

For Office Use Only

# ENTREPRENEURIAL STUDY



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

## THIRD 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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INTRODUCTION SECTION

S500. DATA CHECKPOINT

1.	IF Q502 = 1 -> GO TO S501a
2.	ELSE -> GO TO S501 ON PAGE 2

S501a. About a year ago, you reported active involvement in a going business named (BUSINESS NAME) which engaged in (BUSINESS ACTIVITY). Are you still involved as an owner with this new firm start-up or business?

1. YES	5. NO	8. DON'T KNOW
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S501b. How would you describe the current status of this new business? Is it still an operating business with the same general structure as before, has it been sold to others, has any major piece been sold or spun off on its own, or has it ceased to do business for any reason?

1. OPERATING BUSINESS  GO TO S503a	2. ENTIRE FIRM SOLD TO OTHERS  GO TO S511y	3. PIECES SOLD, SPUN OFF, OR FIRM DIVIDED INTO TWO OR MORE PARTS  GO TO S511y
4. BUSINESS TERMINATED  GO TO S511y	7. SOMETHING ELSE	8. DON'T KNOW  GO TO S503a

S501c. Since the current status of this going business doesn't fit any of these categories, how would you describe it?

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S501d. If you had to put the current status of this going business in a category, would you say it is the same operating, sold to others, has sold or spun off a major segment, or has it ceased to do business?

1. OPERATING BUSINESS	2. ENTIRE FIRM SOLD TO OTHERS	3. PIECES SOLD, SPUN OFF, OR FIRM DIVIDED INTO TWO OR MORE PARTS
GO TO S503a	GO TO S511y	GO TO S511y
4. BUSINESS TERMINATED	8. DON'T KNOW	
GO TO S511y	GO TO S511y	

S501. About a year ago, you said you were actively involved in helping start a business, (BUSINESS NAME).

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

1. YES	5. NO	8. DON'T KNOW
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S502. 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
GO TO S503a	GO TO S503a	GO TO S503a
4. NO LONGER WORKED ON BY ANYONE	5. SOMETHING ELSE	9. DON'T KNOW
GO TO S511y	GO TO S502a	GO TO S503a

S502a. Since the current status of this start-up effort doesn't fit these categories, how would you describe it?

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S503. 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, 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
))))))))))))))2)))))))))))))))))))-			GO TO S511y
GO TO S503a			

S503a. DATA CHECKPOINT

1.	R IS STILL INVOLVED AS OWNER (S501a=1 AND [S501b or S501d=1]) --> GO TO S503b
2.	R IS STILL INVOLVED AS OWNER (S501=1 AND [S502 or S503=1, 2, or 3]) --> GO TO S503b
3.	ELSE --> GO TO S511y

S503b. DATA CHECKPOINT

1.	INFORMATION ON KIND OF BUSINESS (Q103) IS MISSING --> GO TO S508
2.	INFORMATION ALREADY COLLECTED (Q103) --> GO TO S507

S507. 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 S511g	5. NO * ∇	8. DON'T KNOW GO TO S511g
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S508. How would you now describe the major product or service of this new business?

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S509. 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 S511g

S510. Why was the business emphasis changed (from one year ago)?

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S511. 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?

1. RETAIL	2. RESTAURANT, TAVERN, BAR, OR NIGHTCLUB	3. CUSTOMER OR CONSUMER SERVICES
GO TO S511g	GO TO S511g	GO TO S511g
4. HEALTH, EDUCATION, OR SOCIAL SERVICES	5. SOMETHING ELSE	8. DON'T KNOW
GO TO S511g		

S511a. Would you consider this new business to be in manufacturing, construction, agriculture, mining, or something else?

1. MANUFACTURING	2. CONSTRUCTION	3. AGRICULTURE
GO TO S511b	GO TO S511g	GO TO S511g
4. MINING (OR SERVICES TO MINING FIRMS)	5. SOMETHING ELSE	8. DON'T KNOW
GO TO S511g	GO TO S511c	GO TO S511c

S511b. 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?

1. DURABLE (DESIGNED TO LAST OVER 3 YEARS)	5. NON-DURABLE (DESIGNED TO LAST LESS THAN 3 YEARS)	8. DON'T KNOW
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GO TO S511g

S511c. Would you consider this new business to be in wholesale distribution, transportation, utilities, communications, or something else?

1. WHOLESALE DISTRIBUTION	2. TRANSPORTATION	3. UTILITIES
GO TO S511g	GO TO S511g	GO TO S511g
4. COMMUNICATIONS	5. SOMETHING ELSE	8. DON'T KNOW
GO TO S511g		

S511d. 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
GO TO S511g	GO TO S511g	GO TO S511g
4. BUSINESS CONSULTING OR SERVICE	5. SOMETHING ELSE	8. DON'T KNOW
	GO TO S511f	GO TO S511f

S511e. 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
GO TO S511g	GO TO S511g	GO TO S511g
4. BUS. SERVICES (BOOKKEEP., CREDIT BUREAUS, ETC.)	5. SOMETHING ELSE	8. DON'T KNOW
GO TO S511g		

S511f. Your business does not seem to fit into any of these categories, how would you describe it?

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S511g. DATA CHECKPOINT

1. INFORMATION ON **BUSINESS NAME (Q105)** IS MISSING --> **GO TO S511k**

2. INFORMATION ON **BUSINESS NAME** ALREADY COLLECTED --> **GO TO S511m**

S511k. 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?

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**GO TO S511y**

S511m. Last year, you told us your business was called (BUSINESS NAME). Is this still the name of the business?

1. YES

5. NO

9. DON'T KNOW

**GO TO S511y**

S511n. What is the name of this new business? (What do you call it when you talk with others about it?)

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S511y. TIME STAMP: \_\_\_\_\_



## SOLD OR TERMINATED BUSINESSES SECTION

S512. DATA CHECKPOINT

1. IF Q502 = 1 AND S501a NOT =1 -> GO TO S512g

2. IF S501a = 1 -> GO TO S512a

3. ELSE -> GO TO S514

S512a. DATA CHECKPOINT

1. IF S501b OR S501d = 2, 3, OR 4 -> GO TO S512g

2. ELSE -> GO TO S565

S512g. You reported that you no longer own any of the business, is this because you left the start-up team of an operating business, the business was sold to a new set of owners, parts of the firm were broken or spun off and you are now only with one part of the firm, the firm was shut down, or for some other reason?

1. LEFT THE START-UP  
TEAM

GO TO S512n

2. ENTIRE FIRM  
SOLD TO OTHERS

GO TO S513a

3. FIRM BROKE UP AND R  
STAYED WITH ONE PIECE

GO TO S513n

4. BUSINESS WAS SHUT  
DOWN

GO TO S514a

5. OTHER

8. DON'T KNOW

S512h. What was this other reason you no longer own any of the firms you described in the previous interview?

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S512i. If you had to put the reason you no longer own any of this firm, would you say that it was because you left the start-up team of an operating business, the business was sold to a new set of owners, parts of the firm were broken or spun off and you are now only with one part of the firm, the firm was shut down, or for some other reason?

1. LEFT THE START-UP TEAM	2. ENTIRE FIRM SOLD TO OTHERS	3. FIRM BROKE UP AND R STAYED WITH ONE PIECE
	GO TO S513a	GO TO S513n
4. BUSINESS WAS SHUT DOWN	8. DON'T KNOW	
GO TO S514a	GO TO S790	

S512n. You say you have left the start-up team. Does this mean that you will no longer own any of the business?

1. YES, NO LONGER AN OWNER	2. NO, STILL RETAIN SOME OWNERSHIP	8. DON'T KNOW
GO TO S512s	*	GO TO S512s
	∇	

S512o. What percentage of the firm do you still retain?

ENTER PERCENTAGE (0-100): _____	998. DON'T KNOW
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S512p. About how much is your share of ownership worth?

ENTER NUMBER (0-100,000,000): _____	999999998. DON'T KNOW
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S512q. As a part owner, do you have some, few, or no management responsibilities for the firm?

1. SOME	2. FEW	3. NONE	8. DON'T KNOW
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S512r. As a part owner, do you have a major, minor, or no say in future planning and developing strategy for the business?

1. MAJOR	2. MINOR	3. NO SAY	8. DON'T KNOW
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S512s. We would like to find out more about the current situation with this firm, could you give us the name and contact information of one of the other owners that is still actively involved in firm management?

1. YES	5. NO	8. DON'T KNOW
GO TO S537	GO TO S537	

S512t. And what is that person's name?

ENTER NAME: \_\_\_\_\_

S512u. And what is (NAME)'s phone number, including area code?

ENTER PHONE NUMBER: \_\_\_\_\_

998. DON'T KNOW

**GO TO S537**

S513a. You say the entire firm was sold to others. In what year was this legal transfer completed?

ENTER YEAR (1991-2001): \_\_\_\_\_

998. DON'T KNOW

S513b. And in what month? [PROBE for season if DK month]

MONTH/SEASON: \_\_\_\_\_

98. DON'T KNOW

S513c. What was the major reason the firm was sold?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

S513d. Are their other important reasons?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

S513e. At the time of the sale, what percentage of the firm did you own?

ENTER PERCENTAGE (0-100): \_\_\_\_\_

998. DON'T KNOW

S513f. What was the approximate price was paid for the firm?

0. ZERO	ENTER NUMBER (1-100,000,000): _____	999999998. DON'T KNOW
GO TO S513h		GO TO S513h

S513g. Of this amount, how much was for the physical and tangible assets, such as land buildings, machinery, vehicles and fixtures?

ENTER NUMBER (0-100,000,000): _____	999999998. DON'T KNOW
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S513h. Do you consider the sale price to be too low, about right, or too high?

1. TOO LOW	2. ABOUT RIGHT	3. TOO HIGH	8. DON'T KNOW
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S513i. Since this new business appears to have been a successful start-up, we would like to find out more about the current situation of the firm under the new owners. Can you give us the name and contact information for one of the new owners that is actively involved in management of this new business? (IF THERE ARE CHOICES, TAKE THE PERSON WITH THE LARGEST PERCENTAGE OF OWNERSHIP)

1. YES	5. NO	8. DON'T KNOW
GO TO S790	GO TO S790	

S513j. And what is this person's name?

ENTER FIRST AND LAST NAME: _____
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S513k. And what is (NAME)'s phone number, including area code?

ENTER AREA CODE AND PHONE NUMBER: _____
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GO TO S790
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S513n. You said that the new business, which was one legal entity, has now been broken into several units, each with a different legal identity. Can you briefly describe each of these entities, how much of the original firm was placed in each, the primary business activity of each unit, and who owns the different units?

How many different units are there?

ENTER NUMBER (2-5): \_\_\_\_\_

8. DON'T KNOW

GO TO S513w

	UNIT #1	UNIT #2
S513na. Describe the (first/next) unit.	<hr/> <hr/> <hr/>	<hr/> <hr/> <hr/>
S513o. Do you have the largest share of ownership in this part of the original business?	<input type="checkbox"/> 1. YES --> GO TO S513q <input type="checkbox"/> 5. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES --> GO TO S513q <input type="checkbox"/> 5. NO <input type="checkbox"/> 8. DK
S513p. Does this part have the majority of the original firm, in terms of assets and market potential?	<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO <input type="checkbox"/> 8. DON'T KNOW	<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO <input type="checkbox"/> 8. DON'T KNOW
S513q. What percentage of the original firm, in terms of assets and people, were shifted to this part of the original firm?	<div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">ENTER PERCENTAGE (0-100)</div> <hr/> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">998. DON'T KNOW</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">GO TO UNIT #2 OR S513va</div>	<div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">ENTER PERCENTAGE (0-100)</div> <hr/> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">998. DON'T KNOW</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">GO TO UNIT #3 OR S513va</div>

UNIT #3	UNIT #4	UNIT #5
<hr/> <hr/> <hr/>	<hr/> <hr/> <hr/>	<hr/> <hr/> <hr/>
<p><input type="checkbox"/> 1. YES --&gt; GO TO S513q</p> <p><input type="checkbox"/> 5. NO</p> <p><input type="checkbox"/> 8. DK</p>	<p><input type="checkbox"/> 1. YES --&gt; GO TO S513q</p> <p><input type="checkbox"/> 5. NO</p> <p><input type="checkbox"/> 8. DK</p>	<p><input type="checkbox"/> 1. YES --&gt; GO TO S513q</p> <p><input type="checkbox"/> 5. NO</p> <p><input type="checkbox"/> 8. DK</p>
<p><input type="checkbox"/> 1. YES</p> <p><input type="checkbox"/> 5. NO</p> <p><input type="checkbox"/> 8. DON'T KNOW</p>	<p><input type="checkbox"/> 1. YES</p> <p><input type="checkbox"/> 5. NO</p> <p><input type="checkbox"/> 8. DON'T KNOW</p>	<p><input type="checkbox"/> 1. YES</p> <p><input type="checkbox"/> 5. NO</p> <p><input type="checkbox"/> 8. DON'T KNOW</p>
<p>ENTER PERCENTAGE (0-100):</p> <hr/>	<p>ENTER PERCENTAGE (0-100):</p> <hr/>	<p>ENTER PERCENTAGE (0-100):</p> <hr/>
<p>998. DON'T KNOW</p>	<p>998. DON'T KNOW</p>	<p>998. DON'T KNOW</p>
<p><b>GO TO UNIT #4 OR S513va</b></p>	<p><b>GO TO UNIT #5 OR S513va</b></p>	<p><b>GO TO S513va</b></p>

S513va. DATA CHECKPOINT

<input type="checkbox"/> 1.	IF S513o DOES NOT EQUAL 1 FOR ANY OF THE UNITS --> GO TO S513w
<input type="checkbox"/> 2.	ELSE --> GO TO S565

S513w. We would like to find out more about the current status of this start-up business, even if there have been major structural changes. Can you give us the name and contact information for one of the people that own some of this business and are active in the management?

(IF THERE ARE CHOICES, TAKE THE PERSON WITH THE LARGEST PERCENTAGE OF OWNERSHIP.)

<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DON'T KNOW
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S513x. What is the person's name?

ENTER FIRST AND LAST NAME: _____
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S513y. And what is (NAME)'s phone number, including area code?

ENTER AREA CODE AND PHONE NUMBER: _____
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<b>GO TO S790</b>
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S514a. You said the business had been shut down or closed, is that correct?

<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 8. DON'T KNOW
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S514b. What was the most important factor that led to this action?

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S514c. What was the second most important factor that led to the shutdown?

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S514d. Are there other reasons that you consider important?

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S514e. In what year did it become clear the firm would need to close?

ENTER YEAR (1990-2001): _____	9998. DON'T KNOW
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S514f. And in what month did it become clear the firm would need to close?  
[ENTER MONTH, PROBE FOR SEASON IF DK MONTH]

MONTH/SEASON: _____	98. DON'T KNOW
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S514g. In what year was the last sales, income or revenue received?

ENTER YEAR (1990-2001): _____	9998. DON'T KNOW
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S514h. And in what month was the last sales, income, or revenue received?  
[ENTER MONTH, PROBE FOR SEASON IF DK MONTH]

MONTH/SEASON: _____	98. DON'T KNOW
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S514i. In what year were the last wages or salaries paid?

ENTER YEAR (1990-2001): _____	9998. DON'T KNOW
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S514j. And in what month were the last wages or salaries paid?

MONTH/SEASON: _____	98. DON'T KNOW
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S514k. After all the debts are paid off, will there be any money left over?

1. YES	5. NO	8. DON'T KNOW
*	GO TO S515n	GO TO S515n
∇		

S514l. If money is left over, what percentage will you receive?

ENTER PERCENTAGE (0-100): _____	998. DON'T KNOW
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S514m. How much will you gain from this business?

ENTER NUMBER [NEGATIVE FOR LOSSES]: _____	99998. DON'T KNOW
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**GO TO S542**

S514n. How much additional money will be needed to cover all the debts?

ENTER NUMBER: _____	998. DON'T KNOW
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S514o. Will the owners declare bankruptcy or provide additional funds to cover all the debts?

1. DECLARE BANKRUPTCY	2. OWNERS PROVIDE MORE EQUITY	8. DON'T KNOW
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S514p. What will be your total investment in the firm, loans and ownership funds, that will have been lost?

ENTER NUMBER: _____	998. DON'T KNOW
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**GO TO S542**

## S514. DATA CHECKPOINT

1. IF STILL INVOLVED IN BUSINESS (S501 = 1) --> GO TO S514z
2. IF NO LONGER INVOLVED IN BUSINESS (S501 = 5) --> GO TO S535
3. ELSE --> GO TO S790

## S514z. DATA CHECKPOINT

1. IF OPERATING BUSINESS (S502 = 1) OR (S503 = 1) --> GO TO S560
2. IF ACTIVE START-UP (S502 = 2) OR (S503 = 2) --> GO TO S515
3. IF INACTIVE START-UP (S502 = 3) OR (S503 = 3) --> GO TO S525
4. IF NO ONE WORKS ON BUSINESS (S502 = 4) OR (S503 = 4) --> GO TO S535
5. ELSE --> GO TO S790

**ACTIVE AND INACTIVE START-UPS**

S515. 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)

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

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GO BACK TO S501

GO BACK TO S501

S517. What are the major problems to be overcome before you can get the new business up and running?

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GO TO S565

S518. How much longer do you expect to work on starting this business before you will get it up and running or give up? [CALENDAR-WISE]

TIME UNIT:

1. HOURS

2. DAYS

3. WEEKS

4. MONTHS

5. YEARS

9. DON'T KNOW

GO TO S519

S518a. AMOUNT OF TIME:

\_\_\_\_\_ AMOUNT OF TIME

S519. How much more time do you expect to devote to trying to start this new business? [ACTUAL WORK TIME]

TIME UNIT:

1. HOURS

2. DAYS

3. WEEKS

4. MONTHS

5. YEARS

9. DON'T KNOW

GO TO S520

S519a. AMOUNT OF TIME:

\_\_\_\_\_ AMOUNT OF TIME

S520. 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?

TIME UNIT:

0. NONE	1. HOURS	2. DAYS	3. WEEKS
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GO TO S521

4. MONTHS	5. YEARS	9. DON'T KNOW
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GO TO S521

S520a. AMOUNT OF TIME:

\_\_\_\_\_ AMOUNT OF TIME

S521. How much more money do you expect to contribute to the new business, either as a loan or an equity investment?

ENTER NUMBER (0-100,000,000): _____	999999998. DON'T KNOW
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S522. 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
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**GO TO S790**

S525. 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	8. DON'T KNOW
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GO BACK TO S501

S527. What do you think are the major problems to be overcome before you can get the new business up and running?

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S528. What might happen to cause you completely give-up on this start-up?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

S528a. Is there anything else that would cause you to completely give up on this start-up?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

S529. How much longer do you think it will be before this business is up and running?

TIME UNIT:

1. HOURS    2. DAYS    3. WEEKS    4. MONTHS    5. YEARS    9. DON'T KNOW  
GO TO S530

S529a. AMOUNT OF TIME:

\_\_\_\_\_ AMOUNT OF TIME

S530. How much more time do you expect to devote to trying to start this new business?

TIME UNIT:

1. HOURS    2. DAYS    3. WEEKS    4. MONTHS    5. YEARS    9. DON'T KNOW  
GO TO S531

S530a. AMOUNT OF TIME:

\_\_\_\_\_ AMOUNT OF TIME

S531. 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?

TIME UNIT:

0. NONE	1. HOURS	2. DAYS	3. WEEKS
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GO TO S532

4. MONTHS	5. YEARS	9. DON'T KNOW
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GO TO S532

S531a. AMOUNT OF TIME:

\_\_\_\_\_ AMOUNT OF TIME

S532. How much more money do you expect to contribute to the new business, either as a loan or an equity investment?

ENTER NUMBER (0-100,000,000): _____	999999999. DON'T KNOW
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S533. 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
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S533y. TIME STAMP: \_\_\_\_\_

**GO TO S790**

**START-UP ACTIVITY NO LONGER PURSUED**

S535. Earlier you said you had given up on this new start-up. Is that correct?

1. YES	2. NO GO TO S501	8. DON'T KNOW GO TO S501
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S537. In what year did you quit the start-up or new business?

YEAR (4 digits): _____	9998. DON'T KNOW
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S537a. And in what month (did you quit the start-up or new business)?  
[ENTER month, PROBE for season if DK month]

MONTH/SEASON: _____	99. DON'T KNOW
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S538. 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): _____	999. DON'T KNOW
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S539. Earlier you said you had (stopped trying to start the new business/left the new business). What is the most important reason you gave up?

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S539a. What was the second most important reason you gave up?

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S540. I'm going to read a list of reasons why people sometimes (give up trying to start a/leave a new) business. For each one, please tell me how important it was as a reason why you gave up trying to start this business. First...

S541a. ... 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	9. DON'T KNOW
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S541b. ... 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	9. DON'T KNOW
----------------------	--------------------------	----------------------------	------------------------	------------------

S541c. ... 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	9. DON'T KNOW
----------------------	--------------------------	----------------------------	------------------------	------------------

S541d. ... 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	9. DON'T KNOW
----------------------	--------------------------	----------------------------	------------------------	------------------

S541e. ... 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	9. DON'T KNOW
----------------------	--------------------------	----------------------------	------------------------	------------------

S541f. ... 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	9. DON'T KNOW
----------------------	--------------------------	----------------------------	------------------------	------------------

S541g. ... 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	9. DON'T KNOW
----------------------	--------------------------	----------------------------	------------------------	------------------

S541h. ... 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	9. DON'T KNOW
----------------------	--------------------------	----------------------------	------------------------	------------------

S542. Before you got involved in (the start-up/a start-up and a new business), what did you think would be the most important problem to overcome?

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S543. Were you surprised by any of the problems you did encounter?

1. YES	2. NO	9. DON'T KNOW
*	GO TO S544	GO TO S544
∇		

S543a. What was the MAIN problem that was a surprise?

---

---

---

S543b. 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	9. DON'T KNOW
*	GO TO S543d	GO TO S543d
∇		

S543c. What would you have done, if you had expected this problem?

---

---

---

**GO TO S544**

S543d. How would you deal with it if it happened again?

---

---

---

S544. If you were to get involved in another start-up, would it be easier for you to recognize potential problems?

1. YES	5. NO	8. DON'T KNOW
*	GO TO S545	GO TO S545
∇		

S544a. What kinds of problems would be easier for you to recognize?

---

---

---

S545. Now that you are no longer involved in this (start-up effort/new business), 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
<b>GO TO S548</b>		
4. LOOKING FOR WORK	0. SOMETHING ELSE (SPECIFY): _____	9. DON'T KNOW

S546. Would you say that you expect to be involved in another (start-up/new business): never again, under the right conditions, or most certainly?

1. NEVER AGAIN	2. UNDER THE RIGHT CONDITION	3. MOST CERTAINLY	8. DON'T KNOW
<b>GO TO S552</b>			

S547. Under what conditions would you work on another (start-up/new business)?

---

---

---

S547a. Why would you want to work on another (start-up/new business)?

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---

---

S548. (NOTE: If S545 = 3 use first fill; Else use second fill)

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

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---



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S549. What would be the MOST CRITICAL information or resource you would try to locate for the next (start-up/new business)?

---



---



---

S549a. 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	9. DON'T KNOW
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S550. If you got involved in another (start-up/new business), 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
-----------	-------------------	----------	---------------

S551. Given your recent experience, what probability would you now give to a similar (start-up/new business) to become an operating business? For instance, 10%, 50%, 100% ...?

ENTER ACTUAL PERCENT (0-100): _____	998. DON'T KNOW
-------------------------------------	-----------------

S552. Based on your recent experience with this (start-up/new business), what is the most important advice you would give others trying to start a new business?

---



---



---

S553. (You may have already answered this, but...)

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

1. YES	5. NO	9. DON'T KNOW
	GO TO S554	GO TO S554

S553a. Why are they still trying?

(Why do they think it is worthwhile?)

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S554. 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
4. NO LONGER WORKED ON BY ANYONE	0. OTHER (SPECIFY): _____	8. DON'T KNOW
		GO TO S556

S555. In what year did you have this information about the status of this start-up?

YEAR (4 digits): _____	9999. DON'T KNOW
	GO TO S556

S555a. And in what month (did you have this information about the status of this start-up)?  
[ENTER month, PROBE for season if DK month]

MONTH/SEASON: _____	99. DON'T KNOW
---------------------	----------------

S556. 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

9. DON'T  
KNOW

GO TO S556y

GO TO S556y

GO TO S556y

S556a. What is the name of the person who would know the current status of this start-up effort?

ENTER FIRST AND LAST NAME: \_\_\_\_\_

S556b. And what is (NAME FROM 556a)'s phone number, including area code?

ENTER AREA CODE AND PHONE NUMBER: \_\_\_\_\_

S556c. In what city and state does this person live?

ENTER CITY AND STATE: \_\_\_\_\_

S556y. TIME STAMP: \_\_\_\_\_

GO TO S790

### CHARACTERISTICS OF START-UPS

S560. You said you considered the new business as an operating business. Is that correct?

1. YES

2. NO

8. DON'T KNOW

GO TO S501

GO TO S501

S562. Was there one or more critical event that turned the start-up into an operating business?

1. YES

2. NO

8. DON'T KNOW

GO TO S563

GO TO S563

S562a. What event or events turned the start-up into an operating business?

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S563. In what year did the firm become an operating business?

YEAR (4 digits): \_\_\_\_\_

9998. DON'T KNOW

GO TO S565

S563a. And in what month (did the firm become an operating business)?  
[ENTER month, PROBE for season if DK month]

MONTH/SEASON: \_\_\_\_\_

98. DON'T KNOW

S565. 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.

S565a. DATA CHECKPOINT

1. YEAR STARTED THINKING ABOUT BUSINESS (Q110) NOT ANSWERED --> GO TO S566

2. YEAR STARTED THINKING ABOUT BUSINESS (Q110) ANSWERED --> GO TO S568



S566. 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 S568

S567. In what year did you start to think about this new business?

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

GO TO S568

S567a. And in what month (did you start to think about this new business)?  
[ENTER month, PROBE for season if DK month]

MONTH/SEASON: _____	99. DON'T KNOW
---------------------	----------------

S568. (NOTE: If year started work on business plan (Q115) not answered, use first fill in S568.)

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 S570

S568a. DATA CHECKPOINT

1.	YEAR STARTED WORKING ON BUSINESS PLAN (Q115) NOT ANSWERED --> GO TO S569
2.	YEAR STARTED WORKING ON BUSINESS PLAN (Q115) ANSWERED --> GO TO S568b

S568b. DATA CHECKPOINT

1.	IF PROCESS NOT COMPLETED (Q113=2) --> GO TO S571
2.	OTHERS --> GO TO S572

S569. 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

9. DON'T KNOW

**GO TO S572b**

S570. Is the business plan in process or completed?

1. IN PROCESS

2. COMPLETED

9. DON'T KNOW

S571. 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

4. BOTH 1 AND 2

0. SOMETHING ELSE  
(SPECIFY): \_\_\_\_\_

8. DON'T KNOW

S571a.

1. IF (Q115) NOT ANSWERED --> GO TO S572

2. IF (Q115) ANSWERED --> GO TO S572b

S572. In what year did work on the business plan begin?

YEAR (4 digits): \_\_\_\_\_

9998. DON'T KNOW

**GO TO S572b**

S572a. And in what month (did work on the business plan begin)?  
[ENTER month, PROBE for season if DK month]

MONTH/SEASON: \_\_\_\_\_

99. DON'T KNOW

## S572b. DATA CHECKPOINT

1. IF YEAR ORGANIZED START-UP (Q119) NOT ANSWERED --> GO TO S573

2. IF YEAR ORGANIZED START-UP (Q119) ANSWERED --> GO TO S575

S573. 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

GO TO S575

5. NO

8. DON'T KNOW

S574. 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

GO TO S577

S575. (NOTE: If Q119 answered, use fill in S575)

(In our 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

9. DON'T KNOW

## S575a. DATA CHECKPOINT

1. IF (Q119) ANSWERED --> GO TO S577

2. IF (Q119) NOT ANSWERED --> GO TO S576

S576. In what year did organizing a start-up team begin?

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

GO TO S577

S576a. And in what month (did organizing a start-up team begin)?  
 [ENTER month, PROBE for season if DK month]

MONTH/SEASON: _____	99. DON'T KNOW
---------------------	----------------

S577. At what stage of development is the product or service this (start-up/new firm) 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
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4. STILL IN THE IDEA STAGE	0. NO WORK HAS BEEN DONE ON A PRODUCT OR SERVICE	9. DON'T KNOW
----------------------------	--	---------------

GO TO S578b

GO TO S578b

GO TO S578b

S577a. DATA CHECKPOINT

1.	IF (Q121) Year Developed Model ANSWERED --> GO TO S578b
2.	IF (Q121) NOT ANSWERED --> GO TO S578

S578. In what year did developing the model or procedures begin (for the product or service this (start-up/new firm) will be selling)?

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

GO TO S578b

S578a. And in what month (did developing the model or procedures for the product or service this start-up will be selling begin)?  
 [ENTER month, PROBE for season if DK month]

MONTH/SEASON: _____	99. DON'T KNOW
---------------------	----------------

## S578b. DATA CHECKPOINT

1.	IF YEAR MARKETING/PROMOTION BEGAN (Q123) NOT ANSWERED --> GO TO S579
2.	IF YEAR MARKETING/PROMOTION BEGAN (Q123) ANSWERED --> GO TO S580b

S579. Have marketing or promotional efforts been started (for the product or service this (start-up/new firm) will be selling)?

1. YES	2. NO	8. DON'T KNOW
	GO TO S580b	GO TO S580b

S580. In what year did marketing or promotion begin (for the product or service this (start-up/new firm) will be selling)?

YEAR (4 digits): _____	9998. DON'T KNOW
	GO TO S580b

S580a. And in what month (did marketing or promotion begin for the product or service this start-up will be selling)?  
[ENTER month, PROBE for season if DK month]

MONTH/SEASON: _____	99. DON'T KNOW
---------------------	----------------

## S580b. DATA CHECKPOINT

1.	IF YEAR APPLICATION FOR PATENT/COPYRIGHT BEGAN (Q127) ANSWERED --> GO TO S583
2.	IF YEAR APPLICATION FOR PATENT/COPYRIGHT BEGAN (Q127) NOT ANSWERED --> GO TO S581

S581. Has an application for a patent, copyright, or trademark relevant to this new business been submitted?

1. YES	2. NO	8. DON'T KNOW
GO TO S583		

S582. Will a patent, copyright, or trademark application related to this business be submitted, or is it not relevant?

1. WILL BE SUBMITTED

2. NOT RELEVANT

9. DON'T KNOW

GO TO S584y

S583. (NOTE: If Q127 answered use fill in S583)

(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

S583a. DATA CHECKPOINT

1. IF (Q127) ANSWERED --> GO TO S584y

2. IF (Q127) NOT ANSWERED --> GO TO S584

S584. In what year did preparation of an application for a patent, copyright, or trademark begin?

YEAR (4 digits): \_\_\_\_\_

9998. DON'T KNOW

GO TO S584y

S584a. And in what month (did preparation of an application for a patent, copyright, or trademark begin)?  
[ENTER month, PROBE for season if DK month]

MONTH/SEASON: \_\_\_\_\_

98. DON'T KNOW

S584y. DATA CHECKPOINT

1. IF YEAR PURCHASES BEGAN (Q130) ANSWERED --> GO TO S587b

2. IF YEAR PURCHASES BEGAN (Q130) NOT ANSWERED --> GO TO S585

S585. Have any raw materials, inventory, supplies, or components for the new (start-up/business) been purchased?

1. YES

GO TO S587

2. NO

9. DON'T KNOW

GO TO S587b

S586. Will any raw materials, inventory, supplies, or components be purchased, or is this not relevant?

1. INTEND TO PURCHASE

GO TO S587b

2. NOT RELEVANT

GO TO S587b

8. DON'T KNOW

GO TO S587b

S587. In what year did these purchases begin (raw materials, inventory, supplies, or components)?

YEAR (4 digits): \_\_\_\_\_

9998. DON'T KNOW

GO TO S587b

S587a. And in what month (did purchases of raw materials, inventory, supplies, or components begin)?  
[ENTER month, PROBE for season if DK month]

MONTH/SEASON: \_\_\_\_\_

99. DON'T KNOW

S587b. DATA CHECKPOINT

1. IF (Q133) YEAR EQUIPMENT BEGAN IS ANSWERED --> GO TO S590b

2. IF (Q133) YEAR EQUIPMENT BEGAN IS NOT ANSWERED --> GO TO S588

S588. Have any major items like equipment, facilities, or property been purchased, leased, or rented for the new (start-up/business)?

("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 S590

2. NO

9. DON'T KNOW

GO TO S590b

S589. 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	9. DON'T KNOW
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**GO TO S590b**

S590. In what year did purchases, leases, or rental agreements begin?

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

**GO TO S590b**

S590a. And in what month (did purchases, leases, or rental agreements begin)?

[ENTER month, PROBE for season if DK month]

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

S590b.DATA CHECKPOINT

1.	IF (Q136) YEAR DEFINE MARKET IS ANSWERED --> <b>GO TO S593y</b>
2.	IF (Q136) YEAR DEFINE MARKET IS NOT ANSWERED --> <b>GO TO S591</b>

S591. Has an effort been made to define the market opportunities by talking with potential customers or getting information about the competition?

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

1. YES <b>GO TO S593</b>	2. NO *	8. DON'T KNOW <b>GO TO S593y</b>
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\*  
▽

S592. 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 S593y**



S593. In what year did defining the market opportunities begin?

YEAR (4 digits): \_\_\_\_\_

9998. DON'T KNOW

GO TO S593y

S593a. And in what month (did defining the market opportunities begin)?  
[ENTER month, PROBE for season if DK month]

MONTH/SEASON: \_\_\_\_\_

99. DON'T KNOW

S593y. DATA CHECKPOINT

1. IF (Q138) YEAR FINANCIAL PROJECTIONS ANSWERED --> GO TO S595b

2. IF (Q138) YEAR FINANCIAL PROJECTIONS NOT ANSWERED --> GO TO S594

S594. Have projected financial statements, such as income and cash flow statements or break-even analysis, been developed?

1. YES

2. NO

9. DON'T KNOW

GO TO S595b

GO TO S595b

S595. In what year did financial projections begin?

YEAR (4 digits): \_\_\_\_\_

9998. DON'T KNOW

GO TO S595b

S595a. And in what month (did financial projections begin)?  
[ENTER month, PROBE for season if DK month]

MONTH/SEASON: \_\_\_\_\_

99. DON'T KNOW

S595b. DATA CHECKPOINT:

1. IF (Q142) YEAR BEGAN TO SAVE FOR BUSINESS IS ANSWERED --> GO TO S597

2. IF (Q142) YEAR BEGAN TO SAVE FOR BUSINESS IS NOT ANSWERED --> GO TO S596

S596. Are you now saving money to invest in this business?

1. YES

2. NO

8. DON'T KNOW

GO TO S598

GO TO S598

S597. (NOTE: If Q142 answered, use fill in S597)

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

1. FINISHED SAVING MONEY

2. STILL IN PROCESS

9. DON'T KNOW

S597a. DATA CHECKPOINT

1.	IF (Q142) YEAR BEGAN TO SAVE FOR BUSINESS IS ANSWERED --> GO TO S599b
2.	IF (Q142) YEAR BEGAN TO SAVE FOR BUSINESS IS NOT ANSWERED --> GO TO S599

S598. 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

9. DON'T KNOW

GO TO S599b

S599. In what year did you begin savings to invest in this business?

YEAR (4 digits): \_\_\_\_\_

9998. DON'T KNOW

GO TO S599b

S599a. And in what month (did you begin savings to invest in this business)?  
[ENTER month, PROBE for season if DK month]

MONTH/SEASON: \_\_\_\_\_

99. DON'T KNOW

## S599b. DATA CHECKPOINT

1. IF (Q144) YEAR BEGAN TO INVEST OWN MONEY IN START-UP IS ANSWERED  
--> GO TO S601y

2. IF (Q144) YEAR BEGAN TO INVEST OWN MONEY IN START-UP IS NOT  
ANSWERED --> GO TO S600

S600. Have you invested any of your own money in this business?

1. YES

2. NO

9. DON'T KNOW

GO TO S601y

GO TO S601y

S601. In what year did you begin investing your own money in this start-up?

YEAR (4 digits): \_\_\_\_\_

9998. DON'T KNOW

GO TO S601y

S601a. And in what month (did you begin investing your own money in this start-up)?

[ENTER month, PROBE for season if DK month]

MONTH/SEASON: \_\_\_\_\_

99. DON'T KNOW

## S601y. DATA CHECKPOINT

1. INFORMATION ON FUNDING REQUESTS (Q148) IS MISSING --> GO TO S602

2. INFORMATION ALREADY COLLECTED --> GO TO S603

S602. Have financial institutions or other people been asked for funds?

1. YES

2. NO

8. DON'T KNOW

GO TO S604

GO TO S604

S603. (NOTE: If Q148 answered, use fill in S597)

(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

S603a. DATA CHECKPOINT

1. INFORMATION ON **FUNDING REQUESTS (Q148)** IS MISSING --> GO TO S605

2. INFORMATION ALREADY COLLECTED --> GO TO S605b

604. 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

9. DON'T KNOW

GO TO S605b

S605. In what year did seeking funds for the new business begin?

YEAR (4 digits): \_\_\_\_\_

9998. DON'T KNOW

GO TO S605b

S605a. And in what month (did seeking funds for the new business begin)?  
[ENTER month, PROBE for season if DK month]

MONTH/SEASON: \_\_\_\_\_

99. DON'T KNOW

S605b. DATA CHECKPOINT

1. INFORMATION ON **CREDIT SUPPLIER (Q150)** IS MISSING --> GO TO S606

2. INFORMATION ALREADY COLLECTED --> GO TO S607b

S606. Has credit with a supplier been established?

1. YES	2. NO	3. NOT RELEVANT (IF VOLUNTEERED)	9. DON'T KNOW
GO TO S607b		GO TO S607b	GO TO S607b

S607. In what year was supplier credit first established?

YEAR (4 digits): _____	9998. DON'T KNOW
GO TO S607b	

S607a. And in what month (was supplier credit first established)?  
[ENTER month, PROBE for season if DK month]

MONTH/SEASON: _____	99. DON'T KNOW
---------------------	----------------

S607b. DATA CHECKPOINT

1.	INFORMATION ON <b>CHILD CARE (Q152)</b> IS MISSING --> GO TO S608
2.	INFORMATION ALREADY COLLECTED --> GO TO S609y

S608. 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	9. DON'T KNOW
GO TO S609y		GO TO S609y

S609. 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 S609y	

S609a. And in what month (did you first arrange child care or household help, either formal or informal)?  
[ENTER month, PROBE for season if DK month]

MONTH/SEASON: _____	99. DON'T KNOW
---------------------	----------------

## S609y. DATA CHECKPOINT

<input type="checkbox"/> 1.	INFORMATION ON <b>FULL TIME WORK (Q154)</b> IS MISSING --> <b>GO TO S610</b>
<input type="checkbox"/> 2.	INFORMATION ALREADY COLLECTED --> <b>GO TO S611b</b>

S610. Have you begun to devote full time to the business, that is 35 or more hours per week?

<input type="checkbox"/> 1. YES	<input type="checkbox"/> 2. NO	<input type="checkbox"/> 8. DON'T KNOW
	<b>GO TO S611b</b>	<b>GO TO S611b</b>

S611. 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): _____	<input type="checkbox"/> 9998. DON'T KNOW
	<b>GO TO S611b</b>

S611a. And in what month (did you begin devoting full time [35 or more hours] to the business)?  
[ENTER month, PROBE for season if DK month]

MONTH/SEASON: _____	<input type="checkbox"/> 99. DON'T KNOW
---------------------	---

## S611b. DATA CHECKPOINT

<input type="checkbox"/> 1.	INFORMATION ON <b>EMPLOYEES (Q157)</b> IS MISSING --> <b>GO TO S612</b>
<input type="checkbox"/> 2.	INFORMATION ALREADY COLLECTED --> <b>GO TO S615</b>

S612. Have any employees or managers been hired for pay - workers that would NOT share ownership?

<input type="checkbox"/> 1. YES	<input type="checkbox"/> 2. NO	<input type="checkbox"/> 8. DON'T KNOW
<b>GO TO S614</b>		

S613. 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	9. DON'T KNOW
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**GO TO S616b**

S614. In what year was the first person hired?

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

**GO TO S615**

S614a. And in what month (was the first person hired)?  
[ENTER month, PROBE for season if DK month]

MONTH/SEASON: _____	99. DON'T KNOW
---------------------	----------------

S615. 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: _____	9999. DON'T KNOW
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S616. 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: _____	9999. DON'T KNOW
-------------------------	------------------

S616b. DATA CHECKPOINT

1.	INFORMATION ON <b>BANK ACCOUNT (Q161)</b> IS MISSING --> <b>GO TO S617</b>
2.	INFORMATION ALREADY COLLECTED --> <b>GO TO S618y</b>

S617. Has a bank account been opened exclusively for this new business?

1. YES	2. NO <b>GO TO S618y</b>	3. USING EXIST. COMMERCIAL ACCOUNT (IF VOL.)	8. DON'T KNOW <b>GO TO S618y</b>
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S618. 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 S618y**

S618a. And in what month (did you first open or begin to use a commercial bank account for the new business)?  
[ENTER month, PROBE for season if DK month]

MONTH/SEASON: _____	99. DON'T KNOW
---------------------	----------------

S618y. DATA CHECKPOINT

1.	INFORMATION ON <b>SALES OF GOODS/SERVICES (Q162a)</b> IS MISSING --> <b>GO TO S619</b>
2.	INFORMATION ALREADY COLLECTED --> <b>GO TO S620b</b>

S619. Has the new business received any money, income, or fees from the sale of goods or services?

1. YES	2. NO <b>GO TO S620b</b>	8. DON'T KNOW <b>GO TO S620b</b>
--------	-----------------------------	-------------------------------------

S620. In what year was the first income received (from the sale of goods or services)?

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

**GO TO S620b**

S620a. And in what month (was the first income received)?  
[ENTER month, PROBE for season if DK month]

MONTH/SEASON: _____	99. DON'T KNOW
---------------------	----------------



## S620b. DATA CHECKPOINT

1.	INFORMATION ON <b>REVENUE AND EXPENSES (Q164)</b> IS MISSING --> GO TO S621
2.	INFORMATION ALREADY COLLECTED --> GO TO S622b

S621. Does the monthly revenue now exceed the monthly expenses?

1. YES	2. NO	9. DON'T KNOW
	GO TO S622b	GO TO S622b

S622. In what year did this first happen (monthly revenue first exceeded the monthly expenses)?

YEAR (4 digits): _____	9998. DON'T KNOW
	GO TO S622b

S622a. And in what month (did monthly revenue first exceed the monthly expenses)?  
[ENTER month, PROBE for season if DK month]

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

## S622b. DATA CHECKPOINT

1.	INFORMATION ON <b>MANAGER SALARIES (Q166)</b> IS MISSING --> GO TO S623
2.	INFORMATION ALREADY COLLECTED --> GO TO S624y

S623. Are salaries for the managers who are also owners included in the computation of monthly expenses?

1. YES	2. NO	3. PARTIAL SALARY (IF VOL.)	8. DON'T KNOW
	GO TO S624y		GO TO S624y

S624. In what year did this first happen (salaries for managers who are also owners included in computation of monthly expenses)?

YEAR (4 digits): \_\_\_\_\_

9999. DON'T KNOW

GO TO S624y

S624a. And in what month (salaries for managers who are also owners included in computation of monthly expenses)?

[ENTER month, PROBE for season if DK month]

MONTH/SEASON: \_\_\_\_\_

99. DON'T KNOW

S624y. DATA CHECKPOINT

1. INFORMATION ON **CLASSES (Q168)** IS MISSING --> GO TO S625

2. INFORMATION ALREADY COLLECTED --> GO TO S626

S625. Have you taken any classes or workshops on starting a business?

1. YES

2. NO

8. DON'T KNOW

GO TO S628y

GO TO S628y

S626. (NOTE: If Q170 answered, use fill.)

(Last year, you told us you had taken [ANSWER FROM Q168] courses, classes, workshops, or seminars on starting a business. Since that time, how/How) many different courses, classes, workshops, or seminars have you taken on starting a business?

0. NONE

NUMBER OF CLASSES: \_\_\_\_\_

99. DON'T KNOW

GO TO S627a

GO TO S627a

S627. Considering all the different courses, classes, seminars, or workshops you have taken on starting a business, how many TOTAL hours have you spent 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]

NUMBER OF HOURS: \_\_\_\_\_

999999. DON'T KNOW

## S627a. DATA CHECKPOINT

1.	INFORMATION ON <b>DATE OF FIRST CLASS (Q170)</b> IS MISSING --> <b>GO TO S628</b>
2.	INFORMATION ALREADY COLLECTED --> <b>GO TO S628y</b>

S628. In what year did you begin the first class or workshop (on starting a business)?

YEAR (4 digits): _____	9998. DON'T KNOW
GO TO S628y	

S628a. And in what month (did you begin the first class or workshop on starting a business)?  
[ENTER month, PROBE for season if DK month]

MONTH/SEASON: _____	99. DON'T KNOW
---------------------	----------------

## S628y. DATA CHECKPOINT

1.	INFORMATION ON <b>PHONE BOOK LISTING (Q172)</b> IS MISSING --> <b>GO TO S629</b>
2.	INFORMATION ALREADY COLLECTED --> <b>GO TO S630b</b>

S629. Does the new business have its own listing in the phone book?  
[ENTER "YES", IF NO PHONE LISTING BECAUSE IT IS ONLY AN INTERNET BUSINESS.]

1. YES	2. NO	3. SHARE EXIST. BUSINESS LISTING (IF VOL.)	8. DON'T KNOW
GO TO S630b		GO TO S630b	

S630. 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 S630b

S630a. And in what month (did the business get its own listing in the phone book)?

[ENTER month, PROBE for season if DK month]

MONTH/SEASON: \_\_\_\_\_

99. DON'T KNOW

S630b. DATA CHECKPOINT

1.	INFORMATION ON <b>PHONE LINE (Q174)</b> IS MISSING --> <b>GO TO S631</b>
2.	INFORMATION ALREADY COLLECTED --> <b>GO TO S632y</b>

S631. (NOTE: If Q172 answered, use fill.)

(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?

[ENTER OPTION "4" IF NO PHONE LINE BECAUSE IT'S ONLY AN INTERNET BUSINESS]

1. SEPARATE LINE

2. SHARED WITH OTHER BUSINESS

3. SHARED WITH HOUSEHOLD

4. WEB. ADDRESS ONLY

9. DON'T KNOW

.))))))))))))))))))))))2))))))))))))))))2))))))))))))))))))-

GO TO S632y

S632. In what year was a separate line installed (phone line for the new business)?

YEAR (4 digits): \_\_\_\_\_

9998. DON'T KNOW

GO TO S632y

S632a. And in what month (was a separate line installed for the new business)?

[ENTER month, PROBE for season if DK month]

MONTH/SEASON: \_\_\_\_\_

99. DON'T KNOW

## S632y. DATA CHECKPOINT

1.	INFORMATION ON <b>STATE UNEMPLOYMENT TAX (Q176)</b> IS MISSING --> <b>GO TO S633</b>
2.	INFORMATION ALREADY COLLECTED --> <b>GO TO S634y</b>

S633. Has the new business paid any state unemployment insurance taxes?

1. YES	2. NO <b>GO TO S634y</b>	9. DON'T KNOW <b>GO TO S634y</b>
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S634. In what year were the first unemployment taxes paid?

YEAR (4 digits): _____	9999. DON'T KNOW <b>GO TO S634y</b>
------------------------	--

S634a. And in what month (were the first unemployment taxes paid)?  
[ENTER month, PROBE for season if DK month]

MONTH/SEASON: _____	99. DON'T KNOW
---------------------	----------------

## S634y. DATA CHECKPOINT

1.	INFORMATION ON <b>SOCIAL SECURITY TAX (Q178)</b> IS MISSING --> <b>GO TO S635</b>
2.	INFORMATION ALREADY COLLECTED --> <b>GO TO S636b</b>

S635. Has the new business paid any federal social security taxes, sometimes called FICA payments?

1. YES	2. NO <b>GO TO S636b</b>	9. DON'T KNOW <b>GO TO S636b</b>
--------	-----------------------------	-------------------------------------

S636. In what year were the first social security taxes paid (FICA payments)?

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

GO TO S636b

S636a. And in what month (were the first social security taxes paid)?  
 [ENTER month, PROBE for season if DK month]

MONTH/SEASON: _____	99. DON'T KNOW
---------------------	----------------

S636b. DATA CHECKPOINT

1.	INFORMATION ON <b>FEDERAL TAX RETURN (Q180)</b> IS MISSING --> GO TO S637
2.	INFORMATION ALREADY COLLECTED --> GO TO S638a

S637. Has the new business filed a federal income tax return?

1. YES	2. NO	9. DON'T KNOW
	GO TO S638a	GO TO S638a

S638. For which calendar year was the first federal income tax return filed?

YEAR (4 digits): _____	9999. DON'T KNOW
------------------------	------------------

S638a. DATA CHECKPOINT

1.	INFORMATION ON <b>BUSINESS LISTED (Q182)</b> IS MISSING --> GO TO S639
2.	INFORMATION ALREADY COLLECTED --> GO TO S645

S639. To your knowledge, is the new business listed with Dun and Bradstreet, the credit rating firm?

1. YES	2. NO	9. DON'T KNOW
	GO TO S645	GO TO S645

S640. In what year was the new business first listed with Dun and Bradstreet?

YEAR (4 digits): \_\_\_\_\_

9998. DON'T KNOW

**GO TO S645**

S640a. And what month (was the new business first listed with Dun and Bradstreet)?

[ENTER month, PROBE for season if DK month]

MONTH/SEASON: \_\_\_\_\_

99. DON'T KNOW

**LEGAL FORM OF START-UP**

S645. 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]

1. SOLE PROPRIETORSHIP	2. GENERAL PARTNERSHIP	3. LIMITED PARTNERSHIP	4. CORPORATION
5. SUBCHAPTER S CORPORATION	6. LIMITED LIABILITY COMPANY (IF VOL.)	7. NOT YET DETERMINED	8. NOT FOR PROFIT
0. OTHER (SPECIFY): _____			99. DON'T KNOW

S646. 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. INDEPEND. START-UP GO TO S650	2. PURCHASE/TAKEOVER OF AN EXIST. BUSINESS GO TO S647	3. FRANCH./MULTI-LEVEL MARKET. INITIATIVE GO TO S648	4. START-UP SPONSORED BY EXIST. BUSINESS GO TO S649
0. OTHER (SPECIFY): _____ GO TO S650			9. DON'T KNOW GO TO S650

S647. 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	9. DON'T KNOW
<b>GO TO S650</b>			



S648. 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 FRANCHISER	2. MULTI-LEVEL MARKETING INITIATIVE	8. DON'T KNOW	0. OTHER (SPECIFY): _____
--	-------------------------------------	---------------	---------------------------

GO TO S650

S649. 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	5. NEW LEGAL ENTITY OWNED BY ONE OR MORE OTHER BUSINESSES	8. DON'T KNOW
--	---	---------------

S650. (NOTE: If S512=1, use first fill in S650)

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
0. OTHER (SPECIFY): _____			9. DON'T KNOW

S651b. DATA CHECKPOINT

1.	IF # OF PEOPLE (Q195) IS NOT = 1 --> GO TO S657
2.	IF # OF PEOPLE (Q195) = 1 --> GO TO S652

S652. In our previous interview, you indicated that you would own 100% of the new firm. Is this still the case?

1. YES GO TO S654	2. NO *	8. DON'T KNOW *
	▽	▽

S653. How many people (will/now) 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. RESPOND. ONLY	2. RESPOND. AND SPOUSE ONLY	3. RESPOND. AND OTHER	4. SPOUSE ONLY	9. DON'T KNOW
*	GO TO S670	GO TO S670	GO TO S704x	*
∇				∇

S654. 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: _____	999. DON'T KNOW
------------------------	-----------------

S655. 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: _____	9999. DON'T KNOW
------------------------	------------------

S656. How much of your own money, in total dollars, have you now put into this business? (INCLUDE ALL PERSONAL FUNDS FROM ALL SOURCES)

ENTER NUMBER (0-100,000,000): _____	999999999. DON'T KNOW
-------------------------------------	-----------------------

S656a. How much of this is considered a loan, which the new business must repay, with or without interest? (INCLUDE ALL LOANS FROM ALL SOURCES)

ENTER NUMBER (0-100,000,000): _____	999999999. DON'T KNOW
-------------------------------------	-----------------------

GO TO S704x

**START-UP TEAM**

S657. In our previous interview, you indicated that you would own (**PERCENT FROM PREVIOUS IW**) of the new firm and (**NAMES AND PERCENT FOR OTHERS FROM PREVIOUS IW**). Is this still correct?

 1. YES

GO TO S704x

 2. NO 9. DON'T KNOW

GO TO S704x

S658. How many people (will/now) 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. RESPOND.  
ONLY 2. RESPOND. AND  
SPOUSE ONLY 3. RESPOND.  
AND OTHER 4. SPOUSE  
ONLY 9. DON'T  
KNOW GO TO S659d

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	PERSON #1	PERSON #2
S659_D. Who, if anyone, is no longer involved with the new business? Should I delete (NAME) from the roster?	<p>1. YES</p> <p>5. NO --&gt; GO TO S661g</p> <p>8. DK --&gt; GO TO S661g</p>	<p>1. YES</p> <p>5. NO --&gt; GO TO S661g</p> <p>8. DK --&gt; GO TO S661g</p>
S659a. INTERVIEWER CHECKPOINT	<p>1. PERSON MARKED "X" IN ROSTER (Q207:E)--&gt; GO TO S660</p> <p>2. OTHERS--&gt; GO TO S659 FOR PERSON #2</p>	<p>1. PERSON MARKED "X" IN ROSTER (Q207:E)--&gt; GO TO S660</p> <p>2. OTHERS--&gt; GO TO S659 FOR PERSON #3</p>
S660. Why is (NAME FROM S659) no longer involved?	<p>1. Lack of interest/different goals</p> <p>2. Started different business</p> <p>3. Location not optimal</p> <p>4. Sold for a profit</p> <p>5. Not enough time</p> <p>6. Incompatible partnership</p> <p>7. Not enough money</p> <p>8. Lost faith in business success</p>	<p>1. Lack of interest/different goals</p> <p>2. Started different business</p> <p>3. Location not optimal</p> <p>4. Sold for a profit</p> <p>5. Not enough time</p> <p>6. Incompatible partnership</p> <p>7. Not enough money</p> <p>8. Lost faith in business success</p>
	GO TO PERSON #2 OR GO TO S661g	GO TO PERSON #3 OR GO TO S661g

PERSON #3	PERSON #4	PERSON #5
<p>1. YES</p> <p>5. NO --&gt; GO TO S661g</p> <p>8. DK --&gt; GO TO S661g</p>	<p>1. YES</p> <p>5. NO --&gt; GO TO S661g</p> <p>8. DK --&gt; GO TO S661g</p>	<p>1. YES</p> <p>5. NO --&gt; GO TO S661g</p> <p>8. DK --&gt; GO TO S661g</p>
<p>1. PERSON MARKED "X" IN ROSTER (Q207:E)--&gt; GO TO S660</p> <p>2. OTHERS--&gt; GO TO S659 FOR PERSON #4</p>	<p>1. PERSON MARKED "X" IN ROSTER (Q207:E)--&gt; GO TO S660</p> <p>2. OTHERS--&gt; GO TO S661g FOR PERSON #5</p>	<p>1. PERSON MARKED "X" IN ROSTER (Q207:E)--&gt; GO TO S660</p> <p>2. OTHERS--&gt; GO TO S661g</p>
<p>1. Lack of interest/ different goals</p> <p>2. Started different business</p> <p>3. Location not optimal</p> <p>4. Sold for a profit</p> <p>5. Not enough time</p> <p>6. Incompatible partnership</p> <p>7. Not enough money</p> <p>8. Lost faith in business success</p>	<p>1. Lack of interest/ different goals</p> <p>2. Started different business</p> <p>3. Location not optimal</p> <p>4. Sold for a profit</p> <p>5. Not enough time</p> <p>6. Incompatible partnership</p> <p>7. Not enough money</p> <p>8. Lost faith in business success</p>	<p>1. Lack of interest/ different goals</p> <p>2. Started different business</p> <p>3. Location not optimal</p> <p>4. Sold for a profit</p> <p>5. Not enough time</p> <p>6. Incompatible partnership</p> <p>7. Not enough money</p> <p>8. Lost faith in business success</p>

GO TO PERSON #4 OR  
GO TO S661g

GO TO PERSON #5 OR  
GO TO S661g

GO TO S661g

## S661g. DATA CHECKPOINT

1.	IF ANSWERED Q229 FOR R --> GO TO S662 THIS PAGE
2.	IF ANSWERED Q229 FOR OTHERS (AND NOT FOR R) --> GO TO S662 FOR PERSON #2 NEXT PAGE
3.	IF DID NOT ANSWER Q229 FOR ANYONE --> GO TO S663

S662. 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 S662 FOR PERSON #2
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	PERSON #2 _____	PERSON #3 _____
<p>S662. During our previous interview, you indicated that the <u>most important</u> assistance (<b>NAME</b>) had provided was (<b>ANSWER IN Q229</b>). 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 IMPORT.</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 IMPORT.</p> <p>4. NOT AT ALL IMPORTANT</p> <p>5. DID NOT PROVIDE ANSWER TO (Q229)</p> <p>8. DON'T KNOW</p>
<p>S663. Are you and (<b>NAME</b>) spouses or partners; 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 (<b>NAME</b>) not a person -- like a business or financial institution, or do you no longer have a relationship with (<b>NAME</b>)?</p>	<p>1. SPOUSES/PARTNERS</p> <p>2. RELATIVES/FAMILY MEMBERS</p> <p>3. BUSINESS ASSOC.</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>0. OTHER (SPECIFY): _____</p> <p>8. DON'T KNOW</p>	<p>1. SPOUSES/PARTNERS</p> <p>2. RELATIVES/FAMILY MEMBERS</p> <p>3. BUSINESS ASSOC.</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>0. OTHER (SPECIFY): _____</p> <p>8. DON'T KNOW</p>

GO TO PERSON #3 OR  
GO TO S663y

GO TO PERSON #4 OR  
GO TO S663y

PERSON #4 \_\_\_\_\_

PERSON #5 \_\_\_\_\_

1. EXTREMELY IMPORTANT	1. EXTREMELY IMPORTANT
2. VERY IMPORTANT	2. VERY IMPORTANT
3. NOT TOO IMPORT.	3. NOT TOO IMPORT.
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 ASSOC.	3. BUSINESS ASSOC.
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
0. OTHER (SPECIFY): _____	0. OTHER (SPECIFY): _____
8. DON'T KNOW	8. DON'T KNOW

GO TO PERSON #5 OR  
GO TO S663y

GO TO S663y

## S663y. DATA CHECKPOINT

1.	IF R IS ONLY OWNER OF BUSINESS (Q195, S653, OR S658 = 1) --> GO TO S740y
2.	OTHERS --> GO TO S670

S670. 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)?

[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]

0. ZERO	NUMBER OF NEW OWNERS (1 - 5) : _____	98. DON'T KNOW
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S671. You have said that (NUMBER FROM S670) 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).

S672. (NOTE: If Q206 answered, use first fill.)

We will start with you. (In previous interview you indicated that you would own [Q206] percent of the new firm. Is this still correct?/ What percent of the new business do you own?)

Who (owns/will own) a percent of this business? 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>	
1.	(RESPONDENT)		%
	_____	_____	
2.			%
	_____	_____	
3.			%
	_____	_____	
4.			%
	_____	_____	
5.			%
	_____	_____	%
	(MUST EQUAL 100%)	TOTAL	_____

S672j. 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?

1. YES, NEED TO ADD TO ROSTER

2. NO, TABLE IS CORRECT AS IS

3. I NEED TO CORRECT OR CHANGE A CELL

4. I NEED TO DELETE ONE PERSON FROM THE ROSTER

GO BACK TO S672

.))))))))))))))))))))))))))))))))))))))-  
GO BACK TO S672

S672k. INTERVIEWER CHECKPOINT

1.	ROSTER HAS BEEN CREATED --> GO TO S673
2.	ROSTER HAS NOT BEEN CREATED --> GO TO S672n

## S672n. 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 S673

2. ROSTER IS CORRECT --> GO TO S673e\_1

## S673. INTERVIEWER CHECKPOINT

1. ONLY ONE PERSON IN ROSTER --> GO TO S673d

2. ROSTER/LISTS ARE CORRECT --> GO TO S672e\_1

S673d. 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

\*

∇

## S674e\_1. INTERVIEWER CHECKPOINT

1. SUM OF OWNERSHIP IS NOT EQUAL TO 100% --> GO TO S674e

2. SUM OF OWNERSHIP IS EQUAL TO 100% --> GO TO S675a

S674e. The sum of all ownership in the new business is (S672)! 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 ROSTER

2. NEED TO ADJUST PERCENTAGES

GO TO S672

S675a. INTERVIEWER: MARK NEW ENTRIES IN ROSTER "H".

S675c. INTERVIEWER: MARK RESPONDENT IN ROSTER "E".

GO TO S675f

	PERSON #1	PERSON #2
S675f. ASK if necessary: Is (NAME) a person or not a person?	<p>1. PERSON--&gt; GO TO S676</p> <p>5. NON-PERSON (OR INSTITUTION)--&gt; GO TO S678</p>	<p>1. PERSON--&gt; GO TO S676</p> <p>5. NON-PERSON (OR INSTITUTION)--&gt; GO TO S678</p>
S676. In the past week, how many hours (have you/has (NAME)) devoted to this new business start-up?	_____ # HOURS	_____ # HOURS
S677. How many total hours, including the past week, (have you/has (NAME)) devoted to this new business start-up?	_____ # HOURS	_____ # HOURS
S678. 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?	<p>\$ _____</p> <p>DOLLAR AMOUNT</p>	<p>\$ _____</p> <p>DOLLAR AMOUNT</p>
S678a. 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?	<p>\$ _____</p> <p>DOLLAR AMOUNT</p> <p><b>IF 0 OR 98-99 GO TO S678b</b></p>	<p>\$ _____</p> <p>DOLLAR AMOUNT</p> <p><b>IF 0 OR 98-99 GO TO S678b</b></p>
S678b. INTERVIEWER CHECKPOINT	<p>1. NEW OWNER AND A PERSON (S675f=1) --&gt; GO TO S679</p> <p>2. ELSE--&gt;GO TO S681d</p>	<p>1. NEW OWNER AND A PERSON (S675f=1) --&gt; GO TO S679</p> <p>2. ELSE--&gt;GO TO S681d</p>
S679. How many years of work experience has (NAME) had in this industry--the one where the new business competes?	_____ # YEARS	_____ # YEARS
S680. How many other businesses has (NAME) helped to start as an owner or part owner?	_____ # BUSINESSES	_____ # BUSINESSES
	GO TO PERSON #2 OR GO TO S681d	GO TO PERSON #3 OR GO TO S681d

PERSON #3

PERSON #4

<p>1. PERSON--&gt; GO TO S676</p> <p>5. NON-PERSON (OR INSTITUTION)--&gt; GO TO S678</p>	<p>1. PERSON--&gt; GO TO S676</p> <p>5. NON-PERSON (OR INSTITUTION)--&gt; GO TO S678</p>
<p>_____ # HOURS</p>	<p>_____ # HOURS</p>
<p>_____ # HOURS</p>	<p>_____ # HOURS</p>
<p>\$ _____</p> <p>DOLLAR AMOUNT</p>	<p>\$ _____</p> <p>DOLLAR AMOUNT</p>
<p>\$ _____</p> <p>DOLLAR AMOUNT</p> <p><b>IF 0 OR 98-99 GO TO S678b</b></p>	<p>\$ _____</p> <p>DOLLAR AMOUNT</p> <p><b>IF 0 OR 98-99 GO TO S678b</b></p>
<p>1. NEW OWNER AND A PERSON (S675f=1) --&gt; GO TO S679</p> <p>2. ELSE--&gt;GO TO S681d</p>	<p>1. NEW OWNER AND A PERSON (S675f=1) --&gt; GO TO S679</p> <p>2. ELSE--&gt;GO TO S681d</p>
<p>_____ # YEARS</p>	<p>_____ # YEARS</p>
<p>_____ # BUSINESSES</p>	<p>_____ # BUSINESSES</p>

GO TO PERSON #4 OR  
GO TO S681d

GO TO PERSON #5 OR  
GO TO S681d



PERSON #5	PERSON #6
<p>1. PERSON--&gt; GO TO S676</p> <p>5. NON-PERSON (OR INSTITUTION)--&gt; GO TO S678</p>	<p>1. PERSON--&gt; GO TO S676</p> <p>5. NON-PERSON (OR INSTITUTION)--&gt; GO TO S678</p>
_____ # HOURS	_____ # HOURS
_____ # HOURS	_____ # HOURS
\$ _____ DOLLAR AMOUNT	\$ _____ DOLLAR AMOUNT
\$ _____ DOLLAR AMOUNT	\$ _____ DOLLAR AMOUNT
IF 0 OR 98-99 GO TO S678b	IF 0 OR 98-99 GO TO S678b
<p>1. NEW OWNER AND A PERSON (S675f=1) --&gt; GO TO S679</p> <p>2. ELSE--&gt;GO TO S681d</p>	<p>1. NEW OWNER AND A PERSON (S675f=1) --&gt; GO TO S679</p> <p>2. ELSE--&gt;GO TO S681d</p>
_____ # YEARS	_____ # YEARS
_____ # BUSINESSES	_____ # BUSINESSES
GO TO PERSON #6 OR GO TO S681d	GO TO S681d

S681d. We would like to continue and ask a few questions about the background of each team member.

S682. INTERVIEWER  
CHECKPOINT

NEW OWNER #1	NEW OWNER #2
1. NEW OWNER IS A PERSON (S675f=1) --> GO TO S683	1. NEW OWNER IS A PERSON (S675f=1) --> GO TO S683
2. NEW OWNER IS A NON-PERSON/ INSTITUTION (S675f = 5) --> GO TO S696x	2. NEW OWNER IS A NON-PERSON/ INSTITUTION (S675f = 5) --> GO TO S696x
3. OLD OWNER --> GO TO S687	3. OLD OWNER --> GO TO S687

## NEW OWNER #3

## NEW OWNER #4

1.	NEW OWNER IS A PERSON (S675f=1) --> GO TO S683	1.	NEW OWNER IS A PERSON (S675f=1) --> GO TO S683
2.	NEW OWNER IS A NON-PERSON/ INSTITUTION (S675f = 5) --> GO TO S696x	2.	NEW OWNER IS A NON-PERSON/ INSTITUTION (S675f = 5) --> GO TO S696x
3.	OLD OWNER --> GO TO S687	3.	OLD OWNER --> GO TO S687

## NEW OWNER #5

## NEW OWNER #6

1.	NEW OWNER IS A PERSON (S675f=1) --> GO TO S683	1.	NEW OWNER IS A PERSON (S675f=1) --> GO TO S683
2.	NEW OWNER IS A NON-PERSON/ INSTITUTION (S675f = 5) --> GO TO S696x	2.	NEW OWNER IS A NON-PERSON/ INSTITUTION (S675f = 5) --> GO TO S696x
3.	OLD OWNER --> GO TO S687	3.	OLD OWNER --> GO TO S687

PERSON #1

PERSON #2

S683. (Is NAME/Are you) male or female?

1. MALE

2. FEMALE

1. MALE

2. FEMALE

S684. How old (is NAME/are you)?

AGE (12-100)

AGE (12-100)

S685. 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 S685b

2. BLACK/AFRICAN AMERICAN  
->GO TO S685b

3. HISPANIC/LATINO  
--> GO TO S685c

3. HISPANIC/LATINO  
--> GO TO S685c

4. AMERICAN INDIAN  
--> GO TO S685d

4. AMERICAN INDIAN  
--> GO TO S685d

5. SOUTHEAST ASIAN

5. SOUTHEAST ASIAN

6. OTHER ASIAN/ PACIFIC ISLANDER

6. OTHER ASIAN/ PACIFIC ISLANDER

0. SOMETHING ELSE (SPECIFY):

0. SOMETHING ELSE (SPECIFY):

GO TO S686 FOR PERSON #1

GO TO S686 FOR PERSON #2

S685b. (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

0. SOMETHING ELSE (SPECIFY):

0. SOMETHING ELSE (SPECIFY):

GO TO S686 FOR PERSON #1

GO TO S686 FOR PERSON #2

S685c. 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.

5. SPAIN

6. SOUTH AM.

5. SPAIN

6. SOUTH AM.

7. USA

8. DOM. REPUBLIC

7. USA

8. DOM. REPUBLIC

0. SOME OTHER COUNTRY (SPECIFY):

0. SOME OTHER COUNTRY (SPECIFY):

GO TO S686 FOR PERSON #1

GO TO S686 FOR PERSON #2

S685d. (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

\*  
v .)))))))))-  
GO TO S686

\*  
v .)))))))))-  
GO TO S686

S685e. What is the name of the tribe? (VERIFY SPELLING)

NAME OF TRIBE

NAME OF TRIBE

S685f. In what state is this tribe located? (SPELL OUT, DO NOT ABBREVIATE)

STATE

STATE

GO TO S686 FOR PERSON #1

GO TO S686 FOR PERSON #2

PERSON #3

PERSON #4

<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px; width: 45%;">1. MALE</div> <div style="border: 1px solid black; padding: 2px; width: 45%;">2. FEMALE</div> </div>	<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px; width: 45%;">1. MALE</div> <div style="border: 1px solid black; padding: 2px; width: 45%;">2. FEMALE</div> </div>
<p style="text-align: center;">_____ AGE (12-100)</p>	<p style="text-align: center;">_____ AGE (12-100)</p>
<div style="border: 1px solid black; padding: 2px;">1. WHITE/CAUCASIAN</div>	<div style="border: 1px solid black; padding: 2px;">1. WHITE/CAUCASIAN</div>
<div style="border: 1px solid black; padding: 2px;">2. BLACK/AFRICAN AMERICAN --&gt;GO TO S685b</div>	<div style="border: 1px solid black; padding: 2px;">2. BLACK/AFRICAN AMERICAN --&gt;GO TO S685b</div>
<div style="border: 1px solid black; padding: 2px;">3. HISPANIC/LATINO --&gt; GO TO S685c</div>	<div style="border: 1px solid black; padding: 2px;">3. HISPANIC/LATINO --&gt; GO TO S685c</div>
<div style="border: 1px solid black; padding: 2px;">4. AMERICAN INDIAN --&gt; GO TO S685d</div>	<div style="border: 1px solid black; padding: 2px;">4. AMERICAN INDIAN --&gt; GO TO S685d</div>
<div style="border: 1px solid black; padding: 2px;">5. SOUTHEAST ASIAN</div>	<div style="border: 1px solid black; padding: 2px;">5. SOUTHEAST ASIAN</div>
<div style="border: 1px solid black; padding: 2px;">6. OTHER ASIAN/ PACIFIC ISLANDER</div>	<div style="border: 1px solid black; padding: 2px;">6. OTHER ASIAN/ PACIFIC ISLANDER</div>
<div style="border: 1px solid black; padding: 2px;">0. SOMETHING ELSE (SPECIFY): _____</div>	<div style="border: 1px solid black; padding: 2px;">0. SOMETHING ELSE (SPECIFY): _____</div>
<p><b>GO TO S686 FOR PERSON #3</b></p>	<p><b>GO TO S686 FOR PERSON #4</b></p>
<div style="border: 1px solid black; padding: 2px;">1. AM. BLACK/AFRICAN-AMERICAN</div>	<div style="border: 1px solid black; padding: 2px;">1. AM. BLACK/AFRICAN-AMERICAN</div>
<div style="border: 1px solid black; padding: 2px;">2. AFRICAN BLACK</div>	<div style="border: 1px solid black; padding: 2px;">2. AFRICAN BLACK</div>
<div style="border: 1px solid black; padding: 2px;">3. CARIBBEAN BLACK</div>	<div style="border: 1px solid black; padding: 2px;">3. CARIBBEAN BLACK</div>
<div style="border: 1px solid black; padding: 2px;">0. SOMETHING ELSE (SPECIFY): _____</div>	<div style="border: 1px solid black; padding: 2px;">0. SOMETHING ELSE (SPECIFY): _____</div>
<p><b>GO TO S686 FOR PERSON #3</b></p>	<p><b>GO TO S686 FOR PERSON #4</b></p>
<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px; width: 45%;">1. MEXICO</div> <div style="border: 1px solid black; padding: 2px; width: 45%;">2. PUERTO RICO</div> </div>	<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px; width: 45%;">1. MEXICO</div> <div style="border: 1px solid black; padding: 2px; width: 45%;">2. PUERTO RICO</div> </div>
<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px; width: 45%;">3. CUBA</div> <div style="border: 1px solid black; padding: 2px; width: 45%;">4. CENTRAL AM.</div> </div>	<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px; width: 45%;">3. CUBA</div> <div style="border: 1px solid black; padding: 2px; width: 45%;">4. CENTRAL AM.</div> </div>
<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px; width: 45%;">5. SPAIN</div> <div style="border: 1px solid black; padding: 2px; width: 45%;">6. SOUTH AM.</div> </div>	<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px; width: 45%;">5. SPAIN</div> <div style="border: 1px solid black; padding: 2px; width: 45%;">6. SOUTH AM.</div> </div>
<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px; width: 45%;">7. USA</div> <div style="border: 1px solid black; padding: 2px; width: 45%;">8. DOM. REPUBLIC</div> </div>	<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px; width: 45%;">7. USA</div> <div style="border: 1px solid black; padding: 2px; width: 45%;">8. DOM. REPUBLIC</div> </div>
<div style="border: 1px solid black; padding: 2px;">0. SOME OTHER COUNTRY (SPECIFY): _____</div>	<div style="border: 1px solid black; padding: 2px;">0. SOME OTHER COUNTRY (SPECIFY): _____</div>
<p><b>GO TO S686 FOR PERSON #3</b></p>	<p><b>GO TO S686 FOR PERSON #4</b></p>
<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px; width: 30%;">1. YES</div> <div style="border: 1px solid black; padding: 2px; width: 30%;">5. NO</div> <div style="border: 1px solid black; padding: 2px; width: 30%;">8. DK</div> </div> <p style="text-align: center;">* .)))))))))- ∇ GO TO S686</p>	<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px; width: 30%;">1. YES</div> <div style="border: 1px solid black; padding: 2px; width: 30%;">5. NO</div> <div style="border: 1px solid black; padding: 2px; width: 30%;">8. DK</div> </div> <p style="text-align: center;">* .)))))))))- ∇ GO TO S686</p>
<p style="text-align: center;">NAME OF TRIBE _____</p>	<p style="text-align: center;">NAME OF TRIBE _____</p>
<p style="text-align: center;">STATE _____</p>	<p style="text-align: center;">STATE _____</p>

GO TO S686 FOR PERSON #3

GO TO S686 FOR PERSON #4

PERSON #5

PERSON #6

<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px; width: 45%;">1. MALE</div> <div style="border: 1px solid black; padding: 2px; width: 45%;">2. FEMALE</div> </div>	<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px; width: 45%;">1. MALE</div> <div style="border: 1px solid black; padding: 2px; width: 45%;">2. FEMALE</div> </div>
<p style="text-align: center;">_____ AGE (12-100)</p>	<p style="text-align: center;">_____ AGE (12-100)</p>
<div style="border: 1px solid black; padding: 2px;">1. WHITE/CAUCASIAN</div>	<div style="border: 1px solid black; padding: 2px;">1. WHITE/CAUCASIAN</div>
<div style="border: 1px solid black; padding: 2px;">2. BLACK/AFRICAN AMERICAN --&gt;GO TO S685b</div>	<div style="border: 1px solid black; padding: 2px;">2. BLACK/AFRICAN AMERICAN --&gt;GO TO S685b</div>
<div style="border: 1px solid black; padding: 2px;">3. HISPANIC/LATINO --&gt; GO TO S685c</div>	<div style="border: 1px solid black; padding: 2px;">3. HISPANIC/LATINO --&gt; GO TO S685c</div>
<div style="border: 1px solid black; padding: 2px;">4. AMERICAN INDIAN --&gt; GO TO S685d</div>	<div style="border: 1px solid black; padding: 2px;">4. AMERICAN INDIAN --&gt; GO TO S685d</div>
<div style="border: 1px solid black; padding: 2px;">5. SOUTHEAST ASIAN</div>	<div style="border: 1px solid black; padding: 2px;">5. SOUTHEAST ASIAN</div>
<div style="border: 1px solid black; padding: 2px;">6. OTHER ASIAN/ PACIFIC ISLANDER</div>	<div style="border: 1px solid black; padding: 2px;">6. OTHER ASIAN/ PACIFIC ISLANDER</div>
<div style="border: 1px solid black; padding: 2px;">0. SOMETHING ELSE (SPECIFY): _____</div>	<div style="border: 1px solid black; padding: 2px;">0. SOMETHING ELSE (SPECIFY): _____</div>
<p><b>GO TO S686 FOR PERSON #5</b></p>	<p><b>GO TO S686 FOR PERSON #6</b></p>
<div style="border: 1px solid black; padding: 2px;">1. AM. BLACK/AFRICAN-AMERICAN</div>	<div style="border: 1px solid black; padding: 2px;">1. AM. BLACK/AFRICAN-AMERICAN</div>
<div style="border: 1px solid black; padding: 2px;">2. AFRICAN BLACK</div>	<div style="border: 1px solid black; padding: 2px;">2. AFRICAN BLACK</div>
<div style="border: 1px solid black; padding: 2px;">3. CARIBBEAN BLACK</div>	<div style="border: 1px solid black; padding: 2px;">3. CARIBBEAN BLACK</div>
<div style="border: 1px solid black; padding: 2px;">0. SOMETHING ELSE (SPECIFY): _____</div>	<div style="border: 1px solid black; padding: 2px;">0. SOMETHING ELSE (SPECIFY): _____</div>
<p><b>GO TO S686 FOR PERSON #5</b></p>	<p><b>GO TO S686 FOR PERSON #6</b></p>
<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px; width: 45%;">1. MEXICO</div> <div style="border: 1px solid black; padding: 2px; width: 45%;">2. PUERTO RICO</div> </div>	<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px; width: 45%;">1. MEXICO</div> <div style="border: 1px solid black; padding: 2px; width: 45%;">2. PUERTO RICO</div> </div>
<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px; width: 45%;">3. CUBA</div> <div style="border: 1px solid black; padding: 2px; width: 45%;">4. CENTRAL AM.</div> </div>	<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px; width: 45%;">3. CUBA</div> <div style="border: 1px solid black; padding: 2px; width: 45%;">4. CENTRAL AM.</div> </div>
<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px; width: 45%;">5. SPAIN</div> <div style="border: 1px solid black; padding: 2px; width: 45%;">6. SOUTH AM.</div> </div>	<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px; width: 45%;">5. SPAIN</div> <div style="border: 1px solid black; padding: 2px; width: 45%;">6. SOUTH AM.</div> </div>
<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px; width: 45%;">7. USA</div> <div style="border: 1px solid black; padding: 2px; width: 45%;">8. DOM. REPUBLIC</div> </div>	<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px; width: 45%;">7. USA</div> <div style="border: 1px solid black; padding: 2px; width: 45%;">8. DOM. REPUBLIC</div> </div>
<div style="border: 1px solid black; padding: 2px;">0. SOME OTHER COUNTRY (SPECIFY): _____</div>	<div style="border: 1px solid black; padding: 2px;">0. SOME OTHER COUNTRY (SPECIFY): _____</div>
<p><b>GO TO S686 FOR PERSON #5</b></p>	<p><b>GO TO S686 FOR PERSON #6</b></p>
<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px; width: 30%;">1. YES</div> <div style="border: 1px solid black; padding: 2px; width: 30%;">5. NO</div> <div style="border: 1px solid black; padding: 2px; width: 30%;">8. DK</div> </div> <p style="text-align: center;">* .)))))))))- ∇ GO TO S686</p>	<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px; width: 30%;">1. YES</div> <div style="border: 1px solid black; padding: 2px; width: 30%;">5. NO</div> <div style="border: 1px solid black; padding: 2px; width: 30%;">8. DK</div> </div> <p style="text-align: center;">* .)))))))))- ∇ GO TO S686</p>
<p style="text-align: center;">NAME OF TRIBE _____</p>	<p style="text-align: center;">NAME OF TRIBE _____</p>
<p style="text-align: center;">STATE _____</p>	<p style="text-align: center;">STATE _____</p>

GO TO S686  
FOR PERSON #5

GO TO S686  
FOR PERSON #6

	PERSON #1	PERSON #2
S686. What is, or was, (NAME's/your) primary occupation?	OCCUPATION	OCCUPATION
S687. 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"/> 2. NO <input type="checkbox"/> 9. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 9. DK
S688. (Has NAME/Have you) provided information or advice?	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 9. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 9. DK
S689. (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"/> 2. NO <input type="checkbox"/> 9. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 9. DK
S690. ((Has NAME/Have you) provided) access to financial assistance, like equity, loans, or loan guarantees (to help with the start-up)?	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 9. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 9. DK
S691. ((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"/> 2. NO <input type="checkbox"/> 9. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 9. DK
S692. ((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"/> 2. NO <input type="checkbox"/> 9. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 9. DK
S693. ((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"/> 2. NO <input type="checkbox"/> 9. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 9. DK
S693c. ((Has NAME/Have you) provided) moral or emotional support (to help with the start-up)?	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 9. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 9. DK
S693f ((Has NAME/Have you) provided) labor (to help with the start-up)?	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 9. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 9. DK
S693i. ((Has NAME/Have you) provided) ideas or creativity (to help with the start-up)?	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 9. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 2. NO <input type="checkbox"/> 9. DK

GO TO S694 FOR PERSON #1

GO TO S694 FOR PERSON #2

PERSON #3

PERSON #4

PERSON #3			PERSON #4		
OCCUPATION			OCCUPATION		
1. YES	2. NO	9. DK	1. YES	2. NO	9. DK
1. YES	2. NO	9. DK	1. YES	2. NO	9. DK
1. YES	2. NO	9. DK	1. YES	2. NO	9. DK
1. YES	2. NO	9. DK	1. YES	2. NO	9. DK
1. YES	2. NO	9. DK	1. YES	2. NO	9. DK
1. YES	2. NO	9. DK	1. YES	2. NO	9. DK
1. YES	2. NO	9. DK	1. YES	2. NO	9. DK
1. YES	2. NO	9. DK	1. YES	2. NO	9. DK
1. YES	2. NO	9. DK	1. YES	2. NO	9. DK
1. YES	2. NO	9. DK	1. YES	2. NO	9. DK
1. YES	2. NO	9. DK	1. YES	2. NO	9. DK
1. YES	2. NO	9. DK	1. YES	2. NO	9. DK
1. YES	2. NO	9. DK	1. YES	2. NO	9. DK
1. YES	2. NO	9. DK	1. YES	2. NO	9. DK
1. YES	2. NO	9. DK	1. YES	2. NO	9. DK
1. YES	2. NO	9. DK	1. YES	2. NO	9. DK
1. YES	2. NO	9. DK	1. YES	2. NO	9. DK
1. YES	2. NO	9. DK	1. YES	2. NO	9. DK

GO TO S694 FOR PERSON #3

GO TO S694 FOR PERSON #4





**PERSON #1**

**PERSON #2**

S694. ((Has NAME/Have you) provided) any other type of service or assistance (to help with the start-up)?

1. YES	2. NO	9. DK
*	.)))))))))-	
∇	GO TO S694d	

1. YES	2. NO	9. DK
*	.)))))))))-	
∇	GO TO S694d	

S694c. What other type of service or assistance (has NAME/have you) provided?

OTHER (SPECIFY): \_\_\_\_\_  
 \_\_\_\_\_

OTHER (SPECIFY): \_\_\_\_\_  
 \_\_\_\_\_

S694d. INTERVIEWER CHECKPOINT

1.	NO "YES" RESPONSES S687-S694--> GO TO S682 FOR PERSON #2
2.	ONLY ONE "YES" S687-S694-->GO TO S696
3.	MORE THAN ONE "YES" S687-S694--> GO TO S695

1.	NO "YES" RESPONSES S687-S694--> GO TO S682 FOR PERSON #3
2.	ONLY ONE "YES" S687-S694-->GO TO S696
3.	MORE THAN ONE "YES" S687-S694--> GO TO S695

S695. 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 S687-S694 IF NECESSARY)

1. INTRODUCTIONS TO OTHER PEOPLE
2. INFORMATION OR ADVICE
3. TRAINING IN BUSINESS RELATED TASKS OR SKILLS
4. ACCESS TO FINANCIAL RESOURCES
5. PHYSICAL RESOURCES
6. BUSINESS SERVICES
7. PERSONAL SERVICES
8. MORAL OR EMOTIONAL SUPPORT
9. LABOR
10. CREATIVITY OR IDEAS
0. OTHER [FROM S694c]

1. INTRODUCTIONS TO OTHER PEOPLE
2. INFORMATION OR ADVICE
3. TRAINING IN BUSINESS RELATED TASKS OR SKILLS
4. ACCESS TO FINANCIAL RESOURCES
5. PHYSICAL RESOURCES
6. BUSINESS SERVICES
7. PERSONAL SERVICES
8. MORAL OR EMOTIONAL SUPPORT
9. LABOR
10. CREATIVITY OR IDEAS
0. OTHER [FROM S694c]

S696. Please consider this form of assistance provided by (NAME) to the new start-up. [S695 OR THE ONLY "YES" S687-S694] 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?

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

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

GO TO PERSON #2 (S682)

GO TO PERSON #3 (S682)

PERSON #3

PERSON #4

<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px;">1. YES</div> <div style="border: 1px solid black; padding: 2px;">2. NO</div> <div style="border: 1px solid black; padding: 2px;">9. DK</div> </div> <p style="margin-top: 5px;">* ∇ .)))))))))- GO TO S694d</p>	<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px;">1. YES</div> <div style="border: 1px solid black; padding: 2px;">2. NO</div> <div style="border: 1px solid black; padding: 2px;">9. DK</div> </div> <p style="margin-top: 5px;">* ∇ .)))))))))- GO TO S694d</p>
<p>OTHER (SPECIFY): _____</p> <p>_____</p>	
<div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;"> <p>1. NO "YES" RESPONSES S687-S694--&gt; GO TO S682 FOR PERSON #4</p> </div> <div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;"> <p>2. ONLY ONE "YES" S687- S694--&gt;GO TO S696</p> </div> <div style="border: 1px solid black; padding: 5px;"> <p>3. MORE THAN ONE "YES" S687-S694--&gt; GO TO S695</p> </div>	<div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;"> <p>1. NO "YES" RESPONSES S687-S694--&gt; GO TO S682 FOR PERSON #5</p> </div> <div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;"> <p>2. ONLY ONE "YES" S687- S694--&gt;GO TO S696</p> </div> <div style="border: 1px solid black; padding: 5px;"> <p>3. MORE THAN ONE "YES" S687-S694--&gt; GO TO S695</p> </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;">0. OTHER [FROM S694c]</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;">0. OTHER [FROM S694c]</div>
<div style="border: 1px solid black; padding: 2px; margin-bottom: 2px; display: inline-block;">1. FREE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px; display: inline-block; margin-left: 20px;">2. DISCOUNTED</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px; width: 100%;">3. NORMAL MARKET PRICE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px; width: 100%;">4. BARTER OR EXCHANGE</div> <div style="border: 1px solid black; padding: 2px; width: 100%;">0. OTHER (SPECIFY): _____</div> <p>_____</p>	<div style="border: 1px solid black; padding: 2px; margin-bottom: 2px; display: inline-block;">1. FREE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px; display: inline-block; margin-left: 20px;">2. DISCOUNTED</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px; width: 100%;">3. NORMAL MARKET PRICE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px; width: 100%;">4. BARTER OR EXCHANGE</div> <div style="border: 1px solid black; padding: 2px; width: 100%;">0. OTHER (SPECIFY): _____</div> <p>_____</p>

GO TO PERSON #4 (S682)

GO TO PERSON #5 (S682)

**PERSON #5**

**PERSON #6**

<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px;">1. YES</div> <div style="border: 1px solid black; padding: 2px;">2. NO</div> <div style="border: 1px solid black; padding: 2px;">9. DK</div> </div> <p style="margin-top: 5px;">* ∇ .)))))))))- GO TO S694d</p>	<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px;">1. YES</div> <div style="border: 1px solid black; padding: 2px;">2. NO</div> <div style="border: 1px solid black; padding: 2px;">9. DK</div> </div> <p style="margin-top: 5px;">* ∇ .)))))))))- GO TO S694d</p>
OTHER (SPECIFY): _____ _____	
<div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;">1. NO "YES" RESPONSES S687-S694--&gt; GO TO S682 FOR PERSON #6</div> <div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;">2. ONLY ONE "YES" S687- S694--&gt;GO TO S696</div> <div style="border: 1px solid black; padding: 5px;">3. MORE THAN ONE "YES" S687-S694--&gt; GO TO S695</div>	<div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;">1. NO "YES" RESPONSES S687-S694--&gt; GO TO S696x</div> <div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;">2. ONLY ONE "YES" S687- S694--&gt;GO TO S696</div> <div style="border: 1px solid black; padding: 5px;">3. MORE THAN ONE "YES" S687-S694--&gt; GO TO S695</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
0. OTHER [FROM S694c]	0. OTHER [FROM S694c]
<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: 5px; margin-bottom: 5px;">3. NORMAL MARKET PRICE</div> <div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;">4. BARTER OR EXCHANGE</div> <div style="border: 1px solid black; padding: 5px;">0. 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: 5px; margin-bottom: 5px;">3. NORMAL MARKET PRICE</div> <div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;">4. BARTER OR EXCHANGE</div> <div style="border: 1px solid black; padding: 5px;">0. OTHER (SPECIFY): _____ _____</div>

GO TO PERSON #6 (S682)

GO TO S696x

S696x. INTERVIEWER CHECKPOINT

1. IF S670 EQUALS ZERO --> GO TO S704x

2. ELSE --> GO TO S697

S697. 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.

**RELATIONSHIPS AMONG START-UP TEAM**

S699. How would you describe the relationship of you to (NAME)?

Are you and (NAME) spouses or partners; relatives; business associates or work colleagues; friends or acquaintances; strangers before joining the start-up team; Do (you/they) have some other type of relationship; or is either or both not a person, like a business or financial institution? (Respondent and Person #2)

1. SPOUSES/PARTNERS  GO TO S699a	2. RELATIVES/FAMILY MEMBERS  GO TO S699b	3. BUSINESS ASSOC/ WORK COLLEAGUES  GO TO S699c
4. FRIENDS/ ACQUAINTANCES	5. STRANGERS BEFORE JOIN. THE TEAM  GO TO S699d	6. ONE/BOTH NOT A PERSON  GO TO S700 FOR NEXT PAIR OR GO TO S704x
7. NO LONGER HAS RELATIONSHIP	0. OTHER (SPECIFY): _____	

.)))))))))-----  
GO TO S700 FOR NEXT PAIR OR GO TO S704x

S699a. Are you and (NAME) spouses, or "partners sharing a household"?

1. SPOUSES	2. PARTNERS SHARING A HOUSEHOLD	9. DON'T KNOW
GO TO S700 FOR NEXT PAIR OR GO TO S704x		

S699b. Are you and (NAME) relatives or family members living in the same, or different, households?

1. SAME HOUSEHOLD	2. DIFFERENT HOUSEHOLDS	9. DON'T KNOW
GO TO S700 FOR NEXT PAIR OR GO TO S704x		

S699c. Are you and (NAME) business associates or work colleagues from the same company or work organizations or are you from different work settings?

1. SAME COMPANY OR  
WORK ORG.

2. DIFF. WORK  
SETTINGS

9. DON'T KNOW

GO TO S700 FOR NEXT  
PAIR OR GO TO S704x

S699d. How did you and (NAME) first meet? Did (you/they) meet when the start-up team was organized, did you meet through a common friend, or did you meet in some other way?

1. MET ON START-UP  
TEAM

2. HAD A COMMON  
FRIEND

3. THROUGH SCHOOL

4. THROUGH  
WORK

5. NEIGHBOR

6. INTERNET

0. OTHER (SPECIFY):  
\_\_\_\_\_

9. DON'T  
KNOW

GO TO S700 FOR NEXT  
PAIR OR GO TO S704x

S700. How would you describe the relationship of (NAME) to (you/NAME)?

Are (NAME) and (you/NAME) spouses or partners; relatives; business associates or work colleagues; friends or acquaintances; strangers before joining the start-up team; Do (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 #3	PERSON #2 AND PERSON #3
1. SPOUSES/ PARTNERS  <b>GO TO S700a</b>	1. SPOUSES/ PARTNERS  <b>GO TO S700a</b>
2. RELATIVES/ FAMILY MEMBERS  <b>GO TO S700b</b>	2. RELATIVES/ FAMILY MEMBERS  <b>GO TO S700b</b>
3. BUSINESS ASSOCIATES/ WORK COLLEAGUES  <b>GO TO S700c</b>	3. BUSINESS ASSOCIATES/ WORK COLLEAGUES  <b>GO TO S700c</b>
4. FRIENDS/ ACQUAINTANCES  <b>GO TO S700d</b>	4. FRIENDS/ ACQUAINTANCES  <b>GO TO S700d</b>
5. STRANGERS BEFORE JOIN. THE TEAM  <b>GO TO S700d</b>	5. STRANGERS BEFORE JOIN. THE TEAM  <b>GO TO S700d</b>
6. ONE/BOTH NOT A PERSON  <b>GO TO S700d</b>	6. ONE/BOTH NOT A PERSON  <b>GO TO S700d</b>
7. NO LONGER HAS RELATIONSHIP  <b>GO TO S700d</b>	7. NO LONGER HAS RELATIONSHIP  <b>GO TO S700d</b>
0. OTHER (SPECIFY): _____	0. OTHER (SPECIFY): _____

**GO TO NEXT PAIR**

**GO TO S701 FOR  
NEXT PAIR OR GO  
TO S704x**



S700a. Are (NAME) and (you/NAME) spouses, or "partners sharing a household"?

<b>R + #3</b>	<b>#2 + #3</b>
1. SPOUSES	1. SPOUSES
2. PARTNERS SHARING A HOUSEHOLD	2. PARTNERS SHARING A HOUSEHOLD
9. DON'T KNOW	9. DON'T KNOW

GO BACK TO  
S700 FOR NEXT  
PAIR

GO TO S701 FOR  
NEXT PAIR OR GO  
TO S704x

S700b. Are (NAME) and (you/NAME) relatives or family members living in the same, or different, households?

<b>R + #3</b>	<b>#2 + #3</b>
1. SAME HOUSEHOLD	1. SAME HOUSEHOLD
2. DIFFERENT HOUSEHOLDS	2. DIFFERENT HOUSEHOLDS
9. DON'T KNOW	9. DON'T KNOW

GO BACK TO  
S700 FOR NEXT  
PAIR

GO TO S699 FOR  
NEXT PAIR OR GO  
TO S704x

S700c. Are (NAME) and (you/NAME) business associates or work colleagues from the same company or work organizations or are (you/they) from different work settings?

R + #3	#2 + #3
1. SAME COMPANY OR WORK ORG.	1. SAME COMPANY OR WORK ORG.
2. DIFF. WORK SETTINGS	2. DIFF. WORK SETTINGS
9. DON'T KNOW	9. DON'T KNOW

**GO BACK TO  
S700 FOR NEXT  
PAIR**

**GO TO S701 FOR  
NEXT PAIR OR GO  
TO S704x**

S700d. How did (NAME) and (you/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 + #3	#2 + #3
1. MET ON START-UP TEAM	1. MET ON START-UP TEAM
2. HAD A COMMON FRIEND	2. HAD A COMMON FRIEND
3. THROUGH SCHOOL	3. THROUGH SCHOOL
4. THROUGH WORK	4. THROUGH WORK
5. NEIGHBOR	5. NEIGHBOR
6. INTERNET	6. INTERNET
0. OTHER (SPECIFY): _____	0. OTHER (SPECIFY): _____
9. DON'T KNOW	9. DON'T KNOW

**GO BACK TO S700  
FOR NEXT PAIR**

**GO TO S701 FOR  
NEXT PAIR OR GO  
TO S704x**

S701. How would you describe the relationship of (NAME) to (you/NAME)?

Are (NAME) and (you/NAME) spouses or partners; relatives; business associates or work colleagues; friends or acquaintances; strangers before joining the start-up team; Do (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 #4	PERSON #2 AND PERSON #4	PERSON #3 AND PERSON #4
1. SPOUSES/ PARTNERS	1. SPOUSES/ PARTNERS	1. SPOUSES/ PARTNERS
<b>GO TO S701a</b>	<b>GO TO S701a</b>	<b>GO TO S701a</b>
2. RELATIVES/ FAMILY MEMBERS	2. RELATIVES/ FAMILY MEMBERS	2. RELATIVES/ FAMILY MEMBERS
<b>GO TO S701b</b>	<b>GO TO S701b</b>	<b>GO TO S701b</b>
3. BUSINESS ASSOCIATES/ WORK COLLEAGUES	3. BUSINESS ASSOCIATES/ WORK COLLEAGUES	3. BUSINESS ASSOCIATES/ WORK COLLEAGUES
<b>GO TO S701c</b>	<b>GO TO S701c</b>	<b>GO TO S701c</b>
4. FRIENDS/ ACQUAINTANCES	4. FRIENDS/ ACQUAINTANCES	4. FRIENDS/ ACQUAINTANCES
5. STRANGERS BEFORE JOIN. THE TEAM	5. STRANGERS BEFORE JOIN. THE TEAM	5. STRANGERS BEFORE JOIN. THE TEAM
<b>GO TO S701d</b>	<b>GO TO S701d</b>	<b>GO TO S701d</b>
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
0. OTHER (SPECIFY): _____	0. OTHER (SPECIFY): _____	0. OTHER (SPECIFY): _____

**GO TO NEXT PAIR**

**GO TO NEXT PAIR**

**GO TO S702 FOR  
NEXT PAIR OR GO  
TO S704x**

S701a. Are (NAME) and (you/NAME) spouses, or "partners sharing a household"?

<b>R + #4</b>	<b>#2 + #4</b>	<b>#3 + #4</b>
1. SPOUSES	1. SPOUSES	1. SPOUSES
2. PARTNERS SHARING A HOUSEHOLD	2. PARTNERS SHARING A HOUSEHOLD	2. PARTNERS SHARING A HOUSEHOLD
9. DON'T KNOW	9. DON'T KNOW	9. DON'T KNOW

**GO BACK TO S701 FOR NEXT PAIR**     
 **GO BACK TO S701 FOR NEXT PAIR**     
 **GO TO S702 FOR NEXT PAIR OR GO TO S704x**

S701b. Are (NAME) and (you/NAME) relatives or family members living in the same, or different, households?

<b>R + #4</b>	<b>#2 + #4</b>	<b>#3 + #4</b>
1. SAME HOUSEHOLD	1. SAME HOUSEHOLD	1. SAME HOUSEHOLD
2. DIFFERENT HOUSEHOLDS	2. DIFFERENT HOUSEHOLDS	2. DIFFERENT HOUSEHOLDS
9. DON'T KNOW	9. DON'T KNOW	9. DON'T KNOW

**GO BACK TO S701 FOR NEXT PAIR**     
 **GO BACK TO S701 FOR NEXT PAIR**     
 **GO TO S702 FOR NEXT PAIR OR GO TO S704x**

S701c. Are (NAME) and (you/NAME) business associates or work colleagues from the same company or work organizations or are (you/they) from different work settings?

<b>R + #4</b>	<b>#2 + #4</b>	<b>#3 + #4</b>
1. SAME COMPANY OR WORK ORG.	1. SAME COMPANY OR WORK ORG.	1. SAME COMPANY OR WORK ORG.
2. DIFF. WORK SETTINGS	2. DIFF. WORK SETTINGS	2. DIFF. WORK SETTINGS
9. DON'T KNOW	9. DON'T KNOW	9. DON'T KNOW

**GO BACK TO S701 FOR NEXT PAIR**     
 **GO BACK TO S701 FOR NEXT PAIR**     
 **GO TO S701 FOR NEXT PAIR OR GO TO S704x**

S701d. How did (NAME) and (you/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 + #4	#2 + #4	#3 + #4
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
3. THROUGH SCHOOL	3. THROUGH SCHOOL	3. THROUGH SCHOOL
4. THROUGH WORK	4. THROUGH WORK	4. THROUGH WORK
5. NEIGHBOR	5. NEIGHBOR	5. NEIGHBOR
6. INTERNET	6. INTERNET	6. INTERNET
0. OTHER (SPECIFY): _____	0. OTHER (SPECIFY): _____	0. OTHER (SPECIFY): _____
9. DON'T KNOW	9. DON'T KNOW	9. DON'T KNOW

GO BACK TO S701  
FOR NEXT PAIR

GO BACK TO S701  
FOR NEXT PAIR

GO TO S702 FOR NEXT  
PAIR OR GO TO S704x

S702. How would you describe the relationship of (NAME) to (you/NAME)?

Are (NAME) and (you/NAME) spouses or partners; relatives; business associates or work colleagues; friends or acquaintances; strangers before joining the start-up team; Do (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 #5	PERSON #2 AND PERSON #5
<p>1. SPOUSES/ PARTNERS</p> <p><b>GO TO S702a</b></p>	<p>1. SPOUSES/ PARTNERS</p> <p><b>GO TO S702a</b></p>
<p>2. RELATIVES/ FAMILY MEMBERS</p> <p><b>GO TO S702b,</b></p>	<p>2. RELATIVES/ FAMILY MEMBERS</p> <p><b>GO TO S702b</b></p>
<p>3. BUSINESS ASSOCIATES/ WORK COLLEAGUES</p> <p><b>GO TO S702c</b></p>	<p>3. BUSINESS ASSOCIATES/ WORK COLLEAGUES</p> <p><b>GO TO S702c</b></p>
<p>4. FRIENDS/ ACQUAINTANCES</p>	<p>4. FRIENDS/ ACQUAINTANCES</p>
<p>5. STRANGERS BEFORE JOIN. THE TEAM</p> <p><b>GO TO S702d</b></p>	<p>5. STRANGERS BEFORE JOIN. THE TEAM</p> <p><b>GO TO S702d</b></p>
<p>6. ONE/BOTH NOT A PERSON</p>	<p>6. ONE/BOTH NOT A PERSON</p>
<p>7. NO LONGER HAS RELATIONSHIP</p>	<p>7. NO LONGER HAS RELATIONSHIP</p>
<p>0. OTHER (SPECIFY): _____</p>	<p>0. OTHER (SPECIFY): _____</p>

**GO TO NEXT PAIR**

**GO TO NEXT PAIR**

S702. Continued...

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

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

PERSON #3 AND PERSON #5	PERSON #4 AND PERSON #5
1. SPOUSES/ PARTNERS	1. SPOUSES/ PARTNERS
<b>GO TO S702a</b>	<b>GO TO S702a</b>
2. RELATIVES/ FAMILY MEMBERS	2. RELATIVES/ FAMILY MEMBERS
<b>GO TO S702b</b>	<b>GO TO S702b</b>
3. BUSINESS ASSOCIATES/ WORK COLLEAGUES	3. BUSINESS ASSOCIATES/ WORK COLLEAGUES
<b>GO TO S702c</b>	<b>GO TO S702c</b>
4. FRIENDS/ ACQUAINTANCES	4. FRIENDS/ ACQUAINTANCES
5. STRANGERS BEFORE JOIN. THE TEAM	5. STRANGERS BEFORE JOIN. THE TEAM
<b>GO TO S702d</b>	<b>GO TO S702d</b>
6. ONE/BOTH NOT A PERSON	6. ONE/BOTH NOT A PERSON
7. NO LONGER HAS RELATIONSHIP	7. NO LONGER HAS RELATIONSHIP
0. OTHER (SPECIFY): _____	0. OTHER (SPECIFY): _____

**GO TO NEXT PAIR**

**GO TO S703 FOR  
NEXT PAIR OR GO  
TO S704x**

S702a. Are (NAME) and (you/NAME) spouses, or "partners sharing a household"?

R + #5	#2 + #5	#3 + #5	#4 + #5
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
9. DON'T KNOW	9. DON'T KNOW	9. DON'T KNOW	9. DON'T KNOW
GO BACK TO S702 FOR NEXT PAIR	GO BACK TO S702 FOR NEXT PAIR	GO BACK TO S702 FOR NEXT PAIR	GO TO S703 FOR NEXT PAIR OR GO TO S704x

S702b. Are (NAME) and (you/NAME) relatives or family members living in the same, or different, households?

R + #5	#2 + #5	#3 + #5	#4 + #5
1. SAME HOUSEHOLD	1. SAME HOUSEHOLD	1. SAME HOUSEHOLD	1. SAME HOUSEHOLD
2. DIFFERENT HOUSEHOLDS	2. DIFFERENT HOUSEHOLDS	2. DIFFERENT HOUSEHOLDS	2. DIFFERENT HOUSEHOLDS
9. DON'T KNOW	9. DON'T KNOW	9. DON'T KNOW	9. DON'T KNOW
GO BACK TO S702 FOR NEXT PAIR	GO BACK TO S702 FOR NEXT PAIR	GO BACK TO S702 FOR NEXT PAIR	GO TO S703 FOR NEXT PAIR OR GO TO S704x

S702c. Are (NAME) and (you/NAME) business associates or work colleagues from the same company or work organizations or are (you/they) from different work settings?

R + #5	#2 + #5	#3 + #5	#4 + #5
1. SAME COMPANY OR WORK ORG.	1. SAME COMPANY OR WORK ORG.	1. SAME COMPANY OR WORK ORG.	1. SAME COMPANY OR WORK ORG.
2. DIFF. WORK SETTINGS	2. DIFF. WORK SETTINGS	2. DIFF. WORK SETTINGS	2. DIFF. WORK SETTINGS
9. DON'T KNOW	9. DON'T KNOW	9. DON'T KNOW	9. DON'T KNOW
GO BACK TO S702 FOR NEXT PAIR	GO BACK TO S702 FOR NEXT PAIR	GO BACK TO S702 FOR NEXT PAIR	GO TO S703 FOR NEXT PAIR OR GO TO S704x



S702d. How did (NAME) and (you/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 + #5	#2 + #5
1. MET ON START-UP TEAM	1. MET ON START-UP TEAM
2. HAD A COMMON FRIEND	2. HAD A COMMON FRIEND
3. THROUGH SCHOOL	3. THROUGH SCHOOL
4. THROUGH WORK	4. THROUGH WORK
5. NEIGHBOR	5. NEIGHBOR
6. INTERNET	6. INTERNET
0. OTHER (SPECIFY): _____	0. OTHER (SPECIFY): _____
9. DON'T KNOW	9. DON'T KNOW
<b>GO BACK TO S702 FOR NEXT PAIR</b>	<b>GO BACK TO S702 FOR NEXT PAIR</b>

S702d. Continued...

How did (NAME) and (you/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?

#3 + #5	#4 + #5
1. MET ON START-UP TEAM	1. MET ON START-UP TEAM
2. HAD A COMMON FRIEND	2. HAD A COMMON FRIEND
3. THROUGH SCHOOL	3. THROUGH SCHOOL
4. THROUGH WORK	4. THROUGH WORK
5. NEIGHBOR	5. NEIGHBOR
6. INTERNET	6. INTERNET
0. OTHER (SPECIFY): _____	0. OTHER (SPECIFY): _____
9. DON'T KNOW	9. DON'T KNOW

GO BACK TO S702  
FOR NEXT PAIR

GO TO S703 FOR NEXT  
PAIR OR GO TO S704x

S703. How would you describe the relationship of (NAME) to (you/NAME)?

Are (NAME) and (you/NAME) spouses or partners; relatives; business associates or work colleagues; friends or acquaintances; strangers before joining the start-up team; Do (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 #6	PERSON #2 AND PERSON #6	PERSON #3 AND PERSON #6
1. SPOUSES/ PARTNERS	1. SPOUSES/ PARTNERS	1. SPOUSES/ PARTNERS
<b>GO TO S703a</b>	<b>GO TO S703a</b>	<b>GO TO S703a</b>
2. RELATIVES/ FAMILY MEMBERS	2. RELATIVES/ FAMILY MEMBERS	2. RELATIVES/ FAMILY MEMBERS
<b>GO TO S703b,</b>	<b>GO TO S703b</b>	<b>GO TO S703b</b>
3. BUSINESS ASSOCIATES/ WORK COLLEAGUES	3. BUSINESS ASSOCIATES/ WORK COLLEAGUES	3. BUSINESS ASSOCIATES/ WORK COLLEAGUES
<b>GO TO S703c</b>	<b>GO TO S703c</b>	<b>GO TO S703c</b>
4. FRIENDS/ ACQUAINTANCES	4. FRIENDS/ ACQUAINTANCES	4. FRIENDS/ ACQUAINTANCES
5. STRANGERS BEFORE JOIN. THE TEAM	5. STRANGERS BEFORE JOIN. THE TEAM	5. STRANGERS BEFORE JOIN. THE TEAM
<b>GO TO S703d</b>	<b>GO TO S703d</b>	<b>GO TO S703d</b>
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
0. OTHER (SPECIFY): _____	0. OTHER (SPECIFY): _____	0. OTHER (SPECIFY): _____

**GO TO NEXT PAIR**

**GO TO NEXT PAIR**

**GO TO NEXT PAIR**

S703. Continued...

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

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

PERSON #4 AND PERSON #6	PERSON #5 AND PERSON #6
1. SPOUSES/ PARTNERS	1. SPOUSES/ PARTNERS
<b>GO TO S703a</b>	<b>GO TO S703a</b>
2. RELATIVES/ FAMILY MEMBERS	2. RELATIVES/ FAMILY MEMBERS
<b>GO TO S703b,</b>	<b>GO TO S703b</b>
3. BUSINESS ASSOCIATES/ WORK COLLEAGUES	3. BUSINESS ASSOCIATES/ WORK COLLEAGUES
<b>GO TO S703c</b>	<b>GO TO S703c</b>
4. FRIENDS/ ACQUAINTANCES	4. FRIENDS/ ACQUAINTANCES
5. STRANGERS BEFORE JOINING THE TEAM	5. STRANGERS BEFORE JOINING THE TEAM
<b>GO TO S703d</b>	<b>GO TO S703d</b>
6. ONE/BOTH NOT A PERSON	6. ONE/BOTH NOT A PERSON
7. NO LONGER HAS RELATIONSHIP	7. NO LONGER HAS RELATIONSHIP
0. OTHER (SPECIFY): _____	0. OTHER (SPECIFY): _____

**GO TO NEXT PAIR**

**GO TO S704 FOR NEXT  
PAIR OR GO TO S704x**

S703a. Are (NAME) and (you/NAME) spouses, or "partners sharing a household"?

<b>R + #6</b>	<b>#2 + #6</b>	<b>#3 + #6</b>
1. SPOUSES	1. SPOUSES	1. SPOUSES
2. PARTNERS SHARING A HOUSEHOLD	2. PARTNERS SHARING A HOUSEHOLD	2. PARTNERS SHARING A HOUSEHOLD
9. DON'T KNOW	9. DON'T KNOW	9. DON'T KNOW

GO BACK TO  
S703 FOR NEXT  
PAIR

GO BACK TO  
S703 FOR NEXT  
PAIR

GO BACK TO  
S703 FOR NEXT  
PAIR

<b>#4 + #6</b>	<b>#5 + #6</b>
1. SPOUSES	1. SPOUSES
2. PARTNERS SHARING A HOUSEHOLD	2. PARTNERS SHARING A HOUSEHOLD
9. DON'T KNOW	9. DON'T KNOW

GO BACK TO  
S703 FOR NEXT  
PAIR

GO TO S704 FOR  
NEXT PAIR OR GO  
TO S704x

S703b. Are (NAME) and (you/NAME) relatives or family members living in the same, or different, households?

R + #6	#2 + #6	#3 + #6
1. SAME HOUSEHOLD	1. SAME HOUSEHOLD	1. SAME HOUSEHOLD
2. DIFFERENT HOUSEHOLDS	2. DIFFERENT HOUSEHOLDS	2. DIFFERENT HOUSEHOLDS
9. DON'T KNOW	9. DON'T KNOW	9. DON'T KNOW

GO BACK TO  
S703 FOR NEXT  
PAIR

GO BACK TO  
S703 FOR NEXT  
PAIR

GO BACK TO  
S703 FOR NEXT  
PAIR

#4 + #6	#5 + #6
1. SAME HOUSEHOLD	1. SAME HOUSEHOLD
2. DIFFERENT HOUSEHOLDS	2. DIFFERENT HOUSEHOLDS
9. DON'T KNOW	9. DON'T KNOW

GO BACK TO  
S703 FOR NEXT  
PAIR

GO TO S704 FOR  
NEXT PAIR OR GO  
TO S704x

S703c. Are (NAME) and (you/NAME) business associates or work colleagues from the same company or work organizations or are (you/they) from different work settings?

R + #6	#2 + #6	#3 + #6	#4 + #6
1. SAME COMPANY OR WORK ORG.	1. SAME COMPANY OR WORK ORG.	1. SAME COMPANY OR WORK ORG.	1. SAME COMPANY OR WORK ORG.
2. DIFF. WORK SETTINGS	2. DIFF. WORK SETTINGS	2. DIFF. WORK SETTINGS	2. DIFF. WORK SETTINGS
9. DON'T KNOW	9. DON'T KNOW	9. DON'T KNOW	9. DON'T KNOW

GO BACK TO  
S703 FOR NEXT  
PAIR

GO BACK TO  
S703 FOR NEXT  
PAIR

GO BACK TO  
S703 FOR NEXT  
PAIR

GO BACK TO  
S703 FOR NEXT  
PAIR

#5 + #6
1. SAME COMPANY OR WORK ORG.
2. DIFF. WORK SETTINGS
9. DON'T KNOW

GO TO S704 FOR  
NEXT PAIR OR GO  
TO S704x

S703d. How did (NAME) and (you/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 + #6	#2 + #6	#3 + #6
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
3. THROUGH SCHOOL	3. THROUGH SCHOOL	3. THROUGH SCHOOL
4. THROUGH WORK	4. THROUGH WORK	4. THROUGH WORK
5. NEIGHBOR	5. NEIGHBOR	5. NEIGHBOR
6. INTERNET	6. INTERNET	6. INTERNET
0. OTHER (SPECIFY): _____	0. OTHER (SPECIFY): _____	0. OTHER (SPECIFY): _____
9. DON'T KNOW	9. DON'T KNOW	9. DON'T KNOW

GO BACK TO S703  
FOR NEXT PAIR

GO BACK TO S703  
FOR NEXT PAIR

GO BACK TO S703  
FOR NEXT PAIR



S703d. Continued...

How did (NAME) and (you/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?

#4 + #6	#5 + #6
1. MET ON START-UP TEAM	1. MET ON START-UP TEAM
2. HAD A COMMON FRIEND	2. HAD A COMMON FRIEND
3. THROUGH SCHOOL	3. THROUGH SCHOOL
4. THROUGH WORK	4. THROUGH WORK
5. NEIGHBOR	5. NEIGHBOR
6. INTERNET	6. INTERNET
0. OTHER (SPECIFY): _____	0. OTHER (SPECIFY): _____
9. DON'T KNOW	9. DON'T KNOW

GO BACK TO S703  
FOR NEXT PAIR

GO TO S704 FOR NEXT  
PAIR OR GO TO S704x

S704. How would you describe the relationship of (NAME) to (you/NAME)?

Are (NAME) and (you/NAME) spouses or partners; relatives; business associates or work colleagues; friends or acquaintances; strangers before joining the start-up team; Do (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 #7	PERSON #2 AND PERSON #7	PERSON #3 AND PERSON #7
1. SPOUSES/ PARTNERS  <b>GO TO S704a</b>	1. SPOUSES/ PARTNERS  <b>GO TO S704a</b>	1. SPOUSES/ PARTNERS  <b>GO TO S704a</b>
2. RELATIVES/ FAMILY MEMBERS  <b>GO TO S704b,</b>	2. RELATIVES/ FAMILY MEMBERS  <b>GO TO S704b</b>	2. RELATIVES/ FAMILY MEMBERS  <b>GO TO S704b</b>
3. BUSINESS ASSOCIATES/ WORK COLLEAGUES  <b>GO TO S704c</b>	3. BUSINESS ASSOCIATES/ WORK COLLEAGUES  <b>GO TO S704c</b>	3. BUSINESS ASSOCIATES/ WORK COLLEAGUES  <b>GO TO S704c</b>
4. FRIENDS/ ACQUAINTANCES	4. FRIENDS/ ACQUAINTANCES	4. FRIENDS/ ACQUAINTANCES
5. STRANGERS BEFORE JOIN. THE TEAM  <b>GO TO S704d</b>	5. STRANGERS BEFORE JOIN. THE TEAM  <b>GO TO S704d</b>	5. STRANGERS BEFORE JOIN. THE TEAM  <b>GO TO S704d</b>
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
0. OTHER (SPECIFY): _____	0. OTHER (SPECIFY): _____	0. OTHER (SPECIFY): _____

**GO TO NEXT PAIR**

**GO TO NEXT PAIR**

**GO TO NEXT PAIR**

S704. How would you describe the relationship of (NAME) to (you/NAME)?

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

PERSON #4 AND PERSON #7	PERSON #5 AND PERSON #7	PERSON #6 AND PERSON #7
1. SPOUSES/ PARTNERS	1. SPOUSES/ PARTNERS	1. SPOUSES/ PARTNERS
<b>GO TO S704a</b>	<b>GO TO S704a</b>	<b>GO TO S704a</b>
2. RELATIVES/ FAMILY MEMBERS	2. RELATIVES/ FAMILY MEMBERS	2. RELATIVES/ FAMILY MEMBERS
<b>GO TO S704b,</b>	<b>GO TO S704b</b>	<b>GO TO S704b</b>
3. BUSINESS ASSOCIATES/ WORK COLLEAGUES	3. BUSINESS ASSOCIATES/ WORK COLLEAGUES	3. BUSINESS ASSOCIATES/ WORK COLLEAGUES
<b>GO TO S704c</b>	<b>GO TO S704c</b>	<b>GO TO S704c</b>
4. FRIENDS/ ACQUAINTANCES	4. FRIENDS/ ACQUAINTANCES	4. FRIENDS/ ACQUAINTANCES
5. STRANGERS BEFORE JOIN. THE TEAM	5. STRANGERS BEFORE JOIN. THE TEAM	5. STRANGERS BEFORE JOIN. THE TEAM
<b>GO TO S704d</b>	<b>GO TO S704d</b>	<b>GO TO S704d</b>
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
0. OTHER (SPECIFY): _____	0. OTHER (SPECIFY): _____	0. OTHER (SPECIFY): _____

**GO TO NEXT PAIR**

**GO TO NEXT PAIR**

**GO TO S704x**

S704a. Are (NAME) and (you/NAME) spouses, or "partners sharing a household"?

<b>R + #7</b>	<b>#2 + #7</b>	<b>#3 + #7</b>	<b>#4 + #7</b>
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
9. DON'T KNOW	9. DON'T KNOW	9. DON'T KNOW	9. DON'T KNOW

**GO BACK TO  
S704 FOR NEXT  
PAIR**

**GO BACK TO  
S704 FOR NEXT  
PAIR**

**GO BACK TO  
S704 FOR NEXT  
PAIR**

**GO BACK TO  
S704 FOR NEXT  
PAIR**

<b>#5 + #7</b>	<b>#6 + #7</b>
1. SPOUSES	1. SPOUSES
2. PARTNERS SHARING A HOUSEHOLD	2. PARTNERS SHARING A HOUSEHOLD
9. DON'T KNOW	9. DON'T KNOW

**GO BACK TO  
S704 FOR NEXT  
PAIR**

**GO TO S704x**

S704b. Are (NAME) and (you/NAME) relatives or family members living in the same, or different, households?

<b>R + #7</b>	<b>#2 + #7</b>	<b>#3 + #7</b>	<b>#4 + #7</b>
1. SAME HOUSEHOLD	1. SAME HOUSEHOLD	1. SAME HOUSEHOLD	1. SAME HOUSEHOLD
2. DIFFERENT HOUSEHOLDS	2. DIFFERENT HOUSEHOLDS	2. DIFFERENT HOUSEHOLDS	2. DIFFERENT HOUSEHOLDS
9. DON'T KNOW	9. DON'T KNOW	9. DON'T KNOW	9. DON'T KNOW

GO BACK TO  
S704 FOR NEXT  
PAIR

GO BACK TO  
S704 FOR NEXT  
PAIR

GO BACK TO  
S704 FOR NEXT  
PAIR

GO BACK TO  
S704 FOR NEXT  
PAIR

<b>#5 + #7</b>	<b>#6 + #7</b>
1. SAME HOUSEHOLD	1. SAME HOUSEHOLD
2. DIFFERENT HOUSEHOLDS	2. DIFFERENT HOUSEHOLDS
9. DON'T KNOW	9. DON'T KNOW

GO BACK TO  
S704 FOR NEXT  
PAIR

GO TO S704x

S704c. Are (NAME) and (you/NAME) business associates or work colleagues from the same company or work organizations or are (you/they) from different work settings?

<b>R + #7</b>	<b>#2 + #7</b>	<b>#3 + #7</b>	<b>#4 + #7</b>
1. SAME COMPANY OR WORK ORG.	1. SAME COMPANY OR WORK ORG.	1. SAME COMPANY OR WORK ORG.	1. SAME COMPANY OR WORK ORG.
2. DIFF. WORK SETTINGS	2. DIFF. WORK SETTINGS	2. DIFF. WORK SETTINGS	2. DIFF. WORK SETTINGS
9. DON'T KNOW	9. DON'T KNOW	9. DON'T KNOW	9. DON'T KNOW

**GO BACK TO  
S704 FOR NEXT  
PAIR**

**GO BACK TO  
S704 FOR NEXT  
PAIR**

**GO BACK TO  
S704 FOR NEXT  
PAIR**

**GO BACK TO  
S704 FOR NEXT  
PAIR**

<b>#5 + #7</b>	<b>#6 + #7</b>
1. SAME COMPANY OR WORK ORG.	1. SAME COMPANY OR WORK ORG.
2. DIFF. WORK SETTINGS	2. DIFF. WORK SETTINGS
9. DON'T KNOW	9. DON'T KNOW

**GO BACK TO  
S704 FOR NEXT  
PAIR**

**GO TO S704x**

S704d. How did (NAME) and (you/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 + #7	#2 + #7	#3 + #7
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
3. THROUGH SCHOOL	3. THROUGH SCHOOL	3. THROUGH SCHOOL
4. THROUGH WORK	4. THROUGH WORK	4. THROUGH WORK
5. NEIGHBOR	5. NEIGHBOR	5. NEIGHBOR
6. INTERNET	6. INTERNET	6. INTERNET
0. OTHER (SPECIFY): _____	0. OTHER (SPECIFY): _____	0. OTHER (SPECIFY): _____
9. DON'T KNOW	9. DON'T KNOW	9. DON'T KNOW

GO BACK TO S704  
FOR NEXT PAIR

GO BACK TO S704  
FOR NEXT PAIR

GO BACK TO S704  
FOR NEXT PAIR

S704d. Continued...

How did (NAME) and (you/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?

#4 + #7	#5 + #7	#6 + #7
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
3. THROUGH SCHOOL	3. THROUGH SCHOOL	3. THROUGH SCHOOL
4. THROUGH WORK	4. THROUGH WORK	4. THROUGH WORK
5. NEIGHBOR	5. NEIGHBOR	5. NEIGHBOR
6. INTERNET	6. INTERNET	6. INTERNET
0. OTHER (SPECIFY): _____	0. OTHER (SPECIFY): _____	0. OTHER (SPECIFY): _____
9. DON'T KNOW	9. DON'T KNOW	9. DON'T KNOW

GO BACK TO S704  
FOR NEXT PAIR

GO BACK TO S704  
FOR NEXT PAIR

GO TO S704x



## HELPERS AND ASSISTANCE

	HELPFUL PERSON #1	HELPFUL PERSON #2
S704x. INTERVIEWER CHECKPOINT	<p>1. IF NAME OF HELPFUL PERSON IS ANSWERED (Q243b) --&gt; GO TO S704y</p> <p>2. ELSE --&gt; GO TO S710</p>	<p>1. IF NAME OF HELPFUL PERSON IS ANSWERED (Q243b) --&gt; GO TO S704y</p> <p>2. ELSE --&gt; GO TO S710</p>
S704y. INTERVIEWER CHECKPOINT	<p>1. IF Q243c OR Q243d IS ANSWERED --&gt; GO TO S706</p> <p>2. ELSE --&gt; GO TO S709</p>	<p>1. IF Q243c OR Q243d IS ANSWERED --&gt; GO TO S706</p> <p>2. ELSE --&gt; GO TO S709</p>

	HELPFUL PERSON #3	HELPFUL PERSON #4
	<p>1. IF NAME OF HELPFUL PERSON IS ANSWERED (Q243b) --&gt; GO TO S704y</p> <p>2. ELSE --&gt; GO TO S710</p>	<p>1. IF NAME OF HELPFUL PERSON IS ANSWERED (Q243b) --&gt; GO TO S704y</p> <p>2. ELSE --&gt; GO TO S710</p>
	<p>1. IF Q243c OR Q243d IS ANSWERED --&gt; GO TO S706</p> <p>2. ELSE --&gt; GO TO S709</p>	<p>1. IF Q243c OR Q243d IS ANSWERED --&gt; GO TO S706</p> <p>2. ELSE --&gt; GO TO S709</p>

	HELPFUL PERSON #5
	<p>1. IF NAME OF HELPFUL PERSON IS ANSWERED (Q243b) --&gt; GO TO S704y</p> <p>2. ELSE --&gt; GO TO S710</p>
	<p>1. IF Q243c OR Q243d IS ANSWERED --&gt; GO TO S706</p> <p>2. ELSE --&gt; GO TO S709</p>

S706. 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.

S707. INTERVIEWER: MARK "ORIGINAL" MEMBERS (FROM LAST YEAR) IN ROSTER "E".

GO TO S708

HELPFUL PERSON #1

HELPFUL PERSON #2

<p>S708. During our previous interview, you indicated that the <u>most important</u> assistance (<b>NAME FROM Q243</b>) had provided was (<b>ANSWER IN Q258</b>). 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>9. 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>9. DON'T KNOW</p>
<p>S709. Are you and (<b>NAME FROM Q243</b>) 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 (<b>NAME FROM Q243</b>) not a person -- like a business or financial institution, or do you no longer have a relationship with (<b>NAME FROM Q243</b>)?</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>0. OTHER (SPECIFY): _____</p> <p>9. 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>0. OTHER (SPECIFY): _____</p> <p>9. DON'T KNOW</p>

GO BACK TO S704x  
FOR PERSON #2 OR  
GO TO S710

GO BACK TO S704x  
FOR PERSON #3 OR  
GO TO S710

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
9. DON'T KNOW	9. DON'T KNOW	9. 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
0. OTHER (SPECIFY): _____	0. OTHER (SPECIFY): _____	0. OTHER (SPECIFY): _____
9. DON'T KNOW	9. DON'T KNOW	9. DON'T KNOW

GO BACK TO S704x  
FOR PERSON #4 OR  
GO TO S710

GO BACK TO S704x  
FOR PERSON #5 OR  
GO TO S710

GO TO S710

S710. 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

9. DON'T KNOW

GO TO S731y

GO TO S731y

S711. How many are there?

NUMBER (1-50): \_\_\_\_\_

98. DON'T KNOW

S712. (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

S714. Is (NAME) male or female?

1. MALE	2. FEMALE	1. MALE	2. FEMALE
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S715. How old is (NAME)?

AGE (10-101) 10-17 --> GO TO S731 18-100 OR DECEASED --> GO TO S716	AGE (10-101) 10-17 --> GO TO S731 18-100 OR DECEASED --> GO TO S716
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S716. Would you say (NAME) is 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 S716b	2. BLACK/AFRICAN AMERICAN --> GO TO S716b
3. HISPANIC/LATINO --> GO TO S716c	3. HISPANIC/LATINO --> GO TO S716c
4. AMERICAN INDIAN --> GO TO S716d	4. AMERICAN INDIAN --> GO TO S716d
5. SOUTHEAST ASIAN	5. SOUTHEAST ASIAN
6. OTHER ASIAN/PACIFIC ISLANDER	6. OTHER ASIAN/PACIFIC ISLANDER
0. OTHER (SPECIFY): _____	0. OTHER (SPECIFY): _____
GO TO S716x FOR PERSON #1	GO TO S716x FOR PERSON #2

S716b. Is (NAME) an American Black or African-American, African Black, Caribbean Black, or something else?

1. AMERICAN BLACK/AFRICAN-AMERICAN	1. AMERICAN BLACK/AFRICAN-AMERICAN
2. AFRICAN BLACK	2. AFRICAN BLACK
3. CARIBBEAN BLACK	3. CARIBBEAN BLACK
0. OTHER (SPECIFY): _____	0. OTHER (SPECIFY): _____
GO TO S716x FOR PERSON #1	GO TO S716x FOR PERSON #2

S716c. What country did (NAME) or (NAME)'s 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.
5. SPAIN	6. SOUTH AM.	5. SPAIN	6. SOUTH AM.
7. USA		7. USA	
0. OTHER COUNTRY (SPECIFY): _____		0. OTHER COUNTRY (SPECIFY): _____	
GO TO S716x FOR PERSON #1		GO TO S716x FOR PERSON #2	

	NEW HELPFUL PERSON #1	NEW HELPFUL PERSON #2				
S716d. Is (NAME) currently on the official voting rolls or list of a federally recognized Indian tribe?	<input type="checkbox"/> 1. YES * ▼	<input type="checkbox"/> 2. NO .)))))))))- GO TO S716x	<input type="checkbox"/> 1. YES * ▼	<input type="checkbox"/> 2. NO .)))))))))- GO TO S716x	<input type="checkbox"/> 9. DK	<input type="checkbox"/> 9. DK
S716e. What is the name of the tribe? (VERIFY SPELL)	_____ NAME OF TRIBE		_____ NAME OF TRIBE			
S716f. In what state is this tribe located? (SPELL OUT, DO NOT ABBREVIATE)	_____ STATE		_____ STATE			
S716x. INTERVIEWER CHECKPOINT:	<input type="checkbox"/> 1. PERSON #1 IS DECEASED (S715) --> GO TO S719  <input type="checkbox"/> 2. PERSON #1 IS ALIVE--> GO TO S717	<input type="checkbox"/> 1. PERSON #2 IS DECEASED (S715) --> GO TO S719  <input type="checkbox"/> 2. PERSON #2 IS ALIVE--> GO TO S717				
S717. How long have you known (NAME)?	_____ # YEARS (0-100) ZERO FOR LESS THAN ONE		_____ # YEARS (0-100) ZERO FOR LESS THAN ONE			
S718. How many times have you and (NAME) talked about business matters in the last month?	_____ # TIMES (0-100)		_____ # TIMES (0-100)			
	GO TO S719 FOR PERSON #1		GO TO S719 FOR PERSON #2			

NEW HELPFUL PERSON #1

NEW HELPFUL PERSON #2

S719. How (has/had) (NAME) helped with the start-up? For example, (has/had) (NAME) provided introductions to other people?

1. YES    2. NO    9. DK

1. YES    2. NO    9. DK

S720. ((Has/had) (NAME) provided) information or advice?

1. YES    2. NO    9. DK

1. YES    2. NO    9. DK

S721. ((Has/had) (NAME) provided) training in business related tasks or skills (to help with the start-up)?

1. YES    2. NO    9. DK

1. YES    2. NO    9. DK

S722. ((Has/had) (NAME) provided) access to financial assistance, like equity, loans, or loan guarantees (to help with the start-up)?

1. YES    2. NO    9. DK

1. YES    2. NO    9. DK

S723. ((Has/had) (NAME) provided) physical resources, use of land, space, buildings or equipment (to help with the start-up)?

1. YES    2. NO    9. DK

1. YES    2. NO    9. DK

S724. ((Has/had) (NAME) provided) business services, such as legal, accounting, or clerical assistance (to help with the start-up)?

1. YES    2. NO    9. DK

1. YES    2. NO    9. DK

S725. ((Has/had) (NAME) provided) personal services, such as household help or childcare (to help with the start-up)?

1. YES    2. NO    9. DK

1. YES    2. NO    9. DK

S725c. ((Has/had) (NAME) provided) moral or emotional support (to help with the start-up)?

1. YES    2. NO    9. DK

1. YES    2. NO    9. DK

S725f ((Has/had) (NAME) provided) labor (to help with the start-up)?

1. YES    2. NO    9. DK

1. YES    2. NO    9. DK

S725i. ((Has/had) (NAME) provided) ideas or creativity (to help with the start-up)?

1. YES    2. NO    9. DK

1. YES    2. NO    9. DK

GO TO S726 FOR PERSON #1

GO TO S726 FOR PERSON #2

NEW HELPFUL PERSON #1

NEW HELPFUL PERSON #2

S726. ((Has/had) (NAME) provided any other type of service or assistance (to help with the start-up)?

1. YES	2. NO	9. DK	1. YES	2. NO	9. DK
* ▼		.)))))))))- GO TO S726d	* ▼		.)))))))))- GO TO S726d

S726c. What other type of service or assistance (has/had) (NAME) provided?

OTHER (SPECIFY): _____	OTHER (SPECIFY): _____
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S726d. INTERVIEWER CHECKPOINT

1. NO "YES" RESPONSES S719-S726--> GO TO S729 FOR PERSON #1	1. NO "YES" RESPONSES S719-S726--> GO TO S729 FOR PERSON #2
2. ONLY ONE "YES" S719-S726-->GO TO S728	2. ONLY ONE "YES" S719-S726-->GO TO S728
3. MORE THAN ONE "YES" S719-S726--> GO TO S727	3. MORE THAN ONE "YES" S719-S726--> GO TO S727

S727. 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 S719-S726 IF NECESSARY)

1. INTRO. TO OTHER PEOPLE	1. INTRO. 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	8. MORAL OR EMOTIONAL
9. LABOR	9. LABOR
10. CREATIVITY OR IDEAS	10. CREATIVITY OR IDEAS
0. OTHER [FROM S726c]	0. OTHER [FROM S726c]

S728. Please consider this form of assistance provided by (NAME) to the new start-up. [S727 OR THE ONLY "YES" S719-S726] 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?

1. FREE	2. DISCOUNTED	1. FREE	2. DISCOUNTED
3. NORMAL MARKET PRICE		3. NORMAL MARKET PRICE	
4. BARTER OR EXCHANGE		4. BARTER OR EXCHANGE	
0. OTHER (SPECIFY): _____		0. OTHER (SPECIFY): _____	

GO TO S729 FOR PERSON #1

GO TO S729 FOR PERSON #2



NEW HELPFUL PERSON #1

NEW HELPFUL PERSON #2

S729. What (is/was) (NAME)'s occupation?

OCCUPATION	OCCUPATION
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S730. (Has/did) (NAME), alone or with others, ever (started/start) a business?

1. YES	2. NO	9. DK	1. YES	2. NO	9. DK
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S731. How would you describe your relationship to (NAME)? (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)?

<div style="border: 1px solid black; padding: 2px; text-align: center;">1. SPOUSE/ PARTNER</div> <p style="text-align: center;">GO TO S731a</p> <div style="border: 1px solid black; padding: 2px; text-align: center;">2. RELATIVE/ FAMILY MEMBER</div> <p style="text-align: center;">GO TO S731b</p> <div style="border: 1px solid black; padding: 2px; text-align: center;">3. BUSINESS ASSOCIATE/ WORK COLLEAGUE</div> <p style="text-align: center;">GO TO S731c</p> <div style="border: 1px solid black; padding: 2px; text-align: center;">4. FRIEND/ ACQUAINTANCE</div> <p style="text-align: center;">GO TO S731d</p> <div style="border: 1px solid black; padding: 2px; text-align: center;">5. TEACHER/ COUNSELOR</div> <p style="text-align: center;">GO TO S731e</p> <div style="border: 1px solid black; padding: 2px;">0. OTHER (SPECIFY): _____</div>	<div style="border: 1px solid black; padding: 2px; text-align: center;">1. SPOUSE/ PARTNER</div> <p style="text-align: center;">GO TO S731a</p> <div style="border: 1px solid black; padding: 2px; text-align: center;">2. RELATIVE/ FAMILY MEMBER</div> <p style="text-align: center;">GO TO S731b</p> <div style="border: 1px solid black; padding: 2px; text-align: center;">3. BUSINESS ASSOCIATE/ WORK COLLEAGUE</div> <p style="text-align: center;">GO TO S731c</p> <div style="border: 1px solid black; padding: 2px; text-align: center;">4. FRIEND/ ACQUAINTANCE</div> <p style="text-align: center;">GO TO S731d</p> <div style="border: 1px solid black; padding: 2px; text-align: center;">5. TEACHER/ COUNSELOR</div> <p style="text-align: center;">GO TO S731e</p> <div style="border: 1px solid black; padding: 2px;">0. OTHER (SPECIFY): _____</div>
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GO TO NEXT PAIR OR  
GO TO S731y

GO TO S731y

S731a. (Were/Are) you and (NAME) married?

<b>NEW HELPFUL PERSON #1</b>	<b>NEW HELPFUL PERSON #2</b>
1. SPOUSE	1. SPOUSES
2. PARTNER SHARING A HOUSEHOLD	2. PARTNER SHARING A HOUSEHOLD
9. DON'T KNOW	9. DON'T KNOW

**GO BACK TO S714  
FOR PERSON #2  
OR GO TO S731y**

**GO TO S731y**

S731b. (Were/Are) you and (NAME) relatives or family member living in the same, or different, households?

<b>NEW HELPFUL PERSON #1</b>	<b>NEW HELPFUL PERSON #2</b>
1. SAME HOUSEHOLDS	1. SAME HOUSEHOLDS
2. DIFFERENT HOUSEHOLDS	2. DIFFERENT HOUSEHOLDS
8. DON'T KNOW	8. DON'T KNOW

**GO BACK TO S714  
FOR PERSON #2  
OR GO TO S731y**

**GO TO S731y**

S731c. (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?

<b>NEW HELPFUL PERSON #1</b>	<b>NEW HELPFUL PERSON #2</b>
1. SAME COMPANY OR WORK ORGANIZATIONS	1. SAME COMPANY OR WORK ORGANIZATIONS
2. DIFFERENT WORK SETTINGS	2. DIFFERENT WORK SETTINGS
9. DON'T KNOW	9. DON'T KNOW

**GO BACK TO S714  
FOR PERSON #2  
OR GO TO S731y**

**GO TO S731y**

S731d. How did you and (NAME) first meet? Did you meet through a common friend, or did you meet some other way?

<b>NEW HELPFUL PERSON #1</b>	<b>NEW HELPFUL PERSON #2</b>
2. HAD A COMMON FRIEND	2. HAD A COMMON FRIEND
3. THROUGH SCHOOL	3. THROUGH SCHOOL
4. THROUGH WORK	4. THROUGH WORK
5. NEIGHBOR	5. NEIGHBOR
6. INTERNET	6. INTERNET
7. SOCIAL FUNCTION/ORG.	7. SOCIAL FUNCTION/ORG.
0. OTHER (SPECIFY):____ _____	0. OTHER (SPECIFY):____ _____
9. DON'T KNOW	9. DON'T KNOW

GO BACK TO S714  
FOR PERSON #2  
OR GO TO S731y

GO TO S731y

S731e. (Is/was) (NAME) a teacher or counselor?

<b>NEW HELPFUL PERSON #1</b>	<b>NEW HELPFUL PERSON #2</b>
1. TEACHER	1. TEACHER
2. COUNSELOR	2. COUNSELOR
9. DON'T KNOW	9. DON'T KNOW

GO BACK TO S714  
FOR PERSON #2  
OR GO TO S731y

GO TO S731y

S731y. DATA CHECKPOINT:

1. IF **YEAR FIRST PERSON HIRED** ANSWERED IN FIRST INTERVIEW (Q157  
ANSWERED)  
--> GO TO S733

2. IF **YEAR FIRST PERSON HIRED** NOT ANSWERED IN FIRST INTERVIEW (Q157  
NOT  
ANSWERED) --> GO TO S731z

S731z. DATA CHECKPOINT:

1. IF **YEAR FIRST PERSON HIRED** ANSWERED IN SECOND INTERVIEW (S614  
ANSWERED)  
--> GO TO S733

2. IF **YEAR FIRST PERSON HIRED** NOT ANSWERED IN SECOND INTERVIEW (S614  
NOT  
ANSWERED) --> GO TO S737

## START-UP EMPLOYEES

S733. How many people - not (part of the start-up team/one of the owners) - are acting as full-time managers or supervisors?  
(FULL-TIME IS 35 OR MORE HOURS PER WEEK)

0. ZERO

GO TO S734

NUMBER (1-10,000): \_\_\_\_\_

99998. DON'T KNOW

GO TO S734

S733a. How many of these are women?

0. ZERO

NUMBER (1-10,000): \_\_\_\_\_

99998. DON'T KNOW

S734. How many people - not (part of the start-up team/one of the owners) - are acting as part-time managers or supervisors?  
(PART-TIME IS LESS THAN 35 HOURS PER WEEK)

0. ZERO

GO TO S735

NUMBER (1-10,000): \_\_\_\_\_

99998. DON'T KNOW

GO TO S735

S734a. How many of these are women?

0. ZERO

NUMBER (1-10,000): \_\_\_\_\_

99998. DON'T KNOW

S735. How many other employees, not in management position, now work full-time for the firm?  
(FULL-TIME IS 35 OR MORE HOURS PER WEEK)

0. ZERO

GO TO S736

NUMBER (1-10,000): \_\_\_\_\_

99999. DON'T KNOW

GO TO S736

S735a. How many of these are women?

0. ZERO

NUMBER (1-10,000): \_\_\_\_\_

99999. DON'T KNOW

S736. How many other employees, not in management position, now work part-time for the firm?  
(PART-TIME IS LESS THAN 35 HOURS PER WEEK)

0. ZERO

GO TO S737

NUMBER (1-10,000): \_\_\_\_\_

99998. DON'T KNOW

GO TO S737

S736a. How many of these are women?

0. ZERO

NUMBER (1-10,000): \_\_\_\_\_

99998. DON'T KNOW

S737. 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

S738. 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

S739. 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

S740. Not including any owners or owner-managers, how many part-time jobs - managers and employees who each work less than 35 hours a week, would you expect ten years from now?

0. ZERO

NUMBER (1-10,000): \_\_\_\_\_

99998. DON'T KNOW

## START-UP REVENUE AND COMPETITION

- S742. What sales or revenue do you expect in the (current financial year/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.)

ENTER NUMBER (0-100,000,000): \_\_\_\_\_

999999999. DON'T KNOW

- S742a. What month starts the beginning of the (current financial year/first full year of operation)?  
(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)

MONTH/SEASON: \_\_\_\_\_

98. DON'T KNOW

- S742b. 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)

YEAR (4 digits): \_\_\_\_\_

9998. DON'T KNOW

- S743. Some businesses have a lot of customers, each making small purchases. Others have a few customers, each making a few large purchases. In (current/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

- S744. 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 (current/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

- S744a. For the (current/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

S744b. (For the (current/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
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S744c. (For the (current/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
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S745. 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	1. NEED TO CHANGE LOCAL GO TO S744	3. NEED TO CHANGE NATIONAL GO TO S744b
2. NEED TO CHANGE REGIONAL GO TO S745a	4. NEED TO CHANGE INTERNATIONAL GO TO S745c	

S746. 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 NUMBER (0-100,000,000): _____	999999999. DON'T KNOW
-------------------------------------	-----------------------

S747. 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 NUMBER (0-100,000,000): _____	999999999. DON'T KNOW
-------------------------------------	-----------------------



S748. (Has the competition been/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

S749. 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 DK)

ENTER ACTUAL PERCENT (0-100): \_\_\_\_\_

998. DON'T KNOW

S750. 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

S751. Compared to the competitors, what is the major advantage of this new firm?

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S752. **IF S514 = 2 OR 3, ASK:**

How many years do you have to put this business in place before any competitive advantage may be lost?

**ELSE ASK:**

For how many more years will this firm have a competitive advantage?

ENTER NUMBER (0-240): \_\_\_\_\_

998. DON'T KNOW

S753. 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)	9. DON'T KNOW

S753a. 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

S753b. ... serving those missed by others?

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

S753c. ... 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

S753d. ... 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

S753e. ... 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

S753f. ... 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

S753g. ... 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

S753y. DATA CHECKPOINT:

1.	IF HOW MANY PROGRAMS CONTACTED ANSWERED IN FIRST INTERVIEW ( <b>Q305 ANSWERED</b> ) --> <b>GO TO S758</b>
2.	IF HOW MANY PROGRAMS CONTACTED <u>NOT</u> ANSWERED IN FIRST INTERVIEW ( <b>Q305 NOT ANSWERED</b> ) --> <b>GO TO S755</b>

### START-UP ASSISTANCE PROGRAMS

S755. 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 GO TO S768	8. DON'T KNOW GO TO S768
--------	---------------------	-----------------------------

S756. 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 S757
------------------------	--------------------------------

S756a. 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)  
[ENTER month, PROBE for season if DK month]

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

S757. 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 GO TO S768	ENTER NUMBER OF PROGRAMS (1-60): _____ GO TO S759	998. DON'T KNOW GO TO S768
-----------------------	--	-------------------------------

S758. (ORIGINAL INTERVIEW WAS COMPLETED ON {IW DATE})

At our previous interview, a year ago, you reported {Q305} contacts with helping programs and your most recent contact was with {Q307/a program of which you couldn't remember the name}.

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

0. ZERO GO TO S769a	ENTER NUMBER OF PROGRAMS (1-60): _____	998. DON'T KNOW
------------------------	--	-----------------

S759. 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 <b>GO TO S759b</b>	3. BUSINESS ASSOCIATION OR VOLUNTARY GROUP <b>GO TO S759c</b>
4. FOR-PROFIT ORGANIZATION <b>GO TO S759d</b>	0. OTHER (SPECIFY): _____ <b>GO TO S760</b>	8. DON'T KNOW <b>GO TO S760</b>

S759a. Was this program sponsored by a federal, state, or local government?

1. FEDERAL	2. STATE	3. LOCAL	0. OTHER (SPECIFY): _____	8. DON'T KNOW
<b>GO TO S760</b>				

S759b. 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	
<b>GO TO S760</b>			

S759c. 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 ASSOC.	2. SERVICE GROUP	3. PROFESSIONAL ASSOC.
0. OTHER (SPECIFY): _____	8. DON'T KNOW	
<b>GO TO S760</b>		

S759d. 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 PAY.
0. OTHER (SPECIFY): _____		8. DON'T KNOW

S760. What is the name of this most recent helping program you contacted (ANSWER FROM S759)?

ENTER NAME: \_\_\_\_\_

S761. In what city and state is this most recent helping program located (NAME OF PROGRAM FROM S760)?

(ENTER STATE AT NEXT SESSION)

ENTER CITY <b>ONLY</b> HERE: _____	8. DON'T KNOW
------------------------------------	---------------

S761a. STATE

ENTER STATE <b>ONLY</b> HERE: _____	8. DON'T KNOW
-------------------------------------	---------------

S762. How many hours did you spend with (ANSWER FROM S760)?

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

ENTER NUMBER OF HOURS

ENTER NUMBER OF HOURS: _____	8. DON'T KNOW
------------------------------	---------------

S762a. What, would you say, is the reason you spent (# OF HOURS FROM S762) hours with (NAME OF PROGRAM FROM S760)?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

S763. Briefly, what did (NAME OF PROGRAM FROM S760) do for you?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

S764. Assuming a fair market price for this help, how much {If full payment (3) at S759d, use "did". Otherwise "would have"} this service cost?

(NAME OF THE PROGRAM FROM S760)

ENTER NUMBER (0-1,000): \_\_\_\_\_

9998. DON'T KNOW

S765. Would you recommend that those starting businesses seek this kind of help?

[ANSWER TO S759]

1. YES

2. NO

6. DEPENDS (VOL)

8. DON'T KNOW

GO TO S767

GO TO S767

GO TO S767

S766. Do you think that those starting a new business would find this kind of help somewhat valuable, very valuable, or extremely valuable?

[ANSWER TO S760]

1. SOMEWHAT  
VALUABLE

2. VERY  
VALUABLE

3. EXTREMELY  
VALUABLE

9. DON'T  
KNOW

GO TO S769a

S767. Do you think those starting a new business would find this a waste of time, slightly misleading, or dangerously misleading (SEE S760)?

1. WASTE OF TIME

2. SLIGHTLY  
MISLEADING

3. DANGEROUSLY  
MISLEADING

8. DON'T KNOW

GO TO S769a

S768. 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 get established)

1. YES

2. NO

9. DON'T KNOW

GO TO S769a

GO TO S769a

S769. 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 get established)

ENTER NUMBER OF PROGRAMS (0-500): \_\_\_\_\_

998. DON'T KNOW

## START-UP INVESTMENTS, DEBTS, AND NET WORTH

S769a. DATA CHECKPOINT:

<b>1.</b>	IF S501=1 AND S502=2 --> GO TO S518
<b>2.</b>	ELSE --> GO TO S770

S770. 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 since the beginning?

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

S770a. 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 since the beginning?

ENTER NUMBER (0-100,000,000): _____	999999999. DON'T KNOW
-------------------------------------	-----------------------

S771. Now, let's focus on YOUR PERSONAL contributions. Only count cash contributions for this, not value of time contributed to start-up. How much money have you put into the business, expecting to share ownership and profits?

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

S771a. How much money have you loaned the business - money you expect to get back, with or without interest?

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

S771a\_1. DATA CHECKPOINT:

<b>1.</b>	IF S771 AND S771a EQUAL 0 --> GO TO S771g
<b>2.</b>	ELSE --> GO TO S771b



S771b. This is a total of (S771 + S771a) you have provided for the new business. Can you describe the source of these funds? For example, how much came from PERSONAL SAVINGS:

ENTER NUMBER (0-100,000,000): \_\_\_\_\_

999999998. DON'T KNOW

S771c. And how much came by BORROWING against household assets-like a second mortgage or refinancing a car?

ENTER NUMBER (0-100,000,000): \_\_\_\_\_

999999998. DON'T KNOW

S771d. And how much came from PERSONAL CREDIT CARD BORROWING?

ENTER NUMBER (0-100,000,000): \_\_\_\_\_

999999998. DON'T KNOW

S771e. And how much came from BORROWING FROM A PERSONAL FINANCE FIRM?

ENTER NUMBER (0-100,000,000): \_\_\_\_\_

999999998. DON'T KNOW

S771f. And how much came from ANY OTHER PERSONAL SOURCE?

ENTER NUMBER (0-100,000,000): \_\_\_\_\_

999999998. DON'T KNOW

S771g. DATA CHECKPOINT:

1. IF ONLY 1 OWNER (Q195 EQUALS 2 OR 3 OR S653 EQUALS 2 OR 3 OR S657=1 OR S658 EQUALS 2 OR 3) --> **GO TO S772**

2. ELSE --> **GO TO S773**

S772. 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 NUMBER (0-100,000,000): \_\_\_\_\_

999999998. DON'T KNOW

S772a. How much money have OTHER START-UP TEAM MEMBERS LOANED the business - money they expect to get back, with or without interest?

ENTER NUMBER (0-100,000,000): \_\_\_\_\_

999999998. DON'T KNOW

S772a\_1. DATA CHECKPOINT:

<b>1.</b>	IF S772 AND S772a EQUAL 0 --> <b>GO TO S773g</b>
<b>2.</b>	ELSE --> <b>GO TO S772b</b>

S772b. This is a total of (**S772 + S772a**) you have provided for the new business. Can you describe the source of these funds? For example, how much came from OTHER TEAM MEMBERS' PERSONAL SAVINGS?

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

S772c. And how much came by OTHER TEAM MEMBERS' BORROWING against household assets-like a second mortgage or refinancing a car?

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

S772d. And how much came from OTHER TEAM MEMBERS' CREDIT CARD BORROWING?

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

S772e. And how much came from OTHER TEAM MEMBERS' BORROWING FROM A PERSONAL FINANCE FIRM?

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

S772f. And how much came from ANY OTHER SOURCE AVAILABLE TO THE OTHER TEAM MEMBERS?

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

S773. How about FAMILY MEMBERS AND RELATIVES of yours (OR the start-up team) - how much money have they PUT INTO the business, expecting to share ownership and profits?

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

S773a. How much money have FAMILY MEMBERS AND RELATIVES of yours (OR the start-up team) LOANED the business - money they expect to get back, with or without interest?

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

S773b. How much have FAMILY MEMBERS AND RELATIVES raised to invest in the new business-loans or ownership--by borrowing against household assets, like a mortgage on their home?

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

S774. How about FRIENDS AND BUSINESS ASSOCIATES of yours (OR the start-up team) - how much money have they PUT INTO the business, expecting to share ownership and profits?

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

S774a. How much money have FRIENDS AND BUSINESS ASSOCIATES of yours (OR the start-up team) LOANED the business - money they expect to get back, with or without interest?

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

S77501. How about BANKS - how much money have they put into the business, expecting to share ownership and profits?

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

S77501a. How much money have BANKS LOANED the business - money they expect to get back, with or without interest?

0. ZERO	ENTER NUMBER (1-100,000,000): _____	999999998. DON'T KNOW
---------	-------------------------------------	-----------------------

GO TO S77502a

GO TO S77502a

S77501b. What proportion of these BANK LOANS included an SBA [Small Business Administration] LOAN GUARANTEE?

ENTER ACTUAL PERCENT (0-100): _____	998. DON'T KNOW
-------------------------------------	-----------------

S77502a. How much money have PERSONAL FINANCE COMPANIES LOANED the business - money they expect to get back, with or without interest?

0. ZERO	ENTER NUMBER (1-100,000,000): _____	999999998. DON'T KNOW
---------	-------------------------------------	-----------------------

GO TO S77503

GO TO S77503

S77502b. What proportion of these PERSONAL FINANCE COMPANY LOANS included an SBA [Small Business Administration] LOAN GUARANTEE?

ENTER ACTUAL PERCENT (0-100): _____	998. DON'T KNOW
-------------------------------------	-----------------

S77503. How about VENTURE CAPITAL FIRMS - how much money have they PUT INTO the business, expecting to share ownership and profits?

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

S77503a. How much money have VENTURE CAPITALIST FIRMS LOANED the business - money they expect to get back, with or without interest?

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

S77504a. How much money have OTHER FINANCIAL INSTITUTIONS LOANED the business - money they expect to get back, with or without interest?

0. ZERO	ENTER NUMBER (1-100,000,000): _____	999999998. DON'T KNOW
---------	-------------------------------------	-----------------------

GO TO S77504c

GO TO S77504c

S77504b. What type of financial institution was this?

ENTER NAME: _____	98. DON'T KNOW
-------------------	----------------

S77504c. How about FINANCIAL INSTITUTIONS - how much money have they PUT INTO the business, expecting to share ownership and profits?

0. ZERO	ENTER NUMBER (1-100,000,000): _____	999999998. DON'T KNOW
---------	-------------------------------------	-----------------------

GO TO S776

GO TO S776

S77504d. What type of financial institution was this?

ENTER NAME: _____	98. DON'T KNOW
-------------------	----------------

S776. How about PRIVATE INVESTORS, those not on the start-up team - how much money have they PUT INTO the business, expecting to share ownership and profits?

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

S776a. How much money have PRIVATE INVESTORS, those not on the start-up team, loaned the business - money they expect to get back, with or without interest?

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

S777. How about FEDERAL, STATE, OR LOCAL GOVERNMENT AGENCIES - how much money have they PUT INTO the business, expecting to share ownership and profits?

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

S777a. How much money have FEDERAL, STATE, OR LOCAL GOVERNMENT AGENCIES LOANED the business - money they expect to get back, with or without interest?

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

S778. How much money have SUPPLIERS OR SUBCONTRACTORS LOANED the business -- money they expect to get back, with or without interest?

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

S780. 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?

0. ZERO	ENTER NUMBER (1-100,000,000): _____	999999998. DON'T KNOW
GO TO S781		GO TO S781

S780a. What is the other source of ownership or equity money?

ENTER NAME: _____	8. DON'T KNOW
-------------------	---------------

S781. How much money have OTHER SOURCES LOANED the business -- money they expect to get back, with or without interest?

0. ZERO	ENTER NUMBER (1-100,000,000): _____	999999998. DON'T KNOW
GO TO S782		GO TO S782

S781a. What was this OTHER SOURCE of loans for the business?

ENTER NAME: _____	8. DON'T KNOW
-------------------	---------------

# 140

S782. 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	ENTER NUMBER (1-100,000,000): _____	999999998. DON'T KNOW
GO TO S790		GO TO S790

S783. Right now, what percentage of the firm do you personally own?

ENTER ACTUAL PERCENT (0-100): _____	998. DON'T KNOW
-------------------------------------	-----------------

S784. Do you expect to ever sell the business, or sell your part of it?

1. YES	2. NO	9. DON'T KNOW
	GO TO S790	GO TO S790

S784a. 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 ESOP or Employee Stock Option Package; or 7) somebody else?

1. OTHER OWNERS	2. ANOTHER BUSINESS	3. PUBLIC STOCK SALE	4. CHILDREN
5. OTHER FAMILY MEMBER	6. EMPLOYEE /ESOP	0. SOMEBODY ELSE (SPECIFY): _____	9. DON'T KNOW

S784b. In how many years do you expect to sell your ownership of the business?

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

S790. Are you attempting to start another business, not including the one we have been discussing?

1. YES	2. NO	9. DON'T KNOW
	GO TO S793	GO TO S793

S791. 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

S792. Can you briefly describe this other business?

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**PERSONAL INFORMATION**

S793. 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**

S794. 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	9. DON'T KNOW
------------------------	-----------------------------	---------------

S795. 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	9. DON'T KNOW
-----------------------	---------------------------	---------------------------	-----------------------	---------------

S796. 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)	9. DON'T KNOW
		GO TO S798	GO TO S798

S797. 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	9. DON'T KNOW
-----------------------	---------------------------	---------------------------	-----------------------	---------------

S798. 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	8. DON'T KNOW
	GO TO S799	GO TO S799



S798a. 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

S799. **If S502 or S503=1:**

Even though you described your business as an operating business, would you say that you are also a small business owner, or self-employed?

**If S502 or S503=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 S502 or S503=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 S502 or S503=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

9. DON'T KNOW

S800. 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

S801. Are you a homemaker?

(THIS IS POSSIBLE EVEN IF R HAS A FULL TIME CAREER OR IS A STUDENT)

1. YES

2. NO

9. DON'T KNOW

S802. How many hours per week do you spend on housekeeping and childcare activities?

(ONE WEEK FULL TIME = 40 HOURS)

(PROBE FOR ROUGH ESTIMATE)

ENTER NUMBER OF HOURS (0-168): \_\_\_\_\_

8. DON'T KNOW

S803. Have you ever retired?

(COULD BE FROM FORMER CAREER, EVEN IF R IS CURRENTLY EMPLOYED)

1. YES

2. NO

9. DON'T KNOW

S804. Are you a student?

1. YES * ∇	2. NO GO TO S804b	8. DON'T KNOW GO TO S804b
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S804a. 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
----------------------	------------------------	---------------

S804b. DATA CHECKPOINT:

1.	IF S798, S799, AND S800 EQUALS 2 --> GO TO S805
2.	OTHERS --> GO TO S807

S805. Are you disabled and unable to work?

1. YES	2. NO	9. DON'T KNOW
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S806. Are you unemployed?

1. YES * ∇	2. NO GO TO S807	8. DON'T KNOW GO TO S807
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S806a. 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
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S807. 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	0. OTHER (SPECIFY): _____	8. DON'T KNOW

S808. 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 NUMBER (0-100,000,000): _____	999999998. DON'T KNOW
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**GO TO S808y**

S808a. Then, would you tell me, is your household's total annual income, before taxes, over \$50,000 per year?

1. YES, OVER \$50,000 <b>GO TO S808g</b>	2. NO, UNDER \$50,000 * ∇	9. DON'T KNOW <b>GO TO S808y</b>
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S808b. Is your pre-tax total household annual income over \$30,000 per year?

1. YES, OVER \$30,000 <b>GO TO S808f</b>	2. NO, UNDER \$30,000 * ∇	9. DON'T KNOW <b>GO TO S808y</b>
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S808c. Is your pre-tax total household annual income over \$10,000 per year?

1. YES, OVER \$10,000 <b>GO TO S808e</b>	2. NO, UNDER \$10,000 <b>GO TO S808d</b>	9. DON'T KNOW <b>GO TO S808y</b>
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S808d. Is your household annual income over \$5,000 per year?

1. YES, OVER \$5,000 <b>GO TO S808y</b>	2. NO, UNDER \$5,000 <b>GO TO S808y</b>	9. DON'T KNOW <b>GO TO S808y</b>
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S808e. Is your household annual income over \$20,000 per year?

1. YES, OVER \$20,000	2. NO, UNDER \$20,000	9. DON'T KNOW
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**GO TO S808y**

S808f. Is your household annual income over \$40,000 per year?

1. YES, OVER \$40,000 GO TO S808y	2. NO, UNDER \$40,000 GO TO S808y	9. DON'T KNOW GO TO S808y
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S808g. Is your household annual income over \$80,000 per year?

1. YES, OVER \$80,000 GO TO S808i	2. NO, UNDER \$80,000 * ▽	9. DON'T KNOW GO TO S808y
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S808h. Is your household annual income over \$60,000 per year?

1. YES, OVER \$60,000 GO TO S808y	2. NO, UNDER \$60,000 GO TO S808y	9. DON'T KNOW GO TO S808y
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S808i. Is your household annual income over \$100,000 per year?

1. YES, OVER \$100,000 * ▽	2. NO, UNDER \$100,000 GO TO S808y	9. DON'T KNOW GO TO S808y
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S808j. Is your household annual income over \$200,000 per year?

1. YES, OVER \$200,000 GO TO S808m	2. NO, UNDER \$200,000 * ▽	9. DON'T KNOW GO TO S808m
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S808k. Is your household annual income over \$150,000 per year?

1. YES, OVER \$150,000 GO TO S808y	2. NO, UNDER \$150,000 GO TO S808y	9. DON'T KNOW GO TO S808y
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S808m. Is your household annual income over \$500,000 per year?

1. YES, OVER \$500,000	2. NO, UNDER \$500,000	9. DON'T KNOW
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S808y. DATA CHECKPOINT

1.	IF OPERATING BUSINESS ([S501 OR S501a EQUALS 1] AND [S502 OR S501b EQUALS 1]) --> GO TO S809
2.	ELSE --> GO TO S810

S809. 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

S810. 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 S811

8. DON'T KNOW

GO TO S811

S810a. 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

S810b. 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 NUMBER (0-100,000,000): \_\_\_\_\_

99999998. DON'T KNOW

S811. 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 NUMBER (0-100,000,000): \_\_\_\_\_

99999998. DON'T KNOW

S812. 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 NUMBER (0-100,000,000): \_\_\_\_\_

99999998. DON'T KNOW

S813. 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 NUMBER (0-100,000,000): _____	999999998. DON'T KNOW
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S814. 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.

ENTER ACTUAL DOLLAR AMOUNT (-100,000,000 to 100,000,000): \$ _____ (NEGATIVE NUMBER IS OK)	999999998. DON'T KNOW
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GO TO S814y

GO TO S814a

S814a. Would you consider the total household net worth to be more than one million dollars (\$1,000,000)? Again, include any assets or debts shared with a spouse or household partner.

1. YES, MORE THAN \$1,000,000	2. NO, LESS THAN \$1,000,000	9. DON'T KNOW
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GO TO S814f

\*

GO TO S814y

▽

S814b. Is your total household net worth over \$500,000?

1. YES, OVER \$500,000	2. NO, UNDER \$500,000	9. DON'T KNOW
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\*

GO TO S814d

GO TO S814y

▽

S814c. Is it over \$750,000?

1. YES, OVER \$750,000	2. NO, UNDER \$750,000	9. DON'T KNOW
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GO TO S814y

GO TO S814y

GO TO S814y

S814d. Is it over \$250,000?

1. YES, OVER \$250,000	2. NO, UNDER \$250,000	9. DON'T KNOW
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GO TO S814y

\*

GO TO S814y

▽

S814e. Is it over \$100,000?

1. YES, OVER \$100,000

GO TO S814y

2. NO, UNDER \$100,000

GO TO S814y

9. DON'T KNOW

GO TO S814y

S814f. Is your total household net worth over five million dollars (\$5,000,000)?

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

GO TO S814y

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

\*

∇

9. DON'T KNOW

GO TO S814y

S814g. Is it over two million five hundred thousand dollars (\$2,500,000)?

1. YES, OVER \$2,500,000

2. NO, UNDER \$2,500,000

9. DON'T KNOW

S814y. DATA CHECKPOINT

1. IF OPERATING BUSINESS ([S501 OR S501a EQUALS 1] AND [S502 OR S501b EQUALS 1]) --> GO TO S815

2. OTHERS --> GO TO S817

S815. 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

S817. 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

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

GO TO S818

S817a. I have your name as: (NAME). Is that correct?  
(VERIFY ALL SPELLINGS, EVEN IF YOU THINK YOU KNOW IT)

1. YES, NAME IS CORRECT

GO TO S817c

5. NO, NEED TO CORRECT NAME

\*

∇

S817b. What is your name? Please spell it for me.

(VERIFY ALL SPELLINGS, EVEN IF YOU THINK YOU KNOW IT)

ENTER NAME: \_\_\_\_\_

S817c. I have your street address as: (STREET ADDRESS). Is that correct?

(VERIFY ALL SPELLINGS, EVEN IF YOU THINK YOU KNOW IT)

1. YES, STREET ADDRESS  
IS CORRECT

**GO TO S817e**

5. NO, NEED TO CORRECT  
STREET ADDRESS

\*  
∇

S817d. What is your street address name? Please include any apartment numbers, if necessary.

(VERIFY ALL SPELLINGS, EVEN IF YOU THINK YOU KNOW IT)

ENTER ADDRESS: \_\_\_\_\_

S817e. I have your city and state as: (CITY, STATE). Is that correct?

(VERIFY ALL SPELLINGS, EVEN IF YOU THINK YOU KNOW IT)

1. YES, CITY/STATE IS CORRECT

**GO TO S817g**

5. NO, NEED TO CORRECT CITY/STATE

**GO TO S817f**

S817f. What is the correct city, village, or town? And what is the correct state?

(VERIFY ALL SPELLINGS, EVEN IF YOU THINK YOU KNOW IT)

ENTER CITY/STATE: \_\_\_\_\_

S817g. I have your zip code as: (ZIP CODE). Is that correct?

1. YES, ZIP CODE IS CORRECT

**GO TO S818**

5. NO, NEED TO CORRECT ZIP CODE

\*  
∇

S817h. What is your zip code?

ENTER ZIP: \_\_\_\_\_



S818. 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 complete 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 S818b	2. NO GO TO S819	8. DON'T KNOW * ∇
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S818a. If you are not sure, perhaps we can send it along and you can look it over and make your decision then?

1. YES, SEND IT ALONG *	5. NO, DON'T SEND IT ALONG GO TO S819
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∇

S819. **(NOTE: If R is no longer working on the business (S501=2), use first fill)**  
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.

S819a. DATA CHECKPOINT

1.	IF CONTACT PERSON ANSWERED (Q398) --> GO TO S820
2.	IF CONTACT PERSON NOT ANSWERED (Q398) --> GO TO S820a

S820. Last time, you gave us (**CONTACT NAME FROM Q398**). 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 S820b	5. NO, NEED TO GIVE NEW CONTACT PERSON * ∇
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S820a. What is the name of a friend or relative who would know how to contact you? (VERIFY ALL SPELLINGS, EVEN IF YOU THINK YOU KNOW IT.)

ENTER NAME: _____
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S820b. DATA CHECKPOINT

1.	IF CONTACT PERSON'S PHONE NUMBER ANSWERED (Q398a) --> GO TO S820c
2.	IF CONTACT PERSON'S PHONE NUMBER NOT ANSWERED (Q398a) --> GO TO S820d

S820c. Is (CONTACT NAME FROM Q398)'s phone number still (Q398a)?

1. YES, PHONE # IS THE SAME GO TO S820e	5. NO, NEED TO ENTER NEW PHONE # * ∇
--	--

S820d. What is (CONTACT NAME FROM Q398)'s phone number, including area code?

ENTER PHONE: \_\_\_\_\_

S820e. DATA CHECKPOINT

1.	IF CONTACT PERSON'S CITY AND STATE ANSWERED (Q398b) --> GO TO S820f
2.	IF CONTACT PERSON'S CITY AND STATE NOT ANSWERED (Q398b) --> GO TO S820g

S820f. Does (CONTACT NAME FROM Q398) still live in (CITY/STATE)?

1. YES, CITY AND STATE IS CORRECT GO TO S820h	5. NO, NEED TO ENTER NEW CITY AND STATE * ∇
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S820g. In what city and state does (CONTACT NAME FROM Q398) 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/STATE: \_\_\_\_\_

S820h. DATA CHECKPOINT

1. IF BUSINESS PHONE (Q173) EQUALS 1, 2, 3, OR 4 --> GO TO S820i

2. OTHERS --> GO TO S822

S821a. May I please have the (website address/phone number) for your new business?

ENTER WEB/PHONE: \_\_\_\_\_

S822. 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:

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