

Survey of Business Incubators in Gateway Cities

Introduction of Study

This survey should be completed by the business manager or owner of the incubating business that best understands the operations, finances, and strategies of the company. If your business is no longer located in the incubator facility, please think back to when you were located in the incubator facility.

Completing this survey should only take about 20 minutes of your time. Please fill out all questions completely and as accurately as possible. Please note an asterisk (*) is used to highlight required questions but that where necessary approximate dates and numbers are acceptable. You are welcome to skip any questions that you feel uncomfortable answering.

The benefits to the participants of this study may include finding future opportunities for the business incubator or businesses within the incubator (such as identifying additional services, facilities, and funding opportunities that may help the incubator as a whole or individual companies within the incubator).

All responses will be kept strictly confidential. The findings from this survey will only be reported in aggregate form in such a way that the identity of individual respondents cannot be determined. Identifying information is only collected to confirm completion of the survey and will not be used in the analysis.

If you have any questions, comments or concerns regarding this study, please contact Sonya Smith at XX.

I would appreciate it if you took the time to complete this survey. Thank you.

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Company / Respondent Information

* 1. Please indicate your name and your title within your company.

Name

Title

2. Please provide your company's name, physical address, and contact information.

Company:

Address:

City/Town:

State:

ZIP/Postal Code:

Email Address:

Phone Number:

3. Please indicate your mailing address, if different from your physical address.

* 4. What is the name of the business incubator facility you are located in or affiliated with?

Advanced Technology and Manufacturing Center (ATMC)/ Quest Center

Massachusetts Medical Device Development Center (M2D2)

Springfield Business Incubator (SBI)

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Type of Company

* 1. Which of the following industry categories best describes the primary products or service offered by your company?

- Biotechnology
- Energy or Green Industry
- Information Technology
- Marine or Other Sciences
- Media, Software or Communications
- Medical Devices
- Other - Please Specify

2. Please describe your company's primary products and/or services in greater detail.

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Founding of Company

* 1. When was your company founded or when did your company begin business operation (MM/YYYY)?

* 2. When did your company begin operation in the business incubator facility (MM/YYYY)? Please put "NA" if your company was never located in the facility.

* 3. When did your company leave the business incubator facility (MM/YYYY)?

Please put "NA" if your company is still located in the facility.

* 4. What was your main reason for leaving the business incubator facility?

- 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

Other-Please State

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Company Employment and Job Growth

* 1. When your company began business operation in the business incubator facility, how many people were employed at your company (counting yourself, if applicable)?

Full Time

Part Time

* 2. How many people are currently employed at your company (counting yourself)?

Full Time

Part Time

3. How many employees do you expect or hope will be added (or subtracted) to your company in the next five to ten years (please use + for added employees and - for subtracted employees)?

Full Time

Part Time

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Business and Location Preferences

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

1

1.5

2

2.5

3

3.5

4

4.5

5

Please provide justification on ranking or additional comments regarding the city as a place to do business.

* 2. Please rate each of the following according to the level of importance on where to locate your company based on business needs.

	Not Important	Somewhat Important	Important	Extremely Important	Not Applicable
Affordable operating space for my business	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Utility costs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Transportation costs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The location has cache among other businesses/clients in my industry	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Favorable lifestyle amenities that can help me recruit and retain highly talented workers	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Close to key suppliers of materials, equipment, or business services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Close to important business clients	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
A high volume of customer pass-by traffic/visibility	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Labor costs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Available workers with a high degree of skill/experience in my industry	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Close to universities conducting research relevant to my business	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Opportunities to network with similar types of businesses	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Access to potential investors or lenders (e.g. venture capital, angel investors, banks)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

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

	Not Important	Somewhat Important	Important	Extremely Important	Not Applicable
Close to my existing residence or the residence of others in the management team	jn	jn	jn	jn	jn
Quality and beauty of the natural environment	jn	jn	jn	jn	jn
Close to restaurants, shopping and commercial entertainment venues	jn	jn	jn	jn	jn
Close to arts and cultural amenities	jn	jn	jn	jn	jn
Outdoor recreational opportunities	jn	jn	jn	jn	jn
Near attractive places for my workers to live	jn	jn	jn	jn	jn
Availability of affordable housing	jn	jn	jn	jn	jn

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

	Not Important	Somewhat Important	Important	Extremely Important	Not Applicable
Less stringent environmental regulations and permitting restrictions	jn	jn	jn	jn	jn
Tax rates	jn	jn	jn	jn	jn
Quality of municipal services	jn	jn	jn	jn	jn
Availability of tax incentives or site/infrastructure subsidies	jn	jn	jn	jn	jn
Cooperation of local government	jn	jn	jn	jn	jn
Close to airports with regular commercial flights	jn	jn	jn	jn	jn
Mass/public transit service	jn	jn	jn	jn	jn
Highway access and roadway infrastructure	jn	jn	jn	jn	jn
Potential for on-site expansion	jn	jn	jn	jn	jn

5. What do you think are additional advantages or challenges to doing business in this city? What do you think are advantages or challenges to the reinvestment of Gateway Cities (post-industrial cities) in general?

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Services and Facilities

1. How would you rank the importance of these services for your company to succeed (with 1 being the least important and 5 being the most important service)?

	1 Least Important	2	3 Neutral	4	5 Most Important
Administrative assistants	jq	jq	jq	jq	jq
Law, licensing, copyright, and/or patenting services	jq	jq	jq	jq	jq
Accounting and/or financial services (including obtaining access to private and government loans)	jq	jq	jq	jq	jq
Management, business plan, and/or marketing services	jq	jq	jq	jq	jq
Information Technology and/or computer services	jq	jq	jq	jq	jq
Help with hiring entry-level professionals	jq	jq	jq	jq	jq
Help with hiring experienced professionals	jq	jq	jq	jq	jq
Guidance and/or mentoring from business leaders	jq	jq	jq	jq	jq
Buildings and/or grounds maintenance	jq	jq	jq	jq	jq
Shared resources (students, professors, and workforce training) with universities and/or community colleges	jq	jq	jq	jq	jq
Shared resources with private companies	jq	jq	jq	jq	jq
Classes, seminars, and/or on-the-job training	jq	jq	jq	jq	jq

2. How would you rank the importance of the following facilities for your company to succeed (with 1 being the least important and 5 being the most important facility)?

	1 Least Important	2	3 Neutral	4	5 Most Important
Conference rooms	jq	jq	jq	jq	jq
Kitchen or casual/social rooms	jq	jq	jq	jq	jq
Laboratory or testing space	jq	jq	jq	jq	jq
Shared resources (facilities and machinery) with universities, community colleges, and outside private companies	jq	jq	jq	jq	jq
Technology and utilities (phones, fax, internet, computers)	jq	jq	jq	jq	jq

3. Which additional services and/or facilities would you like to see in the business incubator facility?

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4. What types of companies would you like to see in the business incubator facility?

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Funding and Equity

1. 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).

	1 Least Important	2	3 Neutral	4	5 Most Important
Small Business Innovation Research (SBIR) Grants	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Small Business Technology Transfer (STTR) Grants	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other Publicly Supported Technology Grants	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Licensing revenues or royalties from patents or copyrights	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Loans from banks or financial institutions	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Venture Capital funding, Angel investors	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Family, friends, personal savings	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Other (please specify)

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

Yes

No

If Yes, please indicate the type of funding and approximate amount.

3. 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)?

Yes

No

If so, which university/quasi-public entity and what type of technology, intellectual property, or financial interest?

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

Yes

No

If so, which companies and what type of technology, intellectual property, or equity?

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Thank you for your participation

Thank you for your participation. Please contact study administrator and study author Sonya Smith or faculty advisor Henry Renski if you have any additional questions, comments, or concerns or wish to receive a copy of the final study.