

REGION				
	N=		468	100%
	West	1	(1/ 66)	0 0%
	Midwest	2		129 28%
	South	3		209 45%
	Northeast	4		130 28%

(Ask to speak to Owner. If not available, make callback arrangements.)

Hello, my name is _____ and I'm conducting a survey of small business owners for Suffolk University and the U.S. Conference of Mayors in Association with American Management Services. We're conducting a seven minute (25 question) study about current business trends and financial planning for the year 2006 and would like to include your views. I can assure you that we are not trying to sell you anything and that your responses will be kept strictly confidential. Thank you.

	N=		468	100%
	Continue	1	(1/ 69)	468 100%

GENDR				
RECORD GENDER				
	N=		468	100%
	Male	1	(1/ 70)	332 71%
	Female	2		136 29%

S2				
S2. Do you own a business with less than 100 employees?				
	N=		468	100%
	Yes	1	(1/ 71)	468 100%
	No	2		0 0%
	Don't Know/Refused (DO NOT READ).....	3		0 0%

Q1				
Q1. How many people are employed in your business?				
	N=		468	100%
	Fewer than 25	1	(1/ 74)	282 60%
	25-50	2		151 32%
	More than 50	3		35 7%
	Don't know/Refused (DO NOT READ)	4		0 0%

Q2				
Q2. Is your business located in a city or is it situated in a suburban area?				
	N=		468	100%
	City	1	(1/ 75)	228 49%
	Suburban area	2		225 48%
	Neither	3		15 3%
	Don't know/Refused (DO NOT READ)	4		0 0%

Q3				
Q3. Where do you think your business will be one year from now?				
	N=		468	100%
	Better	1	(1/ 76)	311 66%
	Worse	2		22 5%
	The same	3		116 25%
	Don't know/Refused (DO NOT READ)	4		19 4%

Q4

Q4. In the next 12 months, is it more likely that you will add, subtract or keep the same number of employees?

N=			468	100%
Add	1	(1/ 77)	205	44%
Subtract	2		15	3%
Keep the same	3		233	50%
Don't know/Refused (DO NOT READ)	4		15	3%

Q5

Q5. What is the most significant challenge to your businesses' profitability?

READ LIST - ONE ANSWER ONLY

N=			468	100%
High employee wages	01	(1/ 78)	28	6%
High employee benefits/healthcare costs	02		131	28%
Taxes	03		48	10%
High raw material costs	04		42	9%
Finding and retaining qualified employees	05		113	24%
Low sales volume	06		52	11%
Insurance - liability, property (not healthcare)	07		17	4%
Competition	08		6	1%
Increasing business/customers	09		7	1%
Other	97		12	3%
Don't know/Refused (DO NOT READ)	99		12	3%

Q6

Q6. How has the recent energy crisis affected your business?

N=			468	100%
Major negative impact	1	(1/ 80)	113	24%
Minor negative impact	2		243	52%
No impact	3		51	11%
Major positive impact	4		21	4%
Minor positive impact	5		32	7%
Don't know/Refused (DO NOT READ)	6		8	2%

Q7

Q7. How have the increases in interest rates affected your business?

N=			468	100%
Major negative impact	1	(1/ 81)	35	7%
Minor negative impact	2		138	29%
No impact	3		258	55%
Major positive impact	4		4	1%
Minor positive impact	5		15	3%
Don't know/Refused (DO NOT READ)	6		18	4%

PREQ8

The next five questions are about the relationship of your business to government.

N=			468	100%
Continue	1	(1/ 82)	468	100%

Q8

Q8. How would you grade your local government's efforts in creating a pro-business climate within your community? Would you give government an . . .

N=			468	100%
A (includes A+, A, A-)	1	(1/ 83)	37	8%
B (includes B+, B, B-)	2		91	19%
C (includes C+, C, C-)	3		157	34%
D (includes D+, D, D-)	4		49	10%
F (includes F+, F, F-)	5		89	19%
Incomplete (DO NOT READ)	6		26	6%
Don't know/Refused (DO NOT READ)	7		19	4%

Q9

Q9. Which one of the following elected officials do you think is the most creative and innovative in helping small businesses?

N=			468	100%
President/Executive Branch	1	(1/ 84)	61	13%
Congress	2		18	4%
Governors	3		45	10%
State Legislators	4		93	20%
Mayors/local officials	5		134	29%
Other (DO NOT READ)	6		32	7%
Don't know/Refused (DO NOT READ)	7		85	18%

Q10

Q10. Have you worked with any federal agencies to receive assistance? (Agencies may include the Small Business Administration, Dep. of Commerce, FEMA (FEE-Mah), Dept. of Agriculture, or some other Agency.)

N=			468	100%
Yes	1	(1/ 85)	32	7%
No	2		436	93%
Don't know/Refused (DO NOT READ)	3		0	0%

Q11A

Q11A. Did your experience with the agency ... help your business?

N=			32	100%
Yes	1	(1/ 86)	28	88%
No	2		4	13%
Don't know/Refused (DO NOT READ)	3		0	0%

Q11B

Q11B. Did your experience with the agency ... afford you easy access?

N=			32	100%
Yes	1	(1/ 87)	26	81%
No	2		4	13%
Don't know/Refused (DO NOT READ)	3		2	6%

Q11C

Q11C. Did your experience with the agency ... resolve in a timely manner?

N=			32	100%
Yes	1	(1/ 88)	28	88%
No	2		4	13%
Don't know/Refused (DO NOT READ)	3		0	0%

Q12

Q12. Why haven't you used federal agencies to help your business grow?

(DO NOT READ LIST UNLESS RESPONDENT SAYS "DON'T KNOW" THEN YOU CAN READ LIST AND ASK THEM TO CHOOSE 1)
ONE ANSWER - ONLY

N=			436	100%
Don't know which agencies could help my business	01	(1/ 89)	112	26%
Don't have the time/resources to apply	02		30	7%
Don't know what they could offer	03		79	18%
Don't know if my business would qualify	04		30	7%
Too much paperwork	05		60	14%
Don't trust federal government with my business info	06		24	6%

No need for any help	07	77	18%
Other	97	4	1%
Don't know/Refused (DO NOT READ)	99	20	5%

PRE13

The next five questions are about the national economy and political issues...

N=		468	100%
Continue	1	(1/ 91)	468 100%

Q13

Q13. In general, would you say that the national economy is headed in the right direction or the wrong direction?

N=		468	100%
Right direction	1	(1/ 92)	237 51%
Wrong direction	2		167 36%
Neither (DO NOT READ)	3		50 11%
Don't know/Refused (DO NOT READ)	4		14 3%

Q14

Q14. Do you feel your business is/was better off economically under the Bush or Clinton Administration?

N=		468	100%
Bush	1	(1/ 93)	177 38%
Clinton	2		169 36%
Don't know/Refused (DO NOT READ)	3		122 26%

Q15

Q15. Generally speaking, which of the two major political parties - Democratic or Republican - is more sympathetic to the needs of small business?

N=		468	100%
Democratic	1	(1/ 94)	103 22%
Republican	2		190 41%
Neither (DO NOT READ)	3		125 27%
Other (DO NOT READ)	4		3 1%
Don't know/Refused (DO NOT READ)	5		47 10%

Q16

Q16. Overall, do you consider yourself a Democrat or Republican?

N=		468	100%
Democrat	1	(1/ 95)	90 19%
Republican	2		201 43%
Independent (DO NOT READ)	3		126 27%
Other (DO NOT READ)	4		12 3%
Don't know/Refused (DO NOT READ)	5		39 8%

Q17

Q17. Regarding the Iraq War, do you approve or disapprove with the President's handling of the war?

N=		468	100%
Approve	1	(1/ 96)	226 48%
Disapprove	2		177 38%
Other (DO NOT READ)	3		32 7%
Don't know/Refused (DO NOT READ)	4		33 7%

Q18

Q18. Who would you vote for if the election were held today? Some Democrats include John Kerry, John Edwards, Hilary Clinton, Joe Biden (BYE-Den), Bill Richardson, and Al Gore. Of the Republicans - John McCain, Bill Frist, Condoleezza Rice, and Newt Gingrich?

N=			468	100%
John Kerry	01	(1/ 97)	20	4%
John Edwards	02		15	3%
Hilary Clinton	03		42	9%
Joe Biden	04		9	2%
Bill Richardson	05		0	0%
Al Gore	06		3	1%
John McCain	07		74	16%
Bill Frist	08		3	1%
Condoleezza Rice	09		55	12%
Newt Gingrich	10		15	3%
Other - Mark Warner	11		2	0%
Other - Rudy Giuliani	12		33	7%
Other - George Allen	13		3	1%
Other - Mitt Romney	14		4	1%
Other	97		15	3%
Don't know/Refused (DO NOT READ)	99		175	37%

Q19

Q19. On the topic of abortion, would you say you are pro-choice or pro-life?

N=			468	100%
Pro-choice	1	(1/ 99)	212	45%
Pro-life	2		170	36%
Other	3		36	8%
Don't know/Refused (DO NOT READ)	4		50	11%

DEMOS

The final questions will help us with classify your responses with others taking the survey.

N=			468	100%
Continue	1	(1/100)	468	100%

Q20

Q20. For statistical purposes only, can you please tell me what your ethnic background is?

N=			468	100%
White/Caucasian	1	(1/101)	439	94%
Black/African-American	2		7	1%
American Indian/Alaska Native	3		0	0%
Asian	4		10	2%
Native Hawaiian and Other Pacific Islander	5		0	0%
Hispanic/Latino	6		6	1%
Other	7		0	0%
Don't know/Refused (DO NOT READ)	8		6	1%

Q21

Q21. What was the last grade of formal education you completed?

N=			468	100%
Less than high school	1	(1/102)	16	3%
High school graduate	2		61	13%
Some college/vocational	3		116	25%
College graduate	4		227	49%
Post college graduate (masters or doctorate) ...	5		42	9%
Don't know/Refused (DO NOT READ)	6		6	1%

Q22

Q22. Do you have children under the age of 18 living at home?

N=			468	100%
Yes	1	(1/103)	177	38%
No	2		276	59%
Refused (DO NOT READ)	3		15	3%

Q23

Q23. What is your age category?

N=			468	100%
18-24 years	1	(1/104)	3	1%
25-34 years	2		13	3%
35-44 years	3		118	25%
45-54 years	4		165	35%
55-64 years	5		113	24%
65+ years	6		45	10%
Refused (DO NOT READ)	7		11	2%

Q24

Q24. Which of the following categories comes closest to your household income for 2005?

N=			468	100%
<\$30,000	1	(1/105)	4	1%
\$30,000 - \$50,000	2		48	10%
\$50,000 - \$75,000	3		51	11%
\$75,000 - \$150,000	4		86	18%
\$150,000 - \$250,000	5		75	16%
\$250,000 - \$500,000	6		14	3%
\$500,000 - \$750,000	7		3	1%
Over \$750,000	8		3	1%
Refused (DO NOT READ)	9		184	39%