

Section 1 (continued)	Very harmful to your business	Harmful to your business	Neither harmful nor beneficial to your business	Beneficial to your business	Very beneficial to your business	Not applicable (N/A)
7. The overall quality of the region's four-year colleges and universities)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
8. The availability of regional college and university apprenticeship/internship programs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
9. The quality of technical assistance offered by regional colleges and universities to businesses	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
10. The quality of R&D collaboration between businesses and regional college/university researchers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
11. The availability in the region of workers with the skills your business requires	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
12. The availability in the region of top managers with the qualifications your business requires	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
13. The availability in the region of scientists and engineers with the qualifications your business requires	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Section 1 (continued)	Very harmful to your business	Harmful to your business	Neither harmful nor beneficial to your business	Beneficial to your business	Very beneficial to your business	Not applicable (N/A)
14. The availability in the region of information technology professionals with the qualifications your business requires	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
15. The availability in the region of risk capital from venture capital firms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
16. The availability in the region of risk capital from angel investors	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
17. The availability in the region of capital from banks	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
18. The availability in the region of specialized facilities and laboratories for product testing and development	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
19. The quality of the region's specialized suppliers for your business	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
20. The regional availability of demanding customers for your business	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Section 1 (continued)	Very harmful to your business	Harmful to your business	Neither harmful nor beneficial to your business	Beneficial to your business	Very beneficial to your business	Not applicable (N/A)
21. The effectiveness of the region's university technology transfer offices	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
22. State and local governmental regulations and permitting procedures affecting businesses	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
23. The level of taxation affecting business (relative to other regions)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
24. The effectiveness of government-sponsored growth incentives (tax breaks, seed funding, etc.)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
25. The quality of promotional and marketing campaigns featuring the region	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
26. The effectiveness of regional programs to help startup businesses	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
27. The effectiveness of regional programs to train entrepreneurs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Summary

Section 1 (continued)	Poor location	Fair location	Good location	Very good location	Excellent location
28. Considering all the factors presented so far, how would you currently rate your region overall as a place for your business to succeed?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
29. In five years, do you believe the quality of your region as a place for your business to succeed will decline, stay the same, or improve?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

30. Specifically with regard to state and local government programs and policies, please list and explain the most critical issues that should be addressed to improve your business's prospects for success.

31. Specifically with regard to regional universities and community and technical colleges, please list and explain the most critical issues that should be addressed to improve your business's prospects for success.

Regional Institutions (continued)	Not at all valuable	Somewhat valuable	Valuable	Quite valuable	Extremely valuable	Not applicable (N/A)
38. Other businesses in your industry	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
39. Regional suppliers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
40. Banks	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
41. Venture capital firms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
42. Angel investors	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
43. Business incubators	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
44. Industry or cluster associations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Regional Institutions (continued)	Not at all valuable	Somewhat valuable	Valuable	Quite valuable	Extremely valuable	Not applicable (N/A)
45. Non-professional associations (alumni clubs, athletic clubs, etc)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
46. Entrepreneurial networks	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
47. Business assistance centers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

48. Please list, by name, the institutions most valuable to your business's innovation.

III. Regional Norms and Attitudes

In this section, we are interested in learning about the dynamics of the business and civic environment of your region.

Regional Norms and Attitudes	Strongly disagree	Disagree	Neutral	Agree	Strongly agree
49. New residents can easily integrate into the regional business community	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
50. The region is a welcoming, tolerant, and attractive place for people of diverse backgrounds	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
51. Leaders in the region are responsive to the needs of all the regional residents, irrespective of ethnicity, cultural heritage, gender, or lifestyle	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
52. The business culture in the region understands failure as part of the learning and innovation process	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
53. People from different industry and economic sectors frequently interact in the region (e.g., bankers and engineers, manufacturers and tourism)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
54. The region celebrates the growth of companies, not just the absolute size of companies	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Regional Norms and Attitudes (continued)	Strongly disagree	Disagree	Neutral	Agree	Strongly agree
55. Artists and businesspeople frequently interact in the region	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
56. Local government institutions eagerly partner with the private sector to promote new business development	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
57. Business leaders in the region treat entrepreneurs, start-ups, and new companies as full partners in all aspects of industry cooperation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
58. Business leaders proactively share information and resources when possible	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
59. Regional residents actively participate in community development organizations and projects	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
60. Successful businesspeople in the region actively invest in economic development projects and startup ventures	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

61. Considering your entire regional business environment, please list and explain the most important regional issue or issues that should be addressed to improve your business's prospects for success.

IV. Demographics

Please complete this brief background section. Please keep in mind that the information you supply about yourself and your organization will remain anonymous and will be analyzed only in combination with other responses.

62. What percentage of your company's sales is to customers within the region?

- | | |
|---|---|
| <input type="checkbox"/> 100 percent | <input type="checkbox"/> 10 percent to 49 percent |
| <input type="checkbox"/> 75 percent to 99 percent | <input type="checkbox"/> less than 10 percent |
| <input type="checkbox"/> 50 percent to 74 percent | <input type="checkbox"/> Don't know |

63. Where is your business headquartered?

- In the region
- Elsewhere in the United States
- Outside the United States

64. Does your company sell (export) products or services outside the United States?

- Yes
- No
- Don't know

65. Which best describes the primary industry focus of your company? (If your company is involved with more than one focus, check the one that creates the majority of its revenues.)

- | | |
|--|--|
| <input type="checkbox"/> Aerospace | <input type="checkbox"/> Education |
| <input type="checkbox"/> Manufacturing | <input type="checkbox"/> Marketing / advertising / entertainment |
| <input type="checkbox"/> Finance / accounting | <input type="checkbox"/> Research / development lab |
| <input type="checkbox"/> Insurance / real estate / legal | <input type="checkbox"/> Business service / consultant |
| <input type="checkbox"/> Medical / dental / health | <input type="checkbox"/> Computer / network consultant |
| <input type="checkbox"/> Telecommunications services | <input type="checkbox"/> Hospitality / tourism |
| <input type="checkbox"/> Transportation / utilities | <input type="checkbox"/> Food services |
| <input type="checkbox"/> Construction / architecture / engineering | <input type="checkbox"/> Agriculture |
| <input type="checkbox"/> Data processing services | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Wholesale / resale / distribution | |

66. What year was your business founded?

67. What year did your business first establish a presence in this region?

68. Approximate number of people employed by your business in the region.

In 12/2002 _____

In 12/2005 _____

Current (2007) _____

69. Previous Year's Gross Revenues (approx.)

- | | |
|---|---|
| <input type="checkbox"/> Less than \$1 million | <input type="checkbox"/> \$51 million to \$100 million |
| <input type="checkbox"/> \$1 million to \$10 million | <input type="checkbox"/> \$301 million to \$500 million |
| <input type="checkbox"/> \$101 million to \$300 million | <input type="checkbox"/> More than \$500 million |
| <input type="checkbox"/> \$11 million to \$50 million | <input type="checkbox"/> Don't know |

70. Please estimate your company's average annual revenue growth during the past three years.

- | | |
|--|--|
| <input type="checkbox"/> Negative | <input type="checkbox"/> 11 percent to 20 percent |
| <input type="checkbox"/> 0 percent | <input type="checkbox"/> 20 percent to 100 percent |
| <input type="checkbox"/> 1 percent to 5 percent | <input type="checkbox"/> More than 100 percent |
| <input type="checkbox"/> 6 percent to 10 percent | <input type="checkbox"/> Don't know |

71. Which best describes your position in your company?

- | | |
|--|--------------------------------------|
| <input type="checkbox"/> Owner / president / CEO | <input type="checkbox"/> Manager |
| <input type="checkbox"/> Senior executive or senior official | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Director / vice president | |

72. How long have you lived in the region?

- | | |
|--|---|
| <input type="checkbox"/> Less than 2 years | <input type="checkbox"/> 5 to 15 years |
| <input type="checkbox"/> 2 to 5 years | <input type="checkbox"/> More than 15 years |

73. If willing to be contacted about your views, please provide:

Name:

Email:

Phone:

Mailing Address: