

# EC's CLIENT SURVEY

## Consent and Contact Information

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ID 656



Title of Project: *Performance Index for Entrepreneurial Resources (PIER)*

Principle Investigator: *Dr. Thomas O'Neal*

Other Investigators: Kirstie Chadwick (InBIA) , Andrea Wesser-Brawner (InBIA), and Dr. Vernet Lasrado

You are being invited to take part in a research study. Whether you take part is up to you.

This survey is specifically designed to capture metrics on the clients of the entrepreneurial programs. For this survey, you will be asked to complete the questions either via phone or the internet. It is anticipated to take around 20 minutes to complete the questions, and there is a quick guide to help prepare you in advance to answer these questions more efficiently.

The purpose of this research project is to design and deploy a baseline Performance Index for Entrepreneurial Resources (PIER) dataset, and leverage this dataset to provide a robust comparative index that longitudinally highlights the performance outcomes of entrepreneurial programs such as incubators, accelerators, university innovation centers, and coworking spaces.

This research is funded by the Economic Development Administration (EDA) and Florida High Tech Corridor Council, and performed by the University of Central Florida (UCF) and the

International Business Innovation Association (InBIA).

All personal and organizational identifiers will be kept confidential and will only be utilized for data collection and assimilation. All personal linkages to the data will be destroyed after data assimilation. No personal or organizational identifiers will be included in reports or datasets. Your information provided in this survey will not be sold or transferred to a third party.

***You must be 18 years or older to take part in this research study.***

**Study contact for questions about the study or to report a problem:** If you have any questions, concerns or complaints please contact *Dr. Vernet Lasrado, Office of Research and Commercialization, (407) 882- 1125 or by email at Vernet.Lasrado@ucf.edu.*

**IRB contact about your rights in the study or to report a complaint:** Research at the University of Central Florida involving human participants is carried out under the oversight of the Institutional Review Board (UCF IRB) This research has been reviewed and approved by the IRB. For information about the rights of people who take part in research, please contact: Institutional Review Board, University of Central Florida, Office of Research and Commercialization, 12201 Research Parkway, Suite 501, Orlando, FL 32826-3246 or by telephone at (407) 823- 2901.

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1. By checking both boxes below, I am consenting to full participation in the Performance Index for Entrepreneurial Resources (PIER) survey. \*

- I have read the consent statement.
- I am 18 years of age or older

**Background Information**

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ID 2

2. What is the name of your firm, company, or venture? **Please provide the full name of your venture, company, or organization.** If you are an **unaffiliated individual** please enter "none". \*

ID 7

3. When was your **venture first incorporated?** \*

Please provide a four digit year.

ID 168

4. Please indicate your venture's **form of legal organization.** \*

*Select the type of organization that best describes your venture.*

- S Corp
- C Corp
- LLC
- Non-Profit
- Sole Proprietorship
- Other - Write In

ID 8

5. Please provide your company's **DUNS and Bradstreet DUNS Number.** *The D & B DUNS*

*Number is a unique nine-digit identifier for businesses.*

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6. Is your company publicly traded? \*

- Yes
- No

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7. Is your company a **stand-alone headquarters, branch facility/subsidiary, or majority-owned by another company?** \*

- Stand alone Headquarters
- Branch Facility/ Subsidiary
- Majority- Owned Elsewhere
- None of the Above

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8. Please indicate the **name of the parent company.** \*

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9. Please indicate in which **state the parent company** resides (if in the US) or select **International if not located in the US.** \*

- Alabama
- Alaska
- Arizona
- Arkansas
- California
- Colorado
- Connecticut
- Delaware
- Florida
- Georgia
- Hawaii
- Idaho
- Illinois
- Indiana
- Iowa
- Kansas

Kentucky  
Louisiana  
Maine  
Maryland  
Massachusetts  
Michigan  
Minnesota  
Mississippi  
Missouri  
Montana  
Nebraska  
Nevada  
New Hampshire  
New Jersey  
New Mexico  
New York  
North Carolina  
North Dakota  
Ohio  
Oklahoma  
Oregon  
Pennsylvania  
Rhode Island  
South Carolina  
South Dakota  
Tennessee  
Texas  
Utah  
Vermont  
Virginia  
Washington  
West Virginia  
Wisconsin  
Wyoming  
International



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10. Is your venture **certified by the Small Business Administration (SBA)** as any of the following? \*

For more information please see

<https://www.sba.gov/sites/default/files/articles/Small%20Business%20Certifications.pdf>

Please select all that may apply

- 8(a) Business Development
- HUBZone
- Women Owned Small Business
- Economically Disadvantaged Women Owned Small Business
- Small
- Small Disadvantaged
- Service-Disabled Veteran Owned Small Business
- Not applicable

## Entrepreneurship Center Participation

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11. Has your venture **participated in a Business Incubation Program?** \*

Definitions for **Entrepreneur Support Program Types** can be found in the IMPACT Index Survey guide or by clicking the link down below:

[https://inbia.org/wp-content/uploads/2016/09/Terms\\_4.pdf?x84587](https://inbia.org/wp-content/uploads/2016/09/Terms_4.pdf?x84587)

- Yes
- No

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12. Is your business currently participating in a business incubator program? \*

- Yes
- No

706

13. Please indicate the **Business Incubation program name(s) and duration of participation below.**

Definitions for *Entrepreneur Support Program Types* can be found in the IMPACT Index Survey guide or by clicking the link down below:

[https://inbia.org/wp-content/uploads/2016/09/Terms\\_4.pdf?x84587](https://inbia.org/wp-content/uploads/2016/09/Terms_4.pdf?x84587)

	Business Incubator Program Name	Start Date (mm/yyyy)	End Date (mm/yyyy)
First Program	<input type="text"/>	<input type="text"/>	<input type="text"/>
Second Program	<input type="text"/>	<input type="text"/>	<input type="text"/>
Third Program	<input type="text"/>	<input type="text"/>	<input type="text"/>
Fourth Program	<input type="text"/>	<input type="text"/>	<input type="text"/>
Fifth Program	<input type="text"/>	<input type="text"/>	<input type="text"/>
Sixth Program	<input type="text"/>	<input type="text"/>	<input type="text"/>

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14. Has your venture **participated in a Business/Innovation Accelerator Program?** \*

Definitions for *Entrepreneur Support Program Types* can be found in the IMPACT Index Survey guide or by clicking the link down below:

[https://inbia.org/wp-content/uploads/2016/09/Terms\\_4.pdf?x84587](https://inbia.org/wp-content/uploads/2016/09/Terms_4.pdf?x84587)

- Yes
- No

687

15. Is your business currently participating in an accelerator program? \*

- Yes
- No

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16. Please indicate the **Business/Innovation Accelerator program name(s) and duration of participation below.**

	Business Accelerator Program Name	Start Date	End Date
First Program	<input type="text"/>	<input type="text"/>	<input type="text"/>
Second Program	<input type="text"/>	<input type="text"/>	<input type="text"/>
Third Program	<input type="text"/>	<input type="text"/>	<input type="text"/>
Fourth Program	<input type="text"/>	<input type="text"/>	<input type="text"/>
Fifth Program	<input type="text"/>	<input type="text"/>	<input type="text"/>
Sixth Program	<input type="text"/>	<input type="text"/>	<input type="text"/>

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17. Has your venture **participated in a makerspace program?** \*

Definitions for **Entrepreneur Support Program Types** can be found in the IMPACT Index Survey guide or by clicking the link down below:

[https://inbia.org/wp-content/uploads/2016/09/Terms\\_4.pdf?x84587](https://inbia.org/wp-content/uploads/2016/09/Terms_4.pdf?x84587)

- Yes
- No

688

18. Is your business currently participating in a makerspace program? \*

- Yes
- No



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19. Please indicate the **makerspace program name(s) and duration of participation below.**

	Makerspace Program Name	Start Date	End Date
First Program	<input type="text"/>	<input type="text"/>	<input type="text"/>
Second Program	<input type="text"/>	<input type="text"/>	<input type="text"/>
Third Program	<input type="text"/>	<input type="text"/>	<input type="text"/>
Fourth Program	<input type="text"/>	<input type="text"/>	<input type="text"/>
Fifth Program	<input type="text"/>	<input type="text"/>	<input type="text"/>
Sixth Program	<input type="text"/>	<input type="text"/>	<input type="text"/>

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20. Has your venture **participated in a Student Entrepreneurship Center? \***

Definitions for **Entrepreneur Support Program Types** can be found in the IMPACT Index Survey guide or by clicking the link down below:

[https://inbia.org/wp-content/uploads/2016/09/Terms\\_4.pdf?x84587](https://inbia.org/wp-content/uploads/2016/09/Terms_4.pdf?x84587)

- Yes
- No

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21. Is your business currently participating in a student entrepreneurship program? \*

- Yes
- No

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22. Please indicate the **Student Entrepreneurship Center program name(s) you participated in, and duration of participation below.**

	Student Entrepreneurship Center Name	Start Date	End Date
First Program	<input type="text"/>	<input type="text"/>	<input type="text"/>
Second Program	<input type="text"/>	<input type="text"/>	<input type="text"/>
Third Program	<input type="text"/>	<input type="text"/>	<input type="text"/>
Fourth Program	<input type="text"/>	<input type="text"/>	<input type="text"/>
Fifth Program	<input type="text"/>	<input type="text"/>	<input type="text"/>
Sixth Program	<input type="text"/>	<input type="text"/>	<input type="text"/>

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23. Outside of the aforementioned programs, has your venture **participated in any other Entrepreneurial Support Programs?** These include: \*

*Technology Transfer and Commercialization , SuperHubs, Branded third-party entrepreneurship programs, Coworking spaces, Small Business Development Centers (SBDC), Higher Education Academic Departments, and Economic Development Centers and Organizations (EDC / EDO).*

Definitions for **Entrepreneur Support Program Types** can be found in the IMPACT Index Survey guide or by clicking the link down below:

[https://inbia.org/wp-content/uploads/2016/09/Terms\\_4.pdf?x84587](https://inbia.org/wp-content/uploads/2016/09/Terms_4.pdf?x84587)

- Yes
- No

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24. Please select from the following responses: \*

Please select all that apply

- My venture is currently participating in a Technology Transfer Program.
- My venture is currently participating in a SuperHub Program.
- My venture is currently participating in a Branded Third Party Program.
- My venture is currently participating in a Coworking Program.
- My venture is currently participating in a Higher Education Academics Department.
- My venture is currently participating in an Economic Development Center and/ or Organization.

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25. Please indicate the **type of program and name(s) your venture participated in along with the duration of participation below.**

	Program Type	Program Name	Start Date	End Date
First Program	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Second Program	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Third Program	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Fourth Program	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Fifth Program	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Sixth Program	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

26. Please indicate which **services you used while in these program(s) and how useful these were to the growth of your venture.** \*

	Not Applicable	Extremely Useful	Very Useful	Somewhat Useful	Slightly Useful	Not Useful
Training & Education	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Mentoring Activities	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Peer Networking	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Showcasing Activities	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Investor Support	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Legal &/ or Accounting Support	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Grant Support (SBIR/ STTR/ Federal Research Grants)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Subsidized Rent/ Office Administration	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Marketing & Website Support	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Public Relations Opportunities	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Product Development &/ or Regulatory Support	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Manufacturing Support	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

**Revenue and Investment**

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27. Please select the revenue (in \$ USD) your venture has received for the following categories of income as of December 31, 2017. \*

Private Sector

\$0  
\$1-\$10,000  
\$10,001-\$25,000  
\$25,001-\$50,000  
\$50,001-\$100,000  
\$100,001-\$250,000  
\$250,001-\$500,000  
\$500,001-\$750,000  
\$750,001-\$1,000,000  
\$1,000,001-\$1,500,000  
\$1,500,001-\$2,000,000  
>\$2,000,000

Federal, State, or Local Government Contracts

\$0  
\$1-\$10,000  
\$10,001-\$25,000  
\$25,001-\$50,000  
\$50,001-\$100,000  
\$100,001-\$250,000  
\$250,001-\$500,000  
\$500,001-\$750,000  
\$750,001-\$1,000,000  
\$1,000,001-\$1,500,000  
\$1,500,001-\$2,000,000  
>\$2,000,000

Patents and/or Licensing

\$0  
\$1-\$10,000  
\$10,001-\$25,000  
\$25,001-\$50,000  
\$50,001-\$100,000  
\$100,001-\$250,000  
\$250,001-\$500,000  
\$500,001-\$750,000  
\$750,001-\$1,000,000  
\$1,000,001-\$1,500,000  
\$1,500,001-\$2,000,000  
>\$2,000,000

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28. You indicated > \$2 million in revenues please indicate to the nearest \$10,000 what those revenues are approximately \*

Private Sector

Federal, State, or Local Government Contracts

Patents and/or Licensing

754

29. Since founding, what is the approximate total capital injection received from each of the following sources: \*

Angel Investment

Venture Capital

Loans (all forms of debt)

Federal Grants (SBIR, STTR, NIH, NSF, etc.)

Non- Federal Grants

## Employment Numbers

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# 104

30. Approximately how many **Full-Time employees (FTE)** did your venture employ as of **December 31, 2017**?

\*

- 0
- 1 - 4
- 5 - 9
- 10 - 19
- 20 - 49
- 50 - 99
- 100 - 249
- 250 - 500
- 501 - 999
- > 1,000

# 728

31. If greater than 1,000 was selected, please indicate your venture's **approximate number of Full-Time employees (to the nearest 100)** as of **December 31, 2017**. \*

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32. **Approximately how many Contractors (1099) did your venture employ as of December 31, 2017? \***

- 0
- 1 - 4
- 5 - 9
- 10 - 19
- 20 - 49
- 50 - 99
- 100 - 249
- 250 - 500
- 501 - 999
- >1,000

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33. **Copy of If greater than 1,000 was selected, please indicate your venture's approximate number of Contractor (1099) (to the nearest 100) as of December 31, 2017. \***

**Employee Wages**

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34. For the calendar year 2017, what is the approximate annual total compensation range per employee for full time employees in the following categories:

Administrative Staff

No employees in this category  
\$1 - \$19,999  
\$20,000 - \$39,999  
\$40,000 - \$59,999  
\$60,000 - \$79,999  
\$80,000 - \$99,999  
\$100,000 - \$149,999  
More than \$150,000

Professional Staff

No employees in this category  
\$1 - \$19,999  
\$20,000 - \$39,999  
\$40,000 - \$59,999  
\$60,000 - \$79,999  
\$80,000 - \$99,999  
\$100,000 - \$149,999  
More than \$150,000

Technical Staff

No employees in this category  
\$1 - \$19,999  
\$20,000 - \$39,999  
\$40,000 - \$59,999  
\$60,000 - \$79,999  
\$80,000 - \$99,999  
\$100,000 - \$149,999  
More than \$150,000

Executive Staff

No employees in this category  
\$1 - \$19,999  
\$20,000 - \$39,999  
\$40,000 - \$59,999  
\$60,000 - \$79,999  
\$80,000 - \$99,999  
\$100,000 - \$149,999  
More than \$150,000

**35. Please enter the Primary Industry Grouping of your company's offerings.**  
(These groupings are based on the North American Industry Classification System (NAICS) 2-digit codes.) \*

## NAICS US Codes and Titles

A scrollable list of NAICS US Codes and Titles. The list is contained within a rectangular box with a vertical scrollbar on the right side. The scrollbar is currently positioned near the top, indicating that the list is scrollable. The list items are as follows:

- 11 Agriculture, Forestry, Fishing, and Hunting
- 21 Mining, Quarrying, and Oil and Gas Extraction
- 22 Utilities
- 23 Construction
- 31 - 33 Manufacturing
- 42 Wholesale Trade
- 44 - 46 Retail Trade
- 48 - 49 Transportation & Warehousing
- 51 Information
- 52 Finance and Insurance
- 53 Real Estate and Rental and Leasing
- 54 Professional, Scientific, and Technical Services
- 5511 Management of Companies and Enterprises
- 56 Administrative, Support Waste Management, and Remediation Services
- 61 Educational Services
- 62 Healthcare and Social Assistance
- 71 Arts, Entertainment, and Recreation
- 72 Accommodation and Food Services
- 81 Other Services (except Public Administration)
- 92 Public Administration

36. **Please select all the industry codes that apply.** (These groupings are based on the North American Industry Classification System (NAICS) 4-digit codes.) \*

2012 NAICS US Codes & Titles \*

- 1111 Oilseed and Grain Farming
- 1112 Vegetable and Melon Farming
- 1113 Fruit and TreeNut Farming
- 1114 Greenhouse, Nursery, and Floriculture Production
- 1119 Other Crop Farming
- 1121 Cattle Ranching and Farming
- 1122 Hog and Pig Farming
- 1123 Poultry and Egg Production
- 1124 Sheep and Goat Farming
- 1125 Aquaculture
- 1129 Other Animal Production
- 1131 Timber Tract Operations
- 1132 Forest Nurseries and Gathering of Forest Products
- 1133 Logging
- 1141 Fishing
- 1142 Hunting and Trapping
- 1151 Support Activities for Crop Production
- 1152 Support Activities for Animal Production
- 1153 Supportive Activities for Forestry

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**37. Please select all the industry codes that apply.** These groupings are based on the North American Industry Classification System (NAICS) 4-digit codes.

2012 NAICS US Codes & Titles \*

- 2111 Oil and Gas Extraction
- 2121 Coal Mining
- 2122 Metal Ore Mining
- 2123 Nonmetallic Mineral Mining and Quarrying
- 2131 Support Activities for Mining

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**38. Please select all the industry codes that apply.** (These groupings are based on the North American Industry Classification System (NAICS) 4-digit codes.) \*

2012 NAICS US Codes & Titles \*

- 2211 Electrical Power Generation, Transmission and Distribution
- 2212 Natural Gas Distribution
- 2213 Water, Sewage and Other Systems

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39. **Please select all the industry codes that apply.** (These groupings are based on the North American Industry Classification System (NAICS) 4-digit codes.)

2012 NAICS US Codes & Titles \*

- 2361 Residential Building Construction
- 2362 Nonresidential Building Construction
- 2371 Utility System Construction
- 2372 Land Subdivision
- 2373 Highway, Street, and Bridge Construction
- 2379 Other Heavy and Civil Engineering Construction
- 2381 Foundation, Structure, and Building Exterior Contractors
- 2382 Building Equipment Contractors
- 2383 Building Finishing Contractors
- 2389 Other Specialty Trade Contractors

334

40. **Please select all the industry codes that apply.** (These groupings are based on the North American Industry Classification System (NAICS) 4-digit codes.) \*

2012 NAICS US Codes & Titles \*

- 311 - 312 Food, Beverage, and Tobacco Product Manufacturing
- 313 - 315 Textile Mills & Apparel Manufacturing
- 316 Leather and Allied Product Manufacturing
- 321, 337 Wood, Furniture and Related Product Manufacturing
- 322 - 323 Paper Manufacturing, Printing, and Related Activities
- 324 Petroleum and Coal Products Manufacturing
- 325 Chemical Manufacturing
- 326 Plastics and Rubber Products Manufacturing
- 327 Nonmetallic Mineral Product Manufacturing
- 331 - 332 Primary & Fabricated Metal Manufacturing

- 333 Machinery Manufacturing
- 3341 Computer and Peripheral Equipment Manufacturing
- 3342 Communications Equipment Manufacturing
- 3343 Audio and Video Equipment Manufacturing
- 3344 Semiconductor and Other Electronic Component Manufacturing
- 3345 Navigational, Measuring, Electromedical, Control Instruments Manufacturing
- 3346 Manufacturing and Reproducing Magnetic and Optical Media
- 335 Electrical Equipment, Appliance, and Component Manufacturing
- 3361 Motor Vehicle Manufacturing
- 3362 Motor Vehicle Body and Trailer Manufacturing
- 3363 Motor Vehicle Parts Manufacturing
- 3364 Aerospace Product and Parts Manufacturing
- 3365 Railroad Rolling Stock Manufacturing
- 3366 Ship and Boat Building
- 3369 Other Transportation Equipment Manufacturing
- 3391 Medical Equipment and Supplies Manufacturing Miscellaneous
- 339 Miscellaneous Manufacturing

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41. **Please select all the industry codes that apply.** (These groupings are based on the North American Industry Classification System (NAICS) 4-digit codes.) \*

2012 NAICS US Codes & Titles \*

- 4231 Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers
- 4232 Furniture and Home Furnishing Merchant Wholesalers
- 4233 Lumber and Other Construction Materials Merchant Wholesalers
- 4234 Professional and Commercial Equipment and Supplies Merchant Wholesalers
- 4235 Metal and Mineral (except Petroleum) Merchant Wholesalers
- 4236 Household Appliances and Electrical and Electronic Goods Merchant Wholesalers
- 4237 Hardware, and Plumbing and Heating
- 4238 Machinery, Equipment, and Supplies Merchant Wholesalers
- 4239 Miscellaneous Durable Goods Merchant Wholesales
- 4241 Paper and Paper Product Merchant Wholesalers
- 4242 Drugs and Druggists Sundries Merchant Wholesalers
- 4243 Apparel, Piece Goods, and Notions Merchant Wholesalers
- 4244 Grocery and Related Product Merchant Wholesalers
- 4245 Farm Product Raw Material Merchant Wholesalers
- 4246 Chemical and Allied Products Merchant Wholesalers
- 4247 Petroleum and Petroleum Products Merchant Wholesalers
- 4248 Beer, Wine, and Distilled Alcoholic Beverage Merchant Wholesalers
- 4249 Miscellaneous Nondurable Goods Merchant Wholesalers
- 4251 Wholesales Electronic Markets and Agents and Brokers

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42. **Please select all the industry codes that apply.** (These groupings are based on the North American Industry Classification System (NAICS) 4-digit codes.) \*

2012 NAICS US Codes & Titles \*

## 2012 NAICS US Codes & Titles

- 4411 Automobile Dealers
- 4412 Other Motorvehicles
- 4413 Automotive Part, Accessories, and Tire Stores
- 4421 Furniture Stores
- 4422 Home Furniture Stores
- 4431 Electronics and Appliance Stores
- 4441 Building Material and Supplies Stores
- 4442 Lawn and Garden Equipment and Supplies Stores
- 4451 Grocery Stores
- 4452 Specialty Food Stores
- 4453 Beer, Wine, and Liquor Stores
- 4461 Health and Personal Care Stores
- 4471 Gasoline Stations
- 4481 Clothing Stores
- 4482 Shoe Stores
- 4483 Jewelry, Luggage, and Leather Goods Stores
- 4511 Sporting Goods, Hobby, and Musical Instrument Stores
- 4512 Book Stores and NewsDealers
- 4521 Department Stores
- 4529 Other General Merchandise Stores
- 4531 Florists
- 4532 Office Supplies, Stationery, and Gift Stores
- 4533 Used Merchandise Store
- 4539 Other Miscellaneous Store Retailers
- 4541 Electronic Shopping and Mail-Order Houses
- 4542 Vending Machine Operations
- 4543 Direct Selling Ventures



43. **Please select all the industry codes that apply.** (These groupings are based on the North American Industry Classification System (NAICS) 4-digit codes.) \*

2012 NAICS US Codes & Titles \*

- 4811 Schedule Air Transportation
- 4812 Nonscheduled Air Transportation
- 4821 Rail Transportation
- 4831 Deep Sea, Coastal, and Great Lakes Water Transportation
- 4832 Inland Water Transportation
- 4841 General Freight Trucking
- 4842 Specialized Freight Trucking
- 4851 Urban Transit System
- 4852 Interurban and Rural Bus Transportation
- 4853 Taxi and Limousine Service
- 4854 School and Employee Bus Transportation
- 4855 Charter Bus Industry
- 4859 Other Transit and Ground Passenger Transportation
- 4861 Pipeline Transportation of Crude Oil
- 4862 Pipeline Transportation of Natural Gas
- 4869 Other Pipeline Transportation
- 4871 Scenic and Sightseeing Transportation, Land
- 4872 Scenic and Sightseeing Transportation, Water
- 4879 Scenic and Sightseeing Transportation, Other
- 4881 Support Activities for Air Transportation
- 4882 Support Activities for Rail Transportation
- 4883 Support Activities for Water Transportation
- 4884 Support Activities for Road Transportation
- 4885 Freight Transportation Arrangement

- 4889 Other Support Activities for Transportation
- 4911 Postal Services
- 4921 Couriers and Express Delivery Services
- 4922 Local Messengers and Local Delivery
- 4931 Warehousing and Storage

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**44. Please select all the industry codes that apply.** (These groupings are based on the North American Industry Classification System (NAICS) 4-digit codes.) \*

2012 NAICS US Codes & Titles \*

- 5111 Newspaper, Periodical, Book, and Directory Publishers
- 5112 Software Publisher
- 5121 Motion Picture and Video Industries
- 5122 Sound Recording Industries
- 5151 Radio and Television Broadcasting
- 5171 Wired Telecommunications Carriers
- 5172 Wireless Telecommunications Carriers (except Satellite)
- 5174 Satellite Telecommunication
- 5179 Other Telecommunications
- 5182 Data Processing, Hosting, and Related Services
- 5191 Other Information Services

45. **Please select all the industry codes that apply.** (These groupings are based on the North American Industry Classification System (NAICS) 4-digit codes.) \*

2012 NAICS US Codes & Titles \*

- 5211 Monetary Authorities-Central Bank
- 5221 Depository Credit Intermediation
- 5222 Non-depository Credit Intermediation
- 5223 Activities Related to Credit Intermediation
- 5231 Securities and Commodity Contracts Intermediation and Brokerage
- 5232 Securities and Commodity Exchanges
- 5239 Other Financial Investment Activities
- 5241 Insurance Carriers
- 5242 Agencies, Brokerages, and Other Insurance Related Activities
- 5251 Insurance and Employee Benefit Funds
- 5259 Other Investment Pools and Funds

46. **Please select all the industry codes that apply.** (These groupings are based on the North American Industry Classification System (NAICS) 4-digit codes.) \*

2012 NAICS US Codes & Titles \*

- 5311 Lessors of Real Estate
- 5312 Officers of Real Estate Agents and Brokers
- 5313 Activities Related to Real Estate
- 5321 Automotive Equipment Rental and Leasing
- 5322 Consumer Goods Rental
- 5323 General Rental Centers
- 5324 Commercial and Industrial Machinery and Equipment Rental and Leasing
- 5331 Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)

47. **Please select all the industry codes that apply.** (These groupings are based on the North American Industry Classification System (NAICS) 4-digit codes.) \*

2012 NAICS US Codes & Title \*

- 5411 Legal Services
- 5412 Accounting, Tax Preparation, Bookkeeping, and Payroll Services
- 5413 Architectural , Engineering, and Related Services
- 5414 Specialized Design Services
- 5415 Computer Systems Design and Related Services
- 5416 Management, Scientific, and Technical Consulting Services
- 5417 Scientific Research and Development Services
- 5418 Advertising , Public Relations, and Related Service
- 5419 Other Professional, Scientific, and Technical Services

48. **Please select all the industry codes that apply.** (These groupings are based on the North American Industry Classification System (NAICS) 4-digit codes.) \*

2012 NAICS US Codes and Titles \*

- 5611 Office Administrative Services
- 5612 Facilities Support Services
- 5613 Employment Services
- 5614 Business Support Services
- 5615 Travel Arrangement and Reservation Services
- 5616 Investigation and Security Services
- 5617 Services to Buildings and Dwellings
- 5619 Other Support Services
- 5621 Waste Collection
- 5622 Waste Treatment and Disposal
- 5629 Remediation and Other Waste Management Service

49. **Please select all the industry codes that apply.** (These groupings are based on the North American Industry Classification System (NAICS) 4-digit codes.) \*

2012 NAICS US Codes & Titles \*

- 6111 Elementary and Secondary Schools
- 6112 Junior Colleges
- 6113 Colleges, Universities, Professional Schools
- 6114 Business Schools and Computer and Management Training
- 6115 Technical and Trade Schools
- 6116 Other Schools and Instruction
- 6117 Educational Support Services

50. **Please select all the industry codes that apply.** (These groupings are based on the North American Industry Classification System (NAICS) 4-digit codes.) \*

201 NAICS US Codes & Titles \*

- 6211 Offices of Physician
- 6212 Offices of Dentists
- 6213 Offices of Other Health Practitioners
- 6214 Outpatient Care Centers
- 6215 Medical Diagnostic Laboratories
- 6216 Home Healthcare Services
- 6219 Other Ambulatory Health Care Services
- 6221 General Medical and Surgical Hospitals
- 6222 Psychiatric and Substance Abuse Hospitals
- 6223 Specialty (except Psychiatric and Substance Abuse) Hospitals
- 6231 Nursing Care Facilities (Skilled Nursing Facilities)
- 6232 Residential Intellectual and Developmental Disability, Mental Health, and Substance Abuse Hospitals
- 6233 Continuing Care Retirement Communities and Assisted Living Facilities for the Elderly
- 6239 Other Residential Care Facilities
- 6241 Individual and Family Services
- 6242 Community Food and Housing, and Emergency and Other Relief Services
- 6243 Vocational Rehabilitation Services
- 6244 Child Day Care Services



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**51. Please select all the industry codes that apply.** (These groupings are based on the North American Industry Classification System (NAICS) 4-digit codes.) \*

2012 NAICS US Codes & Titles \*

- 7111 Performing Arts Companies
- 7112 Spectator Sports
- 7113 Promoters of Performing Art, Sports, and Similar Events
- 7114 Agents and Managers for Artist, Athletes, Entertainers, and Other Public Figures
- 7115 Independent Artists, Writers, and Performers
- 7121 Museums, Historical Sites, and Similar Institutions
- 7131 Amusement Parks and Arcades
- 7132 Gambling Industries
- 7139 Other Amusement and Recreation Industries

370

**52. Please select all the industry codes that apply.** (These groupings are based on the North American Industry Classification System (NAICS) 4-digit codes.) \*

2012 NAICS US Codes & Titles \*

- 7211 Traveler Accommodation
- 7212 RV (Recreational Vehicle) Parks and Recreational Camps
- 7213 Rooming and Boarding Houses
- 7223 Special Food Services
- 7224 Drinking Places (Alcoholic Beverages)
- 7225 Restaurants and Other Eating Places

**53. Please select all the industry codes that apply.** (These groupings are based on the North American Industry Classification System (NAICS) 4-digit codes.) \*

2012 NAICS US Codes & Titles \*

- 8111 Automotive Repair and Maintenance
- 8112 Electronic and Precision Equipment Repair and Maintenance
- 8113 Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance
- 8114 Personal and Household Goods Repair and Maintenance
- 8121 Personal Care Services
- 8122 Death Care Services
- 8123 Dry-Cleaning and Laundry Services
- 8129 Other Personal Services
- 8131 Religious Organizations
- 8132 Grant-Making and Giving Services
- 8133 Social Advocacy Organizations
- 8134 Civic and Social Organizations
- 8139 Business, Professional, Labor, Political, and Similar Organizations
- 8141 Private Households

376

54. **Please select all the industry codes that apply.** (These groupings are based on the North American Industry Classification System (NAICS) 4-digit codes.) \*

2012 NAICS US Codes & Titles \*

- 9211 Executive, Legislative, and Other General Government Support
- 9221 Justice, Public Order, and Safety Activities
- 9231 Administration of Human Resource Programs
- 9241 Administration of Environmental Quality Programs
- 9251 Administration of Housing Programs, Urban Planning, and Community Development
- 9261 Administration of Economic Program
- 9271 Space Research and Technology
- 9281 National Security and International Affairs

## Founder Demographics

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755

55. Please provide the following numbers:

At the inception of the business, how many individuals owned equity in the company?

At the inception of the business, how many entities (non-persons) owned equity in the company?

As of December 31, 2017, how many individuals own equity in the company?

As of December 31, 2017, how many entities (non-persons) own equity in the company?

756

56. Please provide the following information regarding your company's founders:

At the inception of the business, approximately what percentage of the founders were female?

- No female founders
- 1 - 19%
- 20 - 39%
- 40 - 59%
- 60 - 79%
- 80 - 99%
- All female founders

784

57. Please provide the following information regarding your company's shareholders:

As of December 31, 2017, approximately what percentage of the individual equity shareholders were female?

- No female shareholders
- 1 - 19%
- 20 - 39%
- 40 - 59%
- 60 - 79%
- 80 - 99%
- All female shareholders

759

58. Please provide the following metrics regarding average education level of your company's founders:

At the inception of the business, what was the approximate average education level of individual founders?

- High school diploma or less
- Some college
- Associate's degree
- Bachelor's degree
- Master's degree
- Doctorate degree (PhD, MD, JD, etc)

As of December 31, 2017, what was the approximate average education level of individual equity shareholders?

- High school diploma or less
- Some college
- Associate's degree
- Bachelor's degree
- Master's degree
- Doctorate degree (PhD, MD, JD, etc)

407

59. Please provide the following metrics regarding your company founders:

At the inception of the business, approximately what percentage of the founders were foreign born?

- No foreign born founders
- 1 - 19%
- 20 - 39%
- 40 - 59%
- 60 - 79%
- 80 - 99%
- All foreign born founders

788

60. Please provide the following metrics regarding your organization's shareholders:

As of December 31, 2017, approximately what percentage of the individual equity shareholders were foreign born?

- No foreign born shareholders
- 1 - 19%
- 20 - 39%
- 40 - 59%
- 60 - 79%
- 80 - 99%
- All foreign born shareholders

770

61. Please provide the following metrics regarding your company founders:

At the inception of the business, approximately what percentage of the founder were ethnic or racial minorities?

- No ethnic or racial minority founders
- 1 - 19%
- 20 - 39%
- 40 - 59%
- 60 - 79%
- 80 - 99%
- All founders are ethnic or racial minorities

791

62. Please provide the following metrics regarding your organization's shareholders:

As of December 31, 2017, approximately what percentage of the individual equity shareholders were ethnic or racial minorities?

- No ethnic or racial minority shareholders
- 1 - 19%
- 20 - 39%
- 40 - 59%
- 60 - 79%
- 80 - 99 %
- All ethnic or minority shareholders

**Thank You!**

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Thank you for taking our survey and supporting InBIA. Your response is important to us and will be used to enhance the entrepreneurial ecosystem for entrepreneurs and support organizations across the United States. Results will become available by the end of the fourth quarter of 2018.