

Utah Small Business Development Center Impact Study Questionnaire

All information will be kept confidential.

1.

Please indicate the year your business was either started or acquired. If neither, please indicate in the space provided.

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2-a.

What was the major activity of your business or proposed business in 2007? (please check one)

- Retailing
- Services (personal OR professional)
- Wholesale (distribution, etc.)
- Manufacturing
- Construction (all general, and other contractors)

2-b.

If your business or proposed business in 2007 was something other than listed, please indicate in the space provided.

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3. Counting yourself, how many full-time employees (35 hours or more per week) and part-time employees (less than 35 hours per week) did you have at the end of each of the following years that you were in business? If you were not in business, just write N/A in the appropriate blank(s).

a.

2007 full-time employees

//

b.

2008 full-time employees

//

c.

2007 part-time employees

//

d.

2008 part-time employees

//

4. Please estimate the number of jobs your business may have saved since 2007 where SBDC assistance received made a difference in your business.

a.

Full-time jobs saved.

//

b.

Part-time jobs saved.

5. What were your gross sales revenues (i.e., before expenses) for the following calendar years? If you were not in business during either year write N/A (not applicable) in the appropriate blank(s).

a.

2007 gross sales revenues

//

b.

2008 gross sales revenues

//

6.

Please estimate the amount of gross sales revenues saved as a result of the SBDC's assistance. (Existing revenues saved)

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7.

Did the SBDC assist you in obtaining financing?

- Yes
- No

8. Please estimate the total amount of debt and equity financing your business raised in 2007 and 2008.

a.

SBA loans \$

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b.

Other loans/debt financing \$

//

c.

Equity raised from investors \$ (equity infusion can include additional money invested by the owner(s)).

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9.

Was the overall service you received from the Small Business Development Center beneficial?

- Yes
- No

10.

Excellent Above Average Average Below Average Poor

How would you rate the knowledge and expertise of your SBDC counselor? (please choose one)

11.

Excellent Above Average Average Below Average Poor

How would you describe your overall working relationship with the SBDC counselor who provided counseling to you? (please choose one)

12.

Would you recommend that other businesspersons contact the Small Business Development Center?

- Yes
- No

13.

Was comparable assistance available from a private consultant at a price you could afford?

- Yes
- No

14.

Over the past 3 years or since start-up (whichever is shorter), please compare your firm's average net profit divided by sales to your primary competitors.

	Much Below	Below	Similar	Better	Much Better
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

15.

Over the past 3 years, or since start-up (whichever is shorter), please select the range that best estimates your firm's average net profit divided by sales.

<0%	0%	1-5%	6-10%	11-15%	16-20%	>20%
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

16.

Over the past 3 years or since start-up (whichever is shorter), please compare your firm's average sales growth to your primary competitors.

	Much Below	Below	Similar	Better	Much Better
	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

17.

Over the past 3 years, or since start-up (whichever is shorter), please select the range that best estimates your firm's average yearly sales growth.

<0%	0%	1-5%	6-10%	11-15%	16-20%	>20%
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

The following questions, 18-24, are intended to help us study family businesses, and are less critical to our analysis of the client business environment.

18. How many family managers (including yourself) and non-family managers does your business have?

a.

Family Managers

/

b.

Non-family Managers

/

19. What percentage of the business do you own? What percentage does other family members own?

a.

% Owned by Myself

/

b.

% Owned by Family



20. Not counting yourself, how many family members and non-family members have ownership in your business?

a.

#Family owners



b.

Non-family Owners



21. How many of the family and non-family owners listed above are also employed as managers in your firm?

a.

Family managers who are owners



b.

Non-family managers who are owners



22.

Do you intend for the future successor as president of your business be a family member?

- Yes
- No

23.

Do you consider your firm to be a family business?

- Yes
- No

24.

Do you intend for members of your family to continue to hold controlling ownership after you retire?

- Yes
- No

25.

If you would like a copy of the results of this study, please provide your email address in the space provided.



Complete