

For Office Use Only

ENTREPRENEURIAL STUDY



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

FOURTH INTERVIEW

1. SampleID:

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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. Coder's 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

T500. DATA CHECKPOINT

1.	IF X502 = 1 -> GO TO T501a
2.	ELSE IF X502 = 4 -> GO TO T500a
3.	ELSE -> GO TO T501

T500a. In (YEAR OF LAST INTERVIEW), you reported that you were no longer pursuing a start-up named (BUSINESS NAME). Is this correct?

1. YES	5. NO	8. DON'T KNOW
GO TO T501	TO GO T501	

T500c. When you left the start-up, did you go back to you old job, work at a new job, work on another start-up, are you looking for work, or doing something else?

1. GOING/WENT BACK TO OLD JOB	2. WORKING AT NEW JOB	3. WORKING ON ANOTHER START-UP	4. LOOKING FOR WORK
GO TO T500d	GO TO T500d	GO TO T512	GO TO T512
5. RETIRED, NOT WORKING (IF VOL)	6. CONTINUE SAME JOB/ WORK (IF VOL)	7. STAY AT HOME PARENT (IF VOL)	8. STUDENT (IF VOL)
GO TO T512	GO TO T512	GO TO T512	GO TO T512
0. SOMETHING ELSE	9. DON'T KNOW		
GO TO T512	GO TO T512		

T500d. What is your occupation?

ENTER OCCUPATION: _____

T500e. In what industry is this occupation?

ENTER INDUSTRY: _____

GO TO T512

T501a. In our previous interview, you reported active involvement in a going business named (BUSINESS NAME) which was 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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T501b. 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 T503a	2. ENTIRE FIRM SOLD TO OTHERS GO TO T512	3. PIECES SOLD, SPUN OFF, OR FIRM DIVIDED INTO TWO OR MORE PARTS GO TO T503a
4. BUSINESS TERMINATED GO TO T512	7. SOMETHING ELSE	8. DON'T KNOW

T501c. Since the current status of this going business doesn't fit any of these categories, how would you describe it?

T501d. If you had to put the current status of this going business in a category, would you say it is still an operating business; it has been sold to others; a major segment has sold or spun off, or it has ceased to do business?

1. OPERATING BUSINESS GO TO T503a	2. ENTIRE FIRM SOLD TO OTHERS GO TO T512	3. PIECES SOLD, SPUN OFF, OR FIRM DIVIDED INTO TWO OR MORE PARTS GO TO T503a
4. BUSINESS TERMINATED GO TO T512	8. DON'T KNOW GO TO T512	

T501. In our previous interview, you said you were actively involved in helping start a business, (BUSINESS NAME), (which was engaged in BUSINESS ACTIVITY).

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

1. YES

2. NO

8. DON'T KNOW

T502. 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 T503a

GO TO T503a

GO TO T503a

4. NO LONGER WORKED ON BY ANYONE

5. SOMETHING ELSE

9. DON'T KNOW

GO TO T512

GO TO T502a

GO TO T502a

T502a. Since the current status of this start-up effort doesn't fit these categories, how would you describe it?

T503. If you had to put the current status of the start-up effort into one category, would you say it is now an operating business, still in an active start-up phase, still a start-up but currently inactive, or no longer being worked on by anyone?

1. OPERATING BUSINESS

2. ACTIVE START-UP

3. INACTIVE START-UP

4. NO LONGER WORKED ON BY ANYONE

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GO TO T503a

GO TO T512

T503a. DATA CHECKPOINT

1.	R IS STILL INVOLVED AS OWNER (T501a=1 AND [T501b or T501d=1 or 3]) --> GO TO T503b
2.	R IS STILL INVOLVED AS OWNER (T501=1 AND [T502 or T503=1, 2, or 3]) --> GO TO T503b
3.	ELSE --> GO TO T512

T503b. DATA CHECKPOINT

1.	INFORMATION ON KIND OF BUSINESS (X508) IS MISSING --> GO TO T508
2.	INFORMATION ALREADY COLLECTED (X508) --> GO TO T507

T507. In our previous interview, you told us that your business (BUSINESS NAME) was engaged in (ACTIVITY). Is this still an accurate description of the business activity?

1. YES	5. NO	8. DON'T KNOW
GO TO T511g	*	GO TO T511g
	v	

T508. How would you now describe the major product or service of this new business?

T509. Would you consider this a slight variation from the emphasis in the previous interview or a major redirection? In other words, would you now describe the business in slightly different terms or would you say that it is completely different?

1. YES, MAJOR REDIRECTION/ COMPLETELY NEW DESCRIPTION	2. NO, SLIGHT VARIATION/ SAME DESCRIPTION	8. DON'T KNOW
GO TO T510	GO TO T509a	GO TO T509a

T509a. DATA CHECKPOINT

1.	INFORMATION ON KIND OF BUSINESS (X508) IS MISSING --> GO TO T511
2.	INFORMATION ALREADY COLLECTED (X508) --> GO TO T511g

T510. Why was the business emphasis changed?

T511. Would you consider this new business to be in retail; or is it a restaurant, tavern, bar, or nightclub; or is it customer or consumer services, such as a repair shop, motel, or rental agency; or is it a health, education, or social service or something else?

1. RETAIL	2. RESTAURANT, TAVERN, BAR, OR NIGHTCLUB	3. CUSTOMER OR CONSUMER SERVICES
GO TO T511g	GO TO T511g	GO TO T511g
4. HEALTH, EDUCATION, OR SOCIAL SERVICES	5. SOMETHING ELSE	8. DON'T KNOW
GO TO T511g	* ∇	* ∇

T511a. Would you consider this new business to be in manufacturing, construction, agriculture, mining, or something else?

1. MANUFACTURING	2. CONSTRUCTION	3. AGRICULTURE
GO TO T511b	GO TO T511g	GO TO T511g
4. MINING (OR SERVICES TO MINING FIRMS)	5. SOMETHING ELSE	8. DON'T KNOW
GO TO T511g	GO TO T511c	GO TO T511c

T511b. 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 T511g

T511c. 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 T511g	GO TO T511g	GO TO T511g
4. COMMUNICATIONS	5. SOMETHING ELSE	8. DON'T KNOW
GO TO T511g	*	*
	∇	∇

T511d. 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 T511g	GO TO T511g	GO TO T511g
4. BUSINESS CONSULTING OR SERVICE	5. SOMETHING ELSE	8. DON'T KNOW
*	GO TO T511f	GO TO T511f
∇		

T511e. What would best describe the type of business service or consulting -- will this be a law or accounting practice; will it be a computer or world wide web programming firm; will it provide business consulting; will it 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 T511g	GO TO T511g	GO TO T511g
4. BUS. SERVICES (BOOKKEEP., CREDIT BUREAUS, ETC.)	5. SOMETHING ELSE	8. DON'T KNOW
GO TO T511g	*	*
	∇	∇

T511f. Your business does not seem to fit into any of these categories, how would you describe it?

T511g. DATA CHECKPOINT

1. INFORMATION ON **BUSINESS NAME (X511n)** IS MISSING --> GO TO T511k

2. INFORMATION ON **BUSINESS NAME** ALREADY COLLECTED --> GO TO T511m

T511k. In our previous interview, your business did not yet have a name. What is now the name of this new business -- that is, what do you call it when you talk with others about it?

GO TO T512

T511m. In our previous interview, you told us your business was called (BUSINESS NAME). Is this still the name of the business?

1. YES

GO TO T512

5. NO

*

∇

9. DON'T KNOW

*

∇

T511n. What is the name of this new business? (What do you call it when you talk with others about it?)

T512. DATA CHECKPOINT

1. IF OPERATING PRIOR TO WAVE 4 (T501b=1 OR 3) OR (T501d=1 OR 3)
--> GO TO T565
2. IF OPERATING NEW IN WAVE 4 (T502=1) OR (T503=1)
--> GO TO T560
3. IF ACTIVE START-UP (T502=2) OR (T503=2) --> GO TO T515
4. IF INACTIVE START-UP (T502=3) OR (T503=3) --> GO TO T525
5. IF QUIT PRIOR TO WAVE 4 (T500a=1) AND WORKING ON ANOTHER START-UP
(T500c=3) --> GO TO T548
6. IF QUIT PRIOR TO WAVE 4 (T500a=1) AND NOT WORKING ON ANOTHER
START-UP (T500c NOT EQUAL 3) --> GO TO T565
7. IF QUIT IN WAVE 4 AND HAD AN OPERATING BUSINESS BEFORE (T501b=2
OR 4) OR (T501d=2 OR 4) --> GO TO T512g
8. IF QUIT IN WAVE 4 (T502=4) OR (T503=4) --> GO TO T535
9. ELSE --> GO TO T565

SOLD OR TERMINATED BUSINESSES SECTION

T512g. 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	2. ENTIRE FIRM SOLD TO OTHERS	3. FIRM BROKE UP AND R STAYED WITH ONE PIECE
GO TO T512n	GO TO T513a	GO TO T513n
4. BUSINESS WAS SHUT DOWN	5. OTHER	8. DON'T KNOW
GO TO T514a	*	*
	∇	∇

T512h. What was this other reason you no longer own any of the firms you described in the previous interview?

T512i. If you had to put the reason you no longer own any of this firm into a category, 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 T512n	GO TO T513a	GO TO T513n
4. BUSINESS WAS SHUT DOWN	8. DON'T KNOW	
GO TO T514a	GO TO T565	

T512n. 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 T537	*	GO TO T537
	∇	

T512o. What percentage of the firm do you still retain?

ENTER PERCENTAGE (0-100): _____	998. DON'T KNOW
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T512p. About how much is your share of ownership worth?

ENTER DOLLAR AMOUNT (0-100,000,000):\$ _____	999999998. DON'T KNOW
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T512q. 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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T512r. 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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GO TO T537

T513a. You say the entire firm was sold to others. In what year was this legal transfer completed?

YEAR (4 digits): _____	9998. DON'T KNOW
∇	GO TO T513c

T513b. And in what month (was this legal transfer completed)?
[ENTER month, PROBE for season if DK month]

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

T513c. What was the major reason the firm was sold? (Are there other important reasons?)

T513e. At the time of the sale, what percentage of the firm did you own?

ENTER PERCENT (0-100): _____	998. DON'T KNOW
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T513f. What was the approximate price paid for the firm?

0. ZERO GO TO T513h	ENTER DOLLAR AMOUNT (1-100,000,000):\$ _____ ▽	999999998. DON'T KNOW GO TO T513h
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T513g. Of this amount, how much was for the physical and tangible assets, such as land, buildings, machinery, vehicles, and fixtures?

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

T513h. 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
GO TO T565			

T513n. 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): _____ GO TO T513na	8. DON'T KNOW GO TO T565
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	UNIT #1	UNIT #2
T513na. Describe the (first/next) unit.	<hr/> <hr/> <hr/>	<hr/> <hr/> <hr/>
T513o. Do you have the largest share of ownership in this part of the original business?	<input type="checkbox"/> 1. YES --> GO TO T513q <input type="checkbox"/> 5. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES --> GO TO T513q <input type="checkbox"/> 5. NO <input type="checkbox"/> 8. DK
T513p. 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
T513q. 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: 2px;">ENTER PERCENTAGE (0-100)</div> <hr style="border: 0; border-top: 1px solid black; margin: 2px 0;"/> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">998. DON'T KNOW</div> <div style="border: 3px double black; padding: 2px; margin-bottom: 2px;">GO TO UNIT #2 OR T565</div>	<div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">ENTER PERCENTAGE (0-100)</div> <hr style="border: 0; border-top: 1px solid black; margin: 2px 0;"/> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">998. DON'T KNOW</div> <div style="border: 3px double black; padding: 2px; margin-bottom: 2px;">GO TO UNIT #3 OR T565</div>

UNIT #3	UNIT #4	UNIT #5
<hr/> <hr/> <hr/>	<hr/> <hr/> <hr/>	<hr/> <hr/> <hr/>
<p><input type="checkbox"/> 1. YES --> GO TO T513q</p> <p><input type="checkbox"/> 5. NO</p> <p><input type="checkbox"/> 8. DK</p>	<p><input type="checkbox"/> 1. YES --> GO TO T513q</p> <p><input type="checkbox"/> 5. NO</p> <p><input type="checkbox"/> 8. DK</p>	<p><input type="checkbox"/> 1. YES --> GO TO T513q</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>998. DON'T KNOW</p> <p>GO TO UNIT #4 OR T565</p>	<p>ENTER PERCENTAGE (0-100):</p> <hr/> <p>998. DON'T KNOW</p> <p>GO TO UNIT #5 OR T565</p>	<p>ENTER PERCENTAGE (0-100):</p> <hr/> <p>998. DON'T KNOW</p> <p>GO TO T565</p>

T514a. You said the business had been shut down or closed, is that correct?

1. YES	5. NO	8. DON'T KNOW
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GO TO T512g GO TO T512g

T514b. What was the most important factor that led to this action? (What was
T514c. the second most important factor that led to the shutdown? Are there
T514d. other reasons that you consider important?)

T514e. In what year did it become clear the firm would need to close?

YEAR (4 digits): _____	9998. DON'T KNOW
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GO TO T514g

T514f. And in what month (did it become clear the firm would need to close)?
[ENTER month, PROBE for season if DK month]

MONTH/SEASON: _____	99. DON'T KNOW
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T514g. In what year was the last sales, income or revenue received?

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

GO TO T514i

T514h. And in what month (was the last sales, income, or revenue received)?
[ENTER month, PROBE for season if DK month]

MONTH/SEASON: _____	99. DON'T KNOW
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T514i. In what year were the last wages or salaries paid?

YEAR (4 digits): _____	9998. DON'T KNOW
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GO TO T514k

T514j. And in what month (were the last wages or salaries paid)?
[ENTER month, PROBE for season if DK month]

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

T514k. After all the debts are paid off, will there be any money left over?

1. YES	5. NO	8. DON'T KNOW
*	GO TO T514n	GO TO T514n
∇		

T514l. If money is left over, what percentage will you receive?

ENTER PERCENTAGE (0-100): _____	998. DON'T KNOW
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T514m. How much will you gain from this business?

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 T542

T514n. How much additional money will be needed to cover all the debts?

ENTER DOLLAR AMOUNT (0-100,000,000):\$ _____	999999999. DON'T KNOW
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T514o. 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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T514p. What will be your total investment in the firm, loans and ownership funds, that will have been lost?

ENTER DOLLAR AMOUNT (0-100,000,000):\$ _____	999999999. DON'T KNOW
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GO TO T542

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ACTIVE START-UPS

T515. 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)

*
∇

GO BACK TO T501

GO BACK TO T501

T517. What are the major problems to be overcome before you can get the new business up and running?

T518. 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 T519

T518a. AMOUNT OF TIME:

_____ AMOUNT OF TIME

T519. 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 T520

T519a. AMOUNT OF TIME:

_____ AMOUNT OF TIME

T520. 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? [ACTUAL WORK TIME]

TIME UNIT:

0. NONE	1. HOURS	2. DAYS	3. WEEKS
GO TO T521			
4. MONTHS	5. YEARS	6. NO START-UP TEAM (VOL)	9. DON'T KNOW
		GO TO T521	GO TO T521

T520a. AMOUNT OF TIME:

_____ AMOUNT OF TIME

T521. How much more money do you expect to contribute to the new business, either as a loan or an equity investment?

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

T522. 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 T565

INACTIVE START-UPS

T525. 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 T501

T527. What do you think are the major problems to be overcome before you can get T527a. the new business up and running?

T528. What might happen to cause you to completely give-up on this start-up? (Is T528a. there anything else that would cause you to completely give up on this start-up?)

T529. 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 T530

T529a. AMOUNT OF TIME:

_____ AMOUNT OF TIME

T530. How much more time do you expect to devote to trying to start this new business?

TIME UNIT:

0. NONE	1. HOURS	2. DAYS	3. WEEKS
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GO TO T531

4. MONTHS	5. YEARS	9. DON'T KNOW
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GO TO T531

T530a. AMOUNT OF TIME:

_____ AMOUNT OF TIME

T531. 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 T532

4. MONTHS	5. YEARS	6. NO STARTUP TEAM (IF VOL)	9. DON'T KNOW
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GO TO T532

GO TO T532

T531a. AMOUNT OF TIME:

_____ AMOUNT OF TIME

T532. How much more money do you expect to contribute to the new business, either as a loan or an equity investment?

ENTER DOLLAR AMOUNT (0-100,000,000):\$_____	999999999. DON'T KNOW
--	-----------------------

T533. 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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T533a. Since you are not actively involved in this start-up, are you: going back to your old job, working at a new job, working on another start-up, looking for work, or doing something else?

1. GOING/WENT BACK TO OLD JOB	2. WORKING AT NEW JOB	3. WORKING ON ANOTHER START-UP	4. LOOKING FOR WORK
GO TO T533b	GO TO T533b	GO TO T548	GO TO T565
5. RETIRED, NOT WORKING (IF VOL)	6. CONTINUE SAME JOB/ WORK (IF VOL)	7. STAY AT HOME PARENT (IF VOL)	8. STUDENT (IF VOL)
GO TO T565	GO TO T565	GO TO T565	GO TO T565
0. SOMETHING ELSE	9. DON'T KNOW		
GO TO T565	GO TO T565		

T533b. What is your occupation?

ENTER OCCUPATION: _____

T533c. In what industry is this occupation?

ENTER INDUSTRY: _____

GO TO T565

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START-UP ACTIVITY NO LONGER PURSUED

T535. Earlier you said you had given up on this new start-up. Is that correct?

1. YES	2. NO	8. DON'T KNOW
*	GO TO T501	GO TO T501
▽		

T537. In what year did you quit the start-up?

YEAR (4 digits): _____	9998. DON'T KNOW
▽	GO TO T538

T537a. And in what month (did you quit the start-up)?
[ENTER month, PROBE for season if DK month]

MONTH/SEASON: _____	99. DON'T KNOW
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T538. 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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T539. 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? (What was the second most important reason you gave up?)

T540. I'm going to read a list of reasons why people sometimes give up trying to start a business. For each one, please tell me how important it was as a reason why you gave up trying to start this business. First...

T541a. ... 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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T541b. ... 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
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T541c. ... 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
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T541d. ... 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
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T541e. ... 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
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T541f. ... 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
----------------------	--------------------------	----------------------------	------------------------	------------------

T541g. ... 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
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T541h. ... 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
----------------------	--------------------------	----------------------------	------------------------	------------------

T542. Before you got involved in (the/a) start-up, what did you think would be the most important problem to overcome?

T543. Were you surprised by any of the problems you did encounter?

1. YES	2. NO	9. DON'T KNOW
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*
▽
GO TO T544 GO TO T544

T543a. What was the MAIN problem that was a surprise?

T543b. 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 T543d	GO TO T543d
∇		

T543c. What would you have done, if you had expected this problem?

GO TO T544

T543d. How would you deal with it if it happened again?

T544. 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 T545	GO TO T545
∇		

T544a. What kinds of problems would be easier for you to recognize?

T545. Now that you are no longer involved in this (start-up/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 GO TO T545b	2. WORKING AT NEW JOB GO TO T545b	3. WORKING ON ANOTHER START-UP GO TO T548	4. LOOKING FOR WORK GO TO T546
5. RETIRED, NOT WORKING (IF VOL) GO TO T546	6. CONTINUE SAME JOB/WORK (IF VOL) GO TO T546	7. STAY AT HOME PARENT (IF VOL) GO TO T546	8. STUDENT (IF VOL) GO TO T546
0. SOMETHING ELSE (SPECIFY): _____ GO TO T546			9. DON'T KNOW GO TO T546

T545b. What is your occupation?

ENTER OCCUPATION: _____

T545c. In what industry is this occupation?

ENTER INDUSTRY: _____

T546. 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 GO TO T552	2. UNDER THE RIGHT CONDITION	3. MOST CERTAINLY	8. DON'T KNOW
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T547. Under what conditions would you work on another (start-up/new business)?

T547a. Why would you want to work on another (start-up/new business)?

T548. What (are you doing/would you do) differently on (this/the next) start-up?

T549. What would be the MOST CRITICAL information or resource you would try to locate for (this/the next) start-up?

T549a. 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
--------------	--------------------	-------------------------	------------------------	---------------

T550. 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 (if you get involved in another start-up)?

1. BETTER	2. ABOUT THE SAME	3. WORSE	8. DON'T KNOW
-----------	-------------------	----------	---------------

T551. Given your (recent/past) experience, what probability would you now give to (a similar/this) start-up to become an operating business? For instance, 10%, 50%, 100% ...?

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

T552. Based on your (recent/past) experience, what is the most important advice you would give others trying to start a new business?

T553. (You may have already answered this, but...)

Are others still involved in (this/the past) start-up effort?

1. YES	5. NO	9. DON'T KNOW
*	GO TO T554	GO TO T554
∇		

T553a. Why are they still trying?
(Why do they think it is worthwhile?)

T554. To your knowledge, what would be the most accurate description of the current status of (this/the last) 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 T555b

T555. In what year did you have this information about the status of (this/the last) start-up?

YEAR (4 digits): _____	9999. DON'T KNOW
∇	GO TO T555b

T555a. And in what month (did you have this information about the status of (this/the last) start-up)?
[ENTER month, PROBE for season if DK month]

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

T555b. DATA CHECKPOINT

1.	R QUIT PRIOR TO THE PREVIOUS INTERVIEW (T500a=YES) --> GO TO T555c
2.	R WAS STILL ACTIVE AS OF THE PREVIOUS INTERVIEW --> GO TO T565

T555c. Please answer the following questions about (BUSINESS NAME) regarding the time period up until you left the start-up.

GO TO T565

CHARACTERISTICS OF START-UPS

T560. You said you considered the new business as an operating business. Is that correct?

1. YES	2. NO	8. DON'T KNOW
*	GO TO T501	GO TO T501
∇		

T562. 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 T563	GO TO T563
∇		

T562a. What event or events turned the start-up into an operating business?

T563. In what year did the firm become an operating business?

YEAR (4 digits): _____	9998. DON'T KNOW
∇	GO TO T565

T563a. 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
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T565. I will read a list of things people sometimes do when starting a business. Please tell me if YOU (have done/did) any of the following (before you quit your efforts to start the business).

T565a. DATA CHECKPOINT

1.	YEAR STARTED THINKING ABOUT BUSINESS (X567) NOT ANSWERED --> GO TO T566
2.	YEAR STARTED THINKING ABOUT BUSINESS (X567) ANSWERED --> GO TO T568

T566. First, did you spend a lot of time thinking about starting the new business, or did the idea occur suddenly?

1. SPENT A LOT TIME THINKING	2. IDEA SUDDENLY OCCURRED	7. OTHER (SPECIFY: _____)	8. DON'T KNOW
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GO TO T568

T567. In what year did you start to think about this new business?

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

∇

GO TO T568

T567a. 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
---------------------	----------------

T568. In our previous interview, you indicated that you had (not prepared a business plan at that time. (Have you now prepared/Did you prepare) a business plan (before you quit your efforts to start the business)? / 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 T570

*

∇

*

∇

T568a. DATA CHECKPOINT

1.	YEAR STARTED WORKING ON BUSINESS PLAN (X572) NOT ANSWERED --> GO TO T569
2.	YEAR STARTED WORKING ON BUSINESS PLAN (X572) ANSWERED --> GO TO T568b

T568b. DATA CHECKPOINT

1.	IF PROCESS NOT COMPLETED (X570 NOT EQUAL TO 2) --> GO TO T571
2.	OTHERS --> GO TO T572b

T569. (Has it (preparing a business plan) not yet been done, or is/Was) it not relevant to this business?

1. NOT YET DONE

2. NOT RELEVANT TO
THIS BUSINESS

9. DON'T KNOW

GO TO T572b

T570. (Is/Was) the business plan in process or completed (before you quit your efforts to start the business)?

1. IN PROCESS

2. COMPLETED

9. DON'T KNOW

T571. What (is the current/was the last) version 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

T571a.

1. IF (X572) NOT ANSWERED --> GO TO T572

2. IF (X572) ANSWERED --> GO TO T572b

T572. In what year did work on the business plan begin?

YEAR (4 digits): _____

9998. DON'T KNOW

∇

GO TO T572b

T572a. 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

T572b. DATA CHECKPOINT

1.	IF YEAR ORGANIZED START-UP (X576) NOT ANSWERED --> GO TO T573
2.	IF YEAR ORGANIZED START-UP (X576) ANSWERED --> GO TO T575

T573. (Has/Had) a start-up team been organized (before you quit your efforts to start the business)?

(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	5. NO	8. DON'T KNOW
GO TO T575	*	*
	∇	∇

T574. (Will/Was) a start-up team (be organized, or is/to be organized, or was) it not relevant to this business?

1. TEAM WILL BE ORGANIZED	2. NOT RELEVANT TO THIS BUSINESS	8. DON'T KNOW
GO TO T577		

T575. (In our previous interview, you said organizing a start-up team began in (MONTH YEAR).) (Is/Was) this process completed (before you quit your efforts to start the business)? (ORGANIZING A START-UP TEAM)

1. IN PROCESS	2. COMPLETED	9. DON'T KNOW
---------------	--------------	---------------

T575a. DATA CHECKPOINT

1.	IF (X576) NOT ANSWERED AND T573=1 --> GO TO T576
2.	ELSE --> GO TO T577

T576. In what year did organizing a start-up team begin?

YEAR (4 digits): _____	9998. DON'T KNOW
∇	GO TO T577

T576a. 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
---------------------	----------------

T577. At what stage of development (is/was) the product or service this (start-up/new firm) (will be selling/would have sold): 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
GO TO T578	GO TO T578	GO TO T578
4. STILL IN THE IDEA STAGE	0. NO WORK HAS BEEN DONE ON A PRODUCT OR SERVICE	9. DON'T KNOW
GO TO T578b	GO TO T578b	GO TO T578b

T578. In what year did developing the model or procedures begin (for the product or service this (start-up/new firm) (will be selling/would have sold))?

YEAR (4 digits): _____	9998. DON'T KNOW
∇	GO TO T578b

T578a. And in what month (did developing the model or procedures begin for the product or service this (start-up/new firm) (will be selling/would have sold))?
[ENTER month, PROBE for season if DK month]

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

T578b. DATA CHECKPOINT

1.	IF YEAR MARKETING/PROMOTION BEGAN (X580) NOT ANSWERED --> GO TO T579
2.	IF YEAR MARKETING/PROMOTION BEGAN (X580) ANSWERED --> GO TO T580b

T579. (Have/Were) marketing or promotional efforts (been) started (for the product or service this (start-up/new firm) (will be selling/would have sold)) (before you quit your efforts to start the business)?

1. YES	2. NO	8. DON'T KNOW
*	GO TO T580b	GO TO T580b
∇		

T580. In what year did marketing or promotion begin (for the product or service this (start-up/new firm) (will be selling/would have sold))?

YEAR (4 digits): _____	9998. DON'T KNOW
∇	GO TO T580b

T580a. And in what month (did marketing or promotion begin for the product or service this (start-up/new firm) (will be selling/would have sold))?
[ENTER month, PROBE for season if DK month]

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

T580b. DATA CHECKPOINT

1.	IF YEAR APPLICATION FOR PATENT/COPYRIGHT BEGAN (X584) ANSWERED --> GO TO T583
2.	IF YEAR APPLICATION FOR PATENT/COPYRIGHT BEGAN (X584) NOT ANSWERED --> GO TO T581

T581. (Has/Was) an application for a patent, copyright, or trademark relevant to this new business (been) submitted (before you quit your efforts to start the business)?

1. YES	2. NO	8. DON'T KNOW
GO TO T583	*	*
	∇	∇

T582. (Will/Was) a patent, copyright, or trademark application related to this business (be/to be) submitted, or (is/was) it not relevant?

1. WILL BE SUBMITTED	2. NOT RELEVANT	9. DON'T KNOW
GO TO T584y		

T583. (In our previous interview, you said an application for a patent, copyright, or trademark relevant to this new business had been submitted.) (Has/Was) the patent, copyright, or trademark (been) granted or (is/was) it in the process?

1. GRANTED (COMPLETED)

2. IN PROCESS

8. DON'T KNOW

T583a. DATA CHECKPOINT

1. IF T581=YES --> GO TO T584

2. ELSE --> GO TO T584y

T584. In what year did preparation of an application for a patent, copyright, or trademark begin?

YEAR (4 digits): _____

9998. DON'T KNOW

∇

GO TO T584y

T584a. 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

T584y. DATA CHECKPOINT

1. IF YEAR PURCHASES BEGAN (X587) ANSWERED --> GO TO T587b

2. IF YEAR PURCHASES BEGAN (X587) NOT ANSWERED --> GO TO T585

T585. (Have/Were) any raw materials, inventory, supplies, or components for the (start-up/new firm) (been) purchased (before you quit your efforts to start the business)?

1. YES

GO TO T587

2. NO

*

∇

9. DON'T KNOW

GO TO T587b

T586. (Will/Were) any raw materials, inventory, supplies, or components (be/to be) purchased, or (is/was) this not relevant?

1. INTEND TO PURCHASE

GO TO T587b

2. NOT RELEVANT

GO TO T587b

8. DON'T KNOW

GO TO T587b

T587. In what year did these purchases begin (raw materials, inventory, supplies, or components)?

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

∇

GO TO T587b

T587a. 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
---------------------	----------------

T587b. DATA CHECKPOINT

<p>1. IF (X590) YEAR EQUIPMENT BEGAN IS ANSWERED --> GO TO T590b</p> <p>2. IF (X590) YEAR EQUIPMENT BEGAN IS NOT ANSWERED --> GO TO T588</p>
--

T588. (Have/Were) any major items like equipment, facilities, or property (been) purchased, leased, or rented for the (start-up/new firm) (before you quit your efforts to start the 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	2. NO	9. DON'T KNOW
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GO TO T590

*

GO TO T590b

∇

T589. (Will there be/Was there to have been) a purchase, lease, or rent of any major items like equipment, facilities, or property, or (is/was) 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/WOULD PURCHASE, LEASE OR RENT	2. NOT RELEVANT	9. DON'T KNOW
--	-----------------	---------------

GO TO T590b

T590. In what year did purchases, leases, or rental agreements begin?

YEAR (4 digits): _____

∇

9998. DON'T KNOW

GO TO T590b

T590a. 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

T590b.DATA CHECKPOINT

1. IF (X593) YEAR DEFINE MARKET IS ANSWERED --> GO TO T593y

2. IF (X593) YEAR DEFINE MARKET IS NOT ANSWERED --> GO TO T591

T591. (Has/Had) an effort been made to define the market opportunities by talking with potential customers or getting information about the competition (before you quit your efforts to start the business)?

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

1. YES

GO TO T593

2. NO

*

∇

8. DON'T KNOW

GO TO T593y

T592. (Will an effort be/Would an effort have been) made to define the market opportunities, or (is/was) this not relevant?

1. EFFORT MADE TO
DEFINE OPPORTUNITIES

2. NOT RELEVANT

8. DON'T KNOW

GO TO T593y

T593. In what year did defining the market opportunities begin?

YEAR (4 digits): _____	9998. DON'T KNOW
∇	GO TO T593y

T593a. And in what month (did defining the market opportunities begin)?
 [ENTER month, PROBE for season if DK month]

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

T593y.DATA CHECKPOINT

1.	IF (X595) YEAR FINANCIAL PROJECTIONS ANSWERED --> GO TO T595b
2.	IF (X595) YEAR FINANCIAL PROJECTIONS NOT ANSWERED --> GO TO T594

T594. (Have/Were) projected financial statements, such as income and cash flow statements or break-even analysis, (been) developed (before you quit your efforts to start the business)?

1. YES	2. NO	9. DON'T KNOW
*	GO TO T595b	GO TO T595b
∇		

T595. In what year did financial projections begin?

YEAR (4 digits): _____	9998. DON'T KNOW
∇	GO TO T595b

T595a. And in what month (did financial projections begin)?
 [ENTER month, PROBE for season if DK month]

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

T595b. DATA CHECKPOINT:

1.	IF (X599) YEAR BEGAN TO SAVE FOR BUSINESS IS ANSWERED --> GO TO T597
2.	IF (X599) YEAR BEGAN TO SAVE FOR BUSINESS IS NOT ANSWERED --> GO TO T596

T596. (Are you now saving/Did you save) money to invest in this business?

1. YES

*

∇

2. NO

GO TO T598

8. DON'T KNOW

GO TO T598

T597. (In our previous interview, you said you were saving money to invest in this business.) (Have you accumulated/Did you accumulate) what you (need/thought you needed) to invest in the (start-up/new firm), or (is/was) that still in process (before you quit your efforts to start the business)?

1. FINISHED SAVING MONEY

2. STILL IN PROCESS

9. DON'T KNOW

T597a. DATA CHECKPOINT

1. IF (X599) YEAR BEGAN TO SAVE FOR BUSINESS IS ANSWERED --> GO TO T599b

2. IF (X599) YEAR BEGAN TO SAVE FOR BUSINESS IS NOT ANSWERED --> GO TO T599

T598. (Do/Did) you intend to start saving money to invest in the firm, (have/had) you finished saving money to invest, or (do/did) 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 T599b

T599. In what year did you begin saving to invest in this business?

YEAR (4 digits): _____

∇

9998. DON'T KNOW

GO TO T599b

T599a. And in what month (did you begin saving to invest in this business)?
[ENTER month, PROBE for season if DK month]

MONTH/SEASON: _____

99. DON'T KNOW

T599b. DATA CHECKPOINT

1.	IF (X601) YEAR BEGAN TO INVEST OWN MONEY IN START-UP IS ANSWERED --> GO TO T601y
2.	IF (X601) YEAR BEGAN TO INVEST OWN MONEY IN START-UP IS NOT ANSWERED --> GO TO T600

T600. (Have you invested/Did you invest) any of your own money in this business (before you quit your efforts to start the business)?

1. YES * ∇	2. NO GO TO T601y	9. DON'T KNOW GO TO T601y
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T601. In what year did you begin investing your own money in this start-up?

YEAR (4 digits): _____ ∇	9998. DON'T KNOW GO TO T601y
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T601a. 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
---------------------	----------------

T601y. DATA CHECKPOINT

1.	INFORMATION ON FUNDING REQUESTS (X605) IS MISSING --> GO TO T602
2.	INFORMATION ALREADY COLLECTED --> GO TO T603

T602. (Have/Had) financial institutions or other people been asked for funds (before you quit your efforts to start the business)?

1. YES GO TO T603	2. NO GO TO T604	8. DON'T KNOW GO TO T604
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T603. (In our previous interview, you said financial institutions or other people had been asked for funds for this new business.) (Is/Was) asking others or institutions for funds completed or (is/was) it still in process (before you quit your efforts to start the business)?

1. COMPLETED

2. STILL IN PROCESS

8. DON'T KNOW

T603a. DATA CHECKPOINT

1. INFORMATION ON **FUNDING REQUESTS (X605)** IS MISSING AND T602=1 -->
GO TO T605

2. INFORMATION ALREADY COLLECTED --> **GO TO T605b**

604. (Will/Were) others or financial institutions (be) asked for funds, or (is/was) 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 T605b

T605. In what year did seeking funds for the new business begin?

YEAR (4 digits): _____

9998. DON'T KNOW

∇

GO TO T605b

T605a. 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

T605b. DATA CHECKPOINT

1. INFORMATION ON **CREDIT SUPPLIER (X607)** IS MISSING --> **GO TO T606**

2. INFORMATION ALREADY COLLECTED --> **GO TO T607b**

T606. (Has/Was) credit with a supplier (been) established (before you quit your efforts to start the business)?

1. YES	2. NO	3. NOT RELEVANT (IF VOLUNTEERED)	9. DON'T KNOW
*	GO TO T607b	GO TO T607b	GO TO T607b
∇			

T607. In what year was supplier credit first established?

YEAR (4 digits): _____	9998. DON'T KNOW
∇	GO TO T607b

T607a. And in what month (was supplier credit first established)?
[ENTER month, PROBE for season if DK month]

MONTH/SEASON: _____	99. DON'T KNOW
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T607b. DATA CHECKPOINT

1.	INFORMATION ON CHILD CARE (X609) IS MISSING --> GO TO T608
2.	INFORMATION ALREADY COLLECTED --> GO TO T609y

T608. (Have/Before you quit your efforts to start the business, had) 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 T609y	GO TO T609y
∇		

T609. 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 T609y

T609a. 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
---------------------	----------------

T609y. DATA CHECKPOINT

<input type="checkbox"/> 1.	INFORMATION ON FULL-TIME WORK (X611) IS MISSING --> GO TO T610
<input type="checkbox"/> 2.	INFORMATION ALREADY COLLECTED --> GO TO T611b

T610. (Have/Had) you begun to devote full-time to the business, that is 35 or more hours per week (before you quit your efforts to start the business)?

<input type="checkbox"/> 1. YES	<input type="checkbox"/> 2. NO	<input type="checkbox"/> 8. DON'T KNOW
*	GO TO T611b	GO TO T611b
∇		

T611. 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
∇	GO TO T611b

T611a. And in what month (did you begin devoting full-time [35 or more hours per week] to the business)?
[ENTER month, PROBE for season if DK month]

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

T611b. DATA CHECKPOINT

<input type="checkbox"/> 1.	INFORMATION ON EMPLOYEES (X614) IS MISSING --> GO TO T612
<input type="checkbox"/> 2.	INFORMATION ALREADY COLLECTED --> GO TO T615

T612. (Have/Had) any employees or managers been hired for pay -- workers that would NOT share ownership (before you quit your efforts to start the business)?

<input type="checkbox"/> 1. YES	<input type="checkbox"/> 2. NO	<input type="checkbox"/> 8. DON'T KNOW
GO TO T614	GO TO T613	GO TO T613

T613. (Will/Were) any employees or managers (be/to be) hired for pay, or (are/were) they not relevant for this business?

1. EMPLOYEES OR MANAGERS HIRED FOR PAY	2. NOT RELEVANT FOR THIS BUSINESS	9. DON'T KNOW
---	--------------------------------------	---------------

GO TO T616b

T614. In what year was the first person hired?

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

▼

GO TO T615

T614a. And in what month (was the first person hired)?
[ENTER month, PROBE for season if DK month]

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

T615. NOT including any owners or owner-managers, how many managers or employees (work/worked) full-time for this new business -- 35 or more hours per week -- (before you quit your efforts to start the business)?

NUMBER OF PEOPLE: _____	9999. DON'T KNOW
-------------------------	------------------

T616. NOT including any owners or owner-managers, how many managers or employees work(ed) part-time for this new business -- less than 35 hours per week -- (before you quit your efforts to start the business)?

NUMBER OF PEOPLE: _____	9999. DON'T KNOW
-------------------------	------------------

T616b. DATA CHECKPOINT

1.	INFORMATION ON BANK ACCOUNT (X618) IS MISSING --> GO TO T617
2.	INFORMATION ALREADY COLLECTED --> GO TO T618y

T617. (Has/Was) a bank account (been) opened exclusively for this new business (before you quit your efforts to start the business)?

1. YES	2. NO	3. USING EXIST. COMMERCIAL ACCOUNT (IF VOL.)	8. DON'T KNOW
*	*	*	*
▽	GO TO T618y	▽	GO TO T618y

T618. 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 T618y

T618a. 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
---------------------	----------------

T618y. DATA CHECKPOINT

1.	INFORMATION ON SALES OF GOODS/SERVICES (X620) IS MISSING --> GO TO T619
2.	INFORMATION ALREADY COLLECTED --> GO TO T620b

T619. (Has/Did) the new business (received/receive) any money, income, or fees from the sale of goods or services (before you quit your efforts to start the business)?

1. YES	2. NO	8. DON'T KNOW
*	*	*
▽	GO TO T620b	GO TO T620b

T620. In what year was the first income received (from the sale of goods or services)?

YEAR (4 digits): _____	9998. DON'T KNOW
▽	GO TO T620b

T620a. And in what month (was the first income received)?
[ENTER month, PROBE for season if DK month]

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

T620b. DATA CHECKPOINT

1.	INFORMATION ON REVENUE AND EXPENSES (X622) IS MISSING --> GO TO T621
2.	INFORMATION ALREADY COLLECTED --> GO TO T622b

T621. (Does/Did) the monthly revenue (now) exceed the monthly expenses (before you quit your efforts to start the business)?

1. YES	2. NO	9. DON'T KNOW
*	GO TO T622b	GO TO T622b
∇		

T622. In what year did this first happen (monthly revenue first exceeded the monthly expenses)?

YEAR (4 digits): _____	9998. DON'T KNOW
∇	GO TO T622b

T622a. 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
---------------------	----------------

T622b. DATA CHECKPOINT

1.	INFORMATION ON MANAGER SALARIES (X624) IS MISSING --> GO TO T623
2.	INFORMATION ALREADY COLLECTED --> GO TO T624y

T623. (Are/Were) salaries for the managers who (are/were) also owners included in the computation of monthly expenses (before you quit your efforts to start the business)?

1. YES	2. NO	3. PARTIAL SALARY (IF VOL.)	8. DON'T KNOW
GO TO T624	GO TO T624y	GO TO T624	GO TO T624y

T624. 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 T624y

T624a. 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

T624y. DATA CHECKPOINT

1. INFORMATION ON **CLASSES (X628)** IS MISSING --> **GO TO T625**

2. INFORMATION ALREADY COLLECTED --> **GO TO T626**

T625. (Have/Had) you taken any classes or workshops on starting a business (before you quit your efforts to start the business)?

1. YES

2. NO

8. DON'T KNOW

*

GO TO T628y

GO TO T628y

∇

T626. (In our previous interview, you told us you had taken [ANSWER FROM X626] course(s), class(es), workshop(s), or seminar(s) on starting a business. Since that time, how/How) many different courses, classes, workshops, or seminars (have/had) you taken on starting a business (before you quit your efforts to start the business)?

0. NONE

NUMBER OF CLASSES (1-90): _____

99. DON'T KNOW

GO TO T627a

*

GO TO T627a

∇

T627. 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 class/these classes) (before you quit your efforts to start the business)?

[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

T627a. DATA CHECKPOINT

1.	INFORMATION ON DATE OF FIRST CLASS (X628) IS MISSING --> GO TO T628
2.	INFORMATION ALREADY COLLECTED --> GO TO T628y

T628. In what year did you begin the first class or workshop (on starting a business)?

YEAR (4 digits): _____	9998. DON'T KNOW
v	GO TO T628y

T628a. 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
---------------------	----------------

T628y. DATA CHECKPOINT

1.	INFORMATION ON PHONE BOOK LISTING (X630) IS MISSING --> GO TO T629
2.	INFORMATION ALREADY COLLECTED --> GO TO T630b

T629. (Does/Did) the new business have its own listing in the phone book (before you quit your efforts to start the business)?
 [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 T630	GO TO T630b	GO TO T630	GO TO T630b

T630. In what year did the business get its own listing (in the phone book)?

YEAR (4 digits): _____

∇

9998. DON'T KNOW

GO TO T630b

T630a. 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

T630b. DATA CHECKPOINT

1. INFORMATION ON PHONE LINE (X632) IS MISSING --> GO TO T631

2. INFORMATION ALREADY COLLECTED --> GO TO T632y

T631. (On our previous interview, you said the business had its own listing in the phone book.) (Does/Did) the business have its own phone line, or (is/was) it shared with another business or household (before you quit your efforts to start the business)?

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

1. SEPARATE LINE

GO TO T632

2. SHARED WITH
OTHER BUSINESS

GO TO T632y

3. SHARED WITH
HOUSEHOLD

GO TO T632y

4. WEB. ADDRESS
ONLY

GO TO T632y

0. OTHER

GO TO T632y

9. DON'T KNOW

GO TO T632y

T632. In what year was a separate phone line installed (for the new business)?

YEAR (4 digits): _____

∇

9998. DON'T KNOW

GO TO T632y

T632a. And in what month (was a separate phone line installed for the new business)?

[ENTER month, PROBE for season if DK month]

MONTH/SEASON: _____

99. DON'T KNOW

T632y. DATA CHECKPOINT

1.	INFORMATION ON STATE UNEMPLOYMENT TAX (X634) IS MISSING --> GO TO T633
2.	INFORMATION ALREADY COLLECTED --> GO TO T634y

T633. (Has/Did) the new business (paid/pay) any state unemployment insurance taxes (before you quit your efforts to start the business)?

1. YES	2. NO	9. DON'T KNOW
*	GO TO T634y	GO TO T634y
∇		

T634. In what year were the first state unemployment taxes paid?

YEAR (4 digits): _____	9999. DON'T KNOW
∇	GO TO T634y

T634a. And in what month (were the first state unemployment taxes paid)?
[ENTER month, PROBE for season if DK month]

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

T634y. DATA CHECKPOINT

1.	INFORMATION ON SOCIAL SECURITY TAX (X636) IS MISSING --> GO TO T635
2.	INFORMATION ALREADY COLLECTED --> GO TO T636b

T635. (Has/Did) the new business (paid/pay) any federal social security taxes, sometimes called FICA payments (before you quit your efforts to start the business)?

1. YES	2. NO	9. DON'T KNOW
GO TO T636	GO TO T636b	GO TO T636b

T636. In what year were the first social security taxes paid (FICA payments)?

YEAR (4 digits): _____

∇

9998. DON'T KNOW

GO TO T636b

T636a. And in what month (were the first social security taxes paid (FICA payments))?

[ENTER month, PROBE for season if DK month]

MONTH/SEASON: _____

99. DON'T KNOW

T636b. DATA CHECKPOINT

1. INFORMATION ON **FEDERAL TAX RETURN (X638)** IS MISSING --> GO TO T637

2. INFORMATION ALREADY COLLECTED --> GO TO T638b

T637. (Has/Did) the new business file(d) a federal income tax return (before you quit your efforts to start the business)?

1. YES

*

∇

2. NO

GO TO T638b

9. DON'T KNOW

GO TO T638b

T638. For which calendar year was the first federal income tax return filed?

YEAR (4 digits): _____

∇

9998. DON'T KNOW

GO TO T638b

T638a. And in what month (was the first federal tax return filed)?

[ENTER month, PROBE for season if DK month]

MONTH/SEASON: _____

99. DON'T KNOW

T638b. DATA CHECKPOINT

1. INFORMATION ON **BUSINESS LISTED (X640)** IS MISSING --> GO TO T639

2. INFORMATION ALREADY COLLECTED --> GO TO T645

T639. To your knowledge, (is/was) the new business listed with Dun and Bradstreet, the credit rating firm (before you quit your efforts to start the business)?

1. YES	2. NO	9. DON'T KNOW
*	GO TO T640b	GO TO T640b
▽		

T640. In what year was the new business first listed with Dun and Bradstreet?

YEAR (4 digits): _____	9998. DON'T KNOW
▽	GO TO T640b

T640a. And in 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
---------------------	----------------

T640b. DATA CHECKPOINT

1.	IF RESPONDENT QUIT (T512 = 5, 6, 7, OR 8) --> GO TO T657
2.	ELSE --> GO TO T645

LEGAL FORM OF START-UP

T645. 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

T646. Would you now describe this new business as: an 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 T650	2. PURCHASE/TAKEOVER OF AN EXIST. BUSINESS GO TO T647	3. FRANCH./MULTI- LEVEL MARKET. INITIATIVE GO TO T648	4. START-UP SPONSORED BY EXIST. BUSINESS GO TO T649
0. OTHER (SPECIFY): _____ GO TO T650			9. DON'T KNOW GO TO T650

T647. 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
GO TO T650			

T648. 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	0. OTHER (SPECIFY): _____	8. DON'T KNOW
--	-------------------------------------	---------------------------	---------------

GO TO T650

T649. Is this new venture a new branch or subsidiary of an existing business, or is it a new legal entity owned by one or more other business?

1. NEW BRANCH OR SUBSIDIARY OF EXISTING BUSINESS	2. NEW LEGAL ENTITY OWNED BY ONE OR MORE OTHER BUSINESSES	8. DON'T KNOW
--	---	---------------

T650. 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

T651b. DATA CHECKPOINT

1.	IF # OF PEOPLE (X653) IS 2 OR 3 --> GO TO T657
2.	ELSE --> GO TO T652

T652. In our previous interview, you indicated that you would own 100% of the new firm. Is this still the case?

1. YES GO TO T654	2. NO GO TO T653	8. DON'T KNOW GO TO T653
----------------------	---------------------	-----------------------------

T653. 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 T663y	GO TO T663y	GO TO T705	*
∇				∇

T654. 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
------------------------	-----------------

T655. 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)

(PROBE FOR BEST ESTIMATE)

NUMBER OF HOURS: _____	9999. DON'T KNOW
------------------------	------------------

T656. How much of your own money, in total dollars, have you now put into this business? (INCLUDE ALL PERSONAL FUNDS FROM ALL SOURCES)

ENTER DOLLAR AMOUNT (0-100,000,000):\$ _____	999999999. DON'T KNOW
---	-----------------------

T656a. How much of this is considered a loan, which the new business must repay, with or without interest? (INCLUDE ALL PERSONAL LOANS FROM ALL SOURCES)

ENTER DOLLAR AMOUNT (0-100,000,000):\$ _____	999999999. DON'T KNOW
---	-----------------------

GO TO T705

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START-UP TEAM

T657. 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 T705

2. NO

*

▽

9. DON'T KNOW

GO TO T705

T658. How many people (legally own/will legally own/would have legally owned) this (new business/start-up) -- 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.
ONLY2. RESPOND. AND
SPOUSE ONLY3. RESPOND.
AND OTHER4. SPOUSE
ONLY9. DON'T
KNOW

T658a. DATA CHECKPOINT

1. IF ROSTER IS EMPTY (X672 IS MISSING) AND R PREVIOUSLY QUIT
(QT512=5 OR 6) --> GO TO T663y

2. ELSE --> GO TO T659_D

	PERSON #1	PERSON #2
T659_D. Who, if anyone, (is no longer involved with/quit) the (new business/start-up) (before you quit or stopped working on it)? Should I delete (NAME) from the roster?	<p>1. YES</p> <p>5. NO --> GO TO T662</p> <p>8. DK --> GO TO T662</p>	<p>1. YES</p> <p>5. NO --> GO TO T662</p> <p>8. DK --> GO TO T662</p>
T659a. INTERVIEWER CHECKPOINT	<p>1. PERSON MARKED "X" IN ROSTER (X672e_1:E)-> GO TO T660</p> <p>2. OTHERS--> GO TO T659_D FOR PERSON #2</p>	<p>1. PERSON MARKED "X" IN ROSTER (X672e_2:E)-> GO TO T660</p> <p>2. OTHERS--> GO TO T659_D FOR PERSON #3</p>
T660. Why did (NAME FROM T659) quit?	<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 T662	GO TO PERSON #3 OR GO TO T662

PERSON #3	PERSON #4	PERSON #5
1. YES	1. YES	1. YES
5. NO --> GO TO T662	5. NO --> GO TO T662	5. NO --> GO TO T662
8. DK --> GO TO T662	8. DK --> GO TO T662	8. DK --> GO TO T662
<input type="checkbox"/> PERSON MARKED "X" IN 1. ROSTER (X672e_3:E)-> GO TO T660	<input type="checkbox"/> PERSON MARKED "X" IN 1. ROSTER (X672e_4:E)-> GO TO T660	<input type="checkbox"/> PERSON MARKED "X" IN 1. ROSTER (X672e_5:E)-> GO TO T660
<input type="checkbox"/> OTHERS--> GO TO T659_D FOR PERSON #4	<input type="checkbox"/> OTHERS--> GO TO T659_D FOR PERSON #5	<input type="checkbox"/> OTHERS--> GO TO T662
1. Lack of interest/ different goals	1. Lack of interest/ different goals	1. Lack of interest/ different goals
2. Started different business	2. Started different business	2. Started different business
3. Location not optimal	3. Location not optimal	3. Location not optimal
4. Sold for a profit	4. Sold for a profit	4. Sold for a profit
5. Not enough time	5. Not enough time	5. Not enough time
6. Incompatible partnership	6. Incompatible partnership	6. Incompatible partnership
7. Not enough money	7. Not enough money	7. Not enough money
8. Lost faith in business success	8. Lost faith in business success	8. Lost faith in business success
GO TO PERSON #4 OR GO TO T662	GO TO PERSON #5 OR GO TO T662	GO TO T662

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T662. During our previous interview, you indicated that the most important assistance you had provided was (ANSWER IN X695). How valuable would you say this help (has been in getting the business started in the past 12 months/was in start-up activities in the past 12 months/was in start-up activities in the 12 months prior to discontinuing the start-up)? Would you say it has been extremely important, not too important, or not at all important?

1. EXTREMELY
IMPORTANT

2. VERY IMPORTANT

3. NOT TOO
IMPORTANT

4. NOT AT ALL
IMPORTANT

8. DON'T KNOW

GO TO T662 FOR
PERSON #2

	PERSON #2 _____	PERSON #3 _____
<p>T662. During our previous interview, you indicated that the <u>most important</u> assistance (NAME) had provided was (ANSWER IN X695). How valuable would you say this help (has been in getting the business started in the past 12 months/was in start-up activities in the past 12 months/was in start-up activities in the 12 months prior to discontinuing the start-up)? 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>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>8. DON'T KNOW</p>
<p>T663. 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 have some other type of relationship; is (NAME) not a person -- like a business or financial institution, or do you no longer have a relationship with (NAME)?</p>	<p>1. SPOUSES/PARTNERS</p> <p>2. RELATIVES/FAMILY MEMBERS</p> <p>3. BUSINESS 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 T663y

GO TO PERSON #4 OR
GO TO T663y

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
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 T663y

GO TO T663y

T663y. DATA CHECKPOINT

1. IF R IS ONLY OWNER OF BUSINESS (T653=1 OR T658=1) --> GO TO T705

2. ELSE --> GO TO T670

T670. How many new owners -- whether people, firms, or institutions -- (have taken/took) an ownership share in the new firm (since the previous interview/in the year prior to discontinuing the start-up), since (**DATE OF LAST IW**)?

[IF MORE THAN FOUR NEW PEOPLE:

Please select the 5 who will have the 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

T671. You have said that (**NUMBER FROM T670**) new (person/people) (own(s)/expect(s) to own/would have owned) part of this new business. We would like to add (this person/these people) to the list of all those who (own/expect to own/would have owned) part of the business. Please give me only the 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/start-up) each person (owns/expects to own/would have owned).

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PERSON #1 _____

PERSON #2 _____

<p>T672b. (We will start with you.) In our previous interview you indicated that (you/NAME) (would) own [X672] percent of the new firm. Is this still correct?</p>	<p>1. YES--> GO TO PERSON #2 OR T672j</p> <p>5. NO--> GO TO PERSON #2 OR T672a</p> <p>8. DK--> GO TO PERSON #2 OR T672j</p>	<p>1. YES--> GO TO PERSON #3 OR T672j</p> <p>5. NO--> GO TO PERSON #3 OR T672a</p> <p>8. DK--> GO TO PERSON #3 OR T672j</p>
<p>T672. Who (owns/will own) a percent of this business?</p>	<p>ENTER NAME: _____ _____ _____</p>	<p>ENTER NAME: _____ _____ _____</p>
<p>T672a. (We will start with you.) What percent of the business (will/do) (you/NAME) own?</p>	<p>ENTER PERCENT (1-100): _____</p>	<p>ENTER PERCENT (1-100): _____</p>

GO TO PERSON #2 OR
 GO TO T672j

GO TO PERSON #3 OR
 GO TO T672j

PERSON #3 _____

PERSON #4 _____

PERSON #5 _____

<p>1. YES--> GO TO PERSON #4 OR T672j</p>	<p>1. YES--> GO TO PERSON #5 OR T672j</p>	<p>1. YES--> GO TO T672j</p>
<p>5. NO--> GO TO PERSON #4 OR T672a</p>	<p>5. NO--> GO TO PERSON #5 OR T672a</p>	<p>5. NO--> GO TO T672a</p>
<p>8. DK--> GO TO PERSON #4 OR T672j</p>	<p>8. DK--> GO TO PERSON #5 OR T672j</p>	<p>8. DK--> GO TO T672j</p>
<p>ENTER NAME: _____ _____ _____</p>	<p>ENTER NAME: _____ _____ _____</p>	<p>ENTER NAME: _____ _____ _____</p>
<p>ENTER PERCENT (1- 100): _____</p>	<p>ENTER PERCENT (1- 100): _____</p>	<p>ENTER PERCENT (1- 100): _____</p>

GO TO PERSON #4 OR
GO TO T672j

GO TO PERSON #5 OR
GO TO T672j

GO TO T672j

70

T672j. I've listed (NEW NAMES). Have I missed any new person, institution, or group that (shares/will share/would have shared) ownership of the (new business/start-up), even if the only thing they (will contribute/would have contributed/did contribute) (is/was) money?

1. YES, NEED
TO ADD TO
ROSTER

GO BACK TO T670

2. NO, TABLE IS
CORRECT AS IS

GO TO T675f

3. I NEED TO
CORRECT OR
CHANGE A CELL

.))))))))))))))))))))))))))-

GO BACK TO T670

4. I NEED TO DELETE
ONE PERSON FROM
THE ROSTER

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T675f.ASK if necessary: Is (NAME) a person or not a person?

T675g.INTERVIEWER CHECKPOINT

T676. In the past week, how many hours (have you/has (NAME)) devote(d) to this new business start-up?

T677. How many total hours, including the past week, (have/has/did) (you/NAME) devote(d) to this new business start-up?

T678. About how much money, in total dollars, (have/has/did) (you/NAME) contribute(d) to the new business, either to purchase ownership or as a loan to the new business?

T678a.Of this total that (you/NAME) (have/has/did) contribute(d) to the new business, how much would be considered a loan, which the business must repay, with or without interest?

T678b.INTERVIEWER CHECKPOINT

	PERSON #1	PERSON #2	PERSON #3
	<p>1. PERSON--> GO TO T675g</p> <p>5. NON-PERSON (OR INSTITUTION)--> GO TO T678</p>	<p>1. PERSON--> GO TO T675g</p> <p>5. NON-PERSON (OR INSTITUTION)--> GO TO T678</p>	<p>1. PERSON--> GO TO T675g</p> <p>5. NON-PERSON (OR INSTITUTION)--> GO TO T678</p>
	<p>1. IF QUIT (T512=5, 6, 7, OR 8) -> GO TO T677</p> <p>2. ELSE -> GO TO T676</p>	<p>1. IF QUIT (T512=5, 6, 7, OR 8) -> GO TO T677</p> <p>2. ELSE -> GO TO T676</p>	<p>1. IF QUIT (T512=5, 6, 7, OR 8) -> GO TO T677</p> <p>2. ELSE -> GO TO T676</p>
	_____ # HOURS	_____ # HOURS	_____ # HOURS
	_____ # HOURS	_____ # HOURS	_____ # HOURS
	<p>\$</p> <p>_____</p> <p>DOLLAR AMOUNT</p> <p>IF 0 OR DK OR NA GO TO T678b</p>	<p>\$</p> <p>_____</p> <p>DOLLAR AMOUNT</p> <p>IF 0 OR DK OR NA GO TO T678b</p>	<p>\$</p> <p>_____</p> <p>DOLLAR AMOUNT</p> <p>IF 0 OR DK OR NA GO TO T678b</p>
	<p>\$</p> <p>_____</p> <p>DOLLAR AMOUNT</p>	<p>\$</p> <p>_____</p> <p>DOLLAR AMOUNT</p>	<p>\$</p> <p>_____</p> <p>DOLLAR AMOUNT</p>
	<p>1. NEW OWNER AND A PERSON (T675f=1)-> GO TO T679</p> <p>2. ELSE-->GO TO PERSON #2 OR T681d</p>	<p>1. NEW OWNER AND A PERSON (T675f=1)-> GO TO T679</p> <p>2. ELSE-->GO TO PERSON #3 OR T681d</p>	<p>1. NEW OWNER AND A PERSON (T675f=1)-> GO TO T679</p> <p>2. ELSE-->GO TO PERSON #4 OR T681d</p>

PERSON #4	PERSON #5	PERSON #6
<p>1. PERSON--> GO TO T676</p> <p>5. NON-PERSON (OR INSTITUTION)--> GO TO T678</p>	<p>1. PERSON--> GO TO T676</p> <p>5. NON-PERSON (OR INSTITUTION)--> GO TO T678</p>	<p>1. PERSON--> GO TO T676</p> <p>5. NON-PERSON (OR INSTITUTION)--> GO TO T678</p>
<p>1. IF QUIT (T512=5, 6, 7, OR 8) -> GO TO T677</p> <p>2. ELSE -> GO TO T676</p> <p>_____ # HOURS</p>	<p>1. IF QUIT (T512=5, 6, 7, OR 8) -> GO TO T677</p> <p>2. ELSE -> GO TO T676</p> <p>_____ # HOURS</p>	<p>1. IF QUIT (T512=5, 6, 7, OR 8) -> GO TO T677</p> <p>2. ELSE -> GO TO T676</p> <p>_____ # HOURS</p>
<p>_____ # HOURS</p>	<p>_____ # HOURS</p>	<p>_____ # HOURS</p>
<p>\$</p> <p>_____</p> <p>DOLLAR AMOUNT</p> <p>IF 0 OR DK OR NA GO TO T678b</p>	<p>\$</p> <p>_____</p> <p>DOLLAR AMOUNT</p> <p>IF 0 OR DK OR NA GO TO T678b</p>	<p>\$</p> <p>_____</p> <p>DOLLAR AMOUNT</p> <p>IF 0 OR DK OR NA GO TO T678b</p>
<p>\$</p> <p>_____</p> <p>DOLLAR AMOUNT</p>	<p>\$</p> <p>_____</p> <p>DOLLAR AMOUNT</p>	<p>\$</p> <p>_____</p> <p>DOLLAR AMOUNT</p>
<p>1. NEW OWNER AND A PERSON (T675f=1)-> GO TO T679</p> <p>2. ELSE-->GO TO PERSON #5 OR T681d</p>	<p>1. NEW OWNER AND A PERSON (T675f=1)-> GO TO T679</p> <p>2. ELSE-->GO TO PERSON #6 OR T681d</p>	<p>1. NEW OWNER AND A PERSON (T675f=1)-> GO TO T679</p> <p>2. ELSE-->GO TO T681d</p>

T679. How many years of work experience has (NAME) had in this industry -- the one where the new business competes?

T679a. In what industry does (NAME) have the most work experience?

T679b. How many years of work experience has (NAME) had in this industry?

T680. How many other businesses has (NAME) helped to start as an owner or part owner?

T680a. Not considering the current start-up activity, would you currently consider (NAME) a small business owner or self-employed?

	PERSON #1	PERSON #2	PERSON #3
	_____ # YEARS	_____ # YEARS	_____ # YEARS
	INDUSTRY	INDUSTRY	INDUSTRY
	_____ # YEARS	_____ # YEARS	_____ # YEARS
	_____ # BUSINESSES	_____ # BUSINESSES	_____ # BUSINESSES
	<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO <input type="checkbox"/> 8. DK	<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO <input type="checkbox"/> 8. DK

GO TO PERSON #2 OR GO TO T681d

GO TO PERSON #3 OR GO TO T681d

GO TO PERSON #4 OR GO TO T681d

PERSON #4	PERSON #5	PERSON #6
<p>_____ # YEARS</p>	<p>_____ # YEARS</p>	<p>_____ # YEARS</p>
<p>INDUSTRY</p>	<p>INDUSTRY</p>	<p>INDUSTRY</p>
<p>_____ # YEARS</p>	<p>_____ # YEARS</p>	<p>_____ # YEARS</p>
<p>_____ # BUSINESSES</p>	<p>_____ # BUSINESSES</p>	<p>_____ # BUSINESSES</p>
<p>1. YES 5. NO 8. DK</p>	<p>1. YES 5. NO 8. DK</p>	<p>1. YES 5. NO 8. DK</p>

GO TO PERSON #5 OR GO TO
T681d

GO TO PERSON #6 OR GO
TO T681d

GO TO T681d

T681d. We would like to continue and ask a few questions about the background of each team member.

T682. INTERVIEWER CHECKPOINT

	OWNER #1	OWNER #2	OWNER #3
	<p>1. NEW OWNER IS A PERSON (T675f=1) --> GO TO T683</p>	<p>1. NEW OWNER IS A PERSON (T675f=1) --> GO TO T683</p>	<p>1. NEW OWNER IS A PERSON (T675f=1) --> GO TO T683</p>
	<p>2. OWNER IS A NON-PERSON/INSTITUTION (T675f = 5) --> GO TO T697</p>	<p>2. OWNER IS A NON-PERSON/INSTITUTION (T675f = 5) --> GO TO T697</p>	<p>2. OWNER IS A NON-PERSON/INSTITUTION (T675f = 5) --> GO TO T697</p>
	<p>3. OLD OWNER --> GO TO T687</p>	<p>3. OLD OWNER --> GO TO T687</p>	<p>3. OLD OWNER --> GO TO T687</p>

	OWNER #4	OWNER #5	OWNER #6
	<p>1. NEW OWNER IS A PERSON (T675f=1) --> GO TO T683</p>	<p>1. NEW OWNER IS A PERSON (T675f=1) --> GO TO T683</p>	<p>1. NEW OWNER IS A PERSON (T675f=1) --> GO TO T683</p>
	<p>2. OWNER IS A NON-PERSON/INSTITUTION (T675f = 5) --> GO TO T697</p>	<p>2. OWNER IS A NON-PERSON/INSTITUTION (T675f = 5) --> GO TO T697</p>	<p>2. OWNER IS A NON-PERSON/INSTITUTION (T675f = 5) --> GO TO T697</p>
	<p>3. OLD OWNER --> GO TO T687</p>	<p>3. OLD OWNER --> GO TO T687</p>	<p>3. OLD OWNER --> GO TO T687</p>

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PERSON #1

PERSON #2

T683. (Is NAME/Are you) male or female?

1. MALE

2. FEMALE

1. MALE

2. FEMALE

T684. How old (is NAME/are you)?

AGE (12-90)

10-16 OR DECEASED-->GO TO T797
17-90-->GO TO T785

AGE (12-90)

10-16 OR DECEASED-->GO TO T797
17-90-->GO TO T785

T685. 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

2. BLACK/AFRICAN AMERICAN
-->GO TO T685b

3. HISPANIC/LATINO
--> GO TO T685c

4. AMERICAN INDIAN
--> GO TO T685d

5. SOUTHEAST ASIAN

6. OTHER ASIAN/ PACIFIC ISLANDER

0. SOMETHING ELSE (SPECIFY):

GO TO T686 FOR PERSON #1

1. WHITE/CAUCASIAN

2. BLACK/AFRICAN AMERICAN
->GO TO T685b

3. HISPANIC/LATINO
--> GO TO T685c

4. AMERICAN INDIAN
--> GO TO T685d

5. SOUTHEAST ASIAN

6. OTHER ASIAN/ PACIFIC ISLANDER

0. SOMETHING ELSE (SPECIFY):

GO TO T686 FOR PERSON #2

T685b. (Is NAME/Are you) an American Black or African-American, African Black, Caribbean Black, or something else?

1. AM. BLACK/AFRICAN-AMERICAN

2. AFRICAN BLACK

3. CARIBBEAN BLACK

0. SOMETHING ELSE (SPECIFY):

GO TO T686 FOR PERSON #1

1. AM. BLACK/AFRICAN-AMERICAN

2. AFRICAN BLACK

3. CARIBBEAN BLACK

0. SOMETHING ELSE (SPECIFY):

GO TO T686 FOR PERSON #2

T685c. 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

3. CUBA

4. CENTRAL AM.

5. SPAIN

6. SOUTH AM.

7. USA

8. DOM. REPUBLIC

0. SOME OTHER COUNTRY (SPECIFY): _____

GO TO T686 FOR PERSON #1

1. MEXICO

2. PUERTO RICO

3. CUBA

4. CENTRAL AM.

5. SPAIN

6. SOUTH AM.

7. USA

8. DOM. REPUBLIC

0. SOME OTHER COUNTRY (SPECIFY): _____

GO TO T686 FOR PERSON #2

T685d. (Is NAME/Are you) currently on the official voting rolls or list of a federally recognized Indian tribe?

1. YES

5. NO

8. DK

*
▽ .)))))))))-
GO TO T686

1. YES

5. NO

8. DK

*
▽ .)))))))))-
GO TO T686

T685e. What is the name of the tribe? (VERIFY SPELLING)

NAME OF TRIBE

NAME OF TRIBE

T685f. In what state is this tribe located? (SPELL OUT, DO NOT ABV)

STATE

STATE

GO TO T686 FOR PERSON #1

GO TO T686 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 (12-90)</p> <p>10-16 OR DECEASED-->GO TO T797 17-90-->GO TO T785</p>	<p style="text-align: center;">AGE (12-90)</p> <p>10-16 OR DECEASED-->GO TO T797 17-90-->GO TO T785</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 -->GO TO T685b</div>	<div style="border: 1px solid black; padding: 2px;">2. BLACK/AFRICAN AMERICAN -->GO TO T685b</div>
<div style="border: 1px solid black; padding: 2px;">3. HISPANIC/LATINO --> GO TO T685c</div>	<div style="border: 1px solid black; padding: 2px;">3. HISPANIC/LATINO --> GO TO T685c</div>
<div style="border: 1px solid black; padding: 2px;">4. AMERICAN INDIAN --> GO TO T685d</div>	<div style="border: 1px solid black; padding: 2px;">4. AMERICAN INDIAN --> GO TO T685d</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> <p style="text-align: center;">GO TO T686 FOR PERSON #3</p>	<div style="border: 1px solid black; padding: 2px;">0. SOMETHING ELSE (SPECIFY): _____</div> <p style="text-align: center;">GO TO T686 FOR PERSON #4</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> <p style="text-align: center;">GO TO T686 FOR PERSON #3</p>	<div style="border: 1px solid black; padding: 2px;">0. SOMETHING ELSE (SPECIFY): _____</div> <p style="text-align: center;">GO TO T686 FOR PERSON #4</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> <p style="text-align: center;">GO TO T686 FOR PERSON #3</p>	<div style="border: 1px solid black; padding: 2px;">0. SOME OTHER COUNTRY (SPECIFY): _____</div> <p style="text-align: center;">GO TO T686 FOR PERSON #4</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 T686</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 T686</p>
<p style="text-align: center;">NAME OF TRIBE</p> <p>_____</p>	<p style="text-align: center;">NAME OF TRIBE</p> <p>_____</p>
<p style="text-align: center;">STATE</p> <p>_____</p>	<p style="text-align: center;">STATE</p> <p>_____</p>

**GO TO T686
FOR PERSON #3**

**GO TO T686
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 (12-90)</p> <p>10-16 OR DECEASED-->GO TO T797 17-90-->GO TO T785</p>	<p style="text-align: center;">AGE (12-90)</p> <p>10-16 OR DECEASED-->GO TO T797 17-90-->GO TO T785</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 -->GO TO T685b</div>	<div style="border: 1px solid black; padding: 2px;">2. BLACK/AFRICAN AMERICAN -->GO TO T685b</div>
<div style="border: 1px solid black; padding: 2px;">3. HISPANIC/LATINO --> GO TO T685c</div>	<div style="border: 1px solid black; padding: 2px;">3. HISPANIC/LATINO --> GO TO T685c</div>
<div style="border: 1px solid black; padding: 2px;">4. AMERICAN INDIAN --> GO TO T685d</div>	<div style="border: 1px solid black; padding: 2px;">4. AMERICAN INDIAN --> GO TO T685d</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>
GO TO T686 FOR PERSON #5	GO TO T686 FOR PERSON #6
<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>
GO TO T686 FOR PERSON #5	GO TO T686 FOR PERSON #6
<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>
GO TO T686 FOR PERSON #5	GO TO T686 FOR PERSON #6
<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 T686</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 T686</p>
<p style="text-align: center;">NAME OF TRIBE</p> <p>_____</p>	<p style="text-align: center;">NAME OF TRIBE</p> <p>_____</p>
<p style="text-align: center;">STATE</p> <p>_____</p>	<p style="text-align: center;">STATE</p> <p>_____</p>

GO TO T686
FOR PERSON #5

GO TO T686
FOR PERSON #6

BLANK PAGE

PERSON #1

PERSON #2

T686. What is, or was, (NAME's) primary occupation?

T686a. How many years of full-time work experience (do/did) (NAME) have in this occupation?

T686b. In what industry is this occupation?

T687. In addition to time and personal investments or money, in what other ways (have/has/did) (NAME/you) help(ed) with the start up? For example, (have/has/did) (NAME/you) provide(d) introductions to other people?

T688. (Have/Has/Did) (NAME/you) provide(d) information or advice to help with the start-up?

T689. ((Have/Has/Did) (NAME/you) provide(d)) training in business related tasks or skills (to help with the start-up))?

T690. ((Have/Has/Did) (NAME/you) provide(d)) access to financial assistance, like equity, loans, or loan guarantees (to help with the start-up))?

T691. ((Have/Has/Did) (NAME/you) provide(d)) physical resources, use of land, space, buildings or equipment (to help with the start-up))?

T692. ((Have/Has/Did) (NAME/you) provide(d)) business services, such as legal, accounting, or clerical assistance (to help with the start-up))?

T693. ((Have/Has/Did) (NAME/you) provide(d)) personal services, such as household help or childcare (to help with the start-up))?

T693c. ((Have/Has/Did) (NAME/you) provide(d)) moral or emotional support (to help with the start-up))?

T693f. ((Have/Has/Did) (NAME/you) provide(d)) labor (to help with the start-up))?

T693i. ((Have/Has/Did) (NAME/you) provide(d)) ideas or creativity (to help with the start-up))?

PERSON #1			PERSON #2		
OCCUPATION			OCCUPATION		
ENTER YEARS (1-95)			ENTER YEARS (1-95)		
ENTER INDUSTRY			ENTER INDUSTRY		
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 T694 FOR PERSON #1

GO TO T694 FOR PERSON #2

BLANK PAGE

T694. (Have/Has/Did) (NAME/you) provide(d) any other type of service or assistance to help with the start-up?

T694c. What other type of service or assistance (have/has/did) (NAME/you) provide(d)?

T694d. INTERVIEWER CHECKPOINT

T695. Which of these forms of assistance from (NAME/you) (has been/was) the MOST IMPORTANT for the new business start-up?

(READ LIST OF "YES"'s FROM T687-T694 IF NECESSARY)

T696. Please consider this form of assistance provided by (NAME/you) to the new start-up. [T695 OR THE ONLY "YES" T687-T694] Was this provided free, at a discounted price, at the normal market price, as part of a barter or exchange relationship, or for some other reason?

PERSON #1	PERSON #2
<div style="display: flex; justify-content: space-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="text-align: center;">* .)))))))))- ▼ GO TO T694d</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="text-align: center;">* .)))))))))- ▼ GO TO T694d</p>
OTHER (SPECIFY): _____ _____	OTHER (SPECIFY): _____ _____
<div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">1. NO "YES" RESPONSES T687-T694--> GO TO T682 FOR PERSON #2</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">2. ONLY ONE "YES" T687-T694-->GO TO T696</div> <div style="border: 1px solid black; padding: 2px;">3. MORE THAN ONE "YES" T687-T694--> GO TO T695</div>	<div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">1. NO "YES" RESPONSES T687-T694--> GO TO T682 FOR PERSON #3</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">2. ONLY ONE "YES" T687-T694-->GO TO T696</div> <div style="border: 1px solid black; padding: 2px;">3. MORE THAN ONE "YES" T687-T694--> GO TO T695</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 T694c]	0. OTHER [FROM T694c]
<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px;">1. FREE</div> <div style="border: 1px solid black; padding: 2px;">2. DISCOUNTED</div> </div> <div style="border: 1px solid black; padding: 2px; margin-top: 5px;">3. NORMAL MARKET PRICE</div> <div style="border: 1px solid black; padding: 2px; margin-top: 5px;">4. BARTER OR EXCHANGE</div> <div style="border: 1px solid black; padding: 2px; margin-top: 5px;">0. OTHER (SPECIFY): _____ _____</div>	<div style="display: flex; justify-content: space-between;"> <div style="border: 1px solid black; padding: 2px;">1. FREE</div> <div style="border: 1px solid black; padding: 2px;">2. DISCOUNTED</div> </div> <div style="border: 1px solid black; padding: 2px; margin-top: 5px;">3. NORMAL MARKET PRICE</div> <div style="border: 1px solid black; padding: 2px; margin-top: 5px;">4. BARTER OR EXCHANGE</div> <div style="border: 1px solid black; padding: 2px; margin-top: 5px;">0. OTHER (SPECIFY): _____ _____</div>

GO TO PERSON #2 (T682)

GO TO PERSON #3 (T682)

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 T694d</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 T694d</p>
OTHER (SPECIFY): _____ _____	OTHER (SPECIFY): _____ _____
<div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">1. NO "YES" RESPONSES T687-T694--> GO TO T682 FOR PERSON #4</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">2. ONLY ONE "YES" T687- T694-->GO TO T696</div> <div style="border: 1px solid black; padding: 2px;">3. MORE THAN ONE "YES" T687-T694--> GO TO T695</div>	<div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">1. NO "YES" RESPONSES T687-T694--> GO TO T682 FOR PERSON #5</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">2. ONLY ONE "YES" T687- T694-->GO TO T696</div> <div style="border: 1px solid black; padding: 2px;">3. MORE THAN ONE "YES" T687-T694--> GO TO T695</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 T694c]	0. OTHER [FROM T694c]
<div style="display: flex; justify-content: space-between; margin-bottom: 5px;"> <div style="border: 1px solid black; padding: 2px;">1. FREE</div> <div style="border: 1px solid black; padding: 2px;">2. DISCOUNTED</div> </div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">3. NORMAL MARKET PRICE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">4. BARTER OR EXCHANGE</div> <div style="border: 1px solid black; padding: 2px;">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: 2px; margin-bottom: 5px;">3. NORMAL MARKET PRICE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">4. BARTER OR EXCHANGE</div> <div style="border: 1px solid black; padding: 2px;">0. OTHER (SPECIFY): _____ _____</div>

GO TO PERSON #4 (T682)

GO TO PERSON #5 (T682)

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="text-align: center;">* ∇ .)))))))))- GO TO T694d</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="text-align: center;">* ∇ .)))))))))- GO TO T694d</p>
<p>OTHER (SPECIFY): _____</p> <p>_____</p>	
<div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">1. NO "YES" RESPONSES T687-T694--> GO TO T682 FOR PERSON #6</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">2. ONLY ONE "YES" T687- T694-->GO TO T696</div> <div style="border: 1px solid black; padding: 2px;">3. MORE THAN ONE "YES" T687-T694--> GO TO T695</div>	<div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">1. NO "YES" RESPONSES T687-T694--> GO TO T697</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">2. ONLY ONE "YES" T687- T694-->GO TO T696</div> <div style="border: 1px solid black; padding: 2px;">3. MORE THAN ONE "YES" T687-T694--> GO TO T695</div>
<div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">1. INTRODUCTIONS TO OTHER PEOPLE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">2. INFORMATION OR ADVICE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">3. TRAINING IN BUSINESS RELATED TASKS OR SKILLS</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">4. ACCESS TO FINANCIAL RESOURCES</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">5. PHYSICAL RESOURCES</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">6. BUSINESS SERVICES</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">7. PERSONAL SERVICES</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">8. MORAL OR EMOTIONAL SUPPORT</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">9. LABOR</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">10. CREATIVITY OR IDEAS</div> <div style="border: 1px solid black; padding: 2px;">0. OTHER [FROM T694c]</div>	<div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">1. INTRODUCTIONS TO OTHER PEOPLE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">2. INFORMATION OR ADVICE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">3. TRAINING IN BUSINESS RELATED TASKS OR SKILLS</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">4. ACCESS TO FINANCIAL RESOURCES</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">5. PHYSICAL RESOURCES</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">6. BUSINESS SERVICES</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">7. PERSONAL SERVICES</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">8. MORAL OR EMOTIONAL SUPPORT</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">9. LABOR</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">10. CREATIVITY OR IDEAS</div> <div style="border: 1px solid black; padding: 2px;">0. OTHER [FROM T694c]</div>
<div style="display: flex; justify-content: space-between; margin-bottom: 5px;"> <div style="border: 1px solid black; padding: 2px;">1. FREE</div> <div style="border: 1px solid black; padding: 2px;">2. DISCOUNTED</div> </div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">3. NORMAL MARKET PRICE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">4. BARTER OR EXCHANGE</div> <div style="border: 1px solid black; padding: 2px;">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: 2px; margin-bottom: 5px;">3. NORMAL MARKET PRICE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">4. BARTER OR EXCHANGE</div> <div style="border: 1px solid black; padding: 2px;">0. OTHER (SPECIFY): _____ _____</div>

GO TO PERSON #6 (T682)

GO TO T697

RELATIONSHIPS AMONG START-UP TEAM

T697. 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.

T699. 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	2. RELATIVES/FAMILY MEMBERS	3. BUSINESS ASSOC/ WORK COLLEAGUES
GO TO T699a	GO TO T699b	GO TO T699c
4. FRIENDS/ ACQUAINTANCES	5. STRANGERS BEFORE JOIN. THE TEAM	6. ONE/BOTH NOT A PERSON
GO TO T700 FOR NEXT PAIR OR GO TO T705	GO TO T699d	GO TO T700 FOR NEXT PAIR OR GO TO T705
7. NO LONGER HAS RELATIONSHIP	0. OTHER (SPECIFY): _____	

.)))))))-
GO TO T700 FOR NEXT PAIR OR GO TO T705

T699a. Are you and (NAME) spouses or partners sharing a household?

1. SPOUSES	2. PARTNERS SHARING A HOUSEHOLD	9. DON'T KNOW
GO TO T700 FOR NEXT PAIR OR GO TO T705		

T699b. 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 T700 FOR NEXT PAIR OR GO TO T705		

T699c. Are you and (NAME) business associates or work colleagues from the same company or work organization 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 T705

T699d. 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 T700 FOR NEXT
PAIR OR GO TO T705

T700. 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 person, like a business or financial institution?

R AND PERSON #3	PERSON #2 AND PERSON #3
1. SPOUSES/ PARTNERS	1. SPOUSES/ PARTNERS
GO TO T700a	GO TO T700a
2. RELATIVES/ FAMILY MEMBERS	2. RELATIVES/ FAMILY MEMBERS
GO TO T700b	GO TO T700b
3. BUSINESS ASSOCIATES/ WORK COLLEAGUES	3. BUSINESS ASSOCIATES/ WORK COLLEAGUES
GO TO T700c	GO TO T700c
4. FRIENDS/ ACQUAINTANCES	4. FRIENDS/ ACQUAINTANCES
5. STRANGERS BEFORE JOIN. THE TEAM	5. STRANGERS BEFORE JOIN. THE TEAM
GO TO T700d	GO TO T700d
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 T701 FOR
NEXT PAIR OR GO
TO T705

T700a. Are (NAME) and (you/NAME) spouses, or partners sharing a household?

R + #3	#2 + #3
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
T700 FOR NEXT
PAIR

GO TO T701 FOR
NEXT PAIR OR GO
TO T705

T700b. Are (NAME) and (you/NAME) relatives or family members living in the same, or different, households?

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

GO BACK TO
T700 FOR NEXT
PAIR

GO TO T699 FOR
NEXT PAIR OR GO
TO T705

T700c. Are (NAME) and (you/NAME) business associates or work colleagues from the same company or work organization 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
T700 FOR NEXT
PAIR

GO TO T701 FOR
NEXT PAIR OR GO
TO T705

T700d. 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 T700
FOR NEXT PAIR

GO TO T701 FOR
NEXT PAIR OR GO
TO T705

T701. 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 person, 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
GO TO T701a	GO TO T701a	GO TO T701a
2. RELATIVES/ FAMILY MEMBERS	2. RELATIVES/ FAMILY MEMBERS	2. RELATIVES/ FAMILY MEMBERS
GO TO T701b	GO TO T701b	GO TO T701b
3. BUSINESS ASSOCIATES/ WORK COLLEAGUES	3. BUSINESS ASSOCIATES/ WORK COLLEAGUES	3. BUSINESS ASSOCIATES/ WORK COLLEAGUES
GO TO T701c	GO TO T701c	GO TO T701c
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
GO TO T701d	GO TO T701d	GO TO T701d
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 T702 FOR
NEXT PAIR OR GO
TO T705**

T701a. Are (NAME) and (you/NAME) spouses, or partners sharing a household?

R + #4	#2 + #4	#3 + #4
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 T701 FOR NEXT PAIR
GO BACK TO T701 FOR NEXT PAIR
GO TO T702 FOR NEXT PAIR OR GO TO T705

T701b. Are (NAME) and (you/NAME) relatives or family members living in the same, or different, households?

R + #4	#2 + #4	#3 + #4
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 T701 FOR NEXT PAIR
GO BACK TO T701 FOR NEXT PAIR
GO TO T702 FOR NEXT PAIR OR GO TO T705

T701c. Are (NAME) and (you/NAME) business associates or work colleagues from the same company or work organization or are (you/they) from different work settings?

R + #4	#2 + #4	#3 + #4
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 T701 FOR NEXT PAIR
GO BACK TO T701 FOR NEXT PAIR
GO TO T701 FOR NEXT PAIR OR GO TO T705

T701d. 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 T701
FOR NEXT PAIR

GO BACK TO T701
FOR NEXT PAIR

GO TO T702 FOR NEXT
PAIR OR GO TO T705

T702. 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 person, like a business or financial institution?

R AND PERSON #5	PERSON #2 AND PERSON #5
1. SPOUSES/ PARTNERS	1. SPOUSES/ PARTNERS
GO TO T702a	GO TO T702a
2. RELATIVES/ FAMILY MEMBERS	2. RELATIVES/ FAMILY MEMBERS
GO TO T702b,	GO TO T702b
3. BUSINESS ASSOCIATES/ WORK COLLEAGUES	3. BUSINESS ASSOCIATES/ WORK COLLEAGUES
GO TO T702c	GO TO T702c
4. FRIENDS/ ACQUAINTANCES	4. FRIENDS/ ACQUAINTANCES
5. STRANGERS BEFORE JOIN. THE TEAM	5. STRANGERS BEFORE JOIN. THE TEAM
GO TO T702d	GO TO T702d
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 NEXT PAIR

T702. 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 person, like a business or financial institution?

PERSON #3 AND PERSON #5	PERSON #4 AND PERSON #5
1. SPOUSES/ PARTNERS	1. SPOUSES/ PARTNERS
GO TO T702a	GO TO T702a
2. RELATIVES/ FAMILY MEMBERS	2. RELATIVES/ FAMILY MEMBERS
GO TO T702b	GO TO T702b
3. BUSINESS ASSOCIATES/ WORK COLLEAGUES	3. BUSINESS ASSOCIATES/ WORK COLLEAGUES
GO TO T702c	GO TO T702c
4. FRIENDS/ ACQUAINTANCES	4. FRIENDS/ ACQUAINTANCES
5. STRANGERS BEFORE JOIN. THE TEAM	5. STRANGERS BEFORE JOIN. THE TEAM
GO TO T702d	GO TO T702d
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 T703 FOR
NEXT PAIR OR GO
TO T705**

T702a. 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 T702 FOR NEXT PAIR	GO BACK TO T702 FOR NEXT PAIR	GO BACK TO T702 FOR NEXT PAIR	GO TO T703 FOR NEXT PAIR OR GO TO T705

T702b. 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 T702 FOR NEXT PAIR	GO BACK TO T702 FOR NEXT PAIR	GO BACK TO T702 FOR NEXT PAIR	GO TO T703 FOR NEXT PAIR OR GO TO T705

T702c. Are (NAME) and (you/NAME) business associates or work colleagues from the same company or work organization 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 T702 FOR NEXT PAIR	GO BACK TO T702 FOR NEXT PAIR	GO BACK TO T702 FOR NEXT PAIR	GO TO T703 FOR NEXT PAIR OR GO TO T705

T702d. 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

**GO BACK TO T702
FOR NEXT PAIR**

**GO BACK TO T702
FOR NEXT PAIR**

T702d. 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 T702
FOR NEXT PAIR

GO TO T703 FOR NEXT
PAIR OR GO TO T705

T703. 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 person, 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
GO TO T703a	GO TO T703a	GO TO T703a
2. RELATIVES/ FAMILY MEMBERS	2. RELATIVES/ FAMILY MEMBERS	2. RELATIVES/ FAMILY MEMBERS
GO TO T703b,	GO TO T703b	GO TO T703b
3. BUSINESS ASSOCIATES/ WORK COLLEAGUES	3. BUSINESS ASSOCIATES/ WORK COLLEAGUES	3. BUSINESS ASSOCIATES/ WORK COLLEAGUES
GO TO T703c	GO TO T703c	GO TO T703c
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
GO TO T703d	GO TO T703d	GO TO T703d
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): <hr/>	0. OTHER (SPECIFY): <hr/>	0. OTHER (SPECIFY): <hr/>

GO TO NEXT PAIR

GO TO NEXT PAIR

GO TO NEXT PAIR

T703. 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 person, like a business or financial institution?

PERSON #4 AND PERSON #6	PERSON #5 AND PERSON #6
1. SPOUSES/ PARTNERS	1. SPOUSES/ PARTNERS
GO TO T703a	GO TO T703a
2. RELATIVES/ FAMILY MEMBERS	2. RELATIVES/ FAMILY MEMBERS
GO TO T703b,	GO TO T703b
3. BUSINESS ASSOCIATES/ WORK COLLEAGUES	3. BUSINESS ASSOCIATES/ WORK COLLEAGUES
GO TO T703c	GO TO T703c
4. FRIENDS/ ACQUAINTANCES	4. FRIENDS/ ACQUAINTANCES
5. STRANGERS BEFORE JOINING THE TEAM	5. STRANGERS BEFORE JOINING THE TEAM
GO TO T703d	GO TO T703d
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 T704 FOR NEXT
PAIR OR GO TO T705**

T703a. Are (NAME) and (you/NAME) spouses, or partners sharing a household?

R + #6	#2 + #6	#3 + #6
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
T703 FOR NEXT
PAIR

GO BACK TO
T703 FOR NEXT
PAIR

GO BACK TO
T703 FOR NEXT
PAIR

#4 + #6	#5 + #6
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
T703 FOR NEXT
PAIR

GO TO T704 FOR
NEXT PAIR OR GO
TO T705

T703b. 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
T703 FOR NEXT
PAIR

GO BACK TO
T703 FOR NEXT
PAIR

GO BACK TO
T703 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
T703 FOR NEXT
PAIR

GO TO T704 FOR
NEXT PAIR OR GO
TO T705

T703c. Are (NAME) and (you/NAME) business associates or work colleagues from the same company or work organization 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
T703 FOR NEXT
PAIR

GO BACK TO
T703 FOR NEXT
PAIR

GO BACK TO
T703 FOR NEXT
PAIR

GO BACK TO
T703 FOR NEXT
PAIR

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

GO TO T704 FOR
NEXT PAIR OR GO
TO T705

T703d. 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 T703
FOR NEXT PAIR

GO BACK TO T703
FOR NEXT PAIR

GO BACK TO T703
FOR NEXT PAIR

T703d. 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 T703
FOR NEXT PAIR

GO TO T704 FOR NEXT
PAIR OR GO TO T705

T704. 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 person, like a business or financial institution?

R AND PERSON #7	PERSON #2 AND PERSON #7	PERSON #3 AND PERSON #7
1. SPOUSES/ PARTNERS	1. SPOUSES/ PARTNERS	1. SPOUSES/ PARTNERS
GO TO T704a	GO TO T704a	GO TO T704a
2. RELATIVES/ FAMILY MEMBERS	2. RELATIVES/ FAMILY MEMBERS	2. RELATIVES/ FAMILY MEMBERS
GO TO T704b,	GO TO T704b	GO TO T704b
3. BUSINESS ASSOCIATES/ WORK COLLEAGUES	3. BUSINESS ASSOCIATES/ WORK COLLEAGUES	3. BUSINESS ASSOCIATES/ WORK COLLEAGUES
GO TO T704c	GO TO T704c	GO TO T704c
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
GO TO T704d	GO TO T704d	GO TO T704d
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

T704. 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 person, 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
GO TO T704a	GO TO T704a	GO TO T704a
2. RELATIVES/ FAMILY MEMBERS	2. RELATIVES/ FAMILY MEMBERS	2. RELATIVES/ FAMILY MEMBERS
GO TO T704b,	GO TO T704b	GO TO T704b
3. BUSINESS ASSOCIATES/ WORK COLLEAGUES	3. BUSINESS ASSOCIATES/ WORK COLLEAGUES	3. BUSINESS ASSOCIATES/ WORK COLLEAGUES
GO TO T704c	GO TO T704c	GO TO T704c
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
GO TO T704d	GO TO T704d	GO TO T704d
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 T705

T704a. Are (NAME) and (you/NAME) spouses, or partners sharing a household?

R + #7	#2 + #7	#3 + #7	#4 + #7
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
T704 FOR NEXT
PAIR

GO BACK TO
T704 FOR NEXT
PAIR

GO BACK TO
T704 FOR NEXT
PAIR

GO BACK TO
T704 FOR NEXT
PAIR

#5 + #7	#6 + #7
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
T704 FOR NEXT
PAIR

GO TO T705

T704b. Are (NAME) and (you/NAME) relatives or family members living in the same, or different, households?

R + #7	#2 + #7	#3 + #7	#4 + #7
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
T704 FOR NEXT
PAIR**

**GO BACK TO
T704 FOR NEXT
PAIR**

**GO BACK TO
T704 FOR NEXT
PAIR**

**GO BACK TO
T704 FOR NEXT
PAIR**

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

**GO BACK TO
T704 FOR NEXT
PAIR**

GO TO T705

T704c. Are (NAME) and (you/NAME) business associates or work colleagues from the same company or work organization or are (you/they) from different work settings?

R + #7	#2 + #7	#3 + #7	#4 + #7
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
T704 FOR NEXT
PAIR**

**GO BACK TO
T704 FOR NEXT
PAIR**

**GO BACK TO
T704 FOR NEXT
PAIR**

**GO BACK TO
T704 FOR NEXT
PAIR**

#5 + #7	#6 + #7
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
T704 FOR NEXT
PAIR**

GO TO T705

T704d. 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 T704
FOR NEXT PAIR

GO BACK TO T704
FOR NEXT PAIR

GO BACK TO T704
FOR NEXT PAIR

T704d. 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 T704
FOR NEXT PAIR

GO BACK TO T704
FOR NEXT PAIR

GO TO T705

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HELPERS AND ASSISTANCE

T705. DATA CHECKPOINT

1. IF X712_1 IS ANSWERED --> GO TO T706

2. ELSE --> GO TO T710

T706. During our previous interview you indicated that besides individuals who were on the start-up team, (NAMES FROM X712) had been helpful in getting the business started.

GO TO T707

HELPFUL PERSON #1

HELPFUL PERSON #2

<p>T707. INTERVIEWER CHECKPOINT</p>	<p>1. IF HELP (X727) ANSWERED->GO TO T708</p> <p>2. ELSE->GO TO T709</p>	<p>1. IF HELP (X727) ANSWERED->GO TO T708</p> <p>2. ELSE->GO TO T709</p>
<p>T708. During our previous interview, you indicated that the most important assistance (NAME FROM X712) had provided was (ANSWER IN X727). How valuable would you say this help (has been in getting the business started in the past 12 months/was in start-up activities in the past 12 months/was in start-up activities in the 12 months prior to discontinuing the start-up)? Would you say it has been extremely important, very important, not too important, or not at all important?</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>T709. Are you and (NAME FROM X712) 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 (NAME FROM X712) not a person -- like a business or financial institution, or do you no longer have a relationship with (NAME FROM X712)?</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 T706
FOR PERSON #2 OR
GO TO T710

GO BACK TO T706
FOR PERSON #3 OR
GO TO T710

HELPFUL PERSON #3

HELPFUL PERSON #4

HELPFUL PERSON #5

1. IF HELP (X727) ANSWERED->GO TO T708	1. IF HELP (X727) ANSWERED->GO TO T708	1. IF HELP (X727) ANSWERED->GO TO T708
2. ELSE->GO TO T709	2. ELSE->GO TO T709	2. ELSE->GO TO T709
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 T706
FOR PERSON #4 OR
GO TO T710

GO BACK TO T706
FOR PERSON #5 OR
GO TO T710

GO TO T710

T710. (Are/Were) there other people, not on the start-up team and not already mentioned, who (have been/were) particularly helpful to you in (getting the business started/your start-up endeavors) since our previous interview?

1. YES

*

∇

2. NO

GO TO T731y

9. DON'T KNOW

GO TO T731y

T711. How many people (are/were) there (not on the start-up team and not already mentioned) who (have been/were) particularly helpful to you in (getting the business started/your start-up endeavors) since our previous interview?

NUMBER (1-50): _____

*

∇

98. DON'T KNOW

GO TO T731y

T712. (IF MORE THAN 2 READ: Can you select the two that (have been/were) among the most important?) Please give me the (first/second) person's first name so we can keep track...

FIRST NAME

NEW HELPFUL PERSON #1

NEW HELPFUL PERSON #2

NEW HELPFUL PERSON #1

NEW HELPFUL PERSON #2

T714. Is (NAME) male or female?

T715. How old is (NAME)?

T716. Would you say (NAME) (is/was) White, Black or African American, Hispanic, American Indian, Southeast Asian, Other Asian or Pacific Islander, or something else?

T716b. (Is/Was) (NAME) an American Black or African-American, African Black, Caribbean Black, or something else?

T716c. What country did (NAME) or (NAME)'s family come from--Mexico, Puerto Rico, Cuba, Central America, or some other country?

<table border="1"> <tr> <td data-bbox="568 235 747 336">1. MALE</td> <td data-bbox="747 235 1047 336">2. FEMALE</td> </tr> </table>	1. MALE	2. FEMALE	<table border="1"> <tr> <td data-bbox="1047 235 1226 336">1. MALE</td> <td data-bbox="1226 235 1534 336">2. FEMALE</td> </tr> </table>	1. MALE	2. FEMALE																				
1. MALE	2. FEMALE																								
1. MALE	2. FEMALE																								
<p style="text-align: center;">AGE (10-90)</p> <p style="text-align: center;">10-16 --> GO TO T731 18-90 OR DECEASED --> GO TO T716</p>	<p style="text-align: center;">AGE (10-90)</p> <p style="text-align: center;">10-17 --> GO TO T731 18-90 OR DECEASED --> GO TO T716</p>																								
<table border="1"> <tr><td>1. WHITE/CAUCASIAN</td></tr> <tr><td>2. BLACK/AFRICAN AMERICAN --> GO TO T716b</td></tr> <tr><td>3. HISPANIC/LATINO --> GO TO T716c</td></tr> <tr><td>4. AMERICAN INDIAN --> GO TO T716d</td></tr> <tr><td>5. SOUTHEAST ASIAN</td></tr> <tr><td>6. OTHER ASIAN/PACIFIC ISLANDER</td></tr> <tr><td>0. OTHER (SPECIFY): _____</td></tr> <tr><td style="text-align: center;">GO TO T716x FOR PERSON #1</td></tr> </table>	1. WHITE/CAUCASIAN	2. BLACK/AFRICAN AMERICAN --> GO TO T716b	3. HISPANIC/LATINO --> GO TO T716c	4. AMERICAN INDIAN --> GO TO T716d	5. SOUTHEAST ASIAN	6. OTHER ASIAN/PACIFIC ISLANDER	0. OTHER (SPECIFY): _____	GO TO T716x FOR PERSON #1	<table border="1"> <tr><td>1. WHITE/CAUCASIAN</td></tr> <tr><td>2. BLACK/AFRICAN AMERICAN --> GO TO T716b</td></tr> <tr><td>3. HISPANIC/LATINO --> GO TO T716c</td></tr> <tr><td>4. AMERICAN INDIAN --> GO TO T716d</td></tr> <tr><td>5. SOUTHEAST ASIAN</td></tr> <tr><td>6. OTHER ASIAN/PACIFIC ISLANDER</td></tr> <tr><td>0. OTHER (SPECIFY): _____</td></tr> <tr><td style="text-align: center;">GO TO T716x FOR PERSON #2</td></tr> </table>	1. WHITE/CAUCASIAN	2. BLACK/AFRICAN AMERICAN --> GO TO T716b	3. HISPANIC/LATINO --> GO TO T716c	4. AMERICAN INDIAN --> GO TO T716d	5. SOUTHEAST ASIAN	6. OTHER ASIAN/PACIFIC ISLANDER	0. OTHER (SPECIFY): _____	GO TO T716x FOR PERSON #2								
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0. OTHER (SPECIFY): _____																									
GO TO T716x FOR PERSON #2																									
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1. MEXICO	2. PUERTO RICO																								
3. CUBA	4. CENTRAL AM.																								
5. SPAIN	6. SOUTH AM.																								
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7. USA																									
0. OTHER COUNTRY (SPECIFY): _____																									
GO TO T716x FOR PERSON #2																									

NEW HELPFUL PERSON #1

NEW HELPFUL PERSON #2

T716d. Is (NAME) currently on the official voting rolls or list of a federally recognized Indian tribe?

1. YES	2. NO	9. DK	1. YES	2. NO	9. DK
*	.)))))))))-	*	*	.)))))))))-	*
∇	GO TO T716x	∇	∇	GO TO T716x	∇

T716e. What is the name of the tribe? (VERIFY SPELL)

NAME OF TRIBE	NAME OF TRIBE
_____	_____

T716f. In what state is this tribe located? (SPELL OUT, DO NOT ABBREVIATE)

STATE	STATE
_____	_____

T716x. INTERVIEWER CHECKPOINT:

<p>1. PERSON #1 IS DECEASED (T715) --> GO TO T719</p> <p>2. PERSON #1 IS ALIVE--> GO TO T717</p>	<p>1. PERSON #2 IS DECEASED (T715) --> GO TO T719</p> <p>2. PERSON #2 IS ALIVE--> GO TO T717</p>
--	--

T717. How long have you known (NAME)?

# YEARS (0-80)	# YEARS (0-80)
_____	_____
ZERO FOR LESS THAN ONE	ZERO FOR LESS THAN ONE

T718. How many times have you and (NAME) talked about business matters in the last month?

# TIMES (0-90)	# TIMES (0-90)
_____	_____

GO TO T719 FOR PERSON #1

GO TO T719 FOR PERSON #2

NEW HELPFUL PERSON #1

NEW HELPFUL PERSON #2

T719. How (has/did) (NAME) helped with the start-up? For example, (has/did) (NAME) provide(d) introductions to other people?

1. YES	2. NO	9. DK
--------	-------	-------

1. YES	2. NO	9. DK
--------	-------	-------

T720. (Has/Did) (NAME) provide(d) information or advice to help with the start-up?

1. YES	2. NO	9. DK
--------	-------	-------

1. YES	2. NO	9. DK
--------	-------	-------

T721. ((Has/Did) (NAME) provide(d) 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
--------	-------	-------

T722. ((Has/Did) (NAME) provide(d) 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
--------	-------	-------

T723. ((Has/Did) (NAME) provide(d) 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
--------	-------	-------

T724. ((Has/Did) (NAME) provide(d) 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
--------	-------	-------

T725. ((Has/Did) (NAME) provide(d) 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
--------	-------	-------

T725c. ((Has/Did) (NAME) provide(d) moral or emotional support (to help with the start-up))?

1. YES	2. NO	9. DK
--------	-------	-------

1. YES	2. NO	9. DK
--------	-------	-------

T725f. ((Has/Did) (NAME) provide(d) labor (to help with the start-up))?

1. YES	2. NO	9. DK
--------	-------	-------

1. YES	2. NO	9. DK
--------	-------	-------

T725i. ((Has/Did) (NAME) provide(d) ideas or creativity (to help with the start-up))?

1. YES	2. NO	9. DK
--------	-------	-------

1. YES	2. NO	9. DK
--------	-------	-------

GO TO T726 FOR PERSON #1

GO TO T726 FOR PERSON #2

NEW HELPFUL PERSON #1

NEW HELPFUL PERSON #2

T726. (Has/Did) (NAME) provide(d) any other type of service or assistance to help with the start-up?

1. YES * ▼	2. NO .)))))))))- GO TO T726d	9. DK	1. YES * ▼	2. NO .)))))))))- GO TO T726d	9. DK
------------------	-------------------------------------	-------	------------------	-------------------------------------	-------

T726c. What other type of service or assistance (has/did) (NAME) provide(d)?

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

T726d. INTERVIEWER CHECKPOINT

<p>1. <input type="checkbox"/> NO "YES" RESPONSES T719-T726--> GO TO T729 FOR PERSON #1</p> <p>2. <input type="checkbox"/> ONLY ONE "YES" T719-T726-->GO TO T728</p> <p>3. <input type="checkbox"/> MORE THAN ONE "YES" T719-T726--> GO TO T727</p>	<p>1. <input type="checkbox"/> NO "YES" RESPONSES T719-T726--> GO TO T729 FOR PERSON #2</p> <p>2. <input type="checkbox"/> ONLY ONE "YES" T719-T726-->GO TO T728</p> <p>3. <input type="checkbox"/> MORE THAN ONE "YES" T719-T726--> GO TO T727</p>
--	--

T727. Which of these forms of assistance from (NAME) (has been/was) the most important for the new business start-up? (READ LIST OF "YES"'s FROM T719-T726 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 T726c]	0. OTHER [FROM T726c]

T728. Please consider this form of assistance provided by (NAME) to the new start-up. [T727 OR THE ONLY "YES" T719-T726] 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 T729 FOR PERSON #1

GO TO T729 FOR PERSON #2

NEW HELPFUL PERSON #1

NEW HELPFUL PERSON #2

T729. What (is/was) (NAME)'s occupation?

<hr style="border: 0; border-top: 1px solid black; margin-bottom: 5px;"/> OCCUPATION	<hr style="border: 0; border-top: 1px solid black; margin-bottom: 5px;"/> OCCUPATION
--	--

T729a. How many years of full-time work experience (does/did) (NAME) have in this occupation?

<hr style="border: 0; border-top: 1px solid black; margin-bottom: 5px;"/> # YEARS (1-95)	<hr style="border: 0; border-top: 1px solid black; margin-bottom: 5px;"/> # YEARS (1-95)
--	--

T729b. In what industry is this occupation?

<hr style="border: 0; border-top: 1px solid black; margin-bottom: 5px;"/> INDUSTRY	<hr style="border: 0; border-top: 1px solid black; margin-bottom: 5px;"/> INDUSTRY
--	--

T729c. In what industry (does/did) (NAME) have the most work experience?

<hr style="border: 0; border-top: 1px solid black; margin-bottom: 5px;"/> INDUSTRY	<hr style="border: 0; border-top: 1px solid black; margin-bottom: 5px;"/> INDUSTRY
--	--

T729d. How many years of work experience (has/did) (NAME) (had/have) in this industry?

<hr style="border: 0; border-top: 1px solid black; margin-bottom: 5px;"/> # YEARS (1-95)	<hr style="border: 0; border-top: 1px solid black; margin-bottom: 5px;"/> # YEARS (1-95)
--	--

T730. (Has/did) (NAME), alone or with others, ever (started/start) a business?

<div style="display: flex; justify-content: space-around; align-items: center;"> <div style="border: 1px solid black; padding: 2px 10px;">1. YES</div> <div style="border: 1px solid black; padding: 2px 10px;">2. NO</div> <div style="border: 1px solid black; padding: 2px 10px;">9. DK</div> </div> <div style="text-align: center; margin-top: 5px;"> ----- GO TO T731 </div>	<div style="display: flex; justify-content: space-around; align-items: center;"> <div style="border: 1px solid black; padding: 2px 10px;">1. YES</div> <div style="border: 1px solid black; padding: 2px 10px;">2. NO</div> <div style="border: 1px solid black; padding: 2px 10px;">9. DK</div> </div> <div style="text-align: center; margin-top: 5px;"> ----- GO TO T731 </div>
---	---

T730a. Not considering the current start-up activity, would you currently consider (NAME) a small business owner or self-employed?

<div style="display: flex; justify-content: space-around; align-items: center;"> <div style="border: 1px solid black; padding: 2px 10px;">1. YES</div> <div style="border: 1px solid black; padding: 2px 10px;">5. NO</div> <div style="border: 1px solid black; padding: 2px 10px;">9. DK</div> </div>	<div style="display: flex; justify-content: space-around; align-items: center;"> <div style="border: 1px solid black; padding: 2px 10px;">1. YES</div> <div style="border: 1px solid black; padding: 2px 10px;">5. NO</div> <div style="border: 1px solid black; padding: 2px 10px;">9. DK</div> </div>
---	---

T730b. How many other businesses (has/had) (NAME) helped to start as an owner or part owner?

<hr style="border: 0; border-top: 1px solid black; margin-bottom: 5px;"/> # BUSINESSES	<hr style="border: 0; border-top: 1px solid black; margin-bottom: 5px;"/> # BUSINESSES
--	--

T731. 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: 5px; margin-bottom: 5px;">1. SPOUSE/PARTNER</div> <div style="text-align: center; margin-bottom: 5px;">GO TO T731a</div> <div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;">2. RELATIVE/FAMILY MEMBER</div> <div style="text-align: center; margin-bottom: 5px;">GO TO T731b</div> <div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;">3. BUSINESS ASSOCIATE/ WORK COLLEAGUE</div> <div style="text-align: center; margin-bottom: 5px;">GO TO T731c</div> <div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;">4. FRIEND/ACQUAINTANCE</div> <div style="text-align: center; margin-bottom: 5px;">GO TO T731d</div> <div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;">5. TEACHER/COUNSELOR</div> <div style="text-align: center; margin-bottom: 5px;">GO TO T731e</div> <div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;">0. OTHER (SPECIFY): _____</div>	<div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;">1. SPOUSE/PARTNER</div> <div style="text-align: center; margin-bottom: 5px;">GO TO T731a</div> <div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;">2. RELATIVE/FAMILY MEMBER</div> <div style="text-align: center; margin-bottom: 5px;">GO TO T731b</div> <div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;">3. BUSINESS ASSOCIATE/ WORK COLLEAGUE</div> <div style="text-align: center; margin-bottom: 5px;">GO TO T731c</div> <div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;">4. FRIEND/ACQUAINTANCE</div> <div style="text-align: center; margin-bottom: 5px;">GO TO T731d</div> <div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;">5. TEACHER/COUNSELOR</div> <div style="text-align: center; margin-bottom: 5px;">GO TO T731e</div> <div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;">0. OTHER (SPECIFY): _____</div>
--	--

GO TO NEXT PERSON OR
GO TO T731y

GO TO T731y

T731a. (Are/Were) you and (NAME) spouses or partners sharing a household?

NEW HELPFUL PERSON #1	NEW HELPFUL PERSON #2
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 T714
FOR PERSON #2
OR GO TO T731y**

GO TO T731y

T731b. (Are/Were) you and (NAME) relatives or family members living in the same, or different, households?

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

**GO BACK TO T714
FOR PERSON #2
OR GO TO T731y**

GO TO T731y

T731c. (Are/were) you and (NAME) business associates or work colleagues from the same company or work organization or (are/were) you from different work settings?

NEW HELPFUL PERSON #1	NEW HELPFUL PERSON #2
1. SAME COMPANY OR WORK ORGANIZATION	1. SAME COMPANY OR WORK ORGANIZATION
2. DIFFERENT WORK SETTINGS	2. DIFFERENT WORK SETTINGS
9. DON'T KNOW	9. DON'T KNOW

**GO BACK TO T714
FOR PERSON #2
OR GO TO T731y**

GO TO T731y

T731d. How did you and (NAME) first meet? Did you meet through a common friend, or did you meet some other way?

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

GO BACK TO T714
FOR PERSON #2
OR GO TO T731y

GO TO T731y

T731e. (Is/was) (NAME) a teacher or counselor?

NEW HELPFUL PERSON #1	NEW HELPFUL PERSON #2
1. TEACHER	1. TEACHER
2. COUNSELOR	2. COUNSELOR
9. DON'T KNOW	9. DON'T KNOW

GO BACK TO T714
FOR PERSON #2
OR GO TO T731y

GO TO T731y

T731y. DATA CHECKPOINT:

1. IF **QUIT** (T512=5, 6, 7, OR 8) --> **GO TO T790**

2. ELSE --> **GO TO T731z**

T731z. DATA CHECKPOINT:

1. IF **YEAR FIRST PERSON HIRED** ANSWERED (X614 OR T614 ANSWERED)
--> **GO TO T733**

2. IF **YEAR FIRST PERSON HIRED** NOT ANSWERED (X614 AND T614 NOT
ANSWERED) --> **GO TO T751**

START-UP EMPLOYEES

T733. 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 T734	NUMBER (1-10,000): _____ *	99999. DON'T KNOW GO TO T734
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∇

T733a. How many of these are women?

0. ZERO	NUMBER (1-10,000): _____	99999. DON'T KNOW
---------	--------------------------	-------------------

T734. 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 T735	NUMBER (1-10,000): _____ *	99999. DON'T KNOW GO TO T735
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∇

T734a. How many of these are women?

0. ZERO	NUMBER (1-10,000): _____	99999. DON'T KNOW
---------	--------------------------	-------------------

T735. How many other employees, not in management positions, now work full-time for the firm?
(FULL-TIME IS 35 OR MORE HOURS PER WEEK)

0. ZERO GO TO T736	NUMBER (1-10,000): _____ *	99999. DON'T KNOW GO TO T736
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∇

T735a. How many of these are women?

0. ZERO	NUMBER (1-10,000): _____	99999. DON'T KNOW
---------	--------------------------	-------------------

T736. How many other employees, not in management positions, now work part-time for the firm?
(PART-TIME IS LESS THAN 35 HOURS PER WEEK)

0. ZERO GO TO T737	NUMBER (1-10,000): _____ *	99998. DON'T KNOW GO TO T737
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∇

T736a. How many of these are women?

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

T737. 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): _____	99999. DON'T KNOW
---------	--------------------------	-------------------

T738. 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): _____	99999. DON'T KNOW
---------	--------------------------	-------------------

T739. 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): _____	99999. DON'T KNOW
---------	--------------------------	-------------------

T740. 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): _____	99999. DON'T KNOW
---------	--------------------------	-------------------

START-UP REVENUE AND COMPETITION

- T742. 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 DOLLAR AMOUNT
(0-100,000,000):\$_____

999999999. DON'T KNOW

- T742a. What month starts the beginning of the (current financial year/first full year of operation)?

MONTH/SEASON: _____

98. DON'T KNOW

- T742b. And starting in what year?

YEAR (4 digits): _____

9998. DON'T KNOW

- T743. Some businesses have a lot of customers, each making small purchases. Others have a few customers, each making a few large purchases. In (the 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

- T744. 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 twenty miles?

ENTER ACTUAL PERCENT (0-100):_____

998. DON'T KNOW

- T744a. For the (current/first) year of sales

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

ENTER ACTUAL PERCENT (0-100):_____

998. DON'T KNOW

T744b. (For the (current/first) year of sales)

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

ENTER ACTUAL PERCENT (0-100): _____

998. DON'T KNOW

T744c. (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

T746. 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 DOLLAR AMOUNT
(0-100,000,000):\$ _____

999999999. DON'T KNOW

T747. 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 DOLLAR AMOUNT
(0-100,000,000):\$ _____

999999999. DON'T KNOW

T748. (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
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T749. 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
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T750. 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): _____	888. NO COMPETITION (VOL)	998. DON'T KNOW
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T751. Compared to the competitors, what is the major advantage of this new firm?

T752. **IF T512 = 1 OR 2, ASK:**
For how many more months will this firm have a competitive advantage?

ELSE ASK:
How many months do you have to put this business in place before any competitive advantage may be lost?

ENTER NUMBER (0-240): _____	888. NO COMPETITION (VOL)	998. DON'T KNOW
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T753. Please indicate how important each of the following is 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

T753a. 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

T753b. ... serving those missed by others?

(Would you say that SERVING THOSE MISSED BY OTHERS 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

T753c. ... a superior location and customer convenience?

(Would you say that A SUPERIOR LOCATION AND CUSTOMER CONVENIENCE 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

T753d. ... 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

T753e. ... 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

T753f. ... 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

T753g. ... 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

T753y. DATA CHECKPOINT:

1.	IF HOW MANY PROGRAMS CONTACTED (X757=0 OR NOT ANSWERED) IS MISSING --> GO TO T755
2.	ELSE --> GO TO T758

START-UP ASSISTANCE PROGRAMS

T755. 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 T768

8. DON'T KNOW

GO TO T768

T756. 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 T757

T756a. 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

T757. How many programs have you contacted?

ENTER NUMBER OF PROGRAMS (1-60): _____

GO TO T759

998. DON'T KNOW

GO TO T768

T758. At our previous interview, you reported (X757) contacts with helping programs and your most recent contact was with (X760/a program of which you couldn't remember the name).

Since (LAST IW DATE), how many additional contacts have you made with helping programs?

0. ZERO

GO TO T770

ENTER NUMBER OF PROGRAMS (1-60): _____

GO TO T759

998. DON'T KNOW

GO TO T770

T759. 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 GO TO T759a	2. EDUCATIONAL INSTITUTION GO TO T759b	3. BUSINESS ASSOCIATION OR VOLUNTARY GROUP GO TO T759c
4. FOR-PROFIT ORGANIZATION GO TO T759d	0. OTHER (SPECIFY): _____ GO TO T760	8. DON'T KNOW GO TO T760

T759a. Was this program sponsored by a federal, state, or local government?

1. FEDERAL	2. STATE	3. LOCAL	0. OTHER	8. DON'T KNOW
GO TO T760				

T759b. 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	8. DON'T KNOW	
GO TO T760			

T759c. 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	8. DON'T KNOW	
GO TO T760		

T759d. Did the for-profit organization that sponsored this help provide it for free, for a small or token cost, or did it expect a full payment for the program?

1. FREE	2. SMALL/TOKEN COST	3. EXPECT. FULL PAY.	0. OTHER	8. DON'T KNOW
---------	---------------------	----------------------	----------	---------------

T760. What is the name of this most recent helping program you contacted (ANSWER FROM T759)?

ENTER NAME: _____

T761. In what city and state is this most recent helping program located (NAME OF PROGRAM FROM T760)?

ENTER CITY: _____

T761a. (In what city and state is this most recent helping program located (NAME OF PROGRAM FROM T760)?)

ENTER STATE: _____

T762. How many hours did you spend with (ANSWER FROM T760)?

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

ENTER NUMBER OF HOURS: _____ 99999. DON'T KNOW

T762a. What, would you say, is the reason you spent (# OF HOURS FROM T762) hours with (NAME OF PROGRAM FROM T760)?

T763. Briefly, what did (NAME OF PROGRAM FROM T760) do for you?

T764. Assuming a fair market price for this help, how much (did/would) this service (have) cost?

ENTER DOLLAR AMOUNT
(0-10,000):\$ _____

9998. DON'T KNOW

T765. Would you recommend that those starting businesses seek this kind of help?

[ANSWER TO T759]

1. YES

*

∇

2. NO

GO TO T767

6. DEPENDS (VOL)

GO TO T767

8. DON'T KNOW

GO TO T767

T766. Do you think that those starting a new business would find this kind of help somewhat valuable, very valuable, or extremely valuable?

1. SOMEWHAT
VALUABLE

2. VERY
VALUABLE

3. EXTREMELY
VALUABLE

9. DON'T
KNOW

GO TO T770

T767. Do you think those starting a new business would find this a waste of time, slightly misleading, or dangerously misleading (SEE T760)?

1. WASTE OF TIME

2. SLIGHTLY
MISLEADING

3. DANGEROUSLY
MISLEADING

8. DON'T KNOW

GO TO T770

T768. 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

GO TO T770

9. DON'T KNOW

GO TO T770

T769. 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

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START-UP INVESTMENTS, DEBTS, AND NET WORTH

T770. 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 DOLLAR AMOUNT
(0-100,000,000):\$ _____

999999999. DON'T KNOW

T770a. 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 DOLLAR AMOUNT
(0-100,000,000):\$ _____

999999999. DON'T KNOW

T771. Now, let's focus on YOUR PERSONAL contributions. How much money have you put into the business, expecting to share ownership and profits?

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

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

999999999. DON'T KNOW

T771a. How much money have you loaned the business -- money you expect to get back, with or without interest?

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

999999999. DON'T KNOW

T771aa. DATA CHECKPOINT:

1. IF T771 AND T771a EQUAL 0 --> GO TO T771g

2. ELSE --> GO TO T771b

T771b. This is a total of (T771 + T771a) YOU have provided for the new business. Can you describe the source of these funds? For example, how much came from PERSONAL SAVINGS?

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

T771c. And how much came by BORROWING against household assets-like a second mortgage or refinancing a car?

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

T771d. And how much came from PERSONAL CREDIT CARD BORROWING?

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

T771e. And how much came from BORROWING FROM A PERSONAL FINANCE FIRM?

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

T771f. And how much came from ANY OTHER PERSONAL SOURCE?

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

T771g. DATA CHECKPOINT:

1.	IF MORE THAN 1 OWNER (X653, T653, OR T658=2 OR 3) --> GO TO T772
2.	ELSE --> GO TO T773

T772. 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 DOLLAR AMOUNT (0-100,000,000):\$ _____	999999999. DON'T KNOW
---	-----------------------

T772a. How much money have OTHER START-UP TEAM MEMBERS LOANED the business -- money they expect to get back, with or without interest?

ENTER DOLLAR AMOUNT (0-100,000,000):\$ _____	999999999. DON'T KNOW
---	-----------------------

T772aa. DATA CHECKPOINT:

1.	IF T772 AND T772a EQUAL 0 --> GO TO T773
2.	ELSE --> GO TO T772b

T772b. This is a total of (T772 + T772a) 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 DOLLAR AMOUNT (0-100,000,000):\$ _____	999999999. DON'T KNOW
---	-----------------------

T772c. And how much came by OTHER TEAM MEMBERS' BORROWING against household assets-like a second mortgage or refinancing a car?

ENTER DOLLAR AMOUNT (0-100,000,000):\$ _____	999999999. DON'T KNOW
---	-----------------------

T772d. And how much came from OTHER TEAM MEMBERS' CREDIT CARD BORROWING?

ENTER DOLLAR AMOUNT (0-100,000,000):\$ _____	999999999. DON'T KNOW
---	-----------------------

T772e. And how much came from OTHER TEAM MEMBERS' BORROWING FROM A PERSONAL FINANCE FIRM?

ENTER DOLLAR AMOUNT (0-100,000,000):\$ _____	999999999. DON'T KNOW
---	-----------------------

T772f. And how much came from ANY OTHER SOURCE AVAILABLE TO THE OTHER TEAM MEMBERS?

ENTER DOLLAR AMOUNT (0-100,000,000):\$ _____	999999999. DON'T KNOW
---	-----------------------

T773. 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 DOLLAR AMOUNT (0-100,000,000):\$ _____	999999999. DON'T KNOW
---	-----------------------

T773a. 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 DOLLAR AMOUNT (0-100,000,000):\$ _____	999999999. DON'T KNOW
---	-----------------------

T773b. 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 DOLLAR AMOUNT (0-100,000,000):\$ _____	999999999. DON'T KNOW
---	-----------------------

T774. 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 DOLLAR AMOUNT (0-100,000,000):\$ _____	999999999. DON'T KNOW
---	-----------------------

T774a. 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 DOLLAR AMOUNT (0-100,000,000):\$ _____	999999999. DON'T KNOW
---	-----------------------

T775. How about BANKS -- how much money have they put into the business, expecting to share ownership and profits?

ENTER DOLLAR AMOUNT (0-100,000,000):\$ _____	999999999. DON'T KNOW
---	-----------------------

T775a. How much money have BANKS LOANED the business -- money they expect to get back, with or without interest?

0. ZERO GO TO T775c	ENTER DOLLAR AMOUNT (0-100,000,000):\$ _____ * ▼	999999999. DON'T KNOW GO TO T775c
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T775b. What proportion of these BANK LOANS included an SBA [Small Business Administration] LOAN GUARANTEE?

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

T775c. How much money have PERSONAL FINANCE COMPANIES LOANED the business -- money they expect to get back, with or without interest?

0. ZERO GO TO T775e	ENTER DOLLAR AMOUNT (0-100,000,000):\$ _____ GO TO T775d	999999999. DON'T KNOW GO TO T775e
------------------------	--	--------------------------------------

T775d. 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
-------------------------------------	-----------------

T775e. How about VENTURE CAPITAL FIRMS -- how much money have they PUT INTO the business, expecting to share ownership and profits?

ENTER DOLLAR AMOUNT (0-100,000,000):\$ _____	999999999. DON'T KNOW
---	-----------------------

T775f. How much money have VENTURE CAPITAL FIRMS LOANED the business -- money they expect to get back, with or without interest?

ENTER DOLLAR AMOUNT (0-100,000,000):\$ _____	999999999. DON'T KNOW
---	-----------------------

T775g. How much money have OTHER FINANCIAL INSTITUTIONS LOANED the business -- money they expect to get back, with or without interest?

0. ZERO	ENTER DOLLAR AMOUNT (0-100,000,000):\$ _____	999999999. DON'T KNOW
GO TO T775j	* ▼	GO TO T775j

T775h. What type of financial institution was this?

ENTER NAME: _____

T775j. How about FINANCIAL INSTITUTIONS -- how much money have they PUT INTO the business, expecting to share ownership and profits?

0. ZERO	ENTER DOLLAR AMOUNT (0-100,000,000):\$ _____	999999999. DON'T KNOW
GO TO T776	* ▼	GO TO T776

T775k. What type of financial institution was this?

ENTER NAME: _____

T776. 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 DOLLAR AMOUNT (0-100,000,000):\$ _____	999999999. DON'T KNOW
---	-----------------------

T776a. 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 DOLLAR AMOUNT (0-100,000,000):\$ _____	999999999. DON'T KNOW
---	-----------------------

T777. How about FEDERAL, STATE, OR LOCAL GOVERNMENT AGENCIES -- how much money have they PUT INTO the business, expecting to share ownership and profits?

ENTER DOLLAR AMOUNT (0-100,000,000):\$ _____	999999999. DON'T KNOW
---	-----------------------

T777a. How much money have FEDERAL, STATE, OR LOCAL GOVERNMENT AGENCIES LOANED the business -- money they expect to get back, with or without interest?

ENTER DOLLAR AMOUNT (0-100,000,000):\$ _____	999999999. DON'T KNOW
---	-----------------------

T778. How much money have SUPPLIERS OR SUBCONTRACTORS LOANED the business -- money they expect to get back, with or without interest?

ENTER DOLLAR AMOUNT (0-100,000,000):\$ _____	999999999. DON'T KNOW
---	-----------------------

T780. 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 DOLLAR AMOUNT (0-100,000,000):\$ _____	999999999. DON'T KNOW
GO TO T781	* ▼	GO TO T781

T780a. What is the other source of ownership or equity money?

ENTER NAME: _____

T781. How much money have OTHER SOURCES LOANED the business -- money they expect to get back, with or without interest?

0. ZERO	ENTER DOLLAR AMOUNT (0-100,000,000):\$ _____	999999999. DON'T KNOW
GO TO T782	* ▼	GO TO T782

T781a. What was this OTHER SOURCE of loans for the business?

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

T782. 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 DOLLAR AMOUNT (0-100,000,000):\$_____	999999999. DON'T KNOW
GO TO T790	*	GO TO T790
∇		

T783. Right now, what percentage of the firm do you personally own?

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

T784. Do you expect ever to sell the business, or sell your part of it?

1. YES	2. NO	9. DON'T KNOW
*	GO TO T790	GO TO T790
∇		

T784a. 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

T784b. In how many years do you expect to sell your ownership of the business?

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

T790. Are you attempting to start another business, not including the one we have been discussing?

1. YES

*

∇

2. NO

GO TO T793

9. DON'T KNOW

GO TO T793

T791. 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

T792. Can you briefly describe this other business?

T792a. Why are you trying to start this other business?

PERSONAL INFORMATION

T793. 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 FOLLOWING QUESTIONS (T794-T797)

T794. If someone asked you which kind of person you are, would you say that you preferred doing things better or doing things differently?

1. DOING THINGS BETTER	2. DOING THINGS DIFFERENTLY	3. BOTH DOING THINGS BETTER AND DIFFERENTLY	9. DON'T KNOW
---------------------------	--------------------------------	--	------------------

T795. 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
--------------------------	------------------------------	------------------------------	--------------------------	------------------

T796. Consider your closest associate helping you start this business.

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

1. DO THINGS BETTER	2. DO THINGS DIFFERENTLY	3. NO CLOSEST ASSOCIATE (VOL)	9. DON'T KNOW
*	*	GO TO T798	GO TO T798
∇	∇		

T797. 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
--------------------------	------------------------------	------------------------------	--------------------------	------------------

T798. 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 T798a	GO TO T799	GO TO T799

T798a. 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

T798b. What is your primary occupation?

ENTER OCCUPATION: _____

T798c. In what industry is that (your primary occupation)?

ENTER INDUSTRY: _____

T798d. How many years of full-time experience do you have in this occupation?

ENTER NUMBER OF YEARS: _____

98. DON'T KNOW

T798e. How many years of full-time experience do you have in this industry?

ENTER NUMBER OF YEARS: _____

98. DON'T KNOW

T799. **If T502 or T503=1:**

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

If T502 or T503=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 T502 or T503=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 T502 or T503=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

T799a. Does this mean that you are engaged in a business or work activity that is totally separate from the business start-up that is the focus of most of this interview?

1. YES

2. NO

9. DON'T KNOW

T800. 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

T801. 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

T802. How many hours per week do you spend on housekeeping and childcare activities?
(ONE WEEK FULL-TIME = 40 HOURS)

(PROBE FOR BEST ESTIMATE)

998. DON'T KNOW

T803. Have you ever retired?

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

1. YES
 2. NO
 9. DON'T KNOW

T804. Are you a student?

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

*
∇

GO TO T804b

GO TO T804b

T804a. Are you a student 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

T804b. DATA CHECKPOINT:

1. IF T798, T799, AND T800 EQUAL 'NO' --> GO TO T805
 2. OTHERS --> GO TO T807

T805. Are you disabled and unable to work?

1. YES
 2. NO
 9. DON'T KNOW

T806. Are you unemployed?

1. YES	2. NO	8. DON'T KNOW
*	GO TO T807	GO TO T807
∇		

T806a. 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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T807. How would you describe your current marital status or living arrangement -- never married, living with a partner but not married, married, separated, divorced, or widowed?

1. NEVER MARRIED	2. LIVING WITH A PARTNER BUT NOT MARRIED	3. MARRIED	4. SEPARATED
GO TO T807g	GO TO T807a	GO TO T807a	GO TO T807f
5. DIVORCED	6. WIDOWED		
GO TO T807f	GO TO T807f		

T807a. How many years have you been (married to/living with) your current partner?

ENTER NUMBER OF YEARS (0-60): _____	98. DON'T KNOW
-------------------------------------	----------------

T807b. Is your (partner/spouse) currently doing any work for pay?

1. YES	5. NO	8. DON'T KNOW
*	GO TO T807g	GO TO T807g
∇		

T807c. Is your (partner/spouse) working 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
--------------------------------	--------------------------------	---------------

T807d. What is your (partner/spouse)'s main occupation?

ENTER OCCUPATION: _____

T807e. In what industry is that (your (partner/spouse)'s occupation)?

ENTER INDUSTRY: _____

GO TO T807g

T807f. How many years have you been (separated/divorced/widowed) from your last partner?

ENTER NUMBER OF YEARS (0-60): _____

98. DON'T KNOW

T807g. How many children have you ever had?

ENTER NUMBER OF CHILDREN (0-60): _____

98. DON'T KNOW

T808. 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 DOLLAR AMOUNT (0-100,000,000):\$ _____	999999998. DON'T KNOW
GO TO T808y	* ∇

T808a. Then, would you tell me, is your household's total annual income, before taxes, over \$50,000 per year?

1. YES, OVER \$50,000 GO TO T808g	2. NO, UNDER \$50,000 * ∇	9. DON'T KNOW GO TO T808y
---	---------------------------------	-------------------------------------

T808b. Is your pre-tax total household annual income over \$30,000 per year?

1. YES, OVER \$30,000 GO TO T808f	2. NO, UNDER \$30,000 * ∇	9. DON'T KNOW GO TO T808y
---	---------------------------------	-------------------------------------

T808c. Is your pre-tax total household annual income over \$10,000 per year?

1. YES, OVER \$10,000 GO TO T808e	2. NO, UNDER \$10,000 GO TO T808d	9. DON'T KNOW GO TO T808y
---	---	-------------------------------------

T808d. Is your pre-tax total household annual income over \$5,000 per year?

1. YES, OVER \$5,000 GO TO T808y	2. NO, UNDER \$5,000 GO TO T808y	9. DON'T KNOW GO TO T808y
--	--	-------------------------------------

T808e. Is your pre-tax total household annual income over \$20,000 per year?

1. YES, OVER \$20,000 GO TO T808y	2. NO, UNDER \$20,000 GO TO T808y	9. DON'T KNOW GO TO T808y
---	---	-------------------------------------

T808f. Is your pre-tax total household annual income over \$40,000 per year?

1. YES, OVER \$40,000

GO TO T808y

2. NO, UNDER \$40,000

GO TO T808y

9. DON'T KNOW

GO TO T808y

T808g. Is your pre-tax total household annual income over \$80,000 per year?

1. YES, OVER \$80,000

GO TO T808i

2. NO, UNDER \$80,000

*
∇

9. DON'T KNOW

GO TO T808y

T808h. Is your pre-tax total household annual income over \$60,000 per year?

1. YES, OVER \$60,000

GO TO T808y

2. NO, UNDER \$60,000

GO TO T808y

9. DON'T KNOW

GO TO T808y

T808i. Is your pre-tax total household annual income over \$100,000 per year?

1. YES, OVER \$100,000

*
∇

2. NO, UNDER \$100,000

GO TO T808y

9. DON'T KNOW

GO TO T808y

T808j. Is your pre-tax total household annual income over \$200,000 per year?

1. YES, OVER \$200,000

GO TO T808m

2. NO, UNDER \$200,000

*
∇

9. DON'T KNOW

GO TO T808y

T808k. Is your pre-tax total household annual income over \$150,000 per year?

1. YES, OVER \$150,000

GO TO T808y

2. NO, UNDER \$150,000

GO TO T808y

9. DON'T KNOW

GO TO T808y

T808m. Is your pre-tax total household annual income over \$500,000 per year?

1. YES, OVER \$500,000

2. NO, UNDER \$500,000

9. DON'T KNOW

T808y. DATA CHECKPOINT

1. IF OPERATING BUSINESS (T512=1 OR 2) --> GO TO T809

2. ELSE --> GO TO T810

T809. 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
-------------------------------------	-----------------

T810. 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	8. DON'T KNOW
*	GO TO T811	GO TO T811
▽		

T810a. 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
---	----------------------

T810b. 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 DOLLAR AMOUNT (0-100,000,000):\$ _____	99999998. DON'T KNOW
---	----------------------

T811. 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 DOLLAR AMOUNT (0-100,000,000):\$ _____	99999998. DON'T KNOW
---	----------------------

T812. 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 DOLLAR AMOUNT (0-100,000,000):\$ _____	99999998. DON'T KNOW
---	----------------------

T813. 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 DOLLAR AMOUNT (0-100,000,000):\$ _____	999999998. DON'T KNOW
---	-----------------------

T814. 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
--	--------------------------

GO TO T814y

*

∇

T814a. 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 T814i

*

∇

GO TO T814y

T814b. Is your total household net worth over \$500,000?

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

*

∇

GO TO T814d

GO TO T814y

T814c. Is it over \$750,000?

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

GO TO T814y

GO TO T814y

GO TO T814y

T814d. Is it over \$250,000?

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

GO TO T814y

GO TO T814e

GO TO T814y

T814e. Is it over \$100,000?

1. YES, OVER \$100,000 GO TO T814y	2. NO, UNDER \$100,000 * ▽	9. DON'T KNOW GO TO T814y
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T814f. Is the value of your assets greater than the amount you owe, or do you owe more than you have in assets?

1. OWE MORE THAN ASSETS * ▽	2. ASSETS MORE THAN OWE GO TO T814y	9. DON'T KNOW GO TO T814y
-----------------------------------	--	------------------------------

T814g. Do you owe more than \$100,000 over the value of your assets?

1. YES, OVER \$100,000 GO TO T814y	2. NO, UNDER \$100,000 * ▽	9. DON'T KNOW GO TO T814y
---------------------------------------	----------------------------------	------------------------------

T814h. Do you owe more than \$50,000 over the value of your assets?

1. YES, OVER \$50,000 GO TO T814y	2. NO, UNDER \$50,000 GO TO T814y	9. DON'T KNOW GO TO T814y
--------------------------------------	--------------------------------------	------------------------------

T814i. Is your total household net worth over five million dollars (\$5,000,000)?

1. YES, OVER \$5,000,000 GO TO T814y	2. NO, UNDER \$5,000,000 * ▽	9. DON'T KNOW GO TO T814y
---	------------------------------------	------------------------------

T814j. 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
--------------------------	--------------------------	---------------

T814y. DATA CHECKPOINT

1.	IF OPERATING BUSINESS (T512=1 OR 2) --> GO TO T815
2.	OTHERS --> GO TO T816

T815. 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

T816. We appreciate your help very much. We would like to know if the interview has affected your interest in starting or owning a business. Now that you have completed the interview, are you more, or less, interested in starting or owning a business?

1. MORE
INTERESTED

2. LESS
INTERESTED

3. NEITHER/NO
EFFECT (IF VOL)

8. DON'T KNOW

T817. 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 WANT TO
RECEIVE SUMMARY AND \$25

*

∇

GO TO T818

T817a. I have your name as: (NAME). Is that correct?
(VERIFY ALL SPELLINGS, EVEN IF YOU THINK YOU KNOW IT)

1. YES, NAME IS CORRECT

5. NO, NEED TO CORRECT NAME

GO TO T817c

GO TO T817b

T817b. What is your name? Please spell it for me.

(VERIFY ALL SPELLINGS, EVEN IF YOU THINK YOU KNOW IT)

ENTER NAME: _____

T817c. 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 T817e

5. NO, NEED TO CORRECT
STREET ADDRESS

*
∇

T817d. 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: _____

T817e. 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 T817g

5. NO, NEED TO CORRECT CITY/STATE

GO TO T817fct

T817fct. What is the correct city, village, or town?

(VERIFY ALL SPELLINGS, EVEN IF YOU THINK YOU KNOW IT)

ENTER CITY: _____

T817fst. And what is the correct state?

(VERIFY ALL SPELLINGS, EVEN IF YOU THINK YOU KNOW IT)

ENTER STATE: _____

T817g. I have your zip code as: (ZIP CODE). Is that correct?

1. YES, ZIP CODE IS CORRECT

GO TO T818

5. NO, NEED TO CORRECT ZIP CODE

GO TO T817h

T817h. What is your zip code?

ENTER ZIP: _____

T818. 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 T818b

2. NO

GO TO T818b

8. DON'T KNOW

*

∇

T818a. 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 T819

T818b. DATA CHECKPOINT

1. IF (T818=1 OR T818a=1) AND T817=1 --> GO TO T819

2. ELSE --> GO TO T819a

T819. (NOTE: If R is no longer working on the business (T501=2), use first fill)
We may wish to contact you in about a year or so to find out (about your entrepreneurial activity/how your 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.

T819a. DATA CHECKPOINT

1. IF CONTACT PERSON ANSWERED (X820a) --> GO TO T820

2. IF CONTACT PERSON NOT ANSWERED (X820a) --> GO TO T820a

T820. 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 T820b

5. NO, NEED TO GIVE
NEW CONTACT PERSON

*

∇

T820a. 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: _____

T820b. DATA CHECKPOINT

1. IF CONTACT PERSON'S PHONE NUMBER ANSWERED (X820a AND X820d) AND T820=1 --> GO TO T820c

2. ELSE --> GO TO T820d

T820c. Is (**CONTACT NAME FROM X820a**)'s phone number still (**X820d**)?

1. YES, PHONE # IS THE SAME

GO TO T820e

5. NO, NEED TO ENTER NEW PHONE #

*

∇

T820d. What is (**CONTACT NAME FROM X820a**)'s phone number, including area code?

ENTER PHONE: _____

T820e. DATA CHECKPOINT

1. IF CONTACT PERSON'S CITY AND STATE ANSWERED (X820a AND X820g) AND T820=1 --> GO TO T820f

2. ELSE --> GO TO T820gct

T820f. Does (**CONTACT NAME FROM X820a**) still live in (**CITY/STATE**)?

1. YES, CITY AND
STATE IS CORRECT

GO TO T820h

5. NO, NEED TO ENTER
NEW CITY AND STATE

*

∇

T820gct. In what city and state does (**CONTACT NAME FROM X820a**) live?
(This would help us if, for some reason, we would need to call
directory assistance to find the contact person as well.)

(ENTER CITY ONLY)

ENTER CITY: _____

T820gst. ENTER STATE

(SPELL OUT STATE, DO NOT ABBREVIATE.)

ENTER STATE: _____

T820h. DATA CHECKPOINT

1. IF R QUIT (T512=5, 6, 7, OR 8) --> GO TO T822

2. IF BUSINESS PHONE (X631) EQUALS 1, 2, 3, OR 4 --> GO TO T821

3. ELSE -> GO TO T821a

T821. Last time, you said your business's (website/phone number) was (X821a).
Is this still correct?

1. YES, WEB/PHONE IS THE SAME

GO TO T822

5. NO, NEED TO ENTER NEW WEB/PHONE

*

∇

T821a. May I please have the (website address/phone number) for your new
business?

ENTER WEB/PHONE: _____

T822. 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:
