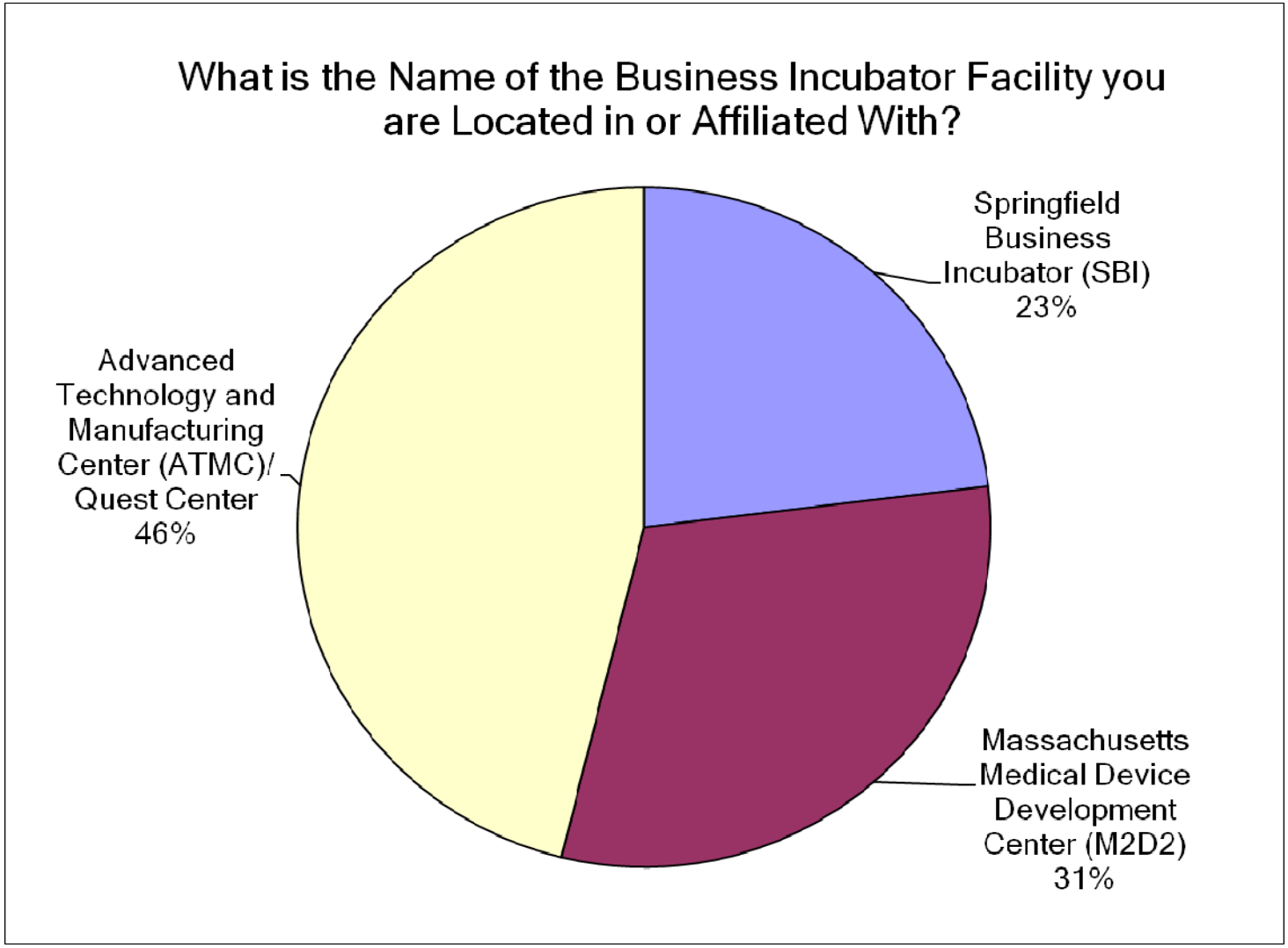
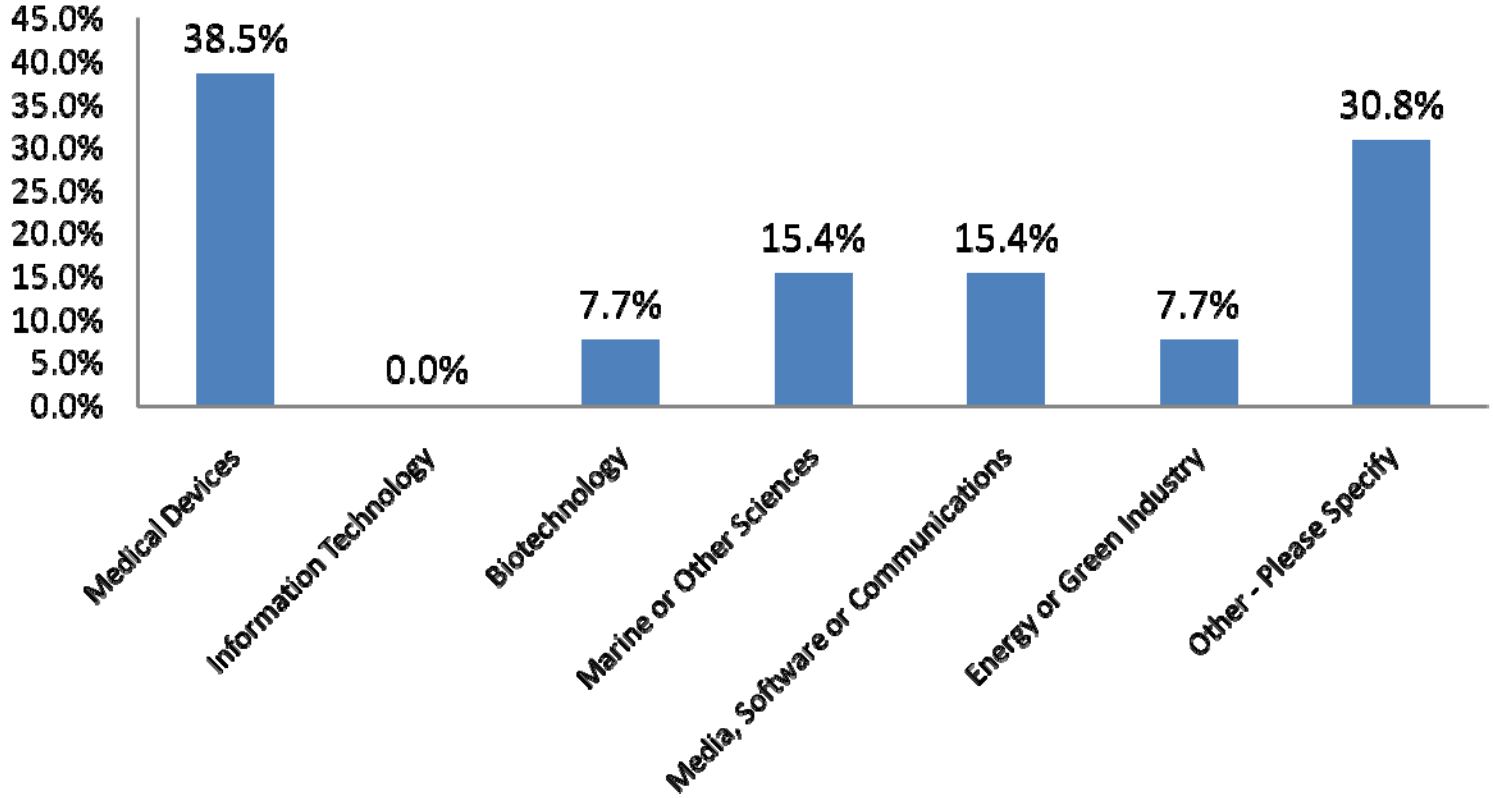
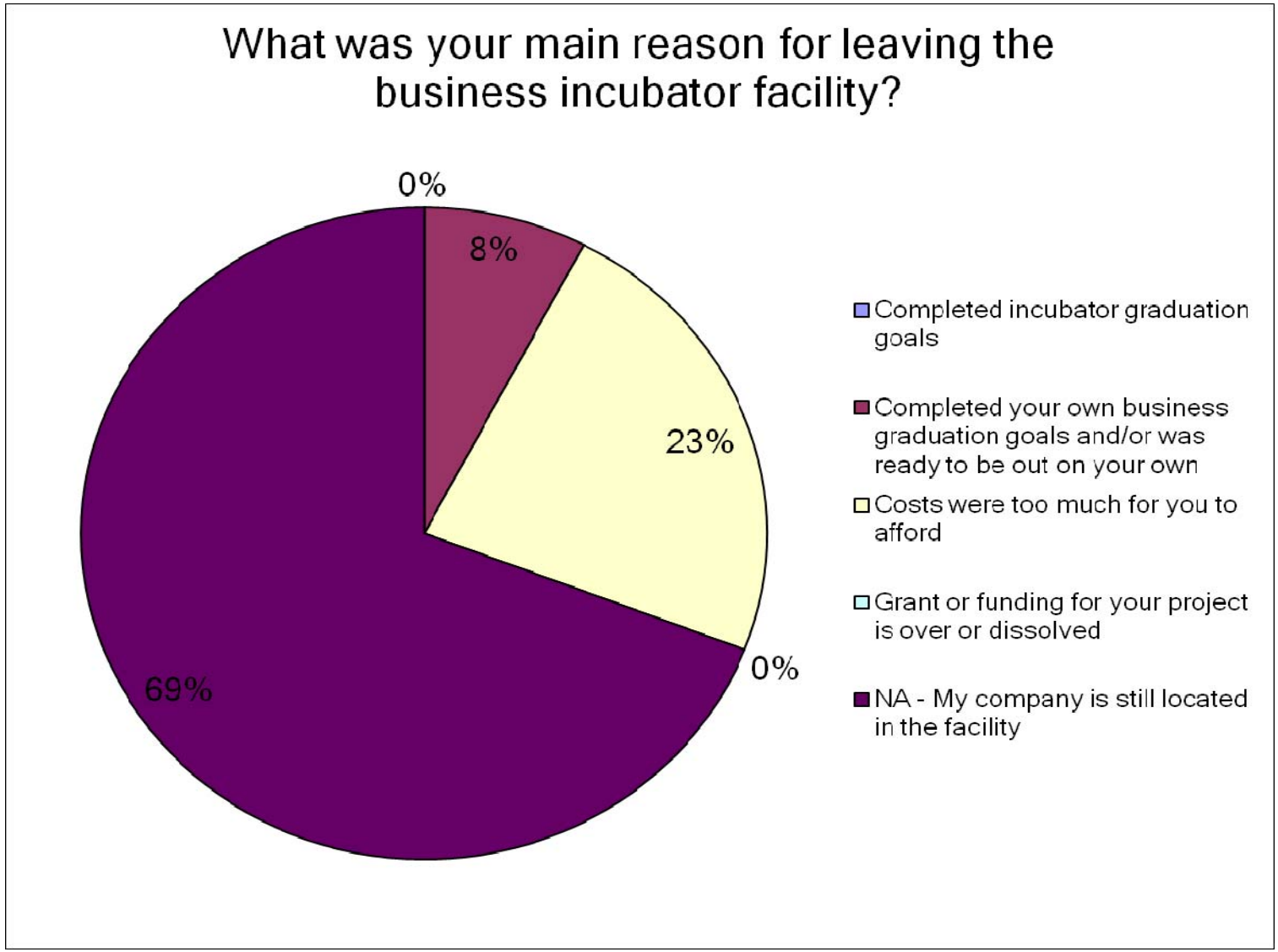
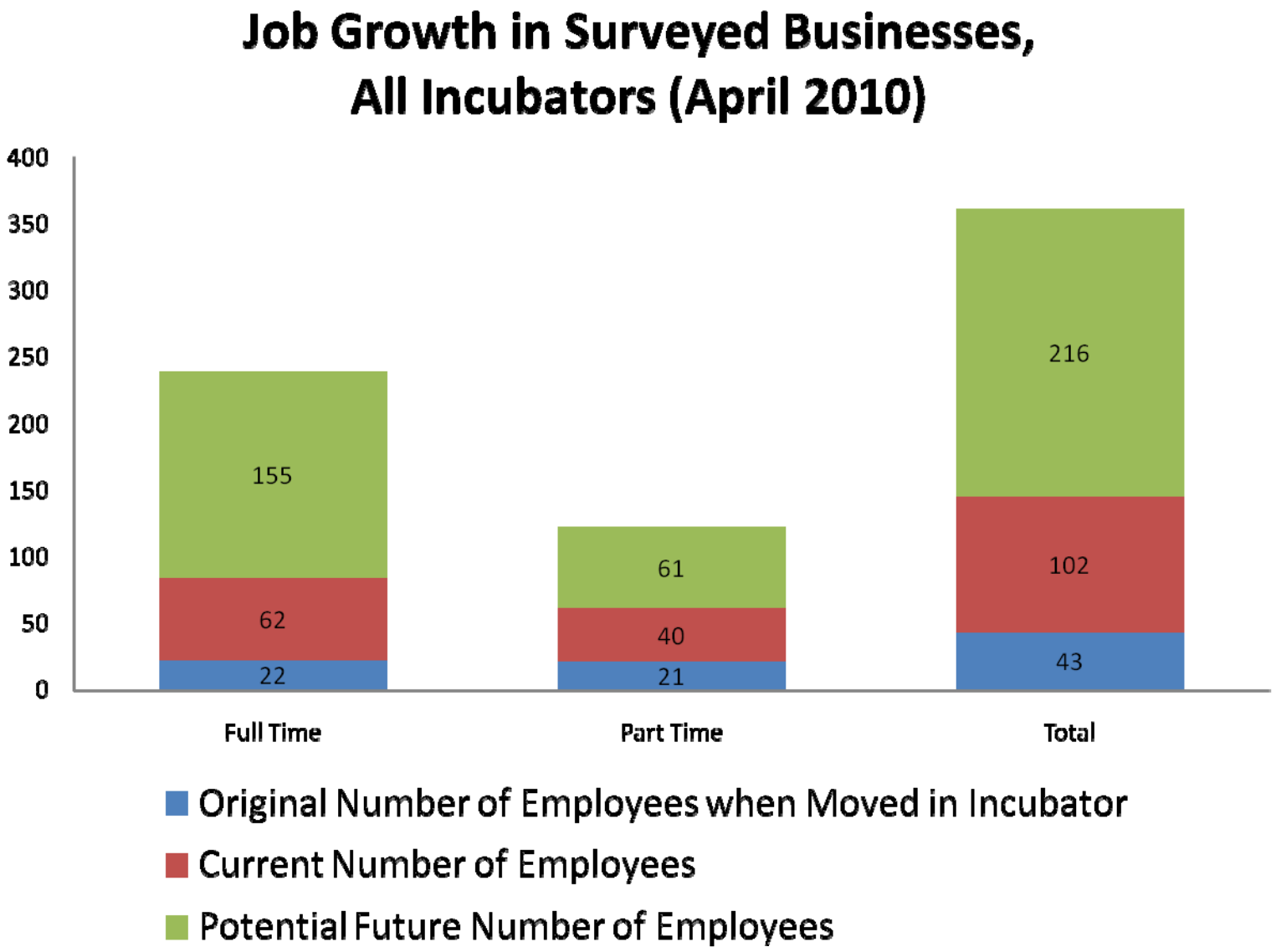

What is the Name of the Business Incubator Facility you are Located in or Affiliated With?
Springfield Business Incubator (SBI) 23%
Advanced Technology and Manufacturing Center (ATMC)/ Quest Center 46%
Massachusetts Medical Device Development Center (M2D2) 31%

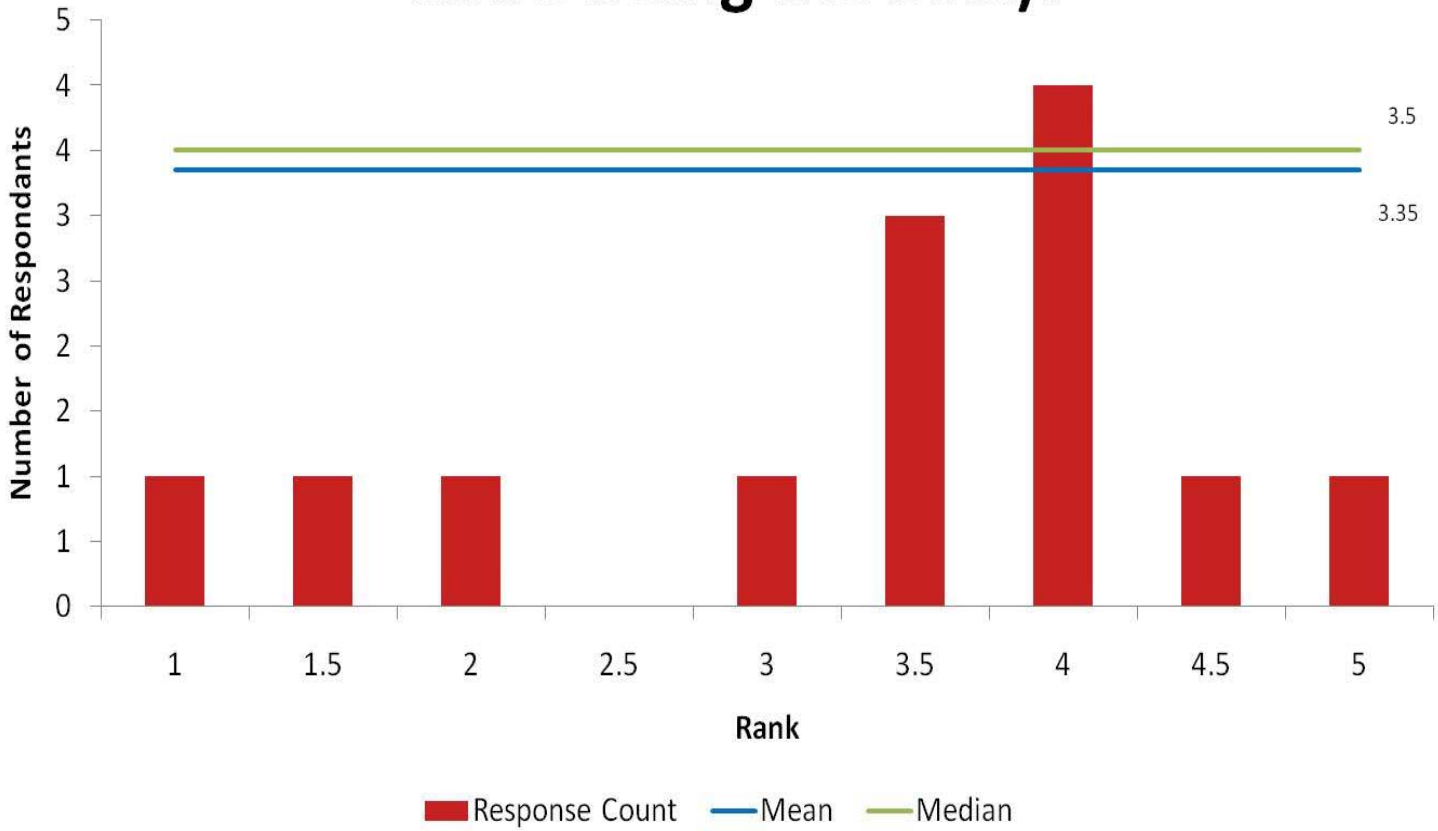
Percent of Businesses that Responded to Survey by Category



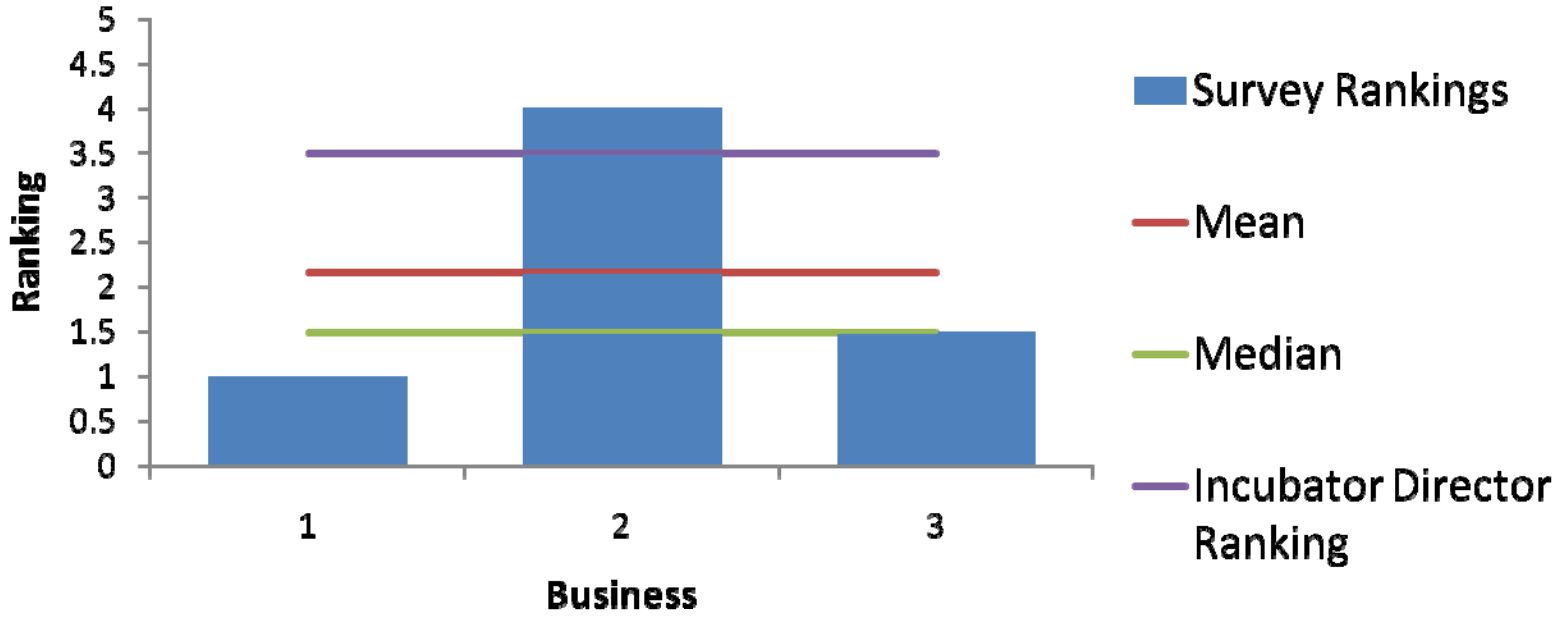

What was your main reason for leaving the business incubator facility?
0%
8%
23%
0%
69%
Completed incubator graduation goals
Completed your own business graduation goals and/or was ready to be out on your own
Costs were too much for you to afford
Grant or funding for your project is over or dissolved
NA - My company is still located in the facility


Job Growth in Surveyed Businesses,
All Incubators (April 2010)
400
350
300
250
200
150
100
50
0
155
62
22
61
40
21
216
102
43
Full Time
Part Time
Total
Original Number of Employees when Moved in Incubator
Current Number of Employees
Potential Future Number of Employees

How would you rank this city as a place to do business (with 1 being the worse and 5 being the best)?

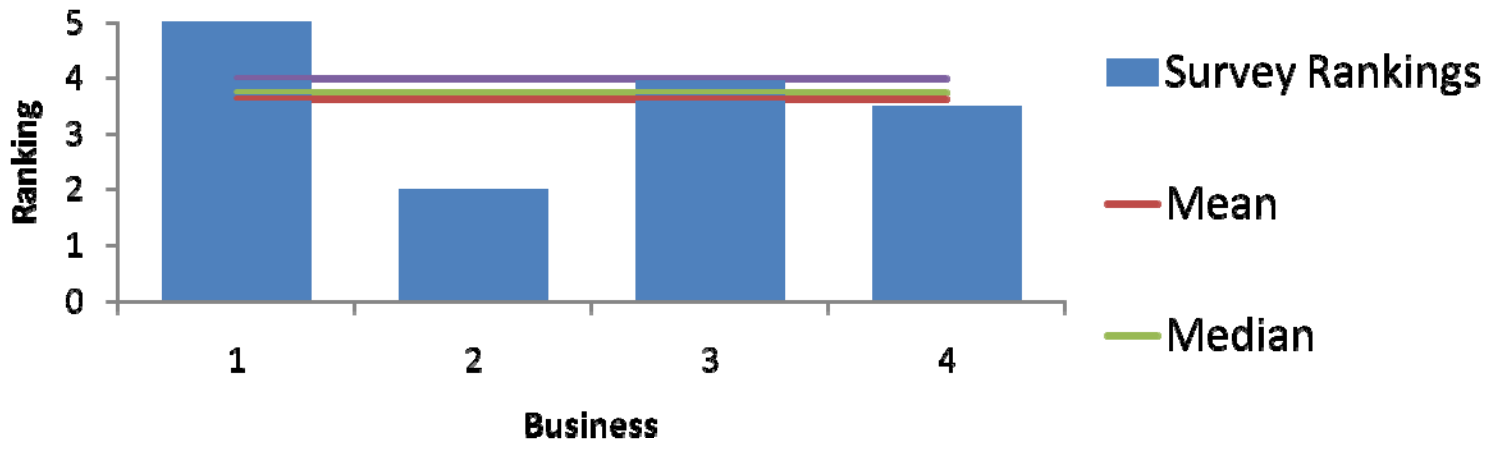


SBI Business Ranking of Springfield as a Place to do Business



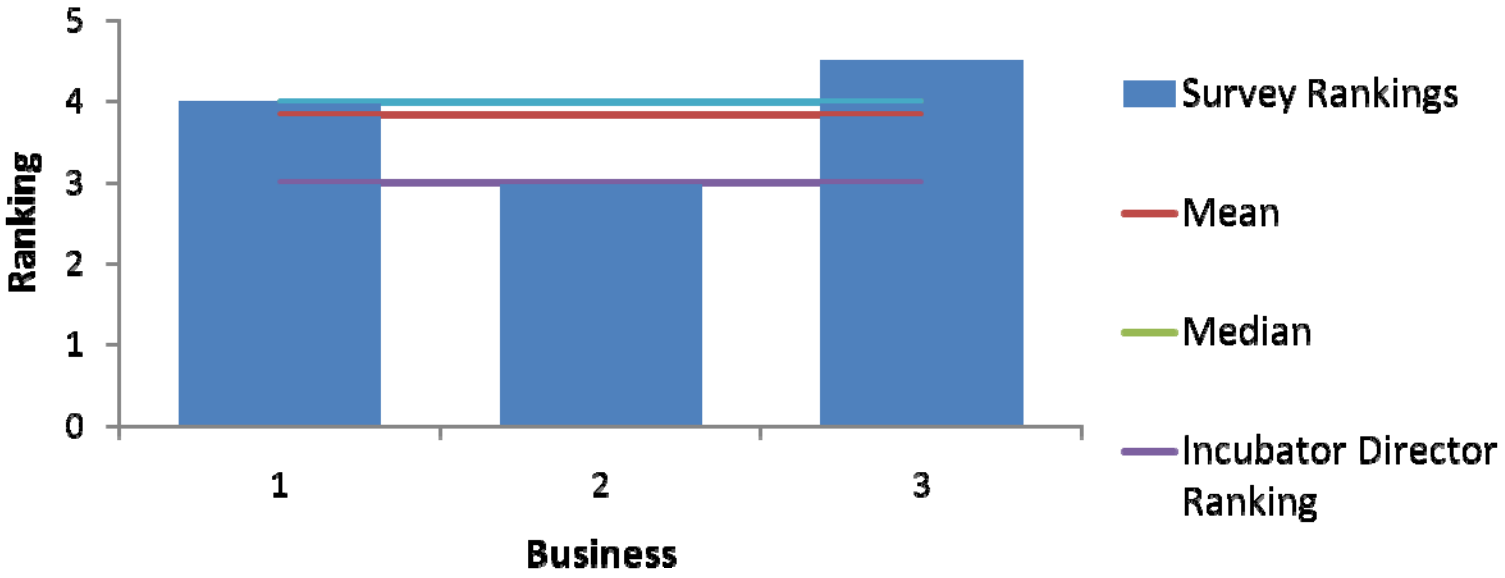
The city is more up-and-coming, especially with the UMass initiatives, good location close to 90/91 with corridors to Boston and Hartford, has a good business feel and has more businesses coming into the area.
No issues with city, location is proximate to my customers.
Springfield isn't safe or improving as a City.

M2D2 Business Ranking of Lowell as a Place to do Business



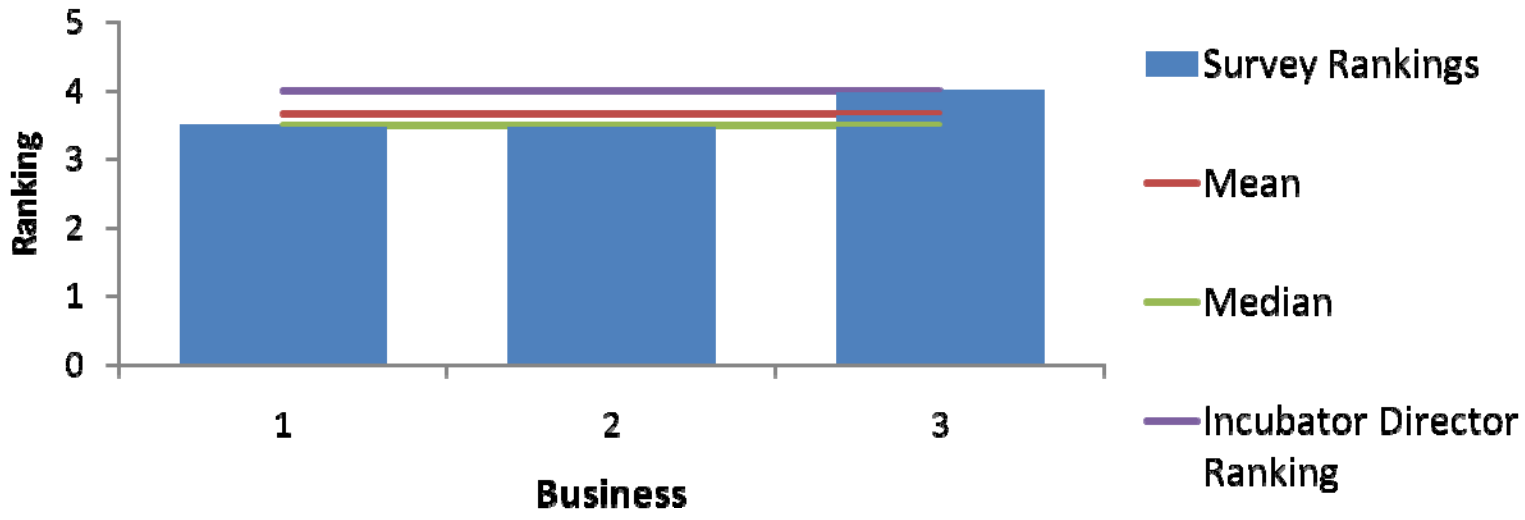
The city is very cooperative and flexible to work with.
Excellent interaction, ex M2D2.
Great location, right off I495 and Rte 9 West.
Seed stage funding is NOT available

ATMC Business Ranking of Fall River as a Place to do Business



The city and region have a combination of things such as a great cost of living, nice area, proximity to Providence, Roger Williams, UMass Dartmouth, and other colleges.
The area is in the process of learning and we are all trying to respond to the textile industry decline.
They have an interest in renewable which help
TAXES TOO HIGH - MOVING TO FL.
We are close to everything, we need including ocean for testing.
We don't have much interaction with the city, but I do feel they appreciate our being here.

Quest Center Business Ranking of New Bedford as a Place to do Business



New Bedford is an easy place to do business but the business climate depends on the type of businesses.
It has links to many of the universities and colleges and has an active corridor for marine science in the heart of coast from eastern Connecticut to Cape Cod.
We don't have much interaction with the city, but I do feel they appreciate our being here.

Please rate each of the following according to the level of importance on where to locate your company based on <u>business needs</u>.

Answer Options	Not Important	Somewhat Important	Important	Extremely Important	Response Count
Affordable space for my business	1	2	3	7	13
Utility costs	1	2	4	5	12
The location has cache among other businesses/clients in my industry	2	1	8	2	13
Close to key suppliers of materials, equipment, or business services	3	2	7	1	13
Favorable lifestyle amenities that can help me recruit and retain highly talented workers	2	2	6	3	13
Close to important business clients	3	2	6	2	13
Available workers with a high degree of skill/experience in my industry	1	2	6	4	13
Close to universities conducting research relevant to my business	5	2	5	1	13
Opportunities to network with similar types of businesses	3	3	4	3	13
Labor costs	1	8	2	2	13
Transportation costs	2	5	3	3	13
Access to potential investors or lenders (e.g. venture capital, angel investors, banks)	3	5	3	2	13
A high volume of customer pass-by traffic/visibility	7	3	1	1	12
				answered question	**13**
				skipped question	**0**

Please rate each of the following according to the level of importance on where to locate your company based on <u>quality of life characteristics</u>.

Answer Options	Not Important	Somewhat Important	Important	Extremely Important	Response Count
Close to my existing residence or the residence of others in the management team	0	4	4	5	13
Quality and beauty of the natural environment	0	5	7	1	13
Near attractive places for my workers to live	2	2	7	2	13
Outdoor recreational opportunities	5	5	2	1	13
Close to restaurants, shopping and commercial entertainment venues	5	4	3	1	13
Close to arts and cultural amenities	7	4	2	0	13
Availability of affordable housing	3	4	3	2	12
				answered question	**13**
				skipped question	**0**

Please rate each of the following according to the level of importance on where to locate your company based on <u>government, infrastructure, and policy</u>.

Answer Options	Not Important	Somewhat Important	Important	Extremely Important	Not Applicable	Response Count
Tax rates	1	2	3	7	0	13
Cooperation of local government	2	2	4	5	0	13
Availability of tax incentives or site/infrastructure subsidies	0	2	6	5	0	13
Close to airports with regular commercial flights	1	4	6	2	0	13
Quality of municipal services	1	4	6	0	0	11
Potential for on-site expansion	2	4	6	1	0	13
Highway access and roadway infrastructure	2	2	5	4	0	13
Mass/public transit service	4	6	2	1	0	13
Less stringent environmental regulations and permitting restrictions	5	4	2	2	0	13
					answered question	**13**
					skipped question	**0**

What do you think are advantages or challenges to doing business in this city or to the reinvestment of Gateway Cities in general?

- Ability for start-up's to find affordable space to work
- Costs are cheaper than BOSTON
- Boston = High housing costs, terrible traffic, poor public transit
- perception of crime rate in cities
- Poor infrastructure
- Build a partnership to add jobs
- Campus like feel open area with relaxed setting
- This city, or any Gateway city, does not affect our business. We were attracted to this building/location purely for affordability and workplace environment. No financial benefit comes from being located in this city.
- I don't see a advantage doing business in this city other then it's close to where I live. My business would be better positioned in another city.

Please rank how important you think the following funding sources are for your company to succeed (with 1 being the least important and 5 being the most important).

Answer Options	1 Least Important	2	3 Neutral	4	5 Most Important	Response Count
Family, friends, personal savings	2	0	3	3	5	13
Licensing revenues or royalties from patents or copyrights	1	2	3	5	2	13
Small Business Technology Transfer (STTR) Grants	3	1	2	5	2	13
Small Business Innovation Research (SBIR) Grants	4	1	2	3	3	13
Other Publicly Supported Technology Grants	4	1	1	3	4	13
Loans from banks or financial institutions	1	1	7	4	0	13
Venture Capital funding, Angel investors	1	2	4	4	2	13
Other (please specify)						2
					answered question	13
					skipped question	0

Has your company received private or public grants, loans, or other funding (SBIR, STTR, other technology grants, loans from banks, venture capital)?

Answer Options	Response Percent	Response Count
Yes	53.8%	7
No	46.2%	6
If Yes, please indicate the type of funding and approximate amount.		7
	answered question	13
	skipped question	0

Are there any universities or quasi-public entities that you have worked with to license your company's technology, intellectual property, or other financial interests (i.e. Office of Technology Transfer, Commercial Ventures and Intellectual Property)?

Answer Options	Response Percent	Response Count
Yes	30.8%	4
No	69.2%	9
If so, which university/quasi-public entity and what type of technology, intellectual property, or financial interest?		3
	answered question	13
	skipped question	0

Are there any private companies that have licensed technology, intellectual property, or have financial interests or equity stakes with your company?

Answer Options	Response Percent	Response Count
Yes	7.7%	1
No	92.3%	12
If so, which companies and what type of technology, intellectual property, or equity?		2
answered question		13
skipped question		0