

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 D

1. SampleID:

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2. Interviewer's ID No. _____

3. Date IW Began _____

4. Date IW Completed _____

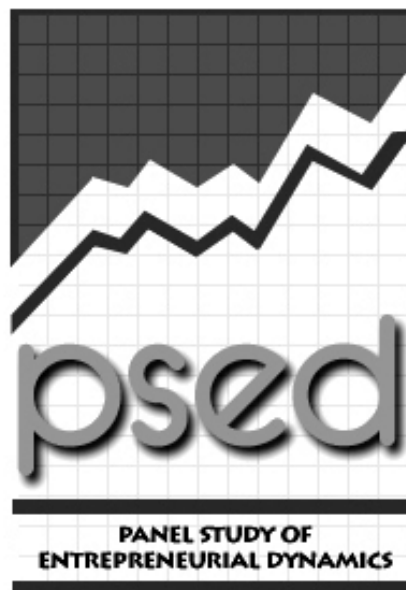
5. Length of IW _____ (minutes)

6. **INTERVIEWER CHECKPOINT**

COMPLETE

1. IW COMPLETED WITH NO
INTERRUPTION REQUIRING CALLBACK

2. IW COMPLETED WITH ONE OR MORE
INTERRUPTIONS REQUIRING CALLBACK



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A0a. [RESPONDENT'S NAME]
[RESPONDENT'S ADDRESS]

[R'S AGE]
[R'S SEX]
[R'S PHONE]

Hello, I'm [Your first, last name] calling from the University of Michigan to speak with [RESPONDENT'S NAME]. (Is that you?/May I speak with him/her?)

[ONCE YOU'VE GOT R ON PHONE:]

(Hello, I'm [Your first, last name] calling from the University of Michigan about the new business study.) About (a year/two years/three years) ago you agreed to be part of a study of new business start-ups we're conducting at the University of Michigan. We would like to talk with you once again about the business you started -- even if you are not pursuing this now. I'm hoping this is a time you can do this...

[IF R CANNOT DO IW NOW, MAKE APPOINTMENT. IF R AGREES TO START NOW:]

This interview will again provide you with a review of the current status of your new business. There are no identified risks of participation. We can offer you twenty-five dollars as a token of our appreciation for completing the interview. A pro-rated amount will be sent if you complete half or more of the interview. I was hoping that now would be a good time for you.

[IF R VOLUNTEERS HE/SHE HAS QUIT WORKING ON THE BUSINESS, STATE:
We would still like to speak with you about this business and how your involvement ended.]

1. CONTINUE WITH
INTERVIEW

2. QUIT BUSINESS (IF VOL.),
CONTINUE WITH
INTERVIEW

3. SUSPEND INTERVIEW
IF R NOT AVAILABLE
AT THIS TIME

A0b. 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 (25 to 30 minutes/35 to 40 minutes/15 to 20 minutes) to complete.

1. CONTINUE

A0c. For quality control and research purposes this call is recorded.

1. CONTINUE;
R AGREES TO RECORDING

5. STOP RECORDER;
R DOES NOT AGREE TO BE RECORDED

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SECTION A: TYPE OF NEW BUSINESS

A3x. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF NAME OF BUSINESS NOT MISSING (TX*A3 NOT EMPTY) --> GO TO A3c
<input type="checkbox"/>	2. IF NAME OF BUSINESS MISSING (TX*A3 EMPTY) --> GO TO A3



A3c. In the last interview, you stated the name of the new business was [TX*A3 BUSINESS NAME]. (Is this still correct?/Was this still correct before your involvement with the new business ended?)

1. YES

GO TO A3v

5. NO



A3. What (is/was) 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]
 [USE CTRL+R ONLY IF R DOES NOT HAVE ANY NAME AT ALL]

NAME OF BUSINESS: _____

A3v. During this interview I'll be asking questions regarding this (new) business, [TX*A3/A3].

1. CONTINUE

IF A3x = 1 AND A3c = YES/NA, GO TO A4x IF A3c = NO, GO TO A4 IF A3x = 1 AND A3 NOT REFUSED, GO TO A4
--

6

A4x. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	2. IF BUSINESS NAME REGISTERED (*A4=1) --> GO TO A4c
<input type="checkbox"/>	1. IF BUSINESS NAME <u>NOT</u> REGISTERED (*A4=5,DK/NA) --> GO TO A4
<input type="checkbox"/>	3. OTHERS --> GO TO A12



A4c. In the last interview, you reported that this business name, [TX*A3 BUSINESS NAME], had been registered with the appropriate government agency. (Is/Was) this still correct (before your involvement ended)?

<input type="checkbox"/> 1. YES GO TO A12	<input type="checkbox"/> 5. NO ↓	<input type="checkbox"/> 8. DON'T KNOW GO TO A12
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A4. (Was/Has) this name, [TX*A3/A3 BUSINESS NAME], (been) registered with the appropriate government agency (before your involvement ended)?

<input type="checkbox"/> 1. YES ↓	<input type="checkbox"/> 5. NO GO TO A12
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A5(A11). In what month and year was the name registered?
[PROBE FOR SEASON IF DK MONTH]

_____/_____
MONTH YEAR

A12. In the last interview, you told us that your business (was engaged in/was) (a/the) [TX*A1 NATURE OF BUSINESS ACTIVITY]. (Is/Was) this still an accurate description of the business activity (for) [TX*A3/A3 BUSINESS NAME] (before your involvement ended)?

1. YES GO TO A30	5. NO ↓
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A13(A1). How would you (now) describe the major product or service of this new business (before your involvement ended)? (Could you tell me a little more about the product or service you intend(ed) to provide?)

A14. Would you consider this a slight variation from the emphasis of (a year/two years/three years) ago, a major redirection, or (would/did) this new business provide a completely different product or service?

1. SLIGHT VARIATION GO TO A30	2. MAJOR REDIRECTION GO TO A17	3. COMPLETELY DIFFERENT PRODUCT OR SERVICE ↓	4. NO CHANGE (if vol.) GO TO A30
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A15. Would you consider yourself to be disengaged from the original business effort that we discussed (a year/two years/three years) ago?

1. YES, DISENGAGED ↓	5. NO	8. DON'T KNOW
	GO TO A17	

A16. In what month and year did you end your active role in working on this business start-up?

_____/_____
MONTH YEAR

GO TO A50

A17. Why was the business emphasis changed from (a year/two years) ago? (Any other reasons?)

A21(B1). Which of the following now 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	

A22(B2). INTERVIEWER CHECKPOINT

1. IF NEW BUSINESS IS IN MANUFACTURING (A21(B1) = 5) --> GO TO A23(B3)
2. OTHERS --> GO TO A24(B4)



A23(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

A24(B4). INTERVIEWER CHECKPOINT

1. IF NEW BUSINESS IS IN BUSINESS CONSULTING OR SERVICE (A21(B1) = 16) --> GO TO A25(B5)
2. OTHERS --> GO TO A26(B6)



A25(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): _____

10

A26(B6). **INTERVIEWER CHECKPOINT**

1. IF NEW BUSINESS IS SOMETHING ELSE (B1 = 17) --> **GO TO A27(B7)**

2. OTHERS --> **GO TO A30**



A27(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 your new business.]

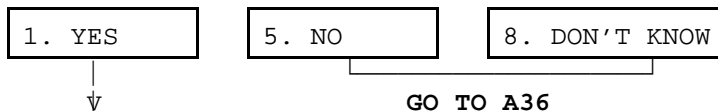
A30x. INTERVIEWER CHECKPOINT

 1. IF NEW FIRM IN WAVE B/C (*A50=1) --> GO TO A37 2. OTHERS --> GO TO A30(E13)

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SECTION A: BUSINESS STATUS

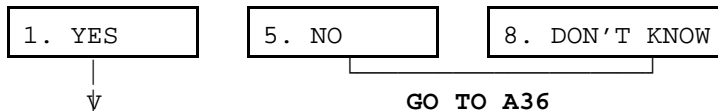
A30(E13). (Has/Did) this new business, [TX*A3/A3], receive(d) any money, income, or fees from the sale of goods or services for more than six of the past twelve months (before your involvement ended)?



A31(E14). In what month and year was the first revenue received from the sale of goods or services for this new business?
 [PROBE FOR SEASON IF DK MONTH]

_____/_____
 MONTH YEAR

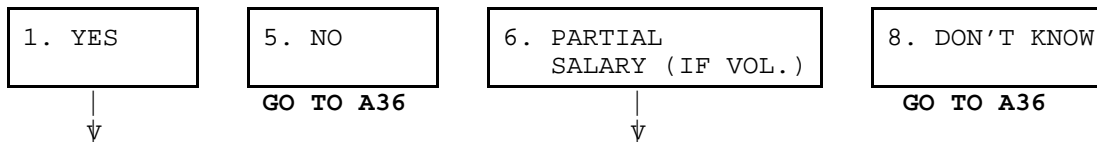
A32(E15). (Has/Was) the monthly revenue (been) more than the monthly expenses for more than six of the past twelve months (before your involvement ended)?



A33(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

A34(E17). Were salaries or wages of the owners who were active in managing the business included in the monthly expenses for more than six of the past twelve months?



A35. What was the first month and year in which monthly revenue was greater than all monthly expenses, including salaries for the owners active in managing the business?

_____/_____
 MONTH YEAR

A36. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF "NO" OR "DK" IN ANY A30,A32,A34 --> GO TO A37
<input type="checkbox"/>	2. IF "YES" IN ALL A30,A32,A34 --> GO TO A41



A37. In the past twelve months, (have you devoted/did you devote) more than one hundred sixty hours -- four weeks of full time work -- to this new business (start-up)?

1. YES	5. NO	8. DON'T KNOW
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A38. Over the next six months, do you expect to spend more than eighty hours -- two weeks of full time work -- on this new business (start-up)?

1. YES	5. NO	8. DON'T KNOW
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A39. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF A37= YES <u>AND</u> A38= YES <u>AND</u> NOT NEW FIRM IN WAVE B/C (*A50 NE 1) --> GO TO A50 (=2)
<input type="checkbox"/>	3. IF A37=YES <u>AND</u> A38=YES <u>AND</u> WAS NEW FIRM IN WAVE B/C (*A50=1) --> GO TO A50 (=1)
<input type="checkbox"/>	2. OTHERS --> GO TO A40



A40. Do you consider this new business (start-up) to be a major focus of your work career over the next twelve months?

1. YES	5. NO	8. DON'T KNOW
GO TO A50	GO TO A42	

A41. It would appear that you are (IF ONE OWNER: managing /IF TWO OR MORE OWNERS: helping to manage) an operating business -- one with sales and revenue greater than the ongoing expenses including salaries. Would you agree with this description of the current status?

1. YES	5. NO	8. DON'T KNOW
GO TO A50	↓	GO TO A50

A42. Do you consider yourself to be actively involved with the new business (start-up) or disengaged from it?

1. ACTIVELY INVOLVED	5. DISENGAGED	8. DON'T KNOW
GO TO A50	↓	GO TO A50

A43. In what month and year did you end your active role in working on this new business (start-up)?

_____ / _____
 MONTH YEAR

A50. INTERVIEWER CHECKPOINT

1. IF NEW FIRM ((A41=YES/DK/NA)OR
(WAVE B/C *A50=1 AND (A39=3 OR A40=1/8/9 OR A42=1/8/9)) --> **GO TO B8x**

2. IF ACTIVE START-UP (A39=1 OR A40=YES OR A42=ACTIVELY INVOLVED/DK/NA)
--> **GO TO B8x**

3. IF QUIT (A15 = YES OR A42 = DISENGAGED) --> **GO TO B8x**

SECTION B

B8x. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF BUSINESS LOCATION <u>NOT</u> MISSING (*B8) --> GO TO B8c
<input type="checkbox"/>	2. IF BUSINESS LOCATION MISSING (*B8=DK/NA) --> GO TO B8



B8c. I am now going to repeat some of the information you provided during the last interview. For each item I'd like you to say whether or not what you said then (is still true today/was still true before your involvement ended).

In the last interview,
 (you described the location where this new business, [TX*A3/A3 BUSINESS NAME], was being developed as [*B8 LOCATION DESCRIPTION]/ the location for this new business, [TX*A3/A3 BUSINESS NAME], was not yet used or developed).
 (Is/Was) this still correct (before your involvement ended)?

1. YES GO TO B10x	5. NO ↓	8. DON'T KNOW GO TO B10x
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B8. How would you (now) describe the location where ([TX*A3/A3]/the new business) (is/was) being developed (before your involvement ended)? Would you say it (is/was) a residence or personal property, the site of an existing business, or (do/did) 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/was) not developed to the point where a specific location (is/was) used?

1. RESIDENCE OR PERSONAL PROPERTY	2. SITE OF EXISTING BUSINESS	3. SPECIAL LOCATION FOR START-UP	4. SPECIFIC LOCATION NOT YET USED GO TO B10x
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

B10x. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF NUMBER OF LOCATIONS <u>NOT</u> MISSING (*B10/11) --> GO TO B10c
<input type="checkbox"/>	2. IF NUMBER OF LOCATIONS MISSING (*B10/11=DK/NA) --> GO TO B10



B10c. (In the last interview, you reported that) once established, the new business would have [*B11 NUMBER OF LOCATIONS]. (Is/Was) this still correct (before your involvement ended)?

<input type="checkbox"/> 1. YES GO TO B12x	<input type="checkbox"/> 5. NO ↓	<input type="checkbox"/> 8. DON'T KNOW GO TO B12x
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B10. Once established, would you say that the new business (will/did) have one physical location, several physical locations, or no specific location (before your involvement ended)?

<input type="checkbox"/> 1. ONE PHYSICAL LOCATION GO TO B12x	<input type="checkbox"/> 5. SEVERAL PHYSICAL LOCATIONS ↓	<input type="checkbox"/> 6. NO SPECIFIC LOCATION GO TO B12x
---	---	--

B11. How many physical locations (will/did) the new business have (before your involvement ended)?

_____ # OF LOCATIONS 998. DON'T KNOW

B12x. INTERVIEWER CHECKPOINT

- | | |
|--|--|
| | 1. IF MORE THAN ONE LOCATION (*B10/B10=5) AND UNIT ASSOCIATION <u>NOT</u> MISSING (*B12=1,5,6) --> GO TO B12c |
| | 2. IF MORE THAN ONE LOCATION (*B10/B10=5) AND UNIT ASSOCIATION MISSING (*B12=DK/NA,MISSING) --> GO TO B12 |
| | 3. IF ONE OR NO LOCATION (*B10/B10 NE 5) --> GO TO C1x |

B12c. (In the last interview, you reported that) you would be associated with the location or unit that [*B12 (coordinated the overall management/focused on production/both coordinated the overall management and focused on production)]. (Is/Was) this still correct (before your involvement ended)?

- | | | |
|------------------|-------|------------------|
| 1. YES | 5. NO | 8. DON'T KNOW |
| GO TO C1x | ↓ | GO TO C1x |

B12. (Will you be/Were you) 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 (before your involvement ended)?

- | | | |
|---------------|---------------|---|
| 1. MANAGEMENT | 5. PRODUCTION | 6. BOTH MANAGEMENT AND PRODUCTION (IF VOL.) |
|---------------|---------------|---|

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SECTION C: LEGAL FORM OF BUSINESS

C1x. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF LEGAL FORM (*C1) <u>NOT</u> MISSING --> GO TO C1c
<input type="checkbox"/>	2. IF LEGAL FORM MISSING (*C1=96,DK/NA) --> GO TO C1



C1c. In the last interview, you reported that the legal form of this new business, [TX*A3/A3], was a [*C1 LEGAL FORM]. (Is/Was) this still the current form of the new business (before your involvement ended)?

1. YES	5. NO	8. DON'T KNOW
GO TO C2x	↓	GO TO C2x

C1. What (is/was) the current legal form of ([TX*A3/A3]/this new business) (before your involvement ended) -- 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/had) the legal form not been determined yet?

[PROBE OTHER TYPE WITH: Which is it closest to?]

1. SOLE PROPRIETORSHIP	2. GENERAL PARTNERSHIP	3. LIMITED PARTNERSHIP
4. LIMITED LIABILITY CORPORATION OR LLC	5. SUB-CHAPTER S CORPORATION	6. GENERAL CORPORATION
7. OTHER (SPECIFY): _____ _____	96. NOT YET DETERMINED	

C2x. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF C1x=1 AND C1c=YES/DK/NA AND LEGAL FORM REGISTERED (*C2=1) --> GO TO C2c
<input type="checkbox"/>	2. IF C1x=1 AND C1c=YES/DK/NA AND LEGAL FORM NOT REGISTERED (*C2=5) --> GO TO C2c
<input type="checkbox"/>	3. IF C1x=1 AND C1c=YES/DK/NA AND LEGAL FORM REGISTERED MISSING (*C2=MISSING/DK/NA) --> GO TO C2
<input type="checkbox"/>	4. IF C1 IN (1-7) --> GO TO C2
<input type="checkbox"/>	5. OTHERS --> GO TO C4x

C2c. (In the last interview, you reported that) the legal form of this new business [*C2 (was/was not)] formally established by registering with the appropriate government agency. (Is/Was) this still correct (before your involvement ended)?

1. YES	5. NO	8. DON'T KNOW
GO TO C4x	↓	GO TO C4x

C2. (Has/Had) this legal form been formally established by registering with the appropriate government agency (before your involvement ended)?

1. YES	5. NO; NO, NOT YET
↓	GO TO C4x

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

_____ / _____

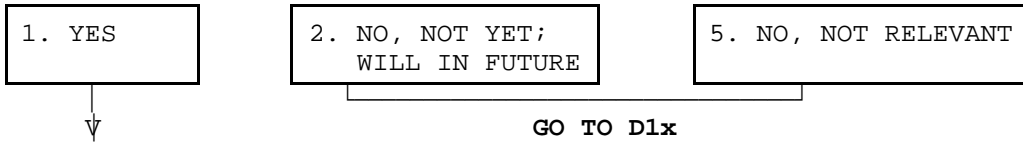
MONTH YEAR

C4x. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF LIABILITY INSURANCE <u>NOT</u> CARRIED (*C4=2,5,DK/NA) --> GO TO C4
<input type="checkbox"/>	2. IF LIABILITY INSURANCE CARRIED (*C4=1) --> GO TO D1x



C4. (Does/Did) this new business carry liability insurance, (will liability insurance be obtained in the future,) or (is/was) this not relevant for this new business (before your involvement ended)?



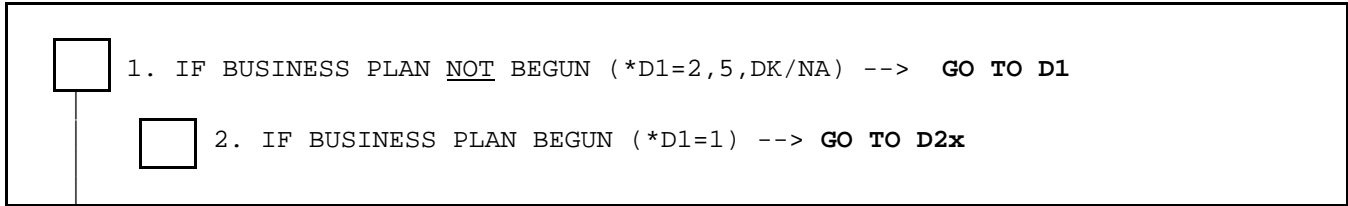
C5. In what month and year was liability insurance for this new business first purchased?
[PROBE FOR SEASON IF DK MONTH]

_____ / _____
 MONTH YEAR

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SECTION D: START-UP ACTIVITIES

D1x. INTERVIEWER CHECKPOINT



D1. Please answer the following questions as they are directly related to (the launch of) this new business, [TX*A3/A3], 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/Had) you already begun preparation of a business plan for this new business, (will you prepare one in the future), or (is/was) a business plan not relevant for this new business (before your involvement ended)?

1. YES

2. NO, NOT YET;
WILL IN FUTURE

5. NO, NOT RELEVANT



GO TO D5x

D2x. **INTERVIEWER CHECKPOINT**

<input type="checkbox"/>	1. IF FORM OF BUSINESS PLAN <u>NOT</u> MISSING (*D2=1,2,3) --> GO TO D2c
<input type="checkbox"/>	2. IF FORM OF BUSINESS PLAN MISSING (*D2=DK/NA/MISSING) --> GO TO D2



D2c. Again, I am going to repeat some of the information you provided during the last interview(s). Please tell me whether or not each item (is/was) still true (today/before your involvement ended).

In the last interview, you reported that the form of your business plan was (*D2 unwritten/informally written/formally prepared). (Is/Was) this still correct (before your involvement ended)?

1. YES	5. NO	8. DON'T KNOW
GO TO D5a	↓	GO TO D5a

D2. What (is/was) the current form of your business plan (before your involvement ended) -- (is/was) it unwritten or in your head, informally written, or formally prepared?

1. UNWRITTEN	2. INFORMALLY WRITTEN	3. FORMALLY PREPARED
--------------	-----------------------	----------------------

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	

GO TO D5x

D5a(D30). Since the last interview, (has/had) the business plan been modified or updated (before your involvement ended)?

1. YES	5. NO	8. DON'T KNOW
↓	GO TO D5x	GO TO D5x

D5b(D31). What was the primary reason for modifying or updating the business plan -- to obtain financing, to assist with organizing the business itself, to better reflect changes in current markets or competition, or some other reason?

1. OBTAIN FINANCING	2. ASSIST WITH ORGANIZING	3. BETTER REFLECT MARKETS/COMPETITION
7. OTHER (SPECIFY): _____		8. DON'T KNOW

D5x. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF PRODUCT DEVELOPMENT <u>NOT</u> WORKED ON (*D6=4,DK/NA) --> GO TO D5
<input type="checkbox"/>	2. IF PRODUCT DEVELOPMENT WORKED ON (*D6=1,2,3) --> GO TO D6c

↓

D5. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF INDEPENDENT NEW BUSINESS (AA10 = 1) OR NEW BUSINESS SPONSORED BY EXISTING BUSINESS (AA10 = 5) --> GO TO D6
<input type="checkbox"/>	2. OTHERS --> GO TO D9x

D6c. (In the last interview, you reported that) the product or service ([TX*A3/A3]/this new business) would sell was [*D6 (completely developed and ready for sale or delivery/tested with customers as a prototype or procedure/being developed as a model or procedure)]. (Is/Was) this still correct (before your involvement ended)?

1. YES	5. NO	8. DON'T KNOW
GO TO D9x	↓	GO TO D9x

D6. ([IF AA10 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/Was) the product or service that this new business will sell completely developed and ready for sale or delivery, (has/had) it been tested with customers as a prototype or procedure, (is/was) it being developed as a model or procedure, or (is/was) the product or service still in the idea stage (before your involvement ended)?

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 D9x	

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

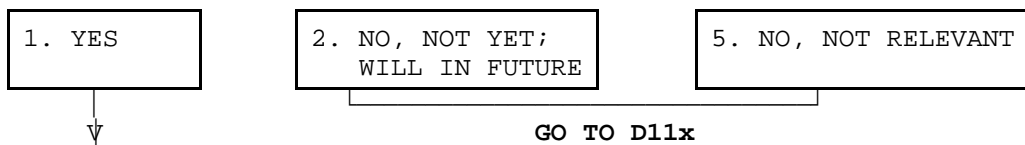
D9x. **INTERVIEWER CHECKPOINT**

1. IF MARKETING EFFORTS NOT STARTED (*D9=2,5,DK/NA)--> **GO TO D9**

2. IF MARKETING EFFORTS STARTED (*D9=1) --> **GO TO D11x**



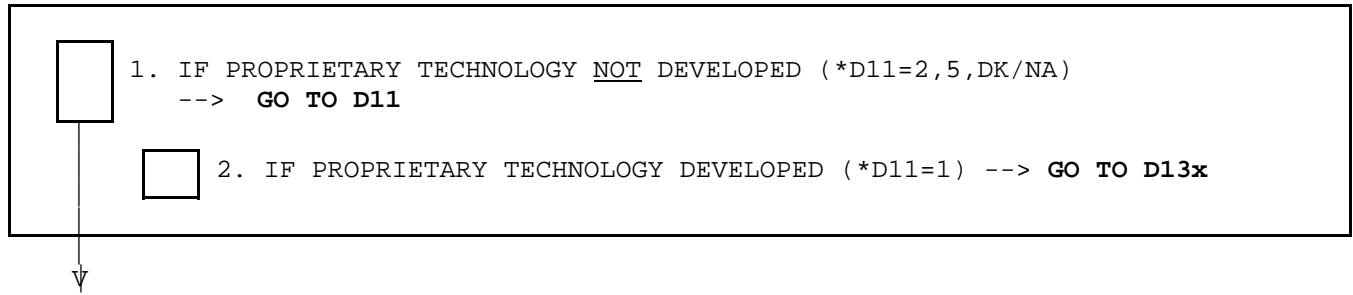
D9. (Have/Had) marketing or promotional efforts been started for the product or service this new business will be selling, (will marketing or promotional efforts begin for the product or service this new business will be selling,) or (is/was) this not relevant to the new business (before your involvement ended)?



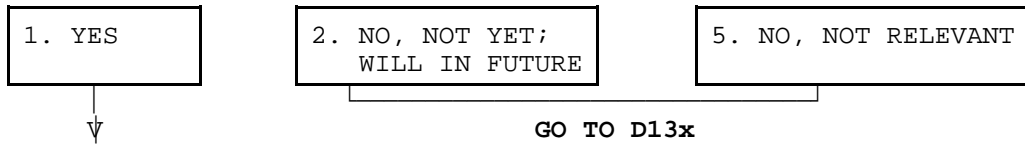
D10. In what month and year did marketing or promotional efforts begin?
 [PROBE FOR SEASON IF DK MONTH]

_____/_____
 MONTH YEAR

D11x. INTERVIEWER CHECKPOINT



D11. (Has/Had) 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/was) this not relevant to the new business (before your involvement ended)?



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.)

D13x. INTERVIEWER CHECKPOINT

<input style="width: 30px; height: 30px;" type="checkbox"/>	1. IF PATENT, COPYRIGHT, OR TRADEMARK APPLICATION <u>NOT</u> SUBMITTED (*D13=2,5,DK/NA) --> GO TO D13
<input style="width: 30px; height: 30px;" type="checkbox"/>	2. IF PATENT, COPYRIGHT, OR TRADEMARK APPLICATION SUBMITTED (*D13=1) --> GO TO D16x



D13. (Has/Had) 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/was) this not relevant for the new business (before your involvement ended)?

1. YES	2. NO, NOT YET; WILL IN FUTURE	5. NO, NOT RELEVANT
↓	GO TO D16x	

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

D16x. INTERVIEWER CHECKPOINT

<input type="checkbox"/> 1. IF MAJOR ITEMS <u>NOT</u> PURCHASED (*D16=2,5,DK/NA) --> GO TO D16
<input type="checkbox"/> 2. IF MAJOR ITEMS PURCHASED (*D16=1) --> GO TO D18x



D16. (Have/Had) any major items like equipment, facilities, or property been purchased, leased, or rented specifically for ([TX*A3/A3]/this new business), (will major items be purchased, leased, or rented in the future,) or (is/was) this not relevant for the new business (before your involvement ended)?

1. YES

2. NO, NOT YET;
WILL IN FUTURE

5. NO, NOT RELEVANT



GO TO D18x

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]

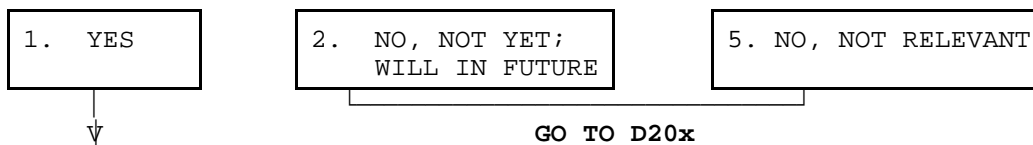
_____/_____
MONTH YEAR

D18x. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF INVENTORY <u>NOT</u> PURCHASED (*D18=2,5,DK/NA) --> GO TO D18
<input type="checkbox"/>	2. IF INVENTORY PURCHASED (*D18=1) --> GO TO D20x



D18. (Have/Had) 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/was) it not relevant to the new business (before your involvement ended)?



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

_____ / _____
 MONTH YEAR

D20x. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF <u>NO</u> DISCUSSIONS WITH POTENTIAL CUSTOMERS (*D20=2,5,DK/NA) --> GO TO D20
<input type="checkbox"/>	2. IF DISCUSSIONS WITH POTENTIAL CUSTOMERS (*D20=1) --> GO TO D22x



D20. (Has/Had) 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/was) this not relevant for the new business (before your involvement ended)?

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

GO TO D22x

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

_____/_____
MONTH YEAR

D22x. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF COMPETITOR INFORMATION <u>NOT</u> COLLECTED (*D22=2,5,DK/NA) --> GO TO D22
<input type="checkbox"/>	2. IF COMPETITOR INFORMATION COLLECTED (*D22=1) --> GO TO D24x



D22. (Has/Had) 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/was) this not relevant to the new business (before your involvement ended)?

1. YES	2. NO, NOT YET; WILL IN FUTURE	5. NO, NOT RELEVANT
↓	GO TO D24x	

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

_____ / _____
 MONTH YEAR

D24x. INTERVIEWER CHECKPOINT

<input type="checkbox"/> 1. IF MARKET OPPORTUNITIES <u>NOT</u> DEFINED (*D24=2,5,DK/NA) --> GO TO D24
<input type="checkbox"/> 2. IF MARKET OPPORTUNITIES DEFINED (*D24=1) --> GO TO D26x



D24. (Has/Had) an effort been made to define the market opportunities for ([TX*A3/A3]/this new business), (will an effort be made to define market opportunities,) or (is/was) this not relevant for this new business (before your involvement ended)?

1. YES

2. NO, NOT YET;
WILL IN FUTURE

5. NO, NOT RELEVANT



GO TO D26x

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

_____/_____
MONTH YEAR

D26x. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF FINANCIAL PROJECTIONS <u>NOT</u> DEVELOPED (*D26=2,5,DK/NA) --> GO TO D26
<input type="checkbox"/>	2. IF FINANCIAL PROJECTIONS DEVELOPED (*D26=1) --> GO TO D28x



D26. (Have/Had) financial projections, such as income or cash flow statements or break-even analyses, been developed, (will financial projections be developed in the future,) or (is/was) this not relevant for the new business (before your involvement ended)?

1. YES

2. NO, NOT YET;
WILL IN FUTURE

5. NO, NOT RELEVANT



GO TO D28x

D27. In what month and year did these financial projections begin for this new business?
[PROBE FOR SEASON IF DK MONTH]

_____ / _____
MONTH YEAR

D28x. **INTERVIEWER CHECKPOINT**

<input style="width: 30px; height: 20px;" type="checkbox"/>	1. IF REGULATORY REQUIREMENTS <u>NOT</u> DETERMINED (*D28=2,5,DK/NA) --> GO TO D28
<input style="width: 30px; height: 20px;" type="checkbox"/>	2. IF REGULATORY REQUIREMENTS DETERMINED (*D28=1) --> GO TO NEXT SECTION



D28. (Has/Had) an effort been made to determine the regulatory requirements for this new business, such as operating licenses, permits, or health and safety regulations, (will an effort be made to determine the regulatory requirements in the future,) or (is/was) this not relevant to the new business (before your involvement ended)?

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

D29. In what month and year were the regulatory requirements for this new business determined?
 [PROBE FOR SEASON IF DK MONTH]

_____ / _____ MONTH YEAR	17. STILL IN PROCESS (IF VOL.)
--	--------------------------------

SECTION E: START-UP FINANCES

E1x. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF FINANCIAL INSTITUTIONS <u>NOT</u> ASKED FOR FUNDING (*E1=2,5,DK/NA) --> GO TO E1
<input type="checkbox"/>	2. IF FINANCIAL INSTITUTIONS ASKED FOR FUNDING (*E1=1) --> GO TO E3x



E1. (Have/Had) financial institutions or other people been asked for funds for this new business, [TX*A3/A3], (do you expect to ask for funds in the future,) or (is/was) outside financial support not relevant for this new business (before your involvement ended)?

1. YES

2. NO, NOT YET;
EXPECT TO ASK

5. NO, NOT RELEVANT



GO TO E5x

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

_____ / _____
MONTH YEAR

E3x. INTERVIEWER CHECKPOINT

<input type="checkbox"/> 1. IF FIRST OUTSIDE FUNDING <u>NOT</u> RECEIVED (*E3=5,DK/NA/MISSING) --> GO TO E3
<input type="checkbox"/> 2. IF FIRST OUTSIDE FUNDING RECEIVED (*E3=1) --> GO TO E5x



E3. (Have/Had) you received the first outside funding from financial institutions or other people for this new business (before your involvement ended)?

1. YES



5. NO

GO TO E5x

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

_____/_____
MONTH YEAR

E5x. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF CREDIT WITH SUPPLIER <u>NOT</u> ESTABLISHED (*E5=2,5,DK/NA) --> GO TO E5
<input type="checkbox"/>	2. IF CREDIT WITH SUPPLIER ESTABLISHED (*E5=1) --> GO TO E7x



E5. (Has/Had) credit with a supplier been established, (will credit with a supplier be established,) or (is/was) this not relevant to the new business (before your involvement ended)?

1. YES

2. NO, NOT YET;
WILL IN FUTURE

5. NO, NOT RELEVANT



GO TO E7x

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

_____ / _____
 MONTH YEAR

E7x. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF EMPLOYEES <u>NOT</u> WORKING FOR PAY (*E7=2,5,DK/NA) --> GO TO E7
<input type="checkbox"/>	2. IF EMPLOYEES WORKING FOR PAY (*E7=1) --> GO TO E9



E7. (Are/Were) any managers or employees, including exclusive subcontractors, (now) working for pay who would not share ownership (before your involvement ended), (will any be hired in the future,) or (is/was) this not relevant for ([TX*A3/A3]/the new business)?

1. YES

2. NO, NOT YET;
WILL IN FUTURE

5. NO, NOT RELEVANT



GO TO E11x

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(ed) thirty-five hours or more per week for this new business, not counting the owners (before your involvement ended)?

_____ # OF PEOPLE 999998. DON'T KNOW

E10. How many managers or employees, including exclusive subcontractors, (currently) work(ed) less than thirty-five hours per week for this new business, not counting the owners (before your involvement ended)?

_____ # OF PEOPLE 999998. DON'T KNOW

E11x. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF BANK ACCOUNT OPENED (*E11=1,6) --> GO TO E11c
<input type="checkbox"/>	2. IF BANK ACCOUNT <u>NOT</u> OPENED (*E11=2,5,DK/NA) --> GO TO E11



E11c. In the last interview, you stated that you [*E11 (had opened a bank account to use exclusively for this new business/were using an existing bank account for this new business)]. (Is/Was) this still correct (before your involvement ended)?

1. YES	5. NO	8. DON'T KNOW
GO TO E18x	↓	GO TO E18x

E11. (Has/Had) a bank account already been opened to use exclusively for this new business, (do you expect to open one in the future,) or (is/was) this not relevant for this new business (before your involvement ended)?

1. YES	2. NO, NOT YET; WILL IN FUTURE	5. NO, NOT RELEVANT	6. USING AN EXISTING ACCOUNT (IF VOL.)
↓	GO TO E18x	GO TO E18x	↓

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]

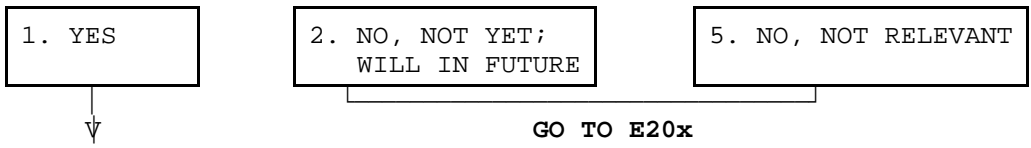
_____ / _____
MONTH YEAR

E18x. INTERVIEWER CHECKPOINT

<input type="checkbox"/> 1. IF ACCOUNTANT <u>NOT</u> RETAINED (*E18=2,5,DK/NA) --> GO TO E18
<input type="checkbox"/> 2. IF ACCOUNTANT RETAINED (*E18=1) --> GO TO E20x



E18. (Has/Had) an accountant been retained for this new business, (will an accountant be retained in the future,) or (is/was) this not relevant for this new business (before your involvement ended)?



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

_____/_____
MONTH YEAR

E20x. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF LAWYER <u>NOT</u> RETAINED (*E20=2,5,DK/NA) --> GO TO E20
<input type="checkbox"/>	2. IF LAWYER RETAINED (*E20=1) --> GO TO E22x



E20. (Has/Had) a lawyer been retained for this new business, (will a lawyer be retained in the future,) or (is/was) this not relevant for this new business (before your involvement ended)?

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

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

_____ / _____
 MONTH YEAR

E22x. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF <u>NOT</u> MEMBER OF TRADE/INDUSTRY ORGANIZATION (*E22=2,5,DK/NA) --> GO TO E22
<input type="checkbox"/>	2. IF MEMBER OF TRADE/INDUSTRY ORGANIZATION (*E22=1) --> GO TO E24x



E22. (Has/Had) ([TX*A3/A3]/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/was) this not relevant to this new business (before your involvement ended)?

1. YES

2. NO, NOT YET;
WILL IN FUTURE

5. NO, NOT RELEVANT

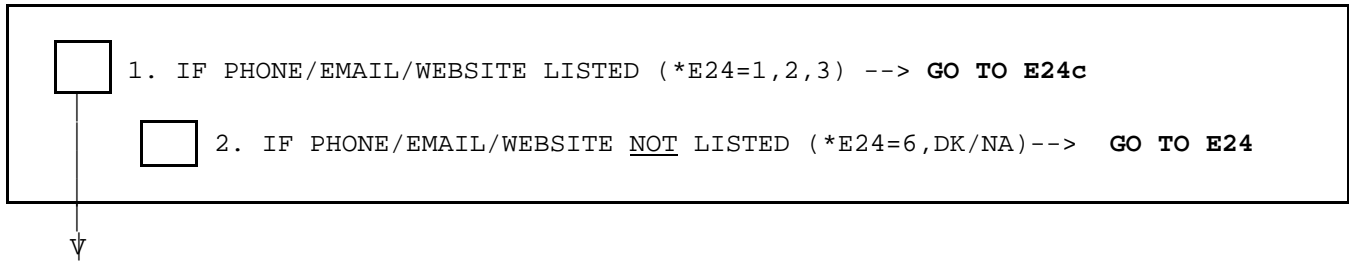


GO TO E24x

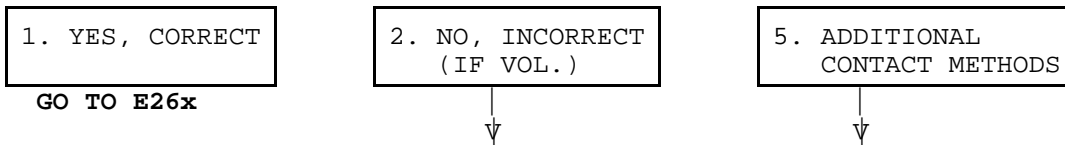
E23. In what month and year did the new business first become a member of a trade or industry association?
[PROBE FOR SEASON IF DK MONTH]

_____/_____
MONTH YEAR

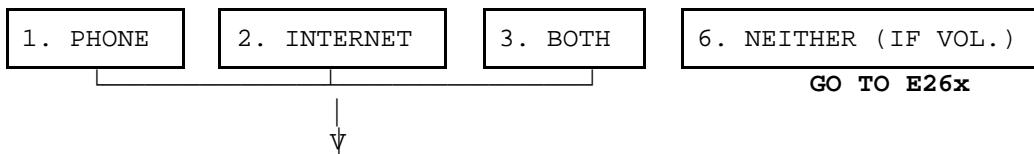
E24x. INTERVIEWER CHECKPOINT



E24c. In the last interview, you stated that the new business, [TX*A3/A3], had [*E24 (a listing in the phone book but not a business e-mail or website/a business e-mail or website but not a listing in the phonebook/a listing in the phone book and a business e-mail or website)]. (Is/Was) this still correct or (do/did) you (now) have different or additional means for customers to contact the new business (before your involvement ended)?



E24. (Does/Did) ([TX*A3/A3]/this new business) have a listing in the phone book, a business email or business website, or both a listing in the phone book and a business email or website (before your involvement ended)?
 [IF R ASKS, INTERNET INCLUDES WEB OR EMAIL]
 [INTERESTED IN CURRENT CONTACT METHODS AVAILABLE NOW]
 [DO NOT INCLUDE PERSONAL PHONE LINES]



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]
 [DO NOT INCLUDE PERSONAL PHONE LINES]

_____ / _____
 MONTH YEAR

E26x. INTERVIEWER CHECKPOINT

<input type="checkbox"/> 1. IF EIN <u>NOT</u> APPLIED FOR (*E26=2,5,DK/NA) --> GO TO E26
<input type="checkbox"/> 2. IF EIN APPLIED FOR (*E26=1) --> GO TO E28x

↓

E26. (Has/Had) 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/was) this not relevant for the new business (before your involvement ended)?

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

GO TO E28x

E27. And in what month and year was the application for a Federal EIN made?
[PROBE FOR SEASON IF DK MONTH]

_____/_____
MONTH YEAR

E28x. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF DBA <u>NOT</u> FILED (*E28=2,5,DK/NA)--> GO TO E28
<input type="checkbox"/>	2. IF DBA FILED (*E28=1) --> GO TO E30x



E28. (Has/Had) a DBA or "doing business as" name been filed with any government agencies for this new business, [TX*A3/A3], (will a DBA be filed,) or (is/was) this not relevant for this new business (before your involvement ended)?

1. YES	2. NO, NOT YET WILL IN FUTURE	5. NO, NOT RELEVANT
↓	GO TO E30x	

E29. And in what month and year was the application for a "doing business as" name filed?
[PROBE FOR SEASON IF DK MONTH]

_____ / _____
 MONTH YEAR

E30x. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF UNEMPLOYMENT INSURANCE PAYMENTS <u>NOT</u> MADE (*E30=5,DK/NA) --> GO TO E30
<input type="checkbox"/>	2. IF UNEMPLOYMENT INSURANCE PAYMENTS MADE (*E30=1) --> GO TO E32x



E30. For this new business, (have/had) any payments been made to a state unemployment insurance fund (before your involvement ended)?

1. YES



5. NO

GO TO E32x

E31. And in what month and year was the first state unemployment insurance payment made for this new business?
[PROBE FOR SEASON IF DK MONTH]

_____/_____
MONTH YEAR

E32x. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF FICA PAYMENTS <u>NOT</u> MADE (*E32=5,DK/NA) --> GO TO E32
<input type="checkbox"/>	2. IF FICA PAYMENTS MADE (*E32=1) --> GO TO E34x



E32. For this new business, (have/had) any payments been made to the federal social security system, also known as FICA (before your involvement ended)?

1. YES

5. NO



GO TO E34x

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

E34x. INTERVIEWER CHECKPOINT

<input type="checkbox"/> 1. IF FEDERAL INCOME TAX <u>NOT</u> FILED (*E34=5,DK/NA) --> GO TO E34
<input type="checkbox"/> 2. IF FEDERAL INCOME TAX FILED (*E34=1)--> GO TO E36x



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

1. YES

5. NO

GO TO E36x



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

E36x. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF <u>NOT</u> LISTED WITH DUN AND BRADSTREET (*E36=5,DK/NA) --> GO TO E36
<input type="checkbox"/>	2. IF LISTED WITH DUN AND BRADSTREET (*E36=1) --> GO TO NEXT SECTION

↓

E36. To the best of your knowledge, (has/had) ([TX*A3/A3]/this new business) been listed with Dun and Bradstreet, the credit rating agency (before your involvement ended)?

<input type="checkbox"/> 1. YES	<input type="checkbox"/> 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

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SECTION E2: TERMINATION

E50. INTERVIEWER CHECKPOINT

1. IF NEW FIRM (A50=1) --> GO TO NEXT SECTION
2. IF ACTIVE START-UP (A50=2) --> GO TO NEXT SECTION
3. IF QUIT (A50=3) --> GO TO E51



E51. You reported that you are no longer working on this new business start-up, [TX*A3/A3 NAME OF BUSINESS]. Are there any other people still involved?

1. YES

5. NO

E52. What is the most important reason you stopped working on creating this new business?

E53. Now that you are no longer involved in this start-up effort, are you -- going back to or continuing your old job, working at a new job, working on another start-up, looking for work, or doing something else?
[CHECK ALL THAT APPLY]

1. OLD JOB

2. NEW JOB

3. ANOTHER START-UP

4. LOOKING FOR WORK

7. SOMETHING ELSE: _____

8. DON'T KNOW

E54. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF E51 = YES --> GO TO E55
<input type="checkbox"/>	2. IF E51 = NO/DK/NA --> EXIT INTERVIEW -- GO TO Z49

↓

E55. Why are others still working on the start-up? (Are there any other reasons?)
 [PROBE: "Why do they think it is worthwhile?"]

E56. To your knowledge, what would be the most accurate description of the current status of this new business start-up effort -- others are still working on the start-up effort, others have an operating business, the start-up effort or business has been sold, or something else?

1. OTHERS STILL WORKING ON START-UP	2. OTHERS HAVE GOING BUSINESS	3. START-UP WAS SOLD	4. NO LONGER WORKED ON BY ANYONE
7. SOMETHING ELSE: _____			8. DON'T KNOW

E57. In what month and year did you last hear (that others are still working on the start-up/that others have an operating business/that the start-up had been sold/about the status of the new business)?

_____ / _____
 MONTH YEAR

EXIT INTERVIEW -- GO TO Z49

SECTION F: ATTITUDES TOWARD COMPETITION

F1x. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF NEW FIRM (A50=1) --> GO TO F1
<input type="checkbox"/>	2. OTHERS --> GO TO NEXT SECTION

↓

- 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
----------------------	----------	------------	-------------	-------------------------	--------------------

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
-------------------	----------	------------	-------------	----------------------	-----------------

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
-------------------	----------	------------	-------------	----------------------	-----------------

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
-------------------	----------	------------	-------------	----------------------	-----------------

F9. Developing new or advanced product technology or process technology for creating goods or 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
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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. Which of these is the single most critical thing for the survival of this new business -- [READ F1-F10 THAT R STRONGLY AGREED OR AGREED TO]?

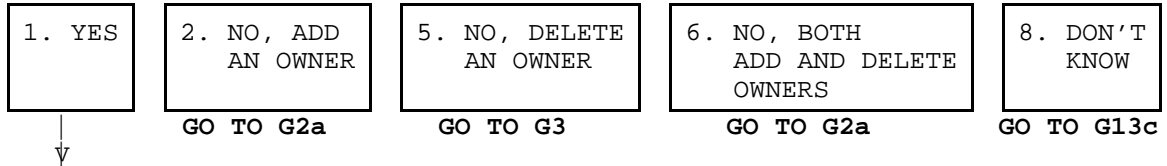
1. LOWER PRICES	2. QUALITY PRODUCTS/ SERVICES	3. SERVING THOSE MISSED BY OTHERS	4. FIRST TO MARKET NEW PROD/SERV.	5. BETTER MARKETING/ PROMOTION
6. LOCATION CUSTOMER CONVENIENCE	7. MORE CONTEMP. PRODUCTS	8. TECHNICAL EXPERTISE	9. DEVELOPING ADVANCED TECHNOLOGY	10. DEVELOPING INTELLECT. PROPERTY

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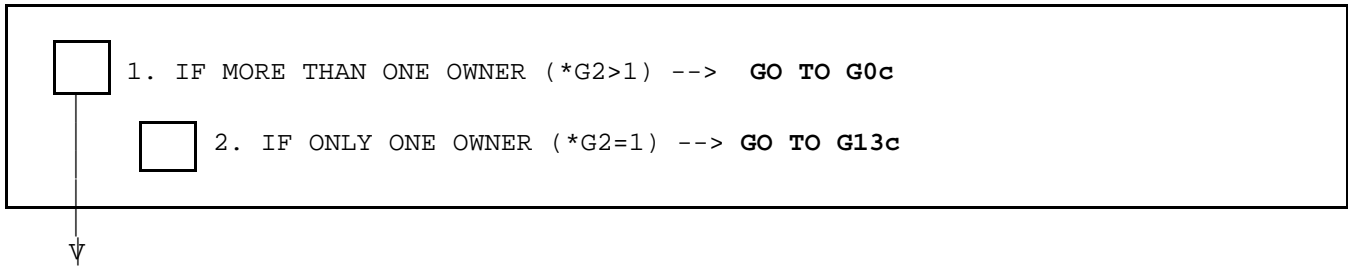
SECTION G: OWNERS, KEY NON-OWNERS, AND HELPERS

NOTE: USE "would" FOR ACTIVE START-UPS

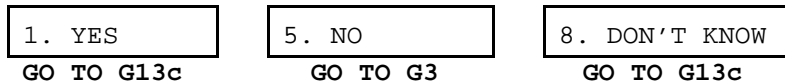
G0a. In our last interview, you indicated that you (alone/and [NAMES TXAG4_n]) (would) own the new business. Is this still correct?



G0b. INTERVIEWER CHECKPOINT



G0c. In our last interview, you indicated that you (would) own approximately [*G6_1] percent of the new business (and ([NAMES TX*G4_n] (would own/owns) approximately [PERCENTS *G6_n] percent)). Is this still correct?



G2a. How many additional people or other businesses or financial institutions, not including the [*G2] reported last time, currently share ownership of the new business?

_____ # OF PEOPLE AND BUSINESSES

G3. Has a new formal agreement regarding shares of ownership been developed for the new business, [TX*A3/A3]?



PGM: IF 5 or fewer owners in waveA/B/C, then may take up to 5 new owners as individuals. IF 6 or more owners in waveA, then lump in "Owner #5" with others.

	OWNER #1 (R)	OWNER #2								
G4c. [IF OLD OWNER] (Is [OWNER NAME] still an owner?/Are all the other [NUMBER OVER 5] people still owners?)	N/A	<table border="1"> <tr> <td>1. YES</td> <td>5. NO</td> </tr> <tr> <td>GO TO G5</td> <td>GO TO OWNER #3 OR G9</td> </tr> </table>	1. YES	5. NO	GO TO G5	GO TO OWNER #3 OR G9				
1. YES	5. NO									
GO TO G5	GO TO OWNER #3 OR G9									
G4. [IF NEW OWNER] What is the <u>first</u> name of the (first/next) new owner?	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	<table border="1"> <tr> <td>1. OWN BEHALF</td> </tr> <tr> <td>2. REPRESENT INSTITUTION</td> </tr> </table>	1. OWN BEHALF	2. REPRESENT INSTITUTION						
1. OWN BEHALF										
2. REPRESENT INSTITUTION										
G6. [IF *G2 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?	<table border="1"> <tr> <td>1. YES</td> <td>5. NO</td> </tr> <tr> <td>↓</td> <td>GO TO OWNER #2 G4c</td> </tr> </table>	1. YES	5. NO	↓	GO TO OWNER #2 G4c	<table border="1"> <tr> <td>1. YES</td> <td>5. NO</td> </tr> <tr> <td>↓</td> <td>GO TO OWNER #3 G4c</td> </tr> </table>	1. YES	5. NO	↓	GO TO OWNER #3 G4c
1. YES	5. NO									
↓	GO TO OWNER #2 G4c									
1. YES	5. NO									
↓	GO TO OWNER #3 G4c									
G8. In what month and year did (you/[NAME]/all the others first) sign this agreement?	_____/_____ MONTH YEAR	_____/_____ MONTH YEAR								

GO TO OWNER #2 G4c
OR GO TO G9

GO TO OWNER #3 G4c
OR GO TO G9

OWNER #3	OWNER #4	OWNER #5
<div style="display: flex; justify-content: space-around;"> <div style="border: 1px solid black; padding: 2px;">1. YES</div> <div style="border: 1px solid black; padding: 2px;">5. NO</div> </div> <p style="text-align: center;">GO TO G5 GO TO OWNER #4 OR G9</p>	<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> <p style="text-align: center;">GO TO G5 GO TO OWNER #5 OR G9</p>	<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> <p style="text-align: center;">GO TO G5 GO TO OWNER #6 OR G9</p>
<p>_____</p> <p>FIRST NAME</p>	<p>_____</p> <p>FIRST NAME</p>	<p>_____</p> <p>FIRST NAME</p>
<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>
<p>_____ %</p>	<p>_____ %</p>	<p>_____ %</p>
<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> <p style="text-align: center;">↓ GO TO OWNER #4 G4c</p>	<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> <p style="text-align: center;">↓ GO TO OWNER #5 G4c</p>	<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> <p style="text-align: center;">↓ GO TO OWNER #6 G4c</p>
<p>_____/_____ MONTH YEAR</p>	<p>_____/_____ MONTH YEAR</p>	<p>_____/_____ MONTH YEAR</p>

GO TO OWNER #4 G4c
OR GO TO G9

GO TO OWNER #5 G4c
OR GO TO G9

GO TO OWNER #6 G4c
OR GO TO G9

	OWNER #6	OWNER #7
G4c. [IF OLD OWNER] Is [OWNER NAME] still an owner?	<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> <p style="text-align: center;">GO TO G5 GO TO OWNER #7 OR G9</p>	<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> <p style="text-align: center;">GO TO G5 GO TO OWNER #8 OR G9</p>
G4. [IF NEW OWNER] What is the <u>first</u> name of the (first/next) new owner?	<p>_____</p> <p>FIRST NAME</p>	<p>_____</p> <p>FIRST NAME</p>
G5. Is [NAME] acting on their own behalf or does [NAME] represent a business, financial institution, government agency, or other 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>
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).	<p>_____ %</p>	<p>_____ %</p>
G7. [IF G3 EQUAL TO 1] (Have you/Has [NAME]/Have all the others) signed an agreement regarding this ownership share?	<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> <p style="text-align: center;">↓ GO TO OWNER #7 G4c</p>	<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> <p style="text-align: center;">↓ GO TO OWNER #8 G4c</p>
G8. In what month and year did (you/[NAME]/all the others	<p>_____/____</p>	<p>_____/____</p>

GO TO OWNER #7 G4c
OR GO TO G9

GO TO OWNER #8 G4c
OR GO TO G9

OWNER #8	OWNER #9	OWNER #10
<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> <p style="text-align: center;">GO TO G5 GO TO OWNER #9 OR G9</p>	<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> <p style="text-align: center;">GO TO G5 GO TO OWNER #10 OR G9</p>	<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> <p style="text-align: center;">GO TO G5 GO TO G9</p>
<p>_____</p> <p>FIRST NAME</p>	<p>_____</p> <p>FIRST NAME</p>	<p>_____</p> <p>FIRST NAME</p>
<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>
<p>_____ %</p>	<p>_____ %</p>	<p>_____ %</p>
<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> <p style="text-align: center;">↓ GO TO OWNER #9 G4c</p>	<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> <p style="text-align: center;">↓ GO TO OWNER #10 G4c</p>	<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> <p style="text-align: center;">↓ GO TO G9</p>
<p>_____/____</p>	<p>_____/____</p>	<p>_____/____</p>

GO TO OWNER #9 G4c
OR GO TO G9

GO TO OWNER #10 G4c
OR GO TO G9

GO TO G9

CALCULATE DG2: *G2+G2a-COUNT OF DELETED OWNERS or COUNT OF YES's IN G4c+G2a

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 OWNERS #1-#10) will own (G6 OWNERS #1-#10) percent. Which is incorrect?

1. OWNER #1	2. OWNER #2	3. OWNER #3	4. OWNER #4	5. OWNER #5
6. OWNER #6	7. OWNER #7	8. OWNER #8	9. OWNER #9	10. OWNER #10

G11. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF MORE THAN ONE OWNER ((*G2 > 1) ---> GO TO G12
<input type="checkbox"/>	2. OTHERS ---> GO TO G12c

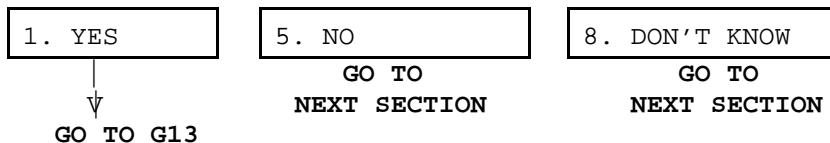


G12. Which of the owners would be considered in charge of day to day operations of the new business -- you or (G4 OWNERS #2-#10)?

1. OWNER #1	2. OWNER #2	3. OWNER #3	4. OWNER #4	5. OWNER #5
6. OWNER #6	7. OWNER #7	8. OWNER #8	9. OWNER #9	10. OWNER #10
96. ALL EQUALLY (IF VOL.)				

G13c. In the last interview, you indicated that there were (IF *G13=0: no other people/IF *G13>0: [*G13] other people -- [LIST NAMES]--) that made a distinctive contribution to the founding of the new business, such as planning, development, financial resources, materials, training, or business services.)

Since the last interview, have any (more) people made a distinctive contribution (to the founding of the new business, such as planning, development, financial resources, materials, training, or business services)?



SECTION H: NEW OWNERS' DEMOGRAPHICS

	OWNER #2	OWNER REPEAT #3-#10
H0. INTERVIEW CHECKPOINT	<input type="checkbox"/> 1. G5=1/DK/NA AND NEW OWNER --> GO TO H1 <input type="checkbox"/> 3. OTHERS --> GO TO OWNER #3 H0	<input type="checkbox"/> 1. G5=1/DK/NA AND NEW OWNER --> GO TO H1 <input type="checkbox"/> 3. OTHERS --> GO TO NEXT OWNER H0
H1. Is [NAME]) male or female?	<input type="checkbox"/> 1. MALE <input type="checkbox"/> 2. FEMALE	<input type="checkbox"/> 1. MALE <input type="checkbox"/> 2. FEMALE
H2. Now I would like to ask some questions about the new owners. (First,) How old is [NAME]?	<p>_____</p> <p>AGE</p>	<p>_____</p> <p>AGE</p>
H3. 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,) 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: _____	<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 #2

GO TO H5 FOR OWNER #N

	OWNER #2	OWNER REPEAT #3-#10
<p>H5. 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>	<p>1. MARRIED</p> <p>2. LIVING WITH A PARTNER</p> <p>3. SEPARATED</p> <p>4. DIVORCED</p> <p>5. WIDOWED</p> <p>6. NEVER MARRIED</p>	<p>1. MARRIED</p> <p>2. LIVING WITH A PARTNER</p> <p>3. SEPARATED</p> <p>4. DIVORCED</p> <p>5. WIDOWED</p> <p>6. NEVER MARRIED</p>
<p>H6. 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>	<p>1. UP TO EIGHTH GRADE</p> <p>2. SOME HIGH SCHOOL</p> <p>3. HIGH SCHOOL DEGREE</p> <p>4. TECH. OR VOC. DEGREE</p> <p>5. SOME COLLEGE</p> <p>6. COMM. COLLEGE DEGREE</p> <p>7. BACHELORS DEGREE</p> <p>8. SOME GRADUATE TRAINING</p> <p>9. MASTERS DEGREE</p> <p>10. LAW, MD, PHD, EDD DEGREE</p>	<p>1. UP TO EIGHTH GRADE</p> <p>2. SOME HIGH SCHOOL</p> <p>3. HIGH SCHOOL DEGREE</p> <p>4. TECH. OR VOC. DEGREE</p> <p>5. SOME COLLEGE</p> <p>6. COMM. COLLEGE DEGREE</p> <p>7. BACHELORS DEGREE</p> <p>8. SOME GRADUATE TRAINING</p> <p>9. MASTERS DEGREE</p> <p>10. LAW, MD, PHD, EDD DEGREE</p>

GO TO H7 FOR OWNER #2

GO TO H7 FOR OWNER #N

	OWNER #2	OWNER REPEAT #3-#10
H7. How many years have you known [NAME]? [ENTER "1" FOR LESS THAN ONE YEAR] [DO NOT ACCEPT "ALL MY LIFE" AS RESPONSE]	_____ # OF YEARS	_____ # 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?	<div style="border: 1px solid black; padding: 2px;">1. SPOUSES</div> <div style="border: 1px solid black; padding: 2px;">2. PARTNERS SHARING A HOUSEHOLD</div> <div style="border: 1px solid black; padding: 2px;">3. RELATIVES LIVING IN THE SAME HOUSEHOLD</div> <div style="border: 1px solid black; padding: 2px;">4. RELATIVES LIVING IN DIFFERENT HOUSEHOLDS</div> <div style="border: 1px solid black; padding: 2px;">5. FRIENDS OR ACQUAINTANCES FROM WORK</div> <div style="border: 1px solid black; padding: 2px;">6. FRIENDS OR ACQUAINTANCES YOU HAVE NOT WORKED WITH</div> <div style="border: 1px solid black; padding: 2px;">7. STRANGERS BEFORE JOINING THE NEW BUSINESS TEAM</div> <div style="border: 1px solid black; padding: 2px;">97. SOME OTHER TYPE OF RELATIONSHIP [SPECIFY _____]</div>	<div style="border: 1px solid black; padding: 2px;">1. SPOUSES</div> <div style="border: 1px solid black; padding: 2px;">2. PARTNERS SHARING A HOUSEHOLD</div> <div style="border: 1px solid black; padding: 2px;">3. RELATIVES LIVING IN THE SAME HOUSEHOLD</div> <div style="border: 1px solid black; padding: 2px;">4. RELATIVES LIVING IN DIFFERENT HOUSEHOLDS</div> <div style="border: 1px solid black; padding: 2px;">5. FRIENDS OR ACQUAINTANCES FROM WORK</div> <div style="border: 1px solid black; padding: 2px;">6. FRIENDS OR ACQUAINTANCES YOU HAVE NOT WORKED WITH</div> <div style="border: 1px solid black; padding: 2px;">7. STRANGERS BEFORE JOINING THE NEW BUSINESS TEAM</div> <div style="border: 1px solid black; padding: 2px;">97. SOME OTHER TYPE OF RELATIONSHIP [SPECIFY _____]</div>

GO TO H9 FOR OWNER #2

GO TO H9 FOR OWNER #N

	OWNER #2	OWNER REPEAT #3-#10
H9. In what month and year did [NAME] become involved as an owner of this new business?	_____/_____ MONTH YEAR	_____/_____ MONTH YEAR
H10. What is [NAME]'s primary occupation? [IF RETIRED: What was [NAME]'s primary occupation?]	_____	_____
H11. How many years of work experience 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 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 does [NAME] own?	_____ # OF BUSINESSES	_____ # OF BUSINESSES

GO TO H14 FOR OWNER #2

GO TO H14 FOR OWNER #N

	OWNER #2	OWNER REPEAT #3-#10
H14. How many hours in total has [NAME] devoted to this new business?	_____ NUMBER OF HOURS	_____ NUMBER OF HOURS
H15. In terms of current work activity, is [NAME] working for others for pay?	<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> <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; 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> <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. 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; width: 60px; text-align: center;">1. 35 HOURS OR MORE PER WEEK</div> <div style="border: 1px solid black; padding: 5px; width: 60px; 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; width: 60px; text-align: center;">1. 35 HOURS OR MORE PER WEEK</div> <div style="border: 1px solid black; padding: 5px; width: 60px; text-align: center;">5. LESS THAN 35 HOURS PER WEEK</div> </div>
H17. 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; 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> <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; 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> <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 [NAME] begin working 35 hours or more per week on this new business?	_____/_____ MONTH YEAR	_____/_____ MONTH YEAR

GO TO H19 FOR OWNER #2

GO TO H19 FOR OWNER #N

	OWNER #2	OWNER REPEAT #3-#10
H19. [IF MORE THAN ONE OWNER] What is [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 has [NAME] had? [ENTER "1" FOR LESS THAN ONE YEAR]	_____ # OF YEARS	_____ # OF YEARS
H21. For how many years, if any, has [NAME] had managerial, supervisory, or administrative responsibilities?	_____ # OF YEARS	_____ # OF YEARS

GO TO H23 FOR OWNER #2

GO TO H23 FOR OWNER #N

	OWNER #2		OWNER REPEAT #3-#10	
H23. In addition to time and personal investments of money, in what other ways has [NAME] helped with this new business? First, has [NAME] provided introductions to other people?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	1. YES	5. NO	1. YES	5. NO
H24. Has [NAME] provided information or advice to help with this new business?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	1. YES	5. NO	1. YES	5. NO
H25. Has [NAME] provided training in business related tasks or skills (to help with this new business)?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	1. YES	5. NO	1. YES	5. NO
H26. Has [NAME] provided access to financial assistance, like equity, loans, or loan guarantees (to help with this new business)?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	1. YES	5. NO	1. YES	5. NO
H27. Has [NAME] provided physical resources, use of land, space, buildings or equipment (to help with this new business)?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	1. YES	5. NO	1. YES	5. NO
H28. Has [NAME] provided business services, such as legal, accounting or clerical assistance (to help with this new business)?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	1. YES	5. NO	1. YES	5. NO

GO TO H29 FOR OWNER #2

GO TO H29 FOR OWNER #N

	OWNER #2	OWNER REPEAT #3-#10
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 #7 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 #8 H1</div>
H30. Apart from this business, is (NAME's) (spouse/partner) employed? [REFERS TO ROMANTIC PARTNER R IS LIVING WITH]	<div style="border: 1px solid black; padding: 10px; width: 50%; display: inline-block;">1. YES</div> <div style="border: 1px solid black; padding: 10px; width: 50%; display: inline-block; margin-left: 20px;">5. NO</div>	<div style="border: 1px solid black; padding: 10px; width: 50%; display: inline-block;">1. YES</div> <div style="border: 1px solid black; padding: 10px; width: 50%; display: inline-block; margin-left: 20px;">5. NO</div>

GO TO H1 FOR NEXT OWNER OR NEXT SECTION

GO TO H1 FOR NEXT OWNER OR NEXT SECTION

SECTION J

J0. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF ONE OR TWO OWNERS ((*G2+G2a-DELETED OWNERS) <3) --> GO TO NEXT SECTION
<input type="checkbox"/>	2. IF 3 OR MORE OWNERS --> GO TO J1

REPEAT FOR ALL COMBINATIONS	OWNER #X AND #Y								
J1. INTERVIEWER CHECKPOINT	<table border="1"> <tr> <td style="width: 50px; text-align: center;">1.</td> <td>IF BOTH OWNERS #X AND #Y ARE PEOPLE AND AT LEAST ONE IS A NEW OWNER --> GO TO J2</td> </tr> <tr> <td style="width: 50px; text-align: center;">2.</td> <td>IF OLD OWNER STILL AN OWNER AND RELATIONSHIP IS MISSING WITH ANOTHER OLD OWNER --> GO TO J2</td> </tr> <tr> <td style="width: 50px; text-align: center;">3.</td> <td>ELSE --> GO TO NEXT J1</td> </tr> </table>	1.	IF BOTH OWNERS #X AND #Y ARE PEOPLE AND AT LEAST ONE IS A NEW OWNER --> GO TO J2	2.	IF OLD OWNER STILL AN OWNER AND RELATIONSHIP IS MISSING WITH ANOTHER OLD OWNER --> GO TO J2	3.	ELSE --> GO TO NEXT J1		
1.	IF BOTH OWNERS #X AND #Y ARE PEOPLE AND AT LEAST ONE IS A NEW OWNER --> GO TO J2								
2.	IF OLD OWNER STILL AN OWNER AND RELATIONSHIP IS MISSING WITH ANOTHER OLD OWNER --> GO TO J2								
3.	ELSE --> GO TO NEXT J1								
J2. 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?	<table border="1"> <tr><td>1. SPOUSES</td></tr> <tr><td>2. PARTNERS SHARING A HOUSEHOLD</td></tr> <tr><td>3. RELATIVES LIVING IN THE SAME HOUSEHOLD</td></tr> <tr><td>4. RELATIVES LIVING IN DIFFERENT HOUSEHOLDS</td></tr> <tr><td>5. FRIENDS OR ACQUAINTANCES FROM WORK</td></tr> <tr><td>6. FRIENDS OR ACQUAINTANCES WHO HAVE NOT WORKED TOGETHER</td></tr> <tr><td>7. STRANGERS BEFORE JOINING THE NEW BUSINESS TEAM</td></tr> <tr><td>97. SOME OTHER TYPE OF RELATIONSHIP [SPECIFY_____]</td></tr> </table>	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_____]
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 NEXT J1

POSSIBLE COMBINATIONS:

- OWNER #2 AND OWNER #3, 2 AND 4, 2 AND 5, 2 AND 6, 2 AND 7, 2 AND 8, 2 AND 9, 2 AND 10
- OWNER #3 AND OWNER #4, 3 AND 5, 3 AND 6, 3 AND 7, 3 AND 8, 3 AND 9, 3 AND 10
- OWNER #4 AND OWNER #5, 4 AND 6, 4 AND 7, 4 AND 8, 4 AND 9, 4 AND 10
- OWNER #5 AND OWNER #6, 5 AND 7, 5 AND 8, 5 AND 9, 5 AND 10
- OWNER #6 AND OWNER #7, 6 AND 8, 6 AND 9, 6 AND 10
- OWNER #7 AND OWNER #8, 8 AND 9, 9 AND 10
- OWNER #8 AND OWNER #9, 8 AND 10
- OWNER #9 AND OWNER #10

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SECTION K: NEW LEGAL ENTITY OWNERS

	LEGAL ENTITY #2	LEGAL ENTITY REPEAT #3-#10
K0. INTERVIEWER CHECKPOINT	<p>1. IF G5=2 AND NEW OWNER --> GO TO K1</p> <p>2. OTHERS --> GO TO LEGAL ENTITY #3 K0</p>	<p>1. IF G5=2 AND NEW OWNER --> GO TO K1</p> <p>2. OTHERS --> GO TO LEGAL ENTITY #N K0</p>
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?	<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>
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?	<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>
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?	<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>
K4. Is the institution [NAME] represents a bank, a venture capital firm, a government agency, or some other type of institution?	<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 #2

GO TO K5 FOR LEGAL ENTITY #N

	LEGAL ENTITY #2	LEGAL ENTITY REPEAT #3-#10
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?	<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>	<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>
K6. Is this institution [NAME] represents planning to be a long term owner, planning to sell their share of the firm as soon as this can be done profitably, or will future ownership depend on future circumstances?	<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>	<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>
K7. In what month and year did [NAME's] institution become involved as an owner of this new business?	_____ / _____ MONTH YEAR	_____ / _____ MONTH YEAR

GO TO K0 FOR NEXT LEGAL ENTITY OR NEXT SECTION

GO TO K0 FOR NEXT LEGAL ENTITY OR NEXT SECTION

SECTION M: NEW KEY NON-OWNERS' DEMOGRAPHICS

		KEY NON-OWNER REPEAT #1-#6	
M1.	INTERVIEWER CHECKPOINT	1. IF G15=1 AND NEW KEY NON-OWNER--> GO TO M2	2. OTHERS--> GO TO NEXT KEY NON-OWNER M1
M2.	Is [NAME] male or female?	1. MALE	2. FEMALE
M3.	How old is [NAME]?	_____ AGE	
M4.	Is [NAME] Hispanic or Latino?	1. YES	5. NO
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]	A. WHITE	B. BLACK/AFRICAN AMERICAN
		D. AMERICAN INDIAN	E. ASIAN
		F. PACIFIC ISLANDER	Z. OTHER: _____

GO TO M6 FOR KEY NON-OWNER #N

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

GO TO M8 FOR KEY NON-OWNER #N

	<p align="center">KEY NON-OWNER REPEAT #1-#6</p>
<p>M8. How many years have you known [NAME]? [ENTER "1" FOR LESS THAN ONE YEAR] [DO NOT ACCEPT "ALL MY LIFE" AS RESPONSE]</p>	<p align="center">_____ # OF YEARS</p>
<p>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?</p>	<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 #N

	KEY NON-OWNER REPEAT #1-#6
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 #N

	<p align="center">KEY NON-OWNER REPEAT #1-#6</p>
<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="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> <p align="center">↓</p> <p align="right">GO TO M17</p>
<p>M15. Does [NAME] work for pay on the new business 35 hours or more per week?</p>	<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> <p align="center">↓</p> <p align="right">GO TO M17</p>
<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>_____/_____ MONTH YEAR</p>
<p>M17. In what month and year did [NAME] begin making a distinctive contribution to the new business?</p>	<p>_____/_____ MONTH YEAR</p>

**GO TO M1 FOR NEXT KEY
NON-OWNER OR NEXT SECTION**

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

Q1x. INTERVIEWER CHECKPOINT

1. IF NEW FIRM OR ACTIVE START-UP (A50=1 OR 2) AND BUSINESS WAS A LEGAL ENTITY (*C2=1) --> **GO TO NEXT SECTION**

2. IF NEW FIRM OR ACTIVE START-UP (A50=1 OR 2) AND BUSINESS IS NOT LEGAL ENTITY (*C2/C2=5/DK/NA) --> **GO TO Q3**

3. IF NEW FIRM OR ACTIVE START-UP (A50=1 OR 2) AND BUSINESS IS NOW A LEGAL ENTITY (C2=1) --> **GO TO Q2**



Q2. You reported that the business, [TX*A3/A3], was registered as a [*C1/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 will now review some of the information you gave during the last interview regarding funds provided by each person or legal entity that will expect to own part of this new business (before [TX*A3/A3]/the new business) was registered as a [*C1/C1 LEGAL ENTITY TYPE]). For each item please tell me if you still consider the amount to be accurate.

1. CONTINUE

ASK Q4x-Q14 FOR ALL OWNERS #1 THROUGH #10 AS NEEDED.

OWNER #X									
<p>Q4x. INTERVIEWER CHECKPOINT</p>	<p><input type="checkbox"/> 1. IF OLD OWNER DELETED (G4c=NO) --> GO TO NEXT SECTION</p> <p><input type="checkbox"/> 2. IF OLD OWNER STILL AN OWNER (G4c=YES/DK/NA) AND PERSONAL SAVING AMOUNT <u>NOT</u> MISSING --> GO TO Q4c</p> <p><input type="checkbox"/> 3. IF OLD OWNER STILL AN OWNER (G4c=YES/DK/NA) AND PERSONAL SAVING AMOUNT IS MISSING (*Q4=DK/NA/EMPTY) --> GO TO Q4</p> <p><input type="checkbox"/> 4. IF NEW OWNER --> GO TO Q4</p>								
<p>Q4c. In the last interview, you stated that (you/[NAME]) had provided [\$*Q4] to the new business from (your/their) personal savings and other personal sources (before it was registered as a [*C1/C1]). Is this still correct or (have/has) (you/[NAME]) contributed more from (your/their) personal savings (before the new business was registered as a [*C1/C1])?</p>	<table style="width: 100%; border: none;"> <tr> <td style="border: 1px solid black; padding: 5px; width: 50%;">1. YES, CORRECT</td> <td style="border: 1px solid black; padding: 5px; width: 50%;">5. CONTRIBUTED MORE \$</td> </tr> <tr> <td style="text-align: center; padding: 5px;">GO TO Q5c</td> <td style="text-align: center; padding: 5px;">↓ GO TO Q4</td> </tr> <tr> <td style="border: 1px solid black; padding: 5px;">2. NO, INCORRECT (IF VOL.)</td> <td></td> </tr> <tr> <td style="text-align: center; padding: 5px;">↓ GO TO Q4</td> <td></td> </tr> </table>	1. YES, CORRECT	5. CONTRIBUTED MORE \$	GO TO Q5c	↓ GO TO Q4	2. NO, INCORRECT (IF VOL.)		↓ GO TO Q4	
1. YES, CORRECT	5. CONTRIBUTED MORE \$								
GO TO Q5c	↓ GO TO Q4								
2. NO, INCORRECT (IF VOL.)									
↓ GO TO Q4									
<p>Q4. What is the <u>total</u> dollar amount provided by (you/ [NAME]) that came from personal savings and other personal sources(, including the [\$*Q4] you reported last year,) (before the business was registered as a [*C1/C1])?</p>	<p>\$ _____</p>								

GO TO OWNER #X Q5c

OWNER #X									
<p>Q5x. INTERVIEWER CHECKPOINT</p>	<p><input type="checkbox"/> 1. IF OLD OWNER DELETED (G4c=NO) --> GO TO NEXT SECTION</p> <p><input type="checkbox"/> 2. IF OLD OWNER STILL AN OWNER (G4c=YES/DK/NA) AND PERSONAL LOAN FROM FAMILY <u>NOT</u> MISSING --> GO TO Q5c</p> <p><input type="checkbox"/> 3. IF OLD OWNER STILL AN OWNER (G4c=YES/DK/NA) AND PERSONAL LOAN FROM FAMILY IS MISSING (*Q5=DK/NA/EMPTY) --> GO TO Q5</p> <p><input type="checkbox"/> 4. IF NEW OWNER --> GO TO Q5</p>								
<p>Q5c. (In the last interview, you stated that) [\$*Q5] was provided to the new business from personal loans received by (you/[NAME]) from (your/their) family members or relatives (before it was registered as a [*C1/C1]). Is this still correct or (have/has) (you/[NAME]) contributed more from personal family loans (before the new business was registered as a [*C1/C1])?</p>	<table style="width: 100%; border: none;"> <tr> <td style="border: 1px solid black; padding: 5px; width: 50%;">1. YES, CORRECT</td> <td style="border: 1px solid black; padding: 5px; width: 50%;">5. CONTRIBUTED MORE \$</td> </tr> <tr> <td style="text-align: center; padding: 5px;">GO TO Q6c</td> <td style="text-align: center; padding: 5px;">↓ GO TO Q5</td> </tr> <tr> <td style="border: 1px solid black; padding: 5px;">2. NO, INCORRECT (IF VOL.)</td> <td></td> </tr> <tr> <td style="text-align: center; padding: 5px;">↓ GO TO Q5</td> <td></td> </tr> </table>	1. YES, CORRECT	5. CONTRIBUTED MORE \$	GO TO Q6c	↓ GO TO Q5	2. NO, INCORRECT (IF VOL.)		↓ GO TO Q5	
1. YES, CORRECT	5. CONTRIBUTED MORE \$								
GO TO Q6c	↓ GO TO Q5								
2. NO, INCORRECT (IF VOL.)									
↓ GO TO Q5									
<p>Q5. What is the <u>total</u> dollar amount provided that came from personal loans received by (you/[NAME]) from family members or relatives(, including the [\$*Q5] you reported last year,) (before the new business was registered as a [*C1/C1])?</p>	<p>\$ _____</p>								

GO TO OWNER #X Q6c

OWNER #X					
<p>Q6x. INTERVIEWER CHECKPOINT</p>	<p><input type="checkbox"/> 1. IF OLD OWNER DELETED (G4c=NO) --> GO TO NEXT SECTION</p> <p><input type="checkbox"/> 2. IF OLD OWNER STILL AN OWNER (G4c=YES/DK/NA) AND PERSONAL LOAN FROM FRIEND AMOUNT <u>NOT</u> MISSING --> GO TO Q6c</p> <p><input type="checkbox"/> 3. IF OLD OWNER STILL AN OWNER (G4c=YES/DK/NA) AND PERSONAL LOAN FROM FRIEND AMOUNT IS MISSING (*Q6=DK/NA/EMPTY) --> GO TO Q6</p> <p><input type="checkbox"/> 4. IF NEW OWNER --> GO TO Q6</p>				
<p>Q6c. (In the last interview, you stated that) [\$*Q6] was provided to the new business from personal loans received by (you/[NAME]) from (your/their) friends, employers or work colleagues (before it was registered as a [*C1/C1]). Is this still correct or (have/has) (you/[NAME]) contributed more from loans from friends, employers or work colleagues (before the new business was registered as a [*C1/C1])?</p>	<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="border: 1px solid black; padding: 5px; width: 50%; text-align: center;"> <p>1. YES, CORRECT</p> <p>GO TO Q7c</p> </td> <td style="border: 1px solid black; padding: 5px; width: 50%; text-align: center;"> <p>5. CONTRIBUTED MORE \$</p> <p>↓</p> <p>GO TO Q6</p> </td> </tr> <tr> <td style="border: 1px solid black; padding: 5px; text-align: center;"> <p>2. NO, INCORRECT (IF VOL.)</p> <p>↓</p> <p>GO TO Q6</p> </td> <td></td> </tr> </table>	<p>1. YES, CORRECT</p> <p>GO TO Q7c</p>	<p>5. CONTRIBUTED MORE \$</p> <p>↓</p> <p>GO TO Q6</p>	<p>2. NO, INCORRECT (IF VOL.)</p> <p>↓</p> <p>GO TO Q6</p>	
<p>1. YES, CORRECT</p> <p>GO TO Q7c</p>	<p>5. CONTRIBUTED MORE \$</p> <p>↓</p> <p>GO TO Q6</p>				
<p>2. NO, INCORRECT (IF VOL.)</p> <p>↓</p> <p>GO TO Q6</p>					
<p>Q6. What is the <u>total</u> dollar amount provided that came from personal loans received by (you/[NAME]) from friends, employers or work colleagues (, including the [\$*Q6] you reported last year,) (before the new business was registered as a [*C1/C1])?</p>	<p>\$ _____</p>				

GO TO OWNER #X Q7c

OWNER #X					
<p>Q7x. INTERVIEWER CHECKPOINT</p>	<p><input type="checkbox"/> 1. IF OLD OWNER DELETED (G4c=NO) --> GO TO NEXT SECTION</p> <p><input type="checkbox"/> 2. IF OLD OWNER STILL AN OWNER (G4c=YES/DK/NA) AND CREDIT CARD LOAN AMOUNT <u>NOT</u> MISSING --> GO TO Q7c</p> <p><input type="checkbox"/> 3. IF OLD OWNER STILL AN OWNER (G4c=YES/DK/NA) AND CREDIT CARD LOAN AMOUNT IS MISSING (*Q7=DK/NA/EMPTY) --> GO TO Q7</p> <p><input type="checkbox"/> 4. IF NEW OWNER --> GO TO Q7</p>				
<p>Q7c. (In the last interview, you stated that) [\$*Q7] was provided to the new business from credit card loans by (you/ [NAME]) (before it was registered as a [*C1/C1]). Is this still correct or (have/has) (you/[NAME]) contributed more from credit card loans (before it was registered as a [*C1/C1])?</p>	<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="border: 1px solid black; padding: 5px; width: 50%; text-align: center;"> <p>1. YES, CORRECT</p> <p>GO TO Q8c</p> </td> <td style="border: 1px solid black; padding: 5px; width: 50%; text-align: center;"> <p>5. CONTRIBUTED MORE \$</p> <p style="text-align: center;">↓</p> <p>GO TO Q7</p> </td> </tr> <tr> <td style="border: 1px solid black; padding: 5px; text-align: center;"> <p>2. NO, INCORRECT (IF VOL.)</p> <p style="text-align: center;">↓</p> <p>GO TO Q7</p> </td> <td></td> </tr> </table>	<p>1. YES, CORRECT</p> <p>GO TO Q8c</p>	<p>5. CONTRIBUTED MORE \$</p> <p style="text-align: center;">↓</p> <p>GO TO Q7</p>	<p>2. NO, INCORRECT (IF VOL.)</p> <p style="text-align: center;">↓</p> <p>GO TO Q7</p>	
<p>1. YES, CORRECT</p> <p>GO TO Q8c</p>	<p>5. CONTRIBUTED MORE \$</p> <p style="text-align: center;">↓</p> <p>GO TO Q7</p>				
<p>2. NO, INCORRECT (IF VOL.)</p> <p style="text-align: center;">↓</p> <p>GO TO Q7</p>					
<p>Q7. (What is the <u>total</u> dollar amount provided that came) from credit card loans to (you/[NAME])(, including the [\$*Q7] you reported last year,) (before the new business was registered as a [*C1/C1])?</p>	<p>\$ _____</p>				

GO TO OWNER #X Q8c

OWNER #X	
<p>Q8x. INTERVIEWER CHECKPOINT</p>	<div style="display: flex; flex-direction: column; gap: 10px;"> <div style="display: flex; align-items: flex-start;"> <input style="width: 40px; height: 25px; margin-right: 10px;" type="checkbox"/> <div> <p>1. IF OLD OWNER DELETED (G4c=NO) --> GO TO NEXT SECTION</p> </div> </div> <div style="display: flex; align-items: flex-start;"> <input style="width: 40px; height: 25px; margin-right: 10px;" type="checkbox"/> <div> <p>2. IF OLD OWNER STILL AN OWNER (G4c=YES/DK/NA) AND PERSONAL LOAN FROM BANK AMOUNT <u>NOT</u> MISSING --> GO TO Q8c</p> </div> </div> <div style="display: flex; align-items: flex-start;"> <input style="width: 40px; height: 25px; margin-right: 10px;" type="checkbox"/> <div> <p>3. IF OLD OWNER STILL AN OWNER (G4c=YES/DK/NA) AND PERSONAL LOAN FROM BANK AMOUNT IS MISSING (*Q8=DK/NA/EMPTY) --> GO TO Q8</p> </div> </div> <div style="display: flex; align-items: flex-start;"> <input style="width: 40px; height: 25px; margin-right: 10px;" type="checkbox"/> <div> <p>4. IF NEW OWNER --> GO TO Q8</p> </div> </div> </div>
<p>Q8c. (In the last interview, you stated that) (you/[NAME]) had provided [*\$Q8] to the new business from personal loans from a bank or some other type of financial institution (before it was registered as a [*C1/C1]). Is this still correct or (have/has) (you/[NAME]) contributed more from personal bank loans (before the new business was registered as a [*C1/C1])?</p>	<div style="display: flex; justify-content: space-around; align-items: flex-start;"> <div style="border: 1px solid black; padding: 5px; width: 45%; text-align: center;"> <p>1. YES, CORRECT</p> <p>GO TO Q9c</p> </div> <div style="border: 1px solid black; padding: 5px; width: 45%; text-align: center;"> <p>5. CONTRIBUTED MORE \$</p> <p>↓</p> <p>GO TO Q8</p> </div> </div> <div style="border: 1px solid black; padding: 5px; width: 45%; margin-top: 10px; text-align: center;"> <p>2. NO, INCORRECT (IF VOL.)</p> <p>↓</p> <p>GO TO Q8</p> </div>
<p>Q8. (What is the <u>total</u> dollar amount provided that came) from personal loans from a bank or some other type of financial institution to (you/[NAME])(, including the [*\$Q8] you reported last year,) (before the new business was registered as a [*C1/C1])?</p>	<p>\$ _____</p>

GO TO OWNER #X Q9c

OWNER #X	
<p>Q9x. INTERVIEWER CHECKPOINT</p>	<div style="display: flex; flex-direction: column; gap: 10px;"> <div style="display: flex; align-items: flex-start;"> <input style="width: 40px; height: 25px; margin-right: 10px;" type="checkbox"/> <div> <p>1. IF OLD OWNER DELETED (G4c=NO) --> GO TO NEXT SECTION</p> </div> </div> <div style="display: flex; align-items: flex-start;"> <input style="width: 40px; height: 25px; margin-right: 10px;" type="checkbox"/> <div> <p>2. IF OLD OWNER STILL AN OWNER (G4c=YES/DK/NA) AND ASSET BACKED LOAN AMOUNT <u>NOT</u> MISSING --> GO TO Q9c</p> </div> </div> <div style="display: flex; align-items: flex-start;"> <input style="width: 40px; height: 25px; margin-right: 10px;" type="checkbox"/> <div> <p>3. IF OLD OWNER STILL AN OWNER (G4c=YES/DK/NA) AND ASSET BACKED LOAN AMOUNT IS MISSING (*Q9=DK/NA/EMPTY) --> GO TO Q9</p> </div> </div> <div style="display: flex; align-items: flex-start;"> <input style="width: 40px; height: 25px; margin-right: 10px;" type="checkbox"/> <div> <p>4. IF NEW OWNER --> GO TO Q9</p> </div> </div> </div>
<p>Q9c. (In the last interview, you stated that) [\$*Q9] was provided to the new business from an asset backed loan like a second mortgage or car loan by (you/[NAME]) (before it was registered as a [*C1/C1]). Is this still correct or (have/has) (you/[NAME]) contributed more from personal asset backed loans (before the new business was registered as a [*C1/C1])?</p>	<div style="display: flex; justify-content: space-around; align-items: flex-start;"> <div style="border: 1px solid black; padding: 5px; width: 45%; text-align: center;"> <p>1. YES, CORRECT</p> <p>GO TO Q9c</p> </div> <div style="border: 1px solid black; padding: 5px; width: 45%; text-align: center;"> <p>5. CONTRIBUTED MORE \$</p> <p>↓</p> <p>GO TO Q9</p> </div> </div> <div style="border: 1px solid black; padding: 5px; width: 45%; margin-top: 10px; text-align: center;"> <p>2. NO, INCORRECT (IF VOL.)</p> <p>↓</p> <p>GO TO Q9</p> </div>
<p>Q9. (What is the <u>total</u> dollar amount provided that came) from an asset backed loan like a second mortgage or car loan to (you/[NAME])(, including the [\$*Q9] you reported last year,) (before the new business was registered as a [*C1/C1])?</p>	<p>\$ _____</p>

GO TO OWNER #X Q9c

OWNER #X					
<p>Q10x. INTERVIEWER CHECKPOINT</p>	<p><input type="checkbox"/> 1. IF OLD OWNER DELETED (G4c=NO) --> GO TO NEXT SECTION</p> <p><input type="checkbox"/> 2. IF OLD OWNER STILL AN OWNER (G4c=YES/DK/NA) AND AMOUNT FROM OTHER SOURCES <u>NOT</u> MISSING --> GO TO Q10c</p> <p><input type="checkbox"/> 3. IF OLD OWNER STILL AN OWNER (G4c=YES/DK/NA) AND AMOUNT FROM OTHER SOURCES IS MISSING (*Q10=DK/NA/EMPTY) --> GO TO Q10</p> <p><input type="checkbox"/> 4. IF NEW OWNER --> GO TO Q10</p>				
<p>Q10c. (In the last interview, you stated that) (you/[NAME]) had provided [*\$Q10] to the new business from (other sources/*Q11) (before it was registered as a [*C1/C1]). Is this still correct or (have/has) (you/[NAME]) contributed more from other sources (before the new business was registered as a [*C1/C1])?</p>	<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%; border: 1px solid black; padding: 5px; text-align: center;"> <p>1. YES, CORRECT</p> <p>GO TO Q12</p> </td> <td style="width: 50%; border: 1px solid black; padding: 5px; text-align: center;"> <p>5. CONTRIBUTED MORE \$</p> <p>↓</p> <p>GO TO Q10</p> </td> </tr> <tr> <td style="border: 1px solid black; padding: 5px; text-align: center;"> <p>2. NO, INCORRECT (IF VOL.)</p> <p>↓</p> <p>GO TO Q10</p> </td> <td></td> </tr> </table>	<p>1. YES, CORRECT</p> <p>GO TO Q12</p>	<p>5. CONTRIBUTED MORE \$</p> <p>↓</p> <p>GO TO Q10</p>	<p>2. NO, INCORRECT (IF VOL.)</p> <p>↓</p> <p>GO TO Q10</p>	
<p>1. YES, CORRECT</p> <p>GO TO Q12</p>	<p>5. CONTRIBUTED MORE \$</p> <p>↓</p> <p>GO TO Q10</p>				
<p>2. NO, INCORRECT (IF VOL.)</p> <p>↓</p> <p>GO TO Q10</p>					
<p>Q10. What is the total dollar amount provided by (you/[NAME]) that came from any other sources (,including the [*\$Q10] you reported last year,) (before the new business was registered as a [*C1/C1])?</p>	<p>\$ _____</p>				
<p>Q11. [IF *Q11=DK/NA OR Q10 NOT ZERO] What was this other source of funding?</p>	<p>_____</p>				

GO TO OWNER #X Q12

Q15. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF <u>NOT</u> REGISTERED LEGAL ENTITY (*C2/C2 = 5/DK/NA) ----> GO TO Q16x
<input type="checkbox"/>	2. IF REGISTERED LEGAL ENTITY (*C2/C2 = 1) ----> GO TO R0, NEXT SECTION



Q16x. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF ADDITIONAL FUNDING <u>NOT</u> MISSING ----> GO TO Q16c
<input type="checkbox"/>	2. IF ADDITIONAL FUNDING MISSING (*Q16=DK/NA/MISSING) ----> GO TO Q16



Q16c. In the last interview, you stated [*\$Q16] in additional funding would be required before ([TX*A3/A3]/the new business) could become registered as a legal entity and be able to enter into binding agreements. Is this still correct?

1. YES GO TO Q17x	5. NO ↓	8. DON'T KNOW GO TO Q17x
----------------------	------------	-----------------------------

Q16. How much in additional funding in total will be required before the new business, [TX*A3/A3], can become registered as a legal entity and able to enter into binding agreements?

\$ _____ DOLLAR AMOUNT

Q17x. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF OWNERSHIP SHARES <u>NOT</u> MISSING ----> GO TO Q17c
<input type="checkbox"/>	2. IF OWNERSHIP SHARES MISSING (*Q17=DK/NA/MISSING) ----> GO TO Q17



Q17c. In the last interview, you stated that [*Q17] percent of the [\$*Q16] would be in the form of shares in the ownership of this new business. Is this still correct?

1. YES	5. NO	8. DON'T KNOW
GO TO NEXT SECTION	↓	GO TO NEXT SECTION

Q17. What proportion of this additional funding will be in the form of shares in the ownership of this new business?
[PGM: 0 AND 100 OKAY]

_____ % 998. DON'T KNOW

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

R0. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF BUSINESS <u>WAS</u> REGISTERED AS A LEGAL ENTITY (*C2 = 1) --> GO TO R0x
<input type="checkbox"/>	2. IF BUSINESS IS <u>NOW</u> REGISTERED AS A LEGAL ENTITY (C2 = 1) --> GO TO R1x
<input type="checkbox"/>	3. OTHERS --> GO TO R26x

↓

R0x. Last year, you reported about the funding sources before and after the new business, [TX*A3/A3], became a registered legal entity -- a [*C1/C1 LEGAL ENTITY]. This time, I would just like to ask about the financial support after the new business was a registered legal entity.

1. CONTINUE

R1x. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF HAD LOANS OR FINANCIAL SUPPORT (*R1=1) --> GO TO R1c
<input type="checkbox"/>	2. IF DID <u>NOT</u> HAVE LOANS OR FINANCIAL SUPPORT (*R1=5) --> GO TO R1c
<input type="checkbox"/>	3. OTHERS (*R1=DK/NA/MISSING) --> GO TO R1

↓

R1c. (Now I would like to talk about loans and other financial support received by this new business, [TX*A3/A3], after it was registered as a [*C1/C1 LEGAL ENTITY].)

In the last interview, you stated that this new business [*R1 (had/had not)] 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. Is this still correct?

1. YES

5. NO

8. DON'T KNOW

IF R1x = 2 AND R1c = YES/DK/NA, GO TO R26x
 IF R1x = 1 AND R1c = NO, GO TO R1
 ELSE GO TO R3x

100

R1. (Now I would like to talk about loans and other financial support received by this new business, [TX*A3/A3], after it was registered as a [*C1/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?

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

↓

GO TO R26x

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

_____ / _____
MONTH YEAR

R3x. **INTERVIEWER CHECKPOINT**

<input type="checkbox"/>	1. IF ADDITIONAL EQUITY BY OWNERS INVESTED (*R3=1) --> GO TO R3c
<input type="checkbox"/>	2. IF ADDITIONAL EQUITY BY OWNERS <u>NOT</u> INVESTED (*R3=5) --> GO TO R3c
<input type="checkbox"/>	3. OTHERS (*R3=DK/NA/MISSING) --> GO TO R3



R3c. In the last interview, you stated that you (or other owners) invested [*\$R4] of additional equity or ownership funds after the new business was registered as a [*C1/C1 LEGAL ENTITY]. Is this still correct or have additional funds been invested?

1. YES, CORRECT GO TO R5c	2. NO, INCORRECT (IF VOL.) GO TO R4	5. ADDITIONAL FUNDS GO TO R4
-------------------------------------	---	--

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/C1 LEGAL ENTITY]?

1. YES	5. NO GO TO R6x
--------	---------------------------



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

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

GO TO R5

R5c. In the last interview, you stated that [*R5] percent of the total ownership was accounted for by the [*\$R4] invested in the new business. Is this still correct?

1. YES GO TO R6x	5. NO
----------------------------	-------



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

R10x. INTERVIEWER CHECKPOINT

	1. IF REGISTERED LEGAL ENTITY (*C2=1) AND PERSONAL LOANS YOU HAVE MADE ALREADY COLLECTED (*R10 NE DK/NA) --> GO TO R10c
	2. IF REGISTERED LEGAL ENTITY (*C2=1) AND PERSONAL LOANS YOU HAVE MADE ARE MISSING (*R10=DK/NA) --> GO TO R10
	3. IF <u>NOW</u> REGISTERED LEGAL ENTITY IN WAVE D (C2=1) --> GO TO R10
	4. OTHERS --> GO TO R11x

R10c. (The following questions are about loans provided directly to the [*C1/C1 LEGAL ENTITY] after the new business, [TX*A3/A3], was registered as a legal entity.)

Again, I am going to review some of the information you provided during the last interview(s). Please tell me whether or not each item is still true today.

In the last interview, you stated that [\$*R10] in the form of personal loans from you was provided to the [*C1/C1 LEGAL ENTITY] after it was registered as a legal entity. Is this still correct or has the amount of personal loans from you changed?

1. YES, CORRECT	2. NO, INCORRECT (IF VOL.)	5. CHANGED AMOUNT: PERSONAL LOANS YOU HAVE MADE
GO TO R11x	↓	↓

R10. (The following questions are about loans provided directly to the [*C1/C1 LEGAL ENTITY] after the new business, [TX*A3/A3], was registered as a legal entity.)

What is the (current) total dollar amount of any personal loans you have made to the new business after the new business, [TX*A3/A3], was registered as a [*C1/C1 LEGAL ENTITY](, including the [\$*R10] you reported last year)?

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

R11x. INTERVIEWER CHECKPOINT

	1. IF REGISTERED LEGAL ENTITY (*C2=1) AND PERSONAL LOANS FROM START-UP TEAM MEMBERS ALREADY COLLECTED (*R11 NE DK/NA) --> GO TO R11c
	2. IF REGISTERED LEGAL ENTITY(*C2=1) AND PERSONAL LOANS FROM START-UP TEAM MEMBERS ARE MISSING (*R11=DK/NA) --> GO TO R11
	3. IF <u>NOW</u> REGISTERED LEGAL ENTITY IN WAVE D (C2=1) --> GO TO R11
	4. OTHERS --> GO TO R12x

R11c. (In the last interview, you stated that) [\$*R11] in the form of personal loans from other members of the start-up team was provided to the [*C1/C1 LEGAL ENTITY] after it was registered as a legal entity. Is this still correct or has the amount of personal loans from other members of the start-up team changed?

1. YES, CORRECT

GO TO R12x

2. NO, INCORRECT
(IF VOL.)



5. CHANGED AMOUNT:
PERSONAL LOANS
FROM OTHER MEMBERS OF
THE START-UP TEAM



R11. What is the (current) total dollar amount of any personal loans from other members of the start-up team to the new business (after it was registered as a [*C1/C1 LEGAL ENTITY](, including the [\$*R11] you reported last year)?

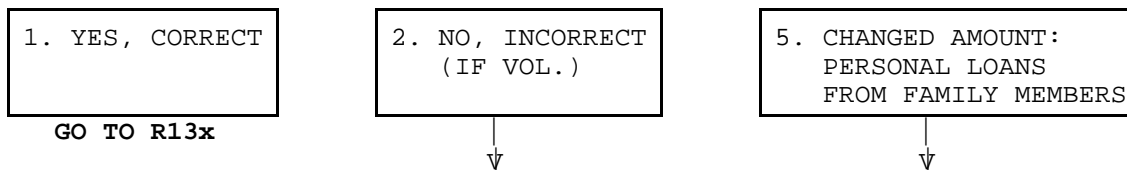
\$ _____ DOLLAR AMOUNT

999 999 998. DON'T KNOW

R12x. INTERVIEWER CHECKPOINT

	1. IF REGISTERED LEGAL ENTITY (*C2=1) AND PERSONAL LOANS FROM FAMILY MEMBERS OF THE START-UP TEAM ALREADY COLLECTED (*R12 NE DK/NA) --> GO TO R12c
	2. IF REGISTERED LEGAL ENTITY (*C2=1) AND PERSONAL LOANS FROM FAMILY MEMBERS OF THE START-UP TEAM ARE MISSING (*R12 IN DK/NA) --> GO TO R12
	3. IF <u>NOW</u> REGISTERED LEGAL ENTITY IN WAVE D (C2=1) --> GO TO R12
	4. OTHERS --> GO TO R13x

R12c. (In the last interview, you stated that) [\$*R12] in the form of personal loans from spouses, family members, or other kin of the start-up team was provided to the [*C1/C1 LEGAL ENTITY] after the new business, [TX*A3/A3], was registered as a legal entity. Is this still correct or has the amount of personal loans from family members changed?



R12. What is the (current) total dollar amount of any personal loans from spouses, family members, or other kin of the start-up team to the new business (after it was registered as a [*C1/C1 LEGAL ENTITY](, including the [\$*R12] you reported last year)?

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

R13x. INTERVIEWER CHECKPOINT

	1. IF REGISTERED LEGAL ENTITY (*C2=1) AND PERSONAL LOANS FROM EMPLOYEES ALREADY COLLECTED (*R13 NE DK/NA) --> GO TO R13c
	2. IF REGISTERED LEGAL ENTITY (*C2=1) AND PERSONAL LOANS FROM EMPLOYEES ARE MISSING (*R13=DK/NA) --> GO TO R13
	3. IF <u>NOW</u> REGISTERED LEGAL ENTITY IN WAVE D (C2=1) --> GO TO R13
	4. OTHERS --> GO TO R14x

R13c. (In the last interview, you stated that) [\$*R13] in the form of personal loans from employees that do not share ownership was provided to the [*C1/C1 LEGAL ENTITY] after it was registered as a legal entity. Is this still correct or has the amount of personal loans from employees that do not share ownership changed?

1. YES, CORRECT

GO TO R14x

2. NO, INCORRECT
(IF VOL.)



5. CHANGED AMOUNT:
PERSONAL LOANS
FROM OTHER INDIVIDUALS



R13. What is the (current) total dollar amount of any personal loans from employees that do not share ownership to the new business (after it was registered as a [*C1/C1 LEGAL ENTITY](, including the [\$*R13] you reported last year)?

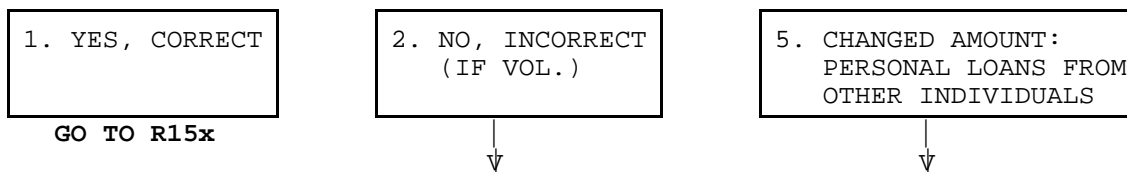
\$ _____ DOLLAR AMOUNT

999 999 998. DON'T KNOW

R14x. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF REGISTERED LEGAL ENTITY (*C2=1) AND PERSONAL LOANS FROM OTHER INDIVIDUALS ALREADY COLLECTED (*R14 NE DK/NA) --> GO TO R14c
<input type="checkbox"/>	2. IF REGISTERED LEGAL ENTITY (*C2=1) AND PERSONAL LOANS FROM FROM OTHER INDIVIDUALS ARE MISSING (*R14 IN DK/NA) --> GO TO R14
<input type="checkbox"/>	3. IF <u>NOW</u> REGISTERED LEGAL ENTITY IN WAVE D (C2=1) --> GO TO R14
<input type="checkbox"/>	4. OTHERS --> GO TO R15x

R14c. (In the last interview, you stated that) [\$*R14] in personal loans from other individuals was provided to the [*C1/C1 LEGAL ENTITY] after it was registered as a legal entity. Is this still correct or has the amount of personal loans from other individuals changed?



R14. What is the (current) total dollar amount of any personal loans from other individuals to the new business (after the new business, [TX*A3/A3], was registered as a [*C1/C1 LEGAL ENTITY](, including the [\$*R14] you reported last year)?

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

R15x. INTERVIEWER CHECKPOINT

	1. IF REGISTERED LEGAL ENTITY (*C2=1) AND CREDIT CARD LOANS ALREADY COLLECTED (*R15 NE DK/NA) --> GO TO R15c
	2. IF REGISTERED LEGAL ENTITY (*C2=1) AND CREDIT CARD LOANS ARE MISSING (*R15=DK/NA) --> GO TO R15
	3. IF <u>NOW</u> REGISTERED LEGAL ENTITY IN WAVE D (C2=1) --> GO TO R15
	4. OTHERS --> GO TO R6x

R15c. (In the last interview, you stated that) [\$*R15] in the form of credit card loans was provided to the [*C1/C1 LEGAL ENTITY] after the new business, [TX*A3/A3], was registered as a legal entity. Is this still correct or has the amount of credit card loans changed?

1. YES, CORRECT

GO TO R6x

2. NO, INCORRECT (IF VOL.)



5. CHANGED AMOUNT: MORE CREDIT CARD LOANS



R15. What is the (current) total dollar amount of any credit card loans owed by the new business (after it was registered as a [*C1/C1 LEGAL ENTITY](, including the [\$*R15] you reported last year)?

\$ _____ DOLLAR AMOUNT

999 999 998. DON'T KNOW

R6x. **INTERVIEWER CHECKPOINT**

	1. IF REGISTERED LEGAL ENTITY (*C2=1) AND ASSET BACKED FUNDS AMOUNT ALREADY COLLECTED (*R6 NE DK/NA/EMPTY) --> GO TO R6c
	2. IF REGISTERED LEGAL ENTITY (*C2=1) AND ASSET BACKED FUNDS AMOUNT IS MISSING (*R6=DK/NA/EMPTY) --> GO TO R6
	3. IF <u>NOW</u> REGISTERED LEGAL ENTITY IN WAVE D (C2=1) --> GO TO R6
	4. OTHERS --> GO TO R8x

R6c. (In the last interview, you stated that) [\$*R6] in loans backed by assets, such as land, vehicles, or equipment, were provided directly to the [*C1/C1 LEGAL ENTITY] after it was registered as a legal entity. Is this still correct or has the amount of asset backed loans changed?

1. YES, CORRECT	2. NO, INCORRECT (IF VOL.)	5. CHANGED AMOUNT: ASSET BACKED LOANS
GO TO R8x	↓	↓

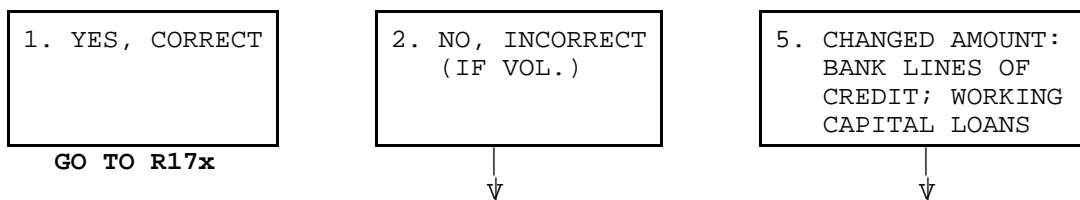
R6. What is the (current) total dollar amount of any loans to the new business backed by assets, such as land, vehicles, or equipment, that could be repossessed if the loan is not paid back, not including bank-sponsored lines of credit, working capital loans, or bank loans guaranteed by the SBA, (after it was registered as a [*C1/C1 LEGAL ENTITY](, including the [\$*R6] you reported last year)?

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

R8x. INTERVIEWER CHECKPOINT

	1. IF REGISTERED LEGAL ENTITY (*C2=1) AND BANK LINE OF CREDIT/WORKING CAPITAL LOAN AMOUNT ALREADY COLLECTED (*R8 NE DK/NA) --> GO TO R8c
	2. IF REGISTERED LEGAL ENTITY (*C2=1) AND BANK LINE OF CREDIT/WORKING CAPITAL LOAN AMOUNT IS MISSING (*R8=DK/NA) --> GO TO R8
	3. IF <u>NOW</u> REGISTERED LEGAL ENTITY IN WAVE D (C2=1) --> GO TO R8
	4. OTHERS --> GO TO R17x

R8c. (In the last interview, you stated that) [\$*R8] in the form of bank sponsored lines of credit or working capital loans was provided to the [*C1/C1 LEGAL ENTITY] after it was registered as a legal entity. Is this still correct or has the amount of bank sponsored lines of credit or working capital loans changed?



R8. What is the (current) total dollar amount of any bank sponsored lines of credit or working capital loans to the new business (after it was registered as a [*C1/C1 LEGAL ENTITY](, including the [\$*R8] you reported last year)?

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

R17x. **INTERVIEWER CHECKPOINT**

<input type="checkbox"/>	1. IF REGISTERED LEGAL ENTITY (*C2=1) AND VENTURE CAPITAL LOANS ALREADY COLLECTED (*R17 NE DK/NA) --> GO TO R17c
<input type="checkbox"/>	2. IF REGISTERED LEGAL ENTITY (*C2=1) AND VENTURE CAPITAL LOANS ARE MISSING (*R17=DK/NA) --> GO TO R17
<input type="checkbox"/>	3. IF <u>NOW</u> REGISTERED LEGAL ENTITY IN WAVE D (C2=1) --> GO TO R17
<input type="checkbox"/>	4. OTHERS --> GO TO R18x

R17c. (In the last interview, you stated that) [\$*R17] in the form of loans from venture capital firms was provided to the [*C1/C1 LEGAL ENTITY] after it was registered as a legal entity. Is this still correct or has the amount of loans from venture capital firms changed?

1. YES, CORRECT	2. NO, INCORRECT (IF VOL.)	5. CHANGED AMOUNT: LOANS FROM VENTURE CAPITAL FIRMS
GO TO R18x	↓	↓

R17. What is the (current) total dollar amount of any loans from venture capital firms to the new business (after the new business, [TX*A3/A3], was registered as a [*C1/C1 LEGAL ENTITY](, including the [\$*R17] you reported last year)?

\$ _____ DOLLAR AMOUNT

999 999 998. DON'T KNOW

R18x. INTERVIEWER CHECKPOINT

	1. IF REGISTERED LEGAL ENTITY (*C2=1) AND DEBTS FROM GOVERNMENT AGENCIES ALREADY COLLECTED (*R18 NE DK/NA) --> GO TO R18c
	2. IF REGISTERED LEGAL ENTITY (*C2=1) AND DEBTS FROM GOVERNMENT AGENCIES ARE MISSING (*R18=DK/NA) --> GO TO R18
	3. IF <u>NOW</u> REGISTERED LEGAL ENTITY IN WAVE D (C2=1) --> GO TO R18
	4. OTHERS --> GO TO R19x

R18c. (In the last interview, you stated that) [\$*R18] in debts are from government agencies of any kind, other than SBA guaranteed loans, were provided to the [*C1/C1 LEGAL ENTITY] after the new business, [TX*A3/A3], was registered as a legal entity. Is this still correct or has the amount of funding from government agencies changed?

1. YES, CORRECT GO TO R19x	2. NO, INCORRECT (IF VOL.) ↓	5. CHANGED AMOUNT: FUNDING FROM GOVERNMENT AGENCIES ↓
--	--	--

R18. What is the (current) total dollar amount of any loans from government agencies of any kind, other than SBA guaranteed loans, to the new business (after it was registered as a [*C1/C1 LEGAL ENTITY](, including the [\$*R18] you reported last year)?

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

R19x. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF REGISTERED LEGAL ENTITY (*C2=1) AND SBA LOANS ALREADY COLLECTED (*R19 NE DK/NA) --> GO TO R19c
<input type="checkbox"/>	2. IF REGISTERED LEGAL ENTITY (*C2=1) AND SBA LOANS ARE MISSING (*R19=DK/NA) --> GO TO R19
<input type="checkbox"/>	3. IF <u>NOW</u> REGISTERED LEGAL ENTITY IN WAVE D (C2=1) --> GO TO R19
<input type="checkbox"/>	4. OTHERS --> GO TO R16x

R19c. (In the last interview, you stated that) [\$*R19] in the form of bank loans guaranteed by the SBA was provided to the [*C1/C1 LEGAL ENTITY] after it was registered as a legal entity. Is this still correct or has the amount of SBA bank loans changed?

1. YES, CORRECT GO TO R16x	2. NO, INCORRECT (IF VOL.) ↓	5. CHANGED AMOUNT: SBA BANK LOANS ↓
--------------------------------------	------------------------------------	---

R19. What is the (current) total dollar amount of any bank loans guaranteed by the SBA to the new business (after it was registered as a [*C1/C1 LEGAL ENTITY])(, ncluding the [\$*R19] you reported last year)?

\$ _____ DOLLAR AMOUNT

R16x. INTERVIEWER CHECKPOINT

	1. IF REGISTERED LEGAL ENTITY (*C2=1) AND BANK LOANS ALREADY COLLECTED (*R16 NE DK/NA) --> GO TO R16c
	2. IF REGISTERED LEGAL ENTITY (*C2=1) AND BANK LOANS ARE MISSING (*R16=DK/NA) --> GO TO R16
	3. IF <u>NOW</u> REGISTERED LEGAL ENTITY IN WAVE D (C2=1) --> GO TO R16
	4. OTHERS --> GO TO R7x

R16c. (In the last interview, you stated that) [\$*R16] in the form of bank loans was provided to the [*C1/C1 LEGAL ENTITY] after it was registered as a legal entity. Is this still correct or has the amount of bank loans changed?

1. YES, CORRECT GO TO R7x	2. NO, INCORRECT (IF VOL.) ↓	5. CHANGED AMOUNT: BANK LOANS ↓
-------------------------------------	------------------------------------	---------------------------------------

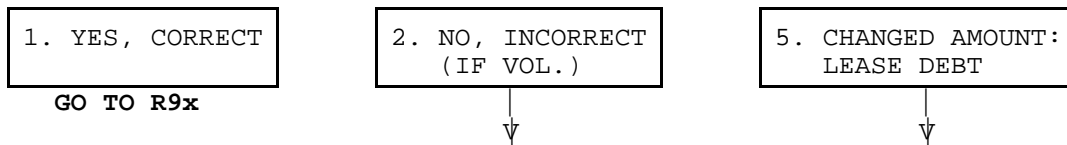
R16. What is the (current) total dollar amount of any other bank loans to the new business (after the new business, [TX*A3/A3], was registered as a [*C1/C1 LEGAL ENTITY](, including the [\$*R16] you reported last year)?

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

R7x. **INTERVIEWER CHECKPOINT**

<input type="checkbox"/>	1. IF REGISTERED LEGAL ENTITY (*C2=1) AND PROPERTY/EQUIPMENT LEASES AMOUNT ALREADY COLLECTED (*R7 NE DK/NA/EMPTY) --> GO TO R7c
<input type="checkbox"/>	2. IF REGISTERED LEGAL ENTITY (*C2=1) AND PROPERTY/EQUIPMENT LEASES AMOUNT IS MISSING (*R7=DK/NA/EMPTY) --> GO TO R7
<input type="checkbox"/>	3. IF <u>NOW</u> REGISTERED LEGAL ENTITY IN WAVE D (C2=1) --> GO TO R7
<input type="checkbox"/>	4. OTHERS --> GO TO R9x

R7c. (In the last interview, you stated that) [\$*R7] in the form of leases on property and equipment was provided to the [*C1/C1 LEGAL ENTITY] after it was registered as a legal entity. Is this still correct or has the amount of debts in the form of leases on property and equipment changed?



R7. What is the (current) total dollar amount of any leases on property and equipment for the new business (after it was registered as a [*C1/C1 LEGAL ENTITY](, including the [\$*R7] you mentioned last year) for the past twelve months?

\$ _____ DOLLAR AMOUNT

999 999 998. DON'T KNOW

R9x. INTERVIEWER CHECKPOINT

	1. IF REGISTERED LEGAL ENTITY (*C2=1) AND CREDIT FROM SUPPLIERS ALREADY COLLECTED (*R9 NE DK/NA) --> GO TO R9c
	2. IF REGISTERED LEGAL ENTITY (*C2=1) AND CREDIT FROM SUPPLIERS IS MISSING (*R9=DK/NA) --> GO TO R9
	3. IF <u>NOW</u> REGISTERED LEGAL ENTITY IN WAVE D (C2=1) --> GO TO R9
	4. OTHERS --> GO TO R20x

R9c. (In the last interview, you stated that) [\$*R9] in the form of credit from suppliers was provided to the [*C1/C1 LEGAL ENTITY] after the new business, [TX*A3/A3], was registered as a legal entity. Is this still correct or has the amount of credit from suppliers changed?

1. YES, CORRECT	2. NO, INCORRECT (IF VOL.)	5. CHANGED AMOUNT: CREDIT FROM SUPPLIERS
GO TO R20x	↓	↓

R9. What is the (current) total dollar amount of any loans that represent credit from suppliers for the new business (after it was registered as a [*C1/C1 LEGAL ENTITY](, including the [\$*R9] you reported last year)?

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

R20x. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF REGISTERED LEGAL ENTITY (*C2=1) AND ANY OTHER LOANS OR DEBTS ALREADY COLLECTED (*R20 NE DK/NA) --> GO TO R20c
<input type="checkbox"/>	2. IF REGISTERED LEGAL ENTITY (*C2=1) AND ANY OTHER LOANS OR DEBTS ARE MISSING (*R20=DK/NA) --> GO TO R20
<input type="checkbox"/>	3. IF <u>NOW</u> REGISTERED LEGAL ENTITY IN WAVE D (C2=1) --> GO TO R20
<input type="checkbox"/>	4. OTHERS --> GO TO R21y

R20c. (In the last interview, you stated that) [\$*R20] in other loans or debts were provided to the [*C1/C1 LEGAL ENTITY] after it was registered as a legal entity. Is this still correct or has the amount of any other loans or debts not already mentioned changed?

1. YES, CORRECT

GO TO R21y

2. NO, INCORRECT
(IF VOL.)



5. CHANGED AMOUNT:
LOANS OR DEBTS



R20. What is the (current) total dollar amount of any other loans or debts to the new business that you have not already mentioned (after it was registered as a [*C1/C1 LEGAL ENTITY](, including the [\$*R20] you reported last year)?

\$ _____ DOLLAR AMOUNT

999 999 998. DON'T KNOW

R21y. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF ANY R6c-R20c MISSING OR NOT CORRECT --> GO TO R21
<input type="checkbox"/>	2. ALL R6c-R20c ARE CORRECT --> GO TO R22x



R21. Based on what you just said, the total value of all loans and other financial support to the new business after it was registered as a [*C1/C1 LEGAL ENTITY] 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



R22x. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF REGISTERED LEGAL ENTITY (*C2=1) AND MARKET VALUE ALREADY COLLECTED (*R22 NE DK/NA) --> GO TO R22c
<input type="checkbox"/>	2. IF REGISTERED LEGAL ENTITY (*C2=1) AND MARKET VALUE MISSING (*R22=DK/NA) --> GO TO R22
<input type="checkbox"/>	3. IF <u>NOW</u> REGISTERED LEGAL ENTITY IN WAVE D (C2=1) --> GO TO R22
<input type="checkbox"/>	4. OTHERS --> GO TO R26x

R22c. In the last interview, you stated that if the business were sold then, the total net market value would have been [\$*R22]. Is this still a correct market value of the new business?

1. YES	5. NO	8. DON'T KNOW
--------	-------	---------------

GO TO R26x

GO TO R26x



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

R26x. INTERVIEWER CHECKPOINT

<input style="width: 30px; height: 30px;" type="checkbox"/>	1. IF ADDITIONAL FUNDING NEEDED FOR THE FIRST YEAR OF OPERATIONS <u>NOT</u> MISSING (*R26 NE DK/NA) --> GO TO R26c
<input style="width: 30px; height: 30px;" type="checkbox"/>	2. IF ADDITIONAL FUNDING NEEDED FOR THE FIRST YEAR OF OPERATIONS MISSING (*R26=DK/NA) --> GO TO R26



R26c. In the last interview, you stated that [\$*R26] in additional funding would be needed to complete the first year of operations of this new business, [TX*A3/A3]. Is this still correct?

1. YES	5. NO	8. DON'T KNOW
GO TO R31	↓	GO TO R31

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		

R27. Will the additional funds be raised through loans or will you or others invest more in equity in the ownership of the new business?

1. LOANS	2. INVEST	3. BOTH (IF VOL.)	8. DON'T KNOW
↓	GO TO R29	↓	GO TO R31

R28. How much additional debt will be required?

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

R29. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF ADDITIONAL FUNDS FROM INVESTMENT (R27=2,3) --> GO TO R30
<input type="checkbox"/>	2. OTHERS --> GO TO R31



R30. [IF MORE THAN ONE OWNER]

What percent of the current total ownership or total equity funds provided to the new business will these investments by you (or other owners) account for?

_____ %

998. DON'T KNOW

R31. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF BANK ACCOUNT OPENED (*E11/E11=1) --> GO TO R32
<input type="checkbox"/>	2. OTHERS --> GO TO R33



R32. You mentioned that a commercial bank account was set up for the new business. Have all the funds for this new business been placed in this account?

1. YES

GO TO
NEXT SECTION

5. NO

GO TO R35

R33. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF USING AN EXISTING BANK ACCOUNT (*E11/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?

1. YES

GO TO
NEXT SECTION

5. NO



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 S: MARKET AND COMPETITION

S1x. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF NEW FIRM (A50=1) --> GO TO S1
<input type="checkbox"/>	2. OTHERS --> GO TO NEXT SECTION

↓

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 current 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. I'll be asking about local, regional, national, and international customers.

<p>S7. Currently, what percent of your customers are...</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. (Currently, what percent of your customers are...)</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. (Currently, what percent of your customers are...)</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. (Currently, what percent of your customers are...)</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 currently has should add up to one hundred percent. I'll be asking about private individuals, private businesses, and government agencies.

S11. What percent of your sales currently come from... private individuals rather than other businesses or government agencies?	_____%
IF S11=100% GO TO S14	
S12. (What percent of your sales currently come from...) other private businesses?	_____%
IF S11+S12=100% GO TO S14	
S13. (What percent of your sales currently come from...) local, state, or federal government agencies?	_____%
IF TOTAL NOT EQUAL TO 100, THEN PROBE TOTAL	

S14. What percent of your sales, income, and fees are currently provided by the single largest customer?
 [ENTER 1% IF A LOT OF SMALL CUSTOMERS]
 [PROBE DK: "Does 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

T1x. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF ACTIVE START-UP (A50=2) --> GO TO T1
<input type="checkbox"/>	2. OTHERS ----> GO TO NEXT SECTION



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. After this new business is operational, what is the total revenue 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 new 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.)

SECTION U: EMPLOYMENT STRUCTURE

U0. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF NEW FIRM (A50=1) --> GO TO U1
<input type="checkbox"/>	2. OTHERS --> GO TO NEXT SECTION

↓

U1. Right now, how many people, not counting the owners but including exclusive subcontractors, are working either full or part-time for this new business, [TX*A3/A3]? By exclusive subcontractors we mean people or businesses working on a temporary basis only for this new business and not working for others as well.

0. ZERO	_____ NUMBER OF PEOPLE	999 998. DON'T KNOW
GO TO U8		GO TO U8

U2. Of these people, how many would be considered regular employees, those working full or part-time on a permanent basis?

0. ZERO	_____ NUMBER OF PEOPLE	999 998. DON'T KNOW
GO TO U5		GO TO U5

U3. Of these regular employees, how many are full-time, working 35 or more hours per week?

_____ NUMBER OF PEOPLE	999 998. DON'T KNOW
------------------------	---------------------

U4. Of these regular employees, how many are part-time, working less than 35 hours per week?

_____ NUMBER OF PEOPLE	999 998. DON'T KNOW
------------------------	---------------------

U5. Of those working for the new business, how many would be considered exclusive subcontractors, working full or part-time on a temporary basis?

_____ NUMBER OF PEOPLE
GO TO U8 **GO TO U8**

U6. As of today, how many of these exclusive subcontractors are working full-time, 35 or more hours per week, for this new business?

_____ NUMBER OF PEOPLE

U7. As of today, how many of these exclusive subcontractors are working part-time, less than 35 hours per week, for this new business?

_____ NUMBER OF PEOPLE

U8. INTERVIEWER CHECKPOINT

1. IF MORE THAN ONE OWNER (*G2 > 1) OR ONE OR MORE EMPLOYEES (U1 >= 1)
 --> **GO TO U9**

2. IF ONE OWNER (*G2 = 1) AND NO EMPLOYEES (U1 = 0/DK/NA)
 --> **GO TO NEXT SECTION**



U9. As of today, how many owners, full and part-time employees, or contract workers are responsible for human resources such as recruitment, hiring, and employee benefits?
 [NEED NOT BE THE ONLY JOB RESPONSIBILITY FOR THE PERSON]

_____ NUMBER OF PEOPLE

U10. (As of today, how many owners, full and part-time employees, or contract workers are responsible for) sales and marketing, including sales, market research, customer analysis, and promotional activities?
 [NEED NOT BE THE ONLY JOB RESPONSIBILITY FOR THE PERSON]

_____ NUMBER OF PEOPLE

- U11. (As of today, how many owners, full and part-time employees, or contract workers are responsible for) executive administrative functions, such as strategic planning, competitive analysis, shareholder relations, and general management?

[NEED NOT BE THE ONLY JOB RESPONSIBILITY FOR THE PERSON]

_____ NUMBER OF PEOPLE

999 998. DON'T KNOW

- U12. (As of today, how many owners, full and part-time employees, or contract workers are responsible for) research and development of new products and services?

[NEED NOT BE THE ONLY JOB RESPONSIBILITY FOR THE PERSON]

_____ NUMBER OF PEOPLE

999 998. DON'T KNOW

- U13. (As of today, how many owners, full and part-time employees, or contract workers are responsible for) production and manufacturing, such as producing materials or products, production planning, production control, quality control, storage, and other production activities?

[NEED NOT BE THE ONLY JOB RESPONSIBILITY FOR THE PERSON]

_____ NUMBER OF PEOPLE

999 998. DON'T KNOW

- U14. (As of today, how many owners, full and part-time employees, or contract workers are responsible for) general administration, such as office management, responding to maintenance requests, purchasing supplies, or training employees in office procedures?

[NEED NOT BE THE ONLY JOB RESPONSIBILITY FOR THE PERSON]

_____ NUMBER OF PEOPLE

999 998. DON'T KNOW

- U15. (As of today, how many owners, full and part-time employees, or contract workers are responsible for) financial administration, such as accounting procedures, budgeting, financial analysis, or investment activities?

[NEED NOT BE THE ONLY JOB RESPONSIBILITY FOR THE PERSON]

_____ NUMBER OF PEOPLE

999 998. DON'T KNOW

U16. As of today, does this new business have any owners, full or part-time employees, or contract workers with any other responsibilities critical for the success of the business?

[NEED NOT BE THE ONLY JOB RESPONSIBILITY FOR THE PERSON]

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

↓

GO TO
NEXT SECTION

U17. How many are involved?

_____ NUMBER OF PEOPLE

999 998. DON'T KNOW

U18. What is this critical responsibility?

SECTION V: EXPENSE STRUCTURE

V1. INTERVIEWER CHECKPOINT

1. IF NEW FIRM (A50=1) --> GO TO V2
2. OTHERS --> GO TO NEXT SECTION

↓

PGM: FILL IF WAVE D NEW FIRM, 2ND IF WAVE B/C NEW FIRM

V2. We would like to ask about the expected financial profile of the new business during the first full year of operation. You have reported positive monthly cash flow for six months of operation. Based on this, we would like to get your expectations regarding the first year of operation of this new business. We realize these are estimates, and they will be held in strict confidence.

(Based on the current pattern in the new business over the past [NUMBER OF MONTHS CALCULATED FROM TODAY MINUS A35] months,) what would (you expect to) be the total revenue from the sale of goods, services, or intellectual property in the first twelve months of operation?

\$ _____ 999 999 998. DON'T KNOW

GO TO V11

↓

V3. Would you say the total gross revenue from the sale of goods, services, or intellectual property in the first twelve months of operation would be fifty thousand dollars or more?

YES	NO
↓	↓

V4. Would you say that it would be one hundred thousand dollars or more?

1. YES	5. NO
↓	GO TO V11

V5. Would you say that it would be two hundred fifty thousand dollars or more?

1. YES	5. NO
↓	GO TO V11

V6. Would you say that it would be five hundred thousand dollars or more?

1. YES	5. NO
↓	GO TO V11

V7. Would you say that it would be one million dollars or more?

1. YES	5. NO
GO TO V11	

V8. Would you say that it would be twenty-five thousand dollars or more?

1. YES	5. NO
GO TO V11	↓

V9. Would you say that it would be ten thousand dollars or more?

1. YES	5. NO
GO TO V11	↓

V10. Would you say that it would be five thousand dollars or more?

1. YES	5. NO
GO TO V11	

V11. Now, for this same twelve-month period please think about wages, salaries, and benefits. What do you expect will be the total of all expenses paid on behalf of the new business, including wages and salaries to any employees and owners active in managing the business, interest on loans, capital leases, materials, taxes, and so forth?

\$ _____

GO TO V32

999 999 998. DON'T KNOW

↓

V12. Would you say that the total of all expenses paid on behalf of the new business, including wages and salaries to any employees and owners active in managing the business, interest on loans, capital leases, materials, taxes, and so forth in the first twelve months of operation would be fifty thousand dollars or more?

YES

NO

↓

V13. Would you say that it would be one hundred thousand dollars or more?

1. YES

5. NO

↓

GO TO V32

V14. Would you say that it would be two hundred fifty thousand dollars or more?

1. YES

5. NO

↓

GO TO V32

V15. Would you say that it would be five hundred thousand dollars or more?

1. YES

5. NO

↓

GO TO V32

V16. Would you say that it would be one million dollars or more?

1. YES

5. NO

GO TO V32

V17. Would you say that it would be twenty-five thousand dollars or more?

1. YES

5. NO

↓

GO TO V32

V18. Would you say that it would be ten thousand dollars or more?

1. YES

5. NO

↓

GO TO V32

V19. Would you say that it would be five thousand dollars or more?

1. YES

5. NO

GO TO V32

V32. Now, for this same twelve-month period, please think about wages, salaries, and benefits. What will be the total of all payments for wages, salaries, and benefits to full- and part-time employees and owners? Please do not include wages, salaries, and benefits to contract workers who work for the business but are not on the business's official payroll.

\$ _____

GO TO V34

999 999 998. DON'T KNOW



V33. Would you say that the total of all payments for wages, salaries, and benefits to full- and part-time employees and owners in the first twelve months of operation would be fifty thousand dollars or more?

YES



NO



V33a. Would you say that it would be one hundred thousand dollars or more?

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

↓ **GO TO V34**

V33b. Would you say that it would be two hundred fifty thousand dollars or more?

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

↓ **GO TO V34**

V33c. Would you say that it would be five hundred thousand dollars or more?

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

↓ **GO TO V34**

V33d. Would you say that it would be one million dollars or more?

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

GO TO V34

V33e. Would you say that it would be twenty-five thousand dollars or more?

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

GO TO V34 ↓

V33f. Would you say that it would be ten thousand dollars or more?

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

GO TO V34 ↓

V33g. Would you say that it would be five thousand dollars or more?

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

GO TO V34

V34. For this same twelve-month period, what will be the total of all payments for contract workers? Contract workers are people who work for the business but are not on the business's official payroll.

\$ _____

GO TO V36

999 999 998. DON'T KNOW



V35. Would you say that the total payments for contract workers in the first twelve months of operation would be fifty thousand dollars or more?

YES



NO



V35a. Would you say that it would be one hundred thousand dollars or more?

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

↓ GO TO V36

V35b. Would you say that it would be two hundred fifty thousand dollars or more?

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

↓ GO TO V36

V35c. Would you say that it would be five hundred thousand dollars or more?

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

↓ GO TO V36

V35d. Would you say that it would be one million dollars or more?

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

GO TO V36

V35e. Would you say that it would be twenty-five thousand dollars or more?

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

GO TO V36 ↓

V35f. Would you say that it would be ten thousand dollars or more?

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

GO TO V36 ↓

V35g. Would you say that it would be five thousand dollars or more?

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

GO TO V36

V36. For this same twelve-month period, what will be the total spent on research and development of new products and services?

\$ _____
GO TO V38

999 999 998. DON'T KNOW



V37. Would you say the total spent on research and development of new products and services in the first twelve months of operation would be fifty thousand dollars or more?

YES



NO



V37a. Would you say that it would be one hundred thousand dollars or more?

1. YES

5. NO



GO TO V38

V37b. Would you say that it would be two hundred fifty thousand dollars or more?

1. YES

5. NO



GO TO V38

V37c. Would you say that it would be five hundred thousand dollars or more?

1. YES

5. NO



GO TO V38

V37d. Would you say that it would be one million dollars or more?

1. YES

5. NO

GO TO V38

V37e. Would you say that it would be twenty-five thousand dollars or more?

1. YES

5. NO

GO TO V38



V37f. Would you say that it would be ten thousand dollars or more?

1. YES

5. NO

GO TO V38



V37g. Would you say that it would be five thousand dollars or more?

1. YES

5. NO

GO TO V38

V38. For this same twelve-month period, what will be the total spent on the purchase of new or used buildings or other structures, not including undeveloped land? Please do not include rental or lease payments.

\$ _____

GO TO V40

999 999 998. DON'T KNOW



V39. Would you say that the total spent on the purchase of new or used buildings or other structures in the first twelve months of operation would be fifty thousand dollars or more?

YES



NO



V39a. Would you say that it would be one hundred thousand dollars or more?

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

↓ GO TO V40

V39b. Would you say that it would be two hundred fifty thousand dollars or more?

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

↓ GO TO V40

V39c. Would you say that it would be five hundred thousand dollars or more?

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

↓ GO TO V40

V39d. Would you say that it would be one million dollars or more?

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

GO TO V40

V39e. Would you say that it would be twenty-five thousand dollars or more?

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

GO TO V40 ↓

V39f. Would you say that it would be ten thousand dollars or more?

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

GO TO V40 ↓

V39g. Would you say that it would be five thousand dollars or more?

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

GO TO V40

V40. Now, for this same twelve-month period, what will be the total spent on the purchase of land?

\$ _____
GO TO V42

999 999 998. DON'T KNOW
↓

V41. Would you say that the total spent on the purchase of land in the first twelve months of operation would be fifty thousand dollars or more?

YES
↓

NO
↓

V41a. Would you say that it would be one hundred thousand dollars or more?

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

↓ GO TO V42

V41b. Would you say that it would be two hundred fifty thousand dollars or more?

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

↓ GO TO V42

V41c. Would you say that it would be five hundred thousand dollars or more?

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

↓ GO TO V42

V41d. Would you say that it would be one million dollars or more?

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

GO TO V42

V41e. Would you say that it would be twenty-five thousand dollars or more?

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

GO TO V42 ↓

V41f. Would you say that it would be ten thousand dollars or more?

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

GO TO V42 ↓

V41g. Would you say that it would be five thousand dollars or more?

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

GO TO V42

V42. For this same twelve-month period, what will be the total spent on the purchase of new or used machinery or equipment?

\$ _____
GO TO V44

999 999 998. DON'T KNOW
↓

V43. Would you say that the total spent on the purchase of new or used machinery or equipment in the first twelve months of operation would be fifty thousand dollars or more?

YES
↓

NO
↓

V43a. Would you say that it would be one hundred thousand dollars or more?

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

↓ GO TO V44

V43b. Would you say that it would be two hundred fifty thousand dollars or more?

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

↓ GO TO V44

V43c. Would you say that it would be five hundred thousand dollars or more?

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

↓ GO TO V44

V43d. Would you say that it would be one million dollars or more?

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

GO TO V44

V43e. Would you say that it would be twenty-five thousand dollars or more?

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

GO TO V44 ↓

V43f. Would you say that it would be ten thousand dollars or more?

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

GO TO V44 ↓

V43g. Would you say that it would be five thousand dollars or more?

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

GO TO V44

V44. For this same twelve-month period, what do you expect the total of all interest payments on all loans to be, not including repayment of principal?

\$ _____

GO TO V46

999 998. DON'T KNOW

↓

V45. Would you say that the total of all interest payments on all loans in the first twelve months of operation would be twenty-five thousand dollars or more?

YES

↓

NO

↓

V45a. Would you say that it would be fifty thousand dollars or more?

1. YES	5. NO
↓	GO TO V46

V45b. Would you say that it would be seventy-five thousand dollars or more?

1. YES	5. NO
↓	GO TO V46

V45c. Would you say that it would be one hundred thousand dollars or more?

1. YES	5. NO
↓	GO TO V46

V45d. Would you say that it would be one hundred fifty thousand dollars or more?

1. YES	5. NO
GO TO V46	

V45e. Would you say that it would be ten thousand dollars or more?

1. YES	5. NO
GO TO V46	↓

V45f. Would you say that it would be five thousand dollars or more?

1. YES	5. NO
GO TO V46	↓

V45g. Would you say that it would be two thousand dollars or more?

1. YES	5. NO
GO TO V46	

V46. For this same twelve-month period, what will be the total spent on rental or lease payments for buildings and other structures, not including rental payments for land?

\$ _____

GO TO V48

999 999 998. DON'T KNOW



V47. Would you say that the total spent on rental or lease payments for buildings and other structures in the first twelve months of operation would be fifty thousand dollars or more?

YES



NO



V47a. Would you say that it would be one hundred thousand dollars or more?

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

↓ GO TO V48

V47b. Would you say that it would be two hundred fifty thousand dollars or more?

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

↓ GO TO V48

V47c. Would you say that it would be five hundred thousand dollars or more?

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

↓ GO TO V48

V47d. Would you say that it would be one million dollars or more?

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

GO TO V48

V47e. Would you say that it would be twenty-five thousand dollars or more?

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

GO TO V48 ↓

V47f. Would you say that it would be ten thousand dollars or more?

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

GO TO V48 ↓

V47g. Would you say that it would be five thousand dollars or more?

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

GO TO V48

V48. For this same twelve-month period, what will be the total spent on rental or lease payments for land?

\$ _____
GO TO V50

999 999 998. DON'T KNOW



V49. Would you say that the total spent on rental or lease payments for land in the first twelve months of operation would be fifty thousand dollars or more?

YES



NO



V49a. Would you say that it would be one hundred thousand dollars or more?

1. YES

5. NO



GO TO V50

V49b. Would you say that it would be two hundred fifty thousand dollars or more?

1. YES

5. NO



GO TO V50

V49c. Would you say that it would be five hundred thousand dollars or more?

1. YES

5. NO



GO TO V50

V49d. Would you say that it would be one million dollars or more?

1. YES

5. NO

GO TO V50

V49e. Would you say that it would be twenty-five thousand dollars or more?

1. YES

5. NO

GO TO V50



V49f. Would you say that it would be ten thousand dollars or more?

1. YES

5. NO

GO TO V50



V49g. Would you say that it would be five thousand dollars or more?

1. YES

5. NO

GO TO V50

V50. For this same twelve-month period, what will be the total spent on rental or lease payments for machinery or equipment?

\$ _____
GO TO V63

999 999 998. DON'T KNOW
↓

V51. Would you say that the total spent on rental or lease payments for machinery or equipment in the first twelve months of operation would be fifty thousand dollars or more?

YES
↓

NO
↓

V51a. Would you say that it would be one hundred thousand dollars or more?

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

↓ GO TO V63

V51b. Would you say that it would be two hundred fifty thousand dollars or more?

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

↓ GO TO V63

V51c. Would you say that it would be five hundred thousand dollars or more?

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

↓ GO TO V63

V51d. Would you say that it would be one million dollars or more?

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

GO TO V63

V51e. Would you say that it would be twenty-five thousand dollars or more?

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

GO TO V63 ↓

V51f. Would you say that it would be ten thousand dollars or more?

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

GO TO V63 ↓

V51g. Would you say that it would be five thousand dollars or more?

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

GO TO V63

V63. For this same twelve-month period, what will be the total spent on other expenses?

0. ZERO	\$ _____	999 999 998. DON'T KNOW
GO TO V52x	GO TO V65	↓

V64. Would you say that the total spent on other expenses in the first twelve months of operation would be fifty thousand dollars or more?

YES	NO
↓	↓

V64a. Would you say that it would be one hundred thousand dollars or more?

1. YES	5. NO
↓	GO TO V65

V64b. Would you say that it would be two hundred fifty thousand dollars or more?

1. YES	5. NO
↓	GO TO V65

V64c. Would you say that it would be five hundred thousand dollars or more?

1. YES	5. NO
↓	GO TO V65

V64d. Would you say that it would be one million dollars or more?

1. YES	5. NO
GO TO V65	

V64e. Would you say that it would be twenty-five thousand dollars or more?

1. YES	5. NO
GO TO V65	↓

V64f. Would you say that it would be ten thousand dollars or more?

1. YES	5. NO
GO TO V65	↓

V64g. Would you say that it would be five thousand dollars or more?

1. YES	5. NO
GO TO V65	

V65. What are those other expenses? (Any others?)

V52x. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF NO "DK/NA" IN ANY V32-V51,V63 AND V11 --> GO TO V52y
<input type="checkbox"/>	2. IF ANY V32-V51,V63= "DK/NA" OR V11 = "DK/NA" --> GO TO V20



V52y. INTERVIEWER CHECKPOINT

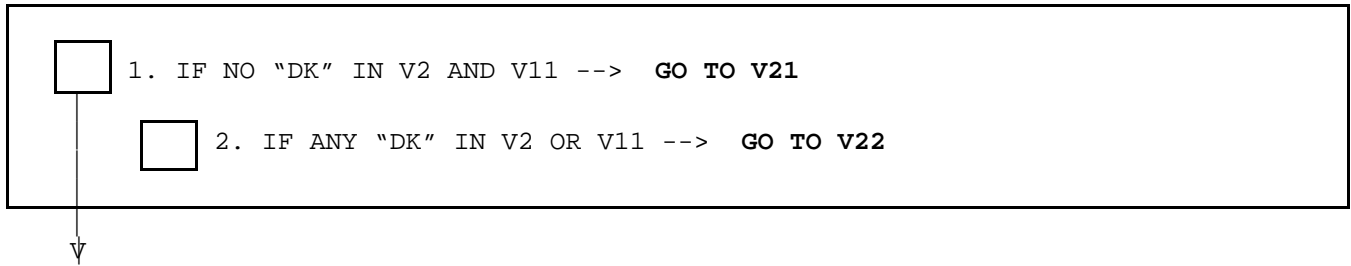
<input type="checkbox"/>	1. IF V11 DOES NOT EQUAL THE SUM OF V32-V51,V63 --> GO TO V52
<input type="checkbox"/>	2. IF V11 EQUALS SUM OF V32-V51,V63 --> GO TO V20



V52. I'd like to make sure I have this correct. You said that your total expenses in the first twelve months of operation would be [\$V11], but the separate expenses total [SUM \$V32-\$V51,\$V63]. Which is correct?

1. TOTAL EXPENSES CORRECT (V11) GO BACK TO V32	2. SEPARATE EXPENSES CORRECT (V32-V51,V63) CATI ASSIGNS V11 = SUM (V32-V51,V63)	3. BOTH CORRECT - MISSING EXPENSES MAKE COMMENT
---	---	--

V20. INTERVIEWER CHECKPOINT



V21. Profit is a business's income after all expenses and taxes have been deducted from the total revenue. Based on what you just said, your total net (profit/loss) for the first twelve months of operation would be approximately [V2-V11] dollars. Is this correct?

- | | |
|-----------|---------------|
| 1. YES | 5. NO |
| GO TO V53 | GO BACK TO V2 |

V22. Profit is a business's net income after all expenses and taxes have been deducted from the total revenue. Will this new business have a profit or a loss after the first twelve months of operation?

- | | | |
|-----------|---------|---------------|
| 1. PROFIT | 5. LOSS | 8. DON'T KNOW |
| ↓ | | GO TO V53 |

V23. For this same twelve-month period, what will be the total (profit/loss) for this new business?

- | | |
|-----------------------|--|
| \$ _____
GO TO V53 | <div style="border: 1px solid black; padding: 5px; display: inline-block;">999 999 998. DON'T KNOW</div>
↓
GO TO V24 |
|-----------------------|--|

- V24. Would you say that the total (profit/loss) in the first twelve months of operation would be fifty thousand dollars or more?

YES



NO



V25. Would you say that it would be one hundred thousand dollars or more?

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

↓ GO TO V53

V26. Would you say that it would be two hundred fifty thousand dollars or more?

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

↓ GO TO V53

V27. Would you say that it would be five hundred thousand dollars or more?

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

↓ GO TO V53

V28. Would you say that it would be one million dollars or more?

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

GO TO V53

V29. Would you say that it would be twenty-five thousand dollars or more?

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

GO TO V53 ↓

V30. Would you say that it would be ten thousand dollars or more?

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

GO TO V53 ↓

V31. Would you say that it would be five thousand dollars or more?

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

GO TO V53

V53. As of today, does the business have any cash on hand in checking, savings, money market accounts, certificates of deposit or other time deposits?

1. YES

5. NO

V54. As of today, does the business have any accounts receivable?

1. YES

5. NO

V55. (As of today,) does the business have any product inventory?

1. YES

5. NO

V56. (As of today,) does the business own any equipment or machinery?

1. YES

5. NO

V57. (As of today,) does the business own any land, buildings, or other structures?

1. YES

5. NO

V58. (As of today,) does the business own any vehicles?

1. YES

5. NO

V59. (As of today,) does the business own any other physical property?

1. YES

5. NO

V60. (As of today,) does the business own any intellectual property with a market value?

1. YES

5. NO

V61. (As of today,) does the business have any other financial assets?

1. YES

5. NO

V62. (As of today,) does the business own anything else with a market value?

1. YES

5. NO

SECTION X: RESPONDENTS' INFORMATION

X1x. INTERVIEWER CHECKPOINT

<input type="checkbox"/>	1. IF ACTIVE START-UP (A50=2) --> GO TO X1
<input type="checkbox"/>	2. OTHERS --> GO TO NEXT SECTION

↓

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

Aside from this start-up business you are working on, 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 executive or part of the 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 PER

1. DAY

2. WEEK

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

X19. In terms of current work activity, are you working for others for pay?

1. YES

5. NO



**GO TO
NEXT SECTION**

X20. Are you working for others 35 hours or more per week, or less than 35 hours per week?

1. 35 HOURS OR
MORE PER WEEK

5. LESS THAN 35
HOURS PER WEEK

SECTION Z: HOUSEHOLD INFORMATION

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
↓	↓

Z16. Was it \$60,000 or above?

YES	07. NO
↓	GO TO Z28

Z17. Was it \$80,000 or above?

YES	08. NO
↓	GO TO Z28

Z18. Was it \$100,000 or above?

YES	09. NO
↓	GO TO Z28

Z19. Was it \$150,000 or above?

YES	10. NO
↓	GO TO Z28

Z20. Was it \$200,000 or above?

YES	11. NO
↓	GO TO Z28

Z21. Was it \$300,000 or above?

YES	12. NO
↓	GO TO Z28

Z22. Was it \$500,000 or above?

14. YES	13. NO
---	--

Z23. Was it \$40,000 or above?

06. YES	NO
GO TO Z28	↓

Z24. Was it \$30,000 or above?

05. YES	NO
GO TO Z28	↓

Z25. Was it \$20,000 or above?

04. YES	NO
GO TO Z28	↓

Z26. Was it \$10,000 or above?

03. YES	NO
GO TO Z28	↓

Z27. Was it \$5,000 or above?

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, savings 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,Z31-Z34 --> GO TO Z362. IF ANY DK IN Z29,Z31-Z34 --> GO TO Z37

Z36. Based on what you just said, your total household net worth would be approximately [Z29-Z31-Z32+Z33+Z34] dollars. Is this correct?

 1. YES

GO TO Z49

 5. NO

GO BACK TO Z28

Z37. [IF DK Z29 OR Z31 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 Z49

Z39. Is your net worth \$1,000,000 or above?

YES 08. NO

↓ GO TO Z49

Z40. Is your net worth \$2,500,000 or above?

YES 09. NO

↓ GO TO Z49

Z41. Is your net worth \$5,000,000 or above?

YES 10. NO

↓ GO TO Z49

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 Z49 ↓

Z44. Is your net worth \$100,000 or above?

05. YES NO

GO TO Z49 ↓

Z45. Is your net worth \$0 or above?

04. YES NO

GO TO Z49 ↓

Z46. Is your net worth between negative \$50,000 and zero?

03. YES NO

GO TO Z49 ↓

Z47. Is your net worth between negative \$50,000 and negative \$100,000?

02. YES 01. NO

Z49. Those are all the questions I have for you. I'd like to confirm your full name and address so we can send you your check for twenty-five dollars as a token of our appreciation for this interview. Is the following correct (or would you like to add any details to your contact information)?

<FIRST NAME> <LAST NAME> <SUFFIX>
 <ADDRESS1>
 <ADDRESS2>
 <CITY>, <STATE><ZIP>

[IF "NO" COLLECT INFORMATION ON THE FOLLOWING SCREENS]

1. YES, CORRECT

GO TO Z57x

5. NO, NOT CORRECT;
 ADD/CHANGE DETAILS



Z50. Okay, let me correct your information.
 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: _____

156

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: _____

Z57x. Is this your mailing address?

1. YES
GO TO Z58

5. NO
↓

Z57a. What is your mailing street address?
[VERIFY SPELLING]
[COLLECT APARTMENT NUMBER ON NEXT SCREEN]

STREET ADDRESS: _____

Z57b. [COLLECT APARTMENT NUMBER HERE FOR ADDRESS]

APARTMENT NUMBER: _____

Z57c. What is your mailing city?
[VERIFY SPELLING]

CITY: _____

Z57d. What is your mailing state?
[ENTER CORRECT TWO CHARACTER STATE ABBREVIATION]

STATE: _____

Z57e. What is your mailing zip-code?
[IF R GIVES 5+4, DO NOT INCLUDE THE HYPHEN (-)]

ZIP: _____

Z58. INTERVIEWER CHECKPOINT

□	1. IF NAME PHONE LISTED IN <u>NOT</u> MISSING --> GO TO Z59
□	2. IF NAME PHONE LISTED IN MISSING --> GO TO Z60

↓

Z59. Our records show that the phone number I called you at is (listed in your name/listed under (your) [RPHONEIN]/unlisted). Is this still correct?

1. YES

GO TO Z62

5. NO



Z60. Is the phone number I called you at listed in your name?

1. YES

GO TO Z62

5. NO



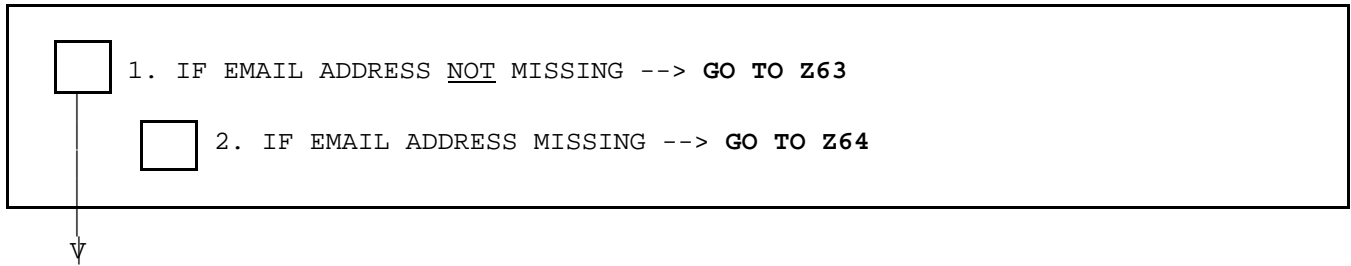
Z61. In whose name is it listed?

[IF THE PHONE IS UNLISTED, PLEASE TYPE "unlisted."]

[IF PHONE IS IN ANOTHER PERSON'S NAME, PLEASE COLLECT NAME AS WELL AS RELATIONSHIP TO R]

NAME: _____

Z62. INTERVIEWER CHECKPOINT



Z63. Our records show that your email address is [REMAIL]. Is this still correct?
[SPELL OUT EACH LETTER OF ADDRESS]

- | | |
|-----------|-----------|
| 1. YES | 5. NO |
| GO TO Z66 | GO TO Z65 |

Z64. As another means to get in touch with you, 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 Z66 | GO TO Z66 |

Z65. What is your email address?
[ENTER EMAIL ADDRESS AND READ BACK CAREFULLY TO VERIFY SPELLING AND GET CONFIRMATION.]
[RECORD JUST THE EMAIL ADDRESS ONLY, USE F2 FOR COMMENTS]

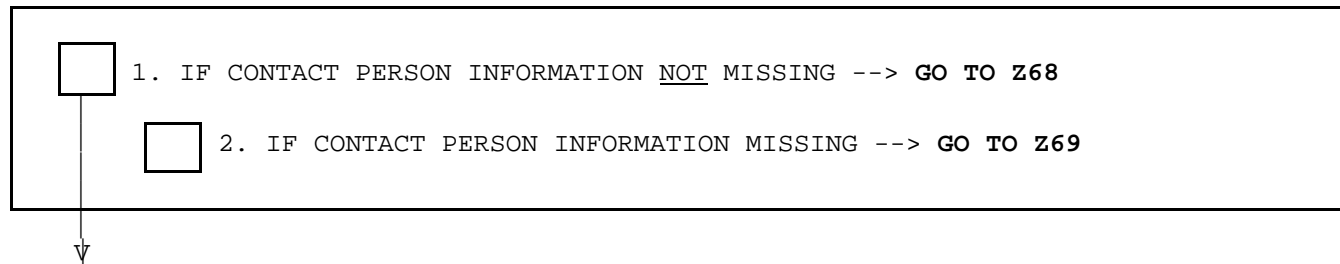
EMAIL: _____

Z66. 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

Z67. INTERVIEWER CHECKPOINT



Z68. We would like to be certain that we can get in touch with you in the future, so we would like to confirm the contact information you gave us last interview of a close friend or relative who could tell us how to get in touch with you just in case we couldn't reach you here first, or an alternative contact for yourself. Is the following still the best person to contact if we can't reach you at this phone number?

<CP RELATIONSHIP TO R>
 <CP FIRST NAME> <CP LAST NAME> <CP SUFFIX>
 <CP ADDRESS1>
 <CP ADDRESS2>
 <CP CITY>, <CP STATE> <CP ZIP>
 <CP PHONE NUMBER>

[CHOOSE "NO" IF THEY WISH TO CHANGE THEIR CONTACT PERSON.]

1. YES	5. NO
GO TO Z80	GO TO Z70

Z69. We would like to be certain that we can get in touch with you in the future. Therefore, 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 Z80

Z70. (Okay, let me correct the information.)
First, what is this person's first name?
[VERIFY SPELLING]

FIRST NAME: _____

Z71. What is this person's last name?
[VERIFY SPELLING]

LAST NAME: _____

Z72. Does this person have a suffix such as Jr., Sr.?
[SUFFIXES INCLUDE: Jr., Sr., II, III, etc.]

SUFFIX: _____

Z73. What is this person's street address?
[VERIFY SPELLING]
[COLLECT APARTMENT NUMBER ON NEXT SCREEN]

STREET ADDRESS: _____

Z74. [COLLECT APARTMENT NUMBER HERE FOR CP ADDRESS]

APARTMENT NUMBER: _____

Z75. What city does this person live in?
[VERIFY SPELLING]

CITY: _____

Z76. What state does this person live in?
[ENTER CORRECT TWO CHARACTER STATE ABBREVIATION]

STATE: _____

Z77. What is this person's zip-code?
[IF R GIVES 5+4, DO NOT INCLUDE THE HYPHEN (-)]

ZIP: _____

Z78. What is this person's phone number?
[ENTER IN FORMAT "313/555-1212"]

PHONE NUMBER: _____

Z79. What is this person's relationship to you?

RELATIONSHIP: _____

Z80. 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 1-877-556-1542 or psed@isr.umich.edu 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

Suite 202
540 East Liberty Street
Ann Arbor, MI 48104
or by phone at 734-936-0933
or by email irbhsbs@umich.edu

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