

For Office Use Only

PANEL STUDY OF ENTREPRENEURIAL DYNAMICS



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

PSED2 WAVE A

1. SampleID:

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7. INTERVIEWER CHECKPOINT:

COMPLETE:

- 1. IW COMPLETED WITH NO INTERRUPTION REQUIRING CALLBACK
- 2. IW COMPLETED WITH ONE OR MORE INTERRUPTIONS REQUIRING CALLBACK

2. Interviewer's ID No. _____

3. Date IW Began _____

4. Date IW Completed _____

5. Length of IW _____ (Minutes)

6. Coder's ID No. _____

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A0a. [FIRST NAME OF R]
[R'S STATE ZIPCODE]

[R'S AGE RANGE]
[R'S PHONE]

Hello, my name is [Your first, last name]. May I speak to [FIRST NAME OF R]?

(Hello,) I am calling from the University of Michigan. Recently you were contacted by ORC International and agreed to be part of a study of new business start-ups being conducted by the University of Michigan. We would like to interview you about the business you are starting. We can offer you twenty-five dollars as a token of our appreciation for completing the interview. I was hoping that now would be a good time for you.

1. CONTINUE WITH INTERVIEW

2. SUSPEND INTERVIEW

A0b. Before we begin, I'd like to confirm that in the past twelve months you have taken actions to help start a new business that you will own all or part of. Is this correct?

1. YES, CORRECT

GO TO A0e

2. NO, INCORRECT



A0c. Was there an error in our records or have you changed your mind about starting the new business?

1. ERROR IN RECORDS



2. CHANGED MIND



3. WILL OWN BUSINESS (IF VOL.)

GO TO A0e

A0d. IF ERROR: I will correct our records. Thank you for your help.
[RECORD ANY INFORMATION R PROVIDES ABOUT THE SITUATION]

IF CHANGED MIND: Why have you decided not to start the new business?

SUSPEND -- TL/SM CODE OUT AS 8010

A0e. Before we begin, I would like to assure you that the 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.

The survey contains questions regarding your new business. The questionnaire will take approximately sixty minutes to complete.

1. CONTINUE

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SECTION A: TYPE OF NEW BUSINESS

- A1. What kind of business are you starting?
(Could you tell me a little more about the product or service you intend to provide?)

- A2. Why do you want to start this new business? (Any other reasons)?

- A3. What is the name of this new business?
[PROBE: What name can we use to refer to this new business in this interview?]
[RECORD JUST THE NAME ONLY, USE F2 FOR COMMENTS]

NAME OF BUSINESS: _____

- A4. Has this name been registered with the appropriate government agency?

1. YES

5. NO

- A5. What are the one or two main opportunities that prompted you to start this new business? (Anything else?)

- A6. What are the one or two main problems involved in starting this new business? (Any other problems?)

6

A7. Which came first for you, the business idea or your decision to start a business -- or did they occur together?

1. BUSINESS IDEA CAME FIRST	2. DECISION TO START CAME FIRST	3. BOTH TOGETHER
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A8. In what month and year did you first think about starting this new business?
[PROBE FOR SEASON IF DK MONTH]

_____/_____
MONTH YEAR

A9. Did this new business emerge from your current work activity, from previous work activity, from a separate business you now own and manage, from a hobby or recreational pastime, from academic, scientific, or applied research, or was it from an idea you or another member of the start-up team had?

1. CURRENT WORK ACTIVITY	2. PREVIOUS WORK ACTIVITY	3. SEPARATE BUSINESS NOW OWN AND MANAGE
4. HOBBY OR RECREATIONAL PASTIME	5. ACADEMIC, SCIENTIFIC OR APPLIED RESEARCH	6. IDEA FROM SELF OR OTHER MEMBER OF START UP TEAM
7. OTHER [SPECIFY]: _____		

A10. Would you describe this new business as an independent new business created by an individual or a team working on their own, a purchase or takeover of an existing business, a franchise, a multi-level marketing initiative, a new business sponsored by an existing business, or something else?

1. INDEPENDENT NEW BUSINESS	2. PURCHASE/TAKEOVER OF AN EXISTING BUSINESS	3. FRANCHISE
4. MULTI-LEVEL MARKETING INITIATIVE	5. NEW BUSINESS SPONSORED BY EXIST. BUSINESS	7. OTHER (SPECIFY) _____

SECTION B

- B1. Which of the following best describes this new business -- would you say it is a retail store, a restaurant, tavern, bar, or nightclub, customer or consumer service, health, education or social service, manufacturing, construction, agriculture, mining, wholesale distribution, transportation, utilities, communications, finance, insurance, real estate, some type of business consulting or service, or something else?
 [PROBE: What is the primary type of this new business?]

01. RETAIL STORE	02. RESTAURANT TAVERN, BAR, OR NIGHTCLUB	03. CUSTOMER OR CONSUMER SERVICE
04. HEALTH, EDUCATION OR SOCIAL SERVICES	05. MANUFACTURING	06. CONSTRUCTION
07. AGRICULTURE	08. MINING	09. WHOLESALE DISTRIBUTION
10. TRANSPORTATION	11. UTILITIES	12. COMMUNICATIONS
13. FINANCE	14. INSURANCE	15. REAL ESTATE
16. BUSINESS CONSULTING OR SERVICE	17. SOMETHING ELSE	

B2. INTERVIEWER CHECKPOINT:

<input type="checkbox"/>	1. IF NEW BUSINESS IS IN MANUFACTURING (B1 = 5) --> GO TO B3
<input type="checkbox"/>	2. OTHERS --> GO TO B4



B3. Would you say this new manufacturing business is making a product that is durable, designed to last at least three years, or non-durable, designed to last less than three years?

1. DURABLE

5. NON-DURABLE

B4. INTERVIEWER CHECKPOINT:

<input type="checkbox"/>	1. IF NEW BUSINESS IS IN BUSINESS CONSULTING OR SERVICE (B1 = 16) --> GO TO B5
<input type="checkbox"/>	2. OTHERS --> GO TO B6



B5. Would you say this new business service or consulting business will be a law or accounting practice, a computer or world wide web programming business, a business consulting provider, or will this new business be a business services provider, such as bookkeeping, credit bureaus, temporary help agencies, or copy services?

1. LAW OR ACCOUNTING PRACTICE

2. COMPUTER/WEB PROGRAMMING

3. BUSINESS CONSULTING

4. BUSINESS SERVICES

7. OTHER (SPECIFY): _____

B6. INTERVIEWER CHECKPOINT:

<input style="width: 20px; height: 20px;" type="checkbox"/>	1. IF NEW BUSINESS IS SOMETHING ELSE (B1 = 17) --> GO TO B7
<input style="width: 20px; height: 20px;" type="checkbox"/>	2. OTHERS --> GO TO B8



B7. Your new business does not seem to fit into any of these categories, how would you describe it? (Anything else?)
 [PROBE DK OR "doesn't fit a category" WITH: Please describe you new business.]

B8. How would you describe the location where this new business is being developed? Would you say it is a residence or personal property, at the site of an existing business, or do you have a separate location for this new business, like rented space, an incubator, or something like that, or would you say the business is 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
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GO TO B10

7. OTHER (SPECIFY): _____

B9. In what month and year was any physical space first used for the new business?
 [PROBE FOR SEASON IF DK MONTH]

_____ / _____
 MONTH YEAR

10

B10. Once established, would you say that the new business will have one physical location, several physical locations, or no specific location?

1. ONE PHYSICAL LOCATION	5. SEVERAL PHYSICAL LOCATIONS	6. NO SPECIFIC LOCATION
GO TO NEXT SECTION	↓	GO TO NEXT SECTION

B11. How many physical locations will the new business have?

_____ # OF LOCATIONS 998. DON'T KNOW

B12. Will you be associated with the location or unit that coordinates the overall management of the entire business or with a unit that focuses on production of a good or service for this new business?

1. MANAGEMENT	5. PRODUCTION	6. BOTH MANAGEMENT AND PRODUCTION (IF VOL.)
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SECTION C: LEGAL FORM OF BUSINESS

C1. What is the current legal form of this new business -- would you say it is a sole proprietorship, a general partnership, a limited partnership, a limited liability corporation or LLC, a sub-chapter S corporation with no more than twenty shareholders, a general corporation, or has the legal form not been determined yet?

1. SOLE PROPRIETORSHIP	2. GENERAL PARTNERSHIP	3. LIMITED PARTNERSHIP
4. LIMITED LIABILITY CORPORATION OR LLC	5. SUB-CHAPTER S CORPORATION	6. GENERAL CORPORATION
96. NOT YET DETERMINED --> GO TO C4		

C2. Has this legal form been formally established by registering with the appropriate government agency?

1. YES	5. NO; NO, NOT YET GO TO C4
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↓

C3. In what month and year was it registered?
[PROBE FOR SEASON IF DK MONTH]

_____ / _____
MONTH YEAR

C4. Does this new business carry liability insurance, will liability insurance be obtained in the future, or is this not relevant for this new business?

1. YES	2. NO, NOT YET; WILL IN FUTURE	5. NO, NOT RELEVANT
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└──────────────────────────────────┘
GO TO NEXT SECTION

↓

C5. In what month and year was liability insurance for this new business first purchased?
[PROBE FOR SEASON IF DK MONTH]

_____ / _____
MONTH YEAR

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SECTION D: START-UP ACTIVITIES

- D1. Please answer the following questions as they are directly related to the launch of this new business and not other businesses or ventures you may have helped to start.

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. Have you already begun preparation of a business plan for this new business, will you prepare one in the future, or is a business plan not relevant for this new business?

1. YES	2. NO, NOT YET; WILL IN FUTURE	5. NO, NOT RELEVANT
↓	GO TO D5	

- D2. What is the current form of your business plan -- is it unwritten or in your head, informally written, or formally prepared?

1. UNWRITTEN	2. INFORMALLY WRITTEN	3. FORMALLY PREPARED
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- D3. In what month and year did you start preparing the business plan?
[PROBE FOR SEASON IF DK MONTH]

_____/_____
MONTH YEAR

- D4. [IF D2 = 2 OR 3] In what month and year was the first version of the business plan completed?
[PROBE FOR SEASON IF DK MONTH]

_____/_____ 17. STILL IN PROCESS (IF VOL.)

MONTH YEAR

D5. **INTERVIEWER CHECKPOINT:**

<input style="width: 30px; height: 30px;" type="checkbox"/>	1. IF INDEPENDENT NEW BUSINESS (A10 = 1), NEW BUSINESS SPONSORED BY EXISTING BUSINESS (A10 = 4), OR SOME OTHER TYPE OF BUSINESS (A10 = 7) --> GO TO D6
<input style="width: 30px; height: 30px;" type="checkbox"/>	2. OTHERS --> GO TO D9

↓

D6. ([IF A10 NOT EQUAL TO 1] If this new business is affiliated with a parent company such as a distributor, multi-level marketer, franchise, or reseller please answer for the new business being created and not the established business.)

Is the product or service that this new business will sell completely developed and ready for sale or delivery, has it been tested with customers as a prototype or procedure, is it being developed as a model or procedure, or is the product or service still in the idea stage?

1. COMPLETED AND READY FOR SALE OR DELIVERY	2. PROTOTYPE/PROCEDURE TESTED WITH CUSTOMERS
3. MODEL/PROCEDURE IS BEING DEVELOPED	4. STILL IN THE IDEA STAGE; NO WORK DONE YET

GO TO D9

D7. In what month and year did the development of this product or service begin?
 [PROBE FOR SEASON IF DK MONTH]

_____ / _____
 MONTH YEAR

D8. [IF D6=1] In what month and year was the product or service completed and ready for sale?
 [PROBE FOR SEASON IF DK MONTH]

_____ / _____
 MONTH YEAR

- D9. Have marketing or promotional efforts been started for the product or service this new business will be selling, will marketing or promotional efforts begin for the product or service this new business will be selling, or is this not relevant to the new business?

1. YES	2. NO, NOT YET; WILL IN FUTURE	5. NO, NOT RELEVANT
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GO TO D11

- D10. In what month and year did marketing or promotional efforts begin?
[PROBE FOR SEASON IF DK MONTH]

_____/_____
MONTH YEAR

- D11. Has this new business developed any proprietary technology, processes, or procedures that no other company can use, will it develop proprietary technology, processes, or procedures in the future, or is this not relevant to the new business?

1. YES	2. NO, NOT YET; WILL IN FUTURE	5. NO, NOT RELEVANT
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↓

GO TO D13

- D12. In what month and year was the proprietary technology or process developed for this new business?
[PROBE FOR SEASON IF DK MONTH]

_____/_____
MONTH YEAR

17. STILL IN PROCESS (IF VOL)

- D13. Has an application for a patent, copyright, or trademark relevant to this new business been submitted, will an application be submitted in the future, or is this not relevant for the new business?

1. YES	2. NO, NOT YET; WILL IN FUTURE	5. NO, NOT RELEVANT
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↓

GO TO D16

16

D14. In what month and year did preparation begin for an application of a patent, copyright, or trademark?
[PROBE FOR SEASON IF DK MONTH]

_____/_____
MONTH YEAR

D15. In what month and year was a patent, copyright, or trademark granted?
[PROBE FOR SEASON IF DK MONTH]

_____/_____
MONTH YEAR

17. STILL IN PROCESS (IF VOL)

D16. Have any major items like equipment, facilities, or property been purchased, leased, or rented specifically for this new business, will major items be purchased, leased, or rented in the future, or is this not relevant for the new business?

1. YES

2. NO, NOT YET;
WILL IN FUTURE

5. NO, NOT RELEVANT



GO TO D18

D17. In what month and year did these purchases, leases, or rental agreements begin specifically for this new business?
[PROBE FOR SEASON IF DK MONTH]

_____/_____
MONTH YEAR

D18. Have purchases been made of any raw materials, inventory, supplies, or components specifically for this new business, will such purchases be made in the future, or is it not relevant to the new business?

1. YES

2. NO, NOT YET;
WILL IN FUTURE

5. NO, NOT RELEVANT

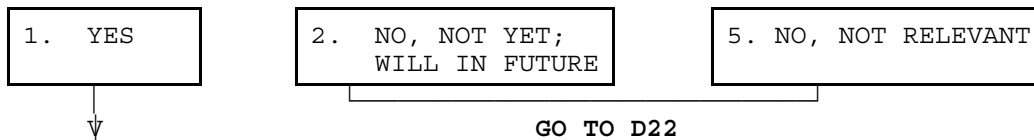


GO TO D20

D19. In what month and year did these purchases begin specifically for this new business?
[PROBE FOR SEASON IF DK MONTH]

_____/_____
MONTH YEAR

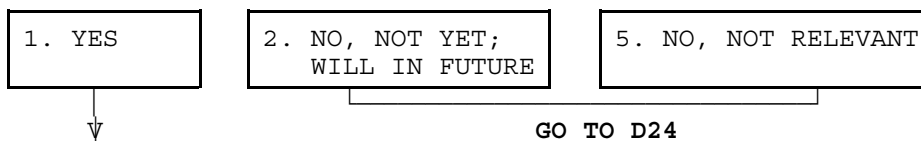
D20. Has an effort been made to talk with potential customers about the product or service of this new business, will an effort be made to talk to potential customers in the future, or is this not relevant for the new business?



D21. In what month and year did these discussions begin?
[PROBE FOR SEASON IF DK MONTH]

_____/_____
MONTH YEAR

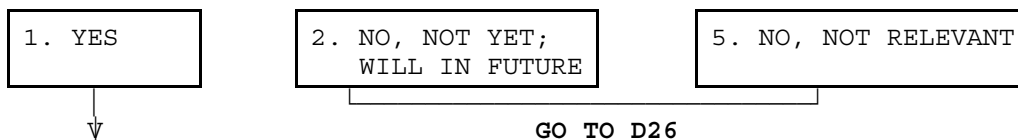
D22. Has an effort been made to collect information about the competitors of this new business, will an effort be made to collect information about competitors in the future, or is this not relevant to the new business?



D23. In what month and year did collecting this information begin?
[PROBE FOR SEASON IF DK MONTH]

_____/_____
MONTH YEAR

D24. Has an effort been made to define the market opportunities for this new business, will an effort be made to define market opportunities, or is this not relevant for this new business?

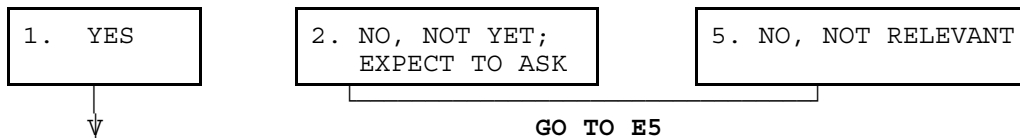


D25. In what month and year did defining the market opportunities begin for this new business?
[PROBE FOR SEASON IF DK MONTH]

_____/_____
MONTH YEAR

SECTION E: START-UP FINANCES

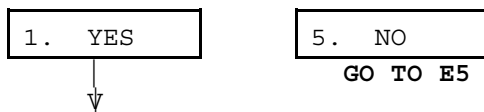
E1. Have financial institutions or other people been asked for funds for this new business, do you expect to for funds in the future, or is outside financial support not relevant for this new business?



E2. In what month and year did you first seek outside funding for this new business?
[PROBE FOR SEASON IF DK MONTH]

_____ / _____
MONTH YEAR

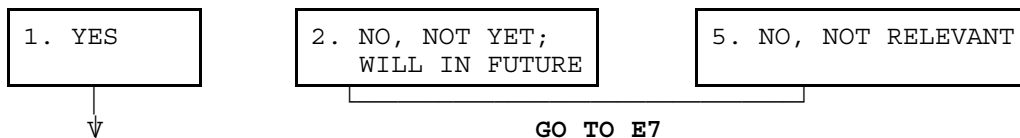
E3. Have you received the first outside funding from financial institutions or other people for this new business?



E4. In what month and year did the first outside funding begin for this new business?
[PROBE FOR SEASON IF DK MONTH]

_____ / _____
MONTH YEAR

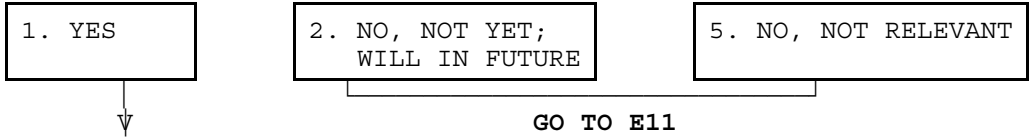
E5. Has credit with a supplier been established, will credit with a supplier be established, or is this not relevant to the new business?



E6. In what month and year was supplier credit first established?
[PROBE FOR SEASON IF DK MONTH]

_____ / _____
MONTH YEAR

E7. Are any managers or employees, including exclusive subcontractors, now working for pay who would not share ownership, will any be hired in the future, or is this not relevant for the new business?



E8. In what month and year was the first person hired for this new business?
[PROBE FOR SEASON IF DK MONTH]

_____ / _____
MONTH YEAR

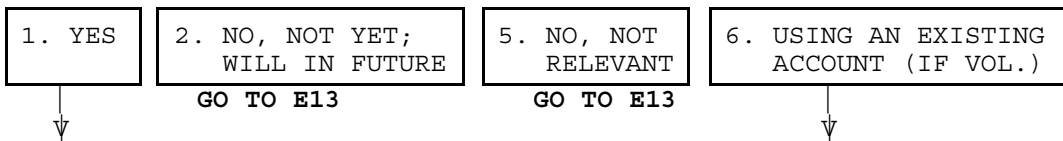
E9. How many managers or employees, including exclusive subcontractors, currently work 35 hours or more per week for this new business, not counting the owners?

_____ # OF PEOPLE 999998. DON'T KNOW

E10. How many managers or employees, including exclusive subcontractors, currently work less than 35 hours per week, not counting the owners?

_____ # OF PEOPLE 999998. DON'T KNOW

E11. Has a bank account already been opened to use exclusively for this new business, do you expect to open one in the future, or is this not relevant for this new business?



E12. In what month and year (was the first exclusive account opened/was an existing account first used) for this new business?
[PROBE FOR SEASON IF DK MONTH]

_____ / _____
MONTH YEAR

E13. Has this new business already received any money, income, or fees from the sale of goods or services?

1. YES		5. NO
↓		GO TO E18

E14. In what month and year was the first income received from the sale of goods or services for this new business?
[PROBE FOR SEASON IF DK MONTH]

_____ / _____
MONTH YEAR

E15. Has monthly revenue ever exceeded monthly expenses for this new business?

1. YES		5. NO
↓		GO TO E18

E16. In what month and year did monthly revenue first exceed monthly expenses for this new business?
[PROBE FOR SEASON IF DK MONTH]

_____ / _____
MONTH YEAR

E17. Are salaries for the managers who are also owners included in the computation of monthly expenses?

1. YES		5. NO		6. PARTIAL SALARY (IF VOL)
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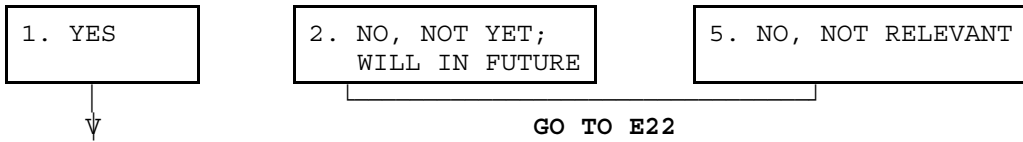
E18. Has an accountant been retained for this new business, will an accountant be retained in the future, or is this not relevant for this new business?

1. YES		2. NO, NOT YET; WILL IN FUTURE		5. NO, NOT RELEVANT
↓		GO TO E20		

E19. In what month and year was an accountant retained for this new business?
[PROBE FOR SEASON IF DK MONTH]

_____ / _____
MONTH YEAR

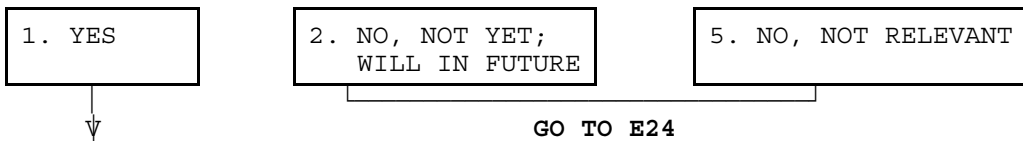
E20. Has a lawyer been retained for this new business, will a lawyer be retained in the future, or is this not relevant to this new business?



E21. In what month and year was a lawyer retained for this new business?
[PROBE FOR SEASON IF DK MONTH]

_____/_____
MONTH YEAR

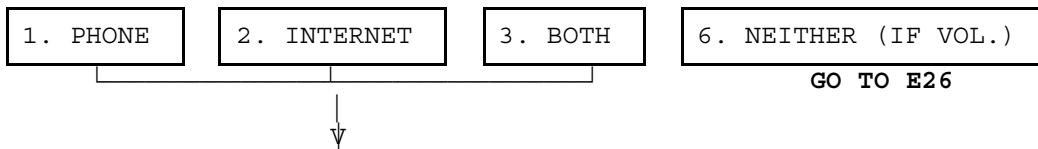
E22. Has this new business become a member of a trade or industry association, will this new business become a member of a trade or industry association in the future, or is this not relevant to this new business?



E23. In what month and year did the new business first become a member of a trade or industry association?
[PROBE FOR SEASON IF DK MONTH]

_____/_____
MONTH YEAR

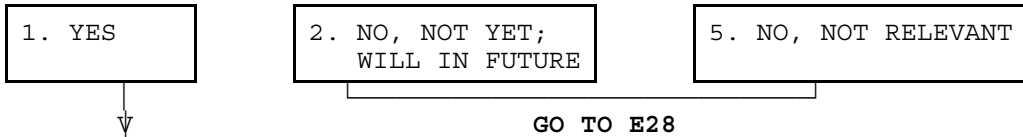
E24. Can potential customers contact this new business by phone, through e-mail or a website on the internet, or by both phone and through the internet?
[IF R ASKS, INTERNET INCLUDES WEB OR EMAIL]
[INTERESTED IN CURRENT CONTACT METHODS AVAILABLE NOW.]



E25. In what month and year did this new business first get (a listing in the phone book/a business e-mail or website/a listing in the phone book or a business e-mail or website)?
[PROBE FOR SEASON IF DK MONTH]

_____/_____
MONTH YEAR

E26. Has an application for a federal EIN or employer identification number been made for this new business, will an application be made in the future, or is this not relevant for the new business?



E32. For this new business, have any payments been made to the federal social security system, also known as FICA?

1. YES		5. NO
↓		GO TO E34

E33. And in what month and year was the first federal social security payment made for this new business?
[PROBE FOR SEASON IF DK MONTH]

_____/_____
MONTH YEAR

E34. Has a federal income tax return ever been filed for this new business, whether or not it reported a profit and tax payments, such as a Schedule C or C-EZ for a sole proprietorship, Form 1065 for a partnership, or one of the corporate Form 1120s?

1. YES		5. NO
↓		GO TO E36

E35. And in what month and year was the first federal income tax return filed for this new business?
[PROBE FOR SEASON IF DK MONTH]

_____/_____
MONTH YEAR

E36. To the best of your knowledge, has this new business been listed with Dun and Bradstreet, the credit rating agency?

1. YES		5. NO
↓		GO TO NEXT SECTION

E37. And in what month and year was this new business first listed with Dun and Bradstreet?
[PROBE FOR SEASON IF DK MONTH]

_____/_____
MONTH YEAR

SECTION F: ATTITUDES TOWARD COMPETITION

- F1. Please indicate whether you strongly agree, agree, neither agree nor disagree, disagree or strongly disagree with each of the following statements as it applies to this new business.

Lower prices are important for this new business to be an effective competitor. Would you say you strongly agree, agree, neither agree nor disagree, disagree, strongly disagree or is it not relevant as it applies to this new business?

1. STRONGLY AGREE	2. AGREE	3. NEITHER	4. DISAGREE	5. STRONGLY DISAGREE	6. NOT RELEVANT
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- F2. Quality products or services are important for this new business to be an effective competitor. Would you say you strongly agree, agree, neither agree nor disagree, disagree, strongly disagree or is it not relevant as it applies to this new business?

1. STRONGLY AGREE	2. AGREE	3. NEITHER	4. DISAGREE	5. STRONGLY DISAGREE	6. NOT RELEVANT
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- F3. Serving those missed by others is important for this new business to be an effective competitor. Would you say you strongly agree, agree, neither agree nor disagree, disagree, strongly disagree or is it not relevant as it applies to this new business?

1. STRONGLY AGREE	2. AGREE	3. NEITHER	4. DISAGREE	5. STRONGLY DISAGREE	6. NOT RELEVANT
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- F4. Being first to market a new product or service (is important for this new business to be an effective competitor. Would you say you strongly agree, agree, neither agree nor disagree, disagree, strongly disagree or is it not relevant as it applies to this new business?)

1. STRONGLY AGREE	2. AGREE	3. NEITHER	4. DISAGREE	5. STRONGLY DISAGREE	6. NOT RELEVANT
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- F5. Doing a better job of marketing and promotion (is important for this new business to be an effective competitor. Would you say you strongly agree, agree, neither agree nor disagree, disagree, strongly disagree or is it not relevant as it applies to this new business?)

1. STRONGLY AGREE	2. AGREE	3. NEITHER	4. DISAGREE	5. STRONGLY DISAGREE	6. NOT RELEVANT
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F6. A superior location and customer convenience (are important for this new business to be an effective competitor. Would you say you strongly agree, agree, neither agree nor disagree, disagree, strongly disagree or is it not relevant as it applies to this new business?)

1. STRONGLY AGREE	2. AGREE	3. NEITHER	4. DISAGREE	5. STRONGLY DISAGREE	6. NOT RELEVANT
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F7. More contemporary, attractive products (are important for this new business to be an effective competitor. Would you say you strongly agree, agree, neither agree nor disagree, disagree, strongly disagree or is it not relevant as it applies to this new business?)

1. STRONGLY AGREE	2. AGREE	3. NEITHER	4. DISAGREE	5. STRONGLY DISAGREE	6. NOT RELEVANT
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F8. The technical and scientific expertise of the start-up team (is important for this new business to be an effective competitor. Would you say you strongly agree, agree, neither agree nor disagree, disagree, strongly disagree or is it not relevant as it applies to this new business?)

1. STRONGLY AGREE	2. AGREE	3. NEITHER	4. DISAGREE	5. STRONGLY DISAGREE	6. NOT RELEVANT
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F9. Developing new or advanced product technology or process technology for creating goods and services (is important for this new business to be an effective competitor. Would you say you strongly agree, agree, neither agree nor disagree, disagree, strongly disagree or is it not relevant as it applies to this new business?)

1. STRONGLY AGREE	2. AGREE	3. NEITHER	4. DISAGREE	5. STRONGLY DISAGREE	6. NOT RELEVANT
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F10. Development of intellectual property such as a patent, copyright or trademark (is important for this new business to be an effective competitor. Would you say you strongly agree, agree, neither agree nor disagree, disagree, strongly disagree or is it not relevant as it applies to this new business?)

1. STRONGLY AGREE	2. AGREE	3. NEITHER	4. DISAGREE	5. STRONGLY DISAGREE	6. NOT RELEVANT
----------------------	----------	------------	-------------	-------------------------	--------------------

- F11. [ONLY ASK IF MORE THAN ONE AGREE F1-F10]
 You have mentioned a number of things that might be important for this new business to be competitive including [READ F1-F10 THAT R STRONGLY AGREED OR AGREED TO]. Which of these is the single most critical thing for the survival of this new business?

1. LOWER PRICES	2. QUALITY PRODUCTS/ SERVICES	3. SERVING THOSE MISSED BY OTHERS	4. FIRST TO MARKET NEW PROD/SERV.	5. BETTER MARKETING/ PROMOTION
6. LOCATION CUSTOMER CONVENIENCE	7. MORE CONTEMP. PRODUCTS	8. TECHNICAL EXPERTISE	9. DEVELOPING ADVANCED TECHNOLOGY	10. DEVELOPING INTELLECT. PROPERTY

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SECTION G: OWNERS, KEY NON-OWNERS, AND HELPERS

G1. As you know, the creation of a new business often involves contributions of many individuals.

We would like to start with a list of those people who expect to share ownership of the new business, including any other businesses or financial institutions that expect an ownership share. Will the new business be owned only by yourself, only by yourself and your spouse, or by yourself and some other people or businesses?

1. SELF ONLY

GO TO G13

2. SELF AND SPOUSE ONLY

GO TO G3

3. SELF AND OTHER



G2. How many total people or other businesses or financial institutions will share ownership of the new business?

_____ # OF PEOPLE AND BUSINESSES

IF MORE THAN FIVE OWNERS, ASK G6 TO SUMMARIZE ALL OTHER OWNERS

G3. Has a formal agreement regarding shares of ownership been developed for the new business?

1. YES

5. NO

	OWNER #1 (R)	OWNER #2
G4. What is the <u>first</u> name of the person with the next largest ownership?	N/A	_____ FIRST NAME
G5. Is [NAME] acting on their own behalf or does [NAME] represent a business, financial institution, government agency, or other legal entity?	N/A	1. OWN BEHALF 2. REPRESENT INSTITUTION
G6. [IF G1 NOT EQUAL TO 1] Once this business is operational, what proportion of the ownership will (you/[NAME]/all the others) have? (Please remember that the total ownership should add up to one hundred percent).	_____ %	_____ %
G7. [IF G3 EQUAL TO 1] (Have you/Has [NAME]/Have all the others) signed an agreement regarding this ownership share?	1. YES 5. NO ↓ GO TO OWNER #2 G4	1. YES 5. NO ↓ GO TO OWNER #3 G4
G8. In what month and year did (you/[NAME]/all the others first) sign this agreement?	_____/_____ MONTH YEAR	_____/_____ MONTH YEAR

GO TO OWNER #2 G4
OR GO TO G9

GO TO OWNER #3 G4
OR GO TO G9

OWNER #3	OWNER #4	OWNER #5
<p style="text-align: center;">_____ FIRST NAME</p>	<p style="text-align: center;">_____ FIRST NAME</p>	<p style="text-align: center;">_____ FIRST NAME</p>
<div style="border: 1px solid black; padding: 5px; width: fit-content;">1. OWN BEHALF</div>	<div style="border: 1px solid black; padding: 5px; width: fit-content;">1. OWN BEHALF</div>	<div style="border: 1px solid black; padding: 5px; width: fit-content;">1. OWN BEHALF</div>
<div style="border: 1px solid black; padding: 5px; width: fit-content;">2. REPRESENT INSTITUTION</div>	<div style="border: 1px solid black; padding: 5px; width: fit-content;">2. REPRESENT INSTITUTION</div>	<div style="border: 1px solid black; padding: 5px; width: fit-content;">2. REPRESENT INSTITUTION</div>
<p style="text-align: right;">_____ %</p>	<p style="text-align: right;">_____ %</p>	<p style="text-align: right;">_____ %</p>
<div style="display: flex; justify-content: space-around;"> <div style="border: 1px solid black; padding: 5px; width: 40px; text-align: center;">1. YES</div> <div style="border: 1px solid black; padding: 5px; width: 40px; text-align: center;">5. NO</div> </div> <p style="text-align: center;">↓</p> <p style="text-align: center;">GO TO OWNER #4 G4</p>	<div style="display: flex; justify-content: space-around;"> <div style="border: 1px solid black; padding: 5px; width: 40px; text-align: center;">1. YES</div> <div style="border: 1px solid black; padding: 5px; width: 40px; text-align: center;">5. NO</div> </div> <p style="text-align: center;">↓</p> <p style="text-align: center;">GO TO OWNER #5 G4</p>	<div style="display: flex; justify-content: space-around;"> <div style="border: 1px solid black; padding: 5px; width: 40px; text-align: center;">1. YES</div> <div style="border: 1px solid black; padding: 5px; width: 40px; text-align: center;">5. NO</div> </div> <p style="text-align: center;">↓</p> <p style="text-align: center;">GO TO G9</p>
<p>MONTH ____ / ____ YEAR ____</p>	<p>MONTH ____ / ____ YEAR ____</p>	<p>MONTH ____ / ____ YEAR ____</p>

GO TO OWNER #4 G4
OR GO TO G9

GO TO OWNER #5 G4
OR GO TO G9

GO TO G9

G9. **INTERVIEWER CHECKPOINT:**

<input type="checkbox"/>	1. TOTAL OF G6 <u>NOT</u> EQUAL TO 100% ----> GO TO G10
<input type="checkbox"/>	2. TOTAL OF G6 EQUAL TO 100% ----> GO TO G11



G10. The total ownership percentage does not equal one hundred percent. Please help me determine the error. You reported that (G4 OWNER #1) will own (G6 OWNER #1) percent, ((G4 OWNER #2) will own (G6 OWNER #2) percent, (G4 OWNER #3) will own (G6 OWNER #3) percent, (G4 OWNER #4) will own (G6 OWNER #4) percent, (G4 OWNER #5) will own (G6 OWNER #5)) percent. Which is incorrect?

- | | | | | |
|-------------|-------------|-------------|-------------|-------------|
| 1. OWNER #1 | 2. OWNER #2 | 3. OWNER #3 | 4. OWNER #4 | 5. OWNER #5 |
|-------------|-------------|-------------|-------------|-------------|

G11. **INTERVIEWER CHECKPOINT:**

<input type="checkbox"/>	1. IF MORE THAN ONE OWNER (G1=2 OR G1=3) ----> GO TO G12
<input type="checkbox"/>	2. OTHERS ----> GO TO G13



G12. Which of the owners would be considered in charge of day to day operations of the new business -- you or (G4 OWNER #2) or (G4 OWNER #3) or (G4 OWNER #4) or (G4 OWNER 52)?

- | | | | | |
|-------------|-------------|-------------|-------------|-------------|
| 1. OWNER #1 | 2. OWNER #2 | 3. OWNER #3 | 4. OWNER #4 | 5. OWNER #5 |
|-------------|-------------|-------------|-------------|-------------|

G13. How many other people, who will not have an ownership share, have made a distinctive contribution to the founding of this new business, such as planning, development, financial resources, materials, training, or business services?

0. NONE

NUMBER OF PEOPLE

GO TO G18



	KEY NON-OWNER #1	KEY NON-OWNER #2	KEY NON-OWNER #3
G14. What is the first name of the person who has made the (largest/next largest) contribution?	FIRST NAME	FIRST NAME	FIRST NAME
G15. Is [NAME] acting on their own behalf, or does [NAME] make distinctive contributions as a representative of a business, financial institution, government agency, or other legal entity?	<input type="checkbox"/> 1. OWN BEHALF <input type="checkbox"/> 2. REPRESENT INSTITUTION	<input type="checkbox"/> 1. OWN BEHALF <input type="checkbox"/> 2. REPRESENT INSTITUTION	<input type="checkbox"/> 1. OWN BEHALF <input type="checkbox"/> 2. REPRESENT INSTITUTION
G16. Has [NAME] personally accepted responsibility for any critical components of the start-up process?	<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO	<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO	<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO
G17. Does [NAME] expect to have a managerial or supervisory role in the new business -- participating in day to day operational decisions?	<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO	<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO	<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO

GO TO KEY NON-OWNER #2 G14 OR GO TO G18

GO TO KEY NON-OWNER #3 G14 OR GO TO G18

GO TO G18

G18. How many other people, who will not have an ownership share, have provided significant support, advice, or guidance on a regular basis to this new business?

0. NONE

GO TO NEXT SECTION

_____ NUMBER OF PEOPLE
 ↓

	HELPER #1	HELPER #2	HELPER #3
G19. What is the first name of the person who has been the (next) most helpful?	_____ FIRST NAME	_____ FIRST NAME	_____ FIRST NAME
G20. Is [NAME] acting on their own behalf, or does [NAME] provide advice or support as a representative of a business, financial institution, government agency, or another legal entity?	<div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">1. OWN BEHALF</div> <div style="border: 1px solid black; padding: 2px;">2. REPRESENT INSTITUTION</div>	<div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">1. OWN BEHALF</div> <div style="border: 1px solid black; padding: 2px;">2. REPRESENT INSTITUTION</div>	<div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">1. OWN BEHALF</div> <div style="border: 1px solid black; padding: 2px;">2. REPRESENT INSTITUTION</div>
G21. Has [NAME] personally accepted responsibility for any critical components of the start-up process?	<div style="border: 1px solid black; padding: 2px; display: inline-block; margin-right: 10px;">1. YES</div> <div style="border: 1px solid black; padding: 2px; display: inline-block;">5. NO</div>	<div style="border: 1px solid black; padding: 2px; display: inline-block; margin-right: 10px;">1. YES</div> <div style="border: 1px solid black; padding: 2px; display: inline-block;">5. NO</div>	<div style="border: 1px solid black; padding: 2px; display: inline-block; margin-right: 10px;">1. YES</div> <div style="border: 1px solid black; padding: 2px; display: inline-block;">5. NO</div>
G22. Does [NAME] expect to have a managerial or supervisory role in the new business -- participating in day-to-day operational decisions?	<div style="border: 1px solid black; padding: 2px; display: inline-block; margin-right: 10px;">1. YES</div> <div style="border: 1px solid black; padding: 2px; display: inline-block;">5. NO</div>	<div style="border: 1px solid black; padding: 2px; display: inline-block; margin-right: 10px;">1. YES</div> <div style="border: 1px solid black; padding: 2px; display: inline-block;">5. NO</div>	<div style="border: 1px solid black; padding: 2px; display: inline-block; margin-right: 10px;">1. YES</div> <div style="border: 1px solid black; padding: 2px; display: inline-block;">5. NO</div>

**GO TO HELPER #2
G14 OR GO TO
NEXT SECTION**

**GO TO HELPER #3
G14 OR GO TO
NEXT SECTION**

**GO TO NEXT
SECTION**

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SECTION H: OWNER DEMOGRAPHICS

	OWNER #1 (R)	OWNER #2
H0. INTERVIEW CHECKPOINT	N/A	<input type="checkbox"/> 1. G5=1 --> GO TO H1 <input type="checkbox"/> 2. OTHERS --> GO TO OWNER #3 H0
H1. Is [NAME] male or female?	N/A	<input type="checkbox"/> 1. MALE <input type="checkbox"/> 2. FEMALE
H2. (OWNER 1: Now I would like to ask some questions about you (and the other owners). First,) How old (are you/is [NAME])?	_____ AGE	_____ AGE
H3. (Are you/Is [NAME]) Hispanic or Latino?	<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO	<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO
H4. (In addition to being Hispanic or Latino,) (Are you/Is [NAME]) White, Black or African American, American Indian, Asian, Pacific Islander, or (are you/is [NAME]) of mixed racial background? [CHECK ALL THAT APPLY]	<input type="checkbox"/> A. WHITE <input type="checkbox"/> B. BLACK/AFRICAN AMERICAN <input type="checkbox"/> D. AMERICAN INDIAN <input type="checkbox"/> E. ASIAN <input type="checkbox"/> F. PACIFIC ISLANDER <input type="checkbox"/> Z. OTHER: _____	<input type="checkbox"/> A. WHITE <input type="checkbox"/> B. BLACK/AFRICAN AMERICAN <input type="checkbox"/> D. AMERICAN INDIAN <input type="checkbox"/> E. ASIAN <input type="checkbox"/> F. PACIFIC ISLANDER <input type="checkbox"/> Z. OTHER: _____

GO TO H5 FOR OWNER #1

GO TO H5 FOR OWNER #2

OWNER #3	OWNER #4	OWNER #5
<input type="checkbox"/> 1. G5=1 --> GO TO H1 <input type="checkbox"/> 2. OTHERS --> GO TO OWNER #2 H0	<input type="checkbox"/> 1. G5=1 --> GO TO H1 <input type="checkbox"/> 2. OTHERS --> GO TO OWNER #2 H0	<input type="checkbox"/> 1. G5=1 --> GO TO H1 <input type="checkbox"/> 2. OTHERS --> GO TO OWNER #2 H0
<input type="checkbox"/> 1. MALE <input type="checkbox"/> 2. FEMALE	<input type="checkbox"/> 1. MALE <input type="checkbox"/> 2. FEMALE	<input type="checkbox"/> 1. MALE <input type="checkbox"/> 2. FEMALE
<p style="text-align: center;">_____</p> <p style="text-align: center;">AGE</p>	<p style="text-align: center;">_____</p> <p style="text-align: center;">AGE</p>	<p style="text-align: center;">_____</p> <p style="text-align: center;">AGE</p>
<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO	<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO	<input type="checkbox"/> 1. YES <input type="checkbox"/> 5. NO
<input type="checkbox"/> A. WHITE <input type="checkbox"/> B. BLACK/AFRICAN AMERICAN <input type="checkbox"/> D. AMERICAN INDIAN <input type="checkbox"/> E. ASIAN <input type="checkbox"/> F. PACIFIC ISLANDER <input type="checkbox"/> Z. OTHER: _____	<input type="checkbox"/> A. WHITE <input type="checkbox"/> B. BLACK/AFRICAN AMERICAN <input type="checkbox"/> D. AMERICAN INDIAN <input type="checkbox"/> E. ASIAN <input type="checkbox"/> F. PACIFIC ISLANDER <input type="checkbox"/> Z. OTHER: _____	<input type="checkbox"/> A. WHITE <input type="checkbox"/> B. BLACK/AFRICAN AMERICAN <input type="checkbox"/> D. AMERICAN INDIAN <input type="checkbox"/> E. ASIAN <input type="checkbox"/> F. PACIFIC ISLANDER <input type="checkbox"/> Z. OTHER: _____

GO TO H5 FOR OWNER #3

GO TO H5 FOR OWNER #4

GO TO H5 FOR OWNER #5

	OWNER #1 (R)	OWNER #2
H5. What is (your/[NAME]'S) current marital status or living arrangement -- (are you/is [NAME]) married, living with a partner but not married, separated, divorced, widowed, or never married?	<div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">1. MARRIED</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">2. LIVING WITH A PARTNER</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">3. SEPARATED</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">4. DIVORCED</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">5. WIDOWED</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">6. NEVER MARRIED</div>	<div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">1. MARRIED</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">2. LIVING WITH A PARTNER</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">3. SEPARATED</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">4. DIVORCED</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">5. WIDOWED</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">6. NEVER MARRIED</div>
H6. What is the highest level of education (you have/[NAME] has) completed -- (up to the eighth grade, some high school, high school degree, technical or vocational degree, some college, community college degree, a bachelor's degree, some graduate training, a master's degree, or a law degree, medical degree, or Doctorate?)	<div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">1. UP TO EIGHTH GRADE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">2. SOME HIGH SCHOOL</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">3. HIGH SCHOOL DEGREE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">4. TECH. OR VOC. DEGREE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">5. SOME COLLEGE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">6. COMM. COLLEGE DEGREE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">7. BACHELORS DEGREE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">8. SOME GRADUATE TRAINING</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">9. MASTERS DEGREE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">10. LAW, MD, PHD, EDD DEGREE</div>	<div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">1. UP TO EIGHTH GRADE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">2. SOME HIGH SCHOOL</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">3. HIGH SCHOOL DEGREE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">4. TECH. OR VOC. DEGREE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">5. SOME COLLEGE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">6. COMM. COLLEGE DEGREE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">7. BACHELORS DEGREE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">8. SOME GRADUATE TRAINING</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">9. MASTERS DEGREE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">10. LAW, MD, PHD, EDD DEGREE</div>

GO TO H9 FOR OWNER #1

GO TO H7 FOR OWNER #2

OWNER #3	OWNER #4	OWNER #5
1. MARRIED	1. MARRIED	1. MARRIED
2. LIVING WITH A PARTNER	2. LIVING WITH A PARTNER	2. LIVING WITH A PARTNER
3. SEPARATED	3. SEPARATED	3. SEPARATED
4. DIVORCED	4. DIVORCED	4. DIVORCED
5. WIDOWED	5. WIDOWED	5. WIDOWED
6. NEVER MARRIED	6. NEVER MARRIED	6. NEVER MARRIED
1. UP TO EIGHTH GRADE	1. UP TO EIGHTH GRADE	1. UP TO EIGHTH GRADE
2. SOME HIGH SCHOOL	2. SOME HIGH SCHOOL	2. SOME HIGH SCHOOL
3. HIGH SCHOOL DEGREE	3. HIGH SCHOOL DEGREE	3. HIGH SCHOOL DEGREE
4. TECH. OR VOC. DEGREE	4. TECH. OR VOC. DEGREE	4. TECH. OR VOC. DEGREE
5. SOME COLLEGE	5. SOME COLLEGE	5. SOME COLLEGE
6. COMM. COLLEGE DEGREE	6. COMM. COLLEGE DEGREE	6. COMM. COLLEGE DEGREE
7. BACHELORS DEGREE	7. BACHELORS DEGREE	7. BACHELORS DEGREE
8. SOME GRADUATE TRAINING	8. SOME GRADUATE TRAINING	8. SOME GRADUATE TRAINING
9. MASTERS DEGREE	9. MASTERS DEGREE	9. MASTERS DEGREE
10. LAW, MD, PHD, EDD DEGREE	10. LAW, MD, PHD, EDD DEGREE	10. LAW, MD, PHD, EDD DEGREE

GO TO H7 FOR OWNER #3

GO TO H7 FOR OWNER #4

GO TO H7 FOR OWNER #5

	OWNER #1 (R)	OWNER #2
H7. How many years have you known [NAME]? [ENTER "1" FOR LESS THAN ONE YEAR] [DO NOT ACCEPT "ALL MY LIFE" AS RESPONSE]	N/A	_____ # OF YEARS
H8. How would you describe your relationship with [NAME] -- are you spouses, partners sharing a household, relatives living in the same household, relatives living in different households, friends or acquaintances from work, friends or acquaintances you have not worked with, strangers before joining the new business team, or do you have some other type of relationship?	N/A	<div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">1. SPOUSES</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">2. PARTNERS SHARING A HOUSEHOLD</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">3. RELATIVES LIVING IN THE SAME HOUSEHOLD</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">4. RELATIVES LIVING IN DIFFERENT HOUSEHOLDS</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">5. FRIENDS OR ACQUAINTANCES FROM WORK</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">6. FRIENDS OR ACQUAINTANCES YOU HAVE NOT WORKED WITH</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">7. STRANGERS BEFORE JOINING THE NEW BUSINESS TEAM</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">97. SOME OTHER TYPE OF RELATIONSHIP [SPECIFY _____]</div>

GO TO H9 FOR OWNER #2

OWNER #3	OWNER #4	OWNER #5
_____ # OF YEARS	_____ # OF YEARS	_____ # OF YEARS
<div data-bbox="144 537 535 583">1. SPOUSES</div> <div data-bbox="144 606 535 674">2. PARTNERS SHARING A HOUSEHOLD</div> <div data-bbox="144 697 535 764">3. RELATIVES LIVING IN THE SAME HOUSEHOLD</div> <div data-bbox="144 787 535 854">4. RELATIVES LIVING IN DIFFERENT HOUSEHOLDS</div> <div data-bbox="144 877 535 974">5. FRIENDS OR ACQUAINTANCES FROM WORK</div> <div data-bbox="144 997 535 1094">6. FRIENDS OR ACQUAINTANCES YOU HAVE NOT WORKED WITH</div> <div data-bbox="144 1117 535 1213">7. STRANGERS BEFORE JOINING THE NEW BUSINESS TEAM</div> <div data-bbox="144 1236 535 1346">97. SOME OTHER TYPE OF RELATIONSHIP [SPECIFY_____]</div>	<div data-bbox="574 537 966 583">1. SPOUSES</div> <div data-bbox="574 606 966 674">2. PARTNERS SHARING A HOUSEHOLD</div> <div data-bbox="574 697 966 764">3. RELATIVES LIVING IN THE SAME HOUSEHOLD</div> <div data-bbox="574 787 966 854">4. RELATIVES LIVING IN DIFFERENT HOUSEHOLDS</div> <div data-bbox="574 877 966 974">5. FRIENDS OR ACQUAINTANCES FROM WORK</div> <div data-bbox="574 997 966 1094">6. FRIENDS OR ACQUAINTANCES YOU HAVE NOT WORKED WITH</div> <div data-bbox="574 1117 966 1213">7. STRANGERS BEFORE JOINING THE NEW BUSINESS TEAM</div> <div data-bbox="574 1236 966 1346">97. SOME OTHER TYPE OF RELATIONSHIP [SPECIFY_____]</div>	<div data-bbox="1005 537 1396 583">1. SPOUSES OR PARTNERS</div> <div data-bbox="1005 606 1396 674">2. PARTNERS SHARING A HOUSEHOLD</div> <div data-bbox="1005 697 1396 764">3. RELATIVES LIVING IN THE SAME HOUSEHOLD</div> <div data-bbox="1005 787 1396 854">4. RELATIVES LIVING IN DIFFERENT HOUSEHOLDS</div> <div data-bbox="1005 877 1396 974">5. FRIENDS OR ACQUAINTANCES FROM WORK</div> <div data-bbox="1005 997 1396 1094">6. FRIENDS OR ACQUAINTANCES YOU HAVE NOT WORKED WITH</div> <div data-bbox="1005 1117 1396 1213">7. STRANGERS BEFORE JOINING THE NEW BUSINESS TEAM</div> <div data-bbox="1005 1236 1396 1346">97. SOME OTHER TYPE OF RELATIONSHIP [SPECIFY_____]</div>

GO TO H9 FOR OWNER #3

GO TO H9 FOR OWNER #4

GO TO H9 FOR OWNER #5

	OWNER #1 (R)	OWNER #2
H9. In what month and year did [NAME] become involved as an owner of this new business?	N/A	_____/_____ MONTH YEAR
H10. What is (your/[NAME]'s) primary occupation? [IF RETIRED: What was (your/[NAME]'s) primary occupation?]	_____	_____
H11. How many years of work experience (have you/has [NAME]) had in the industry where this new business will compete? [ENTER "1" FOR ONE YEAR OR LESS, EXCLUDING ZERO]	_____ # OF YEARS	_____ # OF YEARS
H12. How many other businesses (have you/has [NAME]) helped to start as an owner or part-owner?	_____ # OF BUSINESSES	_____ # OF BUSINESSES
H13. Besides the new business discussed in this interview, how many other businesses (do you/does [NAME]) own?	_____ # OF BUSINESSES	_____ # OF BUSINESSES

GO TO H14 FOR OWNER #1

GO TO H14 FOR OWNER #2

OWNER #3	OWNER #4	OWNER #5
<p>_____/_____ MONTH YEAR</p>	<p>_____/_____ MONTH YEAR</p>	<p>_____/_____ MONTH YEAR</p>
<p>_____</p>	<p>_____</p>	<p>_____</p>
<p>_____ # OF YEARS</p>	<p>_____ # OF YEARS</p>	<p>_____ # OF YEARS</p>
<p>_____ # OF BUSINESSES</p>	<p>_____ # OF BUSINESSES</p>	<p>_____ # OF BUSINESSES</p>
<p>_____ # OF BUSINESSES</p>	<p>_____ # OF BUSINESSES</p>	<p>_____ # OF BUSINESSES</p>

GO TO H14 FOR OWNER #3

GO TO H14 FOR OWNER #4

GO TO H14 FOR OWNER #5

	OWNER #1 (R)	OWNER #2
H14. How many hours in total (have you/has [NAME]) devoted to this new business?	_____ NUMBER OF HOURS	_____ NUMBER OF HOURS
H15. In terms of current work activity, (are you/is [NAME]) working for others for pay?	<div style="display: flex; justify-content: space-around;"> <div style="border: 1px solid black; padding: 5px; text-align: center;">1. YES</div> <div style="border: 1px solid black; padding: 5px; text-align: center;">5. NO</div> </div> <div style="display: flex; justify-content: space-around; margin-top: 5px;"> <div style="text-align: center;">↓</div> <div style="text-align: center;">GO TO H17</div> </div>	<div style="display: flex; justify-content: space-around;"> <div style="border: 1px solid black; padding: 5px; text-align: center;">1. YES</div> <div style="border: 1px solid black; padding: 5px; text-align: center;">5. NO</div> </div> <div style="display: flex; justify-content: space-around; margin-top: 5px;"> <div style="text-align: center;">↓</div> <div style="text-align: center;">GO TO H17</div> </div>
H16. (Are you/is [NAME]) working for others 35 hours or more per week, or less than 35 hours per week?	<div style="display: flex; justify-content: space-around;"> <div style="border: 1px solid black; padding: 5px; text-align: center;">1. 35 HOURS OR MORE PER WEEK</div> <div style="border: 1px solid black; padding: 5px; text-align: center;">5. LESS THAN 35 HOURS PER WEEK</div> </div>	<div style="display: flex; justify-content: space-around;"> <div style="border: 1px solid black; padding: 5px; text-align: center;">1. 35 HOURS OR MORE PER WEEK</div> <div style="border: 1px solid black; padding: 5px; text-align: center;">5. LESS THAN 35 HOURS PER WEEK</div> </div>
H17. (Have you/Has [NAME]) begun to work 35 hours or more per week on this new business?	<div style="display: flex; justify-content: space-around;"> <div style="border: 1px solid black; padding: 5px; text-align: center;">1. YES</div> <div style="border: 1px solid black; padding: 5px; text-align: center;">5. NO</div> </div> <div style="display: flex; justify-content: space-around; margin-top: 5px;"> <div style="text-align: center;">↓</div> <div style="text-align: center;">GO TO H19</div> </div>	<div style="display: flex; justify-content: space-around;"> <div style="border: 1px solid black; padding: 5px; text-align: center;">1. YES</div> <div style="border: 1px solid black; padding: 5px; text-align: center;">5. NO</div> </div> <div style="display: flex; justify-content: space-around; margin-top: 5px;"> <div style="text-align: center;">↓</div> <div style="text-align: center;">GO TO H19</div> </div>
H18. In what month and year did (you/[NAME]) begin working 35 hours or more per week on this new business?	_____/_____ MONTH YEAR	_____/_____ MONTH YEAR

GO TO H19 FOR OWNER #1

GO TO H19 FOR OWNER #2

OWNER #3	OWNER #4	OWNER #5												
<p style="text-align: center;">_____ NUMBER OF HOURS</p>	<p style="text-align: center;">_____ NUMBER OF HOURS</p>	<p style="text-align: center;">_____ NUMBER OF HOURS</p>												
<table border="0" style="width: 100%;"> <tr> <td style="border: 1px solid black; width: 50%; text-align: center; padding: 5px;">1. YES</td> <td style="border: 1px solid black; width: 50%; text-align: center; padding: 5px;">5. NO</td> </tr> <tr> <td style="text-align: center;">↓</td> <td style="text-align: center;">GO TO H17</td> </tr> </table>	1. YES	5. NO	↓	GO TO H17	<table border="0" style="width: 100%;"> <tr> <td style="border: 1px solid black; width: 50%; text-align: center; padding: 5px;">1. YES</td> <td style="border: 1px solid black; width: 50%; text-align: center; padding: 5px;">5. NO</td> </tr> <tr> <td style="text-align: center;">↓</td> <td style="text-align: center;">GO TO H17</td> </tr> </table>	1. YES	5. NO	↓	GO TO H17	<table border="0" style="width: 100%;"> <tr> <td style="border: 1px solid black; width: 50%; text-align: center; padding: 5px;">1. YES</td> <td style="border: 1px solid black; width: 50%; text-align: center; padding: 5px;">5. NO</td> </tr> <tr> <td style="text-align: center;">↓</td> <td style="text-align: center;">GO TO H17</td> </tr> </table>	1. YES	5. NO	↓	GO TO H17
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1. YES	5. NO													
↓	GO TO H19													
<p style="text-align: center;">_____/_____ MONTH YEAR</p>	<p style="text-align: center;">_____/_____ MONTH YEAR</p>	<p style="text-align: center;">_____/_____ MONTH YEAR</p>												

GO TO H19 FOR OWNER #3

GO TO H19 FOR OWNER #4

GO TO H19 FOR OWNER #5

	OWNER #1 (R)	OWNER #2
H19. [IF MORE THAN ONE OWNER] What is (your/[NAME]'s) primary role in the new business -- would you say it is general management, sales, marketing, or customer service, finance or accounting, technical or science related, such as research or engineering, manufacturing or operations, or is it administration or human resource management?	<div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">1. GENERAL MANAGEMENT; "EVERYTHING"</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">2. SALES/MARKETING/CUSTOMER SERVICE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">3. FINANCE/ACCOUNTING</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">4. TECHNICAL/RESEARCH/SCIENCE/ENGINEERING</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">5. MANUFACTURING/OPERATIONS</div> <div style="border: 1px solid black; padding: 2px;">6. ADMINISTRATION/HUMAN RESOURCE MANAGEMENT</div>	<div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">1. GENERAL MANAGEMENT; "EVERYTHING"</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">2. SALES/MARKETING/CUSTOMER SERVICE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">3. FINANCE/ACCOUNTING</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">4. TECHNICAL/RESEARCH/SCIENCE/ENGINEERING</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">5. MANUFACTURING/OPERATIONS</div> <div style="border: 1px solid black; padding: 2px;">6. ADMINISTRATION/HUMAN RESOURCE MANAGEMENT</div>
H20. How many years of full time, paid work experience (have you/has [NAME]) had? [ENTER "1" FOR LESS THAN ONE YEAR]	_____ # OF YEARS	_____ # OF YEARS
H21. For how many years, if any, (have/has) (you/[NAME]) had managerial, supervisory, or administrative responsibilities?	_____ # OF YEARS	_____ # OF YEARS
H22. INTERVIEWER CHECKPOINT	1. IF ONE OWNER (G1=1) --> GO TO H29 FOR OWNER #1 2. OTHERS --> GO TO H23 FOR OWNER #1	GO TO H23 FOR OWNER #2

OWNER #3	OWNER #4	OWNER #5
1. GENERAL MANAGEMENT; "EVERYTHING"	1. GENERAL MANAGEMENT; "EVERYTHING"	1. GENERAL MANAGEMENT; "EVERYTHING"
2. SALES/MARKETING/ CUSTOMER SERVICE	2. SALES/MARKETING/ CUSTOMER SERVICE	2. SALES/MARKETING/ CUSTOMER SERVICE
3. FINANCE/ACCOUNTING	3. FINANCE/ACCOUNTING	3. FINANCE/ACCOUNTING
4. TECHNICAL/RESEARCH/ SCIENCE/ENGINEERING	4. TECHNICAL/RESEARCH/ SCIENCE/ENGINEERING	4. TECHNICAL/RESEARCH/ SCIENCE/ENGINEERING
5. MANUFACTURING/ OPERATIONS	5. MANUFACTURING/ OPERATIONS	5. MANUFACTURING/ OPERATIONS
6. ADMINISTRATION/ HUMAN RESOURCE MANAGEMENT	6. ADMINISTRATION/ HUMAN RESOURCE MANAGEMENT	6. ADMINISTRATION/ HUMAN RESOURCE MANAGEMENT
_____ # OF YEARS	_____ # OF YEARS	_____ # OF YEARS
_____ # OF YEARS	_____ # OF YEARS	_____ # OF YEARS

GO TO H23 FOR OWNER #3

GO TO H23 FOR OWNER #4

GO TO H23 FOR OWNER #5

	OWNER #1 (R)		OWNER #2	
H23. In addition to time and personal investments of money, in what other ways (have you/has (NAME)) helped with this new business? First, (have you/has (NAME)) provided introductions to other people?	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO
H24. Have you/Has [NAME] provided information or advice to help with this new business?	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO
H25. (Have you/Has (NAME)) provided training in business related tasks or skills (to help with this new business)?	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO
H26. (Have you/Has (NAME)) provided access to financial assistance, like equity, loans, or loan guarantees (to help with this new business)?	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO
H27. (Have you/Has (NAME)) provided physical resources, use of land, space, buildings or equipment (to help with this new business)?	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO
H28. (Have you/Has (NAME)) provided business services, such as legal, accounting or clerical assistance (to help with this new business)?	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO

GO TO H29 FOR OWNER #1

GO TO H29 FOR OWNER #2

OWNER #3		OWNER #4		OWNER #5	
1. YES	5. NO	1. YES	5. NO	1. YES	5. NO
1. YES	5. NO	1. YES	5. NO	1. YES	5. NO
1. YES	5. NO	1. YES	5. NO	1. YES	5. NO
1. YES	5. NO	1. YES	5. NO	1. YES	5. NO
1. YES	5. NO	1. YES	5. NO	1. YES	5. NO
1. YES	5. NO	1. YES	5. NO	1. YES	5. NO

GO TO H29 FOR OWNER #3

GO TO H29 FOR OWNER #4

GO TO H29 FOR OWNER #5

	OWNER #1 (R)		OWNER #2	
H29. MARITAL STATUS CHECKPOINT	<div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">1. IF MARRIED OR LIVING WITH PARTNER (H5 = 1 OR 2)--> GO TO H30</div> <div style="border: 1px solid black; padding: 2px;">2. ELSE --> GO TO OWNER #2 H1</div>		<div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">1. IF MARRIED OR LIVING WITH PARTNER (H5 = 1 OR 2)--> GO TO H30</div> <div style="border: 1px solid black; padding: 2px;">2. ELSE --> GO TO OWNER #3 H1</div>	
H30. Apart from this business, is (your/(NAME's)) (spouse/partner) employed? [REFERS TO ROMANTIC PARTNER R IS LIVING WITH]	<div style="border: 1px solid black; width: 100px; height: 100px; display: flex; align-items: center; justify-content: center;">1. YES</div>	<div style="border: 1px solid black; width: 100px; height: 100px; display: flex; align-items: center; justify-content: center;">5. NO</div>	<div style="border: 1px solid black; width: 100px; height: 100px; display: flex; align-items: center; justify-content: center;">1. YES</div>	<div style="border: 1px solid black; width: 100px; height: 100px; display: flex; align-items: center; justify-content: center;">5. NO</div>

GO TO H1 FOR OWNER #2
OR NEXT SECTION

GO TO H1 FOR OWNER #3
OR NEXT SECTION

OWNER #3		OWNER #4		OWNER #5	
1.	IF MARRIED OR LIVING WITH PARTNER (H5 = 1 OR 2)--> GO TO H30	1.	IF MARRIED OR LIVING WITH PARTNER (H5 = 1 OR 2)--> GO TO H30	1.	IF MARRIED OR LIVING WITH PARTNER (H5 = 1 OR 2)--> GO TO H30
2.	ELSE --> GO TO OWNER #4 H1	2.	ELSE --> GO TO OWNER #5 H1	2.	ELSE --> GO TO NEXT SECTION
1. YES	5. NO	1. YES	5. NO	1. YES	5. NO

GO TO H1 FOR OWNER #4
OR NEXT SECTION

GO TO H1 FOR OWNER #5
OR NEXT SECTION

GO TO NEXT SECTION

BLANK PAGE

SECTION J

J0. INTERVIEWER CHECKPOINT:

<input type="checkbox"/>	1. IF NUMBER OF OWNERS <3 --> GO TO NEXT SECTION
<input type="checkbox"/>	2. IF 3 OWNERS --> GO TO J1a
<input type="checkbox"/>	3. IF 4 OWNERS --> GO TO J1b
<input type="checkbox"/>	4. IF 5 OWNERS -->GO TO J1c

	OWNER #2 AND #3
J1a. INTERVIEWER CHECKPOINT	<p style="text-align: center;">J1a.</p> <p>1. <input type="checkbox"/> IF BOTH OWNERS #2 AND #3 ARE PEOPLE--> GO TO J2a</p> <p>2. <input type="checkbox"/> ELSE --> GO TO NEXT SECTION</p>
J2a. How would you describe [NAME X]'s relationship with [NAME Y] -- are they spouses, partners sharing a household, relatives living in the same household, relatives living in different households, friends or acquaintances from work, friends or acquaintances who have not worked together, strangers before joining the new business team, or do they have some other type of relationship?	<p style="text-align: center;">J2a.</p> <p>1. SPOUSES</p> <p>2. PARTNERS SHARING A HOUSEHOLD</p> <p>3. RELATIVES LIVING IN THE SAME HOUSEHOLD</p> <p>4. RELATIVES LIVING IN DIFFERENT HOUSEHOLDS</p> <p>5. FRIENDS OR ACQUAINTANCES FROM WORK</p> <p>6. FRIENDS OR ACQUAINTANCES WHO HAVE NOT WORKED TOGETHER</p> <p>7. STRANGERS BEFORE JOINING THE NEW BUSINESS TEAM</p> <p>97. SOME OTHER TYPE OF RELATIONSHIP [SPECIFY_____]</p>

GO TO NEXT SECTION

	OWNER #2 AND #3	OWNER #2 AND #4	OWNER #3 AND #4
J1b/ J3b/ J5b. INTERVIEWER CHECKPOINT	<p>J1b.</p> <p>1. IF BOTH OWNERS #2 AND #3 ARE PEOPLE -->GO TO J2b</p> <p>2. ELSE --> GO TO J3b</p>	<p>J3b.</p> <p>1. IF BOTH OWNERS #2 AND #4 ARE PEOPLE -->GO TO J4b</p> <p>2. ELSE --> GO TO J5b</p>	<p>J5b.</p> <p>1. IF BOTH OWNERS #3 AND #4 ARE PEOPLE -->GO TO J6b</p> <p>2. ELSE --> GO TO NEXT SECTION</p>
J2b/ J4b/ J6b. How would you describe [NAME X]'s relationship with [NAME Y] -- are they spouses, partners sharing a household, relatives living in the same household, relatives living in different households, friends or acquaintances from work, friends or acquaintances who have not worked together, strangers before joining the new business team, or do they have some other type of relationship?	<p>J2b.</p> <p>1. SPOUSES</p> <p>2. PARTNERS SHARING A HOUSEHOLD</p> <p>3. RELATIVES LIVING IN THE SAME HOUSEHOLD</p> <p>4. RELATIVES LIVING IN DIFFERENT HOUSEHOLDS</p> <p>5. FRIENDS OR ACQUAINTANCES FROM WORK</p> <p>6. FRIENDS OR ACQUAINTANCES WHO HAVE NOT WORKED TOGETHER</p> <p>7. STRANGERS BEFORE JOINING THE NEW BUSINESS TEAM</p> <p>97. SOME OTHER TYPE OF RELATIONSHIP [SPECIFY_____]</p>	<p>J4b.</p> <p>1. SPOUSES</p> <p>2. PARTNERS SHARING A HOUSEHOLD</p> <p>3. RELATIVES LIVING IN THE SAME HOUSEHOLD</p> <p>4. RELATIVES LIVING IN DIFFERENT HOUSEHOLDS</p> <p>5. FRIENDS OR ACQUAINTANCES FROM WORK</p> <p>6. FRIENDS OR ACQUAINTANCES WHO HAVE NOT WORKED TOGETHER</p> <p>7. STRANGERS BEFORE JOINING THE NEW BUSINESS TEAM</p> <p>97. SOME OTHER TYPE OF RELATIONSHIP [SPECIFY_____]</p>	<p>J6b.</p> <p>1. SPOUSES</p> <p>2. PARTNERS SHARING A HOUSEHOLD</p> <p>3. RELATIVES LIVING IN THE SAME HOUSEHOLD</p> <p>4. RELATIVES LIVING IN DIFFERENT HOUSEHOLDS</p> <p>5. FRIENDS OR ACQUAINTANCES FROM WORK</p> <p>6. FRIENDS OR ACQUAINTANCES WHO HAVE NOT WORKED TOGETHER</p> <p>7. STRANGERS BEFORE JOINING THE NEW BUSINESS TEAM</p> <p>97. SOME OTHER TYPE OF RELATIONSHIP [SPECIFY_____]</p>

GO TO J3b

GO TO J5b

GO TO NEXT SECTION

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	OWNER #2 AND #3	OWNER #2 AND #4	OWNER #3 AND #4
J1c/ J3c/ J5c/ J7c/ J9c/ J11c. INTERVIEWER CHECKPOINT	J1c. 1. IF BOTH OWNERS #2 AND #3 ARE PEOPLE -->GO TO J2c 2. ELSE --> GO TO J3c	J3c. 1. IF BOTH OWNERS #2 AND #4 ARE PEOPLE -->GO TO J4c 2. ELSE --> GO TO J5c	J5c. 1. IF BOTH OWNERS #3 AND #4 ARE PEOPLE -->GO TO J6c 2. ELSE --> GO TO J7c
J2c/ J4c/ J6c/ J8c/ J10c/ J12c. How would you describe [NAME X]'s relationship with [NAME Y] -- are they spouses, partners sharing a household, relatives living in the same household, relatives living in different households, friends or acquaintances from work, friends or acquaintances who have not worked together, strangers before joining the new business team, or do they have some other type of relationship?	J2c. 1. SPOUSES 2. PARTNERS SHARING A HOUSEHOLD 3. RELATIVES LIVING IN THE SAME HOUSEHOLD 4. RELATIVES LIVING IN DIFFERENT HOUSEHOLDS 5. FRIENDS OR ACQUAINTANCES FROM WORK 6. FRIENDS OR ACQUAINTANCES WHO HAVE NOT WORKED TOGETHER 7. STRANGERS BEFORE JOINING THE NEW BUSINESS TEAM 97. SOME OTHER TYPE OF RELATIONSHIP [SPECIFY _____]	J4c. 1. SPOUSES 2. PARTNERS SHARING A HOUSEHOLD 3. RELATIVES LIVING IN THE SAME HOUSEHOLD 4. RELATIVES LIVING IN DIFFERENT HOUSEHOLDS 5. FRIENDS OR ACQUAINTANCES FROM WORK 6. FRIENDS OR ACQUAINTANCES WHO HAVE NOT WORKED TOGETHER 7. STRANGERS BEFORE JOINING THE NEW BUSINESS TEAM 97. SOME OTHER TYPE OF RELATIONSHIP [SPECIFY _____]	J6c. 1. SPOUSES 2. PARTNERS SHARING A HOUSEHOLD 3. RELATIVES LIVING IN THE SAME HOUSEHOLD 4. RELATIVES LIVING IN DIFFERENT HOUSEHOLDS 5. FRIENDS OR ACQUAINTANCES FROM WORK 6. FRIENDS OR ACQUAINTANCES WHO HAVE NOT WORKED TOGETHER 7. STRANGERS BEFORE JOINING THE NEW BUSINESS TEAM 97. SOME OTHER TYPE OF RELATIONSHIP [SPECIFY _____]

GO TO J3c

GO TO J5c

GO TO J7c

	OWNER #2 AND #5	OWNER #3 AND #5	OWNER #4 AND #5
INTERVIEWER CHECKPOINT	<p>J7c.</p> <p>1. IF BOTH OWNERS #2 AND #5 ARE PEOPLE -->GO TO J8c</p> <p>2. ELSE --> GO TO J9c</p>	<p>J9c.</p> <p>1. IF BOTH OWNERS #3 AND #5 ARE PEOPLE -->GO TO J10c</p> <p>2. ELSE --> GO TO J11c</p>	<p>J11c.</p> <p>1. IF BOTH OWNERS #4 AND #5 ARE PEOPLE -->GO TO J12c</p> <p>2. ELSE --> GO TO NEXT SECTION</p>
How would you describe [NAME X]'s relationship with [NAME Y] -- are they spouses, partners sharing a household, relatives living in the same household, relatives living in different households, friends or acquaintances from work, friends or acquaintances who have not worked together, strangers before joining the new business team, or do they have some other type of relationship?	<p>J8c.</p> <p>1. SPOUSES</p> <p>2. PARTNERS SHARING A HOUSEHOLD</p> <p>3. RELATIVES LIVING IN THE SAME HOUSEHOLD</p> <p>4. RELATIVES LIVING IN DIFFERENT HOUSEHOLDS</p> <p>5. FRIENDS OR ACQUAINTANCES FROM WORK</p> <p>6. FRIENDS OR ACQUAINTANCES WHO HAVE NOT WORKED TOGETHER</p> <p>7. STRANGERS BEFORE JOINING THE NEW BUSINESS TEAM</p> <p>97. SOME OTHER TYPE OF RELATIONSHIP [SPECIFY_____]</p>	<p>J10c.</p> <p>1. SPOUSES</p> <p>2. PARTNERS SHARING A HOUSEHOLD</p> <p>3. RELATIVES LIVING IN THE SAME HOUSEHOLD</p> <p>4. RELATIVES LIVING IN DIFFERENT HOUSEHOLDS</p> <p>5. FRIENDS OR ACQUAINTANCES FROM WORK</p> <p>6. FRIENDS OR ACQUAINTANCES WHO HAVE NOT WORKED TOGETHER</p> <p>7. STRANGERS BEFORE JOINING THE NEW BUSINESS TEAM</p> <p>97. SOME OTHER TYPE OF RELATIONSHIP [SPECIFY_____]</p>	<p>J12c.</p> <p>1. SPOUSES</p> <p>2. PARTNERS SHARING A HOUSEHOLD</p> <p>3. RELATIVES LIVING IN THE SAME HOUSEHOLD</p> <p>4. RELATIVES LIVING IN DIFFERENT HOUSEHOLDS</p> <p>5. FRIENDS OR ACQUAINTANCES FROM WORK</p> <p>6. FRIENDS OR ACQUAINTANCES WHO HAVE NOT WORKED TOGETHER</p> <p>7. STRANGERS BEFORE JOINING THE NEW BUSINESS TEAM</p> <p>97. SOME OTHER TYPE OF RELATIONSHIP [SPECIFY_____]</p>

GO TO J9c

GO TO J11c

GO TO NEXT SECTION

SECTION K: LEGAL ENTITY OWNERS

	LEGAL ENTITY #1	LEGAL ENTITY #2
K0. INTERVIEWER CHECKPOINT	N/A	1. IF G5=2 --> GO TO K1 2. OTHERS --> GO TO LEGAL ENTITY #3 K0
K1. How was contact made with the institution [NAME] represents? Did it involve a formal application, a referral, an existing business relationship, an existing personal relationship, or in some other way?	N/A	1. FORMAL APPLICATION 2. REFERRAL 3. EXISTING BUSINESS RELATIONSHIP 4. EXISTING PERSONAL RELATIONSHIP 5. SOME OTHER WAY
K2. Was the decision to provide financial support based mainly on the merits of an application, on a pre-existing personal or business relationship, or some combination?	N/A	1. MERITS OF APPLICATION 2. PRE-EXISTING RELATIONSHIP 3. COMBINATION
K3. Will a person representing this legal owner have an active role in the management team, have a formal advisory role, such as the Board of Directors, or will they be passive and receive progress reports prepared by others?	N/A	1. ACTIVE PART OF DECISION MAKING TEAM 2. ADVISORY ROLE 3. PASSIVE RECIPIENT OF PROGRESS REPORT
K4. Is the institution [NAME] represents a bank, a venture capital firm, a government agency, or some other type of institution?	N/A	1. BANK 2. VENTURE CAPITAL FIRM 3. GOVERNMENT AGENCY 7. OTHER [SPECIFY]

GO TO K5 FOR LEGAL ENTITY #1

GO TO K5 FOR LEGAL ENTITY #2

LEGAL ENTITY #3	LEGAL ENTITY #4	LEGAL ENTITY #5
<p>1. IF G5=2 --> GO TO K1 2. OTHERS --> GO TO LEGAL ENTITY #4 K0</p>	<p>1. IF G5=2 --> GO TO K1 2. OTHERS --> GO TO LEGAL ENTITY #5 K0</p>	<p>1. IF G5=2 --> GO TO K1 2. OTHERS --> GO TO NEXT SECTION</p>
<p>1. FORMAL APPLICATION</p> <p>2. REFERRAL</p> <p>3. EXISTING BUSINESS RELATIONSHIP</p> <p>4. EXISTING PERSONAL RELATIONSHIP</p> <p>5. SOME OTHER WAY</p>	<p>1. FORMAL APPLICATION</p> <p>2. REFERRAL</p> <p>3. EXISTING BUSINESS RELATIONSHIP</p> <p>4. EXISTING PERSONAL RELATIONSHIP</p> <p>5. SOME OTHER WAY</p>	<p>1. FORMAL APPLICATION</p> <p>2. REFERRAL</p> <p>3. EXISTING BUSINESS RELATIONSHIP</p> <p>4. EXISTING PERSONAL RELATIONSHIP</p> <p>5. SOME OTHER WAY</p>
<p>1. MERITS OF APPLICATION</p> <p>2. PRE-EXISTING RELATIONSHIP</p> <p>3. COMBINATION</p>	<p>1. MERITS OF APPLICATION</p> <p>2. PRE-EXISTING RELATIONSHIP</p> <p>3. COMBINATION</p>	<p>1. MERITS OF APPLICATION</p> <p>2. PRE-EXISTING RELATIONSHIP</p> <p>3. COMBINATION</p>
<p>1. ACTIVE PART OF DECISION MAKING TEAM</p> <p>2. ADVISORY ROLE</p> <p>3. PASSIVE RECIPIENT OF PROGRESS REPORT</p>	<p>1. ACTIVE PART OF DECISION MAKING TEAM</p> <p>2. ADVISORY ROLE</p> <p>3. PASSIVE RECIPIENT OF PROGRESS REPORT</p>	<p>1. ACTIVE PART OF DECISION MAKING TEAM</p> <p>2. ADVISORY ROLE</p> <p>3. PASSIVE RECIPIENT OF PROGRESS REPORT</p>
<p>1. BANK</p> <p>2. VENTURE CAPITAL FIRM</p> <p>3. GOVERNMENT AGENCY</p> <p>7. OTHER [SPECIFY] _____</p>	<p>1. BANK</p> <p>2. VENTURE CAPITAL FIRM</p> <p>3. GOVERNMENT AGENCY</p> <p>7. OTHER [SPECIFY] _____</p>	<p>1. BANK</p> <p>2. VENTURE CAPITAL FIRM</p> <p>3. GOVERNMENT AGENCY</p> <p>7. OTHER [SPECIFY] _____</p>

GO TO K5 FOR LEGAL ENTITY #3

GO TO K5 FOR LEGAL ENTITY #4

GO TO K5 FOR LEGAL ENTITY #5

	LEGAL ENTITY #1	LEGAL ENTITY #2
<p>K5. Does the institution [NAME] represent provide support to new firms on a routine basis, or is support for this start-up a special case?</p>	N/A	<div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">1. RECURRING ACTIVITY</div> <div style="border: 1px solid black; padding: 2px;">3. SPECIAL CASE</div>
<p>K6. Is this institution [NAME] representing planning to be a long term owner, sell their share of the firm as soon as this can be done profitably, or will future ownership depend on future circumstances?</p>	N/A	<div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">1. LONG TERM OWNERSHIP</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">2. SELL FOR PROFIT AS SOON AS FEASIBLE</div> <div style="border: 1px solid black; padding: 2px;">3. FUTURE OWNERSHIP DEPENDS ON FUTURE CIRCUMSTANCES</div>
<p>K7. In what month and year did [NAME's] institution become involved as an owner of this new business?</p>	N/A	<p style="text-align: center;">_____/_____ MONTH YEAR</p>

GO TO K0 FOR LEGAL ENTITY #2

GO TO K0 FOR LEGAL ENTITY #3

LEGAL ENTITY #3	LEGAL ENTITY #4	LEGAL ENTITY #5
<div data-bbox="207 323 552 380" style="border: 1px solid black; padding: 2px;">1. RECURRING ACTIVITY</div> <div data-bbox="207 401 552 457" style="border: 1px solid black; padding: 2px;">3. SPECIAL CASE</div>	<div data-bbox="592 323 937 380" style="border: 1px solid black; padding: 2px;">1. RECURRING ACTIVITY</div> <div data-bbox="592 401 937 457" style="border: 1px solid black; padding: 2px;">3. SPECIAL CASE</div>	<div data-bbox="977 323 1321 380" style="border: 1px solid black; padding: 2px;">1. RECURRING ACTIVITY</div> <div data-bbox="977 401 1321 457" style="border: 1px solid black; padding: 2px;">3. SPECIAL CASE</div>
<div data-bbox="207 537 552 611" style="border: 1px solid black; padding: 2px;">1. LONG TERM OWNERSHIP</div> <div data-bbox="207 632 552 705" style="border: 1px solid black; padding: 2px;">2. SELL FOR PROFIT AS SOON AS FEASIBLE</div> <div data-bbox="207 726 552 821" style="border: 1px solid black; padding: 2px;">3. FUTURE OWNERSHIP DEPENDS ON FUTURE CIRCUMSTANCES</div>	<div data-bbox="592 537 937 611" style="border: 1px solid black; padding: 2px;">1. LONG TERM OWNERSHIP</div> <div data-bbox="592 632 937 705" style="border: 1px solid black; padding: 2px;">2. SELL FOR PROFIT AS SOON AS FEASIBLE</div> <div data-bbox="592 726 937 821" style="border: 1px solid black; padding: 2px;">3. FUTURE OWNERSHIP DEPENDS ON FUTURE CIRCUMSTANCES</div>	<div data-bbox="977 537 1321 611" style="border: 1px solid black; padding: 2px;">1. LONG TERM OWNERSHIP</div> <div data-bbox="977 632 1321 705" style="border: 1px solid black; padding: 2px;">2. SELL FOR PROFIT AS SOON AS FEASIBLE</div> <div data-bbox="977 726 1321 821" style="border: 1px solid black; padding: 2px;">3. FUTURE OWNERSHIP DEPENDS ON FUTURE CIRCUMSTANCES</div>
<p style="text-align: center;">_____/_____ MONTH YEAR</p>	<p style="text-align: center;">_____/_____ MONTH YEAR</p>	<p style="text-align: center;">_____/_____ MONTH YEAR</p>

GO TO K0 FOR LEGAL ENTITY #4

GO TO K0 FOR LEGAL ENTITY #5

GO TO NEXT SECTION

SECTION M: KEY NON-OWNER DEMOGRAPHICS

KEY NON-OWNER #1	
M1. INTERVIEWER CHECKPOINT:	<div style="display: flex; flex-direction: column; gap: 10px;"> <div style="border: 1px solid black; padding: 2px;">1. IF G15=1--> GO TO M2</div> <div style="border: 1px solid black; padding: 2px;">2. OTHERS--> GO TO NEXT KEY NON-OWNER M1</div> </div>
M2. Is [NAME] male or female?	<div style="display: flex; justify-content: space-around;"> <div style="border: 1px solid black; padding: 2px;">1. MALE</div> <div style="border: 1px solid black; padding: 2px;">2. FEMALE</div> </div>
M3. How old is [NAME]?	<hr style="width: 100%; border: 0.5px solid black;"/> AGE
M4. Is [NAME] Hispanic or Latino?	<div style="display: flex; justify-content: space-around;"> <div style="border: 1px solid black; padding: 2px;">1. YES</div> <div style="border: 1px solid black; padding: 2px;">5. NO</div> </div>
M5. (In addition to being Hispanic or Latino,) Is [NAME] White, Black or African American, American Indian, Asian, Pacific Islander, or is [NAME] of mixed racial background? [CHECK ALL THAT APPLY]	<div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">A. WHITE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">B. BLACK/AFRICAN AMERICAN</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">D. AMERICAN INDIAN</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">E. ASIAN</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">F. PACIFIC ISLANDER</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">Z. OTHER: _____</div>

GO TO M6 FOR KEY NON-OWNER #1

KEY NON-OWNER #2	KEY NON-OWNER #3
<p>1. IF G15=1--> GO TO M2</p> <p>2. OTHERS--> GO TO NEXT KEY NON-OWNER M1</p>	<p>1. IF G15=1--> GO TO M2</p> <p>2. OTHERS--> GO TO NEXT KEY NON-OWNER M1</p>
<p>1. MALE</p> <p>2. FEMALE</p>	<p>1. MALE</p> <p>2. FEMALE</p>
<p>_____</p> <p>AGE</p>	<p>_____</p> <p>AGE</p>
<p>1. YES</p> <p>5. NO</p>	<p>1. YES</p> <p>5. NO</p>
<p>A. WHITE</p> <p>B. BLACK/AFRICAN AMERICAN</p> <p>D. AMERICAN INDIAN</p> <p>E. ASIAN</p> <p>F. PACIFIC ISLANDER</p> <p>Z. OTHER: _____</p>	<p>A. WHITE</p> <p>B. BLACK/AFRICAN AMERICAN</p> <p>D. AMERICAN INDIAN</p> <p>E. ASIAN</p> <p>F. PACIFIC ISLANDER</p> <p>Z. OTHER: _____</p>

GO TO M6 FOR KEY NON-OWNER #2

GO TO M6 FOR KEY NON-OWNER #3

		KEY NON-OWNER #1
M6.	What is [NAME]'S current marital status or living arrangement -- is [NAME] married, living with a partner but not married, separated, divorced, widowed, or never married?	<div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">1. MARRIED</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">2. LIVING WITH A PARTNER</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">3. SEPARATED</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">4. DIVORCED</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">5. WIDOWED</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">6. NEVER MARRIED</div>
M7.	What is the highest level of education [NAME] has completed -- (up to the eighth grade, some high school, high school degree, technical or vocational degree, some college, community college degree, a bachelor's degree, some graduate training, a master's degree, or a law degree, medical degree, or Doctorate?)	<div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">1. UP TO EIGHTH GRADE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">2. SOME HIGH SCHOOL</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">3. HIGH SCHOOL DEGREE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">4. TECH. OR VOC. DEGREE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">5. SOME COLLEGE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">6. COMM. COLLEGE DEGREE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">7. BACHELORS DEGREE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">8. SOME GRADUATE TRAINING</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">9. MASTERS DEGREE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">10. LAW, MD, PHD, EDD DEGREE</div>

GO TO M8 FOR KEY NON-OWNER #1

KEY NON-OWNER #2	KEY NON-OWNER #3
1. MARRIED	1. MARRIED
2. LIVING WITH A PARTNER	2. LIVING WITH A PARTNER
3. SEPARATED	3. SEPARATED
4. DIVORCED	4. DIVORCED
5. WIDOWED	5. WIDOWED
6. NEVER MARRIED	6. NEVER MARRIED
1. UP TO EIGHTH GRADE	1. UP TO EIGHTH GRADE
2. SOME HIGH SCHOOL	2. SOME HIGH SCHOOL
3. HIGH SCHOOL DEGREE	3. HIGH SCHOOL DEGREE
4. TECH. OR VOC. DEGREE	4. TECH. OR VOC. DEGREE
5. SOME COLLEGE	5. SOME COLLEGE
6. COMM. COLLEGE DEGREE	6. COMM. COLLEGE DEGREE
7. BACHELORS DEGREE	7. BACHELORS DEGREE
8. SOME GRADUATE TRAINING	8. SOME GRADUATE TRAINING
9. MASTERS DEGREE	9. MASTERS DEGREE
10. LAW, MD, PHD, EDD DEGREE	10. LAW, MD, PHD, EDD DEGREE

GO TO M8 FOR KEY NON-OWNER #2

GO TO M8 FOR KEY NON-OWNER #3

		KEY NON-OWNER #1
M8.	How many years have you known [NAME]? [ENTER "1" FOR LESS THAN ONE YEAR] [DO NOT ACCEPT "ALL MY LIFE" AS RESPONSE]	_____ # OF YEARS
M9.	How would you describe your relationship with [NAME] -- are you spouses, partners sharing a household, relatives living in the same household, relatives living in different households, friends or acquaintances from work, friends or acquaintances you have not worked with, strangers before joining the new business team, or do you have some other type of relationship?	<div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">1. SPOUSES</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">2. PARTNERS SHARING A HOUSEHOLD</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">3. RELATIVES LIVING IN THE SAME HOUSEHOLD</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">4. RELATIVES LIVING IN DIFFERENT HOUSEHOLDS</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">5. FRIENDS OR ACQUAINTANCES FROM WORK</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">6. FRIENDS OR ACQUAINTANCES YOU HAVE NOT WORKED WITH</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">7. STRANGERS BEFORE JOINING THE NEW BUSINESS TEAM</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">97. SOME OTHER TYPE OF RELATIONSHIP [SPECIFY_____]</div>

GO TO M10 FOR KEY NON-OWNER #1

KEY NON-OWNER #2	KEY NON-OWNER #3
_____ # OF YEARS	_____ # OF YEARS
1. SPOUSES	1. SPOUSES
2. PARTNERS SHARING A HOUSEHOLD	2. PARTNERS SHARING A HOUSEHOLD
3. RELATIVES LIVING IN THE SAME HOUSEHOLD	3. RELATIVES LIVING IN THE SAME HOUSEHOLD
4. RELATIVES LIVING IN DIFFERENT HOUSEHOLDS	4. RELATIVES LIVING IN DIFFERENT HOUSEHOLDS
5. FRIENDS OR ACQUAINTANCES FROM WORK	5. FRIENDS OR ACQUAINTANCES FROM WORK
6. FRIENDS OR ACQUAINTANCES YOU HAVE NOT WORKED WITH	6. FRIENDS OR ACQUAINTANCES YOU HAVE NOT WORKED WITH
7. STRANGERS BEFORE JOINING THE NEW BUSINESS TEAM	7. STRANGERS BEFORE JOINING THE NEW BUSINESS TEAM
97. SOME OTHER TYPE OF RELATIONSHIP [SPECIFY_____]	97. SOME OTHER TYPE OF RELATIONSHIP [SPECIFY_____]

GO TO M10 FOR KEY NON-OWNER #2

GO TO M10 FOR KEY NON-OWNER #3

	KEY NON-OWNER #1
M10. What is [NAME's] primary occupation? [IF RETIRED: What was [NAME's] primary occupation?]	_____
M11. How many years of work experience has [NAME] had in the industry where the new business will compete? [ENTER "1" FOR ONE YEAR OR LESS, EXCLUDING ZERO]	_____ # OF YEARS
M12. How many other businesses has [NAME] helped to start as an owner or part-owner?	_____ # OF BUSINESSES

GO TO M13 FOR KEY NON-OWNER #1

KEY NON-OWNER #2	KEY NON-OWNER #3
_____	_____
_____ # OF YEARS	_____ # OF YEARS
_____ # OF BUSINESSES	_____ # OF BUSINESSES

GO TO M13 FOR KEY NON-OWNER #2

GO TO M13 FOR KEY NON-OWNER #3

		KEY NON-OWNER #1	
<p>M13. What was the primary contribution of [NAME] to this new business -- would you say it was financial, making introductions, providing advice, providing training, physical resources, business services, personal services or what?</p> <p>[PROBE: Which was the <u>main</u> contribution [NAME] made?]</p>	<div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">1. FINANCIAL</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">2. MAKING INTRODUCTIONS</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">3. PROVIDING ADVICE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">4. PROVIDING TRAINING</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">5. PHYSICAL RESOURCES</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">6. BUSINESS SERVICES</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">7. PERSONAL SERVICES</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">97. OTHER [SPECIFY] _____</div>		
<p>M14. Is [NAME] an employee or an exclusive subcontractor of this new business?</p>	<div style="border: 1px solid black; padding: 5px; text-align: center;">1. YES</div>	<div style="border: 1px solid black; padding: 5px; text-align: center;">5. NO</div>	<p style="text-align: center;">↓</p> <p style="text-align: center;">GO TO M1 FOR KEY NON- OWNER #2</p>
<p>M15. Does [NAME] work for pay on the new business 35 hours or more per week?</p>	<div style="border: 1px solid black; padding: 5px; text-align: center;">1. YES</div>	<div style="border: 1px solid black; padding: 5px; text-align: center;">5. NO</div>	
<p>M16. In what month and year did [NAME] begin working for pay 35 hours or more per week on this new business?</p>	<p style="text-align: center;">_____/_____ MONTH YEAR</p>		

GO TO M1 FOR KEY NON-OWNER #2

KEY NON-OWNER #2	KEY NON-OWNER #3
<div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">1. FINANCIAL</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">2. MAKING INTRODUCTIONS</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">3. PROVIDING ADVICE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">4. PROVIDING TRAINING</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;">97. OTHER [SPECIFY] _____</div>	<div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">1. FINANCIAL</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">2. MAKING INTRODUCTIONS</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">3. PROVIDING ADVICE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">4. PROVIDING TRAINING</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;">97. OTHER [SPECIFY] _____</div>
<div style="display: flex; justify-content: space-around; margin-bottom: 10px;"> <div style="border: 1px solid black; padding: 2px; width: 40%;">1. YES</div> <div style="border: 1px solid black; padding: 2px; width: 40%;">5. NO</div> </div> <div style="text-align: center; margin-bottom: 10px;">↓</div> <div style="text-align: center;">GO TO M1 FOR KEY NON- OWNER #3</div>	<div style="display: flex; justify-content: space-around; margin-bottom: 10px;"> <div style="border: 1px solid black; padding: 2px; width: 40%;">1. YES</div> <div style="border: 1px solid black; padding: 2px; width: 40%;">5. NO</div> </div> <div style="text-align: center; margin-bottom: 10px;">↓</div> <div style="text-align: center;">GO TO NEXT SECTION</div>
<div style="display: flex; justify-content: space-around; margin-bottom: 10px;"> <div style="border: 1px solid black; padding: 2px; width: 40%;">1. YES</div> <div style="border: 1px solid black; padding: 2px; width: 40%;">5. NO</div> </div> <div style="text-align: center; margin-bottom: 10px;">↓</div> <div style="text-align: center;">GO TO M1 FOR KEY NON- OWNER #3</div>	<div style="display: flex; justify-content: space-around; margin-bottom: 10px;"> <div style="border: 1px solid black; padding: 2px; width: 40%;">1. YES</div> <div style="border: 1px solid black; padding: 2px; width: 40%;">5. NO</div> </div> <div style="text-align: center; margin-bottom: 10px;">↓</div> <div style="text-align: center;">GO TO NEXT SECTION</div>
<div style="text-align: center;"> _____ / _____ MONTH YEAR </div>	<div style="text-align: center;"> _____ / _____ MONTH YEAR </div>

GO TO M1 FOR KEY NON-OWNER #3

GO TO NEXT SECTION

SECTION N: HELPER DEMOGRAPHICS

		HELPER #1	
N1.	INTERVIEWER CHECKPOINT:	<input type="checkbox"/> 1. IF G20=1--> GO TO N2	
		<input type="checkbox"/> 2. OTHERS--> GO TO NEXT HELPER N1	
N2.	Is [NAME] male or female?	<input type="checkbox"/> 1. MALE	<input type="checkbox"/> 2. FEMALE
N3.	How old is [NAME]?	_____ AGE	
N4.	Is [NAME] Hispanic or Latino?	<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO
N5.	(In addition to being Hispanic or Latino,) Is [NAME] White, Black or African American, American Indian, Asian, Pacific Islander, or is [NAME] of mixed racial background? [CHECK ALL THAT APPLY]	<input type="checkbox"/> A. WHITE	<input type="checkbox"/> B. BLACK/AFRICAN AMERICAN
		<input type="checkbox"/> D. AMERICAN INDIAN	<input type="checkbox"/> E. ASIAN
		<input type="checkbox"/> F. PACIFIC ISLANDER	
		<input type="checkbox"/> Z. OTHER: _____	

GO TO N6 FOR HELPER #1

HELPER #2	HELPER #3
<p>1. IF G20=1--> GO TO N2</p> <p>2. OTHERS--> GO TO NEXT HELPER N1</p>	<p>1. IF G20=1--> GO TO N2</p> <p>2. OTHERS--> GO TO NEXT HELPER N1</p>
<p>1. MALE</p> <p>2. FEMALE</p>	<p>1. MALE</p> <p>2. FEMALE</p>
<p>_____</p> <p>AGE</p>	<p>_____</p> <p>AGE</p>
<p>1. YES</p> <p>5. NO</p>	<p>1. YES</p> <p>5. NO</p>
<p>A. WHITE</p> <p>B. BLACK/AFRICAN AMERICAN</p> <p>D. AMERICAN INDIAN</p> <p>E. ASIAN</p> <p>F. PACIFIC ISLANDER</p> <p>Z. OTHER: _____</p>	<p>A. WHITE</p> <p>B. BLACK/AFRICAN AMERICAN</p> <p>D. AMERICAN INDIAN</p> <p>E. ASIAN</p> <p>F. PACIFIC ISLANDER</p> <p>Z. OTHER: _____</p>

GO TO N6 FOR HELPER #2

GO TO N6 FOR HELPER #3

	HELPER #1
<p>N6. What is [NAME]'S current marital status or living arrangement -- is [NAME] married, living with a partner but not married, separated, divorced, widowed, or never married?</p>	<div data-bbox="735 327 1123 375">1. MARRIED</div> <div data-bbox="735 396 1123 445">2. LIVING WITH A PARTNER</div> <div data-bbox="735 466 1123 514">3. SEPARATED</div> <div data-bbox="735 535 1123 583">4. DIVORCED</div> <div data-bbox="735 604 1123 653">5. WIDOWED</div> <div data-bbox="735 674 1123 722">6. NEVER MARRIED</div>
<p>N7. What is the highest level of education [NAME] has completed -- (up to the eighth grade, some high school, high school degree, technical or vocational degree, some college, community college degree, a bachelor's degree, some graduate training, a master's degree, or a law degree, medical degree, or Doctorate?)</p>	<div data-bbox="735 758 1123 806">1. UP TO EIGHTH GRADE</div> <div data-bbox="735 827 1123 875">2. SOME HIGH SCHOOL</div> <div data-bbox="735 896 1123 945">3. HIGH SCHOOL DEGREE</div> <div data-bbox="735 966 1123 1041">4. TECH. OR VOC. DEGREE</div> <div data-bbox="735 1062 1123 1110">5. SOME COLLEGE</div> <div data-bbox="735 1131 1123 1207">6. COMM. COLLEGE DEGREE</div> <div data-bbox="735 1228 1123 1276">7. BACHELORS DEGREE</div> <div data-bbox="735 1297 1123 1373">8. SOME GRADUATE TRAINING</div> <div data-bbox="735 1394 1123 1442">9. MASTERS DEGREE</div> <div data-bbox="735 1463 1123 1539">10. LAW, MD, PHD, EDD DEGREE</div>

GO TO N8 FOR HELPER #1

HELPER #2	HELPER #3
1. MARRIED	1. MARRIED
2. LIVING WITH A PARTNER	2. LIVING WITH A PARTNER
3. SEPARATED	3. SEPARATED
4. DIVORCED	4. DIVORCED
5. WIDOWED	5. WIDOWED
6. NEVER MARRIED	6. NEVER MARRIED
1. UP TO EIGHTH GRADE	1. UP TO EIGHTH GRADE
2. SOME HIGH SCHOOL	2. SOME HIGH SCHOOL
3. HIGH SCHOOL DEGREE	3. HIGH SCHOOL DEGREE
4. TECH. OR VOC. DEGREE	4. TECH. OR VOC. DEGREE
5. SOME COLLEGE	5. SOME COLLEGE
6. COMM. COLLEGE DEGREE	6. COMM. COLLEGE DEGREE
7. BACHELORS DEGREE	7. BACHELORS DEGREE
8. SOME GRADUATE TRAINING	8. SOME GRADUATE TRAINING
9. MASTERS DEGREE	9. MASTERS DEGREE
10. LAW, MD, PHD, EDD DEGREE	10. LAW, MD, PHD, EDD DEGREE

GO TO N8 FOR HELPER #2

GO TO N8 FOR HELPER #3

		HELPER #1
N8.	How many years have you known [NAME]? [ENTER "1" FOR LESS THAN ONE YEAR] [DO NOT ACCEPT "ALL MY LIFE" AS RESPONSE]	_____ # OF YEARS
N9.	How would you describe your relationship with [NAME] -- are you spouses, partners sharing a household, relatives living in the same household, relatives living in different households, friends or acquaintances from work, friends or acquaintances you have not worked with, strangers before joining the new business team, or do you have some other type of relationship?	<div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">1. SPOUSES</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">2. PARTNERS SHARING A HOUSEHOLD</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">3. RELATIVES LIVING IN THE SAME HOUSEHOLD</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">4. RELATIVES LIVING IN DIFFERENT HOUSEHOLDS</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">5. FRIENDS OR ACQUAINTANCES FROM WORK</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">6. FRIENDS OR ACQUAINTANCES YOU HAVE NOT WORKED WITH</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">7. STRANGERS BEFORE JOINING THE NEW BUSINESS TEAM</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">97. SOME OTHER TYPE OF RELATIONSHIP [SPECIFY_____]</div>

GO TO N10 FOR HELPER #1

HELPER #2	HELPER #3
_____ # OF YEARS	_____ # OF YEARS
1. SPOUSES	1. SPOUSES
2. PARTNERS SHARING A HOUSEHOLD	2. PARTNERS SHARING A HOUSEHOLD
3. RELATIVES LIVING IN THE SAME HOUSEHOLD	3. RELATIVES LIVING IN THE SAME HOUSEHOLD
4. RELATIVES LIVING IN DIFFERENT HOUSEHOLDS	4. RELATIVES LIVING IN DIFFERENT HOUSEHOLDS
5. FRIENDS OR ACQUAINTANCES FROM WORK	5. FRIENDS OR ACQUAINTANCES FROM WORK
6. FRIENDS OR ACQUAINTANCES YOU HAVE NOT WORKED WITH	6. FRIENDS OR ACQUAINTANCES YOU HAVE NOT WORKED WITH
7. STRANGERS BEFORE JOINING THE NEW BUSINESS TEAM	7. STRANGERS BEFORE JOINING THE NEW BUSINESS TEAM
97. SOME OTHER TYPE OF RELATIONSHIP [SPECIFY_____]	97. SOME OTHER TYPE OF RELATIONSHIP [SPECIFY_____]

GO TO N10 FOR HELPER #2

GO TO N10 FOR HELPER #3

	HELPER #1
N10. What is NAME's] primary occupation? [IF RETIRED: What was [NAME's] primary occupation?]	_____
N11. How many years of work experience has [NAME] had in the industry where the new business will compete? [ENTER "1" FOR ONE YEAR OR LESS, EXCLUDING ZERO]	_____ # OF YEARS
N12. How many other businesses has [NAME] helped to start as an owner or part-owner?	_____ # OF BUSINESSES

GO TO N13 FOR HELPER #1

HELPER #2	HELPER #3
_____	_____
_____ # OF YEARS	_____ # OF YEARS
_____ # OF BUSINESSES	_____ # OF BUSINESSES

GO TO N13 FOR HELPER #2

GO TO N13 FOR HELPER #3

		HELPER #1	
<p>N13. What was the primary contribution of [NAME] to this new business -- would you say it was financial, making introductions, providing advice, providing training, physical resources, business services, personal services or what?</p> <p>[PROBE: Which was the <u>main</u> contribution [NAME] made?]</p>	<div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">1. FINANCIAL</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">2. MAKING INTRODUCTIONS</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">3. PROVIDING ADVICE</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">4. PROVIDING TRAINING</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">5. PHYSICAL RESOURCES</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">6. BUSINESS SERVICES</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">7. PERSONAL SERVICES</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">97. OTHER [SPECIFY] _____</div>		
<p>N14. Is [NAME] an employee or an exclusive subcontractor of this new business?</p>	<div style="border: 1px solid black; padding: 5px; width: 60px; margin: 0 auto;">1. YES</div> <div style="text-align: center;">↓</div>	<div style="border: 1px solid black; padding: 5px; width: 60px; margin: 0 auto;">5. NO</div> <p style="text-align: center; font-weight: bold;">GO TO N1 FOR HELPER #2</p>	
<p>N15. Does [NAME] work for pay on the new business 35 hours or more per week?</p>	<div style="border: 1px solid black; padding: 5px; width: 60px; margin: 0 auto;">1. YES</div> <div style="text-align: center;">↓</div>	<div style="border: 1px solid black; padding: 5px; width: 60px; margin: 0 auto;">5. NO</div> <p style="text-align: center; font-weight: bold;">GO TO N1 FOR HELPER #2</p>	
<p>N16. In what month and year did [NAME] begin working for pay 35 hours or more per week on this new business?</p>	<p>_____ / _____ MONTH YEAR</p>		

GO TO N1 FOR HELPER #2

HELPER #2	HELPER #3
<div data-bbox="162 323 555 373">1. FINANCIAL</div> <div data-bbox="162 394 555 445">2. MAKING INTRODUCTIONS</div> <div data-bbox="162 466 555 516">3. PROVIDING ADVICE</div> <div data-bbox="162 537 555 588">4. PROVIDING TRAINING</div> <div data-bbox="162 609 555 659">5. PHYSICAL RESOURCES</div> <div data-bbox="162 680 555 730">6. BUSINESS SERVICES</div> <div data-bbox="162 751 555 802">7. PERSONAL SERVICES</div> <div data-bbox="162 823 555 873">97. OTHER [SPECIFY] _____</div>	<div data-bbox="594 323 987 373">1. FINANCIAL</div> <div data-bbox="594 394 987 445">2. MAKING INTRODUCTIONS</div> <div data-bbox="594 466 987 516">3. PROVIDING ADVICE</div> <div data-bbox="594 537 987 588">4. PROVIDING TRAINING</div> <div data-bbox="594 609 987 659">5. PHYSICAL RESOURCES</div> <div data-bbox="594 680 987 730">6. BUSINESS SERVICES</div> <div data-bbox="594 751 987 802">7. PERSONAL SERVICES</div> <div data-bbox="594 823 987 873">97. OTHER [SPECIFY] _____</div>
<div data-bbox="162 911 331 961">1. YES</div> <div data-bbox="380 911 555 961">5. NO</div> <div data-bbox="259 978 282 1029">↓</div> <div data-bbox="393 978 542 1050">GO TO N1 FOR HELPER #3</div>	<div data-bbox="594 911 769 961">1. YES</div> <div data-bbox="818 911 993 961">5. NO</div> <div data-bbox="695 978 717 1029">↓</div> <div data-bbox="847 978 958 1050">GO TO NEXT SECTION</div>
<div data-bbox="162 1100 331 1150">1. YES</div> <div data-bbox="380 1100 555 1150">5. NO</div> <div data-bbox="259 1167 282 1218">↓</div> <div data-bbox="393 1167 542 1239">GO TO N1 FOR HELPER #3</div>	<div data-bbox="594 1100 769 1150">1. YES</div> <div data-bbox="818 1100 993 1150">5. NO</div> <div data-bbox="695 1167 717 1218">↓</div> <div data-bbox="847 1167 958 1239">GO TO NEXT SECTION</div>
<div data-bbox="172 1327 522 1377">_____/_____ MONTH YEAR</div>	<div data-bbox="610 1327 961 1377">_____/_____ MONTH YEAR</div>

GO TO N1 FOR HELPER #3

GO TO NEXT SECTION

BLANK PAGE

SECTION P: COMMUNITY RESOURCES

- P1. Now I would like to talk to you about the community in which you now live. Please tell me whether you agree or disagree with the following statements.

The social norms and culture of the community where you live are highly supportive of success achieved through one's own personal efforts. Would you say you strongly agree, agree, neither agree nor disagree, disagree, or strongly disagree?

1. STRONGLY AGREE	2. AGREE	3. NEITHER	4. DISAGREE	5. STRONGLY DISAGREE
-------------------	----------	------------	-------------	----------------------

- P2. The social norms and culture of your community emphasize self-sufficiency, autonomy, and personal initiative. Would you say you strongly agree, agree, neither agree nor disagree, disagree, or strongly disagree?

1. STRONGLY AGREE	2. AGREE	3. NEITHER	4. DISAGREE	5. STRONGLY DISAGREE
-------------------	----------	------------	-------------	----------------------

- P3. The social norms and culture of your community encourage entrepreneurial risk-taking. (Would you say you strongly agree, agree, neither agree nor disagree, disagree, or strongly disagree?)

1. STRONGLY AGREE	2. AGREE	3. NEITHER	4. DISAGREE	5. STRONGLY DISAGREE
-------------------	----------	------------	-------------	----------------------

- P4. The social norms and culture of your community encourage creativity and innovativeness. (Would you say you strongly agree, agree, neither agree nor disagree, disagree, or strongly disagree?)

1. STRONGLY AGREE	2. AGREE	3. NEITHER	4. DISAGREE	5. STRONGLY DISAGREE
-------------------	----------	------------	-------------	----------------------

- P5. The social norms and culture of your community emphasize the responsibility that the individual has in managing his or her own life. (Would you say you strongly agree, agree, neither agree nor disagree, disagree, or strongly disagree?)

1. STRONGLY AGREE	2. AGREE	3. NEITHER	4. DISAGREE	5. STRONGLY DISAGREE
-------------------	----------	------------	-------------	----------------------

- P6. Young people in your community are encouraged to be independent and start their own businesses. (Would you say you strongly agree, agree, neither agree nor disagree, disagree, or strongly disagree?)
- | | | | | |
|-------------------|----------|------------|-------------|----------------------|
| 1. STRONGLY AGREE | 2. AGREE | 3. NEITHER | 4. DISAGREE | 5. STRONGLY DISAGREE |
|-------------------|----------|------------|-------------|----------------------|
- P7. State and local governments in your community provide good support for those starting new businesses. (Would you say you strongly agree, agree, neither agree nor disagree, disagree, or strongly disagree?)
- | | | | | |
|-------------------|----------|------------|-------------|----------------------|
| 1. STRONGLY AGREE | 2. AGREE | 3. NEITHER | 4. DISAGREE | 5. STRONGLY DISAGREE |
|-------------------|----------|------------|-------------|----------------------|
- P8. Bankers and other investors in your community go out of their way to help new businesses get started. (Would you say you strongly agree, agree, neither agree nor disagree, disagree, or strongly disagree?)
- | | | | | |
|-------------------|----------|------------|-------------|----------------------|
| 1. STRONGLY AGREE | 2. AGREE | 3. NEITHER | 4. DISAGREE | 5. STRONGLY DISAGREE |
|-------------------|----------|------------|-------------|----------------------|
- P9. Community groups provide good support for those starting new businesses. (Would you say you strongly agree, agree, neither agree nor disagree, disagree, or strongly disagree?)
- | | | | | |
|-------------------|----------|------------|-------------|----------------------|
| 1. STRONGLY AGREE | 2. AGREE | 3. NEITHER | 4. DISAGREE | 5. STRONGLY DISAGREE |
|-------------------|----------|------------|-------------|----------------------|
- P10. Many of your friends have started new businesses. (Would you say you strongly agree, agree, neither agree nor disagree, disagree, or strongly disagree?)
- | | | | | |
|-------------------|----------|------------|-------------|----------------------|
| 1. STRONGLY AGREE | 2. AGREE | 3. NEITHER | 4. DISAGREE | 5. STRONGLY DISAGREE |
|-------------------|----------|------------|-------------|----------------------|
- P11. Many of your relatives have started new businesses. (Would you say you strongly agree, agree, neither agree nor disagree, disagree, or strongly disagree?)
- | | | | | |
|-------------------|----------|------------|-------------|----------------------|
| 1. STRONGLY AGREE | 2. AGREE | 3. NEITHER | 4. DISAGREE | 5. STRONGLY DISAGREE |
|-------------------|----------|------------|-------------|----------------------|
- P12. Most of the leaders in your community are people who own their own businesses. (Would you say you strongly agree, agree, neither agree nor disagree, disagree, or strongly disagree?)
- | | | | | |
|-------------------|----------|------------|-------------|----------------------|
| 1. STRONGLY AGREE | 2. AGREE | 3. NEITHER | 4. DISAGREE | 5. STRONGLY DISAGREE |
|-------------------|----------|------------|-------------|----------------------|

SECTION Q: START-UP INVESTMENTS, DEBTS AND NET WORTH

Q1. INTERVIEWER CHECKPOINT:

<input type="checkbox"/>	1. IF BUSINESS IS LEGAL ENTITY (C2 = 1) --> GO TO Q2
↓	
<input type="checkbox"/>	2. OTHERS --> GO TO Q3
↓	

Q2. You reported that the business was registered as a [C1 LEGAL ENTITY TYPE] in [C3 MONTH/YEAR]. Once a business has been registered as a legal entity, the business itself can engage in financial transactions. It is useful to consider the financial support as having two phases, financial support provided before the business is actually registered as a legal entity and financial support provided after the business has been registered as a legal entity. I will first ask you about financial support before the new business was a registered legal entity.

1. CONTINUE

Q3. I would like to ask about the source of funds provided by each person or legal entity that will expect to own part of this new business (before it was registered as a [C1 LEGAL ENTITY TYPE]).

1. CONTINUE

	OWNER #1 (R)	OWNER #2
Q4. What is the dollar amount provided by (you/[NAME]) that came from personal savings (before the business was registered as a [C1])?	\$ _____	\$ _____
Q5. What is the dollar amount provided that came from personal loans received by (you/[NAME]) from (your/their) family members and relatives (before the business was registered as a [C1])?	\$ _____	\$ _____
Q6. (What is the dollar amount provided that came) from personal loans received by (you/[NAME]) from (your/their) friends, employers or work colleagues (before the business was registered as a [C1])?	\$ _____	\$ _____
Q7. (What is the dollar amount provided that came) from credit card loans to (you/[NAME]) (before the business was registered as a [C1])?	\$ _____	\$ _____
Q8. (What is the dollar amount provided that came) from a personal loan from a bank or some other type of financial institution to (you/[NAME]) (before the business was registered as a [C1])?	\$ _____	\$ _____
Q9. (What is the dollar amount provided that came) from an asset backed loan like a second mortgage or car loan to (you/[NAME]) (before the business was registered as a [C1])?	\$ _____	\$ _____
Q10. What is the dollar amount provided by (you/[NAME]) that came from any other sources (before the business was registered as a [C1])?	\$ _____ IF > 0 -> GO TO Q11 OTHERS GO TO Q12	\$ _____ IF > 0 -> GO TO Q11 OTHERS GO TO Q12
Q11. What was this other source of funding?	_____	_____

GO TO OWNER #1 1 GO TO OWNER #2 Q12
Q12

OWNER #3	OWNER #4	OWNER #5
\$ _____	\$ _____	\$ _____
\$ _____	\$ _____	\$ _____
\$ _____	\$ _____	\$ _____
\$ _____	\$ _____	\$ _____
\$ _____	\$ _____	\$ _____
\$ _____	\$ _____	\$ _____
\$ _____	\$ _____	\$ _____
\$ _____	\$ _____	\$ _____
\$ _____	\$ _____	\$ _____
\$ _____	\$ _____	\$ _____
<p>IF > 0 -> GO TO Q11 OTHERS GO TO Q12</p>	<p>IF > 0 -> GO TO Q11 OTHERS GO TO Q12</p>	<p>IF > 0 -> GO TO Q11 OTHERS GO TO Q12</p>
_____	_____	_____

GO TO OWNER #3 Q12

GO TO OWNER #4 Q12

GO TO OWNER #5 Q12

	OWNER #1 (R)	OWNER #2								
<p>Q12. [IF NOT ALL Q4-Q10 = DK OR RF] Based on what you just said, the total amount (you have/[NAME] has) contributed to this new business (before it was registered as [C1]), either to purchase ownership or as a loan to this new business, is approximately [SUM Q4-Q10] dollars. Is this correct?</p>	<table border="1"> <tr> <td>1. YES</td> <td>5. NO</td> </tr> <tr> <td style="text-align: center;">↓</td> <td style="text-align: center;">GO TO BACK TO Q4</td> </tr> </table>	1. YES	5. NO	↓	GO TO BACK TO Q4	<table border="1"> <tr> <td>1. YES</td> <td>5. NO</td> </tr> <tr> <td style="text-align: center;">↓</td> <td style="text-align: center;">GO TO BACK TO Q4</td> </tr> </table>	1. YES	5. NO	↓	GO TO BACK TO Q4
1. YES	5. NO									
↓	GO TO BACK TO Q4									
1. YES	5. NO									
↓	GO TO BACK TO Q4									
<p>Q13. [IF SUM Q4-Q10 > 0] How much of the [SUM Q4-Q10] dollars that (you/[NAME]) contributed is considered a loan to the new business that must be paid back to (you/[NAME])?</p>	<p>\$ _____</p>	<p>\$ _____</p>								
<p>Q14. [IF SUM Q4-Q10 > 0] In what month and year was the initial money invested (by you/[NAME])?</p>	<p>_____/_____ MONTH YEAR</p>	<p>_____/_____ MONTH YEAR</p>								

GO TO OWNER #2 Q3
OR GO TO Q15

GO TO OWNER #3 Q3
OR GO TO Q15

OWNER #3	OWNER #4	OWNER #5
<div style="display: flex; justify-content: space-around;"> <div style="border: 1px solid black; padding: 5px; width: 40%;">1. YES</div> <div style="border: 1px solid black; padding: 5px; width: 40%;">5. NO</div> </div> <div style="display: flex; justify-content: space-around; margin-top: 10px;"> <div style="text-align: center;">↓</div> <div style="text-align: center;">GO TO BACK TO Q4</div> </div>	<div style="display: flex; justify-content: space-around;"> <div style="border: 1px solid black; padding: 5px; width: 40%;">1. YES</div> <div style="border: 1px solid black; padding: 5px; width: 40%;">5. NO</div> </div> <div style="display: flex; justify-content: space-around; margin-top: 10px;"> <div style="text-align: center;">↓</div> <div style="text-align: center;">GO TO BACK TO Q4</div> </div>	<div style="display: flex; justify-content: space-around;"> <div style="border: 1px solid black; padding: 5px; width: 40%;">1. YES</div> <div style="border: 1px solid black; padding: 5px; width: 40%;">5. NO</div> </div> <div style="display: flex; justify-content: space-around; margin-top: 10px;"> <div style="text-align: center;">↓</div> <div style="text-align: center;">GO TO BACK TO Q4</div> </div>
\$ _____	\$ _____	\$ _____
_____ / _____ MONTH YEAR	_____ / _____ MONTH YEAR	_____ / _____ MONTH YEAR

GO TO OWNER #4 Q3
OR GO TO Q15

GO TO OWNER #5 Q3
OR GO TO Q15

GO TO Q15

Q15. INTERVIEWER CHECKPOINT:

<input type="checkbox"/> 1. IF REGISTERED BUSINESS (C2 = 1) ---> GO TO R0, NEXT SECTION
<input type="checkbox"/> 2. OTHERS ---> GO TO Q16

Q16. How much in additional funding will be required before the new business can become registered as a legal entity and able to enter into binding agreements?

\$ _____ 999 999 998. DON'T KNOW

Q17. What proportion of this additional funding will be in the form of shares in the ownership of this new business?

_____ % 998. DON'T KNOW

SECTION R: LEGAL ENTITY START-UP INVESTMENTS, DEBTS AND NET WORTH

R0. INTERVIEWER CHECKPOINT:

<input type="checkbox"/>	1. IF BUSINESS IS REGISTERED AS A LEGAL ENTITY (C2 = 1)--> GO TO R1
<input type="checkbox"/>	2. OTHERS --> GO TO R26

R1. Now I would like to talk about loans and other financial support received by this new business after it was registered as a [C1 LEGAL ENTITY]. First, I would like to ask about loans. Has this new business directly received any loans or financial support, including any loans or investments from you (or other owners), after it was registered as a legal entity?

<div style="border: 1px solid black; padding: 2px; display: inline-block;">1. YES</div> ↓	<div style="border: 1px solid black; padding: 2px; display: inline-block;">5. NO</div> GO TO R26
--	---

R2. In what month and year did this first occur?

_____ / _____
 MONTH YEAR

R3. Other than any loans to the new business, did you (or other owners) invest any additional equity or ownership funds after the new business was registered as a [C1 LEGAL ENTITY]?

<div style="border: 1px solid black; padding: 2px; display: inline-block;">1. YES</div> ↓	<div style="border: 1px solid black; padding: 2px; display: inline-block;">5. NO</div> GO TO R6
--	--

R4. How much additional money was invested as equity or ownership after the new business was registered as a [C1 LEGAL ENTITY]?

\$ _____ DOLLAR AMOUNT

999 999 998. DON'T KNOW

R5. [IF MORE THAN ONE OWNER]
 What percent of the current total ownership or total equity funds provided to the new business did these investments by you (or other owners) account for?

_____ %

998. DON'T KNOW

<p>R6. The following questions are about funds or loans provided directly to the [C1 LEGAL ENTITY] after it was registered as a legal entity.</p> <p>What is the dollar amount of these debts that are backed by assets, such as land, vehicles, or equipment, that could be repossessed if the loan is not paid back?</p>	<p>\$ _____</p>
<p>R7. What is the dollar amount of the debts that are in the form of leases on property and equipment for the new business after it was registered as a [C1 LEGAL ENTITY]?</p>	<p>\$ _____</p>
<p>R8. (What is the dollar amount of the debts that...) ...are in the form of a bank sponsored line of credit or working capital loan to the new business (after it was registered as a [C1 LEGAL ENTITY])?</p>	<p>\$ _____</p>
<p>R9. (What is the dollar amount of the debts that...) ...represent credit from suppliers for the new business (after it was registered as a [C1 LEGAL ENTITY])?</p>	<p>\$ _____</p>
<p>R10. (What is the dollar amount of the debts that...) ...are in the form of personal loans you have made to the new business (after it was registered as a [C1 LEGAL ENTITY])?</p>	<p>\$ _____</p>
<p>R11. (What is the dollar amount of the debts that...) ...are in personal loans from other members of the start-up team of the new business (after it was registered as a [C1 LEGAL ENTITY])?</p>	<p>\$ _____</p>
<p>R12. (What is the dollar amount of the debts that...) ...are in personal loans from spouses, family members, or other kin of the start-up team of the new business (after it was registered as a [C1 LEGAL ENTITY])?</p>	<p>\$ _____</p>
<p>R13. (What is the dollar amount of the debts that...) ...are in personal loans from employees that do not share ownership in the new business (after it was registered as a [C1 LEGAL ENTITY])?</p>	<p>\$ _____</p>
<p>R14. (What is the dollar amount of the debts that...) ...are in personal loans from other individuals to the new business (after it was registered as a [C1 LEGAL ENTITY])?</p>	<p>\$ _____</p>

<p>R15. (What is the dollar amount of the debts that...) ...are credit card loans to the new business itself (after it was registered as a [C1 LEGAL ENTITY])?</p>	<p>\$ _____</p>
<p>R16. (What is the dollar amount of the debts that...) ...are bank loans to the new business itself (after it was registered as a [C1 LEGAL ENTITY])?</p>	<p>\$ _____</p>
<p>R17. (What is the dollar amount of the debts that...) ...are in loans from venture capital firms to the new business (after it was registered as a [C1 LEGAL ENTITY])?</p>	<p>\$ _____</p>
<p>R18. (What is the dollar amount of the debts that...) ...are from government agencies of any kind, other than SBA guaranteed loans, to the new business (after it was registered as a [C1 LEGAL ENTITY])?</p>	<p>\$ _____</p>
<p>R19. (What is the dollar amount of the debts that...) ...are in the form of bank loans guaranteed by the SBA to the new business (after it was registered as a [C1 LEGAL ENTITY])?</p>	<p>\$ _____</p>
<p>R20. (What is the dollar amount of the debts that...) ...are any other loans or debts for the new business (after it was registered as a [C1 LEGAL ENTITY])?</p>	<p>\$ _____</p>

R21. Based on what you just said, the total value of all loans and other financial support is approximately [SUM R6-R20] dollars. Is the total amount correct?

1. YES, TOTAL AMOUNT CORRECT

5. NO, TOTAL AMOUNT INCORRECT

GO BACK TO R6



R22. If you (and the other owners) sold the business today, what would be the total net market value that you would receive?

\$ _____ DOLLAR AMOUNT

999 999 998. DON'T KNOW

R23. Are there any other parties that you have not already mentioned that would claim a share of the value if this new business were to be sold today?

1. YES

5. NO

GO TO R26



R24. Who would claim a share of this new business and why would they expect to receive any funds?

R25. What percent of the value of this new business would they expect to receive?

_____ %

998. DON'T KNOW

R26. How much additional funding will this new business require to complete the first year of operations?

0. ZERO

\$ _____ DOLLAR AMOUNT

999 999 998. DON'T KNOW

GO TO R31

R33. INTERVIEWER CHECKPOINT:

<input type="checkbox"/>	1. IF USING AN EXISTING ACCOUNT (E11 = 6) ---> GO TO R34
<input type="checkbox"/>	2. OTHERS ---> GO TO NEXT SECTION

R34. You mentioned that funds for this new business are being held in an existing bank account. Have all the funds for this new business been placed in this account?

<input type="checkbox"/> 1. YES	<input type="checkbox"/> 5. NO
GO TO NEXT SECTION	↓

R35. What proportion is being held somewhere else?

_____ % 998. DON'T KNOW

R36. Where or how are these funds being held to use in starting this new business?

SECTION 5: MARKET AND COMPETITION

- S1. Will all, some, or none of your potential customers consider this product or service new and unfamiliar?
1. ALL 5. SOME 6. NONE
- S2. Right now, are there many, few, or no other businesses offering the same products or services to your potential customers?
1. MANY 5. FEW 6. NO OTHER
- S3. Were the technologies or procedures required for this product or service generally available more than a year ago?
1. YES 5. NO
- S4. Were the technologies or procedures required for this product or service generally available more than five years ago?
1. YES 5. NO
- S5. Will spending on research and development be a major priority for this new business?
1. YES 5. NO
- S6. Would you consider this new business to be hi-tech?
1. YES 5. NO

Next I would like to ask some questions about your potential customers. First, please keep in mind that the responses to the following four questions about the location of the customers for the new business should add up to one hundred percent.

<p>S7. Within the first two to three years of operation, what percent of your customers do you expect to be...</p> <p>local -- that is, located within 20 miles of the new business?</p>	<p>_____ %</p>
<p>IF S7=100% GO TO S11</p>	
<p>S8. (Within the first two to three years of operation, what percent of your customers do you expect to be...)</p> <p>regional -- that is, located more than 20 but less than 100 miles away?</p>	<p>_____ %</p>
<p>IF S7+S8=100% GO TO S11</p>	
<p>S9. (Within the first two to three years of operation, what percent of your customers do you expect to be...)</p> <p>national -- that is, located more than 100 miles away but within the US?</p>	<p>_____ %</p>
<p>IF S7+S8+S9=100% GO TO S11</p>	
<p>S10. (Within the first two to three years of operation, what percent of your customers do you expect to be...)</p> <p>international -- that is, they normally reside outside the US?</p>	<p>_____ %</p>
<p>IF TOTAL NOT EQUAL TO 100, THEN PROBE TOTAL</p> <p>_____ %</p>	

Again, the responses to the following three questions about the type of customers the new business will have should add up to one hundred percent.

<p>S11. Within the first two to three years of operation, what percent of your sales do you expect to get from... private individuals rather than other businesses or government agencies?</p>	<p>_____ %</p>
<p style="text-align: center;">IF S11=100% GO TO S14</p>	
<p>S12. (Within the first two to three years of operation, what percent of your sales do you expect to get from...) other private businesses?</p>	<p>_____ %</p>
<p style="text-align: center;">IF S11+S12=100% GO TO S14</p>	
<p>S13. (Within the first two to three years of operation, what percent of your sales do you expect to get from...) local, state, or other federal government agencies?</p>	<p>_____ %</p>
<p>IF TOTAL NOT EQUAL TO 100, THEN PROBE TOTAL</p>	
<p>_____ %</p>	

S14. Within the first two to three years of operation, what percent of your sales, income and fees would be provided by the single largest customer?
 [ENTER 1% IF A LOT OF SMALL CUSTOMERS]
 [PROBE DK: "Will the new business have many small customers?",
 IF YES, ENTER 1%]

_____ %

998. DON'T KNOW

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SECTION T: FUTURE EXPECTATIONS AND MOTIVATION

T1. Which of the following two statements best describes your preference for the future size of this new business: I want this new business to be as large as possible, or I want a size I can manage myself or with a few key employees?

1. WANT IT TO BE AS LARGE AS POSSIBLE

5. WANT A SIZE TO MANAGE BY SELF OR WITH KEY EMPLOYEES

T2. Once this new business is operational, what is the total revenue or income expected in the first twelve months of operation?

\$ _____

999 999 998. DON'T KNOW

T3. What annual revenue is expected when the business is in its fifth year of operation?

\$ _____

999 999 998. DON'T KNOW

T4. During the first year of operation, how many managers or employees, including exclusive subcontractors, will be working for this new business, not counting owners?

_____ NUMBER OF PEOPLE

999 998. DON'T KNOW

T5. How many managers or employees, including exclusive subcontractors, will be working for this business when it is five years old, not counting the owners?

_____ NUMBER OF PEOPLE

999 998. DON'T KNOW

T6. Are you involved in this new business to take advantage of a business opportunity or because you have no better choices for work?

1. TAKE ADVANTAGE OF BUSINESS OPPORTUNITY

2. NO BETTER CHOICE

3. COMBINATION OF BOTH (IF VOL.)

4. HAVE JOB BUT SEEK BETTER EMPLOYMENT (IF VOL.)

T7. Do you know someone personally who started a business in the past two years?

1. YES

5. NO

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SECTION W: RESPONDENTS' MOTIVATION

W1. Please indicate the extent to which the following were important to you for establishing this new business.

To achieve a higher position in society. To what extent was that important -- no extent, a little, some, a great, or a very great extent?

1. NO EXTENT	2. A LITTLE	3. SOME	4. A GREAT	5. A VERY GREAT EXTENT
--------------	-------------	---------	------------	------------------------

W2. To have greater flexibility for your personal and family life. To what extent was that important -- no extent, a little, some, a great, or a very great extent?

1. NO EXTENT	2. A LITTLE	3. SOME	4. A GREAT	5. A VERY GREAT EXTENT
--------------	-------------	---------	------------	------------------------

W3. To continue a family tradition. (To what extent was that important -- no extent, a little, some, a great, or a very great extent?)

1. NO EXTENT	2. A LITTLE	3. SOME	4. A GREAT	5. A VERY GREAT EXTENT
--------------	-------------	---------	------------	------------------------

W4. To be respected by your friends. (To what extent was that important -- no extent, a little, some, a great, or a very great extent?)

1. NO EXTENT	2. A LITTLE	3. SOME	4. A GREAT	5. A VERY GREAT EXTENT
--------------	-------------	---------	------------	------------------------

W5. To have considerable freedom to adapt your own approach to work. (To what extent was that important -- no extent, a little, some, a great, or a very great extent?)

1. NO EXTENT	2. A LITTLE	3. SOME	4. A GREAT	5. A VERY GREAT EXTENT
--------------	-------------	---------	------------	------------------------

W6. To give yourself, your spouse, and your children financial security. (To what extent was that important -- no extent, a little, some, a great, or a very great extent?)

1. NO EXTENT	2. A LITTLE	3. SOME	4. A GREAT	5. A VERY GREAT EXTENT
--------------	-------------	---------	------------	------------------------

W7. To follow the example of a person you admire. (To what extent was that important -- no extent, a little, some, a great, or a very great extent?)

1. NO EXTENT	2. A LITTLE	3. SOME	4. A GREAT	5. A VERY GREAT EXTENT
--------------	-------------	---------	------------	------------------------

W8. To build a business your children can inherit. (To what extent was that important -- no extent, a little, some, a great, or a very great extent?)

1. NO EXTENT	2. A LITTLE	3. SOME	4. A GREAT	5. A VERY GREAT EXTENT
--------------	-------------	---------	------------	------------------------

W9. To earn a larger personal income. (To what extent was that important -- no extent, a little, some, a great, or a very great extent?)

1. NO EXTENT	2. A LITTLE	3. SOME	4. A GREAT	5. A VERY GREAT EXTENT
--------------	-------------	---------	------------	------------------------

W10. To achieve something and get recognition for it. (To what extent was that important -- no extent, a little, some, a great, or a very great extent?)

1. NO EXTENT	2. A LITTLE	3. SOME	4. A GREAT	5. A VERY GREAT EXTENT
--------------	-------------	---------	------------	------------------------

W11. To develop an idea for a product. (To what extent was that important -- no extent, a little, some, a great, or a very great extent?)

1. NO EXTENT	2. A LITTLE	3. SOME	4. A GREAT	5. A VERY GREAT EXTENT
--------------	-------------	---------	------------	------------------------

W12. To have a chance to build great wealth or a very high income. (To what extent was that important -- no extent, a little, some, a great, or a very great extent?)

1. NO EXTENT	2. A LITTLE	3. SOME	4. A GREAT	5. A VERY GREAT EXTENT
--------------	-------------	---------	------------	------------------------

W13. To fulfill a personal vision. (To what extent was that important -- no extent, a little, some, a great, or a very great extent?)

1. NO EXTENT	2. A LITTLE	3. SOME	4. A GREAT	5. A VERY GREAT EXTENT
--------------	-------------	---------	------------	------------------------

W14. To have the power to greatly influence an organization. (To what extent was that important -- no extent, a little, some, a great, or a very great extent?)

1. NO EXTENT	2. A LITTLE	3. SOME	4. A GREAT	5. A VERY GREAT EXTENT
--------------	-------------	---------	------------	------------------------

SECTION X: RESPONDENTS' INFORMATION

X1. Now I would like to ask some questions about you.

Aside from this new business, do you own another small business or are you self-employed in some other way?

1. YES, SMALL
BUSINESS
OWNER

2. YES, SELF-
EMPLOYED

5. NO,
NEITHER

6. ONLY WORKING
ON THIS BUSINESS
(IF VOL.)

X2. Are you managing a business owned by someone else, either as the senior executive or part of the senior management team not related to this new business?

1. YES

5. NO

X3. How many hours a week do you spend on housekeeping and childcare activities?

_____ NUMBER OF HOURS

998. DON'T KNOW

X4. Are you a full time or part time student?

1. YES, FULL TIME

2. YES, PART TIME

5. NO, NOT A STUDENT

X5. Are you unemployed?

1. YES

5. NO

X6. Are you disabled?

1. YES

5. NO

X7. Have you ever retired?

1. YES

5. NO

X8. Have you worked on a full time basis for an established work organization any time in the last five years?

1. YES

5. NO

X9. How many years was the longest period of continual employment at one employer?
[FOR PARTIAL YEARS, ONE DECIMAL POINT ACCEPTED]

_____ NUMBER OF YEARS

X10. Do you currently still work for this employer?

X11. For this employer what (is/was) your (current/last) job title?
[RECORD JUST THE TITLE ONLY, USE F2 FOR COMMENTS]

X12. How would you describe your (last) position: a worker, a manager, supervisor, or executive responsible for an operational unit, a staff person providing support to the operational units, or a combination of managerial and staff functions?

X13. How many years (have you had/did you have) this position?
[FOR PARTIAL YEARS, ONE DECIMAL POINT ACCEPTED]

_____ NUMBER OF YEARS

X14. Following the chain of command, how many people (are/were) between you and the Chief Operating Officer?
[FOR THE CHIEF OPERATING OFFICER, ENTER ZERO.]

_____ NUMBER OF PEOPLE

X15. Considering the entire organization at all locations, about how many people (are/were) on the payroll?

_____ NUMBER OF PEOPLE

X16. How many people (do/did) you supervise?

_____ NUMBER OF PEOPLE 999 998. DON'T KNOW

X17. In your workgroup or unit, (is/was) it almost all men, about seventy five percent men, fifty percent men and fifty percent women, seventy five percent women or almost all women?

- | | | | | |
|----------------------|------------|-----------------------------|--------------|------------------------|
| 1. ALMOST
ALL MEN | 2. 75% MEN | 3. 50% MEN AND
50% WOMEN | 4. 75% WOMEN | 5. ALMOST
ALL WOMEN |
|----------------------|------------|-----------------------------|--------------|------------------------|

X18. (Is/Was) this employer a public sector or government organization, a not-for-profit organization, a stable private sector business, a growing private sector business, or a declining private sector business?

- | | | | | |
|----------------------------|-----------------------|----------------------|-----------------------|-------------------------|
| 1. PUBLIC OR
GOVERNMENT | 2. NOT-FOR-
PROFIT | 3. STABLE
PRIVATE | 4. GROWING
PRIVATE | 5. DECLINING
PRIVATE |
|----------------------------|-----------------------|----------------------|-----------------------|-------------------------|

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SECTION Y: RESPONDENTS' CHARACTERISTICS

- Y1. I am going to describe some characteristics. Please tell me if you strongly agree, agree, neither agree nor disagree, disagree, or strongly disagree with whether these statements accurately describe you.
- I consider myself a loner. How accurately would this describe you -- would you say that you strongly agree, agree, neither agree nor disagree, disagree, or strongly disagree?
- | | | | | |
|-------------------|----------|------------|-------------|----------------------|
| 1. STRONGLY AGREE | 2. AGREE | 3. NEITHER | 4. DISAGREE | 5. STRONGLY DISAGREE |
|-------------------|----------|------------|-------------|----------------------|
- Y2. Whatever emotion I feel on the inside tends to show on the outside. How accurately would this describe you -- would you say that you strongly agree, agree, neither agree nor disagree, disagree, or strongly disagree?
- | | | | | |
|-------------------|----------|------------|-------------|----------------------|
| 1. STRONGLY AGREE | 2. AGREE | 3. NEITHER | 4. DISAGREE | 5. STRONGLY DISAGREE |
|-------------------|----------|------------|-------------|----------------------|
- Y3. I can talk to almost anybody about almost anything. (How accurately would this describe you -- would you say that you strongly agree, agree, neither agree nor disagree, disagree, or strongly disagree?)
- | | | | | |
|-------------------|----------|------------|-------------|----------------------|
| 1. STRONGLY AGREE | 2. AGREE | 3. NEITHER | 4. DISAGREE | 5. STRONGLY DISAGREE |
|-------------------|----------|------------|-------------|----------------------|
- Y4. Starting this new business is much more desirable than other career opportunities I have. (Would you say that you strongly agree, agree, neither agree nor disagree, disagree, or strongly disagree?)
- | | | | | |
|-------------------|----------|------------|-------------|----------------------|
| 1. STRONGLY AGREE | 2. AGREE | 3. NEITHER | 4. DISAGREE | 5. STRONGLY DISAGREE |
|-------------------|----------|------------|-------------|----------------------|
- Y5. If I start this new business, it will help me achieve other important goals in my life. (Would you say that you strongly agree, agree, neither agree nor disagree, disagree, or strongly disagree?)
- | | | | | |
|-------------------|----------|------------|-------------|----------------------|
| 1. STRONGLY AGREE | 2. AGREE | 3. NEITHER | 4. DISAGREE | 5. STRONGLY DISAGREE |
|-------------------|----------|------------|-------------|----------------------|
- Y6. Overall, my skills and abilities will help me start this new business. (Would you say that you strongly agree, agree, neither agree nor disagree, disagree, or strongly disagree?)
- | | | | | |
|-------------------|----------|------------|-------------|----------------------|
| 1. STRONGLY AGREE | 2. AGREE | 3. NEITHER | 4. DISAGREE | 5. STRONGLY DISAGREE |
|-------------------|----------|------------|-------------|----------------------|

- Y7. My past experience will be very valuable in starting this new business.
(Would you say that you strongly agree, agree, neither agree nor disagree, disagree, or strongly disagree?)
- | | | | | |
|-------------------|----------|------------|-------------|----------------------|
| 1. STRONGLY AGREE | 2. AGREE | 3. NEITHER | 4. DISAGREE | 5. STRONGLY DISAGREE |
|-------------------|----------|------------|-------------|----------------------|
- Y8. I am confident I can put in the effort needed to start this new business.
(Would you say that you strongly agree, agree, neither agree nor disagree, disagree, or strongly disagree?)
- | | | | | |
|-------------------|----------|------------|-------------|----------------------|
| 1. STRONGLY AGREE | 2. AGREE | 3. NEITHER | 4. DISAGREE | 5. STRONGLY DISAGREE |
|-------------------|----------|------------|-------------|----------------------|
- Y9. There is no limit as to how long I would give maximum effort to establish this new business. (Would you say that you strongly agree, agree, neither agree nor disagree, disagree, or strongly disagree?)
- | | | | | |
|-------------------|----------|------------|-------------|----------------------|
| 1. STRONGLY AGREE | 2. AGREE | 3. NEITHER | 4. DISAGREE | 5. STRONGLY DISAGREE |
|-------------------|----------|------------|-------------|----------------------|
- Y10. My personal philosophy is to "do whatever it takes" to establish my own business. (Would you say that you strongly agree, agree, neither agree nor disagree, disagree, or strongly disagree?)
- | | | | | |
|-------------------|----------|------------|-------------|----------------------|
| 1. STRONGLY AGREE | 2. AGREE | 3. NEITHER | 4. DISAGREE | 5. STRONGLY DISAGREE |
|-------------------|----------|------------|-------------|----------------------|
- Y11. I rarely show my feelings. (Would you say that you strongly agree, agree, neither agree nor disagree, disagree, or strongly disagree?)
- | | | | | |
|-------------------|----------|------------|-------------|----------------------|
| 1. STRONGLY AGREE | 2. AGREE | 3. NEITHER | 4. DISAGREE | 5. STRONGLY DISAGREE |
|-------------------|----------|------------|-------------|----------------------|
- Y12. I enjoy having a clear and structured mode of life. (Would you say that you strongly agree, agree, neither agree nor disagree, disagree, or strongly disagree?)
- | | | | | |
|-------------------|----------|------------|-------------|----------------------|
| 1. STRONGLY AGREE | 2. AGREE | 3. NEITHER | 4. DISAGREE | 5. STRONGLY DISAGREE |
|-------------------|----------|------------|-------------|----------------------|
- Y13. I enjoy the uncertainty of going into a new situation without knowing what might happen. (Would you say that you strongly agree, agree, neither agree nor disagree, disagree, or strongly disagree?)
- | | | | | |
|-------------------|----------|------------|-------------|----------------------|
| 1. STRONGLY AGREE | 2. AGREE | 3. NEITHER | 4. DISAGREE | 5. STRONGLY DISAGREE |
|-------------------|----------|------------|-------------|----------------------|

Y14. I would describe myself as indecisive. (Would you say that you strongly agree, agree, neither agree nor disagree, disagree, or strongly disagree?)

1. STRONGLY AGREE	2. AGREE	3. NEITHER	4. DISAGREE	5. STRONGLY DISAGREE
-------------------	----------	------------	-------------	----------------------

Y15. I dislike it when a person's statement could mean many different things. (Would you say that you strongly agree, agree, neither agree nor disagree, disagree, or strongly disagree?)

1. STRONGLY AGREE	2. AGREE	3. NEITHER	4. DISAGREE	5. STRONGLY DISAGREE
-------------------	----------	------------	-------------	----------------------

Y16. When thinking about a problem, I consider as many different opinions on the issues as possible. (Would you say that you strongly agree, agree, neither agree nor disagree, disagree, or strongly disagree?)

1. STRONGLY AGREE	2. AGREE	3. NEITHER	4. DISAGREE	5. STRONGLY DISAGREE
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SECTION Z: HOUSEHOLD INFORMATION

Z0. How many years in total have you been living in the county where you currently reside?

[ENTER 996 FOR "ALL MY LIFE"]
[ENTER "1" FOR ONE YEAR OR LESS]

_____ NUMBER OF YEARS

998. DON'T KNOW

996. ALL MY LIFE

GO TO Z2

Z1. How many years in total have you been living in [STATE]?

[ENTER 996 FOR "ALL MY LIFE"]
[ENTER "1" FOR ONE YEAR OR LESS]

_____ NUMBER OF YEARS

998. DON'T KNOW

996. ALL MY LIFE

Z2. Were you born in the United States?

1. YES

5. NO

GO TO Z6



Z3. How many years in total have you lived in the United States?

[ENTER "1" FOR ONE YEAR OR LESS]

_____ NUMBER OF YEARS

998. DON'T KNOW

Z4. In what country were you born?

Z5. Are you a citizen of the United States?

1. YES

5. NO

Z6. Was your father born in the United States?

1. YES

5. NO

Z7. Was your mother born in the United States?

1. YES

5. NO

Z8. Did your parents ever work for themselves or run their own businesses, alone or together?

1. YES	5. NO
--------	-------

↓

GO TO Z10

Z9. Did you ever work full time or part time for your parents' business?
[PROBE IF "YES": Did you work full time or part time?]

1. YES, FULL TIME	2. YES, PART TIME	5. NO
-------------------	-------------------	-------

Z10. Altogether including you and any others, how many adults 18 years and older regularly live in your household?

_____ ENTER NUMBER (01-20) 98. DON'T KNOW

Z11. How many children seventeen years and younger live in your household?

_____ ENTER NUMBER (0-20) 98. DON'T KNOW

Z12. How many children do you have in college?

_____ ENTER NUMBER (0-20) 98. DON'T KNOW

Z13. In addition to people who live with you, how many other people are financially dependent on you?

_____ ENTER NUMBER (0-20) 98. DON'T KNOW

Z14. What was your total household income from all sources, and before taxes, in [LAST YEAR]? Be sure to include income from work, government benefits, pensions, and all other sources for all members of your household.

\$ _____ DOLLAR AMOUNT 999 999 998. DON'T KNOW

GO TO Z28



Z15. Was your income last year \$50,000 or more?

YES



NO



<p>Z16. Was it \$60,000 or above?</p> <table style="width: 100%; border: none;"> <tr> <td style="border: 1px solid black; padding: 2px; width: 50%; text-align: center;">YES</td> <td style="border: 1px solid black; padding: 2px; width: 50%; text-align: center;">07. NO</td> </tr> </table> <p style="text-align: center;">↓</p> <p style="text-align: right;">GO TO Z28</p>	YES	07. NO
YES	07. NO	
<p>Z17. Was it \$80,000 or above?</p> <table style="width: 100%; border: none;"> <tr> <td style="border: 1px solid black; padding: 2px; width: 50%; text-align: center;">YES</td> <td style="border: 1px solid black; padding: 2px; width: 50%; text-align: center;">08. NO</td> </tr> </table> <p style="text-align: center;">↓</p> <p style="text-align: right;">GO TO Z28</p>	YES	08. NO
YES	08. NO	
<p>Z18. Was it \$100,000 or above?</p> <table style="width: 100%; border: none;"> <tr> <td style="border: 1px solid black; padding: 2px; width: 50%; text-align: center;">YES</td> <td style="border: 1px solid black; padding: 2px; width: 50%; text-align: center;">09. NO</td> </tr> </table> <p style="text-align: center;">↓</p> <p style="text-align: right;">GO TO Z28</p>	YES	09. NO
YES	09. NO	
<p>Z19. Was it \$150,000 or above?</p> <table style="width: 100%; border: none;"> <tr> <td style="border: 1px solid black; padding: 2px; width: 50%; text-align: center;">YES</td> <td style="border: 1px solid black; padding: 2px; width: 50%; text-align: center;">10. NO</td> </tr> </table> <p style="text-align: center;">↓</p> <p style="text-align: right;">GO TO Z28</p>	YES	10. NO
YES	10. NO	
<p>Z20. Was it \$200,000 or above?</p> <table style="width: 100%; border: none;"> <tr> <td style="border: 1px solid black; padding: 2px; width: 50%; text-align: center;">YES</td> <td style="border: 1px solid black; padding: 2px; width: 50%; text-align: center;">11. NO</td> </tr> </table> <p style="text-align: center;">↓</p> <p style="text-align: right;">GO TO Z28</p>	YES	11. NO
YES	11. NO	
<p>Z21. Was it \$300,000 or above?</p> <table style="width: 100%; border: none;"> <tr> <td style="border: 1px solid black; padding: 2px; width: 50%; text-align: center;">YES</td> <td style="border: 1px solid black; padding: 2px; width: 50%; text-align: center;">12. NO</td> </tr> </table> <p style="text-align: center;">↓</p> <p style="text-align: right;">GO TO Z28</p>	YES	12. NO
YES	12. NO	
<p>Z22. Was it \$500,000 or above?</p> <table style="width: 100%; border: none;"> <tr> <td style="border: 1px solid black; padding: 2px; width: 50%; text-align: center;">14. YES</td> <td style="border: 1px solid black; padding: 2px; width: 50%; text-align: center;">13. NO</td> </tr> </table>	14. YES	13. NO
14. YES	13. NO	

<p>Z23. Was it \$40,000 or above?</p> <table style="width: 100%; border: none;"> <tr> <td style="border: 1px solid black; padding: 2px; width: 50%; text-align: center;">06. YES</td> <td style="border: 1px solid black; padding: 2px; width: 50%; text-align: center;">NO</td> </tr> </table> <p style="text-align: center;">↓</p> <p style="text-align: left;">GO TO Z28</p>	06. YES	NO
06. YES	NO	
<p>Z24. Was it \$30,000 or above?</p> <table style="width: 100%; border: none;"> <tr> <td style="border: 1px solid black; padding: 2px; width: 50%; text-align: center;">05. YES</td> <td style="border: 1px solid black; padding: 2px; width: 50%; text-align: center;">NO</td> </tr> </table> <p style="text-align: center;">↓</p> <p style="text-align: left;">GO TO Z28</p>	05. YES	NO
05. YES	NO	
<p>Z25. Was it \$20,000 or above?</p> <table style="width: 100%; border: none;"> <tr> <td style="border: 1px solid black; padding: 2px; width: 50%; text-align: center;">04. YES</td> <td style="border: 1px solid black; padding: 2px; width: 50%; text-align: center;">NO</td> </tr> </table> <p style="text-align: center;">↓</p> <p style="text-align: left;">GO TO Z28</p>	04. YES	NO
04. YES	NO	
<p>Z26. Was it \$10,000 or above?</p> <table style="width: 100%; border: none;"> <tr> <td style="border: 1px solid black; padding: 2px; width: 50%; text-align: center;">03. YES</td> <td style="border: 1px solid black; padding: 2px; width: 50%; text-align: center;">NO</td> </tr> </table> <p style="text-align: center;">↓</p> <p style="text-align: left;">GO TO Z28</p>	03. YES	NO
03. YES	NO	
<p>Z27. Was it \$5,000 or above?</p> <table style="width: 100%; border: none;"> <tr> <td style="border: 1px solid black; padding: 2px; width: 50%; text-align: center;">02. YES</td> <td style="border: 1px solid black; padding: 2px; width: 50%; text-align: center;">01. NO</td> </tr> </table>	02. YES	01. NO
02. YES	01. NO	

Z28. Do you or anyone in your household own the house you live in?

1. YES	5. NO
--------	-------

GO TO Z32

↓

Z29. What would be the current market value of the home if it were sold today?

\$ _____ DOLLAR AMOUNT 999 999 998. DON'T KNOW

Z30. Is there a first mortgage or land contract on this home?

1. YES	5. NO
--------	-------

GO TO Z32

↓

Z31. How much is still owed after the most recent payment was made?
[CHECK THAT Z31 IS LESS THAN Z29]

\$ _____ DOLLAR AMOUNT 999 999 998. DON'T KNOW

Z32. Next, it would be useful to have an estimate of all the other debts of all members of the household, not including the first mortgage on the primary residence. What is the current amount of all outstanding loans, such as mortgages on other property, home equity loans, land contracts, automobile loans, credit card balances, education loans, and the like(, not including the first mortgage on the primary residence)?

\$ _____ DOLLAR AMOUNT 999 999 998. DON'T KNOW

Z33. 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?

\$ _____ DOLLAR AMOUNT 999 999 998. DON'T KNOW

Z34. 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 financial investments.

\$ _____ DOLLAR AMOUNT 999 999 998. DON'T KNOW

Z35. INTERVIEWER CHECKPOINT:

1. IF NO DK IN Z29-Z34 --> GO TO Z36

2. IF ANY DK IN Z29-Z34 --> GO TO Z37



Z36. Based on what you just said, your total household net worth would be approximately [Z29-Z30-Z32+Z33+Z34] dollars. Is this correct?

1. YES

GO TO Z48

5. NO

GO BACK TO Z28

Z37. [IF DK Z29 OR Z30 OR Z32 OR Z33 OR Z34]
Would you consider the total household net worth to be more than five hundred thousand dollars?

YES
↓

NO
↓

Z38. Is your net worth \$750,000 or above?
 YES 07. NO
↓ GO TO Z48

Z39. Is your net worth \$1,000,000 or above?
 YES 08. NO
↓ GO TO Z48

Z40. Is your net worth \$2,500,000 or above?
 YES 09. NO
↓ GO TO Z48

Z41. Is your net worth \$5,000,000 or above?
 YES 10. NO
↓ GO TO Z48

Z42. Is your net worth \$10,000,000 or above?
 12. YES 11. NO

Z43. Is your net worth \$250,000 or above?
 06. YES NO
GO TO Z48 ↓

Z44. Is your net worth \$100,000 or above?
 05. YES NO
GO TO Z48 ↓

Z45. Is your net worth \$0 or above?
 04. YES NO
GO TO Z48 ↓

Z46. Is your net worth between negative \$50,000 and zero?
 03. YES NO
GO TO Z48 ↓

Z47. Is your net worth between negative \$50,000 and negative \$100,000?
 02. YES 01. NO

Z48. We appreciate your help very much. We would like to know if the interview has affected your interest in starting a new business. Now that you have completed the interview, are you more or less interested in starting a new business?

1. MORE INTERESTED

3. NEITHER/NO EFFECT (IF VOL.)

5. LESS INTERESTED

Z49. Those are all the questions we have for this phase of the study. I'd like to get your full name and address so we can contact you for the next phase of the study in about a year, as well as to send you your check for twenty-five dollars as a token of our appreciation. May I get your contact information?

[IF "YES", COLLECT CONTACT INFORMATION ON THE FOLLOWING SCREENS]

1. YES	5. NO
--------	-------

↓

GO TO Z58

Z50. First, what is your first name?
[VERIFY SPELLING]

FIRST NAME: _____

Z51. What is your last name?
[VERIFY SPELLING]

LAST NAME: _____

Z52. Do you have a suffix such as Jr., Sr.?
[SUFFIXES INCLUDE: Jr., Sr., II, III, etc.]

SUFFIX: _____

Z53. What is your street address?
[VERIFY SPELLING]
[COLLECT APARTMENT NUMBER ON NEXT SCREEN]

STREET ADDRESS: _____

Z54. [COLLECT APARTMENT NUMBER HERE FOR ADDRESS]

APARTMENT NUMBER: _____

Z55. What is your city?
[VERIFY SPELLING]

CITY: _____

Z56. What is your state?
[ENTER CORRECT TWO CHARACTER STATE ABBREVIATION]

STATE: _____

Z57. What is your zip-code?
[IF R GIVES 5+4, DO NOT INCLUDE THE HYPHEN (-)]

ZIP: _____

- Z58. Thank you again for your help with our research. We will send you the check within the next few weeks.
 [ENTER 1 TO REQUEST A CHECK]
 [IF R REFUSES PAYMENT, SELECT OPTION 4.]

1. CHECK

4. REFUSAL

IF R ACCEPTS PAYMENT, MUST COLLECT NAME
 AND ADDRESS CONTACT INFORMATION

- Z59. I have just a few more quick questions. Is the phone number I called you at listed in your name?

1. YES

GO TO Z60

5. NO



- Z60. In whose name is it listed?
 [IF THE PHONE IS UNLISTED, PLEASE TYPE "unlisted."]

NAME: _____

- Z62. We would like to call you back in about a year to ask you to participate in the second phase of this study.

To be certain that we can get in touch with you next year, we would like to get the name and telephone number or address of a close friend or relative -- someone who could tell us how to get in touch with you just in case we couldn't reach you here first.

(Keep in mind that we would only contact this person if we could not reach you directly without this person's help.)

May I get such a person's contact information?

[IF "YES", COLLECT CP CONTACT INFORMATION ON THE FOLLOWING SCREENS]

1. YES



5. NO

GO TO Z73

- Z63. First, what is this person's first name?
 [VERIFY SPELLING]

FIRST NAME: _____

Z64. What is this person's last name?
[VERIFY SPELLING]

LAST NAME: _____

Z65. Does this person have a suffix such as Jr., Sr.?
[SUFFIXES INCLUDE: Jr., Sr., II, III, etc.]

SUFFIX: _____

Z66. What is this person's street address?
[VERIFY SPELLING]
[COLLECT APARTMENT NUMBER ON NEXT SCREEN]

STREET ADDRESS: _____

Z67. [COLLECT APARTMENT NUMBER HERE FOR CP ADDRESS]

APARTMENT NUMBER: _____

Z68. What city does this person lives in?
[VERIFY SPELLING]

CITY: _____

Z59. What state does this person lives in?
[ENTER CORRECT TWO CHARACTER STATE ABBREVIATION]

STATE: _____

Z70. What is this person's zip-code?
[IF R GIVES 5+4, DO NOT INCLUDE THE HYPHEN (-)]

ZIP: _____

Z71. What is this person's phone number?
[ENTER IN FORMAT "313/555-1212"]

PHONE NUMBER: _____

Z72. What is this person's relationship to you?

RELATIONSHIP: _____

Z73. As another means to get in touch with you for the second phase of the study, we would like to get your email address. Do you have an email address?

[IF "YES", COLLECT EMAIL ADDRESS ON THE FOLLOWING SCREEN]

1. YES	5. NO	9. HAS EMAIL, BUT REFUSED TO PROVIDE (IF VOL.)
↓	GO TO Z75	GO TO Z75

Z74. What is your email address?
[ENTER EMAIL ADDRESS AND READ BACK CAREFULLY TO VERIFY SPELLING.]
[RECORD JUST THE EMAIL ADDRESS ONLY, USE F2 FOR COMMENTS]

EMAIL: _____

Z75. Thank you very much. Those are all the questions I have.

Should you have any questions regarding the survey content, please contact the Survey Research Center at 1-877-610-2089 and refer to the Entrepreneurial Panel study.

Should you have questions regarding your rights as a participant in research, please contact the Behavioral Sciences Institutional Review Board

Kate Keever
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or by email irhsbs@umich.edu

Thank you again. Have a good (day/evening).