

For Office Use Only

ENTREPRENEURIAL STUDY



The University of Michigan
Survey Research Center
Institute for Social Research
Ann Arbor, MI 48106

SECOND INTERVIEW

1. Coversheet ID #'s:

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10. INTERVIEWER CHECKPOINT:

<u>COMPLETE:</u>	
<input type="checkbox"/>	1. IW COMPLETED WITH <u>NO</u> INTERRUPTION REQUIRING CALLBACK
<input type="checkbox"/>	2. IW COMPLETED WITH ONE OR MORE INTERRUPTIONS REQUIRING CALLBACK

3. Interviewer's ID No. _____

4. Date IW Began _____

5. Date IW Completed _____

6. Length of IW _____ (Minutes)

7. Length of Edit _____ (Minutes)

8. Supervisor's ID No. _____

9. Coders' ID No. _____

THE FOLLOWING STATEMENT MUST BE READ TO ALL RESPONDENTS:

This interview is confidential and completely voluntary--if we should come to any question that you don't want to answer, just let me know and we'll go on to the next question.

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500 SECTION

R501. About a year ago, you (said you were/may have been) actively involved in helping start a business, (BUSINESS NAME) which engaged in (ACTIVITY).

Are you still involved as an owner with this new firm start-up or business?

1. YES	2. NO	8. DON'T KNOW
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R502. How would you describe the current status of this start-up effort? Is it now an operating business, still in an active start-up phase, still a start-up but currently inactive, no longer being worked on by anyone, or something else?

1. OPERATING BUSINESS	2. ACTIVE START-UP	3. INACTIVE START-UP	4. NO LONGER WORKED ON BY ANYONE	5. SOMETHING ELSE	8. DON'T KNOW
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GO TO R503a
GO TO R511y
↓

R502a. Since the current status of this start-up effort doesn't fit these categories, how would you describe it?

R503. If you had to put the current status of the start-up effort into one category, would you say it is now an operating business, still in an active start-up phase, still a start-up but currently inactive, or no longer being worked on by anyone?

1. OPERATING BUSINESS	2. ACTIVE START-UP	3. INACTIVE START-UP	4. NO LONGER WORKED ON BY ANYONE
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GO TO R503a
GO TO R511y

R503a. DATA CHECKPOINT

1.	R IS STILL INVOLVED AS OWNER OF BUSINESS (R501 IS 1) -> GO TO R507
2.	R IS NO LONGER INVOLVED AS OWNER OF BUSINESS (R501 IS NOT 1) -> GO TO R511y

R507. Last year, you told us that your business (BUSINESS NAME) was engaged in (ACTIVITY). Is this still an accurate description of the business activity?

1. YES GO TO R511g	2. NO	8. DON'T KNOW
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↓

R508. How would you now describe the major product or service of this new business?

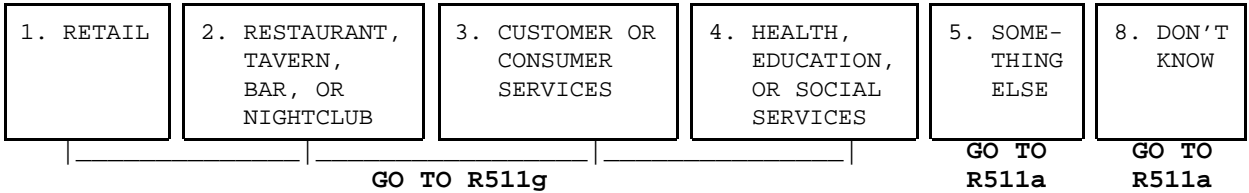
R509. Would you consider this a slight variation from the emphasis of a year ago or a major redirection? In other words, would you now describe the business in completely different terms?

1. YES, MAJOR REDIRECTION/ COMPLETELY NEW DESCRIPTION	2. NO, SLIGHT VARIATION/ SAME DESCRIPTION	8. DON'T KNOW
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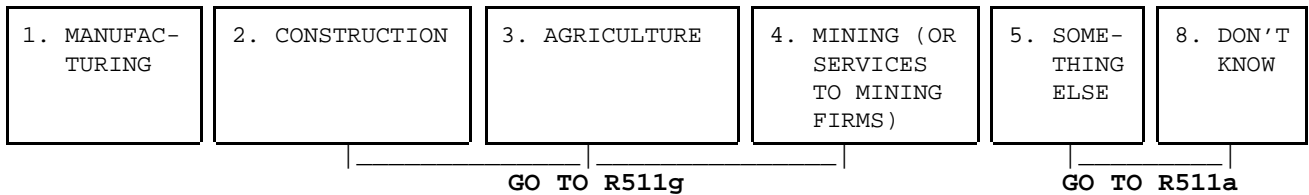
GO TO R511g

R510. Why was the business emphasis changed (from one year ago)?

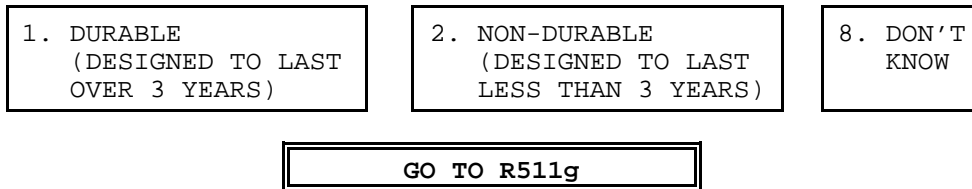
R511. Would you consider this new business to be in retail; a restaurant, tavern, bar, or nightclub; customer or consumer services, such as a repair shop, motel, or rental agency; health, education, or social services; or something else?



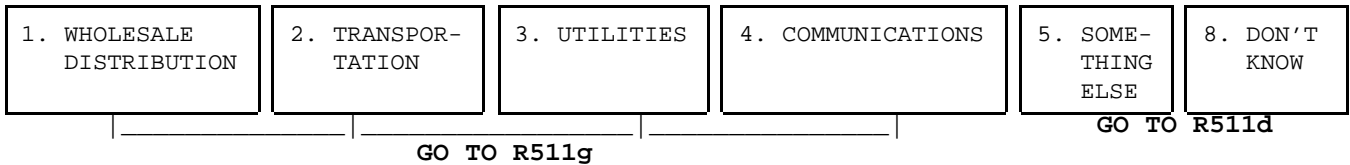
R511a. Would you consider this new business to be in manufacturing, construction, agriculture, mining, or something else?



R511b. Would you say it is making a product that is durable -- designed to last over three years, or non-durable -- designed to last less than three years?



R511c. Would you consider this new business to be in wholesale distribution, transportation, utilities, communications, or something else?



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R511d. Would you consider this new business to be in finance, insurance, real estate, some type of business consulting or service, or something else?

1. FINANCE	2. INSURANCE (INCLUDING BROKERS)	3. REAL ESTATE	4. BUSINESS CONSULTING OR SERVICE	5. SOME- THING ELSE	8. DON'T KNOW
GO TO R511g			GO TO R511f		

R511e. What would best describe the type of business service or consulting -- will this be a law or accounting practice; a computer or world wide web programming firm; provide business consulting; provide business services, such as bookkeeping, credit bureaus, temporary help agencies, or copy services; or something else?

1. LAW OR ACCOUNTING PRACTICE	2. COMPUTER/ WORLD WIDE WEB PROGRAMMING	3. BUSINESS CONSULTING	4. BUSINESS SERVICES (BOOKKEEP., CREDIT BUREAUS, ETC.)	5. SOME- THING ELSE	8. DON'T KNOW
GO TO R511g					

R511f. Your business does not seem to fit into any of these categories, how would you describe it?

R511g. DATA CHECKPOINT

1.	INFORMATION ON BUSINESS NAME IS MISSING (Q105) -> GO TO R511k
2.	INFORMATION ON BUSINESS NAME ALREADY COLLECTED -> GO TO R511m

R511k. When we spoke to you last year, your business did not yet have a name. What is now the name of this new business -- that is, what do you call it when you talk with others about it?

GO TO R511y

R511m. Last year, you told us your business was called (BUSINESS NAME). Is this still the name of the business?

1. YES

2. NO

8. DON'T KNOW

GO TO R511y

R511n. What is the name of this new business or start-up? (What do you call it when you talk with others about it?)

R511y. TIME STAMP: _____

6

R514. DATA CHECKPOINT

1.	IF NO LONGER INVOLVED IN BUSINESS (R501 NOT = 1) -> GO TO R535
2.	IF OPERATING BUSINESS (R503 = 1)OR (R502 = 1) -> GO TO R560
3.	IF ACTIVE START-UP (R503 = 2) OR (R502 = 2) -> GO TO R515
4.	IF INACTIVE START-UP (R503 = 3) OR (R502 = 3) -> GO TO R525
5.	IF NO ONE WORKS ON BUSINESS (R503 = 4) OR (R502 = 4) -> GO TO R535
6.	ELSE -> GO TO R790

ACTIVE START-UP

R515. You said you are still working on getting this new business up and running. Is that correct?

1. YES ↓	2. NO (BACK TO BEGINNING TO CORRECT) GO TO R501	8. DON'T KNOW (BACK TO BEGINNING TO CORRECT) GO TO R501
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R517. What are the major problems to be overcome before you can get the new business up and running?

GO TO R565

R518. How much longer do you expect to work on starting this business before you will get it up and running or give up?

1. HOURS (SPECIFY: _____)

2. DAYS (SPECIFY: _____)

3. WEEKS (SPECIFY: _____)

4. MONTHS (SPECIFY: _____)

5. YEARS (SPECIFY: _____)

8. DON'T KNOW

R519. How much more time do you expect to devote to trying to start this new business?

1. HOURS (SPECIFY: _____)

2. DAYS (SPECIFY: _____)

3. WEEKS (SPECIFY: _____)

4. MONTHS (SPECIFY: _____)

5. YEARS (SPECIFY: _____)

8. DON'T KNOW

R520. How much more time, in total would you expect the other members of the start up team, if any, to devote to the new business?

1. HOURS (SPECIFY: _____)

2. DAYS (SPECIFY: _____)

3. WEEKS (SPECIFY: _____)

4. MONTHS (SPECIFY: _____)

5. YEARS (SPECIFY: _____)

6. (VOLUNTEERED:)
NO START-UP TEAM

8. DON'T KNOW

8

R521. How much more money do you expect to contribute to the new business, either as a loan or an equity investment?

ENTER DOLLAR AMOUNT (0-100,000,000): _____

999999998. DON'T KNOW

R522. What is the probability that this business will ever be up and running as an operating business? For instance, 10%, 50%, 100% ...?

ENTER ACTUAL PERCENT (0-100): _____

998. DON'T KNOW

R523y. TIME STAMP: _____

GO TO R790

INACTIVE START-UP

R525. Earlier you said you are still involved with the business but are not currently active in trying to establish the business. Is that correct?

1. YES



2. NO

GO TO R501

8. DON'T KNOW

GO TO R501

R527. What do you think are the major problems to be overcome before you can get the new business up and running?

R528. What might happen to cause you completely give-up on this start-up?

R528a. Is there anything else that would cause you to completely give up on this start-up?

R529. How much longer do you think it will be before this business is up and running?

1. HOURS (SPECIFY: _____)

2. DAYS (SPECIFY: _____)

3. WEEKS (SPECIFY: _____)

4. MONTHS (SPECIFY: _____)

5. YEARS (SPECIFY: _____)

8. DON'T KNOW

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R530. How much more time do you expect to devote to trying to start this new business?

1. HOURS (SPECIFY: _____)

2. DAYS (SPECIFY: _____)

3. WEEKS (SPECIFY: _____)

4. MONTHS (SPECIFY: _____)

5. YEARS (SPECIFY: _____)

8. DON'T KNOW

R531. How many more hours, in total, would you expect the other members of the start up team, if any, to devote to the new business?

1. HOURS (SPECIFY: _____)

2. DAYS (SPECIFY: _____)

3. WEEKS (SPECIFY: _____)

4. MONTHS (SPECIFY: _____)

5. YEARS (SPECIFY: _____)

0. NO START-UP TEAM (VOL)

8. DON'T KNOW

R532. How much more money do you expect to contribute to the new business, either as a loan or an equity investment?

ENTER DOLLAR AMOUNT (0-100,000,000): _____

999999998. DON'T KNOW

R533. What is the probability that this business will ever be up and running as an operating business? For instance, 10%, 50%, 100% ...?

ENTER ACTUAL PERCENT (0-100): _____

998. DON'T KNOW

R533y. TIME STAMP: _____

GO TO R790

NO LONGER WORKED ON BY ANYONE

R535. Earlier you said you had given up on this new start-up. Is that correct?

1. YES



2. NO

GO TO R501

8. DON'T KNOW

GO TO R501

R537. In what year did you quit the start-up?

YEAR (4 digits): _____

9998. DON'T KNOW

R537a. And in what month (did you quit the start-up)?

MONTH/SEASON: _____

98. DON'T KNOW

R538. When you got involved in this start-up, what was the probability that it would become an operating business? For instance, 10%, 50%, 100% ...?

ENTER ACTUAL PERCENT (0-100): _____

998. DON'T KNOW

R539. Earlier you said you had stopped trying to start the new business. What is the MOST IMPORTANT reason you gave up?

R539a. What was the SECOND MOST IMPORTANT reason you gave up?

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R540. I'm going to read a list of reasons why people sometimes give up trying to start a business. For each one, please tell me how important it was as a reason why you gave up trying to start this business. First...

R541a. ... YOU COULDN'T GET ALONG WITH YOUR PARTNERS?

(Was that a very important, somewhat important, somewhat unimportant, or very unimportant reason why you gave up trying to start this business?)

1. VERY IMPORTANT	2. SOMEWHAT IMPORTANT	3. SOMEWHAT UNIMPORTANT	4. VERY UNIMPORTANT	8. DON'T KNOW
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R541b. ... YOU WERE LOSING TOO MUCH MONEY?

(Was that a very important, somewhat important, somewhat unimportant, or very unimportant reason why you gave up trying to start this business?)

1. VERY IMPORTANT	2. SOMEWHAT IMPORTANT	3. SOMEWHAT UNIMPORTANT	4. VERY UNIMPORTANT	8. DON'T KNOW
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R541c. ... TO LOOK FOR, OR TAKE A JOB WITH, ANOTHER COMPANY?

(Was that a very important, somewhat important, somewhat unimportant, or very unimportant reason why you gave up trying to start this business?)

1. VERY IMPORTANT	2. SOMEWHAT IMPORTANT	3. SOMEWHAT UNIMPORTANT	4. VERY UNIMPORTANT	8. DON'T KNOW
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R541d. ... TO START ANOTHER COMPANY?

(Was that a very important, somewhat important, somewhat unimportant, or very unimportant reason why you gave up trying to start this business?)

1. VERY IMPORTANT	2. SOMEWHAT IMPORTANT	3. SOMEWHAT UNIMPORTANT	4. VERY UNIMPORTANT	8. DON'T KNOW
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R541e. ... YOU WERE WORKING TOO HARD OR TOO MANY HOURS?

(Was that a very important, somewhat important, somewhat unimportant, or very unimportant reason why you gave up trying to start this business?)

1. VERY IMPORTANT	2. SOMEWHAT IMPORTANT	3. SOMEWHAT UNIMPORTANT	4. VERY UNIMPORTANT	8. DON'T KNOW
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R541f. ... TO ACHIEVE A BETTER BALANCE BETWEEN WORK AND OTHER PARTS OF YOUR LIFE?

(Was that a very important, somewhat important, somewhat unimportant, or very unimportant reason why you gave up trying to start this business?)

1. VERY IMPORTANT	2. SOMEWHAT IMPORTANT	3. SOMEWHAT UNIMPORTANT	4. VERY UNIMPORTANT	8. DON'T KNOW
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R541g. ... IT JUST WASN'T FUN ANYMORE?

(Was that a very important, somewhat important, somewhat unimportant, or very unimportant reason why you gave up trying to start this business?)

1. VERY IMPORTANT	2. SOMEWHAT IMPORTANT	3. SOMEWHAT UNIMPORTANT	4. VERY UNIMPORTANT	8. DON'T KNOW
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R541h. ... TO RETIRE?

(Was that a very important, somewhat important, somewhat unimportant, or very unimportant reason why you gave up trying to start this business?)

1. VERY IMPORTANT	2. SOMEWHAT IMPORTANT	3. SOMEWHAT UNIMPORTANT	4. VERY UNIMPORTANT	8. DON'T KNOW
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R542. Before you got involved in the start-up, what did you think would be the most important problem to overcome?

R543. Were you surprised by any of the problems you did encounter?

1. YES ↓	2. NO GO TO R544	8. DON'T KNOW GO TO R544
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R543a. What was the MAIN problem that was a surprise?

R543b. If you had expected this problem, do you think it would have been possible to prevent it from being a serious issue?

1. YES	2. NO	8. DON'T KNOW
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↓

GO TO R543d

R543c. What would you have done, if you had expected this problem?

GO TO R544

R543d. How would you deal with it if it happened again?

R544. If you were to get involved in another start-up, would it be easier for you to recognize potential problems?

1. YES	2. NO	8. DON'T KNOW
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↓

GO TO R545

GO TO R545

R544a. What kinds of problems would be easier for you to recognize?

R545. Now that you are no longer involved in this start-up effort, are you: going back to your old job, working at a new job, working on another start-up, looking for work, or doing something else?

1. GOING/WENT BACK TO OLD JOB	2. WORKING AT NEW JOB	3. WORKING ON ANOTHER START-UP	4. LOOKING FOR WORK	7. SOMETHING ELSE, (SPECIFY:_____)	8. DON'T KNOW
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R546. Would you say that you expect to be involved in another start-up: never again, under the right conditions, or most certainly?

1. NEVER AGAIN	2. UNDER THE RIGHT CONDITIONS	3. MOST CERTAINLY	8. DON'T KNOW
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GO TO R552

R547. Under what conditions would you work on another start-up?

R547a. Why would you want to work on another start-up?

(NOTE: If R545 = 3 use first fill; Else use second fill)

R548. What (are you doing/would you do) differently on (this/the next) start-up?

R549. What would be the MOST CRITICAL information or resource you would try to locate for the next start-up?

R549a. Do you think it would be very easy, moderately easy, moderately difficult, or extremely difficult to locate this information or resource?

1. VERY EASY	2. MODERATELY EASY	3. MODERATELY DIFFICULT	4. EXTREMELY DIFFICULT	8. DON'T KNOW
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R550. If you got involved in another start-up, do you think the chances it would become an operating business will be better, about the same, or worse than for this last start-up effort?

1. BETTER	2. ABOUT THE SAME	3. WORSE	8. DON'T KNOW
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R551. Given your recent experience, what probability would you now give to a similar start-up to become an operating business? For instance, 10%, 50%, 100% ...?

ENTER ACTUAL PERCENT (0-100): _____	998. DON'T KNOW
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R552. Based on your recent experience with this start-up, what is the most important advice you would give others trying to start a new business?

R553. (You may have already answered this, but...)

Are others still involved in this start-up effort (or business)?

1. YES	2. NO	8. DON'T KNOW
	GO TO R555	GO TO R555

R553a. Why are they still trying?
(Why do they think it is worthwhile?)

R554. To your knowledge, what would be the most accurate description of the current status of this start-up effort: others are still working on the start-up; others now have an operating business; the start-up effort or business has been sold; or something else?

1. OTHERS STILL
WORKING ON START-UP

2. OTHERS HAVE
OPERATING BUSINESS

3. START-UP OR
BUSINESS HAS
BEEN SOLD

7. OTHER
(SPECIFY: _____)

8. DON'T KNOW

GO TO R556

R555. In what year did you have this information about the status of this start-up?

YEAR (4 digits): _____

9998. DON'T KNOW

GO TO R556

R555a. And in what month (did you have this information about the status of this start-up)?

MONTH/SEASON: _____

98. DON'T KNOW

R556. Is there someone else who would know about the current status of this start-up or business?

Could you please give us the name, location, and phone number of someone else involved in the start-up or business who would know about the current status of this start-up effort?

1. YES, WILL
PROVIDE INFO

2. NO, WILL NOT
PROVIDE INFO

3. NO, THERE IS
NO ONE ELSE

8. DON'T KNOW

GO TO R556y

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R556a. What is the name of the person who would know the current status of this start-up effort?

ENTER FIRST AND LAST NAME: _____

R556b. And what is (NAME FROM 556a)'s phone number, including area code?

ENTER AREA CODE AND PHONE NUMBER: _____

R556c. In what city and state does this person live?

ENTER CITY AND STATE: _____

R556y. TIME STAMP: _____

GO TO R790

OPERATING BUSINESS

R560. You said you considered the new business as an operating business. Is that correct?

1. YES

2. NO (BACK TO BEGINNING TO CORRECT)

GO TO R501

8. DON'T KNOW (BACK TO BEGINNING TO CORRECT)

GO TO R501

R562. Was there one or more critical event that turned the start-up into an operating business?

1. YES



2. NO

GO TO R563

8. DON'T KNOW

GO TO R563

R562a. What event or events turned the start-up into an operating business?

R563. In what year did the firm become an operating business?

YEAR (4 digits): _____

9998. DON'T KNOW

GO TO R565

R563a. And in what month (did the firm become an operating business)?

MONTH/SEASON: _____

98. DON'T KNOW

R565. I will read a list of things people sometimes do when starting a business. Please tell me if YOU have done any of the following.

R565a. DATA CHECKPOINT

1.	YEAR STARTED THINKING ABOUT BUSINESS (Q110)= NOT ANSWERED -> GO TO R566
2.	YEAR STARTED THINKING ABOUT BUSINESS (Q110) = ANSWERED -> GO TO R568

R566. First... Did you spend a lot of time thinking about starting the new business, or did the idea suddenly occur?

1. SPENT A LOT TIME THINKING	2. IDEA SUDDENLY OCCURRED	7. OTHER (SPECIFY: _____)	8. DON'T KNOW
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GO TO R568

R567. In what year did you start to think about this new business?

YEAR (4 digits): _____	9998. DON'T KNOW
------------------------	------------------

GO TO R568

R567a. And in what month (did you start to think about this new business)?

MONTH/SEASON: _____	98. DON'T KNOW
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(NOTE: If year started work on business plan (Q115) not answered, use first fill in R568.)

R568. In our previous interview, you indicated that you had (not prepared a business plan at that time. Have you now prepared a business plan?/ prepared a business plan.) Is this correct?

(A BUSINESS PLAN USUALLY OUTLINES THE MARKETS TO BE SERVED, THE PRODUCTS OR SERVICES TO BE PROVIDED, THE RESOURCES REQUIRED -- INCLUDING MONEY -- AND THE **EXPECTED GROWTH AND PROFIT FOR THE NEW BUSINESS.**)

1. YES	2. NO	8. DON'T KNOW
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GO TO R570

R568a. DATA CHECKPOINT

1. YEAR STARTED WORKING ON BUSINESS PLAN (Q115) NOT ANSWERED -> GO TO R569

2. YEAR STARTED WORKING ON BUSINESS PLAN (Q115) ANSWERED -> GO TO R568b

R568b. DATA CHECKPOINT

1. IF PROCESS NOT COMPLETED (Q113=2) --> GO TO R571

2. OTHERS -> GO TO R572

R569. Has it (preparing a business plan) not yet been done, or is it not relevant to this business?

1. NOT YET DONE

2. NOT RELEVANT TO
THIS BUSINESS

8. DON'T KNOW

GO TO R572b

R570. Is it (the business plan) in process or completed?

1. IN PROCESS

2. COMPLETED

8. DON'T KNOW

R571. What is the current form of your business plan -- unwritten or in your head, informally written, formally prepared, or something else?

1. UNWRITTEN/IN HEAD

2. INFORMALLY WRITTEN

3. FORMALLY PREPARED

7. SOMETHING ELSE
(SPECIFY: _____)

8. DON'T KNOW

R571a.

1. IF (Q115) NOT ANSWERED -> GO TO R572

2. IF (Q115) ANSWERED -> GO TO R572b

R572. In what year did work on the business plan begin?

YEAR (4 digits): _____	9998. DON'T KNOW
------------------------	------------------

GO TO R572b

R572a. And in what month (did work on the business plan begin)?

MONTH/SEASON: _____	98. DON'T KNOW
---------------------	----------------

R572b. DATA CHECKPOINT

1.	IF YEAR ORGANIZED START-UP (Q119) NOT ANSWERED -> GO TO R573
2.	IF YEAR ORGANIZED START-UP (Q119) ANSWERED -> GO TO R575

R573. Has a start-up team been organized?

(A start-up team is more than one person that helps to put the firm in place, expecting to share ownership. If both married partners own and operate a business, that is a start-up team.)

1. YES	2. NO	8. DON'T KNOW
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GO TO R575

R574. Will a start-up team be organized, or is it not relevant to this business?

1. TEAM WILL BE ORGANIZED	2. NOT RELEVANT TO THIS BUSINESS	8. DON'T KNOW
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GO TO R577

(NOTE: If Q119 answered, use fill in R575)

R575. (In out previous interview, you said organizing a start-up team began in (MONTH, YEAR)).

Is this process completed?
(ORGANIZING A START-UP TEAM)

1. IN PROCESS	2. COMPLETED	8. DON'T KNOW
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R575a. DATA CHECKPOINT

1. IF (Q119) ANSWERED -> GO TO R577

2. IF (Q119) NOT ANSWERED -> GO TO R576

R576. In what year did organizing a start-up team begin?

YEAR (4 digits): _____

9998. DON'T KNOW

GO TO R577

R576a. And in what month (did organizing a start-up team begin)?

MONTH/SEASON: _____

98. DON'T KNOW

R577. At what stage of development is the product or service this start-up will be selling: 1) Completed and ready for sale or delivery; 2) A prototype or procedure has been tested with customers; 3) A model or procedure is being developed; or 4) Still in the idea stage?

1. COMPLETED AND READY
FOR SALE OR DELIVERY

2. PROTOTYPE/PROCEDURE
TESTED WITH CUSTOMERS

3. MODEL/PROCEDURE IS
BEING DEVELOPED

4. STILL IN THE IDEA STAGE

GO TO R578b

0. NO WORK HAS BEEN
DONE ON A PRODUCT
OR SERVICE (VOL)

8. DON'T KNOW

GO TO R578b

GO TO R578b

R577a. DATA CHECKPOINT

1. IF (Q121) Year Developed Model ANSWERED -> GO TO R578b

2. IF (Q119) NOT ANSWERED -> GO TO R578

R578. In what year did developing the model or procedures begin (for the product or service this start-up will be selling)?

YEAR (4 digits): _____	9998. DON'T KNOW
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GO TO R578b

R578a. And in what month (did developing the model or procedures for the product or service this start-up will be selling begin)?

MONTH/SEASON: _____	98. DON'T KNOW
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R578b. DATA CHECKPOINT

<table border="1"><tr><td>1.</td><td>IF YEAR MARKETING/PROMOTION BEGAN (Q123) = NOT ANSWERED -> GO TO R579</td></tr></table>	1.	IF YEAR MARKETING/PROMOTION BEGAN (Q123) = NOT ANSWERED -> GO TO R579
1.	IF YEAR MARKETING/PROMOTION BEGAN (Q123) = NOT ANSWERED -> GO TO R579	
<table border="1"><tr><td>2.</td><td>IF YEAR MARKETING/PROMOTION BEGAN (Q123) = ANSWERED -> GO TO R580b</td></tr></table>	2.	IF YEAR MARKETING/PROMOTION BEGAN (Q123) = ANSWERED -> GO TO R580b
2.	IF YEAR MARKETING/PROMOTION BEGAN (Q123) = ANSWERED -> GO TO R580b	

R579. Have marketing or promotional efforts been started (for the product or service this start-up will be selling)?

1. YES	2. NO	8. DON'T KNOW
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GO TO R580b GO TO R580b

R580. In what year did marketing or promotion begin (For the product or service this start-up will be selling)?

YEAR (4 digits): _____	9998. DON'T KNOW
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GO TO R580b

R580a. And in what month (did marketing or promotion begin for the product or service this start-up will be selling)?

MONTH/SEASON: _____	98. DON'T KNOW
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R580b. DATA CHECKPOINT

1. IF YEAR APPLICATION FOR PATENT/COPYRIGHT BEGAN (Q127) = ANSWERED ->
GO TO R583

2. IF YEAR APPLICATION FOR PATENT/COPYRIGHT BEGAN (Q127) = NOT ANSWERED ->
GO TO R581

R581. Has an application for a patent, copyright, or trademark relevant to this new business been submitted?

1. YES

GO TO R583

2. NO

8. DON'T KNOW

R582. Will a patent, copyright, or trademark application related to this business be submitted, or is it not relevant?

1. WILL BE SUBMITTED

GO TO R584

2. NOT RELEVANT

GO TO R584y

8. DON'T KNOW

GO TO R584y

(NOTE: If Q127 answered use fill in R583)

R583. (In our previous interview, you said an application for a patent, copyright, or trademark relevant to this new business had been submitted.) Has the patent, copyright, or trademark been granted or is it in the process?

1. GRANTED (COMPLETED)

2. IN PROCESS

8. DON'T KNOW

R583a. DATA CHECKPOINT

1. IF (Q127) = ANSWERED -> GO TO R584y

2. IF (Q127) = NOT ANSWERED -> GO TO R584

R584. In what year did preparation of an application for a patent, copyright, or trademark begin?

YEAR (4 digits): _____

9998. DON'T KNOW

GO TO R584y

R584a. And in what month (did preparation of an application for a patent, copyright, or trademark begin)?

MONTH/SEASON: _____

98. DON'T KNOW

R584y. DATA CHECKPOINT

1. IF YEAR PURCHASES BEGAN (Q130) = ANSWERED -> GO TO R587b

2. IF YEAR PURCHASES BEGAN (Q130) = NOT ANSWERED -> GO TO R585

R585. Have any raw materials, inventory, supplies, or components for the start-up been purchased?

1. YES

GO TO R587

2. NO

8. DON'T KNOW

GO TO R587b

R586. Will any raw materials, inventory, supplies, or components be purchased, or is this not relevant?

1. INTEND TO PURCHASE

GO TO R587b

2. NOT RELEVANT

GO TO R587b

8. DON'T KNOW

GO TO R587b

R587. In what year did these purchases begin (raw materials, inventory, supplies, or components)?

YEAR (4 digits): _____

9998. DON'T KNOW

GO TO R587b

R587a. And in what month (did purchases of raw materials, inventory, supplies, or components begin)?

MONTH/SEASON: _____

98. DON'T KNOW

R587b. DATA CHECKPOINT

1. IF (Q133) YEAR EQUIPMENT BEGAN IS ANSWERED -> GO TO R590b

2. IF (Q133) YEAR EQUIPMENT BEGAN IS NOT ANSWERED -> GO TO R588

R588. Have any major items like equipment, facilities, or property been purchased, leased, or rented for the new start-up?

("MAJOR" = ANY ITEM WITH A RETAIL VALUE OR SALE VALUE OF \$1,000 OR MORE)

(THIS COULD BE PHYSICAL SPACE OR INTERNET SPACE, LIKE A WEBSITE)

1. YES

GO TO R590

2. NO

8. DON'T KNOW

GO TO R590

R589. Will there be a purchase, lease, or rent of any major items like equipment, facilities, or property, or is this not relevant?

("MAJOR" = ANY ITEM WITH A RETAIL VALUE OR SALE VALUE OF \$1,000 OR MORE)

(THIS COULD BE PHYSICAL SPACE OR INTERNET SPACE, LIKE A WEBSITE)

1. WILL BE A PURCHASE,
LEASE OR RENT

2. NOT RELEVANT

8. DON'T KNOW

GO TO R590b

R590. In what year did purchases, leases, or rental agreements begin?

YEAR (4 digits): _____

9998. DON'T KNOW

GO TO R556

R590a. And in what month (did purchases, leases, or rental agreements begin)?

MONTH/SEASON: _____

98. DON'T KNOW

R590b. DATA CHECKPOINT

1. IF (Q136) YEAR DEFINE MARKET IS ANSWERED -> GO TO R593y

2. IF (Q136) YEAR DEFINE MARKET IS NOT ANSWERED -> GO TO R591

R591. Has an effort been made to define the market opportunities by talking with potential customers or getting information about the competition?

(IF R HAS BEGUN PROCESS, ENTER 1 FOR "YES")

1. YES GO TO R593	2. NO ↓	8. DON'T KNOW GO TO R593y
----------------------	------------	------------------------------

R592. Will an effort be made to define the market opportunities, or is this not relevant?

1. EFFORT WILL BE MADE TO DEFINE OPPORTUNITIES	2. NOT RELEVANT	8. DON'T KNOW
GO TO R793y		

R593. In what year did defining the market opportunities begin?

YEAR (4 digits): _____	9998. DON'T KNOW GO TO R593y
------------------------	---------------------------------

R593a. And in what month (did defining the market opportunities begin)?

MONTH/SEASON: _____	98. DON'T KNOW
---------------------	----------------

R593y.DATA CHECKPOINT

1. IF (Q138) YEAR FINANCIAL PROJECTIONS = ANSWERED -> GO TO R595b
2. IF (Q138) YEAR FINANCIAL PROJECTIONS = NOT ANSWERED -> GO TO R594

R594. Have projected financial statements, such as income and cash flow statements or break-even analysis, been developed?

1. YES

2. NO

8. DON'T KNOW

GO TO R595b

GO TO R595b

R595. In what year did financial projections begin?

YEAR (4 digits): _____

9998. DON'T KNOW

GO TO R595b

R595a. And in what month (did financial projections begin)?

MONTH/SEASON: _____

98. DON'T KNOW

R595b. DATA CHECKPOINT:

1. IF (Q142) YEAR BEGAN TO SAVE FOR BUSINESS IS ANSWERED -> GO TO R597
2. IF (Q142) YEAR BEGAN TO SAVE FOR BUSINESS IS NOT ANSWERED -> GO TO R596

R596. Are you now saving money to invest in this business?

1. YES

2. NO

8. DON'T KNOW

GO TO R598

GO TO R598

(NOTE: If Q142 answered, use fill in R597)

R597. (In our previous interview, you said you were saving money to invest in this business.) Have you finished saving money to invest in the new firm, or is that still in process?

1. FINISHED SAVING MONEY

2. STILL IN PROCESS

8. DON'T KNOW

R597a. DATA CHECKPOINT

1. IF (Q142) YEAR BEGAN TO SAVE FOR BUSINESS IS ANSWERED -> GO TO R599b

2. IF (Q142) YEAR BEGAN TO SAVE FOR BUSINESS IS NOT ANSWERED -> GO TO R599

R598. Do you intend to start saving money to invest in the firm, have you finished saving money to invest, or do you consider it not relevant in this case?

1. INTEND TO
START SAVING

2. FINISHED
SAVING

3. NOT RELEVANT
IN THIS CASE

8. DON'T KNOW

GO TO R599b

R599. In what year did you begin savings to invest in this business?

YEAR (4 digits): _____

9998. DON'T KNOW

GO TO R599b

R599a. And in what month (did you begin savings to invest in this business)?

MONTH/SEASON: _____

98. DON'T KNOW

R599b. DATA CHECKPOINT

1. IF (Q144) YEAR BEGAN TO INVEST OWN MONEY IN START-UP IS ANSWERED ->
GO TO R600

2. IF (Q144) YEAR BEGAN TO INVEST OWN MONEY IN START-UP IS NOT ANSWERED ->
GO TO R601y

R600. Have you invested any of your own money in this business?

1. YES

2. NO

8. DON'T KNOW

GO TO R601y

GO TO R601y

R601. In what year did you begin investing your own money in this start-up?

YEAR (4 digits): _____

9998. DON'T KNOW

GO TO R601y

R601a. And in what month (did you begin investing your own money in this start-up)?

MONTH/SEASON: _____

98. DON'T KNOW

R601y. DATA CHECKPOINT

1. INFORMATION ON **FUNDING REQUESTS (Q148)** IS MISSING -> **GO TO R602**

2. INFORMATION ALREADY COLLECTED -> **GO TO R603**

R602. Have financial institutions or other people been asked for funds?

1. YES

2. NO

8. DON'T KNOW

GO TO R604

GO TO R604

R603. (**IF Q148 ANSWERED:** In our previous interview, you said financial institutions or other people had been asked for funds for this new business.)
Is asking others or institutions for funds completed or still in process?

1. COMPLETED

2. STILL IN PROCESS

8. DON'T KNOW

R603a. DATA CHECKPOINT

1. INFORMATION ON **FUNDING REQUESTS (Q148)** IS MISSING -> **GO TO R604**

2. INFORMATION ALREADY COLLECTED -> **GO TO R605b**

R604. Will others or financial institutions be asked for funds, or is this not relevant for this start-up?

1. OTHERS WILL
BE ASKED

2. NOT RELEVANT FOR
THIS START-UP

8. DON'T KNOW

GO TO R605b

GO TO R605b

R605. In what year did seeking funds for the new business begin?

YEAR (4 digits): _____

9998. DON'T KNOW

GO TO R605b

R605a. And in what month (did seeking funds for the new business begin)?

MONTH/SEASON: _____

98. DON'T KNOW

R605b. DATA CHECKPOINT

1. INFORMATION ON **CREDIT SUPPLIER (Q150)** IS MISSING -> **GO TO R606**

2. INFORMATION ALREADY COLLECTED -> **GO TO R607b**

R606. Has credit with a supplier been established?

1. YES

2. NO

**3. NOT RELEVANT
(IF VOLUNTEERED)**

8. DON'T KNOW

GO TO R607b

GO TO R607b

GO TO R607b

R607. In what year was supplier credit first established?

YEAR (4 digits): _____

9998. DON'T KNOW

GO TO R607b

R607a. And in what month (was supplier credit first established)?

MONTH/SEASON: _____

98. DON'T KNOW

R607b. DATA CHECKPOINT

1. INFORMATION ON **CHILD CARE (Q152)** IS MISSING -> **GO TO R608**

2. INFORMATION ALREADY COLLECTED -> **GO TO R609y**

R608. Have you arranged child care or household help to allow yourself time to work on the business, either formally or informally with friends and relatives?

1. YES

2. NO

8. DON'T KNOW

GO TO R609y

R609. In what year did you first arrange this help(child care or household help, either formal or informal)?

YEAR (4 digits): _____

9998. DON'T KNOW

GO TO R609y

R609a. And in what month (did you first arrange child care or household help, either formal or informal)?

MONTH/SEASON: _____

98. DON'T KNOW

R609y. DATA CHECKPOINT

1. INFORMATION ON **FULL TIME WORK (Q154)** IS MISSING -> **GO TO R610**

2. INFORMATION ALREADY COLLECTED -> **GO TO R611b**

R610. Have you begun to devote full time to the business - 35 or more hours per week?

1. YES

2. NO

8. DON'T KNOW

GO TO R611b

GO TO R611b

R611. In what year did you begin devoting full time to the business?
[NOTE: FULL TIME IS 35 OR MORE HOURS PER WEEK]

YEAR (4 digits): _____

9998. DON'T KNOW

GO TO R611b

R611a. And in what month (did you begin devoting full time [35 or more hours] to the business)?

MONTH/SEASON: _____

98. DON'T KNOW

R611b. DATA CHECKPOINT

1. INFORMATION ON **EMPLOYEES (Q157)** IS MISSING -> **GO TO R612**

2. INFORMATION ALREADY COLLECTED -> **GO TO R615**

R612. Have any employees or managers been hired for pay - workers that would NOT share ownership?

1. YES

GO TO R614

2. NO

8. DON'T KNOW

GO TO R616a

R613. Will any employees or managers be hired for pay, or are they not relevant for this business?

1. EMPLOYEES OR MANAGERS
WILL BE HIRED FOR PAY

2. NOT RELEVANT
FOR THIS BUSINESS

8. DON'T KNOW

GO TO R616b

R614. In what year was the first person hired?

YEAR (4 digits): _____

9998. DON'T KNOW

GO TO R615

R614a. And in what month (was the first person hired)?

MONTH/SEASON: _____

98. DON'T KNOW

R615. NOT including any owners or owner-managers, how many managers or employees work full time for this new business - 35 or more hours per week?

NUMBER OF PEOPLE: _____

9998. DON'T KNOW

R616. NOT including any owners or owner-managers, how many managers or employees work part-time for this new business - less than 35 hours per week?

NUMBER OF PEOPLE: _____

9998. DON'T KNOW

R616b. DATA CHECKPOINT

1. INFORMATION ON **BANK ACCOUNT (Q161)** -> **GO TO R617**

2. INFORMATION ALREADY COLLECTED -> **GO TO R618y**

R617. Has a bank account been opened exclusively for this new business?

1. YES

2. NO

3. USING AN EXISTING
COMMERCIAL ACCOUNT
(IF VOLUNTEERED)

8. DON'T KNOW

GO TO R618y

GO TO R618y

R618. In what year did you first open or begin to use a commercial bank account for the new business?

YEAR (4 digits): _____

9998. DON'T KNOW

GO TO R618y

R618a. And in what month (did you first open or begin to use a commercial bank account for the new business)?

MONTH/SEASON: _____

98. DON'T KNOW

R618y. DATA CHECKPOINT

- | | |
|-----------------------------|---|
| <input type="checkbox"/> 1. | INFORMATION ON SALES OF GOODS/SERVICES (Q162a) IS MISSING -> GO TO R619 |
| <input type="checkbox"/> 2. | INFORMATION ALREADY COLLECTED -> GO TO R620b |

R619. Has the new business received any money, income, or fees from the sale of goods or services?

1. YES

2. NO

8. DON'T KNOW

GO TO R620b

GO TO R620b

R620. In what year was the first income received (from the sale of goods or services)?

YEAR (4 digits): _____

9998. DON'T KNOW

GO TO R620b

R620a. And in what month (was the first income received)?

MONTH/SEASON: _____

98. DON'T KNOW

R620b. DATA CHECKPOINT

- | | |
|-----------------------------|---|
| <input type="checkbox"/> 1. | INFORMATION ON REVENUE AND EXPENSES (Q164) IS MISSING -> GO TO R621 |
| <input type="checkbox"/> 2. | INFORMATION ALREADY COLLECTED -> GO TO R622b |

R621. Does the monthly revenue now exceed the monthly expenses?

1. YES

2. NO

8. DON'T KNOW

GO TO R622b

GO TO R622b

R622. In what year did this first happen (monthly revenue first exceeded the monthly expenses)?

YEAR (4 digits): _____

9998. DON'T KNOW

GO TO R622b

R622a. And in what month (did monthly revenue first exceed the monthly expenses)?

MONTH/SEASON: _____

98. DON'T KNOW

R622b. DATA CHECKPOINT

1. INFORMATION ON **MANAGER SALARIES (Q166)** IS MISSING -> **GO TO R623**

2. INFORMATION ALREADY COLLECTED -> **GO TO R624y**

R623. Are salaries for the managers who are also owners included in the computation of monthly expenses?

1. YES

2. NO

3. PARTIAL SALARY
(IF VOLUNTEERED)

8. DON'T KNOW

GO TO R624y

GO TO R624y

R624. In what year did this first happen (monthly revenue first exceeded the monthly expenses)?

YEAR (4 digits): _____

9998. DON'T KNOW

GO TO R624y

R624a. And in what month (did monthly revenue first exceed the monthly expenses)?

MONTH/SEASON: _____

98. DON'T KNOW

R624y. DATA CHECKPOINT

<input type="checkbox"/> 1.	INFORMATION ON CLASSES (Q170) IS MISSING -> GO TO R625
<input type="checkbox"/> 2.	INFORMATION ALREADY COLLECTED -> GO TO R626

R625. Have you taken any classes or workshops on starting a business?

<input type="checkbox"/> 1. YES	<input type="checkbox"/> 2. NO	<input type="checkbox"/> 8. DON'T KNOW
	GO TO R628y	GO TO R628y

R626. **IF 170 ANSWERED:** Last year, you told us you had taken [ANSWER FROM Q168] courses, classes, workshops, or seminars on starting a business. Since that time, how many different courses, classes, workshops, or seminars have you taken on starting a business?

<input type="checkbox"/> 0. NONE	NUMBER OF CLASSES: _____	<input type="checkbox"/> 8. DON'T KNOW
GO TO R627a	GO TO R627	GO TO R627a

R627. Considering all the different courses, classes, seminars, or workshops you have taken on starting a business, how many TOTAL hours have you spend on (this/these) (class/classes)?

[NOTE: ONE WEEK FULL TIME = 40 HOURS
ONE MONTH FULL TIME = 173 HOURS
ONE YEAR FULL TIME = 2,080 HOURS]

<input type="checkbox"/> NUMBER OF HOURS: _____	<input type="checkbox"/> 8. DON'T KNOW
---	--

R627a. DATA CHECKPOINT

<input type="checkbox"/> 1.	INFORMATION ON DATE OF FIRST CLASS (Q170) IS MISSING -> GO TO R628
<input type="checkbox"/> 2.	INFORMATION ALREADY COLLECTED -> GO TO R628y

R628. In what year did you begin the first class or workshop (on starting a business)?

<input type="checkbox"/> YEAR (4 digits): _____	<input type="checkbox"/> 9998. DON'T KNOW
	GO TO R628y

R628a. And in what month (did you begin the first class or workshop on starting a business)?

MONTH/SEASON: _____

98. DON'T KNOW

R628y. DATA CHECKPOINT

1. INFORMATION ON **PHONE BOOK LISTING (Q172)** IS MISSING -> **GO TO R629**

2. INFORMATION ALREADY COLLECTED -> **GO TO R630b**

R629. Does the new business have its own listing in the phone book?
 [NOTE: IF NO PHONE LISTING BECAUSE IT IS ONLY AN INTERNET BUSINESS, ANSWER "YES".]

1. YES

2. NO

3. SHARE EXISTING
BUSINESS LISTING
(IF VOLUNTEERED)

8. DON'T KNOW

GO TO R632y

GO TO R632y

R630. In what year did it get its own listing (the new business, in the phone book)?

YEAR (4 digits): _____

9998. DON'T KNOW

GO TO R630b

R630a. And in what month (did the business get its own listing in the phone book)?

MONTH/SEASON: _____

98. DON'T KNOW

R630b. DATA CHECKPOINT

1.	INFORMATION ON PHONE LINE (Q174) IS MISSING -> GO TO R631
2.	INFORMATION ALREADY COLLECTED -> GO TO R632y

R631. (IF Q172 ANSWERED: On our previous interview, you said the business had its own listing in the phone book.)
 Does the business have its own phone line, or is it shared with another business or household?
 [NOTE: IF NO PHONE LINE BECAUSE IT'S ONLY AN INTERNET BUSINESS, MARK OPTION 4]

1. SEPARATE LINE	2. SHARED WITH ANOTHER BUSINESS	3. SHARED WITH HOUSEHOLD	4. WEBSITE ADDRESS ONLY (IF VOLUNTEERED)
----- -----			
GO TO R632y			
5. [IF Q172 MISSING:] BUSINESS NO LONGER HAS SEPARATE LISTING IN PHONE BOOK (IF VOLUNTEERED)	7. OTHER (SPECIFY): _____ _____ _____	8. DON'T KNOW	
GO TO R632y			

R632. In what year was a separate line installed (phone line for the new business)?

YEAR (4 digits): _____	9998. DON'T KNOW
GO TO R632y	

R632a. And in what month (was a separate line installed for the new business)?

MONTH/SEASON: _____	98. DON'T KNOW
---------------------	----------------

R632y. DATA CHECKPOINT

1. INFORMATION ON **STATE UNEMPLOYMENT TAX (Q176)** IS MISSING -> **GO TO R633**

2. INFORMATION ALREADY COLLECTED -> **GO TO R634y**

R633. Has the new business paid any state unemployment insurance taxes?

1. YES

2. NO

8. DON'T KNOW

GO TO R634y

GO TO R634y

R634. In what year were the first unemployment taxes paid?

YEAR (4 digits): _____

9998. DON'T KNOW

GO TO R634y

R634a. And in what month (were the first unemployment taxes paid)?

MONTH/SEASON: _____

98. DON'T KNOW

R634y. DATA CHECKPOINT

<input type="checkbox"/> 1.	INFORMATION ON SOCIAL SECURITY TAX (Q178) IS MISSING -> GO TO R635
<input type="checkbox"/> 2.	INFORMATION ALREADY COLLECTED -> GO TO R636b

R635. Has the new business paid any federal social security taxes (FICA payments)?

<input type="checkbox"/> 1. YES	<input type="checkbox"/> 2. NO	<input type="checkbox"/> 8. DON'T KNOW
	GO TO R636b	GO TO R636b

R636. In what year were the first social security taxes paid (FICA payments)?

YEAR (4 digits): _____	<input type="checkbox"/> 9998. DON'T KNOW
	GO TO R636b

R636a. And in what month (were the first social security taxes [FICA payments] paid)?

MONTH/SEASON: _____	<input type="checkbox"/> 98. DON'T KNOW
---------------------	---

R636b. DATA CHECKPOINT

<input type="checkbox"/> 1.	INFORMATION ON FEDERAL TAX RETURN (Q180) IS MISSING -> GO TO R637
<input type="checkbox"/> 2.	INFORMATION ALREADY COLLECTED -> GO TO R638a

R637. Has the new business filed a federal income tax return?

<input type="checkbox"/> 1. YES	<input type="checkbox"/> 2. NO	<input type="checkbox"/> 8. DON'T KNOW
	GO TO R638a	GO TO R638a

R638. For which calendar year was the first federal return filed (federal income tax return)?

YEAR (4 digits): _____	<input type="checkbox"/> 9998. DON'T KNOW
	GO TO R638a

R638a. DATA CHECKPOINT

1. INFORMATION ON **BUSINESS LISTED (Q182)** IS MISSING -> **GO TO R639**

2. INFORMATION ALREADY COLLECTED -> **GO TO R640x**

R639. To your knowledge, is the new business listed with Dun and Bradstreet, the credit rating firm?

1. YES

2. NO

8. DON'T KNOW

GO TO R645 GO TO R645

R640. In what year was it first listed with Dun and Bradstreet (the new business)?

YEAR (4 digits): _____

9998. DON'T KNOW

GO TO R645

R640a. And what month (was the new business first listed with Dun and Bradstreet)?

MONTH/SEASON: _____

98. DON'T KNOW

R645. What is NOW the legal form of the new business?

[READ DEFINITIONS IF NECESSARY:

SOLE PROPRIETORSHIP = ONLY ONE PERSON OWNS FIRM

GENERAL PARTNERSHIP = 2 OR MORE PEOPLE OWN THE FIRM (i.e. HUSBAND & WIFE)

LIMITED PARTNERSHIP = SOME PARTNERS OPERATE FIRM, OTHERS FUND W/O LIABILITY

CORPORATION = PUBLIC STOCK SALES, LIMITED LIABILITY, FEDERAL TAXES ON FIRM

SUBCHAPTER S CORPORATION = 20 OR LESS SHAREHOLDERS, LESS FEDERAL RULES

LIMITED LIABILITY COMPANY = REDUCED LIABILITY, LOWER TAXES, LOWER COST]

01. SOLE PROPRIETORSHIP	02. GENERAL PARTNERSHIP	03. LIMITED PARTNERSHIP	04. CORPORATION
05. SUBCHAPTER S CORPORATION	06. LIMITED LIABILITY COMPANY	07. NOT YET DETERMINED (IF VOL.)	
97. OTHER (SPECIFY): _____			98. DON'T KNOW

R646. Would you now describe this new business as: independent start-up, created by an individual or a team working on their own; a purchase or takeover of an existing business; a franchise or multi-level marketing initiative; a start-up sponsored by an existing business; or something else ?

1. INDEPENDENT START-UP	2. PURCHASE OR TAKEOVER OF AN EXISTING BUSINESS	3. FRANCHISE OR MULTI-LEVEL MARKETING INITIATIVE	4. START-UP SPONSORED BY EXISTING BUSINESS
GO TO R650 GO TO R647		GO TO R648	GO TO R649
7. OTHER (SPECIFY): _____ _____			8. DON'T KNOW
GO TO R650			

R647. Is this takeover of an existing business a purchase of a business from outside the family, a purchase of a business from a family member, or is it inherited?

1. PURCHASE OF A BUSINESS FROM OUTSIDE THE FAMILY	2. PURCHASE OF A BUSINESS FROM A FAMILY MEMBER	3. INHERITED	8. DON'T KNOW
GO TO R650			

R648. Is this a franchise, where you might get help from the franchiser, or is it a multi-level marketing arrangement, where you can recruit sales associates and receive a commission from their sales?

1. FRANCHISE WITH HELP
FROM THE FRANCHISER

2. MULTI-LEVEL
MARKETING INITIATIVE

8. DON'T
KNOW

7. OTHER (SPECIFY): _____

GO TO R650

R649. Is this new venture a new branch or subsidiary of an existing business, or a new legal entity owned by one or more other business?

1. NEW BRANCH OR
SUBSIDIARY OF
EXISTING BUSINESS

2. NEW LEGAL ENTITY
OWNED BY ONE OR MORE
OTHER BUSINESSES

8. DON'T
KNOW

(NOTE: If R512=1, use first fill in R650)

R650. How would you describe the location where this new business is (**currently located/being developed**)? Is it a residence or farm, or vacation home; is it on the site of an existing business; is it a special location for this (**business/start-up**), like rented space, an incubator, or something like that; or is it not developed to the point where a specific location is needed?

1. RESIDENCE OR
PERSONAL
PROPERTY

2. SITE OF
EXISTING
BUSINESS

3. SPECIAL
LOCATION FOR
START-UP

4. SPECIFIC
LOCATION NOT
YET NEEDED

7. OTHER (SPECIFY): _____

8. DON'T KNOW

R651b. DATA CHECKPOINT

1. IF # OF PEOPLE (Q195) IS not = 1 -> GO TO R657

2. IF # OF PEOPLE (Q195) = 1 -> GO TO R652

R652. In our previous interview, you indicated that you would own 100% of the new firm. Is this still the case?

1. YES	2. NO	8. DON'T KNOW
GO TO R654	↓	↓

R653. How many people legally own this new business - only you, only you and your spouse, or you and other people or businesses?

(NOT-FOR-PROFIT AGENCIES SHOULD INCLUDE ALL OFFICERS - i.e. PRESIDENT, VICE PRESIDENT, TREASURER, AND SECRETARY)

1. RESPONDENT ONLY	2. RESPONDENT AND SPOUSE ONLY	3. RESPONDENT AND OTHER	8. DON'T KNOW
↓	GO TO R670		↓

R654. In the past week, how many hours have you devoted to this new business start-up? (ONE WEEK FULL TIME EQUALS 40 HOURS)

NUMBER OF HOURS: _____	98. DON'T KNOW
------------------------	----------------

R655. How many total hours, including the past week, have you devoted to this new business start-up? (ONE WEEK FULL TIME EQUALS 40 HOURS; ONE MONTH FULL TIME EQUALS 173 HOURS; ONE YEAR FULL TIME EQUALS 2,080 HOURS)

(INTERVIEWER: PROBE FOR ROUGH ESTIMATE)

NUMBER OF HOURS: _____	98. DON'T KNOW
------------------------	----------------

R656. How much of your own money, in total dollars, have you now put into this new start-up - either to purchase ownership or as a loan to the new business? (INCLUDE ALL PERSONAL FUNDS FROM ALL SOURCES)

NUMBER (0-100,000,000): \$_____	999999998. DON'T KNOW
---------------------------------	-----------------------

R656a. How much of this is considered a loan, which the new business must repay, with or without interest? (INCLUDE ALL LOANS FROM ALL SOURCES)

NUMBER (0-100,000,000): \$ _____

999999998. DON'T KNOW

GO TO R704

R657. In our previous interview, you indicated that you would own (**PERCENT FROM PREVIOUS IW**) of the new firm and (**NAMES AND PERCENTS FOR OTHERS FROM PREVIOUS IW**). Is this still correct?

1. YES

2. NO

8. DON'T KNOW

GO TO R661

R658. How many people legally own this new business -- only you, only you and your spouse, or you and other people or businesses?

(NOT-FOR-PROFIT AGENCIES SHOULD INCLUDE ALL OFFICERS - i.e. PRESIDENT VICE-PRESIDENT, TREASURER, AND SECRETARY)

1. RESPONDENT ONLY

2. RESPONDENT AND SPOUSE ONLY

3. RESPONDENT AND OTHER

8. DON'T KNOW

	PERSON #1	PERSON #2
<p>R659. (Who/who, if anyone,) is no longer involved with the new business? (Anyone else?)</p>	<div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;">7. NAME (SPECIFY): _____ _____</div> <div style="border: 1px solid black; padding: 5px;">8. DON'T KNOW -->GO TO R661g</div>	<div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;">7. NAME (SPECIFY): _____ _____</div> <div style="border: 1px solid black; padding: 5px;">8. DON'T KNOW -->GO TO R661g</div>
<p>R659a. INTERVIEWER CHECKPOINT</p>	<div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;">1. PERSON MARKED "X" IN ROSTER (Q207:E)--> GO TO R660</div> <div style="border: 1px solid black; padding: 5px;">2. OTHERS--> GO TO R659 FOR PERSON #2</div>	<div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;">1. PERSON MARKED "X" IN ROSTER (Q207:E)--> GO TO R660</div> <div style="border: 1px solid black; padding: 5px;">2. OTHERS--> GO TO R659 FOR PERSON #3</div>
<p>R660. Why is (NAME FROM R659) no longer involved?</p>	<div style="border: 1px solid black; padding: 5px;">7. OTHER (SPECIFY): _____ _____ _____</div>	<div style="border: 1px solid black; padding: 5px;">7. OTHER (SPECIFY): _____ _____ _____</div>
	<p>GO TO PERSON #2 OR GO TO R661g</p>	<p>GO TO PERSON #3 OR GO TO R661g</p>

PERSON #3	PERSON #4	PERSON #5
<p>7. NAME (SPECIFY): _____ _____</p> <p>8. DON'T KNOW -->GO TO R661g</p>	<p>7. NAME (SPECIFY): _____ _____</p> <p>8. DON'T KNOW -->GO TO R661g</p>	<p>7. NAME (SPECIFY): _____ _____</p> <p>8. DON'T KNOW -->GO TO R661g</p>
<p>1. PERSON MARKED "X" IN ROSTER (Q207:E)--> GO TO R660</p> <p>2. OTHERS--> GO TO R659 FOR PERSON #4</p>	<p>1. PERSON MARKED "X" IN ROSTER (Q207:E)--> GO TO R660</p> <p>2. OTHERS--> GO TO R661g</p>	<p>1. PERSON MARKED "X" IN ROSTER (Q207:E)--> GO TO R660</p> <p>2. OTHERS--> GO TO R661g</p>
<p>7. OTHER (SPECIFY): _____ _____ _____</p>	<p>7. OTHER (SPECIFY): _____ _____ _____</p>	<p>7. OTHER (SPECIFY): _____ _____ _____</p>
<p>GO TO PERSON #4 OR GO TO R661g</p>	<p>GO TO PERSON #5 OR GO TO R661g</p>	<p>GO TO R661g</p>

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R661g. DATA CHECKPOINT

1. IF ANSWERED Q229 FOR R --> GO TO R662 THIS PAGE
2. IF ANSWERED Q229 FOR OTHERS (AND NOT FOR R) --> GO TO R662 FOR PERSON #2
NEXT PAGE
3. IF DID NOT ANSWER Q229 FOR ANYONE --> GO TO R663

R662. During our previous interview, you indicated that the most important assistance you had provided was (**ANSWER IN Q229**). How valuable would you say this help has been in getting the business started in the past 12 months? Would you say it has been extremely important, not too important, or not at all important in the past 12 months?

1. EXTREMELY
IMPORTANT

2. VERY
IMPORTANT

3. NOT TOO
IMPORTANT

4. NOT AT ALL
IMPORTANT

5. DID NOT
PROVIDE
(Q229)

8. DON'T
KNOW

GO TO R662 FOR
PERSON #2

	PERSON #2	PERSON #3
<p>R662. During our previous interview, you indicated that the <u>most important</u> assistance (NAME) had provided was (ANSWER IN Q229). How valuable would you say this help has been in getting the business started in the past 12 months? Would you say it has been extremely important, very important, not too important, or not at all important in the past 12 months?</p>	<p>1. EXTREMELY IMPORTANT</p> <p>2. VERY IMPORTANT</p> <p>3. NOT TOO IMPORTANT</p> <p>4. NOT AT ALL IMPORTANT</p> <p>5. DID NOT PROVIDE ANSWER TO (Q229)</p> <p>8. DON'T KNOW</p>	<p>1. EXTREMELY IMPORTANT</p> <p>2. VERY IMPORTANT</p> <p>3. NOT TOO IMPORTANT</p> <p>4. NOT AT ALL IMPORTANT</p> <p>5. DID NOT PROVIDE ANSWER TO (Q229)</p> <p>8. DON'T KNOW</p>
<p>R663. Are you and (NAME) spouses or partner; relatives; business associates or work colleagues; friends or acquaintances; strangers before joining the start-up team; do you have some other type of relationship; is (NAME) not a person -- like a business or financial institution, or do you no longer have a relationship with (NAME)?</p>	<p>1. SPOUSES/PARTNERS</p> <p>2. RELATIVES/FAMILY MEMBERS</p> <p>3. BUSINESS ASSOCIATES</p> <p>4. FRIENDS/ACQUAINTANCES</p> <p>5. STRANGERS BEFORE JOINING THE TEAM</p> <p>6. ONE/BOTH NOT A PERSON</p> <p>7. NO LONGER HAVE A RELATIONSHIP/DECEASED</p> <p>97. OTHER (SPECIFY): _____</p> <p>8. DON'T KNOW</p>	<p>1. SPOUSES/PARTNERS</p> <p>2. RELATIVES/FAMILY MEMBERS</p> <p>3. BUSINESS ASSOCIATES</p> <p>4. FRIENDS/ACQUAINTANCES</p> <p>5. STRANGERS BEFORE JOINING THE TEAM</p> <p>6. ONE/BOTH NOT A PERSON</p> <p>7. NO LONGER HAVE A RELATIONSHIP/DECEASED</p> <p>97. OTHER (SPECIFY): _____</p> <p>8. DON'T KNOW</p>

GO TO PERSON #3 OR
GO TO R663y

GO TO PERSON #4 OR
GO TO R663y

PERSON #4

PERSON #5

1. EXTREMELY IMPORTANT	1. EXTREMELY IMPORTANT
2. VERY IMPORTANT	2. VERY IMPORTANT
3. NOT TOO IMPORTANT	3. NOT TOO IMPORTANT
4. NOT AT ALL IMPORTANT	4. NOT AT ALL IMPORTANT
5. DID NOT PROVIDE ANSWER TO (Q229)	5. DID NOT PROVIDE ANSWER TO (Q229)
8. DON'T KNOW	8. DON'T KNOW
1. SPOUSES/PARTNERS	1. SPOUSES/PARTNERS
2. RELATIVES/ FAMILY MEMBERS	2. RELATIVES/ FAMILY MEMBERS
3. BUSINESS ASSOCIATES	3. BUSINESS ASSOCIATES
4. FRIENDS/ ACQUAINTANCES	4. FRIENDS/ ACQUAINTANCES
5. STRANGERS BEFORE JOINING THE TEAM	5. STRANGERS BEFORE JOINING THE TEAM
6. ONE/BOTH NOT A PERSON	6. ONE/BOTH NOT A PERSON
7. NO LONGER HAVE A RELATIONSHIP/ DECEASED	7. NO LONGER HAVE A RELATIONSHIP/ DECEASED
97. OTHER (SPECIFY): _____	97. OTHER (SPECIFY): _____
8. DON'T KNOW	8. DON'T KNOW

GO TO PERSON #5 OR
GO TO R663y

GO TO R663y

R663y. DATA CHECKPOINT

- 1. IF R IS ONLY OWNER OF BUSINESS (Q195, R653, OR R658 = 1) --> GO TO R740y
- 2. OTHERS --> GO TO R663y_a

R663y_a. DATA CHECKPOINT

- 1. IF ROSTER IS CORRECT (R657=1) --> GO TO R675
- 2. OTHERS --> GO TO R670

R670. How many new owners -- whether people, firms, or institutions -- have taken an ownership share in the new firm in the past year, since (DATE OF LAST IW)?

_____ NUMBER OF NEW OWNERS (10 MAXIMUM) 98. DON'T KNOW

R671. You have said that (NUMBER FROM R670) new (person/people) (own(s)/expect(s) to own) part of this new business. We would like add (this person/these people) to the list of all those who (will) own part of the business. Please give me only a first names(s) without revealing their full identity. Include any businesses or financial institutions that will own part of the new business. I will also ask what percent of the new firm each person (owns/is expected to own). (IF MORE THAN FOUR NEW PEOPLE: Please select the 5 who will have highest level of ownership in the new firm.)

(NOT-FOR-PROFIT AGENCIES SHOULD INCLUDE ALL OFFICERS - i.e. PRESIDENT, VICE PRESIDENT, TREASURER, AND SECRETARY)

R672. We will start with you. What percent of the new business do you own?

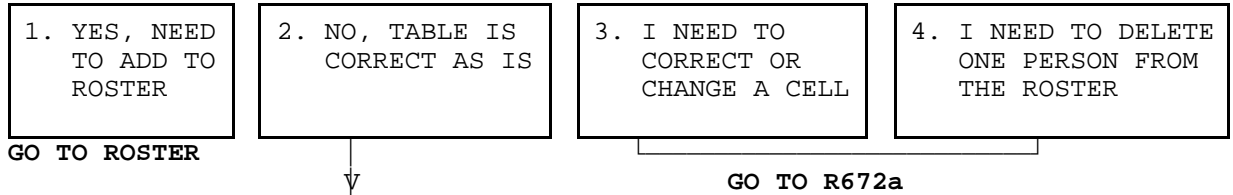
Who (**owns/will own**) a percent of this business? And what percent of the new business (**does/will**) this (**person/entity**) own?

(IF R IS NOT ALREADY IN THE ROSTER, PUT R FIRST. THEN PUT PERSON WITH HIGHEST PERCENTAGE OF EXPECTED OWNERSHIP AND CONTINUE TO LOWEST PERCENTAGE.)

(IF R DK PERCENTAGE, TRY TO GET BEST ESTIMATE.)

	<u>FIRST NAME</u>	<u>PERCENT OWN</u>	
a.	(RESPONDENT) _____	_____	%
b.	_____	_____	%
c.	_____	_____	%
d.	_____	_____	%
e.	_____	_____	%
	(MUST EQUAL 100%)	TOTAL	_____

R672j. I've listed (NEW NAMES). Have I missed any new person, institution, or group that (shares/will share) ownership of the new business, even if the only thing they (will) contribute is money or...



R672k. INTERVIEWER CHECKPOINT

- 1. ROSTER HAS BEEN CREATED --> GO TO R673
- 2. ROSTER HAS NOT BEEN CREATED --> GO TO R672n

R672n. INTERVIEWER CHECKPOINT

- 1. "It has been indicated that there are other owners or start-up team members in addition to the respondent, yet no roster has been created." -> GO TO R673
- 2. ROSTER IS CORRECT --> GO TO R673e_1

R673. INTERVIEWER CHECKPOINT

- 1. ONLY ONE PERSON IN ROSTER --> GO TO R673d
- 2. ROSTER/LISTS ARE CORRECT --> GO TO R672e_1

R673d. You said that you and (NAME/your spouse/several other people) (own/expect to own) part of the business, but you have only listed one person in the roster. Where have I made my mistake?

1. ROSTER IS INCORRECT

GO TO ROSTER

2. ROSTER IS CORRECT



R674e_1. INTERVIEWER CHECKPOINT

1. SUM OF OWNERSHIP IS NOT EQUAL TO 100% --> GO TO R674e

2. SUM OF OWNERSHIP IS EQUAL TO 100% --> GO TO R675a

R674e. The sum of all ownership in the new business is (R672)! This is not exactly 100%, so we might need to make some changes. Would you like to add any other persons or banks or groups that may own part of the new business?

(INTERVIEWER: If total is less than 100%, you may add an "other" row for expected investments from others: banks, partners, stockholders, but they should have an expected financial contribution.)

1. NEED TO CORRECT ROSTER

GO TO 675f

2. NEED TO ADJUST PERCENTAGES

GO TO R672

R675a. INTERVIEWER: MARK NEW ENTRIES IN ROSTER "H".

R675c. INTERVIEWER: MARK RESPONDENT IN ROSTER "E".

GO TO R675f

R675f. INTERVIEWER CHECKPOINT:
Is (NAME) a person or not a person?

R676. In the past week, how many hours (have you/has (NAME)) devoted to this new business start-up?

R677. How many total hours, including the past week, (have you/has (NAME)) devoted to this new business start-up?

R678. About how much money, in total dollars, (have you/has (NAME)) contributed to the new business, either to purchase ownership or as a loan to the new business?

R678a. Of this total that {you have/(NAME) has} contributed to the new business, how much would be considered a loan, which the business must repay, with or without interest?

R678b. INTERVIEWER CHECKPOINT

R679. How many years of work experience has (NAME) had in this industry--the one where the new business competes?

R680. How many other businesses has (NAME) helped to start as an owner or part owner?

PERSON #1	PERSON #2
<p>1. <input type="checkbox"/> PERSON--> GO TO R676</p> <p>2. <input type="checkbox"/> NON-PERSON (OR INSTITUTION)--> GO TO PERSON #2</p>	<p>1. <input type="checkbox"/> PERSON--> GO TO R676</p> <p>2. <input type="checkbox"/> NON-PERSON (OR INSTITUTION)--> GO TO PERSON #3</p>
_____ # HOURS	_____ # HOURS
_____ # HOURS	_____ # HOURS
\$ _____ DOLLAR AMOUNT	\$ _____ DOLLAR AMOUNT
\$ _____ DOLLAR AMOUNT	\$ _____ DOLLAR AMOUNT
<p>1. <input type="checkbox"/> NEW OWNER--> GO TO R679</p> <p>2. <input type="checkbox"/> OLD OWNER--> GO TO PERSON #2</p>	<p>1. <input type="checkbox"/> NEW OWNER--> GO TO R679</p> <p>2. <input type="checkbox"/> OLD OWNER--> GO TO PERSON #3</p>
_____ # YEARS	_____ # YEARS
_____ # BUSINESSES	_____ # BUSINESSES

GO TO PERSON #2 OR
GO TO R681d

GO TO PERSON #3 OR
GO TO R681d

PERSON #3	PERSON #4	PERSON #5
<p>1. PERSON--> GO TO R676</p> <p>2. NON-PERSON (OR INSTITUTION)--> GO TO PERSON #4</p>	<p>1. PERSON--> GO TO R676</p> <p>2. NON-PERSON (OR INSTITUTION)--> GO TO PERSON #5</p>	<p>1. PERSON--> GO TO R676</p> <p>2. NON-PERSON (OR INSTITUTION)--> GO TO PERSON R681d</p>
_____ # HOURS	_____ # HOURS	_____ # HOURS
_____ # HOURS	_____ # HOURS	_____ # HOURS
\$ _____ DOLLAR AMOUNT	\$ _____ DOLLAR AMOUNT	\$ _____ DOLLAR AMOUNT
\$ _____ DOLLAR AMOUNT	\$ _____ DOLLAR AMOUNT	\$ _____ DOLLAR AMOUNT
<p>1. NEW OWNER--> GO TO R679</p> <p>2. OLD OWNER-->GO TO PERSON #4</p>	<p>1. NEW OWNER--> GO TO R679</p> <p>2. OLD OWNER-->GO TO PERSON #5</p>	<p>1. NEW OWNER--> GO TO R679</p> <p>2. OLD OWNER-->GO TO PERSON #R681d</p>
_____ # YEARS	_____ # YEARS	_____ # YEARS
_____ # BUSINESSES	_____ # BUSINESSES	_____ # BUSINESSES

GO TO PERSON #4 OR GO TO R681d

GO TO PERSON #5 OR GO TO R681d

GO TO R681d

R681d. We would like to continue and ask a few questions about the background of each team member.

R682. INTERVIEWER CHECKPOINT

	NEW OWNER #1	NEW OWNER #2
1.	NEW OWNER IS A PERSON (R675f=1) --> GO TO R683	NEW OWNER IS A PERSON (R675f=1) --> GO TO R683
2.	NEW OWNER IS A NON-PERSON/ INSTITUTION (R675f=2) --> GO TO PERSON #2 (R682)	NEW OWNER IS A NON-PERSON/ INSTITUTION (R675f=2) --> GO TO PERSON #3 (R682)
3.	NO NEW OWNER --> GO TO R696x	NO NEW OWNER --> GO TO R696x

NEW OWNER #3

NEW OWNER #4

NEW OWNER #5

1. NEW OWNER IS A PERSON (R675f=1) --> GO TO R683	1. NEW OWNER IS A PERSON (R675f=1) --> GO TO R683	1. NEW OWNER IS A PERSON (R675f=1) --> GO TO R683
2. NEW OWNER IS A NON-PERSON/ INSTITUTION (R675f=2) --> GO TO PERSON #4 (R682)	2. NEW OWNER IS A NON-PERSON/ INSTITUTION (R675f=2) --> GO TO PERSON #5 (R682)	2. NEW OWNER IS A NON-PERSON/ INSTITUTION (R675f=2) --> GO TO R696x
3. NO NEW OWNER --> GO TO R696x	3. NO NEW OWNER --> GO TO R696x	3. NO NEW OWNER --> GO TO R696x

PERSON #1

PERSON #2

R683. (Is NAME/Are you) male or female?

1. MALE

5. FEMALE

1. MALE

5. FEMALE

R684. How old (is NAME/are you)?

AGE (12-100)

AGE (12-100)

R685. Would you say (NAME is/you are) White, Black or African-American, Hispanic, American Indian, Southeast Asian, Other Asian or Pacific Islander, or something else?

1. WHITE/CAUCASIAN

1. WHITE/CAUCASIAN

2. BLACK/AFRICAN AMERICAN
-->GO TO R685b

2. BLACK/AFRICAN AMERICAN
-->GO TO R685b

3. HISPANIC/LATINO
--> GO TO R685c

3. HISPANIC/LATINO
--> GO TO R685c

4. AMERICAN INDIAN
--> GO TO R685d

4. AMERICAN INDIAN
--> GO TO R685d

5. SOUTHEAST ASIAN

5. SOUTHEAST ASIAN

6. OTHER ASIAN/
PACIFIC ISLANDER

6. OTHER ASIAN/
PACIFIC ISLANDER

7. SOMETHING ELSE (SPECIFY):

7. SOMETHING ELSE (SPECIFY):

GO TO R686 FOR PERSON #1

GO TO R686 FOR PERSON #1

R685b. (Is NAME/Are you) an American Black or African-American, African Black, Caribbean Black, or something else?

1. AM. BLACK/AFRICAN-AMERICAN

1. AM. BLACK/AFRICAN-AMERICAN

2. AFRICAN BLACK

2. AFRICAN BLACK

3. CARIBBEAN BLACK

3. CARIBBEAN BLACK

7. SOMETHING ELSE (SPECIFY):

7. SOMETHING ELSE (SPECIFY):

GO TO R686 FOR PERSON #1

GO TO R686 FOR PERSON #2

R685c. What country did (NAME/you) or (NAME's/your) family come from--Mexico, Puerto Rico, Cuba, Central America, or some other country?

1. MEXICO

2. PUERTO RICO

1. MEXICO

2. PUERTO RICO

3. CUBA

4. CENTRAL AM.

3. CUBA

4. CENTRAL AM.

7. SOME OTHER COUNTRY
(SPECIFY): _____

7. SOME OTHER COUNTRY
(SPECIFY): _____

GO TO R686 FOR PERSON #1

GO TO R686 FOR PERSON #2

R685d. (Is NAME/Are you) currently on the official voting rolls or list of a federally recognized Indian tribe?

1. YES

5. NO

8. DK

1. YES

5. NO

8. DK



GO TO R686



GO TO R686

R685e. What is the name of the tribe? (VERIFY SPELLING)

NAME OF TRIBE

NAME OF TRIBE

R685f. In what state is this tribe located? (SPELL OUT, DO NOT ABBREVIATE)

STATE

STATE

GO TO R686 FOR PERSON #1

GO TO R686 FOR PERSON #2

PERSON #3

PERSON #4

PERSON #5

<div style="display: flex; justify-content: space-around;"> <div style="border: 1px solid black; padding: 2px;">1. MALE</div> <div style="border: 1px solid black; padding: 2px;">5. FEMALE</div> </div>	<div style="display: flex; justify-content: space-around;"> <div style="border: 1px solid black; padding: 2px;">1. MALE</div> <div style="border: 1px solid black; padding: 2px;">5. FEMALE</div> </div>	<div style="display: flex; justify-content: space-around;"> <div style="border: 1px solid black; padding: 2px;">1. MALE</div> <div style="border: 1px solid black; padding: 2px;">5. FEMALE</div> </div>
<p>_____ AGE (12-100)</p>	<p>_____ AGE (12-100)</p>	<p>_____ AGE (12-100)</p>
1. WHITE/CAUCASIAN	1. WHITE/CAUCASIAN	1. WHITE/CAUCASIAN
2. BLACK/AFRICAN AMERICAN -->GO TO R685b	2. BLACK/AFRICAN AMERICAN -->GO TO R685b	2. BLACK/AFRICAN AMERICAN -->GO TO R685b
3. HISPANIC/LATINO --> GO TO R685c	3. HISPANIC/LATINO --> GO TO R685c	3. HISPANIC/LATINO --> GO TO R685c
4. AMERICAN INDIAN --> GO TO R685d	4. AMERICAN INDIAN --> GO TO R685d	4. AMERICAN INDIAN --> GO TO R685d
5. SOUTHEAST ASIAN	5. SOUTHEAST ASIAN	5. SOUTHEAST ASIAN
6. OTHER ASIAN/ PACIFIC ISLANDER	6. OTHER ASIAN/ PACIFIC ISLANDER	6. OTHER ASIAN/ PACIFIC ISLANDER
7. SOMETHING ELSE (SPECIFY): _____	7. SOMETHING ELSE (SPECIFY): _____	7. SOMETHING ELSE (SPECIFY): _____
GO TO R686 FOR PERSON #3	GO TO R686 FOR PERSON #4	GO TO R686 FOR PERSON #5
1. AM. BLACK/AFRICAN-AMERICAN	1. AM. BLACK/AFRICAN-AMERICAN	1. AM. BLACK/AFRICAN-AMERICAN
2. AFRICAN BLACK	2. AFRICAN BLACK	2. AFRICAN BLACK
3. CARIBBEAN BLACK	3. CARIBBEAN BLACK	3. CARIBBEAN BLACK
7. SOMETHING ELSE (SPECIFY): _____	7. SOMETHING ELSE (SPECIFY): _____	7. SOMETHING ELSE (SPECIFY): _____
GO TO R686 FOR PERSON #3	GO TO R686 FOR PERSON #4	GO TO R686 FOR PERSON #5
1. MEXICO	2. PUERTO RICO	1. MEXICO
3. CUBA	4. CENTRAL AM.	2. PUERTO RICO
7. SOME OTHER COUNTRY (SPECIFY): _____	7. SOME OTHER COUNTRY (SPECIFY): _____	3. CUBA
7. SOME OTHER COUNTRY (SPECIFY): _____	7. SOME OTHER COUNTRY (SPECIFY): _____	4. CENTRAL AM.
7. SOME OTHER COUNTRY (SPECIFY): _____	7. SOME OTHER COUNTRY (SPECIFY): _____	7. SOME OTHER COUNTRY (SPECIFY): _____
GO TO R686 FOR PERSON #3	GO TO R686 FOR PERSON #4	GO TO R686 FOR PERSON #5
1. YES	5. NO	8. DK
↓	} GO TO R686	
1. YES	5. NO	8. DK
↓	} GO TO R686	
1. YES	5. NO	8. DK
↓	} GO TO R686	
NAME OF TRIBE	NAME OF TRIBE	NAME OF TRIBE
STATE	STATE	STATE

GO TO R686
FOR PERSON #3

GO TO R686
FOR PERSON #4

GO TO R686
FOR PERSON #5

	PERSON #1	PERSON #2
R686. What is, or was, (NAME's/your) primary occupation?	OCCUPATION	OCCUPATION
R687. In addition to time and personal investments or money, in what other ways (has NAME/have you) helped with the start up? For example, (has NAME/have you) provided introductions to other people?	<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO <input type="checkbox"/> 8. DK
R688. (Has NAME/Have you) provided information or advice?	<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO <input type="checkbox"/> 8. DK
R689. (Has NAME/Have you) provided training in business related tasks or skills (to help with the start-up)?	<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO <input type="checkbox"/> 8. DK
R690. ((Has NAME/Have you) provided) access to financial assistance, like equity, loans, or loan guaranties (to help with the start-up)?	<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO <input type="checkbox"/> 8. DK
R691. ((Has NAME/Have you) provided) physical resources, use of land, space, buildings or equipment (to help with the start-up)?	<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO <input type="checkbox"/> 8. DK
R692. ((Has NAME/Have you) provided) business services, such as legal, accounting, or clerical assistance (to help with the start-up)?	<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO <input type="checkbox"/> 8. DK
R693. ((Has NAME/Have you) provided) personal services, such as household help or childcare (to help with the start-up)?	<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO <input type="checkbox"/> 8. DK
R693c. ((Has NAME/Have you) provided) moral or emotional support (to help with the start-up)?	<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO <input type="checkbox"/> 8. DK
R693f. ((Has NAME/Have you) provided) labor (to help with the start-up)?	<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO <input type="checkbox"/> 8. DK
R693i. ((Has NAME/Have you) provided) ideas or creativity (to help with the start-up)?	<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO <input type="checkbox"/> 8. DK

GO TO R694
FOR PERSON #1

GO TO R694
FOR PERSON #2

PERSON #3

PERSON #4

PERSON #5

PERSON #3			PERSON #4			PERSON #5		
OCCUPATION			OCCUPATION			OCCUPATION		
<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK
<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK
<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK
<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK
<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK
<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK
<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK
<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK
<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK
<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK
<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK
<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK
<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK
<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK
<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK
<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK
<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DK

GO TO R694
FOR PERSON #3

GO TO R694
FOR PERSON #4

GO TO R694
FOR PERSON #5

R694. ((Has NAME/Have you) provided) any other type of service or assistance (to help with the start-up)?

R694c. What other type of service or assistance (has NAME/have you) provided?

R694d. INTERVIEWER CHECKPOINT

R695. Which of these forms of assistance from (NAME/you) has been the MOST IMPORTANT for the new business start-up? (READ LIST OF "YES"'s FROM R687-R694 IF NECESSARY)

R696. Please consider this form of assistance provided by (NAME) to the new start-up. [R695 OR THE ONLY "YES" R687-R694]

Was this provided free, at a discounted price, at the normal market price, as part of a barter or exchange relationship, or for some other reason?

PERSON #1	PERSON #2
<div style="display: flex; justify-content: space-around;"> <div style="border: 1px solid black; padding: 5px;">1. YES</div> <div style="border: 1px solid black; padding: 5px;">5. NO</div> <div style="border: 1px solid black; padding: 5px;">8. DK</div> </div> <div style="text-align: center; margin-top: 10px;"> ↓ GO TO R694d </div>	<div style="display: flex; justify-content: space-around;"> <div style="border: 1px solid black; padding: 5px;">1. YES</div> <div style="border: 1px solid black; padding: 5px;">5. NO</div> <div style="border: 1px solid black; padding: 5px;">8. DK</div> </div> <div style="text-align: center; margin-top: 10px;"> ↓ GO TO R694d </div>
OTHER (SPECIFY): _____ _____	OTHER (SPECIFY): _____ _____
<div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;">1. NO "YES" RESPONSES R687-R694--> GO TO R682 FOR PERSON #2</div> <div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;">2. ONLY ONE "YES" R687-R694-->GO TO R696</div> <div style="border: 1px solid black; padding: 5px;">3. MORE THAN ONE "YES" R687-R694--> GO TO R695</div>	<div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;">1. NO "YES" RESPONSES R687-R694--> GO TO R682 FOR PERSON #3</div> <div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;">2. ONLY ONE "YES" R687-R694-->GO TO R696</div> <div style="border: 1px solid black; padding: 5px;">3. MORE THAN ONE "YES" R687-R694--> GO TO R695</div>
1. INTRODUCTIONS TO OTHER PEOPLE	1. INTRODUCTIONS TO OTHER PEOPLE
2. INFORMATION OR ADVICE	2. INFORMATION OR ADVICE
3. TRAINING IN BUSINESS RELATED TASKS OR SKILLS	3. TRAINING IN BUSINESS RELATED TASKS OR SKILLS
4. ACCESS TO FINANCIAL RESOURCES	4. ACCESS TO FINANCIAL RESOURCES
5. PHYSICAL RESOURCES	5. PHYSICAL RESOURCES
6. BUSINESS SERVICES	6. BUSINESS SERVICES
7. PERSONAL SERVICES	7. PERSONAL SERVICES
8. MORAL OR EMOTIONAL SUPPORT	8. MORAL OR EMOTIONAL SUPPORT
9. LABOR	9. LABOR
10. CREATIVITY OR IDEAS	10. CREATIVITY OR IDEAS
97. OTHER [FROM R694c]	97. OTHER [FROM R694c]
1. FREE	2. DISCOUNTED
3. NORMAL MARKET PRICE	3. NORMAL MARKET PRICE
4. BARTER OR EXCHANGE	4. BARTER OR EXCHANGE
7. OTHER (SPECIFY): _____ _____	7. OTHER (SPECIFY): _____ _____
GO TO PERSON #2 (R682)	GO TO PERSON #3 (R682)

PERSON #3

PERSON #4

PERSON #5

<div style="display: flex; justify-content: space-around;"> <div style="border: 1px solid black; padding: 2px;">1. YES</div> <div style="border: 1px solid black; padding: 2px;">5. NO</div> <div style="border: 1px solid black; padding: 2px;">8. DK</div> </div> <div style="text-align: center; margin-top: 5px;"> ↓ GO TO R694d </div>	<div style="display: flex; justify-content: space-around;"> <div style="border: 1px solid black; padding: 2px;">1. YES</div> <div style="border: 1px solid black; padding: 2px;">5. NO</div> <div style="border: 1px solid black; padding: 2px;">8. DK</div> </div> <div style="text-align: center; margin-top: 5px;"> ↓ GO TO R694d </div>	<div style="display: flex; justify-content: space-around;"> <div style="border: 1px solid black; padding: 2px;">1. YES</div> <div style="border: 1px solid black; padding: 2px;">5. NO</div> <div style="border: 1px solid black; padding: 2px;">8. DK</div> </div> <div style="text-align: center; margin-top: 5px;"> ↓ GO TO R694d </div>
OTHER (SPECIFY): _____		
<div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">1. NO "YES" RESPONSES R687-R694--> GO TO R682 FOR PERSON #4</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">2. ONLY ONE "YES" R687-R694-->GO TO R696</div> <div style="border: 1px solid black; padding: 2px;">3. MORE THAN ONE "YES" R687-R694--> GO TO R695</div>	<div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">1. NO "YES" RESPONSES R687-R694--> GO TO R682 FOR PERSON #5</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">2. ONLY ONE "YES" R687-R694-->GO TO R696</div> <div style="border: 1px solid black; padding: 2px;">3. MORE THAN ONE "YES" R687-R694--> GO TO R695</div>	<div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">1. NO "YES" RESPONSES R687-R694--> GO TO R696x</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">2. ONLY ONE "YES" R687-R694-->GO TO R696</div> <div style="border: 1px solid black; padding: 2px;">3. MORE THAN ONE "YES" R687-R694--> GO TO R695</div>
<div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">1. INTRODUCTIONS TO OTHER PEOPLE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">2. INFORMATION OR ADVICE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">3. TRAINING IN BUSINESS RELATED TASKS OR SKILLS</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">4. ACCESS TO FINANCIAL RESOURCES</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">5. PHYSICAL RESOURCES</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">6. BUSINESS SERVICES</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">7. PERSONAL SERVICES</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">8. MORAL OR EMOTIONAL SUPPORT</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">9. LABOR</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">10. CREATIVITY OR IDEAS</div> <div style="border: 1px solid black; padding: 2px;">97. OTHER [FROM R694c]</div>	<div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">1. INTRODUCTIONS TO OTHER PEOPLE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">2. INFORMATION OR ADVICE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">3. TRAINING IN BUSINESS RELATED TASKS OR SKILLS</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">4. ACCESS TO FINANCIAL RESOURCES</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">5. PHYSICAL RESOURCES</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">6. BUSINESS SERVICES</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">7. PERSONAL SERVICES</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">8. MORAL OR EMOTIONAL SUPPORT</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">9. LABOR</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">10. CREATIVITY OR IDEAS</div> <div style="border: 1px solid black; padding: 2px;">97. OTHER [FROM R694c]</div>	<div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">1. INTRODUCTIONS TO OTHER PEOPLE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">2. INFORMATION OR ADVICE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">3. TRAINING IN BUSINESS RELATED TASKS OR SKILLS</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">4. ACCESS TO FINANCIAL RESOURCES</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">5. PHYSICAL RESOURCES</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">6. BUSINESS SERVICES</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">7. PERSONAL SERVICES</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">8. MORAL OR EMOTIONAL SUPPORT</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">9. LABOR</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">10. CREATIVITY OR IDEAS</div> <div style="border: 1px solid black; padding: 2px;">97. OTHER [FROM R694c]</div>
<div style="display: flex; justify-content: space-between; margin-bottom: 5px;"> <div style="border: 1px solid black; padding: 2px;">1. FREE</div> <div style="border: 1px solid black; padding: 2px;">2. DISCOUNTED</div> </div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">3. NORMAL MARKET PRICE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">4. BARTER OR EXCHANGE</div> <div style="border: 1px solid black; padding: 2px;">7. OTHER (SPECIFY): _____</div>	<div style="display: flex; justify-content: space-between; margin-bottom: 5px;"> <div style="border: 1px solid black; padding: 2px;">1. FREE</div> <div style="border: 1px solid black; padding: 2px;">2. DISCOUNTED</div> </div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">3. NORMAL MARKET PRICE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">4. BARTER OR EXCHANGE</div> <div style="border: 1px solid black; padding: 2px;">7. OTHER (SPECIFY): _____</div>	<div style="display: flex; justify-content: space-between; margin-bottom: 5px;"> <div style="border: 1px solid black; padding: 2px;">1. FREE</div> <div style="border: 1px solid black; padding: 2px;">2. DISCOUNTED</div> </div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">3. NORMAL MARKET PRICE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">4. BARTER OR EXCHANGE</div> <div style="border: 1px solid black; padding: 2px;">7. OTHER (SPECIFY): _____</div>

GO TO PERSON #4 (R682)

GO TO PERSON #5 (R682)

GO TO R696x

R696x. INTERVIEWER CHECKPOINT

1. IF 651A=1 --> GO TO R704y
2. IF Q195 EQUALS 2 OR 3 --> GO TO R697
3. IF R670 EQUALS ZERO --> GO TO R704y
4. OTHERS --> GO TO R697

R697. We have one final set of Questions about those who own the new firm. We would like to know more about how they are related to each other.

GO TO R699

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R699. How would you describe the relationship of (you/NAME) to (NAME)?

Are (you/NAME) and (NAME) spouses or partners; relatives; business associates or work colleagues; friends or acquaintances; strangers before joining the start-up team; (you/they) have some other type of relationship; or is either or both not a personal, like a business or financial institution?

R AND PERSON #1	R AND PERSON #2	R AND PERSON #3	R AND PERSON #4
1. SPOUSES/ PARTNERS GO TO R699a	1. SPOUSES/ PARTNERS GO TO R699a	1. SPOUSES/ PARTNERS GO TO R699a	1. SPOUSES/ PARTNERS GO TO R699a
2. RELATIVES/ FAMILY MEMBERS GO TO R699a	2. RELATIVES/ FAMILY MEMBERS GO TO R699a	2. RELATIVES/ FAMILY MEMBERS GO TO R699a	2. RELATIVES/ FAMILY MEMBERS GO TO R699a
3. BUSINESS ASSOCIATES/ WORK COLLEAGUES GO TO R699a	3. BUSINESS ASSOCIATES/ WORK COLLEAGUES GO TO R699a	3. BUSINESS ASSOCIATES/ WORK COLLEAGUES GO TO R699a	3. BUSINESS ASSOCIATES/ WORK COLLEAGUES GO TO R699a
4. FRIENDS/ ACQUAINTANCES	4. FRIENDS/ ACQUAINTANCES	4. FRIENDS/ ACQUAINTANCES	4. FRIENDS/ ACQUAINTANCES
5. STRANGERS BEFORE JOINING THE TEAM GO TO R699a	5. STRANGERS BEFORE JOINING THE TEAM GO TO R699a	5. STRANGERS BEFORE JOINING THE TEAM GO TO R699a	5. STRANGERS BEFORE JOINING THE TEAM GO TO R699a
6. ONE/BOTH NOT A PERSON	6. ONE/BOTH NOT A PERSON	6. ONE/BOTH NOT A PERSON	6. ONE/BOTH NOT A PERSON
7. NO LONGER HAS RELATIONSHIP	7. NO LONGER HAS RELATIONSHIP	7. NO LONGER HAS RELATIONSHIP	7. NO LONGER HAS RELATIONSHIP
97. OTHER (SPECIFY): _____	97. OTHER (SPECIFY): _____	97. OTHER (SPECIFY): _____	97. OTHER (SPECIFY): _____

GO TO NEXT PAIR OR
GO TO R704x

GO TO NEXT PAIR OR
GO TO R704x

GO TO NEXT PAIR OR
GO TO R704x

GO TO NEXT PAIR OR
GO TO R704x

R699. Continued...

How would you describe the relationship of (you/NAME) to (NAME)?

Are (you/NAME) and (NAME) spouses or partners; relatives; business associates or work colleagues; friends or acquaintances; strangers before joining the start-up team; (you/they) have some other type of relationship; or is either or both not a personal, like a business or financial institution?

PERSON #1 AND PERSON #2	PERSON #1 AND PERSON #3	PERSON #1 AND PERSON #4
1. SPOUSES/ PARTNERS GO TO R699a	1. SPOUSES/ PARTNERS GO TO R699a	1. SPOUSES/ PARTNERS GO TO R699a
2. RELATIVES/ FAMILY MEMBERS GO TO R699a	2. RELATIVES/ FAMILY MEMBERS GO TO R699a	2. RELATIVES/ FAMILY MEMBERS GO TO R699a
3. BUSINESS ASSOCIATES/ WORK COLLEAGUES GO TO R699a	3. BUSINESS ASSOCIATES/ WORK COLLEAGUES GO TO R699a	3. BUSINESS ASSOCIATES/ WORK COLLEAGUES GO TO R699a
4. FRIENDS/ ACQUAINTANCES	4. FRIENDS/ ACQUAINTANCES	4. FRIENDS/ ACQUAINTANCES
5. STRANGERS BEFORE JOINING THE TEAM GO TO R699a	5. STRANGERS BEFORE JOINING THE TEAM GO TO R699a	5. STRANGERS BEFORE JOINING THE TEAM GO TO R699a
6. ONE/BOTH NOT A PERSON	6. ONE/BOTH NOT A PERSON	6. ONE/BOTH NOT A PERSON
7. NO LONGER HAS RELATIONSHIP	7. NO LONGER HAS RELATIONSHIP	7. NO LONGER HAS RELATIONSHIP
97. OTHER (SPECIFY): _____	97. OTHER (SPECIFY): _____	97. OTHER (SPECIFY): _____

GO TO NEXT PAIR OR
GO TO R704x

GO TO NEXT PAIR OR
GO TO R704x

GO TO NEXT PAIR OR
GO TO R704x

R699. Continued...

How would you describe the relationship of (you/NAME) to (NAME)?

Are (you/NAME) and (NAME) spouses or partners; relatives; business associates or work colleagues; friends or acquaintances; strangers before joining the start-up team; (you/they) have some other type of relationship; or is either or both not a personal, like a business or financial institution?

PERSON #2 AND PERSON #3
1. SPOUSES/ PARTNERS
GO TO R699a
2. RELATIVES/ FAMILY MEMBERS
GO TO R699a
3. BUSINESS ASSOCIATES/ WORK COLLEAGUES
GO TO R699a
4. FRIENDS/ ACQUAINTANCES
5. STRANGERS BEFORE JOINING THE TEAM
GO TO R699a
6. ONE/BOTH NOT A PERSON
7. NO LONGER HAS RELATIONSHIP
97. OTHER (SPECIFY): _____

**GO TO NEXT PAIR OR
GO TO R704x**

PERSON #2 AND PERSON #4
1. SPOUSES/ PARTNERS
GO TO R699a
2. RELATIVES/ FAMILY MEMBERS
GO TO R699a
3. BUSINESS ASSOCIATES/ WORK COLLEAGUES
GO TO R699a
4. FRIENDS/ ACQUAINTANCES
5. STRANGERS BEFORE JOINING THE TEAM
GO TO R699a
6. ONE/BOTH NOT A PERSON
7. NO LONGER HAS RELATIONSHIP
97. OTHER (SPECIFY): _____

**GO TO NEXT PAIR OR
GO TO R704x**

PERSON #2 AND PERSON #5
1. SPOUSES/ PARTNERS
GO TO R699a
2. RELATIVES/ FAMILY MEMBERS
GO TO R699a
3. BUSINESS ASSOCIATES/ WORK COLLEAGUES
GO TO R699a
4. FRIENDS/ ACQUAINTANCES
5. STRANGERS BEFORE JOINING THE TEAM
GO TO R699a
6. ONE/BOTH NOT A PERSON
7. NO LONGER HAS RELATIONSHIP
97. OTHER (SPECIFY): _____

**GO TO NEXT PAIR OR
GO TO R704x**

R699a. Are (you/NAME) and (NAME) spouses, or "partners sharing a household"?

R + #1	R + #2	R + #3	R + #4
1. SPOUSES	1. SPOUSES	1. SPOUSES	1. SPOUSES
2. PARTNERS SHARING A HOUSEHOLD	2. PARTNERS SHARING A HOUSEHOLD	2. PARTNERS SHARING A HOUSEHOLD	2. PARTNERS SHARING A HOUSEHOLD
8. DON'T KNOW	8. DON'T KNOW	8. DON'T KNOW	8. DON'T KNOW

#1 + #2
1. SPOUSES
2. PARTNERS SHARING A HOUSEHOLD
8. DON'T KNOW

GO BACK TO R699 FOR NEXT PAIR OR GO TO R704x

GO BACK TO R699 FOR NEXT PAIR OR GO TO R704x

GO BACK TO R699 FOR NEXT PAIR OR GO TO R704x

GO BACK TO R699 FOR NEXT PAIR OR GO TO R704x

GO BACK TO R699 FOR NEXT PAIR OR GO TO R704x

#1 + #3	#1 + #4
1. SPOUSES	1. SPOUSES
2. PARTNERS SHARING A HOUSEHOLD	2. PARTNERS SHARING A HOUSEHOLD
8. DON'T KNOW	8. DON'T KNOW

GO BACK TO R699 FOR NEXT PAIR OR GO TO R704x

GO BACK TO R699 FOR NEXT PAIR OR GO TO R704x

#2 + #3	#2 + #4
1. SPOUSES	1. SPOUSES
2. PARTNERS SHARING A HOUSEHOLD	2. PARTNERS SHARING A HOUSEHOLD
8. DON'T KNOW	8. DON'T KNOW

GO BACK TO R699 FOR NEXT PAIR OR GO TO R704x

GO BACK TO R699 FOR NEXT PAIR OR GO TO R704x

#3 + #4
1. SPOUSES
2. PARTNERS SHARING A HOUSEHOLD
8. DON'T KNOW

GO BACK TO R699 FOR NEXT PAIR OR GO TO R704x

R999b. Are (you/NAME) and (NAME) relatives or family members living in the same, or different, households?

R + #1	R + #2	R + #3	R + #4	#1 + #2
1. SAME HOUSEHOLD	1. SAME HOUSEHOLD	1. SAME HOUSEHOLD	1. SAME HOUSEHOLD	1. SAME HOUSEHOLD
2. DIFFERENT HOUSEHOLDS	2. DIFFERENT HOUSEHOLDS	2. DIFFERENT HOUSEHOLDS	2. DIFFERENT HOUSEHOLDS	2. DIFFERENT HOUSEHOLDS
8. DON'T KNOW	8. DON'T KNOW	8. DON'T KNOW	8. DON'T KNOW	8. DON'T KNOW

GO BACK TO R699 FOR NEXT PAIR OR GO TO R704x

GO BACK TO R699 FOR NEXT PAIR OR GO TO R704x

GO BACK TO R699 FOR NEXT PAIR OR GO TO R704x

GO BACK TO R699 FOR NEXT PAIR OR GO TO R704x

GO BACK TO R699 FOR NEXT PAIR OR GO TO R704x

#1 + #3	# + #4	#2 + #3	#2 + #4	#3 + #4
1. SAME HOUSEHOLD	1. SAME HOUSEHOLD	1. SAME HOUSEHOLD	1. SAME HOUSEHOLD	1. SAME HOUSEHOLD
2. DIFFERENT HOUSEHOLDS	2. DIFFERENT HOUSEHOLDS	2. DIFFERENT HOUSEHOLDS	2. DIFFERENT HOUSEHOLDS	2. DIFFERENT HOUSEHOLDS
8. DON'T KNOW	8. DON'T KNOW	8. DON'T KNOW	8. DON'T KNOW	8. DON'T KNOW

GO BACK TO R699 FOR NEXT PAIR OR GO TO R704x

GO BACK TO R699 FOR NEXT PAIR OR GO TO R704x

GO BACK TO R699 FOR NEXT PAIR OR GO TO R704x

GO BACK TO R699 FOR NEXT PAIR OR GO TO R704x

GO BACK TO R699 FOR NEXT PAIR OR GO TO R704x

R699c. Are (you/NAME) and (NAME) business associates or work colleagues from the same company or work organizations or are (you/they) from different work settings?

R + #1	R + #2	R + #3	R + #4	#1 + #2
1. SAME COMPANY OR WORK ORGANIZATIONS	1. SAME COMPANY OR WORK ORGANIZATIONS	1. SAME COMPANY OR WORK ORGANIZATIONS	1. SAME COMPANY OR WORK ORGANIZATIONS	1. SAME COMPANY OR WORK ORGANIZATIONS
2. DIFFERENT WORK SETTINGS	2. DIFFERENT WORK SETTINGS	2. DIFFERENT WORK SETTINGS	2. DIFFERENT WORK SETTINGS	2. DIFFERENT WORK SETTINGS
8. DON'T KNOW	8. DON'T KNOW	8. DON'T KNOW	8. DON'T KNOW	8. DON'T KNOW

GO BACK TO
R699 FOR
NEXT PAIR
OR GO TO
R704x

GO BACK TO
R699 FOR
NEXT PAIR
OR GO TO
R704x

GO BACK TO
R699 FOR
NEXT PAIR
OR GO TO
R704x

GO BACK TO
R699 FOR
NEXT PAIR
OR GO TO
R704x

GO BACK TO
R699 FOR
NEXT PAIR
OR GO TO
R704x

#1 + #3	#1 + #4	#2 + #3	#2 + #4	#3 + #4
1. SAME COMPANY OR WORK ORGANIZATIONS	1. SAME COMPANY OR WORK ORGANIZATIONS	1. SAME COMPANY OR WORK ORGANIZATIONS	1. SAME COMPANY OR WORK ORGANIZATIONS	1. SAME COMPANY OR WORK ORGANIZATIONS
2. DIFFERENT WORK SETTINGS	2. DIFFERENT WORK SETTINGS	2. DIFFERENT WORK SETTINGS	2. DIFFERENT WORK SETTINGS	2. DIFFERENT WORK SETTINGS
8. DON'T KNOW	8. DON'T KNOW	8. DON'T KNOW	8. DON'T KNOW	8. DON'T KNOW

GO BACK TO
R699 FOR
NEXT PAIR
OR GO TO
R704x

GO BACK TO
R699 FOR
NEXT PAIR
OR GO TO
R704x

GO BACK TO
R699 FOR
NEXT PAIR
OR GO TO
R704x

GO BACK TO
R699 FOR
NEXT PAIR
OR GO TO
R704x

GO BACK TO
R699 FOR
NEXT PAIR
OR GO TO
R704x

R699d. How did (you/NAME) and (NAME) first meet? Did (you/they) meet when the start-up team was organized, did (you/they) meet through a common friend, or did (you/they) meet in some other way?

R + #1	R + #2	R + #3	R + #4	#1 + #2
1. MET ON START-UP TEAM	1. MET ON START-UP TEAM	1. MET ON START-UP TEAM	1. MET ON START-UP TEAM	1. MET ON START-UP TEAM
2. HAD A COMMON FRIEND	2. HAD A COMMON FRIEND	2. HAD A COMMON FRIEND	2. HAD A COMMON FRIEND	2. HAD A COMMON FRIEND
7. OTHER (SPECIFY): _____ _____	7. OTHER (SPECIFY): _____ _____	7. OTHER (SPECIFY): _____ _____	7. OTHER (SPECIFY): _____ _____	7. OTHER (SPECIFY): _____ _____
8. DON'T KNOW	8. DON'T KNOW	8. DON'T KNOW	8. DON'T KNOW	8. DON'T KNOW

GO BACK TO
R699 FOR
NEXT PAIR
OR GO TO
R704x

GO BACK TO
R699 FOR
NEXT PAIR
OR GO TO
R704x

GO BACK TO
R699 FOR
NEXT PAIR
OR GO TO
R704x

GO BACK TO
R699 FOR
NEXT PAIR
OR GO TO
R704x

GO BACK TO
R699 FOR
NEXT PAIR
OR GO TO
R704x

#1 + #3	#1 + #4	#2 + #3	#2 + #4	#3 + #4
1. MET ON START-UP TEAM	1. MET ON START-UP TEAM	1. MET ON START-UP TEAM	1. MET ON START-UP TEAM	1. MET ON START-UP TEAM
2. HAD A COMMON FRIEND	2. HAD A COMMON FRIEND	2. HAD A COMMON FRIEND	2. HAD A COMMON FRIEND	2. HAD A COMMON FRIEND
7. OTHER (SPECIFY): _____ _____	7. OTHER (SPECIFY): _____ _____	7. OTHER (SPECIFY): _____ _____	7. OTHER (SPECIFY): _____ _____	7. OTHER (SPECIFY): _____ _____
8. DON'T KNOW	8. DON'T KNOW	8. DON'T KNOW	8. DON'T KNOW	8. DON'T KNOW

GO BACK TO
R699 FOR
NEXT PAIR
OR GO TO
R704x

GO BACK TO
R699 FOR
NEXT PAIR
OR GO TO
R704x

GO BACK TO
R699 FOR
NEXT PAIR
OR GO TO
R704x

GO BACK TO
R699 FOR
NEXT PAIR
OR GO TO
R704x

GO BACK TO
R699 FOR
NEXT PAIR
OR GO TO
R704x

R704x. INTERVIEWER CHECKPOINT

1. IF R501 NOT EQUAL 1 --> GO TO R740z

2. IF R501=1 --> GO TO R704y

R704y. INTERVIEWER CHECKPOINT

1. IF R503 EQUALS 2 OR 3 --> GO TO R704z

2. IF R503 IS NOT EQUAL TO 2 OR 3 (OR IS NOT BLANK) --> GO TO R740z

3. IF R503 IS BLANK --> GO TO R704y_1

R704y_1. INTERVIEWER CHECKPOINT

1. IF R502 EQUALS 1 OR 2 --> GO TO R704z

2. IF R503 IS NOT EQUAL TO 1 OR 2 --> GO TO R740z

R704z. INTERVIEWER CHECKPOINT

1. IF NO ROSTER (Q243) --> GO TO R709y

2. IF ROSTER EXISTS (Q243) --> GO TO R706

R706. During our previous interview you indicated that besides individuals who were on the start-up team, (NAMES FROM Q243) had been helpful in getting the business started.

GO TO R708

	HELPFUL PERSON #1	HELPFUL PERSON #2
<p>R708. During our previous interview, you indicated that the <u>most important</u> assistance (NAME FROM Q243) had provided was (ANSWER IN Q258). How valuable would you say this help has been in getting the business started in the past 12 months? Would you say it has been extremely important, not too important, or not at all important in the past 12 months?</p>	<p>1. EXTREMELY IMPORTANT</p> <p>2. VERY IMPORTANT</p> <p>3. NOT TOO IMPORTANT</p> <p>4. NOT AT ALL IMPORTANT</p> <p>5. DID NOT PROVIDE ANSWER TO (Q258)</p> <p>8. DON'T KNOW</p>	<p>1. EXTREMELY IMPORTANT</p> <p>2. VERY IMPORTANT</p> <p>3. NOT TOO IMPORTANT</p> <p>4. NOT AT ALL IMPORTANT</p> <p>5. DID NOT PROVIDE ANSWER TO (Q258)</p> <p>8. DON'T KNOW</p>
<p>R709. Are you and (NAME FROM Q243) spouses or partner; relatives; business associates or work colleagues; friends or acquaintances; strangers before joining the start-up team; do you have some other type of relationship; is (NAME FROM Q243) not a person -- like a business or financial institution, or do you no longer have a relationship with (NAME FROM Q243)?</p>	<p>1. SPOUSES/PARTNERS</p> <p>2. RELATIVES/FAMILY MEMBERS</p> <p>3. BUSINESS ASSOCIATES</p> <p>4. FRIENDS/ACQUAINTANCES</p> <p>5. STRANGERS BEFORE JOINING THE TEAM</p> <p>6. ONE/BOTH NOT A PERSON</p> <p>7. NO LONGER HAVE A RELATIONSHIP/DECEASED</p> <p>97. OTHER (SPECIFY): _____</p> <p>8. DON'T KNOW</p>	<p>1. SPOUSES/PARTNERS</p> <p>2. RELATIVES/FAMILY MEMBERS</p> <p>3. BUSINESS ASSOCIATES</p> <p>4. FRIENDS/ACQUAINTANCES</p> <p>5. STRANGERS BEFORE JOINING THE TEAM</p> <p>6. ONE/BOTH NOT A PERSON</p> <p>7. NO LONGER HAVE A RELATIONSHIP/DECEASED</p> <p>97. OTHER (SPECIFY): _____</p> <p>8. DON'T KNOW</p>

GO TO PERSON #2 OR
GO TO R710

GO TO PERSON #3 OR
GO TO R710

HELPFUL PERSON #3

HELPFUL PERSON #4

HELPFUL PERSON #5

1. EXTREMELY IMPORTANT	1. EXTREMELY IMPORTANT	1. EXTREMELY IMPORTANT
2. VERY IMPORTANT	2. VERY IMPORTANT	2. VERY IMPORTANT
3. NOT TOO IMPORTANT	3. NOT TOO IMPORTANT	3. NOT TOO IMPORTANT
4. NOT AT ALL IMPORTANT	4. NOT AT ALL IMPORTANT	4. NOT AT ALL IMPORTANT
5. DID NOT PROVIDE ANSWER TO (Q258)	5. DID NOT PROVIDE ANSWER TO (Q258)	5. DID NOT PROVIDE ANSWER TO (Q258)
8. DON'T KNOW	8. DON'T KNOW	8. DON'T KNOW
1. SPOUSES/PARTNERS	1. SPOUSES/PARTNERS	1. SPOUSES/PARTNERS
2. RELATIVES/FAMILY MEMBERS	2. RELATIVES/FAMILY MEMBERS	2. RELATIVES/FAMILY MEMBERS
3. BUSINESS ASSOCIATES	3. BUSINESS ASSOCIATES	3. BUSINESS ASSOCIATES
4. FRIENDS/ACQUAINTANCES	4. FRIENDS/ACQUAINTANCES	4. FRIENDS/ACQUAINTANCES
5. STRANGERS BEFORE JOINING THE TEAM	5. STRANGERS BEFORE JOINING THE TEAM	5. STRANGERS BEFORE JOINING THE TEAM
6. ONE/BOTH NOT A PERSON	6. ONE/BOTH NOT A PERSON	6. ONE/BOTH NOT A PERSON
7. NO LONGER HAVE A RELATIONSHIP/DECEASED	7. NO LONGER HAVE A RELATIONSHIP/DECEASED	7. NO LONGER HAVE A RELATIONSHIP/DECEASED
97. OTHER (SPECIFY): _____	97. OTHER (SPECIFY): _____	97. OTHER (SPECIFY): _____
8. DON'T KNOW	8. DON'T KNOW	8. DON'T KNOW

GO TO PERSON #4 OR
GO TO R710

GO TO PERSON #5 OR
GO TO R710

GO TO R710

R710. Are there other people, (not on the start-up team) (and) (not already mentioned), who have been particularly helpful to you in getting the business started (since our previous interview)?

1. YES

2. NO

8. DON'T KNOW

GO TO R731x

GO TO R731x

R711. How many are there ((people not on the start-up team) (and) (not already mentioned) who have been particularly helpful to you in getting the business started (since our previous interview))?

NUMBER (1-50): _____

98. DON'T KNOW

R712. (IF MORE THAN 2 READ: Can you select the two that have been among the most important?) Please give me (the/their) first name(s) so we can keep track...

FIRST NAME

NEW HELPFUL PERSON #1

NEW HELPFUL PERSON #2

NEW HELPFUL PERSON #1

NEW HELPFUL PERSON #2

R714. Is (NAME) male or female?

R715. How old is (NAME)?

R716. Would you say (NAME) is White, Black or African American, Hispanic, American Indian, Southeast Asian, Other Asian or Pacific Islander, or something else?

R716b. Is (NAME) an American Black or Afro-American, African Black, Caribbean Black, or something else?

R716c. What country did (NAME) or (NAME)'s family come from-- Mexico, Puerto Rico, Cuba, Central America, or some other country?

R716d. Is (NAME) currently on the official voting rolls or list of a federally recognized Indian tribe?

R716e. What is the name of the tribe? (VERIFY SPELLING)

R716f. In what state is this tribe located? (SPELL OUT, DO NOT ABBREVIATE)

<input type="checkbox"/> 1. MALE <input type="checkbox"/> 2. FEMALE	<input type="checkbox"/> 1. MALE <input type="checkbox"/> 2. FEMALE
_____ AGE (10-100) 10-17 --> GO TO R731 18-100 OR DECEASED->GO TO R716	_____ AGE (10-100) 10-17 --> GO TO R731 18-100 OR DECEASED->GO TO R716
1. WHITE/CAUCASIAN ->GO TO PERSON #2	1. WHITE/CAUCASIAN ->GO TO PERSON #3
2. BLACK/AFRICAN AMERICAN ->GO TO R716b	2. BLACK/AFRICAN AMERICAN ->GO TO R716b
3. HISPANIC/LATINO->GO TO R716c	3. HISPANIC/LATINO->GO TO R716c
4. AMERICAN INDIAN->GO TO R716d	4. AMERICAN INDIAN->GO TO R716d
5. SOUTHEAST ASIAN->GO TO PERSON #2	5. SOUTHEAST ASIAN->GO TO PERSON #3
6. OTHER ASIAN/PACIFIC ISLANDER ->GO TO PERSON #2	6. OTHER ASIAN/PACIFIC ISLANDER ->GO TO PERSON #3
7. SOMETHING ELSE (SPECIFY): _____	7. SOMETHING ELSE (SPECIFY): _____
1. AM. BLACK/AFRO-AMERICAN	1. AM. BLACK/AFRO-AMERICAN
2. AFRICAN BLACK	2. AFRICAN BLACK
3. CARIBBEAN BLACK	3. CARIBBEAN BLACK
7. SOMETHING ELSE (SPECIFY): _____	7. SOMETHING ELSE (SPECIFY): _____
GO TO PERSON #2	GO TO PERSON #3
1. MEXICO	1. MEXICO
2. PUERTO RICO	2. PUERTO RICO
3. CUBA	3. CUBA
4. CENTRAL AMERICA	4. CENTRAL AMERICA
7. SOME OTHER COUNTRY (SPECIFY): _____	7. SOME OTHER COUNTRY (SPECIFY): _____
GO TO PERSON #2	GO TO PERSON #3
1. YES	1. YES
2. NO	2. NO
8. DK	8. DK
↓	↓
GO TO PERSON #2	GO TO PERSON #3
NAME OF TRIBE	NAME OF TRIBE
STATE	STATE

GO TO R716x FOR PERSON #1

GO TO R716x FOR PERSON #2

	NEW HELPFUL PERSON #1	NEW HELPFUL PERSON #2
R716x. INTERVIEWER CHECKPOINT:	<p>1. PERSON #1 IS DECEASED (R715) --> GO TO R719</p> <p>2. PERSON #1 IS ALIVE--> GO TO R717</p>	<p>1. PERSON #2 IS DECEASED (R715) --> GO TO R719</p> <p>2. PERSON #2 IS ALIVE--> GO TO R717</p>
R717. How long have you known (NAME)?	<p>_____ # YEARS</p> <p>ZERO FOR LESS THAN ONE "A" FOR "ALL MY LIFE"</p>	<p>_____ # YEARS</p> <p>ZERO FOR LESS THAN ONE "A" FOR "ALL MY LIFE"</p>
R718. How many times have you and (NAME) talked about business matters in the last month?	<p>_____ # TIMES</p>	<p>_____ # TIMES</p>
	<p>GO TO R719 FOR PERSON #1</p>	<p>GO TO R719 FOR PERSON #2</p>

NEW HELPFUL PERSON #1

NEW HELPFUL PERSON #2

R719. How (has/had) (NAME) helped with the start-up? For example, (has/had) (NAME) provided introductions to other people?

 1. YES

 2. NO

 8. DK

 1. YES

 2. NO

 8. DK

R720. ((Has/had) (NAME) provided) information or advice?

 1. YES

 2. NO

 8. DK

 1. YES

 2. NO

 8. DK

R721. ((Has/had) (NAME) provided) training in business related tasks or skills (to help with the start-up)?

 1. YES

 2. NO

 8. DK

 1. YES

 2. NO

 8. DK

R722. ((Has/had) (NAME) provided) access to financial assistance, like equity, loans, or loan guarantees (to help with the start-up)?

 1. YES

 2. NO

 8. DK

 1. YES

 2. NO

 8. DK

R723. ((Has/had) (NAME) provided) physical resources, use of land, space, buildings or equipment (to help with the start-up)?

 1. YES

 2. NO

 8. DK

 1. YES

 2. NO

 8. DK

R724. ((Has/had) (NAME) provided) business services, such as legal, accounting, or clerical assistance (to help with the start-up)?

 1. YES

 2. NO

 8. DK

 1. YES

 2. NO

 8. DK

R725. ((Has/had) (NAME) provided) personal services, such as household help or childcare (to help with the start-up)?

 1. YES

 2. NO

 8. DK

 1. YES

 2. NO

 8. DK

R725c. ((Has/had) (NAME) provided) moral or emotional support (to help with the start-up)?

 1. YES

 2. NO

 8. DK

 1. YES

 2. NO

 8. DK

R725f ((Has/had) (NAME) provided) labor (to help with the start-up)?

 1. YES

 2. NO

 8. DK

 1. YES

 2. NO

 8. DK

R725i. ((Has/had) (NAME) provided) ideas or creativity (to help with the start-up)?

 1. YES

 2. NO

 8. DK

 1. YES

 2. NO

 8. DK

GO TO R726
FOR PERSON #1

GO TO R694
FOR PERSON #2

NEW HELPFUL PERSON #1

NEW HELPFUL PERSON #2

R726. ((Has/had) (NAME) provided any other type of service or assistance (to help with the start-up)?

<div style="border: 1px solid black; padding: 2px; display: inline-block;">1. YES</div> ↓	<div style="border: 1px solid black; padding: 2px; display: inline-block;">2. NO</div>	<div style="border: 1px solid black; padding: 2px; display: inline-block;">8. DK</div> ↓
GO TO R726d		

R726c. What other type of service or assistance (has/had) (NAME) provided?

OTHER (SPECIFY): _____ _____	OTHER (SPECIFY): _____ _____
---------------------------------	---------------------------------

R726d. INTERVIEWER CHECKPOINT

1.	NO "YES" RESPONSES R719-R726--> GO TO R714 FOR PERSON #2	1.	NO "YES" RESPONSES R719-R726--> GO TO R714 FOR PERSON #3
2.	ONLY ONE "YES" R719-R726-->GO TO R728	2.	ONLY ONE "YES" R719-R726-->GO TO R728
3.	MORE THAN ONE "YES" R719-R726--> GO TO R727	3.	MORE THAN ONE "YES" R719-R726--> GO TO R727

R727. Which of these forms of assistance from (NAME) has been the MOST IMPORTANT for the new business start-up? (READ LIST OF "YES"'s FROM R719-R726 IF NECESSARY)

1. INTRODUCTIONS TO OTHER PEOPLE	1. INTRODUCTIONS TO OTHER PEOPLE
2. INFORMATION OR ADVICE	2. INFORMATION OR ADVICE
3. TRAINING IN BUSINESS RELATED TASKS OR SKILLS	3. TRAINING IN BUSINESS RELATED TASKS OR SKILLS
4. ACCESS TO FINANCIAL RESOURCES	4. ACCESS TO FINANCIAL RESOURCES
5. PHYSICAL RESOURCES	5. PHYSICAL RESOURCES
6. BUSINESS SERVICES	6. BUSINESS SERVICES
7. PERSONAL SERVICES	7. PERSONAL SERVICES
8. MORAL OR EMOTIONAL SUPPORT	8. MORAL OR EMOTIONAL SUPPORT
9. LABOR	9. LABOR
10. IDEAS OR IDEAS	10. IDEAS OR CREATIVITY
97. OTHER [FROM R726c]	97. OTHER [FROM R726c]

R728. Please consider this form of assistance provided by (NAME) to the new start-up. [R727 OR THE ONLY "YES" R719-R726]

1. FREE	2. DISCOUNTED	1. FREE	2. DISCOUNTED
3. NORMAL MARKET PRICE		3. NORMAL MARKET PRICE	
4. BARTER OR EXCHANGE		4. BARTER OR EXCHANGE	
7. OTHER (SPECIFY): _____ _____		7. OTHER (SPECIFY): _____ _____	

Was this provided free, at a discounted price, at the normal market price, as part of a barter or exchange relationship, or for some other reason?

GO TO R729 FOR PERSON #1

GO TO R729 FOR PERSON #2

NEW HELPFUL PERSON #1

NEW HELPFUL PERSON #2

R729. What (is/was) (NAME)'s occupation?

OCCUPATION	OCCUPATION
<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 8. DK

R730. (Has/did) (NAME), alone or with others, ever (started/start) a business?

GO TO R694
FOR PERSON #1

GO TO R694
FOR PERSON #2

R731. How would you describe your relationship to (PERSON #1)?

(Is/was) (NAME) your spouse or partner; a family member or relative; a business associate or work colleague; a friend or acquaintance; a teacher or counselor, or (do/did) you have some other type of relationship with (NAME)?

NEW HELPFUL PERSON #1	NEW HELPFUL PERSON #2
<input type="checkbox"/> 1. SPOUSE/ PARTNER GO TO R731a	<input type="checkbox"/> 1. SPOUSE/ PARTNER GO TO R731a
<input type="checkbox"/> 2. RELATIVE/ FAMILY MEMBER GO TO R731a	<input type="checkbox"/> 2. RELATIVE/ FAMILY MEMBER GO TO R731a
<input type="checkbox"/> 3. BUSINESS ASSOCIATE/ WORK COLLEAGUE GO TO R731a	<input type="checkbox"/> 3. BUSINESS ASSOCIATE/ WORK COLLEAGUE GO TO R731a
<input type="checkbox"/> 4. FRIEND/ ACQUAINTANCE GO TO R731a	<input type="checkbox"/> 4. FRIEND/ ACQUAINTANCE GO TO R731a
<input type="checkbox"/> 5. TEACHER/ COUNSELOR GO TO R731a	<input type="checkbox"/> 5. TEACHER/ COUNSELOR GO TO R731a
<input type="checkbox"/> 97. OTHER (SPECIFY): _____	<input type="checkbox"/> 97. OTHER (SPECIFY): _____

GO TO NEXT PAIR OR
GO TO R731x

GO TO NEXT PAIR OR
GO TO R731x

R731a. (Is/was) (NAME) your spouse, or "a partner sharing a household"?

NEW HELPFUL PERSON #1	NEW HELPFUL PERSON #2
1. SPOUSE	1. SPOUSES
2. PARTNER SHARING A HOUSEHOLD	2. PARTNER SHARING A HOUSEHOLD
8. DON'T KNOW	8. DON'T KNOW

GO BACK TO R731
FOR PERSON #2
OR GO TO R731x

GO TO R731x

R731b. (Is/was) (NAME) a relative or family member living in the same, or different, households?

NEW HELPFUL PERSON #1	NEW HELPFUL PERSON #2
1. SAME HOUSEHOLDS	1. SAME HOUSEHOLDS
2. DIFFERENT HOUSEHOLDS	2. DIFFERENT HOUSEHOLDS
8. DON'T KNOW	8. DON'T KNOW

GO BACK TO R731
FOR PERSON #2
OR GO TO R731x

GO TO R731x

R731c. (Are/were) you and (NAME) business associates or work colleagues from the same company or work organization or (are/were) you from different work settings?

NEW HELPFUL PERSON #1	NEW HELPFUL PERSON #2
1. SAME COMPANY OR WORK ORGANIZATIONS	1. SAME COMPANY OR WORK ORGANIZATIONS
2. DIFFERENT WORK SETTINGS	2. DIFFERENT WORK SETTINGS
8. DON'T KNOW	8. DON'T KNOW

GO BACK TO R731
FOR PERSON #2
OR GO TO R731x

GO TO R731x

R731d. How did you and (NAME) first meet? Did you meet through a common friend, or did you meet some other way?

NEW HELPFUL PERSON #1	NEW HELPFUL PERSON #2
2. HAD A COMMON FRIEND	2. HAD A COMMON FRIEND
7. OTHER (SPECIFY): _____ _____	7. OTHER (SPECIFY): _____ _____
8. DON'T KNOW	8. DON'T KNOW

GO BACK TO R731
FOR PERSON #2
OR GO TO R731x

GO TO R731x

R731e. (Is/was) (NAME) a teacher or counselor?

NEW HELPFUL PERSON #1	NEW HELPFUL PERSON #2
1. TEACHER	1. TEACHER
2. COUNSELOR	2. COUNSELOR
8. DON'T KNOW	8. DON'T KNOW

GO BACK TO R731
FOR PERSON #2
OR GO TO R731x

GO TO R731x

R731x. EXACT TIME: _____

R731y. DATA CHECKPOINT:

1.	IF YEAR FIRST PERSON HIRED ANSWERED IN FIRST INTERVIEW (Q157 ANSWERED) --> GO TO R733
2.	IF YEAR FIRST PERSON HIRED <u>NOT</u> ANSWERED IN FIRST INTERVIEW (Q157 NOT ANSWERED) --> GO TO R731z

R731z. DATA CHECKPOINT:

1.	IF YEAR FIRST PERSON HIRED ANSWERED IN SECOND INTERVIEW (R614 ANSWERED) --> GO TO R733
2.	IF YEAR FIRST PERSON HIRED <u>NOT</u> ANSWERED IN SECOND INTERVIEW (R614 NOT ANSWERED) --> GO TO R750y

R733. How many people -- not part of the start-up team -- are acting as full-time managers or supervisors?

(FULL-TIME IS 35 OR MORE HOURS PER WEEK)

0. ZERO GO TO R734	NUMBER (1-10,000): _____	99998. DON'T KNOW
-----------------------	--------------------------	-------------------



R733a. How many of these are women?

0. ZERO	NUMBER (1-10,000): _____	99998. DON'T KNOW
---------	--------------------------	-------------------

R734. How many people -- not part of the start-up team -- are acting as part-time managers or supervisors?

(PART-TIME IS LESS THAN 35 HOURS PER WEEK)

0. ZERO GO TO R735	NUMBER (1-10,000): _____	99998. DON'T KNOW
-----------------------	--------------------------	-------------------



R734a. How many of these are women?

0. ZERO	NUMBER (1-10,000): _____	99998. DON'T KNOW
---------	--------------------------	-------------------

R735. How many other employees, not in management positions, now work full-time for the firm?

(FULL-TIME IS 35 OR MORE HOURS PER WEEK)

0. ZERO GO TO R736	NUMBER (1-10,000): _____	99998. DON'T KNOW
-----------------------	--------------------------	-------------------



R735a. How many of these are women?

0. ZERO	NUMBER (1-10,000): _____	99998. DON'T KNOW
---------	--------------------------	-------------------

R736. How many other employees, not in management positions, now work part-time for the firm?

(PART-TIME IS LESS THAN 35 HOURS PER WEEK)

0. ZERO GO TO R737	NUMBER (1-10,000): _____	99998. DON'T KNOW
-----------------------	--------------------------	-------------------



R736a. How many of these are women?

0. ZERO	NUMBER (1-10,000): _____	99998. DON'T KNOW
---------	--------------------------	-------------------

R737. Not including any owners or owner-managers, how many total full-time jobs -- managers and employees -- each requiring more than 35 hours a week, would you expect five years from now?

0. ZERO	NUMBER (1-10,000): _____	99998. DON'T KNOW
---------	--------------------------	-------------------

R738. Not including any owners or owner-managers, how many part-time jobs -- managers and employees, each requiring less than 35 hours a week, would you expect five years from now?

0. ZERO	NUMBER (1-10,000): _____	99998. DON'T KNOW
---------	--------------------------	-------------------

R739. Not including any owners or owner-managers, how many total full-time jobs -- managers and employees, each requiring more than 35 hours a week, would you expect ten years from now?

0. ZERO	NUMBER (1-10,000): _____	99998. DON'T KNOW
---------	--------------------------	-------------------

R740. Not including any owners or owner-managers, how many part-time jobs -- managers and employees, each requiring less than 35 hours a week, would you expect ten years from now?

0. ZERO	NUMBER (1-10,000): _____	99998. DON'T KNOW
---------	--------------------------	-------------------

R742. What total sales or revenue do you expect in the first full year of operation?
 (THIS IS ASKING ABOUT TOTAL MONEY RECEIVED -- NOT PROFITS. IF FIRST FULL YEAR OF OPERATION HAS ALREADY PASSED, USE ACTUAL DOLLAR AMOUNT.)

DOLLARS (0-100,000,000): \$_____	999999998. DON'T KNOW
----------------------------------	-----------------------

R742a. This will be for a 12 month period covering what months?
 (TOTAL SALES OR REVENUE EXPECTED OR RECEIVED IN FIRST FULL YEAR OF OPERATION)
 (IF FIRST FULL YEAR OF OPERATION HAS ALREADY PASSED, REPORT ACTUAL MONTHS)

1. JANUARY - DECEMBER	2. FEBRUARY - JANUARY	3. MARCH - FEBRUARY	4. APRIL - MARCH
5. MAY - APRIL	6. JUNE - MAY	7. JULY - JUNE	8. AUGUST - JULY
9. SEPTEMBER - AUGUST	10. OCTOBER - SEPTEMBER	11. NOVEMBER - OCTOBER	12. DECEMBER - NOVEMBER
97. OTHER (SPECIFY): _____			98. DON'T KNOW

R742b. And starting in what year?
 (TOTAL SALES OR REVENUE EXPECTED OR RECEIVED IN FIRST FULL YEAR OF OPERATION)
 (IF FIRST FULL YEAR OF OPERATION HAS ALREADY PASSED, REPORT ACTUAL YEARS)

ENTER ALL FOUR DIGITS OF YEAR: _____	9998. DON'T KNOW
---	------------------

R743. Some businesses have a lot of customers, each making small purchases. Others have a few customers, each making a few large purchases. In a typical year, what percentage of your sales, income, or fees would you expect to get from your three largest customers?

(IF FIRM EXPECTS HUNDREDS OF SMALL CUSTOMERS, ENTER 1 FOR 1%)

ENTER ACTUAL PERCENT (0-100): _____

998. DON'T KNOW

R744. Now, I'm going to ask you what percent of your customers are local, regional, national, and international. The total must equal 100%.

For the first year of sales, what percentage of your customers (have been/do you expect to be) local -- that is, located within 20 miles?

ENTER ACTUAL PERCENT (0-100): _____

998. DON'T KNOW

R744a. For the first year of sales ...

... what percentage of your customers (have been/do you expect to be) regional -- that is, more than 20, but less than 100, miles away?

ENTER ACTUAL PERCENT (0-100): _____

998. DON'T KNOW

R744b. (For the first year of sales ...)

... what percentage of your customers (have been/do you expect to be) national -- that is, more than 100 miles away, but within the United States?

ENTER ACTUAL PERCENT (0-100): _____

998. DON'T KNOW

R744c. (For the first year of sales ...)

... what percentage of your customers (have been/do you expect to be) international -- that is, outside the United States?

ENTER ACTUAL PERCENT (0-100): _____

998. DON'T KNOW

R745. The sum of all customer areas is {744e}%!

You have listed:

Local customers:.....{744}%
Regional customers:.....{744a}%
National customers:.....{744b}%
International customers:..{744c}%

TOTAL {744e}%

Where should I make the changes?

PRESS 0 TO CONTINUE WHEN SUM = 100%

- | | | |
|---|--|---|
| 0. ALL ARE CORRECT
GO TO 745a | 1. NEED TO CHANGE LOCAL
GO TO R744 | 3. NEED TO CHANGE NATIONAL
GO TO R744b |
| 2. NEED TO CHANGE REGIONAL
GO TO R744a | 4. NEED TO CHANGE INTERNATIONAL
GO TO R744c | |

R746. What annual sales or income would you expect for the firm FIVE years after the first full year of sales?

(THIS IS ASKING ABOUT REVENUES RECEIVED -- ***NOT*** PROFITS.)

ENTER ACTUAL NUMBER (0-100,000,000): _____	999999998. DON'T KNOW
--	-----------------------

R747. What annual sales or income would you expect for the firm TEN years after the first full year of sales?

(THIS IS ASKING ABOUT REVENUES RECEIVED -- ***NOT*** PROFITS.)

ENTER ACTUAL NUMBER (0-100,000,000): _____	999999998. DON'T KNOW
--	-----------------------

R748. Do you expect the competition to be low, moderate or strong for this new business?

0. EXPECT NO COMPETITION (VOL)	1. LOW	2. MODERATE	3. STRONG	8. DON'T KNOW
--------------------------------------	--------	-------------	-----------	---------------

R749. The primary market for the new firm is all the potential customers for the most important products or services. What has been the annual growth rate, percent per year, of your primary market?

(NOTE: The scope of the market depends on how the market for the new business is being defined. This may be based on location or geographic area, by total sales for a product or service, or both.)

(AN INFORMED "WILD GUESS" IS OK; IF AN UNINFORMED "WILD GUESS," ENTER 8)

ENTER ACTUAL PERCENT (0-100): _____

998. DON'T KNOW

R750. What percentage of the primary market now goes to the new firm's three largest competitors?

(PRIMARY MARKET = ALL POTENTIAL CUSTOMERS FOR THE MOST IMPORTANT PRODUCTS OR SERVICES OF THE FIRM)

(NOTE: The scope of the market depends on how the market for the new business is being defined. This may be based on location or geographic area, by total sales for a product or service, or both.)

ENTER ACTUAL PERCENT (0-100): _____

998. DON'T KNOW

R751. Compared to the competitors, what is the major advantage of this new firm?

R752. How many months do you to put this business in place before any competitive advantage may be lost?

(If answer given in years, multiply by 12 to get result)

ENTER ACTUAL NUMBER (0-240): _____

998. DON'T KNOW

R753. Please indicate how important each of the following are for the new firm to be an effective competitor. First, would you say that LOWER PRICES are insignificant, marginal, important, or critical for the new firm to be an effective competitor?

1. INSIGNIFICANT	2. MARGINAL	3. IMPORTANT	4. CRITICAL	5. NOT APPLICABLE (VOL)	8. DON'T KNOW
------------------	-------------	--------------	-------------	-------------------------	---------------

R753a. Would you say that QUALITY PRODUCTS AND SERVICES are insignificant, marginal, important, or critical for the new firm to be an effective competitor?

1. INSIGNIFICANT	2. MARGINAL	3. IMPORTANT	4. CRITICAL	5. NOT APPLICABLE (VOL)	8. DON'T KNOW
------------------	-------------	--------------	-------------	-------------------------	---------------

R753b. ... serving those missed by others?

1. INSIGNIFICANT	2. MARGINAL	3. IMPORTANT	4. CRITICAL	5. NOT APPLICABLE (VOL)	8. DON'T KNOW
------------------	-------------	--------------	-------------	-------------------------	---------------

R753c. ... a superior location and customer convenience?

(Would you say that A SUPERIOR LOCATION AND CUSTOMER CONVENIENCE are insignificant, marginal, important, or critical for the new firm to be an effective competitor?)

1. INSIGNIFICANT	2. MARGINAL	3. IMPORTANT	4. CRITICAL	5. NOT APPLICABLE (VOL)	8. DON'T KNOW
------------------	-------------	--------------	-------------	-------------------------	---------------

R753d. ... more contemporary, attractive products?

(Would you say that MORE CONTEMPORARY, ATTRACTIVE PRODUCTS are insignificant, marginal, important, or critical for the new firm to be an effective competitor?)

1. INSIGNIFICANT	2. MARGINAL	3. IMPORTANT	4. CRITICAL	5. NOT APPLICABLE (VOL)	8. DON'T KNOW
------------------	-------------	--------------	-------------	-------------------------	---------------

R753e. ... developing new or advanced PRODUCT technology?

(Would you say that DEVELOPING NEW OR ADVANCED ***PRODUCT*** TECHNOLOGY is insignificant, marginal, important, or critical for the new firm to be an effective competitor?)

1. INSIGNIFICANT	2. MARGINAL	3. IMPORTANT	4. CRITICAL	5. NOT APPLICABLE (VOL)	8. DON'T KNOW
------------------	-------------	--------------	-------------	-------------------------	---------------

R753f. ... developing new or advanced PROCESS technology for creating goods and services?

(Would you say that DEVELOPING NEW OR ADVANCED ***PROCESS*** TECHNOLOGY is insignificant, marginal, important, or critical for the new firm to be an effective competitor?)

1. INSIGNIFICANT	2. MARGINAL	3. IMPORTANT	4. CRITICAL	5. NOT APPLICABLE (VOL)	8. DON'T KNOW
------------------	-------------	--------------	-------------	-------------------------	---------------

R753g. ... the technical or scientific expertise of the start-up team?

(Would you say that THE TECHNICAL OR SCIENTIFIC EXPERTISE OF THE START-UP TEAM is insignificant, marginal, important, or critical for the new firm to be an effective competitor?)

1. INSIGNIFICANT	2. MARGINAL	3. IMPORTANT	4. CRITICAL	5. NOT APPLICABLE (VOL)	8. DON'T KNOW
------------------	-------------	--------------	-------------	-------------------------	---------------

R753y. DATA CHECKPOINT:

1. IF HOW MANY PROGRAMS CONTACTED ANSWERED IN FIRST INTERVIEW (Q305 ANSWERED)--> **GO TO R758**

2. IF HOW MANY PROGRAMS CONTACTED NOT ANSWERED IN FIRST INTERVIEW (Q305 NOT ANSWERED) --> **GO TO R755**

R755. Many programs to help new businesses get established have been developed. Federal, state, and local governments, universities, and voluntary associations sponsor them.

Have you made contact with any such program?

1. YES

2. NO

8. DON'T KNOW

GO TO R768

GO TO R768

R756. In what year did you first make contact?

(with a federal, state, or local government, or university, or voluntary association program to help new businesses get established)

YEAR (4 digits): _____

9998. DON'T KNOW

GO TO R757

R756a. And in what month?

(did you first make contact with a federal, state, or local government, or university, or voluntary association program to help new businesses get established)

MONTH/SEASON: _____

98. DON'T KNOW

R757. How many programs have you contacted?

(federal, state, or local government, or university, or voluntary association programs to help new businesses get established)

0. ZERO

ENTER NUMBER OF PROGRAMS (1-500): _____

998. DON'T KNOW

GO TO R768

GO TO R759

GO TO R768

R758. (ORIGINAL INTERVIEW WAS COMPLETED ON {IW DATE})

At our previous interview, a year ago, you reported {305 + 758} contacts with helping programs and your most recent contact was with {760/a program of which you couldn't remember the name}{760}.

Since {IW DATE}, how many additional contacts have you made with helping programs?

0. ZERO	ENTER NUMBER OF PROGRAMS (1-500): _____	998. DON'T KNOW
---------	---	-----------------

IF ANSWERED ZERO, GO TO R769x

R759. Considering the most recent helping program you contacted, was it sponsored by a government, an educational institution, a business association or voluntary group, or was it put on by a for-profit organization?

1. GOVERNMENT	2. EDUCATIONAL INSTITUTION GO TO R759b	3. BUSINESS ASSOCIATION OR VOLUNTARY GROUP GO TO R759c
4. FOR-PROFIT ORGANIZATION GO TO R759d	0. OTHER (SPECIFY): _____ GO TO R760	8. DON'T KNOW GO TO R760

R759a. Was this program sponsored by a federal, state, or local government?

1. FEDERAL	2. STATE	3. LOCAL	0. OTHER (SPECIFY): _____	8. DON'T KNOW
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GO TO R760

R759b. Was this program sponsored by a public school, vocational technical center, two-year college, four-year college, or university?

1. PUBLIC SCHOOL	2. VOCATIONAL TECH CENTER	3. TWO-YEAR COLLEGE	4. FOUR-YEAR COLLEGE
5. UNIVERSITY	0. OTHER (SPECIFY): _____		8. DON'T KNOW

GO TO R760

R759c. Was this program sponsored by a business association, a service group, a professional association like lawyers or accountants, or some other type of voluntary association?

1. BUSINESS ASSOCIATION	2. SERVICE GROUP	3. PROFESSIONAL ASSOCIATION	0. OTHER (SPECIFY): _____	8. DON'T KNOW
-------------------------	------------------	-----------------------------	---------------------------	---------------

GO TO R760

R759d. Was the for-profit organization sponsoring this help providing this for free, for a small or token cost, or expecting a full payment for the program?

1. FREE	2. SMALL OR TOKEN COST	3. EXPECTING FULL PAYMENT	0. OTHER (SPECIFY): _____	8. DON'T KNOW
---------	------------------------	---------------------------	---------------------------	---------------

R760. What is the NAME of this most recent helping program you contacted (ANSWER FROM R759)?

NAME: _____

R761. What was the city and state of this most recent helping program you contacted
(NAME OF PROGRAM FROM R760)?

(ENTER STATE AT NEXT QUESTION)

ENTER CITY ***ONLY*** HERE

CITY: _____

8. DON'T KNOW

R761a. ENTER STATE ***ONLY*** HERE

STATE: _____

8. DON'T KNOW

R762. How many hours did you spend with (ANSWER FROM R760)?

(ONE WEEK FULL TIME = 40 HOURS
ONE MONTH FULL TIME = 173 HOURS
ONE YEAR FULL TIME = 2,080 HOURS)

ENTER NUMBER OF HOURS: _____

8. DON'T KNOW

R762a. What, would you say, is the reason you spent (# OF HOURS FROM R762) hour
with (NAME OF PROGRAM FROM R760)?

R763. Briefly, what did (NAME OF PROGRAM FROM R760) do for you?

R764. Assuming a fair market price for this help, how much {If full payment (3) at R759d, use "did". Otherwise "would have"} this service cost?

(NAME OF THE PROGRAM FROM R760)

ENTER ACTUAL NUMBER (0-10,000): _____

9998. DON'T KNOW

R765. Would you recommend that those starting businesses seek this kind of help (DEPENDS ON ANSWER TO R759)?

1. YES

2. NO

3. DEPENDS (VOL)

8. DON'T KNOW

GO TO R767

GO TO R769

GO TO R769

R766. Do you think that those starting a new business would find this kind of help somewhat valuable, very valuable, or extremely valuable (SEE R760)?

1. SOMEWHAT VALUABLE

2. VERY VALUABLE

3. EXTREMELY VALUABLE

8. DON'T KNOW

GO TO R769

R767. Do you think those starting a new business would find this a waste of time, slightly misleading, or dangerously misleading (SEE R760)?

1. WASTE OF TIME

2. SLIGHTLY
MISLEADING

3. DANGEROUSLY
MISLEADING

8. DON'T KNOW

GO TO R769

R768. If you wished, would you know how to make contact with any of these programs in your area?

(federal, state, or local government, or university, or voluntary association programs to help new businesses got established)

1. YES

2. NO

8. DON'T KNOW

GO TO R769

GO TO R769

R769. How many programs could you contact, if you wanted to spend the time?
(federal, state, or local government, or university, or voluntary association programs to help new businesses got established)

ENTER NUMBER OF PROGRAMS (0-500)

998. DON'T KNOW

If R514=3 GO TO R518

R770. Most businesses have two types of investments: 1) ownership or equity, and 2) loans or debts. Those that own equity in the business usually expect to receive a share of the profits. As of now, what is the total amount of ownership equity from all sources -- that is, what is the total amount of money provided in return for a share of the profits?

ENTER ACTUAL NUMBER (0-100,000,000): _____

999999998. DON'T KNOW

R770a. The other source of money for businesses is loans or debt. This money must usually be paid back and often there is interest. Right now, what is the total amount of loans or borrowing by the business?

ENTER ACTUAL NUMBER (0-100,000,000): _____

999999998. DON'T KNOW

R771. Now, let's focus on YOUR PERSONAL contributions. How much money have you put into the business, expecting to share ownership and profits?

(ONLY COUNT CASH CONTRIBUTIONS FOR THIS, NOT VALUE OF TIME CONTRIBUTED TO START-UP.)

ENTER ACTUAL NUMBER (0-100,000,000): _____

999999998. DON'T KNOW

R771a. How much money have you loaned the business -- money you expect to get back, with or without interest?

ENTER ACTUAL NUMBER (0-100,000,000): _____

999999998. DON'T KNOW

R771b. DATA CHECKPOINT:

1. IF R IS ONLY MEMBER OF STARTUP TEAM (R652 = 1)--> GO TO R773

2. ELSE --> GO TO R772

R772. Now, let's focus on OTHER START-UP TEAM MEMBERS. How much money have they PUT INTO the business, expecting to share ownership and profits?

ENTER ACTUAL DOLLAR AMOUNT (0-100,000,000): _____

999999998. DON'T KNOW

R772a. How much money have OTHER START-UP TEAM MEMBERS LOANED the business -- money they expect to get back, with or without interest?

ENTER ACTUAL DOLLAR AMOUNT (0-100,000,000): _____

999999998. DON'T KNOW

R773. How about FAMILY MEMBERS AND RELATIVES of you OR the start-up team -- how much money have they PUT INTO the business, expecting to share ownership and profits?

ENTER ACTUAL DOLLAR AMOUNT (0-100,000,000): _____

999999998. DON'T KNOW

R773a. How much money have FAMILY MEMBERS AND RELATIVES of you OR the start-up team LOANED the business -- money they expect to get back, with or without interest?

ENTER ACTUAL DOLLAR AMOUNT (0-100,000,000): _____

999999998. DON'T KNOW

R774. How about FRIENDS AND BUSINESS ASSOCIATES of you OR the start-up team -- how much money have they PUT INTO the business, expecting to share ownership and profits?

ENTER ACTUAL DOLLAR AMOUNT (0-100,000,000): _____

999999998. DON'T KNOW

R774a. How much money have FRIENDS AND BUSINESS ASSOCIATES of you OR the start-up team LOANED the business -- money they expect to get back, with or without interest?

ENTER ACTUAL DOLLAR AMOUNT (0-100,000,000): _____

999999998. DON'T KNOW

R775. How about BANKS, FINANCIAL INSTITUTIONS, OR VENTURE CAPITALISTS -- how much money have they put into the business, expecting to share ownership and profits?

ENTER ACTUAL DOLLAR AMOUNT (0-100,000,000): _____

999999998. DON'T KNOW

R775a. How much money have BANKS, FINANCIAL INSTITUTIONS, OR VENTURE CAPITALISTS LOANED the business -- money they expect to get back, with or without interest?

ENTER ACTUAL DOLLAR AMOUNT (0-100,000,000): _____

999999998. DON'T KNOW

R776. How about PRIVATE INVESTORS -- how much money have they PUT INTO the business, expecting to share ownership and profits?

ENTER ACTUAL DOLLAR AMOUNT (0-100,000,000): _____

999999998. DON'T KNOW

R776a. How much money have PRIVATE INVESTORS loaned the business -- money they expect to get back, with or without interest?

ENTER ACTUAL DOLLAR AMOUNT (0-100,000,000): _____

999999998. DON'T KNOW

R777. How about FEDERAL, STATE, OR LOCAL GOVERNMENT AGENCIES -- how much money have they PUT INTO the business, expecting to share ownership and profits?

ENTER ACTUAL DOLLAR AMOUNT (0-100,000,000): _____

999999998. DON'T KNOW

R777a. How much money have FEDERAL, STATE, OR LOCAL GOVERNMENT AGENCIES LOANED the business -- money they expect to get back, with or without interest?

ENTER ACTUAL DOLLAR AMOUNT (0-100,000,000): _____

999999998. DON'T KNOW

108

R778. How much money have SUPPLIERS or SUBCONTRACTORS LOANED the business -- money they expect to get back, with or without interest?

ENTER ACTUAL DOLLAR AMOUNT (0-100,000,000): _____

999999998. DON'T KNOW

R779. How much money has been borrowed on CREDIT CARDS or other forms of personal credit to the business or owners, that must be paid back?

ENTER ACTUAL DOLLAR AMOUNT (0-100,000,000): _____

999999998. DON'T KNOW

R780. Is there any OTHER SOURCE of ownership or equity money the new firm has received? If so, how much was provided, EXPECTING TO SHARE OWNERSHIP AND PROFITS?

ENTER ACTUAL DOLLAR AMOUNT (0-100,000,000): _____

999999998. DON'T KNOW

R780a. What is the other source of ownership or equity money?

SOURCE: _____

8. DON'T KNOW

R781. How much money have OTHER SOURCES LOANED the business -- money they expect to get back, with or without interest?

ENTER "x" FOR CREDIT CARD

0. ZERO

ENTER DOLLAR AMOUNT (1-100,000,000): _____

999999998. DON'T
KNOW

GO TO R782

GO TO R782

R781a. What was this other source of loans for the business?

SOURCE: _____

8. DON'T KNOW

R782. If you and the other owners sold the business today, as a going concern, about how much would you get, after all debts were paid, including loans to the business by the owners? In other words, what is your estimate of the net worth of the business?

("UP AND RUNNING" AND "GOING CONCERN" REFER TO BUSINESSES THAT ARE CONSIDERED VIABLE -- PAST THE BIRTH STAGE -- BUT NOT NECESSARILY PROFITABLE AND GROWING.)

0. ZERO OR NEGATIVE	ENTER DOLLAR AMOUNT (\$1-\$100,000,000): _____	999999998. DON'T KNOW
---------------------	--	-----------------------

GO TO R790

R783. Right now, what percentage of the firm do you personally own?

0. NONE	ENTER PERCENT (1-100) [100 FOR ALL]: _____	998. DON'T KNOW
---------	--	-----------------

R784. Do you expect to ever sell the business, or sell your part of it?

1. YES	2. NO	8. DON'T KNOW
--------	-------	---------------

GO TO R790 GO TO R790

R784a. Who do you expect to sell your part of the business to: 1) other owners; 2) another business; 3) as a public stock offering; 4) your children; 5) other family members; 6) employees, including an **Employee Stock Option Package**; or 7) somebody else?

(ESOP = EMPLOYEE STOCK OWNERSHIP PROGRAM)

1. OTHER OWNERS	2. ANOTHER BUSINESS	3. PUBLIC STOCK SALE	4. CHILDREN
5. OTHER FAMILY MEMBER	6. EMPLOYEES /ESOP	7. SOMEBODY ELSE (SPECIFY): _____	8. DON'T KNOW

R784b. In how many years do you expect to sell your ownership of the business?

ENTER "0" IF LESS THAN ONE, "x" IF UPON RETIREMENT

ENTER NUMBER OF YEARS (0-50): _____	98. DON'T KNOW
-------------------------------------	----------------

R790. Are you attempting to start another business, not including the one we have been discussing?

1. YES

2. NO

8. DON'T KNOW

GO TO R793

GO TO R793

R791. About how many hours a week do you spend on trying to start this other business?

(ONE WEEK FULL TIME = 40 HOURS)

ENTER NUMBER OF HOURS (0-168): _____

998. DON'T KNOW

R792. Can you briefly describe this other business?

R792a. Why are you trying to start this other business?

R793. Some people can be characterized as being precise, reliable, efficient, and well-disciplined -- the kind of person that prefers "doing things better." Others can be described as more non-conforming, questioning, and challenging of authority. Such people, comfortable with unstructured situations, prefer "doing things differently."

TIME EACH OF THE QUESTIONS BELOW

R794. If someone asked you which kind of person you are, would you say that you preferred "doing things better" or "doing things differently?"

1. DOING THINGS BETTER

2. DOING THINGS
DIFFERENTLY

3. DON'T KNOW

R795. How well does your preferred style of problem-solving match the types of problems encountered in starting a new business? Would you say your style is often a good match, sometimes a good match, sometimes a poor match, or often a poor match?

1. OFTEN A GOOD
MATCH

2. SOMETIMES
A GOOD MATCH

3. SOMETIMES A
POOR MATCH

4. OFTEN A
POOR MATCH

8. DON'T
KNOW

R796. Consider your closest associate helping you start this business.

Would you consider this a person who prefers to do things better, or to do things differently?

1. DO THINGS
BETTER

2. DO THINGS
DIFFERENTLY

3. NO CLOSEST
ASSOCIATE (VOL)

8. DON'T KNOW

GO TO R798

GO TO R798

R797. How well does the problem solving style of your closest associate match the types of problems encountered in starting a new business? Would you say this person's style is often a good match, sometimes a good match, sometimes a poor match, or often a poor match?

1. OFTEN A GOOD
MATCH

2. SOMETIMES
A GOOD MATCH

3. SOMETIMES A
POOR MATCH

4. OFTEN A
POOR MATCH

8. DON'T
KNOW

R798. In terms of current work activity, are you involved in any of the following?
First, are you working for others for pay?

1. YES	2. NO GO TO R799	8. DON'T KNOW GO TO R799
--------	---------------------	-----------------------------

R798a. Are you working for others more than 35 hours per week or less than 35 hours per week?

1. MORE THAN 35 HOURS PER WEEK	2. LESS THAN 35 HOURS PER WEEK	8. DON'T KNOW
-----------------------------------	-----------------------------------	---------------

R799. **If R502 or R503=1:**
Even though you described your business as an operating business, would you say that you are a small business owner, or self-employed?

If R502 or R503=2:
Even though you described your business as an active start-up, would you say that you are a small business owner, or self-employed?

If R502 or R503=3:
Even though you described your business as an inactive start-up, would you say that you are a small business owner, or self-employed?

If R502 or R503=4:
Even though you said you were no longer involved in this business, would you say that you are a small business owner, or self-employed?

1. YES	2. NO	8. DON'T KNOW
--------	-------	---------------

R800. Are you managing a business owned by someone else, either as the senior executive or part of the senior management team?

1. YES	2. NO	8. DON'T KNOW
--------	-------	---------------

R801. Are you a homemaker?
(THIS IS POSSIBLE EVEN IF R HAS A FULL TIME CAREER OR IS A STUDENT)

1. YES	2. NO	8. DON'T KNOW
--------	-------	---------------

R802. How many hours per week do you spend on housekeeping and childcare activities?
(ONE WEEK FULL TIME = 40 HOURS)

(INTERVIEWER: PROBE FOR ROUGH ESTIMATE)

ENTER NUMBER OF HOURS (0-168): _____	998. DON'T KNOW
--------------------------------------	-----------------

R803. Have you ever retired?
(COULD BE FROM FORMER CAREER, EVEN IF R IS CURRENTLY EMPLOYED)

1. YES

2. NO

8. DON'T KNOW

R804. Are you a student?

1. YES

2. NO

8. DON'T KNOW



GO TO R804b

GO TO R804b

R804a. Are you a student more than 35 hours per week, or less than 35 hours per week?

1. 35 OR MORE HRS/WK

2. LESS THAN 35 HRS/WK

8. DON'T KNOW

R804b. DATA CHECKPOINT:

1. IF R798, R799, OR R800 EQUALS 1 -> GO TO R807

2. OTHERS --> GO TO R805

R805. Are you disabled and unable to work?

1. YES

2. NO

8. DON'T KNOW

R806. Are you unemployed?

1. YES

2. NO

8. DON'T KNOW



GO TO R807

GO TO R807

R806a. Are you presently seeking full time work, part-time work, or are you not looking for work?

(FULL TIME IS 35 OR MORE HRS PER WEEK, PART TIME IS LESS THAN 35 HRS PER WEEK)

1. SEEKING FULL TIME WORK

2. SEEKING PART TIME WORK

3. NOT LOOKING FOR WORK

8. DON'T KNOW

R807. How would you describe your current marital status or living arrangement -- never married, living with a partner but not married, married, separated, divorced, widowed, or something else?

1. NEVER MARRIED	2. LIVING WITH A PARTNER BUT NOT MARRIED	3. MARRIED	4. SEPARATED
5. DIVORCED	6. WIDOWED	7. OTHER (SPECIFY): _____	8. DON'T KNOW

R808. What was your total household income from all sources and before taxes last year? Be sure to include income from work, government benefits, pensions, and all other sources.

ENTER ACTUAL DOLLAR AMOUNT (0-100,000,000): _____	999999998. DON'T KNOW
---	-----------------------

GO TO R808y

R808a. Then, would you tell me, is your household's total annual income, before taxes, over \$50,000 per year?

1. YES, OVER \$50,000 GO TO R808g	2. NO, UNDER \$50,000 ↓	8. DON'T KNOW GO TO R808y
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R808b. Then, would you tell me, is your household's total annual income, before taxes, over \$30,000 per year?

1. YES, OVER \$30,000 GO TO R808f	2. NO, UNDER \$30,000 ↓	8. DON'T KNOW GO TO R808y
---	----------------------------	-------------------------------------

R808c. Then, would you tell me, is your household's total annual income, before taxes, over \$10,000 per year?

1. YES, OVER \$10,000 GO TO R808e	2. NO, UNDER \$10,000 ↓	8. DON'T KNOW GO TO R808y
---	----------------------------	-------------------------------------

R808d. Then, would you tell me, is your household's total annual income, before taxes, over \$5,000 per year?

1. YES, OVER \$5,000 GO TO R808y	2. NO, UNDER \$5,000 GO TO R808y	8. DON'T KNOW GO TO R808y
--	--	-------------------------------------

R808e. Then, would you tell me, is your household's total annual income, before taxes, over \$20,000 per year?

1. YES, OVER \$20,000



2. NO, UNDER \$20,000

GO TO R808y

8. DON'T KNOW

GO TO R808y

R808f. Then, would you tell me, is your household's total annual income, before taxes, over \$40,000 per year?

1. YES, OVER \$40,000

GO TO R808y

2. NO, UNDER \$40,000

GO TO R808y

8. DON'T KNOW

GO TO R808y

R808g. Then, would you tell me, is your household's total annual income, before taxes, over \$80,000 per year?

1. YES, OVER \$80,000

GO TO R808i

2. NO, UNDER \$80,000



8. DON'T KNOW

GO TO R808y

R808h. Then, would you tell me, is your household's total annual income, before taxes, over \$60,000 per year?

1. YES, OVER \$60,000

GO TO R808y

2. NO, UNDER \$60,000

GO TO R808y

8. DON'T KNOW

GO TO R808y

R808i. Then, would you tell me, is your household's total annual income, before taxes, over \$100,000 per year?

1. YES, OVER \$100,000



2. NO, UNDER \$100,000

GO TO R808y

8. DON'T KNOW

GO TO R808y

R808j. Then, would you tell me, is your household's total annual income, before taxes, over \$200,000 per year?

1. YES, OVER \$200,000

GO TO R808m

2. NO, UNDER \$200,000



8. DON'T KNOW

GO TO R808y

R808k. Then, would you tell me, is your household's total annual income, before taxes, over \$150,000 per year?

1. YES, OVER \$150,000

GO TO R808y

2. NO, UNDER \$150,000

GO TO R808y

8. DON'T KNOW

GO TO R808y

R808m. Then, would you tell me, is your household's total annual income, before taxes, over \$500,000 per year?

1. YES, OVER \$500,000

2. NO, UNDER \$500,000

8. DON'T KNOW

R808y. DATA CHECKPOINT

1. IF OPERATING BUSINESS (R560=1) --> GO TO R809

2. OTHERS --> GO TO R810

R809. Right now, what percentage of the household income is provided by your salaries and profits from the new business?

ENTER ACTUAL PERCENT (0-100): _____

998. DON'T KNOW

R810. Do you or anyone in your household own the house you live in?

(THIS REFERS ONLY TO THE HOUSEHOLD'S PRIMARY RESIDENCE)

1. YES



2. NO

GO TO R811

8. DON'T KNOW

GO TO R811

R810a. What would be the current value of this home if it were sold today?

ENTER ACTUAL DOLLAR AMOUNT (0-100,000,000): _____

99999998. DON'T KNOW

R810b. If there are mortgages or land contracts on this home, land, apartment, or property, how much is still owed after the most recent payments were made? (DO NOT INCLUDE HOME EQUITY LOANS OR LINES OF CREDIT.)

ENTER ACTUAL DOLLAR AMOUNT (0-100,000,000): _____

99999998. DON'T KNOW

R811. It would also be useful to know the total value of any tangible assets owned by the household, other than the primary residence. Please include all those things owned by either the husband, wife, or household partner, or jointly.

What would be the total current value of any other real estate, cars, or other vehicles, such as boats or recreational vehicles, home furnishings, jewelry, and the like? Do not include savings and investments.

ENTER ACTUAL DOLLAR AMOUNT (0-100,000,000): _____

99999998. DON'T KNOW

R812. An estimate of all of the household's savings and investments would also be useful. What would be the current value of stocks, bonds, mutual funds, saving accounts, checking accounts, retirement accounts, non-incorporated business assets, and the like? (INCLUDE ALL THOSE OWNED EITHER BY THE HUSBAND OR WIFE, OR JOINTLY)

ENTER ACTUAL DOLLAR AMOUNT (0-100,000,000): _____

999999998. DON'T KNOW

R813. Next, it would be useful to have an estimate of all the other debts or land contracts for the household, not including the first mortgage on the primary residence. What is the current value of all loans outstanding, such as mortgages on other property, home equity loans, automobile loans, credit card loans, education loans, and the like? Again, please include all debts for which either the husband or the wife are responsible.

ENTER ACTUAL DOLLAR AMOUNT (0-100,000,000): _____

999999998. DON'T KNOW

R814. What do you think is the current net worth of the household?

This is the total value of what you have -- physical property and all investments and checking accounts -- minus what you owe -- all mortgages, home equity loans, car loans, and the like -- all those things owned or money owed separately, or jointly, by the husband and wife.

NEGATIVE NUMBER IS OK

ENTER ACTUAL DOLLAR AMOUNT (0-100,000,000): _____

999999998. DON'T KNOW

GO TO R814y

R814a. Would you consider the total household net worth to be more than \$1,000,000? Again, include any assets or debts shared with a spouse or household partner.

1. YES, MORE THAN
\$1,000,000

GO TO R814f

2. NO, LESS THAN
\$1,000,000



8. DON'T KNOW

GO TO R814y

R814b. Is your total household net worth over \$500,000?

1. YES, OVER \$500,000



2. NO, UNDER \$500,000

GO TO R814d

8. DON'T KNOW

GO TO R814y

R814c. Is it over \$750,000?

1. YES, OVER \$750,000

GO TO R814y

2. NO, UNDER \$750,000

GO TO R814y

8. DON'T KNOW

GO TO R814y

R814d. Is it over \$250,000?

1. YES, OVER \$250,000

GO TO R814y

2. NO, UNDER \$250,000



8. DON'T KNOW

GO TO R814y

R814e. Is it over \$100,000?

1. YES, OVER \$100,000

GO TO R814y

2. NO, UNDER \$100,000

GO TO R814y

8. DON'T KNOW

GO TO R814y

R814f. Is it your total household net worth over \$5,000,000?

1. YES, OVER \$5,000,000

GO TO R814y

2. NO, UNDER \$5,000,000



8. DON'T KNOW

GO TO R814y

R814g. Is it over \$2,500,000?

1. YES, OVER \$5,000,000

2. NO, UNDER \$5,000,000

8. DON'T KNOW

R814y. DATA CHECKPOINT

1. IF OPERATING BUSINESS (R560=1) --> GO TO R815

2. OTHERS --> GO TO R816

R815. Right now, what percentage of the household net worth would be accounted for by your share of ownership of the new business?

ENTER ACTUAL PERCENT (0-100): _____

998. DON'T KNOW

R816. We appreciate your help very much. We would like to know if the interview has affected your interest in starting or owning a business. Now that you have completed the interview, are you more, or less, interested in starting or owning a business?

1. MORE
INTERESTED

2. LESS
INTERESTED

3. (VOLUNTEERED):
NEITHER/NO
EFFECT

8. DON'T KNOW

R817. That concludes all our Questions at this time. Your answers have been very useful in helping us understand how new businesses are started. As we mentioned before, all your answers are confidential.

We will be sending you a summary of the results and, as a token of our appreciation, we will be sending you a check for \$25. To do this, I'd like to verify your name and mailing address.

1. R WANTS TO RECEIVE
SUMMARY AND \$25

GO TO R817a

2. R DOES NOT WANTS TO
RECEIVE SUMMARY AND \$25

GO TO R818

R817a. I have your name as: (NAME). Is that correct?
(EVEN IF YOU THINK YOU KNOW IT, VERIFY ALL SPELLINGS.)

1. YES, NAME IS CORRECT

GO TO R817c

2. NO, NEED TO CORRECT NAME



R817b. What is your name? Please spell it for me.
(EVEN IF YOU THINK YOU KNOW IT, VERIFY ALL SPELLINGS.)

_____ FULL NAME

R817c. I have your street address as: (STREET ADDRESS). Is that correct?
(EVEN IF YOU THINK YOU KNOW IT, VERIFY ALL SPELLINGS.)

1. YES, STREET ADDRESS
IS CORRECT

GO TO R817e

2. NO, NEED TO CORRECT
STREET ADDRESS



R817d. What is your street address name? Please include any apartment numbers, if necessary.
(EVEN IF YOU THINK YOU KNOW IT, VERIFY ALL SPELLINGS.)

_____ STREET ADDRESS

R817e. I have your city and state as: (CITY, STATE). Is that correct?
(EVEN IF YOU THINK YOU KNOW IT, VERIFY ALL SPELLINGS.)

1. YES, CITY/STATE IS CORRECT

GO TO R817g

2. NO, NEED TO CORRECT CITY/STATE



R817f. What is the correct city, village, or town? And what is the correct state?
(EVEN IF YOU THINK YOU KNOW IT, VERIFY ALL SPELLINGS. SPELL OUT STATE, DO NOT ABBREVIATE.)

_____ CITY, STATE

R817g. I have your zip code as: (ZIP CODE). Is that correct?

1. YES, ZIP CODE IS CORRECT

GO TO R817i

2. NO, NEED TO CORRECT ZIP CODE



R817f. What is your zip code?

_____ 5-DIGIT ZIP CODE

R818. We also have some additional Questions that would be very useful for our research. It is in the form of a short questionnaire you can completed on your own. We would be pleased to send you an additional check for \$25 when we receive your completed Questionnaire. May we mail you a copy in the next couple of days?

1. YES, SEND IT ALONG

GO TO R818b

2. NO

GO TO R819

8. DON'T KNOW

GO TO R818a

R818a. If you are not sure, perhaps we can send you a copy and you can make a decision after you see it?

1. YES, SEND IT ALONG



2. NO, DON'T SEND IT ALONG

GO TO R819

R818b. DATA CHECKPOINT

1. IF ANSWERED R817a-R817h --> GO TO R819

2. OTHERS --> GO TO R817a TO VERIFY CONTACT INFORMATION

(NOTE: If R is no longer working on the business (R501=2), use first fill in R819)

R819. We may wish to contact you in about a year or so to find out (about your/how your) (entrepreneurial activity/new business is doing). Could you please give us the name and phone number of a friend or relative who could help us locate you? We would only call them if, for some reason, your current address or phone number is no longer valid.

R819a. DATA CHECKPOINT

1. IF CONTACT PERSON ANSWERED (R398) --> GO TO R820

2. IF CONTACT PERSON NOT ANSWERED (R398) --> GO TO R820a

R820. Last time, you gave us (CONTACT NAME FROM R398). Is it still the person who would know how to contact you if we have trouble reaching you in a year or so?

1. YES, CONTACT
PERSON IS THE SAME

GO TO R820b

2. NO, NEED TO GIVE
NEW CONTACT PERSON



R820a. What is the name of a friend or relative who would know how to contact you? (EVEN IF YOU THINK YOU KNOW IT, VERIFY ALL SPELLINGS.)

ENTER FIRST AND LAST NAME:

R820b. DATA CHECKPOINT

- | | |
|----|---|
| 1. | IF CONTACT PERSON'S PHONE NUMBER ANSWERED (R398a) --> GO TO R820c |
| 2. | IF CONTACT PERSON'S PHONE NUMBER NOT ANSWERED (R398a) --> GO TO R820d |

R820c. Is (**CONTACT NAME FROM R398**)'s phone number still (**R398a**)?

1. YES, PHONE # IS THE SAME GO TO R820e
--

2. NO, NEED TO ENTER NEW PHONE #



R820d. What is (CONTACT NAME FROM R398)'s phone number, including area code?

ENTER AREA CODE AND PHONE NUMBER:

R820e. DATA CHECKPOINT

- | | |
|----|---|
| 1. | IF CONTACT PERSON'S CITY AND STATE ANSWERED (R398b) --> GO TO R820f |
| 2. | IF CONTACT PERSON'S CITY AND STATE NOT ANSWERED (R398b) --> GO TO R820g |

R820f. Does (CONTACT NAME FROM R398) still live in (CITY/STATE)?

1. YES, CITY AND STATE IS CORRECT GO TO R820h

2. NO, NEED TO ENTER NEW CITY AND STATE
--



R820g. In what city and state does (**CONTACT NAME FROM R398**) live?
(This would help us if, for some reason, we would need to call directory assistance to find the contact person as well.)
(SPELL OUT STATE, DO NOT ABBREVIATE.)

ENTER CITY AND STATE:

R820h. DATA CHECKPOINT

1. IF BUSINESS PHONE (Q173 OR R631) EQUALS 1, 2, 3, OR 4 --> GO TO R822

2. OTHERS --> GO TO R820i

R820i. DATA CHECKPOINT

1. IF NEW BUSINESS PHONE IS ANSWERED (R399) --> GO TO R821

2. IF NEW BUSINESS PHONE IS NOT ANSWERED (R399) --> GO TO R821a

(NOTE: If Q173 or R631 = 4, use first fill in R821)

R821. Last time, you said your business's (**website address/phone number**) was (R399).
Is this still correct?

1. YES

GO TO R821x

2. NO



3. (VOLUNTEERED): NO LONGER HAVE

GO TO R821x

R821a. May I please have the (**website address/phone number**) for your new business?

WEBSITE ADDRESS/
AREA CODE AND PHONE NUMBER

R822. That's my last Question. Let me emphasize that all your answers are confidential. I appreciate you taking the time to participate in our study. Thanks very much for your time and cooperation. Do you have any additional Questions or comments?

ENTER COMMENTS:
