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New or Improved Goods

E.1 During the three years 2020 to 2022, did this business introduce to the market any new or improved goods that differed significantly from this business's previous goods?

(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

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New or Improved Services

E.2 During the three years 2020 to 2022, did this business introduce to the market any new or improved services that differed significantly from this business's previous services?

(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

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Innovation and Environmental Benefits During Use of Goods or Services

E.3 During the three years 2020 to 2022, did this business introduce innovations with any of the following environmental benefits obtained during the consumption or use of a good or service by the end user? If yes, was the extent of that contribution a great deal or not? *Select one for each row.*

	Yes, a great extent	Yes, but not a great extent	No
a. Reduced energy use or CO ₂ 'footprint'	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
b. Reduced air, water, soil or noise pollution	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
c. Facilitated recycling of product after use	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
d. Extended product life through longer-lasting, more durable, or easier-to-repair products	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

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New or Improved Goods or Services as a Percent of Total Sales

E.4 In 2022, what percentage of this business's '[A.11 Domestic Sales and Revenues](#)' were attributable to or originated from domestic operations in the following categories?

Details must sum to 100% of total dollar amount of '[A.11 Domestic Sales and Revenues](#)' reported for '[A.11. Domestic Sales and Revenues](#)'. *Estimates are acceptable.*

a. New or improved [goods](#) or [services](#) introduced during 2020 to 2022 that were **new to your market** %

b. New or improved [goods](#) or [services](#) introduced during 2020 to 2022 that were **new only to this business** %

c. [Goods](#) or [services](#) that were unchanged or only marginally modified during 2020 to 2022 (include the resale of new [goods](#) or [services](#) purchased from other companies) %

Total sales in 2022 %

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Expectations

E.5 Did the new or improved [goods](#) or [services](#) introduced during 2020 to 2022 meet this business's expectations, such as market share, sales or profits as of December 2022?

- ☐ Yes, expectations were exceeded.
- ☐ Yes, expectations were met.
- ☐ No, expectations were not met.
- ☐ Too early to tell.

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Sources of New or Improved Goods or Services

E.6 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

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Most Important Innovation

E.7 Thinking about the most important good or service this business introduced during 2020 to 2022, was that **good** or **service** new to the market or new only to this business?

- ☐ **New to the market-** This business introduced a new or improved **good** or **service** that was **not previously offered** by any of your competitors (it may have already been available in other markets).
- ☐ **New only to this business-** This business introduced a new or improved **good** or **service** that was **identical or very similar** to goods or services already offered by your competitors.

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Most Important Innovation and Sales

E.8 In 2022, what percentage of this business's **domestic sales and revenues** were attributed to this business's most important innovation?
Estimates are acceptable.

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New or Improved Business Processes

E.9 During the three years 2020 to 2022, 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="radio"/>	<input type="radio"/>
b. Logistics, delivery, or distribution methods	<input type="radio"/>	<input type="radio"/>
c. Marketing methods for promotion, packaging, pricing, product placement, or after-sales services	<input type="radio"/>	<input type="radio"/>
d. Information and communication systems (including hardware, software, and data processing)	<input type="radio"/>	<input type="radio"/>
e. Administration and management activities (including decision-making, human resource management, and methods for accounting or other administrative operations)	<input type="radio"/>	<input type="radio"/>
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="radio"/>	<input type="radio"/>

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Innovation and Environmental Benefits within this Business

E.10 During the three years 2020 to 2022, did this business introduce innovations with any of the following environmental benefits obtained within this business? If yes, was the extent of that contribution a great deal or not?

	Yes, a great extent	Yes, but not a great extent	No
a. Reduced material or water use per unit of output	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
b. Reduced energy use or CO ₂ 'footprint' (i.e., reduced total CO ₂ emission)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
c. Reduced soil, noise, water, or air pollution	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
d. Replaced a share of materials with less polluting or hazardous substitutes	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
e. Replaced a share of fossil energy with renewable energy	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
f. Recycled waste, water or materials for own use or sale	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

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Improved Business Process Developers

E.11 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

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Goods, Services, or Business Process Activities

E.12 During the three years 2020 to 2022, 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="radio"/>	<input type="radio"/>
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="radio"/>	<input type="radio"/>
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="radio"/>	<input type="radio"/>
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="radio"/>	<input type="radio"/>
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="radio"/>	<input type="radio"/>
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="radio"/>	<input type="radio"/>
g. Acquisition of machinery, equipment and other tangible assets	<input type="radio"/>	<input type="radio"/>
h. Management related to innovation: Activities to plan, govern and control internal and external resources.	<input type="radio"/>	<input type="radio"/>

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Cooperation on Innovation

E.13 During the three years 2020 to 2022, 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="radio"/>	<input type="radio"/>
b. On other innovation activities (excluding R&D)	<input type="radio"/>	<input type="radio"/>
c. On any other business activities	<input type="radio"/>	<input type="radio"/>

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Cooperation Partner Locations

E.14 Indicate the type of innovation cooperation partner by location during the three years 2020 to 2022.
Select all that apply.

Type of innovation cooperation partner	United States	Canada/Mexico	Rest of World
a. Consultants, commercial labs, or private research institutes <u>outside your business group</u>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Suppliers of equipment, materials, components, or software <u>outside your business group</u>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c. Companies that are your clients or customers <u>outside your business group</u>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
d. Companies that are your competitors <u>outside your business group</u>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
e. Other companies <u>outside your business group</u>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
f. Companies <u>within your business group</u>	<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"/>
h. Government or public research institutes	<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"/>
j. Nonprofit organization	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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Reasons for No Innovation Activities

E.15 Which of the following reasons best describes why this business did not have innovation activities during the three years 2020 to 2022?

- ☐ 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

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Results of Innovation Activities

- E.16** During the three years 2020 to 2022, 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="radio"/>	<input type="radio"/>
b. Still ongoing at the end of 2022	<input type="radio"/>	<input type="radio"/>

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Activity Costs

E.17 In 2022, how much did this business spend on the [innovation activities](#) selected in the activities question and listed below?

Note that this question refers only to the year 2022 and not the three-year period, 2020-2022. Estimates are acceptable.

- [Research and development](#)
- **Engineering and design activities**
- **Marketing and brand equity activities**
- **Intellectual Property (IP) related activities**
- **Employee training**
- **Software development and database activities**
- **Acquisition of machinery, equipment and other tangible assets**
- **Management related to innovation**

Total \$,000

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R&D for Activity Costs

E.18 Of the **innovation cost** reported, how much was for research and development (creative and systematic work undertaken in order to increase the stock of knowledge and to devise new applications of available knowledge) in 2022?

R&D Innovation Costs

\$,000

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Government Support

E.19 During the three years 2020 to 2022, did this business use any of the following types of government programs (federal, state, or local) to aid innovation?

Select one for each row.

	Yes	No
a. Government tax incentive or tax credit programs: Include programs intended to support innovation activities, such as research and development or capital expenditures	<input type="radio"/>	<input type="radio"/>
b. Government grants and contributions programs: Include programs intended to support innovation activities, such as research and development , business development or commercialization of intellectual property	<input type="radio"/>	<input type="radio"/>
c. Government training and hiring programs: Include programs intended to support innovation activities, such as hiring and training of researchers, interns or other personnel	<input type="radio"/>	<input type="radio"/>
d. Government procurement: Include programs intended to support innovation, such as the procurement of new or improved goods, services or business processes	<input type="radio"/>	<input type="radio"/>
e. Other government programs: Include programs and activities to support innovation not included elsewhere, such as access to facilities, export incentives, technical assistance, market information or loans	<input type="radio"/>	<input type="radio"/>

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Barriers of Innovation

E.20 During the three years 2020 to 2022, how, if at all, were each of the following factors in discouraging this business to conduct innovation activities?

Select one for each row.

	Very discouraging	Somewhat discouraging	A little discouraging	Not at all discouraging
a. Lack of internal finance for innovation	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
b. Lack of credit or private equity	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
c. Difficulties in obtaining public grants or subsidies	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
d. Costs too high	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
e. Lack of skilled employees within this business	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
f. Lack of collaboration partners	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
g. Lack of access to external knowledge	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
h. Uncertain market demand for your ideas	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
i. Too much competition in your market	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
j. Different priorities within this business	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
k. Government regulations	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

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Business Strategies

E.21 During the three years 2020 to 2022, to what extent did this business focus on the following business strategies?

Select one for each row.

	A great extent	To some extent	To a small extent	Not at all
a. Improve existing goods or services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
b. Introduce new goods or services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
c. Reduce prices for goods or services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
d. Increase the quality of goods or services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
e. Develop a broad range of products	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
f. Develop one or a small number of key products	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
g. Satisfy established customers	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
h. Reach out to new customers	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
i. Develop standardized goods or services (i.e., goods or services are the same regardless of market or customer type)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
j. Develop customer-specific solutions (i.e., customized goods or services)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

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Additional Financing Needed

F.1 For the 12 months ending December 31, 2022, did this business need additional financing?

- ☐ Yes, business needed additional financing and the owner(s) **chose not to apply**
- ☐ Yes, business needed additional financing and the owner(s) **did apply**
- ☐ No, business **did not need** additional financing

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Reason for Avoidance of Additional Financing Needed

F.2 Why did this business choose not to apply for additional financing?

Select all that apply.

- ☐ Did not think business would be approved by lender
- ☐ Did not want to accrue debt
- ☐ Decided the financing costs would be too high
- ☐ Preferred to reinvest the business profits instead
- ☐ Felt the loan search/application process would be too time consuming
- ☐ Decided to wait until funding conditions improved
- ☐ Decided to wait until business hit milestones to be in stronger position to raise funds
- ☐ None of the above

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New Credit Sources

F.3 For the 12 months ending December 31, 2022, 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:

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New Credit Received

F.4 For the 12 months ending December 31, 2022, how much of the *total* amount of credit requested did this business receive?

- ☐ None
- ☐ Some
- ☐ All
- ☐ Don't know

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Business Financing Uses

F.5 For the 12 months ending December 31, 2022, for what purpose did this business seek financing?

Select all that apply.

- ☐ Meet operating expenses
- ☐ Expand business, pursue new opportunity, or acquire business assets
- ☐ Replace capital assets or make repairs
- ☐ Refinance or pay down debt
- ☐ Other, specify:

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Profitability

F.6 For the 12 months ending December 31, 2022, did this business have profits, losses, or break even?

- ☐ Profits
- ☐ Losses
- ☐ Break even

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Negative Impact on Profitability

F.7 For the 12 months ending December 31, 2022, which of the following negatively impacted profitability of this business? Only include responses that impacted profitability.

Select all that apply.

- ☐ Access to financial capital
- ☐ Cost of financial capital
- ☐ Finding qualified labor
- ☐ Taxes
- ☐ Government regulations (e.g., U.S. federal, state and/or local)
- ☐ Slow business or lost sales
- ☐ Customers or clients not making payments or paying late
- ☐ The unpredictability of business conditions
- ☐ Changes or updates in technology
- ☐ None of the above

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Effect of Coronavirus Pandemic on Business Sales

F.8 How would you assess the overall effect of the coronavirus pandemic on this business's sales in 2022?

- ☐ Increased significantly
- ☐ Increased somewhat
- ☐ Had little to no change
- ☐ Decreased somewhat
- ☐ Decreased significantly

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Financial Health of the Business

F.9 In 2022, how concerned were you about the financial health of this business?

- ☐ Not that concerned
- ☐ Somewhat concerned
- ☐ Very concerned

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Outstanding Debt for the Business

F.10 What is the total amount of this business's current outstanding debt?

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

Total debt

\$,000☐ Don't know[Previous](#)[Save & Continue](#)[Main Menu](#)



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Level of Operations During the Coronavirus Pandemic

F.11 Will this business be able to maintain operations into the next year (2024)?

- ☐ Yes, at or above the current level of operations
- ☐ Yes, at or below the current level of operations
- ☐ No
- ☐ Don't know

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Intellectual Property Activities

G.1 Indicate whether this business did any of the following during 2022. *Select one for each row.*

	Yes	No
a. Transferred intellectual property (IP) to others not owned by this business through participation in technical assistance or "know-how" agreements	<input type="radio"/>	<input type="radio"/>
b. Received IP from others not owned by this business through participation in technical assistance or "know how" agreements	<input type="radio"/>	<input type="radio"/>
c. Participated in cross-licensing agreements in which two or more parties grant a license to each other for the use of the subject matter claimed in one or more of the patents owned by each party	<input type="radio"/>	<input type="radio"/>
d. Allowed free use of patents or other IP owned by this business (e.g., allowing free use of software patents by the open source community)	<input type="radio"/>	<input type="radio"/>
e. Made use of open source patents or other freely available IP not owned by this business	<input type="radio"/>	<input type="radio"/>

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Domestic Operating Expenses

G.2 During 2022, how important were the following types of **intellectual property** protection to this business?
Select one for each row.

	Very important	Somewhat important	Not at all important
a. Utility patents (patents for inventions)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
b. Design patents (patents for appearance)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
c. Trademarks	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
d. Copyrights	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
e. Trade secrets	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
f. Nondisclosure agreements	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

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Production Technology for Goods and Services

6.3 During the three years 2020 to 2022, did this business adopt/use the following technologies?**a. Artificial Intelligence**

- ☐ This technology is not applicable to this business
- ☐ Applicable, but did not test or use
- ☐ Tested, but did not use as part of the processes or methods
- ☐ Used as part of the processes or methods
- ☐ Don't know

b. Cloud-Based Computing Systems and Applications

- ☐ This technology is not applicable to this business
- ☐ Applicable, but did not test or use
- ☐ Tested, but did not use as part of the processes or methods
- ☐ Used as part of the processes or methods
- ☐ Don't know

c. Specialized Software

- ☐ This technology is not applicable to this business
- ☐ Applicable, but did not test or use
- ☐ Tested, but did not use as part of the processes or methods
- ☐ Used as part of the processes or methods
- ☐ Don't know

d. Robotics

- ☐ This technology is not applicable to this business
- ☐ Applicable, but did not test or use
- ☐ Tested, but did not use as part of the processes or methods
- ☐ Used as part of the processes or methods
- ☐ Don't know

e. Specialized Equipment

- ☐ This technology is not applicable to this business
- ☐ Applicable, but did not test or use
- ☐ Tested, but did not use as part of the processes or methods
- ☐ Used as part of the processes or methods
- ☐ Don't know

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Importance of Artificial Intelligence Technology - Processes and Methods

G.4 How important was **Artificial Intelligence** for the processes and methods used by this business?

- ☐ Not important
- ☐ Somewhat important
- ☐ Very important

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Motivation for Artificial Intelligence Technology Adoption and Utilization - Processes and Methods

G.5 During the three years 2020 to 2022, why did this business adopt or use [Artificial Intelligence](#)?

Select all that apply.

- ☐ To automate tasks performed by labor
- ☐ To replace or upgrade already existing automated processes or methods
- ☐ To improve quality or reliability of processes or methods
- ☐ To improve quality or reliability of [goods](#) or [services](#)
- ☐ To expand the range of [goods](#) or [services](#)
- ☐ To adopt standards and accreditation
- ☐ Some other reason

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Impact Of Artificial Intelligence Technology On Workforce - Processes and Methods

G.6 During the three years 2020 to 2022, what were the effects of adopting or using **Artificial Intelligence** on the following?

a. The **number of workers** employed by this business

- ☐ Increased overall
- ☐ Decreased overall
- ☐ Did not change overall

b. The **skill level of workers** employed by this business

- ☐ Increased overall
- ☐ Decreased overall
- ☐ Did not change overall

c. The **scientific, technological, engineering, and mathematical skills of workers** employed by this business

- ☐ Increased overall
- ☐ Decreased overall
- ☐ Did not change overall
- ☐ Not applicable, we did not employ workers with scientific, technological, engineering and mathematical skills

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Impact Of Artificial Intelligence Technology On Worker Types - Processes and Methods

G.7 Indicate what effect **Artificial Intelligence** had on the following types of workers employed by this business during the three years 2020 to 2022.

a. The ratio of **production workers** to **nonproduction workers**

- ☐ Increased
- ☐ Decreased
- ☐ Did not change
- ☐ Not applicable, we did not employ **production workers**
- ☐ Not applicable, we did not employ **nonproduction workers**
- ☐ Not applicable, we did not employ **production workers** nor **nonproduction workers**

b. The ratio of **nonsupervisory workers** to **supervisory workers**

- ☐ Increased
- ☐ Decreased
- ☐ Did not change
- ☐ Not applicable, we did not employ **supervisory workers**
- ☐ Not applicable, we did not employ **nonsupervisory workers**
- ☐ Not applicable, we did not employ **supervisory** nor **nonsupervisory workers**

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Timing of Adoption for Artificial Intelligence - Processes and Methods

G.8 Approximately what year did this business first adopt or use **Artificial Intelligence** in processes and methods?

- ☐ Prior to 1990
- ☐ 1991-1995
- ☐ 1996-2000
- ☐ 2001-2005
- ☐ 2006-2010
- ☐ 2011-2015
- ☐ 2016-2020
- ☐ 2021-Present
- ☐ Don't know

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Importance of Cloud-Based Computing Systems and Applications Technology - Processes and Methods

G.9 How important was [Cloud-Based Computing Systems and Applications](#) for the processes and methods used by this business?

- ☐ Not important
- ☐ Somewhat important
- ☐ Very important

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Motivation for Cloud-Based Computing Systems Technology Adoption and Utilization - Processes and Methods

G.10 During the three years 2020 to 2022, why did this business adopt or use Cloud-Based Computing Systems and Applications?

Select all that apply.

- ☐ To automate tasks performed by labor
- ☐ To replace or upgrade already existing automated processes or methods
- ☐ To improve quality or reliability of processes or methods
- ☐ To improve quality or reliability of [goods](#) or [services](#)
- ☐ To expand the range of [goods](#) or [services](#)
- ☐ To adopt standards and accreditation
- ☐ Some other reason

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Impact Of Cloud-Based Computing Systems And Applications Technology On Workforce - Processes and Methods

G.11 During the three years 2020 to 2022, what were the effects of adopting or using Cloud-Based Computing Systems and Applications on the following?a. The **number of workers** employed by this business

- ☐ Increased overall
- ☐ Decreased overall
- ☐ Did not change overall

b. The **skill level of workers** employed by this business

- ☐ Increased overall
- ☐ Decreased overall
- ☐ Did not change overall

c. The **scientific, technological, engineering, and mathematical skills of workers** employed by this business

- ☐ Increased overall
- ☐ Decreased overall
- ☐ Did not change overall
- ☐ Not applicable, we did not employ workers with scientific, technological, engineering and mathematical skills

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Impact Of Cloud-Based computing systems and applications Technology On Worker Types - Processes and Methods

G.12 Indicate what effect **Cloud-Based computing systems and applications** had on the following types of workers employed by this business during the three years 2020 to 2022.

a. The ratio of **production workers** to **nonproduction workers**

- ☐ Increased
- ☐ Decreased
- ☐ Did not change
- ☐ Not applicable, we did not employ **production workers**
- ☐ Not applicable, we did not employ **nonproduction workers**
- ☐ Not applicable, we did not employ **production workers** nor **nonproduction workers**

b. The ratio of **nonsupervisory workers** to **supervisory workers**

- ☐ Increased
- ☐ Decreased
- ☐ Did not change
- ☐ Not applicable, we did not employ **supervisory workers**
- ☐ Not applicable, we did not employ **nonsupervisory workers**
- ☐ Not applicable, we did not employ **supervisory** nor **nonsupervisory workers**

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Timing of Adoption for Cloud-Based Computing Systems and Application - Processes and Methods

G.13 Approximately what year did this business first adopt or use
Cloud-Based Computing Systems and Applications in processes and methods?

- ☐ Prior to 1990
- ☐ 1991-1995
- ☐ 1996-2000
- ☐ 2001-2005
- ☐ 2006-2010
- ☐ 2011-2015
- ☐ 2016-2020
- ☐ 2021-Present
- ☐ Don't know

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Importance of Specialized Software Technology - Processes and Methods

G.14 How important was **Specialized Software** for the processes and methods used by this business?

- ☐ Not important
- ☐ Somewhat important
- ☐ Very important

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Motivation For Specialized Software Technology Adoption and Utilization - Processes and Methods

G.15 During the three years 2020 to 2022, why did this business adopt or use **Specialized Software**?

Select all that apply.

- ☐ To automate tasks performed by labor
- ☐ To replace or upgrade already existing automated processes or methods
- ☐ To improve quality or reliability of processes or methods
- ☐ To improve quality or reliability of **goods** or **services**
- ☐ To expand the range of **goods** or **services**
- ☐ To adopt standards and accreditation
- ☐ Some other reason

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Impact of Specialized Software Technology On Workforce - Processes and Methods

G.16 During the three years 2020 to 2022, what were the effects of adopting or using [Specialized Software](#) on the following?

a. The **number of workers** employed by this business

- ☐ Increased overall
- ☐ Decreased overall
- ☐ Did not change overall

b. The **skill level of workers** employed by this business

- ☐ Increased overall
- ☐ Decreased overall
- ☐ Did not change overall

c. The **scientific, technological, engineering, and mathematical skills of workers** employed by this business

- ☐ Increased overall
- ☐ Decreased overall
- ☐ Did not change overall
- ☐ Not applicable, we did not employ workers with scientific, technological, engineering and mathematical skills

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Impact Of Specialized Software Technology On Worker Types - Processes and Methods

G.17 Indicate what effect **Specialized Software** had on the following types of workers employed by this business during the three years 2020 to 2022.

a. The ratio of **production workers** to **nonproduction workers**

- ☐ Increased
- ☐ Decreased
- ☐ Did not change
- ☐ Not applicable, we did not employ **production workers**
- ☐ Not applicable, we did not employ **nonproduction workers**
- ☐ Not applicable, we did not employ **production workers** nor **nonproduction workers**

b. The ratio of **nonsupervisory workers** to **supervisory workers**

- ☐ Increased
- ☐ Decreased
- ☐ Did not change
- ☐ Not applicable, we did not employ **supervisory workers**
- ☐ Not applicable, we did not employ **nonsupervisory workers**
- ☐ Not applicable, we did not employ **supervisory** nor **nonsupervisory workers**

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Timing of Adoption for Specialized Software - Processes and Methods

G.18 Approximately what year did this business first adopt or use [Specialized Software](#) in processes and methods?

- ☐ Prior to 1990
- ☐ 1991-1995
- ☐ 1996-2000
- ☐ 2001-2005
- ☐ 2006-2010
- ☐ 2011-2015
- ☐ 2016-2020
- ☐ 2021-Present
- ☐ Don't know

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Importance of Robotics Technology - Processes and Methods

G.19 How important was **Robotics** for the processes and methods used by this business?

- ☐ Not important
- ☐ Somewhat important
- ☐ Very important

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Motivation For Robotics Technology Adoption and Utilization - Processes and Methods

G.20 During the three years 2020 to 2022, why did this business adopt or use **Robotics**?
Select all that apply.

- ☐ To automate tasks performed by labor
- ☐ To replace or upgrade already existing automated processes or methods
- ☐ To improve quality or reliability of processes or methods
- ☐ To improve quality or reliability of **goods** or **services**
- ☐ To expand the range of **goods** or **services**
- ☐ To adopt standards and accreditation
- ☐ Some other reason

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Impact Of Robotics Technology On Workforce - Processes and Methods

G.21 During the three years 2020 to 2022, what were the effects of adopting or using **Robotics** on the following?

a. The **number of workers** employed by this business

- ☐ Increased overall
- ☐ Decreased overall
- ☐ Did not change overall

b. The **skill level of workers** employed by this business

- ☐ Increased overall
- ☐ Decreased overall
- ☐ Did not change overall

c. The **scientific, technological, engineering, and mathematical skills of workers** employed by this business

- ☐ Increased overall
- ☐ Decreased overall
- ☐ Did not change overall
- ☐ Not applicable, we did not employ workers with scientific, technological, engineering and mathematical skills

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Impact Of Robotics Technology On Worker Types - Processes and Methods

G.22 Indicate what effect **Robotics** had on the following types of workers employed by this business during the three years 2020 to 2022.

a. The ratio of **production workers** to **nonproduction workers**

- ☐ Increased
- ☐ Decreased
- ☐ Did not change
- ☐ Not applicable, we did not employ **production workers**
- ☐ Not applicable, we did not employ **nonproduction workers**
- ☐ Not applicable, we did not employ **production workers** nor **nonproduction workers**

b. The ratio of **nonsupervisory workers** to **supervisory workers**

- ☐ Increased
- ☐ Decreased
- ☐ Did not change
- ☐ Not applicable, we did not employ **supervisory workers**
- ☐ Not applicable, we did not employ **nonsupervisory workers**
- ☐ Not applicable, we did not employ **supervisory** nor **nonsupervisory workers**

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Timing of Adoption for Robotics - Processes and Methods

G.23 Approximately what year did this business first adopt or use **Robotics** in processes and methods?

- ☐ Prior to 1990
- ☐ 1991-1995
- ☐ 1996-2000
- ☐ 2001-2005
- ☐ 2006-2010
- ☐ 2011-2015
- ☐ 2016-2020
- ☐ 2021-Present
- ☐ Don't know

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Importance of Specialized Equipment Technology - Processes and Methods

G.24 How important was **Specialized Equipment** for the processes and methods used by this business?

- ☐ Not important
- ☐ Somewhat important
- ☐ Very important

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Motivation for Specialized Equipment Technology Adoption and Utilization - Processes and Methods

G.25 During the three years 2020 to 2022, why did this business adopt or use **Specialized Equipment**?

Select all that apply.

- ☐ To automate tasks performed by labor
- ☐ To replace or upgrade already existing automated processes or methods
- ☐ To improve quality or reliability of processes or methods
- ☐ To improve quality or reliability of [goods](#) or [services](#)
- ☐ To expand the range of [goods](#) or [services](#)
- ☐ To adopt standards and accreditation
- ☐ Some other reason

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Impact of Specialized Equipment Technology on Workforce - Processes and Methods

G.26 During the three years 2020 to 2022, what were the effects of adopting or using **Specialized Equipment** on the following?

a. The **number of workers** employed by this business

- ☐ Increased overall
- ☐ Decreased overall
- ☐ Did not change overall

b. The **skill level of workers** employed by this business

- ☐ Increased overall
- ☐ Decreased overall
- ☐ Did not change overall

c. The **scientific, technological, engineering, and mathematical skills of workers** employed by this business

- ☐ Increased overall
- ☐ Decreased overall
- ☐ Did not change overall
- ☐ Not applicable, we did not employ workers with scientific, technological, engineering and mathematical skills

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Impact of Specialized Equipment Technology on Worker Types - Processes and Methods

G.27 Indicate what effect **Specialized Equipment** had on the following types of workers employed by this business during the three years 2020 to 2022.

a. The ratio of **production workers** to **nonproduction workers**

- ☐ Increased
- ☐ Decreased
- ☐ Did not change
- ☐ Not applicable, we did not employ **production workers**
- ☐ Not applicable, we did not employ **nonproduction workers**
- ☐ Not applicable, we did not employ **production workers** nor **nonproduction workers**

b. The ratio of **nonsupervisory workers** to **supervisory workers**

- ☐ Increased
- ☐ Decreased
- ☐ Did not change
- ☐ Not applicable, we did not employ **supervisory workers**
- ☐ Not applicable, we did not employ **nonsupervisory workers**
- ☐ Not applicable, we did not employ **supervisory** nor **nonsupervisory workers**

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Timing of Adoption for Specialized Equipment - Processes and Methods

G.28 Approximately what year did this business first adopt or use **Specialized Equipment** in processes and methods?

- ☐ Prior to 1990
- ☐ 1991-1995
- ☐ 1996-2000
- ☐ 2001-2005
- ☐ 2006-2010
- ☐ 2011-2015
- ☐ 2016-2020
- ☐ 2021-Present
- ☐ Don't know

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Impact of the Coronavirus Pandemic on Automation

G.29 During the three years 2020 to 2022, did the coronavirus pandemic affect the automation of tasks performed by labor in this business? Automation refers to automatically controlled operation of an apparatus, process, or system by mechanical or electronic devices or software that take the place of human labor.

- ☐ Yes, increased automation of tasks performed by labor
- ☐ Yes, decreased automation of tasks performed by labor
- ☐ No, did not change automation of tasks performed by labor
- ☐ Not applicable, this business did not have any tasks performed by labor that could be automated

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Impact of the Coronavirus Pandemic on Automation

G.30 During the three years 2020 to 2022, did this business sell the following technologies or provide goods or services that included the following technologies?

a. Artificial Intelligence

- ☐ Yes
☐ No
☐ Don't know

b. Cloud-Based Computing Systems and Applications

- ☐ Yes
☐ No
☐ Don't know

c. Specialized Software

- ☐ Yes
☐ No
☐ Don't know

d. Robotics

- ☐ Yes
☐ No
☐ Don't know

e. Specialized Equipment

- ☐ Yes
☐ No
☐ Don't know

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Energy or Carbon Emissions Tracking

H.1 Does this business track energy use or carbon emissions from the following sources?*Select one for each row.*

	No, does not track either	Yes, tracks energy expenditures	Yes, tracks carbon emissions	Source is not applicable to this business or is inaccessible
a. Heating of buildings	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
b. Cooling of buildings	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
c. Fleet transportation	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
d. Electricity (used for lighting, computing, HVAC, production, etc.)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
e. Thermal energy in production (e.g., from natural gas, petroleum, coal, biomass, etc.)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

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Carbon Emissions Reduction Plan

H.2 Has this business developed plans for reducing carbon emissions?

☐ Yes

☐ No

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Future Plans for Carbon Emissions

H.3 Is this business considering developing plans in the future for reducing carbon emissions?

☐ Yes

☐ No

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Carbon Emissions Strategies

H.4 Will this business implement any of the following strategies to reduce carbon emissions? *Select one for each row.*

	Yes	No
a. Eliminating products or activities reliant on fossil fuel use by changing the company's product or service mix	<input type="radio"/>	<input type="radio"/>
b. Replacing fossil fuel using activities with zero or low emissions alternatives (e.g., adding electric vehicles to the company's fleet)	<input type="radio"/>	<input type="radio"/>
c. Reducing carbon emissions by increasing the efficiency of activities using fossil fuels	<input type="radio"/>	<input type="radio"/>
d. Offsetting carbon emissions that cannot be abated by supporting projects that reduce carbon emissions elsewhere (e.g., providing funds for reforestation or capping abandoned oil wells)	<input type="radio"/>	<input type="radio"/>

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Carbon Emissions Reduction Goal Date

H.5 What is the target date for achieving this business's carbon emissions reduction goals?

- ☐ No target date set
- ☐ No later than 2030
- ☐ No later than 2040
- ☐ No later than 2050
- ☐ After 2050

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Carbon Emissions Reduction Goal Objective

H.6 How much of a reduction in carbon emissions is this business planning?

- ☐ No reduction goal set
- ☐ Less than 25% reduction
- ☐ 25%-50% reduction
- ☐ More than 50%, but less than 100% reduction
- ☐ 100% reduction

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Sustainability Alternatives

H.7 If this business is not successful at improving sustainability, does the business foresee any of the following effects? *Select one for each row.*

	Yes	No
a. Fines for lack of compliance with regulations	<input type="radio"/>	<input type="radio"/>
b. Inability to raise capital or secure credit	<input type="radio"/>	<input type="radio"/>
c. A loss of consumer trust	<input type="radio"/>	<input type="radio"/>
d. A loss of brand reputation	<input type="radio"/>	<input type="radio"/>
e. Hiring difficulties or lower employee retention	<input type="radio"/>	<input type="radio"/>
f. Financial risks associated with future policy changes such as a carbon tax	<input type="radio"/>	<input type="radio"/>
g. Lost sales due to inability to provide emissions or other environmental information to potential customers	<input type="radio"/>	<input type="radio"/>

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Sustainability Investments

H.8 Is this business making any of the following investments to improve sustainability?*Select one for each row.*

	Yes	No	Not Applicable
a. Purchase power agreements for renewable energy	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
b. Renewable energy generation on-site (e.g., solar, wind, geothermal)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
c. Battery storage or other means of saving renewable energy generation for later use	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
d. Improved energy efficiency and management	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
e. Engineering innovation to improve sustainability of our materials (e.g., innovating to produce goods with lower CO ₂ content)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
f. Redesigning processes to make similar products with less environmental impacts	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
g. Elimination of waste through circular economy or design for re-use strategies	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
h. Recycling initiative going beyond municipal mandates	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

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Extreme Weather Events and Impact

H.9 During the three years 2020 to 2022, has this business experienced monetary losses due to extreme weather events? *For example, hurricanes, floods, droughts, wildfires, or heat waves.*

Include:

- Incurred costs
- Losses of sales or assets

- ☐ Yes
- ☐ No
- ☐ Don't know

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Investments to Mitigate Risks

H.10 During the three years 2020 to 2022, has this business undertaken investments to reduce the risk of damages caused by extreme weather events? *For example, hurricanes, floods, droughts, wildfires, or heat waves.*

- ☐ Yes
- ☐ No
- ☐ Don't Know

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Future Impacts Due to Extreme Weather

H.11 During the next decade, how likely is this business to experience negative impacts from extreme weather events? *For example, hurricanes, floods, droughts, wildfires, or heat waves.*

- ☐ Not at all likely
- ☐ A little likely
- ☐ Somewhat likely
- ☐ Very likely
- ☐ Extremely likely

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Contact Information

I.1 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.

Contact Name

Title

Area Code

Number

Ext.

Email Address

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Remarks

I.2 Additional Remarks: Please use this space for any explanations that may be essential in understanding your reported data.

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