devices, processes, systems, or services

Research activities must be...

- **Novel:** projects that advance current knowledge or create new knowledge
- **Creative:** projects focused on original concepts and hypotheses
- **Uncertain:** project outcomes are unable to be completely determined at the outset
- **Systematic:** projects are planned and budgeted
- **Transferable/Reproducible:** project methodology and results are transferable/reproducible to other situations and locations

May meet the criteria for research

- Laboratory or animal studies
- Clinical trials
- Prototype development
- Outcomes research
- Development/measurement of new methods to deliver/measure social service outcomes
- Policy research
- Humanities research
- Research traineeships
- Other experimental studies

Most likely do not meet the criteria for research

- Internal program monitoring or evaluation
- Public service grants or outreach programs
- Education or training programs
- Quality control testing
- Market research
- Management studies/efficiency surveys
- Literary, artistic, or historical projects, such as films, music, or books and other publications
- Feasibility studies, unless included as part of an overall research project

E.5 Research Performed by Your Organization

Did your organization perform research in FY 2023?

Include:

- Research performed by your organization’s employees or contract employees. (Contract employees are individuals contracted to work on projects otherwise fully performed by your organization’s staff.)

Exclude:

- Research performed outside your organization by subcontractors or subawardees. (**Report in E.6 Research Performed by Others** on page 35.)

Yes

No

If you would like to add additional detail or clarification to your response, please comment in the space provided below.

E.6 Research Performed by Others

Did your organization fund research performed by others outside your organization in FY 2023?

Include:

- All grants, contracts, subcontracts, and subawards awarded by your organization to external recipients to perform research

Exclude:

- Research performed by your organization’s employees
- Research performed by contract employees (Contract employees are individuals contracted to work on projects otherwise fully performed by your organization’s staff.)

Yes

No

If you would like to add additional detail or clarification to your response, please comment in the space provided below.

If you reported “No” for ‘E.5 Research Performed by Your Organization’ AND “No” for ‘E.6 Research Performed by Others,’ skip to ‘Section I: Contact Information’ on page 53.

If you reported “No” for ‘E.5 Research Performed by Your Organization’ AND “Yes” for ‘E.6 Research Performed by Others,’ skip to ‘E.17 Funding for Research Performed by Other Organizations’ on page 41.

All others continue to ‘E.7 Funding for Research Performed by This Organization.’

E.7 Funding for Research Performed by This Organization

In FY 2023, how much was spent on research performed within your organization?
Round to the nearest one thousand dollars. If none, report zero.

Include:

- Direct costs, such as salaries and wages, travel, equipment, supplies, consulting, and other expenditures directly supporting your organization’s research projects
- Indirect costs associated with research expenditures, such as general and administrative salaries and wages, fringe benefits, facility costs, depreciation, etc. These should be calculated using your organization’s applicable fringe, overhead, and General and Administrative (G&A) or Facilities and Administrative (F&A) rates.

Exclude:

- Capital expenditures (i.e., costs for construction or renovation of facilities)
Report capital expenditures in ‘E.18-E.20’ on pages 41-42.
- Payments/funds in excess of the actual cost of the research work performed (e.g., fees)
- Payments made by your organization to subcontractors or subawardees performing research outside your organization

Total

\$Bil.	Mil.	Thou.	Dol.
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text" value="0"/> <input type="text" value="0"/> <input type="text" value="0"/>

If you would like to add additional detail or clarification to your response, please comment in the space provided below.

If ‘E.7 Funding for Research Performed by This Organization’ is less than \$50,000, then skip to ‘Section I: Contact Information’ on page 53.

E.8 Research Funding Sources

How much of the 'E.7 Funding for Research Performed by This Organization' in funding for research performed by this organization came from each of the following sources?

Round to the nearest one thousand dollars. If none, report zero.

(1) Domestic Sources

(2) Foreign Sources

(3) Total

a. **Internal funds:** Your organization's own funds from your endowment, general donations, or other unrestricted sources. Report only domestic sources for this item.

\$Bil.	Mil.	Thou.	Dol.	\$Bil.	Mil.	Thou.	Dol.	\$Bil.	Mil.	Thou.	Dol.
			0 0 0				0 0 0				0 0 0

b. **Federal government:** Any agency of the U.S. government. Include funds your organization received as a subcontractor or subawardee for research activities on federal projects. Report only domestic sources for this item.

\$Bil.	Mil.	Thou.	Dol.	\$Bil.	Mil.	Thou.	Dol.	\$Bil.	Mil.	Thou.	Dol.
			0 0 0				0 0 0				0 0 0

c. **State and local government:** Any state, county, municipality, or other local government entity in the United States. Report only domestic sources for this item.

\$Bil.	Mil.	Thou.	Dol.	\$Bil.	Mil.	Thou.	Dol.	\$Bil.	Mil.	Thou.	Dol.
			0 0 0				0 0 0				0 0 0

d. **Individual donors:** Gifts designated by the donors for research

\$Bil.	Mil.	Thou.	Dol.	\$Bil.	Mil.	Thou.	Dol.	\$Bil.	Mil.	Thou.	Dol.
			0 0 0				0 0 0				0 0 0

e. **Businesses:** Domestic and foreign for-profit organizations. Report funds from a company's nonprofit foundation in Row g.

\$Bil.	Mil.	Thou.	Dol.	\$Bil.	Mil.	Thou.	Dol.	\$Bil.	Mil.	Thou.	Dol.
			0 0 0				0 0 0				0 0 0

f. **Universities:** Domestic and foreign degree-granting institutions

\$Bil.	Mil.	Thou.	Dol.	\$Bil.	Mil.	Thou.	Dol.	\$Bil.	Mil.	Thou.	Dol.
			0 0 0				0 0 0				0 0 0

g. **Foundations and all other nonprofits:** Domestic and foreign public charities and other nonprofit organizations not reported in Row f

\$Bil.	Mil.	Thou.	Dol.	\$Bil.	Mil.	Thou.	Dol.	\$Bil.	Mil.	Thou.	Dol.
			0 0 0				0 0 0				0 0 0

h. **Other, (specify):** All other sources not reported above

\$Bil.	Mil.	Thou.	Dol.	\$Bil.	Mil.	Thou.	Dol.	\$Bil.	Mil.	Thou.	Dol.
			0 0 0				0 0 0				0 0 0

Total

\$Bil.	Mil.	Thou.	Dol.	\$Bil.	Mil.	Thou.	Dol.	\$Bil.	Mil.	Thou.	Dol.
			0 0 0				0 0 0				0 0 0

If you would like to add additional detail or clarification to your response, please comment in the space provided below.

E.9 Research Performance by Field

How much of the 'E.7 Funding for Research Performed by This Organization' in funding for research performed by this organization was spent in each of the following fields?

Round to the nearest one thousand dollars. If none, report zero.

- a. **Agricultural Sciences and Natural Resources and Conservation:** e.g., Agricultural sciences, Animal sciences, Veterinary medicine, Veterinary science, Applied horticulture, Fishing and fisheries science, Food science and technology, Forestry, Natural resources and conservation, Plant sciences, or Soil sciences

\$Bil.	Mil.	Thou.	Dol.
<input type="text"/>	<input type="text"/>	<input type="text"/>	0 0 0
 - b. **Biological, Biomedical, and Health Sciences:** e.g., Biochemistry, biophysics, molecular biology; Biotechnology; Botany; Cell biology; Epidemiology; Genetics; Medicine; Neuroscience; Public health; or Zoology.

<input type="text"/>	<input type="text"/>	<input type="text"/>	0 0 0
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 - c. **Engineering:** e.g., Aerospace, aeronautical, and astronautical engineering; Bioengineering and biomedical engineering; Chemical engineering; Civil engineering; Electrical, electronic, and communications engineering; Industrial and manufacturing engineering; Mechanical engineering; or Metallurgical and materials engineering.

<input type="text"/>	<input type="text"/>	<input type="text"/>	0 0 0
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 - d. **Geosciences, Atmospheric Sciences, and Ocean Sciences:** e.g., Atmospheric sciences and meteorology, Geological and earth sciences, or Ocean and marine sciences

<input type="text"/>	<input type="text"/>	<input type="text"/>	0 0 0
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 - e. **Mathematics, Statistics, and Computer and Information Sciences:** e.g., Computer sciences, Information sciences, Information technology, Mathematics, or Statistics

<input type="text"/>	<input type="text"/>	<input type="text"/>	0 0 0
----------------------	----------------------	----------------------	-------
 - f. **Physical Sciences:** e.g., Astronomy and astrophysics, Chemistry, Materials science, or Physics

<input type="text"/>	<input type="text"/>	<input type="text"/>	0 0 0
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 - g. **Psychology and Social Sciences:** e.g., Anthropology; Archaeology; Criminology; Economics; Geography; Linguistics; Political science and government; Psychology; Public policy analysis; or Sociology, demography, and population studies

<input type="text"/>	<input type="text"/>	<input type="text"/>	0 0 0
----------------------	----------------------	----------------------	-------
 - h. **Humanities:** e.g., English language and literature, letters; Foreign languages and literature; History; or Philosophy and religious studies.

<input type="text"/>	<input type="text"/>	<input type="text"/>	0 0 0
----------------------	----------------------	----------------------	-------
 - i. **Other Fields:** e.g., Business management and business administration; City, urban, community, and regional planning; Communication and communications technologies; Education; Law; Library science; Social work; or Visual and performing arts

<input type="text"/>	<input type="text"/>	<input type="text"/>	0 0 0
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- Total**

<input type="text"/>	<input type="text"/>	<input type="text"/>	0 0 0
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If you would like to add additional detail or clarification to your response, please comment in the space provided below.

E.10 Clinical Trial Research

What percentage of the amount reported in 'E.7 Funding for Research Performed by This Organization' in funding for research performed by this organization was for medical clinical trials phases I-III?

Report percentages in whole numbers. If none, report zero.

Total

<input type="text"/>	<input type="text"/>	<input type="text"/>	%
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E.11 Research Performance by Type of Research

How much of the 'E.7 Funding for Research Performed by This Organization' in funding for research performed by this organization was for basic research, applied research, and experimental development?

Round to the nearest one thousand dollars. If none, report zero.

(1) Federal

(2) Nonfederal

(3) Total

a. **Basic research:** Experimental or theoretical work undertaken primarily to acquire new knowledge of the underlying foundations of phenomena and observable facts, without any particular application or use in view.

\$Bil.	Mil.	Thou.	Dol.	\$Bil.	Mil.	Thou.	Dol.	\$Bil.	Mil.	Thou.	Dol.
			0 0 0				0 0 0				0 0 0

b. **Applied research:** Original investigation undertaken in order to acquire new knowledge. It is directed primarily towards a specific, practical aim or objective.

\$Bil.	Mil.	Thou.	Dol.	\$Bil.	Mil.	Thou.	Dol.	\$Bil.	Mil.	Thou.	Dol.
			0 0 0				0 0 0				0 0 0

c. **Experimental development:** Systematic work, drawing on knowledge gained from research and practical experience and producing additional knowledge, which is directed to producing new products or processes or to improving existing products or processes.

\$Bil.	Mil.	Thou.	Dol.	\$Bil.	Mil.	Thou.	Dol.	\$Bil.	Mil.	Thou.	Dol.
			0 0 0				0 0 0				0 0 0

Total: Total for column (1) should equal the amount entered for 'E.8.b. Research Funding Sources – Federal Government.' Total for column (3) should equal the amount entered for 'E.7 Funding for Research Performed by This Organization.'

\$Bil.	Mil.	Thou.	Dol.	\$Bil.	Mil.	Thou.	Dol.	\$Bil.	Mil.	Thou.	Dol.
			0 0 0				0 0 0				0 0 0

If you would like to add additional detail or clarification to your response, please comment in the space provided below.

Examples		
Basic research	Applied research	Experimental development
A researcher is studying the properties of human blood to determine what affects coagulation.	A researcher is conducting research on how a new chicken pox vaccine affects blood coagulation.	A researcher is conducting clinical trials to test a newly developed chicken pox vaccine for young children.
A researcher is studying the properties of molecules under various heat and cold conditions.	A researcher is investigating the properties of particular substances under various heat and cold conditions with the objective of finding longer lasting components for highway pavement.	A researcher is working with state transportation officials to conduct tests of a newly developed highway pavement under various types of heat and cold conditions.
A researcher is investigating the effect of different types of manipulatives on the way first graders learn mathematical strategy by changing manipulatives and then measuring what students have learned through standardized instruments.	A researcher is studying the implementation of a specific math curriculum to determine what teachers need to know to implement the curriculum successfully.	A researcher is developing and testing software and support tools, based on fieldwork, to improve mathematics cognition for student special education.

E.12 Research Performance by Type of Cost

How much of the 'E.7 Funding for Research Performed by This Organization' spent on research performed within your organization was for each of the following types of costs?

	\$Bil.	Mil.	Thou.	Dol.
a. Salaries, wages, and fringe benefits of your organization's employees	<input type="text"/>	<input type="text"/>	<input type="text"/>	0 0 0
• Include costs for all compensation and benefits of employees that are included in the total reported on E.7.				
• Include payroll taxes, such as Social Security and medicare.				
b. Costs associated with contract employees working on your organization's research	<input type="text"/>	<input type="text"/>	<input type="text"/>	0 0 0
c. Depreciation and amortization on property, plant, equipment, and intangible assets	<input type="text"/>	<input type="text"/>	<input type="text"/>	0 0 0
• Include depreciation on tangible research assets, such as buildings or equipment, as well as the amortization of intangible assets such as patents.				
d. Expensed machinery and equipment	<input type="text"/>	<input type="text"/>	<input type="text"/>	0 0 0
• Include all equipment purchases for research that are beneath your organization's capitalization threshold.				
e. Materials and supplies	<input type="text"/>	<input type="text"/>	<input type="text"/>	0 0 0
• Include costs for materials and supplies consumed for research.				
f. All other costs	<input type="text"/>	<input type="text"/>	<input type="text"/>	0 0 0
• Include administrative and overhead costs clearly associated with your organization's research.				
Total	<input type="text"/>	<input type="text"/>	<input type="text"/>	0 0 0

If you would like to add additional detail or clarification to your response, please comment in the space provided below.

E.13 Research Employees for Nonprofit Organizations

Of the 'E.3 Number of Employees' employees reported, how many worked on research activities in FY 2023?

Include:

- Only your organization's paid employees.

Exclude:

- Contract employees. (Report in 'E.15 Research Contract Employees for Nonprofit Organizations.')

	Number
a. Number of researchers (including scientists, engineers, and their managers): Professionals engaged in the conception or creation of new knowledge.	<input type="text"/>
b. Number of research technicians: Staff who work under the supervision of researchers to conduct research activities	<input type="text"/>
c. Number of other support personnel (clerical and other): Staff who provide direct support services for the research project	<input type="text"/>
Total	<input type="text"/>

If you would like to add additional detail or clarification to your response, please comment in the space provided below.

E.14 Research Full-time Equivalents for Nonprofit Organizations

How many full-time equivalents (FTEs) worked on **research activities** in FY 2023?

FTE research personnel are calculated as the total working (paid) hours spent working on research during a specific reference period (usually a calendar year) divided by the number of hours representing a full-time schedule within the same period. Include only your organization’s paid employees. For example, if you have three people working 20, 30, and 40 hours in a week on research activities and a full-time schedule is 40 hours a week at your organization, your research FTE calculation is $(20 + 30 + 40)/40 = 2.25$ FTE.

	Number of FTEs
a. FTE researchers (including scientists, engineers, and their managers): Professionals engaged in the conception or creation of new knowledge.	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
b. FTE research technicians: Staff who work under the supervision of researchers to conduct research activities	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
c. FTE other support personnel (clerical and other): Staff who provide direct support services for the research project	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
Total	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>

If you would like to add additional detail or clarification to your response, please comment in the space provided below.

E.15 Research Contract Employees for Nonprofit Organizations

a. Did any contract employees work on your **research activities** in FY 2023?
Contract employees are individuals contracted to work on projects otherwise fully performed by your organization staff.

Yes

No

b. If "Yes," how many contract employees worked on your **research activities** during FY 2023?

Employees

E.16 Research Volunteers for Nonprofit Organizations

a. Did any volunteers work on your **research activities** in FY 2023?
Volunteers are unpaid workers contributing appreciable and essential activity to research performed by your organization. Their research skills should be comparable to those of your employees. Individuals funded by other sources to conduct research at your organization should not be considered volunteers.

Yes

No

b. If "Yes," how many volunteers worked on your **research activities** during FY 2023? . . .

Number

If you reported "No" for 'E.6 Research Performed by Others,' skip to 'E.18 Total Capital Expenditures for your Organization' on page 41.

E.17 Funding for Research Performed by Other Organizations

In FY 2023, how much funding did your organization provide to others to perform research activities?

Include:

- All grants, contracts, subcontracts, and subawards awarded by your organization to external recipients to perform research.
- For multi-year awards, include only the amount paid to the external recipients in FY 2023.

Exclude:

- Research performed by contract employees.

a. **Research grants or contracts:** Include grants and contracts awarded by your organization to external recipients to perform independent research.

\$Bil.	Mil.	Thou.	Dol.
<input type="text"/>	<input type="text"/>	<input type="text"/>	0 0 0

b. **Subcontracts and subawards:** Include subcontracts and subawards awarded by your organization to external recipients to support your own research activities.

<input type="text"/>	<input type="text"/>	<input type="text"/>	0 0 0
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Total

<input type="text"/>	<input type="text"/>	<input type="text"/>	0 0 0
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If you would like to add additional detail or clarification to your response, please comment in the space provided below.

E.18 Total Capital Expenditures for Your Organization

What was the amount of your organization’s capital expenditures in FY 2023?

Total

\$Bil.	Mil.	Thou.	Dol.
<input type="text"/>	<input type="text"/>	<input type="text"/>	0 0 0

E.19 Total Capital Expenditures for Research Operations

How much of the ‘E.18 Total Capital Expenditures for Your Organization’ in capital expenditures was for research operations?

- Organizations should allocate capital expenditures that benefit both research and other operations on a reasonable basis.
- None of the costs reported here should be included in ‘E.7 Funding for Research Performed by This Organization’.

Total

\$Bil.	Mil.	Thou.	Dol.
<input type="text"/>	<input type="text"/>	<input type="text"/>	0 0 0

If you would like to add additional detail or clarification to your response, please comment in the space provided below.

E.20 Capital Expenditures for Research Operations by Type of Cost

How much of the 'E.19 Total Capital Expenditures for Research Operations' in capital expenditures for research operations was for the following?

	\$Bil.	Mil.	Thou.	Dol.
a. Land acquisition: Land acquired for research use, including land purchased for building construction	<input type="text"/>	<input type="text"/>	<input type="text"/>	0 0 0
b. Buildings and land improvement: Buildings constructed or purchased for research use. If the building is constructed or purchased for mixed use, please report the estimated proportion of the cost that is for research	<input type="text"/>	<input type="text"/>	<input type="text"/>	0 0 0
c. Equipment: Major (capitalized) machinery and equipment acquired for use in the performance of research	<input type="text"/>	<input type="text"/>	<input type="text"/>	0 0 0
d. Capitalized software: Computer software that is used in the performance of research for more than one year. Include long-term licenses and the acquisition of computer software, as well as production costs for internally produced software.	<input type="text"/>	<input type="text"/>	<input type="text"/>	0 0 0
e. All other capital expenditures for research operations: All other capital expenditures used in the performance of research. Include purchased patents, long-term licenses, or other intangible assets used in research that had an expected useful life of more than one year.	<input type="text"/>	<input type="text"/>	<input type="text"/>	0 0 0
Total	<input type="text"/>	<input type="text"/>	<input type="text"/>	0 0 0

If you would like to add additional detail or clarification to your response, please comment in the space provided below.

SECTION F: TECHNOLOGY TRANSFER AND INTELLECTUAL PROPERTY

The following section collects information on intellectual property and technology transfer activities such as: patents, patent licensing, protection of this business's intellectual property, transfer of intellectual property and collaborations with various organizations.

F.1 Intellectual Property Protection

Does this business use the following methods to protect intellectual property?

Select one for each row.

	Yes	No
a. Utility patents (patents for inventions, applied for or awarded)	<input type="checkbox"/>	<input type="checkbox"/>
b. Design patents (patents for appearance, applied for or awarded).	<input type="checkbox"/>	<input type="checkbox"/>
c. Copyright	<input type="checkbox"/>	<input type="checkbox"/>
d. Trademarks.	<input type="checkbox"/>	<input type="checkbox"/>
e. Design complexity	<input type="checkbox"/>	<input type="checkbox"/>
f. Nondisclosure agreements or noncompete clauses	<input type="checkbox"/>	<input type="checkbox"/>
g. Branding and product image	<input type="checkbox"/>	<input type="checkbox"/>
h. Trade secrets	<input type="checkbox"/>	<input type="checkbox"/>

F.2 Patents Pending

How many U.S. patent applications, if any, did this business have pending as of the end of 2023?

Estimates are acceptable. If none, report zero

Number

F.3 Patents Owned

How many U.S. patents did this business own as of the end of 2023?

Estimates are acceptable. If none, report zero

Number

F.4 Intellectual Property Activities

During the three years 2021 to 2023, did this business exchange intellectual property (IP) rights, including patents, copyrights, and trademarks that give ownership, exclusion rights or rights to use technical knowledge using any of the following mechanisms?

Select one for each row.

	Yes	No
a. Licensed or purchased intellectual property from businesses that are not affiliated	<input type="checkbox"/>	<input type="checkbox"/>
b. Licensed or sold intellectual property to businesses that are not affiliated.	<input type="checkbox"/>	<input type="checkbox"/>
c. Transferred intellectual property to businesses that are not affiliated through participation in technical assistance or "know-how" agreements	<input type="checkbox"/>	<input type="checkbox"/>
d. Received IP from businesses that are not affiliated through participation in technical assistance or "know-how" agreements.	<input type="checkbox"/>	<input type="checkbox"/>
e. Participated in cross-licensing agreements with businesses that are not affiliated	<input type="checkbox"/>	<input type="checkbox"/>
f. Acquired or merged with businesses that are not affiliated to acquire their IP.	<input type="checkbox"/>	<input type="checkbox"/>
g. Transferred IP to a spin-off or spin-out of this business	<input type="checkbox"/>	<input type="checkbox"/>
h. Received IP from a parent company as part of a spin-off or spin-out.	<input type="checkbox"/>	<input type="checkbox"/>
i. Allowed free use of patents or other IP owned by this business (for example, allowing free use of software patents by the open-source community)	<input type="checkbox"/>	<input type="checkbox"/>
j. Made use of open-source patents or other freely available IP not owned by this business	<input type="checkbox"/>	<input type="checkbox"/>

F.5 Collaboration with Universities

During the three years 2021 to 2023, did this business engage in any of the following collaborative activities with universities?

Select one for each row.

	Yes	No
a. Performed collaborative research between business and university researchers	<input type="checkbox"/>	<input type="checkbox"/>
b. Funded university research.	<input type="checkbox"/>	<input type="checkbox"/>
c. Funded PhD students and postdoctoral researchers at universities	<input type="checkbox"/>	<input type="checkbox"/>
d. Licensed or purchased IP from a university	<input type="checkbox"/>	<input type="checkbox"/>
e. Signed nondisclosure agreements, material transfer agreements, or other agreements with universities governing usage of IP.	<input type="checkbox"/>	<input type="checkbox"/>
f. Hired science and engineering graduates.	<input type="checkbox"/>	<input type="checkbox"/>
g. Engaged in formal or informal personnel exchanges with universities.	<input type="checkbox"/>	<input type="checkbox"/>

F.6 Collaboration with Government Laboratories

During the three years 2021 to 2023, did this business engage in any of the following collaborative activities with federal laboratories including Federally Funded Research and Development Centers?

Select one for each row.

	Yes	No
a. Conducted collaborative research using agreements, such as Cooperative Research and Development Agreements, Space Act Agreements, Material Transfer Agreements, Confidential Disclosure Agreements, or other transaction authorities	<input type="checkbox"/>	<input type="checkbox"/>
b. Conducted research at government user facilities	<input type="checkbox"/>	<input type="checkbox"/>
c. Funded research at government laboratory	<input type="checkbox"/>	<input type="checkbox"/>
d. Licensed IP from government laboratory	<input type="checkbox"/>	<input type="checkbox"/>
e. Engaged in formal or informal personnel exchanges with government laboratories	<input type="checkbox"/>	<input type="checkbox"/>
f. Attended workshops or seminars located at or sponsored by government laboratories	<input type="checkbox"/>	<input type="checkbox"/>

If **“No”** is selected for all **‘F.6 Collaboration with Government Laboratories, items a. – f.’**, skip to **‘F.8 Collaboration with Nonprofits’** on page 45.

F.7 Agency Collaborations

During the three years 2021 to 2023, with which of the following agencies did this business engage in collaborative activities?

Select all that apply.

- Department of Agriculture
- Department of Commerce
- Department of Defense
- Department of Energy
- Department of Health and Human Services
- Department of Homeland Security
- Department of Transportation
- Department of Veteran Affairs
- National Aeronautics and Space Administration
- Other federal department

F.8 Collaboration with Nonprofits

During the three years 2021 to 2023, did this business engage in any of the following collaborative activities with nonprofit organizations (not including universities)?

Select one for each row.

	Yes	No
a. Performed collaborative research between business and nonprofit researchers	<input type="checkbox"/>	<input type="checkbox"/>
b. Funded research at nonprofit organizations	<input type="checkbox"/>	<input type="checkbox"/>
c. Licensed or purchased IP from a nonprofit organization.	<input type="checkbox"/>	<input type="checkbox"/>
d. Signed nondisclosure agreements, material transfer agreements, or other agreements with nonprofit organizations governing usage of IP.	<input type="checkbox"/>	<input type="checkbox"/>
e. Engaged in formal or informal personnel exchanges with nonprofit research organizations	<input type="checkbox"/>	<input type="checkbox"/>

SECTION G: DOMESTIC AND FOREIGN TRANSACTIONS

This section collects information on selected domestic and global transactions. The section includes questions about costs and transactions involving contract manufacturing and design activities. The data will be used to assist public and private organizations better understand, plan, and make decisions affected by the relationship between domestic and foreign activities.

For questions requiring dollar amounts, estimates are acceptable.

G.1 Worldwide Operating Expenses

In 2023, what was this business's total worldwide operating expenses or costs?

Include:

- Cost of goods sold
- Cost of services sold
- Selling, general, and administrative (SG&A) costs so long as they are incurred to promote the selling and delivery of this business's products and services, i.e., advertising expense, sales commission expenses, office salaries, rent expense
- Depreciation expense
- Research and development expense

Exclude:

- Capitalized expenses
- Interest expense
- Income taxes
- Impairment reserves
- Losses on sales of assets

Total worldwide operating expenses or costs.

\$Bil.	Mil.	Thou.	Dol.
			0 0 0

G.2 Domestic Operating Expenses

In 2023, what was this business's total domestic operating expenses or costs?

Include:

- Cost of goods sold
- Cost of services sold
- Selling, general, and administrative (SG&A) costs so long as they are incurred to promote the selling and delivery of this business's products and services, i.e., advertising expense, sales commission expenses, office salaries, rent expense
- Depreciation expense
- Research and development expense

Exclude:

- Capitalized expenses
- Interest expense
- Income taxes
- Impairment reserves
- Losses on sales of assets

Total domestic operating expenses or costs.

\$Bil.	Mil.	Thou.	Dol.
			0 0 0

G.3 Activities Conducted by Domestic Unaffiliated Companies

In 2023, did any unaffiliated companies located in the United States conduct any of the following activities for this business? *Unaffiliated companies include firms such as independent contractors and suppliers.*

Select one for each row.

	Yes	No
a. Core production (cost of goods and services in your primary business activities)	<input type="checkbox"/>	<input type="checkbox"/>
b. Distribution and logistics (include transportation costs)	<input type="checkbox"/>	<input type="checkbox"/>
c. Marketing, sales/after-sales services.	<input type="checkbox"/>	<input type="checkbox"/>
d. Administrative or management functions	<input type="checkbox"/>	<input type="checkbox"/>
e. Research and development (R&D includes creative and systematic work undertaken in order to increase the stock of knowledge and to devise new applications of available knowledge).	<input type="checkbox"/>	<input type="checkbox"/>
f. Engineering and other technical services (includes testing and design other than R&D).	<input type="checkbox"/>	<input type="checkbox"/>
g. Information and Communication Technology (ICT) services.	<input type="checkbox"/>	<input type="checkbox"/>
h. All other operating expenses	<input type="checkbox"/>	<input type="checkbox"/>

G.4 Activities Conducted by Foreign-Unaffiliated Companies

In 2023, did any unaffiliated companies located outside the United States conduct any of the following activities for this business? *Unaffiliated companies include firms such as independent contractors and suppliers.*

Select one for each row.

	Yes	No
a. Core production (cost of goods and services in your primary business activities)	<input type="checkbox"/>	<input type="checkbox"/>
b. Distribution and logistics (include transportation costs)	<input type="checkbox"/>	<input type="checkbox"/>
c. Marketing, sales/after-sales services.	<input type="checkbox"/>	<input type="checkbox"/>
d. Administrative or management functions	<input type="checkbox"/>	<input type="checkbox"/>
e. Research and development (R&D includes creative and systematic work undertaken in order to increase the stock of knowledge and to devise new applications of available knowledge).	<input type="checkbox"/>	<input type="checkbox"/>
f. Engineering and other technical services (includes testing and design other than R&D).	<input type="checkbox"/>	<input type="checkbox"/>
g. Information and Communication Technology (ICT) services.	<input type="checkbox"/>	<input type="checkbox"/>
h. All other operating expenses	<input type="checkbox"/>	<input type="checkbox"/>

G.5 Activities Conducted by Foreign-Affiliated Companies

In 2023, did any affiliated companies located outside the United States conduct any of the following activities for this business? (*Affiliated companies located outside the United States may be a foreign subsidiary or a foreign parent*).

Select one for each row.

	Yes	No
a. Core production (cost of goods and services in your primary business activities)	<input type="checkbox"/>	<input type="checkbox"/>
b. Distribution and logistics (include transportation costs)	<input type="checkbox"/>	<input type="checkbox"/>
c. Marketing, sales/after-sales services.	<input type="checkbox"/>	<input type="checkbox"/>
d. Administrative or management functions	<input type="checkbox"/>	<input type="checkbox"/>
e. Research and development (R&D includes creative and systematic work undertaken in order to increase the stock of knowledge and to devise new applications of available knowledge).	<input type="checkbox"/>	<input type="checkbox"/>
f. Engineering and other technical services (includes testing and design other than R&D).	<input type="checkbox"/>	<input type="checkbox"/>
g. Information and Communication Technology (ICT) services.	<input type="checkbox"/>	<input type="checkbox"/>
h. All other operating expenses	<input type="checkbox"/>	<input type="checkbox"/>

G.6 Manufacturing Activities

In 2023, did this business manufacture any goods in the United States? Includes processing, assembly, labeling, packing and related services on materials and physical components.

- Yes
- No

G.7 Contracting Out Manufacturing

In 2023, did this business contract out any manufacturing tasks or otherwise purchase manufacturing services (processing, assembly, labeling, packing or related services on materials and physical components) from any unaffiliated company or from affiliated companies located outside the United States?

- Yes
- No – **Skip to ‘G.10 Contracting in Manufacturing’** on page 49.

G.8 Contracting Out Manufacturing by Company Type

In 2023, who performed the manufacturing for this business’s U.S.-located units or establishments?

Select all that apply.

- U.S.-located unaffiliated companies
- Foreign-affiliated companies
- Foreign-unaffiliated companies

G.9 Design for Contracting Out Manufacturing

In 2023, did this business provide or determine the design or specifications for goods, finished or in-process, manufactured for this business by any company type identified in the previous question?

- Yes
- No

G.10 Contracting In Manufacturing

In 2023, did this business perform any manufacturing tasks for any unaffiliated company or affiliated companies located outside the United States?

- Yes
- No – **Skip to G.13 Moving Production to the U.S. in 2023**

G.11 Contracting In Manufacturing by Company Type

In 2023, on behalf of what types of companies did this business’s U.S.-located units or establishments perform manufacturing activities?

Select all that apply.

- U.S.-located unaffiliated companies
- Foreign-affiliated companies
- Foreign-unaffiliated companies

G.12 Design for Contracting In Manufacturing

In 2023, did this business provide or determine the design or specifications for any of the goods, finished or in-process, that were manufactured by your business for any company type identified in the previous question?

- Yes
- No

G.13 Moving Production to the United States in 2023

During 2023, did this business move its production of any goods or services from another country to the United States?

- Yes
- No – **Skip to SECTION H: MANAGEMENT PRACTICES**
- Not applicable, this business does not produce goods or services outside of the United States – **Skip to SECTION H: MANAGEMENT PRACTICES**

G.14 Reasons for Moving Production to the United States in 2023

For what reasons did this business move its production of any goods or services from another country to the United States in 2023?

Select all that apply.

- Concerns about costs (e.g., labor, materials, transportation, etc.)
- Concerns about quality
- Concerns/uncertainty about supply chain
- Government incentives
- Other, (specify) ↴

- None of the above

SECTION H: MANAGEMENT PRACTICES

The following section collects information on management practices and employee training.

H.1 Managing Production Problems or Service Issues

In 2023, what best describes what happened at this business when a production problem or service issue arose?
For example, finding a quality defect in a product or piece of equipment breaking down.

- We fixed it but did not take further action.
- We fixed it and took action to make sure that it did not happen again.
- We fixed it, took action to make sure that it did not happen again and had a continuous improvement process to anticipate problems like these in advance.
- No action was taken.
- No production problem or service issue arose.

H.2 Number of Key Performance Indicators

In 2023, how many key performance indicators were monitored at this business?

Key performance indicators are formal, quantifiable measures of performance or quality at this business.

- 1-2 key performance indicators
- 3-9 key performance indicators
- 10 or more key performance indicators
- No key performance indicators – Skip to ‘**H.4 Frequency of Customer Satisfaction Monitoring**’

H.3 Frequency of Key Performance Indicators

During 2023, how frequently were the key performance indicators reviewed at this business?

Select all that apply.

- Yearly
- Quarterly
- Monthly
- Weekly
- Daily
- Hourly or more frequently
- Never

H.4 Frequency of Customer Satisfaction Monitoring

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

Select all that apply.

- Yearly
- Quarterly
- Monthly
- Weekly
- Daily
- Hourly or more frequently
- Never

H.5 Business Targets

In 2023, what best describes the timeframe of business, service, or production targets at this business?

Examples of business, service, or production targets include number of customers, production, quality, efficiency, sales, waste, and on-time delivery.

- Main focus was on short-term (less than one year) targets
- Main focus was on long-term (more than one year) targets
- Combination of short-term and long-term targets
- No targets – Skip to ‘H.7 Employee Promotion’

H.6 Level of Effort to Reach Business Targets

In 2023, how much effort did it take to achieve business, service, or production targets at this business as compared to previous years’ effort?

- Minimal effort
- Less than normal effort
- Normal effort
- More than normal effort
- Extraordinary effort

H.7 Employee Promotion

In 2023, what was the primary way employees were promoted at this business?

- Promotions were based solely on performance and ability
- Promotions were based partly on performance and ability and partly on other factors (e.g., tenure or family connections)
- Promotions were based mainly on factors other than performance and ability (e.g., tenure or family connections)
- Employees are not promoted
- Not applicable

H.8 Under-performing Employee

In 2023, was an under-performing employee reassigned or dismissed?

- Yes, within 6 months of identifying under-performing employee
- Yes, after 6 months of identifying under-performing employee
- Under-performing employees were not reassigned or dismissed
- No under-performing employees identified
- Not applicable

H.9 Employee Training Expenditures

In 2023, how much did this business spend on formal training programs?

Round to the nearest one thousand dollars. If none, report zero.

\$Bil.	Mil.	Thou.	Dol.
			0 0 0

H.10 Employee Training Participation

In 2023, what percent of employees received any formal training?

If none, report zero

				%
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If response is 0%, skip to 'Section I: Contact Information'.

H.11 Hours of Employee Training

In 2023, what was the average number of formal training hours each employee received?

Average number of hours

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H.12 Area of Employee Training

In 2023, which of the following areas did employees cover during their formal training?

Select all that apply.

- Occupational Safety and Health Administration (OSHA) or other safety training
- Other mandated or required government training (federal, state, or local)
- Improving teamwork or problem-solving skills
- Training in sales and customer service
- Training to use computers or new equipment
- Training on the same use of equipment and tools
- Other, (specify) ↴

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SECTION I: CONTACT INFORMATION

Enter the first and last name of the person who is filling out this survey. We request a telephone number so we can contact you if there is a question.

I.1 Contact Info

Contact Name

Contact Title

Area code

Phone number

-

Ext.

Email address

If you reported “yes” to ‘A.6 Business – 10% or More Ownership,’ continue to ‘I.2 Proxy reporting status’. All others, continue to ‘I.3 Remarks’.

I.2 Proxy Reporting Status

Are you an owner of this business? *An owner refers to someone who owns 10% or more of this business.*

Yes

Yes, and I am answering on behalf of other owners as well

No

I.3 Remarks: Please use this space for any explanations that may be essential in understanding your reported data.

Thank you for completing the 2024 Annual Business Survey form.

Definitions

Affiliated (company or business): Entity that is owned 10 percent or more (based on voting interest or an equivalent interest) directly or indirectly by this business.

Business process functions: Business process includes the following: (1) methods for producing goods or providing services; (2) distribution and logistics; (3) marketing and sales; (4) information and communication systems; (5) administration and management activities; and (6) product and business process development (including activities to identify, develop or adapt products or a firm's processes).

Core production activity: This term refers to your primary business activities. For manufacturing companies, core production typically involves production of physical goods. For service companies and other companies, core production refers to the main services or activities provided by your business such as Information and Communication Technology services, marketing services, etc.

Domestic (or U.S.-located): refers to a location in any of the U.S. 50 states, and the District of Columbia.

Exported goods: Value of goods including the value of equipment, supplies, materials, etc. This should equal the amounts reported in the Automated Export System's (AES) Electronic Export Information (EEI) filed with U.S. Customs and Border Protection plus the cost of transporting the goods to customers located in foreign destinations (i.e., outside the United States).

Exported services: An exported service is a service-related product (i.e., services performed, including digital service, license agreement) that is sold or transferred to, or performed for customers (individual, government, business establishment, etc.) located in foreign destinations (i.e., outside the United States).

Foreign affiliate: A foreign affiliate is an entity located outside the United States that is owned at least 10 percent (based on voting interest or an equivalent interest) directly or indirectly by the U.S. reporter.

Foreign parent (of a U.S.-located business): The first entity outside the United States in an affiliate's ownership chain that has a direct or indirect investment interest of more than 50 percent of the affiliate's voting securities.

Franchise: an authorization granted by a government or company to an individual or group enabling them to carry out specified commercial activities (e.g., providing a broadcasting service or acting as an agent for a company's products).

Goods: Usually a tangible object such as a smartphone, furniture, or packaged software, but also includes digital goods such as downloadable software, music, and film. (Exclude the simple resale of new goods and changes of a solely aesthetic nature.)

Imported goods: The value of goods purchased from customers located in foreign destinations (i.e., outside the United States) as indicated in import declarations filed with the U.S. Customs and Border Protection.

Imported services: An imported service is a service-related product (i.e., service performed, including digital service, license agreement) that is purchased from customers located in foreign destinations (i.e., outside the United States).

Intellectual property: Includes patents, processes, and trade secrets; books and music; trademarks; recorded performances and events such as radio and television programs and motion pictures; broadcast and recorded live performances and events and their content; general use computer software; franchise fees; and other (for example, digital media).

Definitions

Research and Development (R&D): Research and development (R&D) comprise creative and systematic work undertaken in order to increase the stock of knowledge and to devise new applications of available knowledge.

The term R&D does NOT include expenditures for:

- Costs for routine product testing, quality control, and technical services unless they are an integral part of an R&D project
- Market research
- Efficiency surveys or management studies
- Literary, artistic, or historical projects, such as films, music, or books and other publications
- Prospecting or exploration for natural resources

R&D activity in software INCLUDES:

- Software development or improvement activities that expand scientific or technological knowledge
- Construction of new theories and algorithms in the field of computer science

R&D activity in software EXCLUDES:

- Software development that does not depend on a scientific or technological advance, such as
 - supporting or adapting existing systems
 - adding functionality to existing application programs, and
 - routine debugging of existing systems and software
- Creation of new software based on known methods and applications
- Conversion or translation of existing software and software languages
- Adaptation of a product to a specific client, unless knowledge that significantly improved the base program was added in that process

Services: Intangible activities, such as retailing, insurance, educational courses, air travel, consulting, etc., also includes digital services. (Exclude the simple resale of new services.)

Services are intangible activities that are produced and consumed simultaneously and that change the conditions (i.e., physical, psychological, etc.) of users.

Services are the result of a production activity that changes the conditions of the consuming units or facilitates the exchange of products or financial assets. They cannot be traded separately from their production. Services can also include some knowledge-capturing products.

Unaffiliated (company or business): Entity that is owned less than 10 percent, directly or indirectly, by this business (i.e., independent contractors and suppliers).