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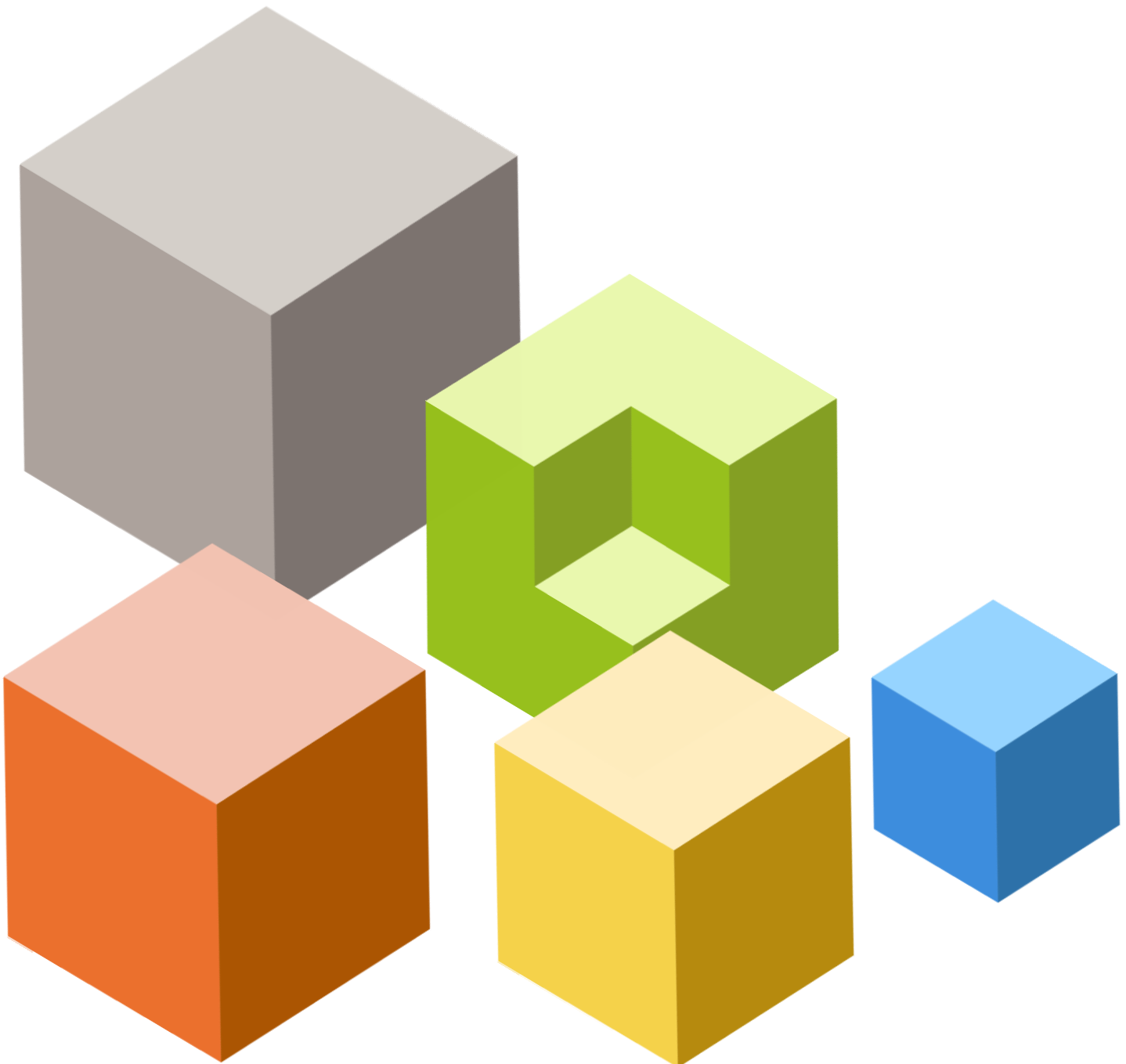
Entrepreneurship in the Population Survey

EPOP: 2023 Public Use File

Codebook and Documentation

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The Entrepreneurship in the Population Survey Project is being conducted by researchers at NORC at the University of Chicago with funding from a grant from the Ewing Marion Kauffman Foundation. Questions about this research project should be directed to EPOPresearch@norc.org.

The full title of the survey is “The Entrepreneurship in the Population Survey” and the abbreviation is EPOP Survey. In referencing the project or document, follow these standards:

Full Project Title: **The Entrepreneurship in the Population Survey Project: 2023**

Project Abbreviation: **EPOP:2023**

Full Report Title: **Entrepreneurship in the Population Survey Public Use File
Codebook: 2023**

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SECTION INDEX OF VARIABLES

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| Variable Name | Variable Label |
|----------------------|-------------------------------------------------------------------------|
| R_SUID | RESPONDENT ID |
| SAMP_TYPE | EPOP SAMPLE TYPE |
| PARTIAL_CASE | INDICATOR FOR PARTIAL COMPLETE CASES |
| Q_LANGUAGE | SURVEY LANGUAGE |
| Q_MODE | SURVEY MODE |
| DEM_AGE_PUF | PUF VARIABLE: RESPONDENT AGE |
| DEM_AGE_IMPUTED | INDICATOR FOR IMPUTED AGE VALUES |
| CENSUS_DIV_DRV | DERIVED VARIABLE: CENSUS DIVISION DERIVED FROM ZIP CODE |
| REGION_DRV | DERIVED VARIABLE: CENSUS REGION DERIVED FROM ZIP CODE |
| RUCC_DRV | DERIVED VARIABLE: URBANICITY MEASURE DERIVED FROM COUNTY |
| DEM_GENDER | GENDER IDENTITY |
| RACE_PUF | PUF VARIABLE: RACE |
| S_JOBSTAT_1 | WORKED FOR PAY LAST WEEK |
| S_JOBSTAT_2 | WORKED FOR PAY LAST WEEK EVEN AN HOUR |
| S_JOBSTAT_3 | LOOKED FOR WORK LAST WEEK |
| S_JOBSTAT_4_1 | REASONS NOT WORKING LAST WEEK - RETIRED |
| S_JOBSTAT_4_2 | REASONS NOT WORKING LAST WEEK - LAYOFF |
| S_JOBSTAT_4_3 | REASONS NOT WORKING LAST WEEK - STUDENT |
| S_JOBSTAT_4_4 | REASONS NOT WORKING LAST WEEK - FAMILY RESPONSIBILITIES |
| S_JOBSTAT_4_5 | REASONS NOT WORKING LAST WEEK - CHRONIC ILLNESS OR PERMANENT DISABILITY |
| S_JOBSTAT_4_6 | REASONS NOT WORKING LAST WEEK - SUITABLE JOB NOT AVAILABLE |
| S_JOBSTAT_4_7 | REASONS NOT WORKING LAST WEEK - DID NOT NEED OR WANT TO WORK |
| S_JOBSTAT_4_8 | REASONS NOT WORKING LAST WEEK - NONE OF THE ABOVE |
| S_JOBSTAT_5_1 | NOT WORKING REASON- SELF-EMPLOYED AND NOT PAID |
| S_JOBSTAT_5_2 | NOT WORKING REASON- VACATION |
| S_JOBSTAT_5_3 | NOT WORKING REASON- PAID LEAVE |

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| Variable Name | Variable Label |
|----------------------|----------------------------------------------|
| S_JOBSTAT_5_4 | NOT WORKING REASON- OTHER BENEFITS |
| S_JOBSTAT_5_5 | NOT WORKING REASON- SABBATICAL |
| S_JOBSTAT_5_6 | NOT WORKING REASON- NONE OF THE ABOVE |
| S_JOBSTAT_6 | IMPORTANT TO KNOW YOUR JOB STATUS |
| S_JOB_1 | MAIN JOB/WORK ARRANGEMENT IN THE LAST WEEK |
| S_GIGCHECK_1 | MAIN JOB GIG WORK |
| S_PAIDJOB_1 | WORK FOR PAY AT SECOND JOB |
| S_JOB_2 | SECOND JOB |
| S_GIGCHECK_2 | SECOND JOB GIG WORK |
| DOV_CUR_ENTR | CURRENT ENTREPRENEUR FLAG |
| DOV_CUR_FREE | CURRENT FREELANCER FLAG |
| S_FORMBIZ_1 | EVER OWNED A BUSINESS |
| S_FORMBIZ_2 | OUTSIDE OF FREELANCE, EVER OWNED A BUSINESS |
| S_ADDBIZ_1 | CURRENTLY OWN ANY OTHER BUSINESS |
| S_ADDBIZ_2 | TOTAL BUSINESSES OWNED |
| S_ADDBIZ_3 | EVER OWNED ADDITIONAL BUSINESS |
| S_FORMBIZ_STAT_1 | STILL OWN BUSINESS |
| S_FORMBIZ_STAT_2 | CLOSE, SELL, OR LEAVE BUSINESS |
| S_FORMBIZ_STAT_3 | APPROXIMATELY CLOSE, SELL, OR LEAVE BUSINESS |
| S_FORMFREE_1 | EVER FREELANCER |
| S_ADDFREE_1 | OTHER CURRENT FREELANCER ROLES |
| S_ADDFREE_2 | TOTAL FREELANCER JOBS |
| S_ADDFREE_3 | EVER A FREELANCER |
| S_FORMFREE_STAT_1_Y2 | STILL FREELANCER - Y2 |
| S_FORMFREE_STAT_2 | YEAR STOP PREVIOUS WORK |
| S_FORMFREE_STAT_3 | APPROXIMATELY STOP PREVIOUS WORK |
| DOV_FORM_ENTR | FORMER ENTREPRENEUR FLAG |
| DOV_FORM_FREE | FORMER FREELANCER FLAG |

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| Variable Name | Variable Label |
|----------------------|------------------------------------------------|
| S_NASCENT_1 | NASCENT NEW BUSINESS |
| DOV_NASCENT | NASCENT FLAG |
| S_WITHDRAW_1 | WITHDRAWN BUSINESS |
| DOV_WITHDRAW | WITHDRAWN FLAG |
| S_INTEREST_2 | INTEREST IN STARTING BUSINESS |
| S_GIGCHECK_3 | OUTSIDE GIG WORK |
| S_GIGCHECK_3_IMPUTED | INDICATOR FOR IMPUTED S_GIGCHECK_3 VALUES |
| S_GIGPLATFORM_1 | GIG PLATFORM COMPANY COORDINATING |
| S_GIGPLATFORM_2 | GIG PLATFORM ONLINE APP |
| S_GIGPLATFORM_DRV | GIG PLATFORM TYPE DERIVED FROM S_GIGPLATFORM_3 |
| PE_GIGREASON_1_1 | REASON GIG- PRIMARY INCOME |
| PE_GIGREASON_1_2 | REASON GIG- SUPPLEMENT PAY |
| PE_GIGREASON_1_3 | REASON GIG- SUPPLEMENT RETIREMENT |
| PE_GIGREASON_1_4 | REASON GIG- HELP FAMILY OR FRIENDS |
| PE_GIGREASON_1_5 | REASON GIG- STARTING OWN BUSINESS |
| PE_GIGREASON_1_6 | REASON GIG- CAREER TRANSITION |
| PE_GIGREASON_1_7 | REASON GIG- MAINTAIN SKILLS |
| PE_GIGREASON_1_8 | REASON GIG- NEW SKILLS |
| PE_GIGREASON_1_9 | REASON GIG- WORKING FOR MYSELF |
| PE_GIGREASON_1_10 | REASON GIG- FLEXIBILITY |
| PE_GIGREASON_1_11 | REASON GIG- NETWORK |
| PE_GIGREASON_1_12 | REASON GIG- FUN |
| PE_GIGREASON_1_13 | REASON GIG- OTHER REASON |
| DOV_GIGWORK | GIG WORKER FLAG |
| DOV_GENPOP | GENERAL POPULATION FLAG |
| DOV_GROUP | COMPUTE GROUP |
| DOV_FORM_ENTR_Y1 | FORMER ENTREPRENEUR FLAG - Y1 EQUIVALENT |
| DOV_FORM_FREE_Y1 | FORMER FREELANCER FLAG - Y1 EQUIVALENT |

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| Variable Name | Variable Label |
|----------------------|-----------------------------------------------|
| DOV_WITHDRAW_Y1 | WITHDRAWN FLAG - Y1 EQUIVALENT |
| CURWORK | CURRENTLY WORKING FLAG |
| PE_EMPSTAT_1 | PURSUING IDEA EMPLOYMENT STATUS |
| PE_EMPSTAT_2_1 | NOT WORKING PURSUING- RETIRED |
| PE_EMPSTAT_2_2 | NOT WORKING PURSUING- LAYOFF |
| PE_EMPSTAT_2_3 | NOT WORKING PURSUING- STUDENT |
| PE_EMPSTAT_2_4 | NOT WORKING PURSUING- FAMILY RESPONSIBILITIES |
| PE_EMPSTAT_2_5 | NOT WORKING PURSUING- ILLNESS OR DISABILITY |
| PE_EMPSTAT_2_6 | NOT WORKING PURSUING- JOB NOT AVAILABLE |
| PE_EMPSTAT_2_7 | NOT WORKING PURSUING- NO NEED OR WANT TO WORK |
| PE_EMPSTAT_2_8 | NOT WORKING PURSUING- NONE OF THE ABOVE |
| PE_REASONS_1_1 | REASON IMPORTANCE- OWN BOSS |
| PE_REASONS_1_2 | REASON IMPORTANCE- FLEXIBLE HOURS |
| PE_REASONS_1_3 | REASON IMPORTANCE- BALANCE |
| PE_REASONS_1_4 | REASON IMPORTANCE- GREATER INCOME |
| PE_REASONS_1_5 | REASON IMPORTANCE- SUPPLEMENT INCOME |
| PE_REASONS_1_6 | REASON IMPORTANCE- AVENUE FOR IDEAS |
| PE_REASONS_1_7 | REASON IMPORTANCE- UNABLE TO FIND EMPLOYMENT |
| PE_REASONS_1_8 | REASON IMPORTANCE- NOT VALUED |
| PE_REASONS_1_9 | REASON IMPORTANCE- NOT ADEQUATE OPPORTUNITIES |
| PE_REASONS_1_10 | REASON IMPORTANCE- NOT PAID FAIRLY |
| PE_REASONS_1_11 | REASON IMPORTANCE- NOT WORK FOR SOMEONE |
| PE_REASONS_1_12 | REASON IMPORTANCE- START OWN BUSINESS |
| PE_REASONS_1_13 | REASON IMPORTANCE- ROLE MODEL |
| PE_REASONS_1_14 | REASON IMPORTANCE- FAMILY BUSINESS |
| PE_REASONS_1_15 | REASON IMPORTANCE- HELP COMMUNITY |
| PE_REASONS_2 | MOST IMPORTANT FOR PURSUING |
| PE_REASONS_3 | SECOND MOST IMPORTANT FOR PURSUING |

SECTION INDEX OF VARIABLES

| Variable Name | Variable Label |
|----------------------|-----------------------------------------------------------|
| ENTR_EXPERIENCE_1 | SIMILAR WORK |
| ENTR_EXPERIENCE_2 | PRIOR EXPERIENCE BUSINESS |
| ENTR_EXPERIENCE_3 | YEARS OF EXPERIENCE |
| PE_STEPS_1_1 | NETWORKING STEPS- FRIEND |
| PE_STEPS_1_2 | NETWORKING STEPS- FAMILY MEMBER |
| PE_STEPS_1_3 | NETWORKING STEPS- MENTOR |
| PE_STEPS_1_4 | NETWORKING STEPS- EXPERTS |
| PE_STEPS_1_5 | NETWORKING STEPS- NONE OF THE ABOVE |
| PE_STEPS_2_1 | TECHNICAL OR MARKET RESEARCH STEPS - LEADERS |
| PE_STEPS_2_2 | TECHNICAL OR MARKET RESEARCH STEPS - PROFESSIONAL ADVICE |
| PE_STEPS_2_3 | TECHNICAL OR MARKET RESEARCH STEPS - MARKET RESEARCH |
| PE_STEPS_2_4 | TECHNICAL OR MARKET RESEARCH STEPS - PATENTS |
| PE_STEPS_2_5 | TECHNICAL OR MARKET RESEARCH STEPS - PROTOTYPE |
| PE_STEPS_2_6 | TECHNICAL OR MARKET RESEARCH STEPS - FEEDBACK |
| PE_STEPS_2_7 | TECHNICAL OR MARKET RESEARCH STEPS - NONE OF ABOVE |
| PE_STEPS_3_1 | BUSINESS DEVELOPMENT STEPS- ATTENDED TRAININGS |
| PE_STEPS_3_2 | BUSINESS DEVELOPMENT STEPS- APPLIED TO SUPPORT PROGRAM |
| PE_STEPS_3_3 | BUSINESS DEVELOPMENT STEPS- NONE OF THE ABOVE |
| PE_STEPS_4_1 | BUSINESS FINANCING STEPS- EXPLORED BANK FINANCING OPTIONS |
| PE_STEPS_4_2 | BUSINESS FINANCING STEPS- APPLIED FOR FINANCING |
| PE_STEPS_4_3 | BUSINESS FINANCING STEPS- CONVERSATIONS ABOUT FUNDING |
| PE_STEPS_4_4 | BUSINESS FINANCING STEPS- OWN CAPITAL |
| PE_STEPS_4_5 | BUSINESS FINANCING STEPS- NONE OF THE ABOVE |
| PE_STEPS_5_1 | ORGANIZATIONAL PLANNING STEPS- CREATE SPREADSHEETS |
| PE_STEPS_5_2 | ORGANIZATIONAL PLANNING STEPS- CREATE WEBSITE |
| PE_STEPS_5_3 | ORGANIZATIONAL PLANNING STEPS- CREATE SOCIAL MEDIA |
| PE_STEPS_5_4 | ORGANIZATIONAL PLANNING STEPS- TAX ID |
| PE_STEPS_5_5 | ORGANIZATIONAL PLANNING STEPS- BUSINESS PLAN |

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| Variable Name | Variable Label |
|----------------------|-------------------------------------------------------------|
| PE_STEPS_5_6 | ORGANIZATIONAL PLANNING STEPS- CREATE PITCH DECK |
| PE_STEPS_5_7 | ORGANIZATIONAL PLANNING STEPS- NONE OF THE ABOVE |
| PE_STEPS_6_1 | STAFFING AND GROWTH STEPS- FIRST CUSTOMER |
| PE_STEPS_6_2 | STAFFING AND GROWTH STEPS- MADE SALE |
| PE_STEPS_6_3 | STAFFING AND GROWTH STEPS- HIRED EMPLOYEE |
| PE_STEPS_6_4 | STAFFING AND GROWTH STEPS- QUIT JOB |
| PE_STEPS_6_5 | STAFFING AND GROWTH STEPS- NONE OF THE ABOVE |
| PE_STEPS_7 | OTHER STEPS |
| PE_STEPS_REASONS_A | REASON FOR NOT ENGAGE- NETWORKING |
| PE_STEPS_REASONS_B | REASON FOR NOT ENGAGE- RESEARCH |
| PE_STEPS_REASONS_C | REASON FOR NOT ENGAGE- DEVELOPMENT |
| PE_STEPS_REASONS_D | REASON FOR NOT ENGAGE- FINANCING |
| PE_STEPS_REASONS_E | REASON FOR NOT ENGAGE- PLANNING |
| PE_STEPS_REASONS_F | REASON FOR NOT ENGAGE- STAFFING |
| PE_CHALLENGE_1_1_Y2 | FINANCIAL CHALLENGES- NOT AFFORD HEALTH INSURANCE - Y2 |
| PE_CHALLENGE_1_2_Y2 | FINANCIAL CHALLENGES- NOT ACCESS EMPLOYER BENEFITS- Y2 |
| PE_CHALLENGE_1_3_Y2 | FINANCIAL CHALLENGES- CHALLENGES WITH PERSONAL FINANCES- Y2 |
| PE_CHALLENGE_1_4_Y2 | FINANCIAL CHALLENGES- NOT ENOUGH SAVINGS- Y2 |
| PE_CHALLENGE_1_5_Y2 | FINANCIAL CHALLENGES- ACCESSING CAPITAL- Y2 |
| PE_CHALLENGE_1_6_Y2 | FINANCIAL CHALLENGES- POOR CREDIT- Y2 |
| PE_CHALLENGE_1_7_Y2 | FINANCIAL CHALLENGES- LIMITED RELATIONSHIP- Y2 |
| PE_CHALLENGE_1_8_Y2 | FINANCIAL CHALLENGES- NONE OF THE ABOVE- Y2 |
| PE_CHALLENGE_2_1 | BUSINESS OPERATION CHALLENGES- GETTING REGISTERED |
| PE_CHALLENGE_2_2 | BUSINESS OPERATION CHALLENGES- NOT KNOWING WHERE TO START |
| PE_CHALLENGE_2_3 | BUSINESS OPERATION CHALLENGES- DOING MY TAXES |

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| Variable Name | Variable Label |
|----------------------|------------------------------------------------------------------|
| PE_CHALLENGE_2_4 | BUSINESS OPERATION CHALLENGES- NAVIGATING REGULATIONS |
| PE_CHALLENGE_2_5 | BUSINESS OPERATION CHALLENGES- OBTAINING RELEVANT INSURANCE |
| PE_CHALLENGE_2_6 | BUSINESS OPERATION CHALLENGES- NONE OF THE ABOVE |
| PE_CHALLENGE_3_1 | CUSTOMER REACH CHALLENGES- FINDING CUSTOMERS |
| PE_CHALLENGE_3_2 | CUSTOMER REACH CHALLENGES- SETTING UP ONLINE PRESENCE |
| PE_CHALLENGE_3_3 | CUSTOMER REACH CHALLENGES- SECURING PHYSICAL LOCATION |
| PE_CHALLENGE_3_4 | CUSTOMER REACH CHALLENGES- NONE OF THE ABOVE |
| PE_CHALLENGE_4_1 | RESOURCE CHALLENGES- PROFESSIONAL SUPPORT |
| PE_CHALLENGE_4_2 | RESOURCE CHALLENGES- ROLE MODELS |
| PE_CHALLENGE_4_3 | RESOURCE CHALLENGES- FAMILY OR FRIENDS |
| PE_CHALLENGE_4_4 | RESOURCE CHALLENGES- COMMUNITY SUPPORT |
| PE_CHALLENGE_4_5 | RESOURCE CHALLENGES- BALANCE |
| PE_CHALLENGE_4_6 | RESOURCE CHALLENGES- MAJOR LIFE EVENT |
| PE_CHALLENGE_4_7 | RESOURCE CHALLENGES- FINDING TIME |
| PE_CHALLENGE_4_8 | RESOURCE CHALLENGES- NONE OF THE ABOVE |
| PE_CHALLENGE_5_1 | ECONOMY OR MARKET CHALLENGES- FINDING AND RETAINING EMPLOYEES |
| PE_CHALLENGE_5_2 | ECONOMY OR MARKET CHALLENGES- COMPETING AGAINST OTHER BUSINESSES |
| PE_CHALLENGE_5_3 | ECONOMY OR MARKET CHALLENGES- SUPPLY CHAIN ISSUES |
| PE_CHALLENGE_5_4 | ECONOMY OR MARKET CHALLENGES- UNFAVORABLE ECONOMY |
| PE_CHALLENGE_5_5 | ECONOMY OR MARKET CHALLENGES- NONE OF THE ABOVE |
| PE_CHALLENGE_6 | OTHER CHALLENGES |
| PE_CAPITAL_1_1 | SOURCES OF CAPITAL- PERSONAL/FAMILY SAVINGS |
| PE_CAPITAL_1_2 | SOURCES OF CAPITAL- PERSONAL/FAMILY ASSETS |
| PE_CAPITAL_1_3 | SOURCES OF CAPITAL- PERSONAL/FAMILY HOME EQUITY LOAN |

SECTION INDEX OF VARIABLES

| Variable Name | Variable Label |
|----------------------------|--------------------------------------------------------------|
| PE_CAPITAL_1_4 | SOURCES OF CAPITAL- PERSONAL CREDIT CARD |
| PE_CAPITAL_1_5 | SOURCES OF CAPITAL- BUSINESS CREDIT CARD |
| PE_CAPITAL_1_6 | SOURCES OF CAPITAL- GOVERNMENT-GUARANTEED BUSINESS LOAN |
| PE_CAPITAL_1_7 | SOURCES OF CAPITAL- BUSINESS LOAN FROM BANK |
| PE_CAPITAL_1_8 | SOURCES OF CAPITAL- BUSINESS LOAN FROM GOVERNMENT |
| PE_CAPITAL_1_9 | SOURCES OF CAPITAL- BUSINESS LOAN FROM FAMILY/FRIENDS |
| PE_CAPITAL_1_10 | SOURCES OF CAPITAL- INVESTMENT BY VENTURE CAPITALISTS |
| PE_CAPITAL_1_11 | SOURCES OF CAPITAL- CROWDFUNDING |
| PE_CAPITAL_1_12 | SOURCES OF CAPITAL- GRANTS |
| PE_CAPITAL_1_13 | SOURCES OF CAPITAL- OTHER CAPITAL |
| PE_CAPITAL_1_14 | SOURCES OF CAPITAL- NONE NEEDED |
| PE_CAPITAL_INSTITUTION_1_1 | CAPITAL INSTITUTION- SMALL LOCAL BANK |
| PE_CAPITAL_INSTITUTION_1_2 | CAPITAL INSTITUTION- LARGE NATIONAL BANK |
| PE_CAPITAL_INSTITUTION_1_3 | CAPITAL INSTITUTION- FINANCIAL SERVICES COMPANY |
| PE_CAPITAL_INSTITUTION_1_4 | CAPITAL INSTITUTION- ONLINE LENDER |
| PE_CAPITAL_INSTITUTION_1_5 | CAPITAL INSTITUTION- CREDIT UNION |
| PE_CAPITAL_INSTITUTION_1_6 | CAPITAL INSTITUTION- FINANCE COMPANY |
| PE_CAPITAL_INSTITUTION_1_7 | CAPITAL INSTITUTION- ALTERNATIVE |
| PE_CAPITAL_INSTITUTION_1_8 | CAPITAL INSTITUTION- COMMUNITY DEVELOPMENT |
| PE_CAPITAL_INSTITUTION_1_9 | CAPITAL INSTITUTION- OTHER INSTITUTION |
| PE_GRANT_TYPE_1_1 | GRANT TYPE- GOVERNMENT SOURCE |
| PE_GRANT_TYPE_1_2 | GRANT TYPE- PRIVATE INSTITUTION |
| PE_GRANT_TYPE_1_3 | GRANT TYPE- NON-PROFIT ORGANIZATION |
| PE_GRANT_TYPE_1_4 | GRANT TYPE- OTHER GRANT SOURCE |
| PE_CAPITAL_WS1_PUF | PUF VARIABLE: AMOUNT RECEIVED- PERSONAL |
| PE_CAPITAL_WS2_PUF | PUF VARIABLE: AMOUNT RECEIVED- PERSONAL/BUSINESS CREDIT CARD |

SECTION INDEX OF VARIABLES

| Variable Name | Variable Label |
|-------------------------|-------------------------------------------------------------------|
| PE_CAPITAL_WS3_PUF | PUF VARIABLE: AMOUNT RECEIVED- LOCAL/NATIONAL BANK |
| PE_CAPITAL_WS4_PUF | PUF VARIABLE: AMOUNT RECEIVED- FINANCIAL INSTITUTION |
| PE_CAPITAL_WS5_PUF | PUF VARIABLE: AMOUNT RECEIVED- CROWDFUNDING/COMMUNITY DEVELOPMENT |
| PE_CAPITAL_WS6_PUF | PUF VARIABLE: AMOUNT RECEIVED- GOVERNMENT SOURCE |
| PE_CAPITAL_WS7_PUF | PUF VARIABLE: AMOUNT RECEIVED- BUSINESS LOAN FROM FAMILY |
| PE_CAPITAL_WS8_PUF | PUF VARIABLE: AMOUNT RECEIVED- VENTURE CAPITALISTS |
| PE_CAPITAL_WS9_PUF | PUF VARIABLE: AMOUNT RECEIVED- HOME EQUITY LOAN |
| PE_CAPITAL_WS10_PUF | PUF VARIABLE: AMOUNT RECEIVED- OTHER |
| PE_CAPITAL_WS_TOTAL_PUF | PUF VARIABLE: AMOUNT RECEIVED- TOTAL |
| PE_CAPITAL_2A | CAPITAL RECEIVED- BUSINESS CREDIT CARD |
| PE_CAPITAL_2B | CAPITAL RECEIVED- GOVERNMENT-GUARANTEED BUSINESS LOAN |
| PE_CAPITAL_2C | CAPITAL RECEIVED- BUSINESS LOAN FROM A BANK |
| PE_CAPITAL_2D | CAPITAL RECEIVED- BUSINESS LOAN FROM GOVERNMENT |
| PE_CAPITAL_2E | CAPITAL RECEIVED- BUSINESS LOAN FROM FAMILY/FRIENDS |
| PE_CAPITAL_2F | CAPITAL RECEIVED- INVESTMENT BY VENTURE CAPITALISTS |
| PE_CAPITAL_2G | CAPITAL RECEIVED- CROWDFUNDING |
| PE_CAPITAL_2H | CAPITAL RECEIVED- GRANTS |
| PE_CAPITAL_2I | CAPITAL RECEIVED- OTHER |
| PE_CAPITAL_3A | CAPITAL NOT USED- BUSINESS CREDIT CARD |
| PE_CAPITAL_3B | CAPITAL NOT USED- GOVERNMENT-GUARANTEED BUSINESS LOAN |
| PE_CAPITAL_3C | CAPITAL NOT USED- BUSINESS LOAN FROM A BANK |
| PE_CAPITAL_3D | CAPITAL NOT USED- BUSINESS LOAN FROM GOVERNMENT |
| PE_CAPITAL_3E | CAPITAL NOT USED- BUSINESS LOAN FROM FAMILY/FRIEND |
| PE_CAPITAL_3F | CAPITAL NOT USED- INVESTMENT BY VENTURE CAPITALIST |
| PE_CAPITAL_3G | CAPITAL NOT USED- CROWDFUNDING |

SECTION INDEX OF VARIABLES

| Variable Name | Variable Label |
|----------------------|---------------------------------------------|
| PE_CAPITAL_3H | CAPITAL NOT USED- GRANTS |
| PE_CAPITAL_4_1 | DECLINED FUNDING- POOR CREDIT SCORE |
| PE_CAPITAL_4_2 | DECLINED FUNDING- LIMITED CREDIT HISTORY |
| PE_CAPITAL_4_3 | DECLINED FUNDING- LATE PAYMENTS |
| PE_CAPITAL_4_4 | DECLINED FUNDING- AGE OF BUSINESS |
| PE_CAPITAL_4_5 | DECLINED FUNDING- PERSONAL BACKGROUND |
| PE_CAPITAL_4_6 | DECLINED FUNDING- INSUFFICIENT COLLATERAL |
| PE_CAPITAL_4_7 | DECLINED FUNDING- BUSINESS PLAN |
| PE_CAPITAL_4_8 | DECLINED FUNDING- TOO RISKY |
| PE_CAPITAL_4_9 | DECLINED FUNDING- UNDESIRABLE INDUSTRY |
| PE_CAPITAL_4_10 | DECLINED FUNDING- UNDESIRABLE LOCATION |
| PE_CAPITAL_4_11 | DECLINED FUNDING- NO RELATIONSHIP WITH BANK |
| PE_CAPITAL_4_12 | DECLINED FUNDING- NOT GIVEN A REASON |
| PE_CAPITAL_4_13 | DECLINED FUNDING- OTHER |
| PE_CAPITAL_5_1 | NOT REQUEST GRANT- FIND GRANT OPPORTUNITIES |
| PE_CAPITAL_5_2 | NOT REQUEST GRANT- DID NOT QUALIFY |
| PE_CAPITAL_5_3 | NOT REQUEST GRANT- THOUGHT IT WAS UNLIKELY |
| PE_CAPITAL_5_4 | NOT REQUEST GRANT- TOO DIFFICULT TO APPLY |
| PE_CAPITAL_5_5 | NOT REQUEST GRANT- TOO DIFFICULT TO ADHERE |
| PE_CAPITAL_5_6 | NOT REQUEST GRANT- ONLY COVER A PORTION |
| PE_CAPITAL_5_7 | NOT REQUEST GRANT- OTHER |
| PE_CAPITAL_6_1 | NOT REQUEST BANK- POOR CREDIT SCORE |
| PE_CAPITAL_6_2 | NOT REQUEST BANK- LACK OF RELATIONSHIP |
| PE_CAPITAL_6_3 | NOT REQUEST BANK- NOT TAKE ON DEBT |
| PE_CAPITAL_6_4 | NOT REQUEST BANK- UNFAVORABLE INTEREST RATE |
| PE_CAPITAL_6_5 | NOT REQUEST BANK- LOAN REPAYMENT TERMS |
| PE_CAPITAL_6_6 | NOT REQUEST BANK- EXPECT TO BE DECLINED |
| PE_CAPITAL_6_7 | NOT REQUEST BANK- OTHER |

SECTION INDEX OF VARIABLES

| Variable Name | Variable Label |
|----------------------|----------------------------------------------------------------|
| PE_CAPITAL_7_1 | NOT FUNDING FOLLOWING- POOR CREDIT SCORE |
| PE_CAPITAL_7_2 | NOT FUNDING FOLLOWING- LACK OF RELATIONSHIP |
| PE_CAPITAL_7_3 | NOT FUNDING FOLLOWING- NOT TAKE ON DEBT |
| PE_CAPITAL_7_4 | NOT FUNDING FOLLOWING- UNFAVORABLE INTEREST RATE |
| PE_CAPITAL_7_5 | NOT FUNDING FOLLOWING- LOAN REPAYMENT TERMS |
| PE_CAPITAL_7_6 | NOT FUNDING FOLLOWING- EXPECT TO BE DECLINED |
| PE_CAPITAL_7_7 | NOT FUNDING FOLLOWING- OTHER |
| PE_STOPREASON_1_1 | STOP WORKING FOR YOURSELF FACTORS- LACK OF FINANCIAL RESOURCES |
| PE_STOPREASON_1_2 | STOP WORKING FOR YOURSELF FACTORS- LACK OF TIME |
| PE_STOPREASON_1_3 | STOP WORKING FOR YOURSELF FACTORS- LOST FOCUS |
| PE_STOPREASON_1_4 | STOP WORKING FOR YOURSELF FACTORS- NO SUPPORT |
| PE_STOPREASON_1_5 | STOP WORKING FOR YOURSELF FACTORS- DIFFICULTY WITH PARTNERS |
| PE_STOPREASON_1_6 | STOP WORKING FOR YOURSELF FACTORS- FAMILY NOT SUPPORTIVE |
| PE_STOPREASON_1_7 | STOP WORKING FOR YOURSELF FACTORS- TOO RISKY |
| PE_STOPREASON_1_8 | STOP WORKING FOR YOURSELF FACTORS- MAJOR LIFE EVENT |
| PE_STOPREASON_1_9 | STOP WORKING FOR YOURSELF FACTORS- NEW JOB |
| PE_STOPREASON_1_10 | STOP WORKING FOR YOURSELF FACTORS- PROMOTION AT WORK |
| PE_STOPREASON_1_11 | STOP WORKING FOR YOURSELF FACTORS- BACK TO SCHOOL |
| PE_STOPREASON_1_12 | STOP WORKING FOR YOURSELF FACTORS- NEEDED HEALTH INSURANCE |
| PE_STOPREASON_1_13 | STOP WORKING FOR YOURSELF FACTORS- OTHER FACTOR |
| PE_STOPREASON_2 | STOP WORKING FOR YOURSELF - PRIMARY REASON |
| PE_STOPREASON_3 | STOP WORKING FOR YOURSELF - SECONDARY REASON |
| BO_STARTBIZ_1_Y2_PUF | PUF VARIABLE: WHAT YEAR DID YOU START - Y2 |

SECTION INDEX OF VARIABLES

| Variable Name | Variable Label |
|-------------------------------|---------------------------------------------------------------------------|
| BO_ACQOWN_1 | INITIALLY ACQUIRE OWNERSHIP OF BUSINESS |
| BO_LEGALSTAT_1 | BUSINESS LEGAL FORM OF ORGANIZATION |
| BO_BIZTYPE_1 | BUSINESS TYPE |
| BO_CLIENT_1 | WORK PRIMARILY FOR ONE CLIENT |
| BO_WORKHOME_1 | PRIMARY LOCATION WORKED |
| BO_BIZEMERGE_1 | ORIGIN OF WORK/ BUSINESS |
| BO_COLLAB_1 | BUSINESS CONCEPT ON OWN OR COLLABORATING |
| BO_ADDFINANCE_1 | APPLY OR REQUEST ADDITIONAL FINANCING |
| BO_ADDFINANCE_2_1 | WHERE APPLY FOR ADDITIONAL FINANCING- PERSONAL HOME EQUITY LOAN |
| BO_ADDFINANCE_2_2 | WHERE APPLY FOR ADDITIONAL FINANCING- PERSONAL CREDIT CARD |
| BO_ADDFINANCE_2_3 | WHERE APPLY FOR ADDITIONAL FINANCING- BUSINESS CREDIT CARD |
| BO_ADDFINANCE_2_4 | WHERE APPLY FOR ADDITIONAL FINANCING- GOVERNMENT-GUARANTEED BUSINESS LOAN |
| BO_ADDFINANCE_2_5 | WHERE APPLY FOR ADDITIONAL FINANCING- BUSINESS LOAN FROM BANK |
| BO_ADDFINANCE_2_6 | WHERE APPLY FOR ADDITIONAL FINANCING- BUSINESS LOAN FROM GOVERNMENT |
| BO_ADDFINANCE_2_7 | WHERE APPLY FOR ADDITIONAL FINANCING- BUSINESS LOAN FROM FAMILY |
| BO_ADDFINANCE_2_8 | WHERE APPLY FOR ADDITIONAL FINANCING- INVESTMENT BY VENTURE CAPITALISTS |
| BO_ADDFINANCE_2_9 | WHERE APPLY FOR ADDITIONAL FINANCING- CROWDFUNDING |
| BO_ADDFINANCE_2_10 | WHERE APPLY FOR ADDITIONAL FINANCING- GRANTS |
| BO_ADDFINANCE_2_11 | WHERE APPLY FOR ADDITIONAL FINANCING- OTHER CAPITAL SOURCES |
| BO_ADDFINANCE_INSTITUTION_1_1 | WHICH INSTITUTION REQUESTED CAPITAL FROM- SMALL LOCAL BANK |
| BO_ADDFINANCE_INSTITUTION_1_2 | WHICH INSTITUTION REQUESTED CAPITAL FROM- LARGE NATIONAL BANK |

SECTION INDEX OF VARIABLES

| Variable Name | Variable Label |
|-------------------------------|---------------------------------------------------------------------------------|
| BO_ADDFINANCE_INSTITUTION_1_3 | WHICH INSTITUTION REQUESTED CAPITAL FROM- FINANCIAL SERVICES COMPANY |
| BO_ADDFINANCE_INSTITUTION_1_4 | WHICH INSTITUTION REQUESTED CAPITAL FROM- ONLINE LENDER |
| BO_ADDFINANCE_INSTITUTION_1_5 | WHICH INSTITUTION REQUESTED CAPITAL FROM- CREDIT UNION |
| BO_ADDFINANCE_INSTITUTION_1_6 | WHICH INSTITUTION REQUESTED CAPITAL FROM- FINANCE COMPANY |
| BO_ADDFINANCE_INSTITUTION_1_7 | WHICH INSTITUTION REQUESTED CAPITAL FROM- ALTERNATIVE FINANCIAL SOURCE |
| BO_ADDFINANCE_INSTITUTION_1_8 | WHICH INSTITUTION REQUESTED CAPITAL FROM- CDFI |
| BO_ADDFINANCE_INSTITUTION_1_9 | WHICH INSTITUTION REQUESTED CAPITAL FROM- OTHER INSTITUTION |
| BO_GRANT_TYPE_1_1 | SOURCE REQUESTED GRANT CAPITAL- GOVERNMENT SOURCE |
| BO_GRANT_TYPE_1_2 | SOURCE REQUESTED GRANT CAPITAL- PRIVATE INSTITUTION |
| BO_GRANT_TYPE_1_3 | SOURCE REQUESTED GRANT CAPITAL- NON-PROFIT ORGANIZATION |
| BO_GRANT_TYPE_1_4 | SOURCE REQUESTED GRANT CAPITAL- OTHER GRANT SOURCE |
| BO_ADDFINANCE_WS1_PUF | PUF VARIABLE: ADDITIONAL FINANCING RECEIVED- PERSONAL |
| BO_ADDFINANCE_WS2_PUF | PUF VARIABLE: ADDITIONAL FINANCING RECEIVED- PERSONAL/BUSINESS CREDIT CARD |
| BO_ADDFINANCE_WS3_PUF | PUF VARIABLE: ADDITIONAL FINANCING RECEIVED- LOCAL/NATIONAL BANK |
| BO_ADDFINANCE_WS4_PUF | PUF VARIABLE: ADDITIONAL FINANCING RECEIVED- FINANCIAL INSTITUTION |
| BO_ADDFINANCE_WS5_PUF | PUF VARIABLE: ADDITIONAL FINANCING RECEIVED- CROWDFUNDING/COMMUNITY DEVELOPMENT |
| BO_ADDFINANCE_WS6_PUF | PUF VARIABLE: ADDITIONAL FINANCING RECEIVED- GOVERNMENT SOURCE |
| BO_ADDFINANCE_WS7_PUF | PUF VARIABLE: ADDITIONAL FINANCING RECEIVED- BUSINESS LOAN FROM FAMILY |

SECTION INDEX OF VARIABLES

| Variable Name | Variable Label |
|----------------------------|----------------------------------------------------------------------|
| BO_ADDFINANCE_WS8_PUF | PUF VARIABLE: ADDITIONAL FINANCING RECEIVED- VENTURE CAPITALISTS |
| BO_ADDFINANCE_WS9_PUF | PUF VARIABLE: ADDITIONAL FINANCING RECEIVED- OTHER |
| BO_ADDFINANCE_WS_TOTAL_PUF | PUF VARIABLE: ADDITIONAL FINANCING RECEIVED- TOTAL |
| BO_ADDFINANCE_3A | CAPITAL APPLIED DID YOU RECEIVE- BUSINESS CARD |
| BO_ADDFINANCE_3B | CAPITAL APPLIED DID YOU RECEIVE- GOVERNMENT-GUARANTEED BUSINESS LOAN |
| BO_ADDFINANCE_3C | CAPITAL APPLIED DID YOU RECEIVE- BUSINESS LOAN FROM A BANK |
| BO_ADDFINANCE_3D | CAPITAL APPLIED DID YOU RECEIVE- BUSINESS LOAN FROM GOVERNMENT |
| BO_ADDFINANCE_3E | CAPITAL APPLIED DID YOU RECEIVE- BUSINESS LOAN FROM FAMILY |
| BO_ADDFINANCE_3F | CAPITAL APPLIED DID YOU RECEIVE- INVESTMENT BY VENTURE CAPITALIST |
| BO_ADDFINANCE_3G | CAPITAL APPLIED DID YOU RECEIVE- CROWDFUNDING |
| BO_ADDFINANCE_3H | CAPITAL APPLIED DID YOU RECEIVE- GRANTS |
| BO_ADDFINANCE_3I | CAPITAL APPLIED DID YOU RECEIVE- OTHER |
| BO_ADDFINANCE_4A | CAPITAL NOT USE NOT RECEIVE- BUSINESS CREDIT CARD |
| BO_ADDFINANCE_4B | CAPITAL NOT USE NOT RECEIVE- GOVERNMENT-GUARANTEED BUSINESS LOAN |
| BO_ADDFINANCE_4C | CAPITAL NOT USE NOT RECEIVE- BUSINESS LOAN FROM A BANK |
| BO_ADDFINANCE_4D | CAPITAL NOT USE NOT RECEIVE- BUSINESS LOAN FROM GOVERNMENT |
| BO_ADDFINANCE_4E | CAPITAL NOT USE NOT RECEIVE- BUSINESS LOAN FROM FAMILY |
| BO_ADDFINANCE_4F | CAPITAL NOT USE NOT RECEIVE- INVESTMENT BY VENTURE CAPITALIST |
| BO_ADDFINANCE_4G | CAPITAL NOT USE NOT RECEIVE- CROWDFUNDING |
| BO_ADDFINANCE_4H | CAPITAL NOT USE NOT RECEIVE- GRANTS |
| BO_ADDFINANCE_5_1 | DECLINED FUNDING ADDITIONAL- POOR CREDIT SCORE |

SECTION INDEX OF VARIABLES

| Variable Name | Variable Label |
|----------------------|--------------------------------------------------------|
| BO_ADDFINANCE_5_2 | DECLINED FUNDING ADDITIONAL- CREDIT HISTORY |
| BO_ADDFINANCE_5_3 | DECLINED FUNDING ADDITIONAL- MISSED PAYMENTS |
| BO_ADDFINANCE_5_4 | DECLINED FUNDING ADDITIONAL- AGE OF BUSINESS |
| BO_ADDFINANCE_5_5 | DECLINED FUNDING ADDITIONAL- PERSONAL BACKGROUND |
| BO_ADDFINANCE_5_6 | DECLINED FUNDING ADDITIONAL- COLLATERAL |
| BO_ADDFINANCE_5_7 | DECLINED FUNDING ADDITIONAL- BUSINESS PLAN |
| BO_ADDFINANCE_5_8 | DECLINED FUNDING ADDITIONAL- TOO RISKY |
| BO_ADDFINANCE_5_9 | DECLINED FUNDING ADDITIONAL- UNDESIRABLE INDUSTRY |
| BO_ADDFINANCE_5_10 | DECLINED FUNDING ADDITIONAL- UNDESIRABLE LOCATION |
| BO_ADDFINANCE_5_11 | DECLINED FUNDING ADDITIONAL- NO RELATIONSHIP WITH BANK |
| BO_ADDFINANCE_5_12 | DECLINED FUNDING ADDITIONAL- NOT GIVEN A REASON |
| BO_ADDFINANCE_5_13 | DECLINED FUNDING ADDITIONAL- OTHER |
| BO_ADDFINANCE_6_1 | NOT REQUEST GRANT FUNDING- FIND OPPORTUNITIES |
| BO_ADDFINANCE_6_2 | NOT REQUEST GRANT FUNDING- QUALIFY FOR GRANT |
| BO_ADDFINANCE_6_3 | NOT REQUEST GRANT FUNDING- UNLIKELY RECEIVE GRANT |
| BO_ADDFINANCE_6_4 | NOT REQUEST GRANT FUNDING- TOO DIFFICULT |
| BO_ADDFINANCE_6_5 | NOT REQUEST GRANT FUNDING- REQUIREMENTS |
| BO_ADDFINANCE_6_6 | NOT REQUEST GRANT FUNDING- ONLY COVER A PORTION |
| BO_ADDFINANCE_6_7 | NOT REQUEST GRANT FUNDING- OTHER |
| BO_ADDFINANCE_7_1 | NOT REQUEST FROM A BANK- POOR CREDIT SCORE |
| BO_ADDFINANCE_7_2 | NOT REQUEST FROM A BANK- LACK OF RELATIONSHIP |
| BO_ADDFINANCE_7_3 | NOT REQUEST FROM A BANK- NOT TAKE ON DEBT |
| BO_ADDFINANCE_7_4 | NOT REQUEST FROM A BANK- INTEREST RATE |
| BO_ADDFINANCE_7_5 | NOT REQUEST FROM A BANK- REPAYMENT TERMS |
| BO_ADDFINANCE_7_6 | NOT REQUEST FROM A BANK- EXPECTED TO BE DECLINED |
| BO_ADDFINANCE_7_7 | NOT REQUEST FROM A BANK- OTHER |
| BO_ADDFINANCE_8_1 | NOT REQUEST FROM THE FOLLOWING- POOR CREDIT SCORE |

SECTION INDEX OF VARIABLES

| Variable Name | Variable Label |
|-----------------------|----------------------------------------------------------------------------------|
| BO_ADDFINANCE_8_2 | NOT REQUEST FROM THE FOLLOWING- LACK OF RELATIONSHIP |
| BO_ADDFINANCE_8_3 | NOT REQUEST FROM THE FOLLOWING- NOT TAKE ON DEBT |
| BO_ADDFINANCE_8_4 | NOT REQUEST FROM THE FOLLOWING- INTEREST RATE |
| BO_ADDFINANCE_8_5 | NOT REQUEST FROM THE FOLLOWING- REPAYMENT TERMS |
| BO_ADDFINANCE_8_6 | NOT REQUEST FROM THE FOLLOWING- EXPECTED TO BE DECLINED |
| BO_ADDFINANCE_8_7 | NOT REQUEST FROM THE FOLLOWING- OTHER |
| BO_EMPLOYEES_1_1_DRV | DERIVED VARIABLE: TYPES OF WORKERS USED- FULL-TIME PAID EMPLOYEES |
| BO_EMPLOYEES_1_2_DRV | DERIVED VARIABLE: TYPES OF WORKERS USED- PART-TIME PAID EMPLOYEES |
| BO_EMPLOYEES_1_3_DRV | DERIVED VARIABLE: TYPES OF WORKERS USED- PAID DAY LABORERS |
| BO_EMPLOYEES_1_4_DRV | DERIVED VARIABLE: TYPES OF WORKERS USED- TEMPORARY STAFFING AND LEASED EMPLOYEES |
| BO_EMPLOYEES_1_5_DRV | DERIVED VARIABLE: TYPES OF WORKERS USED- CONTRACTORS |
| BO_EMPLOYEES_1_6_DRV | DERIVED VARIABLE: TYPES OF WORKERS USED- UNPAID EMPLOYEES |
| BO_EMPLOYEES_1_7_DRV | DERIVED VARIABLE: TYPES OF WORKERS USED- OTHER |
| BO_EMPLOYEES_1_8_DRV | DERIVED VARIABLE: TYPES OF WORKERS USED- NONE |
| BO_NUMEMPLOY_1_Y2_PUF | PUF VARIABLE: NUMBER OF WORKERS USED- Y2 |
| BO_EMPWAGES | PERCENT HOURLY WAGE ABOVE |
| BO_WEEKSWK_1 | WEEKS SPEND MANAGING OR WORKING IN THIS BUSINESS |
| BO_HOURSWK_1 | AVERAGE NUMBER OF HOURS PER WEEK MANAGING OR WORKING IN YOUR BUSINESS |
| BO_WEEKSWK_2 | IN LAST YEAR HOW MANY WEEKS SPEND MANAGING OR WORKING IN YOUR BUSINESS |
| BO_HOURSWK_2 | IN LAST YEAR AVERAGE NUMBER OF HOURS SPENT MANAGING OR WORKING IN YOUR BUSINESS |
| BO_EMPBENEFIT_1_1 | EMPLOYEE BENEFITS PAID BY YOUR BUSINESS- HEALTH INSURANCE |

SECTION INDEX OF VARIABLES

| Variable Name | Variable Label |
|----------------------------|----------------------------------------------------------------------------------|
| BO_EMPBENEFIT_1_2 | EMPLOYEE BENEFITS PAID BY YOUR BUSINESS- RETIREMENT PLANS |
| BO_EMPBENEFIT_1_3 | EMPLOYEE BENEFITS PAID BY YOUR BUSINESS- PROFIT SHARING |
| BO_EMPBENEFIT_1_4 | EMPLOYEE BENEFITS PAID BY YOUR BUSINESS- PAID HOLIDAYS |
| BO_EMPBENEFIT_1_5 | EMPLOYEE BENEFITS PAID BY YOUR BUSINESS- PAID SICK LEAVE |
| BO_EMPBENEFIT_1_6 | EMPLOYEE BENEFITS PAID BY YOUR BUSINESS- PAID PARENTAL OR FAMILY LEAVE |
| BO_EMPBENEFIT_1_7 | EMPLOYEE BENEFITS PAID BY YOUR BUSINESS- TUITION ASSISTANCE |
| BO_EMPBENEFIT_1_8 | EMPLOYEE BENEFITS PAID BY YOUR BUSINESS- OTHER BENEFIT |
| BO_EMPBENEFIT_1_9 | EMPLOYEE BENEFITS PAID BY YOUR BUSINESS- NONE OF THE ABOVE |
| BO_ONLINE_1_PUF | PUF VARIABLE: DO YOU HAVE A WEBSITE OR SOCIAL MEDIA PRESENCE |
| REMOTE_2 | WORK REMOTELY |
| REMOTE_3 | REMOTE WORK POLICY |
| BO_CASH | CASH ON HAND |
| BO_REVENUE_1_Y2_PUF | PUF VARIABLE: AMOUNT OF INCOME OR SALES AND OPERATING REVENUES- Y2 |
| BO_REVENUE_2_Y2_PUF | PUF VARIABLE: THE LAST YEAR AMOUNT OF INCOME OR SALES AND OPERATING REVENUES- Y2 |
| BUSINESS_INTERRUPTIONS_1_1 | FOLLOWING INTERRUPTIONS- DOMESTIC DELAYS |
| BUSINESS_INTERRUPTIONS_1_2 | FOLLOWING INTERRUPTIONS- FOREIGN DELAYS |
| BUSINESS_INTERRUPTIONS_1_3 | FOLLOWING INTERRUPTIONS- ALTERNATIVE DOMESTIC |
| BUSINESS_INTERRUPTIONS_1_4 | FOLLOWING INTERRUPTIONS- ALTERNATIVE FOREIGN |
| BUSINESS_INTERRUPTIONS_1_5 | FOLLOWING INTERRUPTIONS- PRODUCTION DELAYS |
| BUSINESS_INTERRUPTIONS_1_6 | FOLLOWING INTERRUPTIONS- DELIVERY/SHIPPING |
| BUSINESS_INTERRUPTIONS_1_7 | FOLLOWING INTERRUPTIONS- OTHER |

SECTION INDEX OF VARIABLES

| Variable Name | Variable Label |
|----------------------------|---------------------------------------------------------------------------------------|
| BUSINESS_INTERRUPTIONS_1_8 | FOLLOWING INTERRUPTIONS- NONE |
| BUSINESS_COSTS_1 | PRICES CHANGED |
| BUSINESS_COSTS_2 | SALARIES CHANGED |
| BO_PLMARGIN_1 | DID YOU HAVE PROFITS LOSSES OR BREAK EVEN |
| BO_PRIMARYINC_1 | DOES YOUR WORK PROVIDE PRIMARY SOURCE OF HOUSEHOLD INCOME |
| BO_PRIMARYINC_2 | THE LAST YEAR DID YOUR WORK PROVIDE PRIMARY SOURCE OF HOUSEHOLD INCOME |
| BO_GOALS_1 | TOP GOAL FOR THE NEXT FIVE YEARS |
| BO_GOALS_2 | ACCESS TO SUPPORT AND RESOURCES IN COMMUNITY TO MEET BUSINESS GOALS |
| BO_CHALLENGE_1_1 | FINANCIAL CHALLENGES- NOT BEING ABLE TO ACCESS HEALTH INSURANCE |
| BO_CHALLENGE_1_2 | FINANCIAL CHALLENGES- NOT HAVING ACCESS TO EMPLOYER-PROVIDED BENEFITS |
| BO_CHALLENGE_1_3 | FINANCIAL CHALLENGES- PERSONAL FINANCES |
| BO_CHALLENGE_1_4 | FINANCIAL CHALLENGES- ACCESSING CAPITAL |
| BO_CHALLENGE_1_5 | FINANCIAL CHALLENGES- MAKING RENT PAYMENTS |
| BO_CHALLENGE_1_6 | FINANCIAL CHALLENGES- DECREASING SALES |
| BO_CHALLENGE_1_7 | FINANCIAL CHALLENGES- INCREASING BUSINESS COSTS |
| BO_CHALLENGE_1_8 | FINANCIAL CHALLENGES- NONE OF THE ABOVE |
| BO_CHALLENGE_2_1_Y2 | BUSINESS OPERATIONS CHALLENGES- MAINTAINING BUSINESS LICENSE- Y2 |
| BO_CHALLENGE_2_2_Y2 | BUSINESS OPERATIONS CHALLENGES- DOING MY TAXES- Y2 |
| BO_CHALLENGE_2_3_Y2 | BUSINESS OPERATIONS CHALLENGES- NAVIGATING GOVERNMENT REGULATIONS- Y2 |
| BO_CHALLENGE_2_4_Y2 | BUSINESS OPERATIONS CHALLENGES- BUSINESS OPERATIONS CHALLENGES- NONE OF THE ABOVE- Y2 |
| BO_CHALLENGE_3_1_Y2 | CUSTOMER REACH CHALLENGES- FINDING CUSTOMERS- Y2 |
| BO_CHALLENGE_3_2_Y2 | CUSTOMER REACH CHALLENGES- KEEPING EXISTING CUSTOMERS- Y2 |

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| Variable Name | Variable Label |
|----------------------|----------------------------------------------------------------------------|
| BO_CHALLENGE_3_3_Y2 | CUSTOMER REACH CHALLENGES- SETTING UP ONLINE PRESENCE- Y2 |
| BO_CHALLENGE_3_4_Y2 | CUSTOMER REACH CHALLENGES- IDENTIFYING BUSINESS OPPORTUNITIES- Y2 |
| BO_CHALLENGE_3_5_Y2 | CUSTOMER REACH CHALLENGES- NONE OF THE ABOVE- Y2 |
| BO_CHALLENGE_4_1_Y2 | RESOURCE OR SUPPORT CHALLENGES- FINDING PROFESSIONAL SUPPORT- Y2 |
| BO_CHALLENGE_4_2_Y2 | RESOURCE OR SUPPORT CHALLENGES- FINDING ROLE MODELS- Y2 |
| BO_CHALLENGE_4_3_Y2 | RESOURCE OR SUPPORT CHALLENGES- GETTING SUPPORT FROM FAMILY- Y2 |
| BO_CHALLENGE_4_4_Y2 | RESOURCE OR SUPPORT CHALLENGES- GETTING SUPPORT FROM MY COMMUNITY- Y2 |
| BO_CHALLENGE_4_5_Y2 | RESOURCE OR SUPPORT CHALLENGES- BALANCING WORK AND FAMILY- Y2 |
| BO_CHALLENGE_4_6_Y2 | RESOURCE OR SUPPORT CHALLENGES- FEELING BURNT OUT- Y2 |
| BO_CHALLENGE_4_7_Y2 | RESOURCE OR SUPPORT CHALLENGES- MAJOR LIFE EVENT- Y2 |
| BO_CHALLENGE_4_8_Y2 | RESOURCE OR SUPPORT CHALLENGES- FINDING TIME- Y2 |
| BO_CHALLENGE_4_9_Y2 | RESOURCE OR SUPPORT CHALLENGES- GROWING NETWORK- Y2 |
| BO_CHALLENGE_4_10_Y2 | RESOURCE OR SUPPORT CHALLENGES- EDUCATIONAL MATERIALS- Y2 |
| BO_CHALLENGE_4_11_Y2 | RESOURCE OR SUPPORT CHALLENGES- NONE OF THE ABOVE- Y2 |
| BO_CHALLENGE_5_1_Y2 | ECONOMY OR MARKET CHALLENGES- FINDING OR RETAINING QUALIFIED EMPLOYEES- Y2 |
| BO_CHALLENGE_5_2_Y2 | ECONOMY OR MARKET CHALLENGES- COMPETING AGAINST OTHER BUSINESSES- Y2 |
| BO_CHALLENGE_5_3_Y2 | ECONOMY OR MARKET CHALLENGES- SUPPLY CHAIN ISSUES- Y2 |
| BO_CHALLENGE_5_4_Y2 | ECONOMY OR MARKET CHALLENGES- DECREASING DEMAND FOR MY PRODUCT- Y2 |

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| Variable Name | Variable Label |
|--------------------------|---------------------------------------------------------------------------------|
| BO_CHALLENGE_5_5_Y2 | ECONOMY OR MARKET CHALLENGES- UNFAVORABLE ECONOMY- Y2 |
| BO_CHALLENGE_5_6_Y2 | ECONOMY OR MARKET CHALLENGES- NAVIGATING REQUIREMENTS- Y2 |
| BO_CHALLENGE_5_7_Y2 | ECONOMY OR MARKET CHALLENGES- NONE OF THE ABOVE- Y2 |
| BO_CHALLENGE_6 | FACING OTHER CHALLENGES |
| BO_CHALLENGE_ADDRESS_1_1 | TAKE ACTION- SPOKE WITH FRIEND |
| BO_CHALLENGE_ADDRESS_1_2 | TAKE ACTION- MENTOR |
| BO_CHALLENGE_ADDRESS_1_3 | TAKE ACTION- INDUSTRY EXPERTS |
| BO_CHALLENGE_ADDRESS_1_4 | TAKE ACTION- PROFESSIONAL ADVICE |
| BO_CHALLENGE_ADDRESS_1_5 | TAKE ACTION- ATTENDED TRAININGS |
| BO_CHALLENGE_ADDRESS_1_6 | TAKE ACTION- APPLIED SUPPORT PROGRAM |
| BO_CHALLENGE_ADDRESS_1_7 | TAKE ACTION- OTHER |
| BO_CHALLENGE_ADDRESS_1_8 | TAKE ACTION- NONE OF THE ABOVE |
| BO_CHALLENGE_ENDA_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- NOT ACCESS HEALTH INSURANCE- Y2 |
| BO_CHALLENGE_ENDB_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- NOT ACCESS TO EMPLOYER BENEFITS- Y2 |
| BO_CHALLENGE_ENDC_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- CHALLENGES WITH PERSONAL FINANCES- Y2 |
| BO_CHALLENGE_ENDD_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- ACCESSING CAPITAL- Y2 |
| BO_CHALLENGE_ENDE_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- MAKING RENT PAYMENTS- Y2 |
| BO_CHALLENGE_ENDF_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- DECREASING SALES- Y2 |
| BO_CHALLENGE_ENDG_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- INCREASING BUSINESS COSTS- Y2 |
| BO_CHALLENGE_ENDH_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- MAINTAINING BUSINESS LICENSE- Y2 |
| BO_CHALLENGE_ENDI_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- DOING MY TAXES- Y2 |

SECTION INDEX OF VARIABLES

| Variable Name | Variable Label |
|----------------------|---------------------------------------------------------------------------------|
| BO_CHALLENGE_ENDJ_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- NAVIGATING GOVERNMENT REGULATIONS- Y2 |
| BO_CHALLENGE_ENDK_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- FINDING CUSTOMERS- Y2 |
| BO_CHALLENGE_ENDL_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- KEEPING EXISTING CUSTOMERS- Y2 |
| BO_CHALLENGE_ENDM_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- SETTING UP THE BUSINESS- Y2 |
| BO_CHALLENGE_ENDN_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- BUSINESS OPPORTUNITIES- Y2 |
| BO_CHALLENGE_ENDO_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- FINDING PROFESSIONAL SUPPORT- Y2 |
| BO_CHALLENGE_ENDP_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- FINDING ROLE MODELS- Y2 |
| BO_CHALLENGE_ENDQ_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- GETTING SUPPORT FROM FAMILY- Y2 |
| BO_CHALLENGE_ENDR_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- GETTING SUPPORT FROM COMMUNITY- Y2 |
| BO_CHALLENGE_ENDS_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- BALANCING WORK AND FAMILY- Y2 |
| BO_CHALLENGE_ENDT_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- FEELING BURNT OUT- Y2 |
| BO_CHALLENGE_ENDU_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- MAJOR LIFE EVENT- Y2 |
| BO_CHALLENGE_ENDV_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- FINDING TIME- Y2 |
| BO_CHALLENGE_ENDW_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- GROWING NETWORK- Y2 |
| BO_CHALLENGE_ENDX_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- EDUCATIONAL MATERIALS- Y2 |
| BO_CHALLENGE_ENDY_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- FINDING QUALIFIED EMPLOYEES- Y2 |
| BO_CHALLENGE_ENDZ_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- COMPETING AGAINST OTHER BUSINESS- Y2 |

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| Variable Name | Variable Label |
|-----------------------|-----------------------------------------------------------------------------|
| BO_CHALLENGE_ENDAA_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- SUPPLY CHAIN ISSUES- Y2 |
| BO_CHALLENGE_ENDBB_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- DECREASING DEMAND FOR PRODUCT- Y2 |
| BO_CHALLENGE_ENDCC_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- UNFAVORABLE ECONOMY- Y2 |
| BO_CHALLENGE_ENDDD_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- HIRING EMPLOYEES- Y2 |
| BO_REASONS_1_Y2 | PRIMARY REASON FOR STOPPING- Y2 |
| BO_REASONS_2_Y2 | SECOND MOST IMPORTANT REASON FOR STOPPING- Y2 |
| BO_LENGTH_1 | HOW LONG DO YOU SEE YOURSELF |
| BO_POSTPLANS_1 | WHAT ARE YOUR PLANS FOR AFTER YOU FINISH |
| BO_POSTPLANS_2 | WHAT DID YOU DO IMMEDIATELY AFTER YOU FINISHED |
| BO_NUMPREVBIZ_1 | HOW MANY PREVIOUS BUSINESSES HAVE YOU OWNED |
| BO_EXITSTRAT_1_Y2 | HOW YOU CLOSED OR ENDED YOUR BUSINESS OR STOPPED WORKING FOR YOURSELF- Y2 |
| BO_INDUSTRY_1_PUF | PUF VARIABLE: WHAT INDUSTRY BEST CLASSIFIES |
| GP_CONSIDER_1_1_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- WHAT KIND OF BUSINESS- Y2 |
| GP_CONSIDER_1_2_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- TOO RISKY- Y2 |
| GP_CONSIDER_1_3_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- LOCAL COMMUNITY- Y2 |
| GP_CONSIDER_1_4_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- DON'T HAVE ENOUGH SAVINGS- Y2 |
| GP_CONSIDER_1_5_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- ACCESSING FINANCING- Y2 |
| GP_CONSIDER_1_6_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- FAMILY NOT SUPPORTIVE- Y2 |
| GP_CONSIDER_1_7_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- SEEMS TOO CHALLENGING- Y2 |
| GP_CONSIDER_1_8_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- UNCERTAIN ECONOMY- Y2 |

SECTION INDEX OF VARIABLES

| Variable Name | Variable Label |
|----------------------|---------------------------------------------------------------------|
| GP_CONSIDER_1_9_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- TOO MUCH TIME- Y2 |
| GP_CONSIDER_1_10_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- I LIKE MY CURRENT JOB- Y2 |
| GP_CONSIDER_1_11_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- NEED EMPLOYER BENEFITS- Y2 |
| GP_CONSIDER_1_12_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- DON'T HAVE SKILLS- Y2 |
| GP_CONSIDER_1_13_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- DON'T KNOW WHERE TO GO- Y2 |
| GP_CONSIDER_1_14_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- MAJOR LIFE EVENT- Y2 |
| GP_CONSIDER_1_15_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- RETIRED- Y2 |
| GP_CONSIDER_1_16_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- HEALTH REASONS- Y2 |
| GP_CONSIDER_1_17_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- CREDIT SCORE- Y2 |
| GP_CONSIDER_1_18_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- OTHER REASON- Y2 |
| GP_CONSIDER_2_Y2 | PRIMARY REASON FOR NOT STARTING- Y2 |
| GP_CONSIDER_3_Y2 | SECOND MOST IMPORTANT REASON FOR NOT STARTING- Y2 |
| ENTR_CHALLENGES_1_1 | THREE BIGGEST CHALLENGES- HEALTH INSURANCE |
| ENTR_CHALLENGES_1_2 | THREE BIGGEST CHALLENGES- TAX PAYMENTS |
| ENTR_CHALLENGES_1_3 | THREE BIGGEST CHALLENGES- CUSTOMERS |
| ENTR_CHALLENGES_1_4 | THREE BIGGEST CHALLENGES- BALANCING |
| ENTR_CHALLENGES_1_5 | THREE BIGGEST CHALLENGES- LONG HOURS |
| ENTR_CHALLENGES_1_6 | THREE BIGGEST CHALLENGES- MOTIVATION |
| ENTR_CHALLENGES_1_7 | THREE BIGGEST CHALLENGES- MAKING ENOUGH MONEY |
| ENTR_CHALLENGES_1_8 | THREE BIGGEST CHALLENGES- REGULATIONS |
| ENTR_CHALLENGES_1_9 | THREE BIGGEST CHALLENGES- RETAINING EMPLOYEES |
| ENTR_CHALLENGES_1_10 | THREE BIGGEST CHALLENGES- COMPETING |
| ENTR_CHALLENGES_1_11 | THREE BIGGEST CHALLENGES- ECONOMY |
| GP_CONSIDER_4 | IDEA EXPLORE THE POSSIBILITY |

SECTION INDEX OF VARIABLES

| Variable Name | Variable Label |
|----------------------|-----------------------------------------------------------------------------|
| GP_CONSIDER_5_1 | IDEA SUPPORT- MENTOR |
| GP_CONSIDER_5_2 | IDEA SUPPORT- PROFESSIONAL ADVICE |
| GP_CONSIDER_5_3 | IDEA SUPPORT- COMMUNITY EDUCATION PROGRAM |
| GP_CONSIDER_5_4 | IDEA SUPPORT- ONLINE EDUCATION PROGRAM |
| GP_CONSIDER_5_5 | IDEA SUPPORT- IMPROVE CREDIT |
| GP_CONSIDER_5_6 | IDEA SUPPORT- BUSINESS NETWORK |
| GP_CONSIDER_5_7 | IDEA SUPPORT- OTHER SUPPORT |
| GP_CONSIDER_6 | SELF-EMPLOYED MOST CHALLENGING |
| GP_EMPLOYEELENGTH_1 | HOW LONG WORK THERE |
| GP_EMPLOYERLENGTH_1 | BUSINESS BEEN IN EXISTENCE |
| GP_NUMEMPSTART_1 | HOW MANY PEOPLE WORK FOR THIS EMPLOYER |
| GP_WEEKSWK_1 | HOW MANY WEEKS DID YOU WORK |
| GP_HOURSWK_1 | HOW MANY HOURS DID YOU USUALLY WORK EACH WEEK |
| GP_EMPBENEFIT_1_1 | EMPLOYEE BENEFITS PAID BY EMPLOYER- HEALTH INSURANCE |
| GP_EMPBENEFIT_1_2 | EMPLOYEE BENEFITS PAID BY EMPLOYER- RETIREMENT PLANS |
| GP_EMPBENEFIT_1_3 | EMPLOYEE BENEFITS PAID BY EMPLOYER- PROFIT SHARING |
| GP_EMPBENEFIT_1_4 | EMPLOYEE BENEFITS PAID BY EMPLOYER- PAID HOLIDAYS |
| GP_EMPBENEFIT_1_5 | EMPLOYEE BENEFITS PAID BY EMPLOYER- PAID SICK LEAVE |
| GP_EMPBENEFIT_1_6 | EMPLOYEE BENEFITS PAID BY EMPLOYER- PAID PARENTAL LEAVE |
| GP_EMPBENEFIT_1_7 | EMPLOYEE BENEFITS PAID BY EMPLOYER- TUITION ASSISTANCE |
| GP_EMPBENEFIT_1_8 | EMPLOYEE BENEFITS PAID BY EMPLOYER- OTHER BENEFIT |
| GP_EMPBENEFIT_1_9 | EMPLOYEE BENEFITS PAID BY EMPLOYER- NONE OF THE ABOVE |
| REMOTE_1 | ALLOWED TO WORK REMOTELY |
| GP_NEWJOB_1A | NEXT YEAR HOW LIKELY IS IT- STAY WITH CURRENT EMPLOYMENT ARRANGEMENT |
| GP_NEWJOB_1B | NEXT YEAR HOW LIKELY IS IT- LOOK FOR A DIFFERENT JOB |
| GP_NEWJOB_1C | NEXT YEAR HOW LIKELY IS IT- LOOK FOR ANOTHER JOB IN ADDITION TO CURRENT JOB |

SECTION INDEX OF VARIABLES

| Variable Name | Variable Label |
|----------------------|--------------------------------------------------------------------------------|
| GP_NEWJOB_1D | NEXT YEAR HOW LIKELY IS IT- START OWN BUSINESS |
| GP_NEWJOB_1E | NEXT YEAR HOW LIKELY IS IT- START WORKING FOR YOURSELF |
| GP_NEWJOB_1F | NEXT YEAR HOW LIKELY IS IT- ENGAGE IN GIG WORK AS PRIMARY INCOME |
| GP_NEWJOB_1G | NEXT YEAR HOW LIKELY IS IT- ENGAGE IN GIG WORK AS SECONDARY INCOME |
| GP_NEWJOB_1H | NEXT YEAR HOW LIKELY IS IT- RETIRE |
| GP_NEWJOB_1I | NEXT YEAR HOW LIKELY IS IT- EXIT THE LABOR FORCE |
| GP_NEWJOB_1J | NEXT YEAR HOW LIKELY IS IT- GO BACK TO SCHOOL |
| GP_NEWJOB_2A | NEXT YEAR HOW LIKELY IS IT YOU WILL- TAKE A JOB |
| GP_NEWJOB_2B | NEXT YEAR HOW LIKELY IS IT YOU WILL- START OWN BUSINESS |
| GP_NEWJOB_2C | NEXT YEAR HOW LIKELY IS IT YOU WILL- START WORKING FOR YOURSELF |
| GP_NEWJOB_2D | NEXT YEAR HOW LIKELY IS IT YOU WILL- ENGAGE IN GIG WORK AS PRIMARY INCOME |
| GP_NEWJOB_2E | NEXT YEAR HOW LIKELY IS IT YOU WILL- ENGAGE IN GIG WORK AS SECONDARY INCOME |
| GP_NEWJOB_2F | NEXT YEAR HOW LIKELY IS IT YOU WILL- GO BACK TO SCHOOL |
| DEM_HHINC_PUF | PUF VARIABLE: TOTAL ANNUAL HOUSEHOLD INCOME |
| DEM_STUDENT | ENROLLED IN OR TAKING COURSES |
| DEM_INSURA | DO YOU CURRENTLY HAVE- HEALTH INSURANCE |
| DEM_INSURB | DO YOU CURRENTLY HAVE- CONTRIBUTIONS TO RETIREMENT PLANS |
| DEM_INSURC | DO YOU CURRENTLY HAVE- PROFIT SHARING |
| DEM_INSURD | DO YOU CURRENTLY HAVE- PAID HOLIDAYS |
| DEM_INSURE | DO YOU CURRENTLY HAVE- PAID SICK LEAVE |
| DEM_INSURF | DO YOU CURRENTLY HAVE- PAID PARENTAL LEAVE |
| DEM_INSURG | DO YOU CURRENTLY HAVE- TUITION ASSISTANCE |
| DEM_DEBT | HOW MANAGEABLE YOUR HOUSEHOLD DEBT IS |
| DEM_RELAWN | IMMEDIATE FAMILY MEMBERS OWN A BUSINESS |

SECTION INDEX OF VARIABLES

| Variable Name | Variable Label |
|------------------------|----------------------------------------------------------------------------|
| DEM_EDU_PUF | PUF VARIABLE: HIGHEST DEGREE OR LEVEL OF SCHOOL COMPLETED |
| DEM_MARITAL_Y2_PUF | PUF VARIABLE: MARITAL STATUS- Y2 |
| DEM_HOUSENUM_DRV | DERIVED VARIABLE: NUMBER OF PEOPLE IN HOUSEHOLD |
| DEM_HOUSEADULT_DRV | DERIVED VARIABLE: HOW MANY ADULTS LIVE IN YOUR HOUSEHOLD |
| DEM_HOUSEHOLD_1_Y2_DRV | DERIVED VARIABLE: WHO LIVES IN YOUR HOUSEHOLD- SPOUSE OR UNMARRIED PARTNER |
| DEM_HOUSEHOLD_2_Y2_DRV | DERIVED VARIABLE: WHO LIVES IN YOUR HOUSEHOLD- IMMEDIATE FAMILY |
| DEM_HOUSEHOLD_3_Y2_DRV | DERIVED VARIABLE: WHO LIVES IN YOUR HOUSEHOLD- OTHER RELATIVES |
| DEM_HOUSEHOLD_4_Y2_DRV | DERIVED VARIABLE: WHO LIVES IN YOUR HOUSEHOLD- NON-RELATIVES |
| DEM_HOUSECHILDA_DRV | DERIVED VARIABLE: NUMBER OF CHILDREN IN HOUSEHOLD UNDER 5 YEARS OLD |
| DEM_HOUSECHILDB_DRV | DERIVED VARIABLE: NUMBER OF CHILDREN IN HOUSEHOLD 5-11 YEARS OLD |
| DEM_HOUSECHILDC_DRV | DERIVED VARIABLE: NUMBER OF CHILDREN IN HOUSEHOLD 12-17 YEARS OLD |
| DEM_NUMCHILD_DRV | DERIVED VARIABLE: NUMBER OF CHILDREN IN HOUSEHOLD |
| DEM_MILITARY_1_PUF | PUF VARIABLE: HAVE YOU SERVED ON ACTIVE DUTY |
| DEM_CITIZEN_DRV | DERIVED VARIABLE: CITIZENSHIP STATUS |
| WTSURVY | SURVEY WEIGHT: APPLIES TO ALL CASES |
| STRATA | SAMPLING STRATA |
| PSU | PSU (PRIMARY SAMPLING UNIT) |

Variable: R_SUID**Label: RESPONDENT ID****Description: Administrative Variable: Unique ID assigned to survey respondent**

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|-------------------|------------------|--------|----------------|--------|
| | COUNT | PCT | COUNT | PCT |
| Unique identifier | 30,632 | 100.0% | 250,914,383 | 100.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: SAMP_TYPE**Label: EPOP SAMPLE TYPE****Description: Administrative Variable: The sample panel type determines which demographic variables are asked of the respondent.**

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|------------------------|------------------|--------|----------------|--------|
| | COUNT | PCT | COUNT | PCT |
| abs | 2,565 | 8.4% | 16,011,067 | 6.4% |
| amerispeak | 10,126 | 33.1% | 126,584,684 | 50.4% |
| non-probability sample | 17,941 | 58.6% | 108,318,632 | 43.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PARTIAL_CASE**Label: INDICATORFOR PARTIAL COMPLETE CASES****Description: Administrative Variable: Indicates whether case is a partial complete. Partial completes answered the majority of questions.**

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|---------------------|------------------|--------|----------------|--------|
| | COUNT | PCT | COUNT | PCT |
| 0: Full complete | 30,269 | 98.8% | 250,165,348 | 99.7% |
| 1: Partial complete | 363 | 1.2% | 749,035 | 0.3% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: Q LANGUAGE**Label:** SURVEY LANGUAGE**Description:** Would you like to take this survey in English or Spanish? [SHOW IF PANEL_TYPE=60]

| | __ Unweighted __ | | __ Weighted __ | |
|---------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: English | 30,305 | 98.9% | 248,687,077 | 99.1% |
| 2: Spanish | 327 | 1.1% | 2,227,306 | 0.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: Q MODE**Label:** SURVEY MODE**Description:** Administrative variable: Indicates mode that survey was conducted in.

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Web survey | 30,362 | 99.1% | 247,964,790 | 98.8% |
| 2: Phone survey | 270 | 0.9% | 2,949,593 | 1.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DEM AGE_PUF**Label:** PUF VARIABLE: RESPONDENT AGE**Description:** PUF variable coded from DEM AGE: Respondent age reported in survey data or pre-load information obtained from prior surveys.

| | __ Unweighted __ | | __ Weighted __ | |
|----------|------------------|-------|----------------|-------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: 18-29 | 6,065 | 19.8% | 38,758,967 | 15.4% |
| 2: 30-39 | 6,109 | 19.9% | 48,601,553 | 19.4% |
| 3: 40-49 | 5,105 | 16.7% | 41,830,988 | 16.7% |
| 4: 50-64 | 6,786 | 22.2% | 61,645,767 | 24.6% |
| 5: 65+ | 6,359 | 20.8% | 58,724,061 | 23.4% |

Issued: October 16, 2023

Variable: DEM_AGE_PUF**Label: PUF VARIABLE: RESPONDENT AGE****Description: PUF variable coded from DEM_AGE: Respondent age reported in survey data or pre-load information obtained from prior surveys.**

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|----------------|-----------------------|------------|---------------------|------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| -7: Suppressed | 208 | 0.7% | 1,353,048 | 0.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DEM_AGE_IMPUTED**Label: INDICATORFOR IMPUTED AGE VALUES****Description: Administrative variable: Indicates that age was imputed based on response to survey age range variable (DEM_AGE_RANGE)**

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|-----------------------|-----------------------|------------|---------------------|------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Age value reported | 30,624 | 100.0% | 250,872,813 | 100.0% |
| 1: Age value imputed | 8 | 0.0% | 41,570 | 0.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: CENSUS_DIV_DRV**Label: DERIVED VARIABLE: CENSUS DIVISION DERIVED FROM ZIP CODE****Description: Derived variable: census division derived from survey-reported zip code or pre-load information**

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|-----------------------|-----------------------|------------|---------------------|------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: New England | 1,628 | 5.3% | 11,685,755 | 4.7% |
| 2: Mid-Atlantic | 3,439 | 11.2% | 32,144,006 | 12.8% |
| 3: East North Central | 3,915 | 12.8% | 35,702,345 | 14.2% |
| 4: West North Central | 2,417 | 7.9% | 16,099,274 | 6.4% |
| 5: South Atlantic | 7,191 | 23.5% | 50,933,807 | 20.3% |
| 6: East South Central | 1,988 | 6.5% | 14,652,540 | 5.8% |

Issued: October 16, 2023

Variable: CENSUS_DIV_DRV**Label: DERIVED VARIABLE: CENSUS DIVISION DERIVED FROM ZIP CODE****Description: Derived variable: census division derived from survey-reported zip code or pre-load information**

| | <u>__ Unweighted __</u> | | <u>__ Weighted __</u> | |
|-----------------------|-------------------------|---------------|-----------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 7: West South Central | 3,675 | 12.0% | 30,128,434 | 12.0% |
| 8: Mountain | 2,612 | 8.5% | 19,031,382 | 7.6% |
| 9: Pacific | 3,767 | 12.3% | 40,536,840 | 16.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: REGION_DRV**Label: DERIVED VARIABLE: CENSUS REGION DERIVED FROM ZIP CODE****Description: Derived variable: census region derived from survey-reported zip code or pre-load information**

| | <u>__ Unweighted __</u> | | <u>__ Weighted __</u> | |
|---------------|-------------------------|---------------|-----------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Northeast | 5,067 | 16.5% | 43,829,761 | 17.5% |
| 2: Midwest | 6,332 | 20.7% | 51,801,619 | 20.6% |
| 3: South | 12,854 | 42.0% | 95,714,781 | 38.1% |
| 4: West | 6,379 | 20.8% | 59,568,222 | 23.7% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: RUCC_DRV**Label: DERIVED VARIABLE: URBANICITY MEASURE DERIVED FROM COUNTY****Description: Derived variable: measure of urbanicity derived from survey-reported county or pre-load information. Defined using county Rural-Urban Continuum Codes from the Economic Research Service.**

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------------------------------------------------------------|-----------------------|---------------|---------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Metro - Counties in metro areas of 1 million population or more | 16,011 | 52.3% | 138,847,923 | 55.3% |
| 2: Metro - Counties in metro areas of 250,000 to 1 million population | 6,429 | 21.0% | 53,175,599 | 21.2% |
| 3: Metro - Counties in metro areas of fewer than 250,000 population | 3,139 | 10.2% | 23,105,707 | 9.2% |
| 4: Nonmetro | 4,794 | 15.7% | 34,508,009 | 13.8% |
| -7: Suppressed | 105 | 0.3% | 652,952 | 0.3% |
| -3: Missing | 154 | 0.5% | 624,194 | 0.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DEM_GENDER**Label: GENDER IDENTITY****Description: What is your gender identity?**

| LABEL | __Unweighted__ | | __Weighted__ | |
|----------------|-----------------------|---------------|---------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Man | 15,869 | 51.8% | 123,982,466 | 49.4% |
| 2: Woman | 14,527 | 47.4% | 125,763,717 | 50.1% |
| 3: Non-binary | 131 | 0.4% | 591,030 | 0.2% |
| -7: Suppressed | 47 | 0.2% | 260,909 | 0.1% |
| -3: Missing | 58 | 0.2% | 316,262 | 0.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Issued: October 16, 2023

Variable: RACE_PUF

Label: PUF VARIABLE: RACE

Description: PUF variable coded from RACE: To ensure a representative sample, please indicate your race.

| | __ Unweighted __ | | __ Weighted __ | |
|------------------------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: NH-White | 15,351 | 50.1% | 153,298,738 | 61.1% |
| 2: NH-Black | 7,571 | 24.7% | 28,283,471 | 11.3% |
| 3: NH-Other and multi-racial | 2,009 | 6.6% | 26,336,874 | 10.5% |
| 4: Hispanic | 5,654 | 18.5% | 42,681,066 | 17.0% |
| -7: Suppressed | 29 | 0.1% | 182,478 | 0.1% |
| -3: Missing | 18 | 0.1% | 131,756 | 0.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_JOBSTAT_1

Label: WORKED FOR PAY LAST WEEK

Description: In the last week, did you work for pay at a job or business?
Working for pay includes being self-employed but not earning income in the last week, freelancers and consultants who work intermittently, active military duty, or on any type of paid or unpaid leave, including vacation.

| | __ Unweighted __ | | __ Weighted __ | |
|----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 17,896 | 58.4% | 152,994,116 | 61.0% |
| 2: No | 12,643 | 41.3% | 97,235,263 | 38.8% |
| -5: Don't know | 1 | 0.0% | 2,267 | 0.0% |
| -3: Missing | 92 | 0.3% | 682,737 | 0.3% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_JOBSTAT_2**Label: WORKED FOR PAY LAST WEEK EVEN AN HOUR****Description: In the last week, did you do ANY work for pay, even for as little as one hour? [SHOW IF S_JOBSTAT_1 < 1]**

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|-----------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 1,923 | 6.3% | 13,177,501 | 5.3% |
| 2: No | 10,766 | 35.1% | 84,482,010 | 33.7% |
| -3: Missing | 47 | 0.2% | 260,756 | 0.1% |
| .: Logical Skip | 17,896 | 58.4% | 152,994,116 | 61.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_JOBSTAT_3**Label: LOOKED FOR WORK LAST WEEK****Description: In the last week, did you look for work? [SHOW IF S_JOBSTAT_2 < 1]**

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|-----------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 2,017 | 6.6% | 12,221,064 | 4.9% |
| 2: No | 8,695 | 28.4% | 71,911,302 | 28.7% |
| -5: Don't know | 1 | 0.0% | 2,835 | 0.0% |
| -3: Missing | 100 | 0.3% | 607,565 | 0.2% |
| .: Logical Skip | 19,819 | 64.7% | 166,171,617 | 66.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_JOBSTAT_4_1

Label: REASONS NOT WORKING LAST WEEK - RETIRED

Description: What were your reasons for not working during the last week? Select all that apply.

1. Retired [SHOW IF S_JOBSTAT_1 < 1 AND S_JOBSTAT_2 < 1]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 5,060 | 16.5% | 33,826,311 | 13.5% |
| 1: Selected | 5,739 | 18.7% | 50,819,290 | 20.3% |
| -3: Missing | 14 | 0.0% | 97,165 | 0.0% |
| .: Logical Skip | 19,819 | 64.7% | 166,171,617 | 66.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_JOBSTAT_4_2

Label: REASONS NOT WORKING LAST WEEK - LAYOFF

Description: What were your reasons for not working during the last week? Select all that apply.

2. On layoff from a job [SHOW IF S_JOBSTAT_1 < 1 AND S_JOBSTAT_2 < 1]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 10,334 | 33.7% | 81,964,534 | 32.7% |
| 1: Selected | 465 | 1.5% | 2,681,067 | 1.1% |
| -3: Missing | 14 | 0.0% | 97,165 | 0.0% |
| .: Logical Skip | 19,819 | 64.7% | 166,171,617 | 66.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_JOBSTAT_4_3

Label: REASONS NOT WORKING LAST WEEK - STUDENT

Description: What were your reasons for not working during the last week? Select all that apply.
3. Student [SHOW IF S_JOBSTAT_1 <> 1 AND S_JOBSTAT_2 <> 1]

| | <u>__ Unweighted __</u> | | <u>__ Weighted __</u> | |
|-----------------|-------------------------|---------------|-----------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 10,242 | 33.4% | 80,839,455 | 32.2% |
| 1: Selected | 557 | 1.8% | 3,806,147 | 1.5% |
| -3: Missing | 14 | 0.0% | 97,165 | 0.0% |
| .: Logical Skip | 19,819 | 64.7% | 166,171,617 | 66.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_JOBSTAT_4_4

Label: REASONS NOT WORKING LAST WEEK - FAMILY RESPONSIBILITIES

Description: What were your reasons for not working during the last week? Select all that apply.
4. Family responsibilities [SHOW IF S_JOBSTAT_1 <> 1 AND S_JOBSTAT_2 <> 1]

| | <u>__ Unweighted __</u> | | <u>__ Weighted __</u> | |
|-----------------|-------------------------|---------------|-----------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 9,787 | 32.0% | 76,730,690 | 30.6% |
| 1: Selected | 1,012 | 3.3% | 7,914,911 | 3.2% |
| -3: Missing | 14 | 0.0% | 97,165 | 0.0% |
| .: Logical Skip | 19,819 | 64.7% | 166,171,617 | 66.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_JOBSTAT_4_5

Label: REASONS NOT WORKING LAST WEEK - CHRONIC ILLNESS OR PERMANENT DISABILITY

Description: What were your reasons for not working during the last week? Select all that apply.
5. Chronic illness or permanent disability [SHOW IF S_JOBSTAT_1 < 1 AND S_JOBSTAT_2 < 1]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 9,223 | 30.1% | 73,336,247 | 29.2% |
| 1: Selected | 1,576 | 5.1% | 11,309,355 | 4.5% |
| -3: Missing | 14 | 0.0% | 97,165 | 0.0% |
| .: Logical Skip | 19,819 | 64.7% | 166,171,617 | 66.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_JOBSTAT_4_6

Label: REASONS NOT WORKING LAST WEEK - SUITABLE JOB NOT AVAILABLE

Description: What were your reasons for not working during the last week? Select all that apply.
6. Suitable job not available [SHOW IF S_JOBSTAT_1 < 1 AND S_JOBSTAT_2 < 1]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 10,154 | 33.1% | 80,709,803 | 32.2% |
| 1: Selected | 645 | 2.1% | 3,935,799 | 1.6% |
| -3: Missing | 14 | 0.0% | 97,165 | 0.0% |
| .: Logical Skip | 19,819 | 64.7% | 166,171,617 | 66.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_JOBSTAT_4_7

Label: REASONS NOT WORKING LAST WEEK - DID NOT NEED OR WANT TO WORK

Description: What were your reasons for not working during the last week? Select all that apply.

7. Did not need or want to work [SHOW IF S_JOBSTAT_1 <> 1 AND S_JOBSTAT_2 <> 1]

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|------------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 9,986 | 32.6% | 77,275,282 | 30.8% |
| 1: Selected | 813 | 2.7% | 7,370,320 | 2.9% |
| -3: Missing | 14 | 0.0% | 97,165 | 0.0% |
| ..: Logical Skip | 19,819 | 64.7% | 166,171,617 | 66.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_JOBSTAT_4_8

Label: REASONS NOT WORKING LAST WEEK - NONE OF THE ABOVE

Description: What were your reasons for not working during the last week? Select all that apply.

8. None of the above [SHOW IF S_JOBSTAT_1 <> 1 AND S_JOBSTAT_2 <> 1]

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|------------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 9,532 | 31.1% | 76,894,878 | 30.6% |
| 1: Selected | 1,267 | 4.1% | 7,750,723 | 3.1% |
| -3: Missing | 14 | 0.0% | 97,165 | 0.0% |
| ..: Logical Skip | 19,819 | 64.7% | 166,171,617 | 66.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_JOBSTAT_5_1

Label: NOT WORKING REASON- SELF-EMPLOYED AND NOT PAID

Description: Were you not working for any of the following reasons during the last week? Select all that apply.

1. You were self-employed and not getting paid during this time. [SHOW IF S_JOBSTAT_4 = 8,-3,-5]

| | ___Unweighted___ | | ___Weighted___ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 1,179 | 3.8% | 7,146,976 | 2.8% |
| 1: Selected | 80 | 0.3% | 591,979 | 0.2% |
| -3: Missing | 22 | 0.1% | 108,933 | 0.0% |
| .: Logical Skip | 29,351 | 95.8% | 243,066,495 | 96.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_JOBSTAT_5_2

Label: NOT WORKING REASON- VACATION

Description: Were you not working for any of the following reasons during the last week? Select all that apply.

2. You were on vacation from work or traveling while holding a job. [SHOW IF S_JOBSTAT_4 = 8,-3,-5]

| | ___Unweighted___ | | ___Weighted___ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 1,158 | 3.8% | 6,912,622 | 2.8% |
| 1: Selected | 101 | 0.3% | 826,333 | 0.3% |
| -3: Missing | 22 | 0.1% | 108,933 | 0.0% |
| .: Logical Skip | 29,351 | 95.8% | 243,066,495 | 96.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_JOBSTAT_5_3**Label: NOT WORKING REASON- PAID LEAVE**

Description: Were you not working for any of the following reasons during the last week? Select all that apply.
 3. You were on paid sick leave, personal leave, or other temporary leave.
 [SHOW IF S_JOBSTAT_4 = 8,-3,-5]

| LABEL | ___Unweighted___ | | ___Weighted___ | |
|-----------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 1,197 | 3.9% | 7,162,200 | 2.9% |
| 1: Selected | 62 | 0.2% | 576,755 | 0.2% |
| -3: Missing | 22 | 0.1% | 108,933 | 0.0% |
| .: Logical Skip | 29,351 | 95.8% | 243,066,495 | 96.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_JOBSTAT_5_4**Label: NOT WORKING REASON- OTHER BENEFITS**

Description: Were you not working for any of the following reasons during the last week? Select all that apply.
 4. You were on a job that did not pay but had other benefits. [SHOW IF S_JOBSTAT_4 = 8,-3,-5]

| LABEL | ___Unweighted___ | | ___Weighted___ | |
|-----------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 1,243 | 4.1% | 7,612,707 | 3.0% |
| 1: Selected | 16 | 0.1% | 126,249 | 0.1% |
| -3: Missing | 22 | 0.1% | 108,933 | 0.0% |
| .: Logical Skip | 29,351 | 95.8% | 243,066,495 | 96.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_JOBSTAT_5_5**Label: NOT WORKING REASON- SABBATICAL****Description: Were you not working for any of the following reasons during the last week? Select all that apply.****5. You were on a sabbatical. [SHOW IF S_JOBSTAT_4 = 8,-3,-5]**

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|-----------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 1,239 | 4.0% | 7,589,415 | 3.0% |
| 1: Selected | 20 | 0.1% | 149,540 | 0.1% |
| -3: Missing | 22 | 0.1% | 108,933 | 0.0% |
| .: Logical Skip | 29,351 | 95.8% | 243,066,495 | 96.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_JOBSTAT_5_6**Label: NOT WORKING REASON- NONE OF THE ABOVE****Description: Were you not working for any of the following reasons during the last week? Select all that apply.****6. None of the above. [SHOW IF S_JOBSTAT_4 = 8,-3,-5]**

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|-----------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 267 | 0.9% | 2,216,511 | 0.9% |
| 1: Selected | 992 | 3.2% | 5,522,444 | 2.2% |
| -3: Missing | 22 | 0.1% | 108,933 | 0.0% |
| .: Logical Skip | 29,351 | 95.8% | 243,066,495 | 96.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_JOBSTAT_6

Label: IMPORTANT TO KNOW YOUR JOB STATUS

Description: To ask you the right questions, it is important to know your job status. In the last week, did you work for pay at a job or business?

Working for pay includes being self-employed but not earning income in the last week, freelancers and consultants who work intermittently, active military duty, or on any type of paid or unpaid leave, including vacation.
[SHOW IF S_JOBSTAT_1 = -3,-5 AND S_JOBSTAT_2 = -3,-5 AND S_JOBSTAT_5 = -3,-5]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|-----------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 2 | 0.0% | 10,215 | 0.0% |
| 2: No | 3 | 0.0% | 22,579 | 0.0% |
| .: Logical Skip | 30,627 | 100.0% | 250,881,589 | 100.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_JOB_1

Label: MAIN JOB/WORK ARRANGEMENT IN THE LAST WEEK

Description: Which one of the following best describes your main job/work arrangement in the last week?

If you had more than one job or work arrangement, report on the one for which you worked the most hours.

[SHOW IF S_JOBSTAT_1 = 1 OR S_JOBSTAT_2 = 1 OR ANY(S_JOBSTAT_5_1 - S_JOBSTAT_5_5 = 1) OR S_JOBSTAT_6 = 1]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|-------------------------|-------------------|------------|-----------------|------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Current Entrepreneur | 2,717 | 8.9% | 16,363,603 | 6.5% |
| 2: Current Freelancer | 3,180 | 10.4% | 22,989,426 | 9.2% |
| 3: For Profit | 7,830 | 25.6% | 74,517,227 | 29.7% |
| 4: Not for Profit | 2,130 | 7.0% | 19,728,569 | 7.9% |
| 5: Local Government | 1,612 | 5.3% | 14,600,591 | 5.8% |
| 6: State Government | 854 | 2.8% | 7,039,304 | 2.8% |
| 7: U.S. Military | 203 | 0.7% | 1,262,583 | 0.5% |
| 8: U.S Government | 586 | 1.9% | 5,020,156 | 2.0% |

Issued: October 16, 2023

Variable: S_JOB_1

Label: MAIN JOB/WORK ARRANGEMENT IN THE LAST WEEK

Description: Which one of the following best describes your main job/work arrangement in the last week?

If you had more than one job or work arrangement, report on the one for which you worked the most hours.

[SHOW IF S_JOBSTAT_1 = 1 OR S_JOBSTAT_2 = 1 OR ANY(S_JOBSTAT_5_1 - S_JOBSTAT_5_5 = 1) OR S_JOBSTAT_6 = 1]

| | __Unweighted__ | | __Weighted__ | |
|------------------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 9: Non-U.S. Government | 748 | 2.4% | 5,264,075 | 2.1% |
| -5: Don't know | 3 | 0.0% | 23,506 | 0.0% |
| -3: Missing | 225 | 0.7% | 1,589,302 | 0.6% |
| .: Logical Skip | 10,544 | 34.4% | 82,516,040 | 32.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_GIGCHECK_1

Label: MAIN JOB GIG WORK

Description: Some people earn money through short, paid tasks or jobs online or in-person that are conducted through companies that coordinate payment for the service. This is sometimes referred to as “gig work.” Is your main job or work arrangement gig work?

These tasks might include driving for Uber or Lyft, selling goods through Craigslist or Etsy, completing online tasks on Amazon, providing graphic design, music, or other services via Fiverr or Upwork, or other activities.

[HOVER TEXT ON “other activities”: • App-based food delivery, • Babysitting, childcare services, dog walking and/or house sitting, • Disabled adult and/or elder care services, • Providing personal services to individuals, • Renting out property, such as your car, your phone, your place of residence, or other items] [SHOW IF S_JOB_1 = 2,3,4]

| | __Unweighted__ | | __Weighted__ | |
|----------------|----------------|-------|--------------|-------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 3,281 | 10.7% | 19,295,259 | 7.7% |
| 2: No | 9,339 | 30.5% | 94,127,779 | 37.5% |
| -5: Don't know | 498 | 1.6% | 3,592,099 | 1.4% |
| -3: Missing | 22 | 0.1% | 220,084 | 0.1% |

Issued: October 16, 2023

Variable: S_GIGCHECK_1

Label: MAIN JOB GIG WORK

Description: Some people earn money through short, paid tasks or jobs online or in-person that are conducted through companies that coordinate payment for the service. This is sometimes referred to as “gig work.” Is your main job or work arrangement gig work?

These tasks might include driving for Uber or Lyft, selling goods through Craigslist or Etsy, completing online tasks on Amazon, providing graphic design, music, or other services via Fiverr or Upwork, or other activities.

[HOVER TEXT ON “other activities”: • App-based food delivery, • Babysitting, childcare services, dog walking and/or house sitting, • Disabled adult and/or elder care services, • Providing personal services to individuals, • Renting out property, such as your car, your phone, your place of residence, or other items] [SHOW IF S_JOB_1 = 2,3,4]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| .: Logical Skip | 17,492 | 57.1% | 133,679,161 | 53.3% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_PAIDJOB_1

Label: WORK FOR PAY AT SECOND JOB

Description: In addition to your main job/work arrangement you just described, in the last week did you work for pay at a second job (or business), including part-time, evening, or weekend work?

[HOVER TEXT ON “second job”: If you have multiple jobs in addition to your main job, report on the additional job for which you worked the most hours.

[SHOW IF S_JOBSTAT_1 = 1 OR S_JOBSTAT_2 = 1 OR ANY(S_JOBSTAT_5_1 – S_JOBSTAT_5_5 = 1) OR S_JOBSTAT_6 = 1]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 6,510 | 21.3% | 40,465,421 | 16.1% |
| 2: No | 13,526 | 44.2% | 127,628,335 | 50.9% |
| -3: Missing | 52 | 0.2% | 304,587 | 0.1% |
| .: Logical Skip | 10,544 | 34.4% | 82,516,040 | 32.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_JOB_2**Label: SECOND JOB****Description: Which one of the following best describes your second job/work arrangement over the last week? [SHOW IF S_PAIDJOB_1 = 1]**

| LABEL | __Unweighted__ | | __Weighted__ | |
|-------------------------|-----------------------|---------------|---------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Current Entrepreneur | 1,421 | 4.6% | 7,716,870 | 3.1% |
| 2: Current Freelancer | 2,153 | 7.0% | 13,946,117 | 5.6% |
| 3: For Profit | 1,574 | 5.1% | 10,469,198 | 4.2% |
| 4: Not for Profit | 492 | 1.6% | 3,360,138 | 1.3% |
| 5: Local Government | 305 | 1.0% | 1,682,663 | 0.7% |
| 6: State Government | 170 | 0.6% | 1,011,661 | 0.4% |
| 7: U.S. Military | 76 | 0.2% | 394,108 | 0.2% |
| 8: U.S Government | 117 | 0.4% | 563,155 | 0.2% |
| 9: Non-U.S. Government | 167 | 0.5% | 1,110,122 | 0.4% |
| -3: Missing | 35 | 0.1% | 211,388 | 0.1% |
| ..: Logical Skip | 24,122 | 78.7% | 210,448,962 | 83.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Issued: October 16, 2023

Variable: S_GIGCHECK_2

Label: SECOND JOB GIG WORK

Description: Some people earn money through short, paid tasks or jobs online or in-person that are conducted through companies that coordinate payment for the service. This is sometimes referred to as “gig work.” Is your second job/work arrangement gig work?

These tasks might include driving for Uber or Lyft, selling goods through Craigslist or Etsy, completing online tasks on Amazon, providing graphic design, music, or other services via Fiverr or Upwork, or other activities.

[HOVER TEXT ON “other activities”: • App-based food delivery, • Babysitting, childcare services, dog walking and/or house sitting, • Disabled adult and/or elder care services, • Providing personal services to individuals, • Renting out property, such as your car, your phone, your place of residence, or other items] [SHOW IF S_JOB_1 = 2,3,4]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|--------|--------------|--------|
| | COUNT | PCT | COUNT | PCT |
| 1: Yes | 2,416 | 7.9% | 13,273,268 | 5.3% |
| 2: No | 1,615 | 5.3% | 13,520,960 | 5.4% |
| -5: Don't know | 172 | 0.6% | 863,524 | 0.3% |
| -3: Missing | 16 | 0.1% | 117,701 | 0.0% |
| ..: Logical Skip | 26,413 | 86.2% | 223,138,930 | 88.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DOV_CUR_ENTR

Label: CURRENT ENTREPRENEUR FLAG

Description: Administrative Variable: This variable flags which respondents qualify as a current entrepreneur. IF S_JOB_1 = 1 OR S_JOB_2 = 1 OR S_FORMBIZ_STAT_1 = 1 DOV_CUR_ENTR = 1. ELSE DOV_CUR_ENTR = 0.

| LABEL | __Unweighted__ | | __Weighted__ | |
|---------------------------|----------------|--------|--------------|--------|
| | COUNT | PCT | COUNT | PCT |
| 0: Does not meet criteria | 24,683 | 80.6% | 213,956,497 | 85.3% |
| 1: Meets criteria | 5,949 | 19.4% | 36,957,886 | 14.7% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DOV_CUR_FREE

Label: CURRENT FREELANCER FLAG

Description: Administrative Variable: This variable flags which respondents qualify as a current freelancer. IF S_JOB_1 = 2 OR S_JOB_2 = 2 OR S_FORMFREE_STAT_1 = 1 DOV_CUR_FREE = 1. ELSE DOV_CUR_FREE = 0.

| LABEL | __Unweighted__ | | __Weighted__ | |
|---------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Does not meet criteria | 22,489 | 73.4% | 195,092,663 | 77.8% |
| 1: Meets criteria | 8,143 | 26.6% | 55,821,720 | 22.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_FORMBIZ_1

Label: EVER OWNED A BUSINESS

Description: Have you ever owned a business, professional practice, or farm (excluding consultant, freelancer, and independent contractor work)?
[SHOW IF DOV_CUR_ENTR = 0 AND DOV_CUR_FREE = 0]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Yes | 4,495 | 14.7% | 37,569,557 | 15.0% |
| 2: No | 18,458 | 60.3% | 160,397,303 | 63.9% |
| -3: Missing | 135 | 0.4% | 940,784 | 0.4% |
| ..: Logical Skip | 7,544 | 24.6% | 52,006,740 | 20.7% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_FORMBIZ_2

Label: OUTSIDE OF FREELANCE, EVER OWNED A BUSINESS

Description: You reported you are currently working as a self-employed consultant, freelancer, or independent contractor. Outside of this work activity, have you ever owned a business, professional practice, or farm (excluding consultant, freelancer, and independent contractor work)?
[SHOW IF DOV_CUR_FREE = 1]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 1,645 | 5.4% | 9,712,304 | 3.9% |
| 2: No | 2,431 | 7.9% | 20,942,229 | 8.3% |
| -3: Missing | 13 | 0.0% | 44,517 | 0.0% |
| .: Logical Skip | 26,543 | 86.7% | 220,215,334 | 87.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_ADDBIZ_1

Label: CURRENTLY OWN ANY OTHER BUSINESS

Description: You reported you currently own [IF S_JOB_1 = 1 & S_JOB_2 = 1: two businesses, professional practices, or farms /ELSE: a business, professional practice, or farm]. Outside of [IF S_JOB_1 = 1 & S_JOB_2 = 1: these businesses /ELSE: this business], do you currently own any other businesses, professional practices, or farms (excluding consultant, freelancer, and independent contractor work)?
[SHOW IF S_JOB_1 = 1 OR S_JOB_2 = 1]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 1,511 | 4.9% | 5,832,170 | 2.3% |
| 2: No | 1,928 | 6.3% | 15,430,991 | 6.1% |
| -3: Missing | 16 | 0.1% | 44,530 | 0.0% |
| .: Logical Skip | 27,177 | 88.7% | 229,606,693 | 91.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_ADDBIZ_2

Label: TOTAL BUSINESSES OWNED

Description: How many total businesses, professional practices, or farms do you own?
[SHOW IF S_ADDBIZ_1 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: 2 | 837 | 2.7% | 3,454,494 | 1.4% |
| 2: 3 | 392 | 1.3% | 1,369,707 | 0.5% |
| 3: 4 | 183 | 0.6% | 649,268 | 0.3% |
| 4: 5 or more | 86 | 0.3% | 303,453 | 0.1% |
| -3: Missing | 13 | 0.0% | 55,247 | 0.0% |
| .: Logical Skip | 29,121 | 95.1% | 245,082,213 | 97.7% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_ADDBIZ_3

Label: EVER OWNED ADDITIONAL BUSINESS

Description: Outside of the business(es) you currently own, have you ever in the past owned a business, professional practice, or farm that you closed, sold, or left? [SHOW IF S_JOB_1 = 1 OR S_JOB_2 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Yes | 1,626 | 5.3% | 7,760,281 | 3.1% |
| 2: No | 1,798 | 5.9% | 13,439,232 | 5.4% |
| -3: Missing | 31 | 0.1% | 108,178 | 0.0% |
| .: Logical Skip | 27,177 | 88.7% | 229,606,693 | 91.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_FORMBIZ_STAT_1

Label: STILL OWN BUSINESS

Description: Do you still own this business, professional practice, or farm?
[SHOW IF S_FORMBIZ_1 = 1 OR S_FORMBIZ_2 = 1]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 2,494 | 8.1% | 15,650,196 | 6.2% |
| 2: No | 3,608 | 11.8% | 31,398,893 | 12.5% |
| -3: Missing | 38 | 0.1% | 232,772 | 0.1% |
| .: Logical Skip | 24,492 | 80.0% | 203,632,522 | 81.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_FORMBIZ_STAT_2

Label: CLOSE, SELL, OR LEAVE BUSINESS

Description: In what year did you close, sell, or leave this business, professional practice, or farm? If you owned more than one, please provide the year that you most recently closed, sold, or left a business, professional practice, or farm.
[SHOW IF S_FORMBIZ_STAT_1 = 2 OR S_ADDBIZ_3 = 1]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| -5: Don't know | 2 | 0.0% | 16,234 | 0.0% |
| -3: Missing | 511 | 1.7% | 2,274,129 | 0.9% |
| .: Logical Skip | 25,398 | 82.9% | 211,755,209 | 84.4% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_FORMBIZ_STAT_2 **Type:** Numeric

| CASES | N | MEAN | MEDIAN | MIN | MAX |
|------------|------------|--------|--------|--------|--------|
| Unweighted | 4,721 | 2010.7 | 2015.0 | 1920.0 | 2023.0 |
| Weighted | 39,159,174 | 2009.3 | 2012.0 | 1920.0 | 2023.0 |

Variable: S_FORMBIZ_STAT_3

Label: APPROXIMATELY CLOSE, SELL, OR LEAVE BUSINESS

Description: Approximately how long ago did you close, sell, or leave this business, professional practice, or farm? If you owned more than one, please refer to the business, professional practice, or farm you most recently closed, sold, or left. [SHOW IF S_FORMBIZ_STAT_2 = -3,-5]

| | __Unweighted__ | | __Weighted__ | |
|----------------------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Within the last 5 years | 224 | 0.7% | 945,697 | 0.4% |
| 2: 6 to 10 years ago | 188 | 0.6% | 861,522 | 0.3% |
| 3: 11 to 20 years ago | 65 | 0.2% | 299,428 | 0.1% |
| 4: More than 20 years ago | 26 | 0.1% | 140,984 | 0.1% |
| -3: Missing | 10 | 0.0% | 42,732 | 0.0% |
| .: Logical Skip | 30,119 | 98.3% | 248,624,020 | 99.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_FORMFREE_1

Label: EVER FREELANCER

Description: Have you ever worked for yourself as a consultant, freelancer, or independent contractor either full- time or part-time (you may have received a Form 1099 or been paid informally off the books)?
[SHOW IF S_JOB_1 = 1,3,4,5,6,7,8,9,-3,-5,NA AND S_JOB_2 = 1,3,4,5,6,7,8,9,-3,-5,NA]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 8,400 | 27.4% | 68,314,485 | 27.2% |
| 2: No | 17,378 | 56.7% | 147,925,924 | 59.0% |
| -3: Missing | 231 | 0.8% | 1,442,714 | 0.6% |
| .: Logical Skip | 4,623 | 15.1% | 33,231,260 | 13.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_ADDFREE_1

Label: OTHER CURRENT FREELANCER ROLES

Description: You reported you are currently working [IF S_JOB_1 =2 & S_JOB_2 = 2: in two jobs] as a self-employed consultant, freelancer, or independent contractor. Outside of this work, do you currently work for yourself in any other consultant, freelancer, or independent contractor roles?
[SHOW IF S_JOB_1 = 2 OR S_JOB_2 = 2]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|--------|--------------|--------|
| | COUNT | PCT | COUNT | PCT |
| 1: Yes | 1,977 | 6.5% | 11,016,158 | 4.4% |
| 2: No | 2,596 | 8.5% | 21,991,620 | 8.8% |
| -3: Missing | 50 | 0.2% | 223,481 | 0.1% |
| ..: Logical Skip | 26,009 | 84.9% | 217,683,123 | 86.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_ADDFREE_2

Label: TOTAL FREELANCER JOBS

Description: How many total consultant, freelancer, or independent contractor jobs do you have? [SHOW IF S_ADDFREE_1 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|--------|--------------|--------|
| | COUNT | PCT | COUNT | PCT |
| 1: 2 | 1,137 | 3.7% | 7,173,553 | 2.9% |
| 2: 3 | 470 | 1.5% | 2,012,034 | 0.8% |
| 3: 4 | 200 | 0.7% | 878,637 | 0.4% |
| 4: 5 or more | 148 | 0.5% | 820,597 | 0.3% |
| -3: Missing | 22 | 0.1% | 131,337 | 0.1% |
| ..: Logical Skip | 28,655 | 93.5% | 239,898,225 | 95.6% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_ADDFREE_3

Label: EVER A FREELANCER

Description: Outside of your current consultant, freelance, or independent contractor work, did you do any consulting, freelance, or independent contractor work in the past that you no longer do now?
[SHOW IF S_JOB_1 = 2 OR S_JOB_2 = 2]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 2,028 | 6.6% | 12,368,402 | 4.9% |
| 2: No | 2,523 | 8.2% | 20,588,274 | 8.2% |
| -3: Missing | 72 | 0.2% | 274,584 | 0.1% |
| .: Logical Skip | 26,009 | 84.9% | 217,683,123 | 86.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_FORMFREE_STAT_1_Y2

Label: STILL FREELANCER - Y2

Description: Are you still working for yourself as a consultant, freelancer, or independent contractor either full-time or part-time?
[SHOW IF S_FORMFREE_1 = 1]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 3,520 | 11.5% | 22,590,461 | 9.0% |
| 2: No | 4,825 | 15.8% | 45,510,793 | 18.1% |
| -3: Missing | 55 | 0.2% | 213,232 | 0.1% |
| .: Logical Skip | 22,232 | 72.6% | 182,599,898 | 72.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_FORMFREE_STAT_2

Label: YEAR STOP PREVIOUS WORK

Description: In what year did you stop doing this previous work as a consultant, freelancer, or independent contractor?
[SHOW IF S_FORMFREE_STAT_1 = 2 OR S_ADDFREE_3 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| -3: Missing | 353 | 1.2% | 1,772,624 | 0.7% |
| .: Logical Skip | 23,779 | 77.6% | 193,035,188 | 76.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_FORMFREE_STAT_2 **Type:**
Numeric

| CASES | N | MEAN | MEDIAN | MIN | MAX |
|------------|------------|--------|--------|--------|--------|
| Unweighted | 6,500 | 2014.2 | 2018.0 | 1920.0 | 2023.0 |
| Weighted | 57,879,195 | 2013.5 | 2017.0 | 1920.0 | 2023.0 |

Variable: S_FORMFREE_STAT_3

Label: APPROXIMATELY STOP PREVIOUS WORK

Description: Approximately how long ago did you stop doing this previous work as a consultant, freelancer, or independent contractor? If you held more than one position, please refer to the consultant, freelancer, or independent contractor role you most recently stopped.
[SHOW IF S_FORMFREE_STAT_2 = -3,-5]

| LABEL | __Unweighted__ | | __Weighted__ | |
|----------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Within the last 5 years | 155 | 0.5% | 669,142 | 0.3% |
| 2: 6 to 10 years ago | 130 | 0.4% | 728,545 | 0.3% |
| 3: 11 to 20 years ago | 48 | 0.2% | 218,424 | 0.1% |
| 4: More than 20 years ago | 17 | 0.1% | 135,446 | 0.1% |
| -3: Missing | 3 | 0.0% | 21,067 | 0.0% |
| .: Logical Skip | 30,279 | 98.8% | 249,141,759 | 99.3% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Issued: October 16, 2023

Variable: DOV_FORM_ENTR

Label: FORMER ENTREPRENEUR FLAG

Description: Administrative Variable: This variable flags which respondents qualify as a former entrepreneur. IF S_FORMBIZ_STAT_1=2,-3,-5 OR S_ADDBIZ_3=1 DOV_FORM_ENTR = 1. ELSE DOV_FORM_ENTR = 0.

| LABEL | __Unweighted__ | | __Weighted__ | |
|---------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Does not meet criteria | 25,398 | 82.9% | 211,755,209 | 84.4% |
| 1: Meets criteria | 5,234 | 17.1% | 39,159,174 | 15.6% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DOV_FORM_FREE

Label: FORMER FREELANCER FLAG

Description: Administrative Variable: This variable flags which respondents qualify as a former freelancer. IF S_FORMFREE_STAT_1=2,-3,-5 OR S_ADDFREE_3=1 DOV_FORM_FREE = 1. ELSE DOV_FORM_FREE = 0.

| LABEL | __Unweighted__ | | __Weighted__ | |
|---------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Does not meet criteria | 23,779 | 77.6% | 193,035,188 | 76.9% |
| 1: Meets criteria | 6,853 | 22.4% | 57,879,195 | 23.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_NASCENT_1**Label:** NASCENT NEW BUSINESS

Description: Are you, alone or with others, currently trying to start a new business, professional practice or farm, including any form of self-employment, consulting, freelancing, or independent contracting, or selling any goods or services to others?

| LABEL | __Unweighted__ | | __Weighted__ | |
|---------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Yes | 6,901 | 22.5% | 41,149,600 | 16.4% |
| 2: No | 23,507 | 76.7% | 208,248,240 | 83.0% |
| -3: Missing | 224 | 0.7% | 1,516,542 | 0.6% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DOV_NASCENT**Label:** NASCENT FLAG

Description: Administrative Variable: This variable flags which respondents qualify as a nascent business owner. IF S_NASCENT_1 = 1 DOV_NASCENT = 1.
ELSE DOV_NASCENT = 0.

| LABEL | __Unweighted__ | | __Weighted__ | |
|---------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Does not meet criteria | 23,731 | 77.5% | 209,764,783 | 83.6% |
| 1: Meets criteria | 6,901 | 22.5% | 41,149,600 | 16.4% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_WITHDRAW_1

Label: WITHDRAWNBUSINESS

Description: [IF DOV_CUR_ENTR = 1: Outside of your current business, have] [ELSE IF DOV_CUR_FREE = 1: Outside of your current consultant, freelance, or independent contractor work, have] [ELSE IF DOV_FORM_ENTR = 1: Since you closed/ended your last business, have] [ELSE IF DOV_FORM_FREE = 1: Since you stopped working for yourself as a consultant, freelancer, or independent contractor, have] [ELSE: Have] you, alone or with others, ever considered starting a new business, professional practice, or farm, including any form of self-employment, consulting, freelancing, or independent contracting, or selling any goods or services to others but decided to wait or change your mind?

| LABEL | __Unweighted__ | | __Weighted__ | |
|-------------|----------------|--------|--------------|--------|
| | COUNT | PCT | COUNT | PCT |
| 1: Yes | 11,442 | 37.4% | 86,240,154 | 34.4% |
| 2: No | 18,884 | 61.6% | 162,611,552 | 64.8% |
| -3: Missing | 306 | 1.0% | 2,062,677 | 0.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DOV_WITHDRAW

Label: WITHDRAWNFLAG

Description: Administrative Variable: This variable flags which respondents qualify as a withdrawn business owner or freelancer. IF S_WITHDRAW_1 = 1 DOV_WITHDRAW = 1. ELSE DOV_WITHDRAW = 0.

| LABEL | __Unweighted__ | | __Weighted__ | |
|---------------------------|----------------|--------|--------------|--------|
| | COUNT | PCT | COUNT | PCT |
| 0: Does not meet criteria | 19,190 | 62.6% | 164,674,229 | 65.6% |
| 1: Meets criteria | 11,442 | 37.4% | 86,240,154 | 34.4% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_INTEREST_2**Label:** INTEREST IN STARTING BUSINESS**Description:** How interested were you in starting your own business, professional practice, or farm, or working for yourself as a consultant, freelancer, or independent contractor?[SHOW IF DOV_WITHDRAW= 1 AND DOV_CUR_ENTR = 0 AND
DOV_FORM_ENTR = 0 AND DOV_CUR_FREE = 0 AND
DOV_FORM_FREE = 0 AND DOV_NASCENT = 0]

| LABEL | __Unweighted__ | | __Weighted__ | |
|--------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Not at all interested | 85 | 0.3% | 700,597 | 0.3% |
| 2: Slightly interested | 540 | 1.8% | 5,474,091 | 2.2% |
| 3: Somewhat interested | 1,064 | 3.5% | 10,029,213 | 4.0% |
| 4: Very interested | 748 | 2.4% | 6,906,686 | 2.8% |
| 5: Extremely interested | 287 | 0.9% | 2,335,082 | 0.9% |
| -3: Missing | 10 | 0.0% | 46,243 | 0.0% |
| ..: Logical Skip | 27,898 | 91.1% | 225,422,471 | 89.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_GIGCHECK_3

Label: OUTSIDE GIG WORK

Description: Some people earn money through short, paid tasks or jobs online or in-person that are conducted through companies that coordinate payment for the service. This is sometimes referred to as “gig work.”
 [IF JOBSTAT_1 = 1 OR JOBSTAT_2 = 1 OR JOBSTAT_5 = 1 OR JOBSTAT_6 = 1: Outside of the forms of employment you have already mentioned, in/ELSE: In] the last 6 months have you been paid for any gig work? These tasks might include driving for Uber or Lyft, selling goods through Etsy, completing online tasks on Mechanical Turk, providing graphic design, music, or other services via Fiverr or Upwork, or other activities.
 [HOVER TEXT ON “other activities”: • App-based food delivery, • Babysitting, childcare services, dog walking and/or house sitting, • Disabled adult and/or elder care services, • Providing personal services to individuals, • Renting out property, such as your car, your phone, your place of residence, or other items] [SHOW IF S_GIGCHECK_1 > 1 AND S_GIGCHECK_2 > 1]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 4,020 | 13.1% | 27,222,863 | 10.8% |
| 2: No | 20,730 | 67.7% | 193,163,998 | 77.0% |
| -5: Don't know | 1,159 | 3.8% | 2,359,089 | 0.9% |
| -3: Missing | 44 | 0.1% | 286,946 | 0.1% |
| .: Logical Skip | 4,679 | 15.3% | 27,881,487 | 11.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_GIGCHECK_3_IMPUTED

Label: INDICATORFOR IMPUTED S_GIGCHECK_3 VALUES

Description: Administrative variable: Indicates that S_GIGCHECK_3 was imputed.

| | __Unweighted__ | | __Weighted__ | |
|--------------------------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: S_GIGCHECK_3 value reported | 27,839 | 90.9% | 221,305,688 | 88.2% |
| 1: S_GIGCHECK_3 value imputed | 2,793 | 9.1% | 29,608,695 | 11.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_GIGPLATFORM_1

Label: GIG PLATFORM COMPANY COORDINATING

Description: Is your consulting, freelance, or independent contract work conducted through a company that coordinates payments or relationships with clients? [SHOW IF DOV_CUR_FREE = 1]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|-----------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 3,955 | 12.9% | 22,171,080 | 8.8% |
| 2: No | 3,251 | 10.6% | 27,015,949 | 10.8% |
| -5: Don't know | 897 | 2.9% | 6,428,174 | 2.6% |
| -3: Missing | 40 | 0.1% | 206,518 | 0.1% |
| .: Logical Skip | 22,489 | 73.4% | 195,092,663 | 77.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_GIGPLATFORM_2

Label: GIG PLATFORM ONLINE APP

Description: Is the company that coordinates payments or relationships with clients for your [IF DOV_CUR_FREE = 1: consulting, freelance or independent contract/ELSE: gig] work an online app? [SHOW IF S_GIGPLATFORM_1 = 1 OR S_GIGCHECK_1 = 1 OR S_GIGCHECK_2 = 1 OR S_GIGCHECK_3 = 1]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|-----------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 5,006 | 16.3% | 28,039,590 | 11.2% |
| 2: No | 3,481 | 11.4% | 26,607,964 | 10.6% |
| -5: Don't know | 908 | 3.0% | 6,523,408 | 2.6% |
| -3: Missing | 171 | 0.6% | 1,029,369 | 0.4% |
| .: Logical Skip | 21,066 | 68.8% | 188,714,053 | 75.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: S_GIGPLATFORM_DRV**Label:** GIG PLATFORM TYPE DERIVED FROM S_GIGPLATFORM_3

Description: Derived variable: type of gig platform coded from S_GIGPLATFORM_3
 What is the name(s) of the company that coordinates payments or relationships with clients for your [IF DOV_CUR_FREE = 1: consulting, freelance, or independent contract/ELSE: gig] work?

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------------------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Confirmed Gig Platform: Services | 1,355 | 4.4% | 9,776,497 | 3.9% |
| 2: Confirmed Gig Platform: Selling/Renting of Goods | 341 | 1.1% | 3,000,338 | 1.2% |
| 3: Confirmed Gig Platform: Online Surveys | 158 | 0.5% | 1,240,004 | 0.5% |
| 4: Payment Provider | 503 | 1.6% | 2,705,552 | 1.1% |
| 5: Unconfirmed Gig Work | 662 | 2.2% | 4,719,280 | 1.9% |
| 6: Unlikely Gig Work | 4,137 | 13.5% | 25,670,155 | 10.2% |
| -3: Missing | 2,410 | 7.9% | 15,088,504 | 6.0% |
| .: Logical Skip | 21,066 | 68.8% | 188,714,053 | 75.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_GIGREASON_1_1

Label: REASON GIG- PRIMARY INCOME

Description: In the last 6 months, which of the following are the primary reasons why you have engaged in gig work activities? Select all that apply.
 These activities might include driving for Uber or Lyft, selling goods through Etsy, completing online tasks on Mechanical Turk, providing graphic design, music, or other services via Fiverr or Upwork, or other activities. [HOVER TEXT ON “other activities”: App-based food delivery, Babysitting, childcare services, dog walking and/or house sitting, Disabled adult and/or elder care services, Providing personal services to individuals, Renting out property, such as your car, your phone, your place of residence, or other items]
 1. To earn money as a primary source of income
 [SHOW IF S_GIGCHECK_1 = 1 OR S_GIGCHECK_2 = 1 OR S_GIGCHECK_3 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 4,765 | 15.6% | 34,372,508 | 13.7% |
| 1: Selected | 3,865 | 12.6% | 19,958,255 | 8.0% |
| -5: Don't know | 1 | 0.0% | 4,282 | 0.0% |
| -3: Missing | 68 | 0.2% | 769,305 | 0.3% |
| ..: Logical Skip | 21,933 | 71.6% | 195,810,033 | 78.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_GIGREASON_1_2

Label: REASON GIG- SUPPLEMENT PAY

Description: In the last 6 months, which of the following are the primary reasons why you have engaged in gig work activities? Select all that apply.
 These activities might include driving for Uber or Lyft, selling goods through Etsy, completing online tasks on Mechanical Turk, providing graphic design, music, or other services via Fiverr or Upwork, or other activities. [HOVER TEXT ON “other activities”: App-based food delivery, Babysitting, childcare services, dog walking and/or house sitting, Disabled adult and/or elder care services, Providing personal services to individuals, Renting out property, such as your car, your phone, your place of residence, or other items]
 2. To earn extra money to supplement pay from my current employment, or other regular source of income
 [SHOW IF S_GIGCHECK_1 = 1 OR S_GIGCHECK_2 = 1 OR S_GIGCHECK_3 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 4,684 | 15.3% | 29,146,879 | 11.6% |
| 1: Selected | 3,946 | 12.9% | 25,183,884 | 10.0% |
| -5: Don't know | 1 | 0.0% | 4,282 | 0.0% |
| -3: Missing | 68 | 0.2% | 769,305 | 0.3% |
| .: Logical Skip | 21,933 | 71.6% | 195,810,033 | 78.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_GIGREASON_1_3

Label: REASON GIG- SUPPLEMENT RETIREMENT

Description: In the last 6 months, which of the following are the primary reasons why you have engaged in gig work activities? Select all that apply.
 These activities might include driving for Uber or Lyft, selling goods through Etsy, completing online tasks on Mechanical Turk, providing graphic design, music, or other services via Fiverr or Upwork, or other activities. [HOVER TEXT ON “other activities”: App-based food delivery, Babysitting, childcare services, dog walking and/or house sitting, Disabled adult and/or elder care services, Providing personal services to individuals, Renting out property, such as your car, your phone, your place of residence, or other items]
 3. To earn extra money to supplement my retirement, pension, or disability income
 [SHOW IF S_GIGCHECK_1 = 1 OR S_GIGCHECK_2 = 1 OR S_GIGCHECK_3 = 1]

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 6,485 | 21.2% | 42,563,465 | 17.0% |
| 1: Selected | 2,145 | 7.0% | 11,767,298 | 4.7% |
| -5: Don't know | 1 | 0.0% | 4,282 | 0.0% |
| -3: Missing | 68 | 0.2% | 769,305 | 0.3% |
| .: Logical Skip | 21,933 | 71.6% | 195,810,033 | 78.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_GIGREASON_1_4

Label: REASON GIG- HELP FAMILY OR FRIENDS

Description: In the last 6 months, which of the following are the primary reasons why you have engaged in gig work activities? Select all that apply.
 These activities might include driving for Uber or Lyft, selling goods through Etsy, completing online tasks on Mechanical Turk, providing graphic design, music, or other services via Fiverr or Upwork, or other activities. [HOVER TEXT ON “other activities”: App-based food delivery, Babysitting, childcare services, dog walking and/or house sitting, Disabled adult and/or elder care services, Providing personal services to individuals, Renting out property, such as your car, your phone, your place of residence, or other items]
 4. To earn extra money to help family or friends
 [SHOW IF S_GIGCHECK_1 = 1 OR S_GIGCHECK_2 = 1 OR S_GIGCHECK_3 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 6,394 | 20.9% | 41,741,974 | 16.6% |
| 1: Selected | 2,236 | 7.3% | 12,588,789 | 5.0% |
| -5: Don't know | 1 | 0.0% | 4,282 | 0.0% |
| -3: Missing | 68 | 0.2% | 769,305 | 0.3% |
| ..: Logical Skip | 21,933 | 71.6% | 195,810,033 | 78.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_GIGREASON_1_5

Label: REASON GIG- STARTING OWN BUSINESS

Description: In the last 6 months, which of the following are the primary reasons why you have engaged in gig work activities? Select all that apply.
 These activities might include driving for Uber or Lyft, selling goods through Etsy, completing online tasks on Mechanical Turk, providing graphic design, music, or other services via Fiverr or Upwork, or other activities. [HOVER TEXT ON “other activities”: App-based food delivery, Babysitting, childcare services, dog walking and/or house sitting, Disabled adult and/or elder care services, Providing personal services to individuals, Renting out property, such as your car, your phone, your place of residence, or other items]
 5. To earn extra money while I am working to start my own business
 [SHOW IF S_GIGCHECK_1 = 1 OR S_GIGCHECK_2 = 1 OR S_GIGCHECK_3 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 7,002 | 22.9% | 46,872,844 | 18.7% |
| 1: Selected | 1,628 | 5.3% | 7,457,918 | 3.0% |
| -5: Don't know | 1 | 0.0% | 4,282 | 0.0% |
| -3: Missing | 68 | 0.2% | 769,305 | 0.3% |
| ..: Logical Skip | 21,933 | 71.6% | 195,810,033 | 78.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_GIGREASON_1_6

Label: REASON GIG- CAREER TRANSITION

Description: In the last 6 months, which of the following are the primary reasons why you have engaged in gig work activities? Select all that apply.
 These activities might include driving for Uber or Lyft, selling goods through Etsy, completing online tasks on Mechanical Turk, providing graphic design, music, or other services via Fiverr or Upwork, or other activities. [HOVER TEXT ON “other activities”: App-based food delivery, Babysitting, childcare services, dog walking and/or house sitting, Disabled adult and/or elder care services, Providing personal services to individuals, Renting out property, such as your car, your phone, your place of residence, or other items]
 6. To earn extra money while I am making a career transition
 [SHOW IF S_GIGCHECK_1 = 1 OR S_GIGCHECK_2 = 1 OR S_GIGCHECK_3 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 7,105 | 23.2% | 46,602,782 | 18.6% |
| 1: Selected | 1,525 | 5.0% | 7,727,981 | 3.1% |
| -5: Don't know | 1 | 0.0% | 4,282 | 0.0% |
| -3: Missing | 68 | 0.2% | 769,305 | 0.3% |
| ..: Logical Skip | 21,933 | 71.6% | 195,810,033 | 78.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_GIGREASON_1_7

Label: REASON GIG- MAINTAINSKILLS

Description: In the last 6 months, which of the following are the primary reasons why you have engaged in gig work activities? Select all that apply.
 These activities might include driving for Uber or Lyft, selling goods through Etsy, completing online tasks on Mechanical Turk, providing graphic design, music, or other services via Fiverr or Upwork, or other activities. [HOVER TEXT ON “other activities”: App-based food delivery, Babysitting, childcare services, dog walking and/or house sitting, Disabled adult and/or elder care services, Providing personal services to individuals, Renting out property, such as your car, your phone, your place of residence, or other items]
 7. To maintain existing employment-related skills
 [SHOW IF S_GIGCHECK_1 = 1 OR S_GIGCHECK_2 = 1 OR S_GIGCHECK_3 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 7,550 | 24.6% | 48,915,273 | 19.5% |
| 1: Selected | 1,080 | 3.5% | 5,415,490 | 2.2% |
| -5: Don't know | 1 | 0.0% | 4,282 | 0.0% |
| -3: Missing | 68 | 0.2% | 769,305 | 0.3% |
| ..: Logical Skip | 21,933 | 71.6% | 195,810,033 | 78.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_GIGREASON_1_8

Label: REASON GIG- NEW SKILLS

Description: In the last 6 months, which of the following are the primary reasons why you have engaged in gig work activities? Select all that apply.
These activities might include driving for Uber or Lyft, selling goods through Etsy, completing online tasks on Mechanical Turk, providing graphic design, music, or other services via Fiverr or Upwork, or other activities. [HOVER TEXT ON “other activities”: App-based food delivery, Babysitting, childcare services, dog walking and/or house sitting, Disabled adult and/or elder care services, Providing personal services to individuals, Renting out property, such as your car, your phone, your place of residence, or other items] 8. To acquire new employment-related skills [SHOW IF S_GIGCHECK_1 = 1 OR S_GIGCHECK_2 = 1 OR S_GIGCHECK_3 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 7,598 | 24.8% | 49,391,749 | 19.7% |
| 1: Selected | 1,032 | 3.4% | 4,939,014 | 2.0% |
| -5: Don't know | 1 | 0.0% | 4,282 | 0.0% |
| -3: Missing | 68 | 0.2% | 769,305 | 0.3% |
| ..: Logical Skip | 21,933 | 71.6% | 195,810,033 | 78.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_GIGREASON_1_9

Label: REASON GIG- WORKING FOR MYSELF

Description: In the last 6 months, which of the following are the primary reasons why you have engaged in gig work activities? Select all that apply.
 These activities might include driving for Uber or Lyft, selling goods through Etsy, completing online tasks on Mechanical Turk, providing graphic design, music, or other services via Fiverr or Upwork, or other activities. [HOVER TEXT ON “other activities”: App-based food delivery, Babysitting, childcare services, dog walking and/or house sitting, Disabled adult and/or elder care services, Providing personal services to individuals, Renting out property, such as your car, your phone, your place of residence, or other items] 9. To see what it is like working for myself [SHOW IF S_GIGCHECK_1 = 1 OR S_GIGCHECK_2 = 1 OR S_GIGCHECK_3 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 7,562 | 24.7% | 48,733,851 | 19.4% |
| 1: Selected | 1,068 | 3.5% | 5,596,912 | 2.2% |
| -5: Don't know | 1 | 0.0% | 4,282 | 0.0% |
| -3: Missing | 68 | 0.2% | 769,305 | 0.3% |
| ..: Logical Skip | 21,933 | 71.6% | 195,810,033 | 78.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_GIGREASON_1_10

Label: REASON GIG- FLEXIBILITY

Description: In the last 6 months, which of the following are the primary reasons why you have engaged in gig work activities? Select all that apply.
 These activities might include driving for Uber or Lyft, selling goods through Etsy, completing online tasks on Mechanical Turk, providing graphic design, music, or other services via Fiverr or Upwork, or other activities. [HOVER TEXT ON “other activities”: App-based food delivery, Babysitting, childcare services, dog walking and/or house sitting, Disabled adult and/or elder care services, Providing personal services to individuals, Renting out property, such as your car, your phone, your place of residence, or other items] 10. To have flexibility in my work schedule [SHOW IF S_GIGCHECK_1 = 1 OR S_GIGCHECK_2 = 1 OR S_GIGCHECK_3 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 6,934 | 22.6% | 43,616,730 | 17.4% |
| 1: Selected | 1,696 | 5.5% | 10,714,033 | 4.3% |
| -5: Don't know | 1 | 0.0% | 4,282 | 0.0% |
| -3: Missing | 68 | 0.2% | 769,305 | 0.3% |
| .: Logical Skip | 21,933 | 71.6% | 195,810,033 | 78.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_GIGREASON_1_11

Label: REASON GIG- NETWORK

Description: In the last 6 months, which of the following are the primary reasons why you have engaged in gig work activities? Select all that apply.
These activities might include driving for Uber or Lyft, selling goods through Etsy, completing online tasks on Mechanical Turk, providing graphic design, music, or other services via Fiverr or Upwork, or other activities. [HOVER TEXT ON “other activities”: App-based food delivery, Babysitting, childcare services, dog walking and/or house sitting, Disabled adult and/or elder care services, Providing personal services to individuals, Renting out property, such as your car, your phone, your place of residence, or other items] 11. To network/meet people
[SHOW IF S_GIGCHECK_1 = 1 OR S_GIGCHECK_2 = 1 OR S_GIGCHECK_3 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 7,712 | 25.2% | 48,982,754 | 19.5% |
| 1: Selected | 918 | 3.0% | 5,348,008 | 2.1% |
| -5: Don't know | 1 | 0.0% | 4,282 | 0.0% |
| -3: Missing | 68 | 0.2% | 769,305 | 0.3% |
| ..: Logical Skip | 21,933 | 71.6% | 195,810,033 | 78.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_GIGREASON_1_12

Label: REASON GIG- FUN

Description: In the last 6 months, which of the following are the primary reasons why you have engaged in gig work activities? Select all that apply.
 These activities might include driving for Uber or Lyft, selling goods through Etsy, completing online tasks on Mechanical Turk, providing graphic design, music, or other services via Fiverr or Upwork, or other activities. [HOVER TEXT ON “other activities”: App-based food delivery, Babysitting, childcare services, dog walking and/or house sitting, Disabled adult and/or elder care services, Providing personal services to individuals, Renting out property, such as your car, your phone, your place of residence, or other items] 12. Just for fun or as a hobby
 [SHOW IF S_GIGCHECK_1 = 1 OR S_GIGCHECK_2 = 1 OR S_GIGCHECK_3 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 7,383 | 24.1% | 43,855,706 | 17.5% |
| 1: Selected | 1,247 | 4.1% | 10,475,057 | 4.2% |
| -5: Don't know | 1 | 0.0% | 4,282 | 0.0% |
| -3: Missing | 68 | 0.2% | 769,305 | 0.3% |
| ..: Logical Skip | 21,933 | 71.6% | 195,810,033 | 78.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_GIGREASON_1_13

Label: REASON GIG- OTHER REASON

Description: In the last 6 months, which of the following are the primary reasons why you have engaged in gig work activities? Select all that apply.
These activities might include driving for Uber or Lyft, selling goods through Etsy, completing online tasks on Mechanical Turk, providing graphic design, music, or other services via Fiverr or Upwork, or other activities. [HOVER TEXT ON “other activities”: App-based food delivery, Babysitting, childcare services, dog walking and/or house sitting, Disabled adult and/or elder care services, Providing personal services to individuals, Renting out property, such as your car, your phone, your place of residence, or other items] 13. Other reason, specify:
[SHOW IF S_GIGCHECK_1 = 1 OR S_GIGCHECK_2 = 1 OR S_GIGCHECK_3 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 8,443 | 27.6% | 52,487,615 | 20.9% |
| 1: Selected | 187 | 0.6% | 1,843,148 | 0.7% |
| -5: Don't know | 1 | 0.0% | 4,282 | 0.0% |
| -3: Missing | 68 | 0.2% | 769,305 | 0.3% |
| .: Logical Skip | 21,933 | 71.6% | 195,810,033 | 78.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DOV_GIGWORK

Label: GIG WORKER FLAG

Description: Administrative Variable: This variable flags which respondents qualify as a gig worker. IF S_GIGCHECK_1 = 1 OR S_GIGCHECK_2 = 1 OR S_GIGCHECK_3 = 1 DOV_GIGWORK = 1. ELSE DOV_GIGWORK = 0.

| LABEL | __Unweighted__ | | __Weighted__ | |
|---------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Does not meet criteria | 21,933 | 71.6% | 195,810,033 | 78.0% |
| 1: Meets criteria | 8,699 | 28.4% | 55,104,350 | 22.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DOV_GENPOP

Label: GENERAL POPULATION FLAG

Description: Administrative Variable: This variable flags which respondents only qualify as general population. IF DOV_CUR_ENTR = 0 AND DOV_CUR_FREE = 0 AND DOV_FORM_ENTR = 0 AND DOV_FORM_FREE = 0 AND DOV_NASCENT = 0 AND DOV_WITHDRAW = 0 DOV_GENPOP = 1. ELSE DOV_GENPOP = 0.

| LABEL | __Unweighted__ | | __Weighted__ | |
|---------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Does not meet criteria | 19,577 | 63.9% | 158,271,559 | 63.1% |
| 1: Meets criteria | 11,055 | 36.1% | 92,642,824 | 36.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DOV_GROUP

Label: COMPUTE GROUP

Description: Administrative Variable: This variable gives the dov group assigned to a respondent. The dov group determines which set of questions a respondent receives. (e.g. current entrepreneur, former entrepreneur...) IF DOV_CUR_ENTR = 1 DOV_GROUP = 1 "current entrepreneur" ELSE IF DOV_CUR_FREE = 1 DOV_GROUP = 2 "current freelancer" ELSE IF DOV_NASCENT = 1 AND S_FORMBIZ_STAT_1 <> 1 AND S_FORMFREE_STAT_1 <> 1,2 DOV_GROUP = 3 "nascent entrepreneur" ELSE IF DOV_FORM_ENTR = 1 DOV_GROUP = 4 "former entrepreneur" ELSE IF DOV_FORM_FREE = 1 DOV_GROUP = 5 "former freelancer" ELSE IF DOV_WITHDRAW = 1 DOV_GROUP = 6 "withdrawn entrepreneur" ELSE IF DOV_GENPOP = 1 DOV_GROUP = 7 "general population"

| LABEL | __Unweighted__ | | __Weighted__ | |
|---------------------------|----------------|-------|--------------|-------|
| | COUNT | PCT | COUNT | PCT |
| 1: Current entrepreneur | 5,949 | 19.4% | 36,957,886 | 14.7% |
| 2: Current freelancer | 4,409 | 14.4% | 35,718,682 | 14.2% |
| 3: Nascent entrepreneur | 1,883 | 6.1% | 14,618,687 | 5.8% |
| 4: Former entrepreneur | 2,308 | 7.5% | 22,102,901 | 8.8% |
| 5: Former freelancer | 2,294 | 7.5% | 23,381,490 | 9.3% |
| 6: Withdrawn entrepreneur | 2,734 | 8.9% | 25,491,912 | 10.2% |

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Variable: DOV_GROUP

Label: COMPUTE GROUP

Description: Administrative Variable: This variable gives the dov group assigned to a respondent. The dov group determines which set of questions a respondent receives. (e.g. current entrepreneur, former entrepreneur...)
 IF DOV_CUR_ENTR = 1 DOV_GROUP = 1 "current entrepreneur"
 ELSE IF DOV_CUR_FREE = 1 DOV_GROUP = 2 "current freelancer"
 ELSE IF DOV_NASCENT = 1 AND S_FORMBIZ_STAT_1 <> 1 AND S_FORMFREE_STAT_1 <> 1,2
 DOV_GROUP = 3 "nascent entrepreneur"
 ELSE IF DOV_FORM_ENTR = 1 DOV_GROUP = 4 "former entrepreneur" ELSE IF DOV_FORM_FREE = 1 DOV_GROUP = 5 "former freelancer"
 ELSE IF DOV_WITHDRAW = 1 DOV_GROUP = 6 "withdrawn entrepreneur"
 ELSE IF DOV_GENPOP = 1 DOV_GROUP = 7 "general population"

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|-----------------------|-----------------------|------------|---------------------|------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 7: General population | 11,055 | 36.1% | 92,642,824 | 36.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DOV_FORM_ENTR_Y1

Label: FORMER ENTREPRENEUR FLAG - Y1 EQUIVALENT

Description: Administrative Variable: This variable flags which respondents qualify as a former entrepreneur based on EPOP year 1 survey pathing.

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|---------------------------|-----------------------|------------|---------------------|------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Does not meet criteria | 27,024 | 88.2% | 219,515,490 | 87.5% |
| 1: Meets criteria | 3,608 | 11.8% | 31,398,893 | 12.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DOV_FORM_FREE_Y1**Label:** FORMER FREELANCER FLAG - Y1 EQUIVALENT**Description:** Administrative Variable: This variable flags which respondents qualify as a former freelancer based on EPOP year 1 survey pathing.

| LABEL | __Unweighted__ | | __Weighted__ | |
|---------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Does not meet criteria | 25,807 | 84.2% | 205,403,590 | 81.9% |
| 1: Meets criteria | 4,825 | 15.8% | 45,510,793 | 18.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DOV_WITHDRAW_Y1**Label:** WITHDRAWNFLAG - Y1 EQUIVALENT**Description:** Administrative Variable: This variable flags which respondents qualify as a withdrawn business owner or freelancer based on EPOP year 1 survey pathing.

| LABEL | __Unweighted__ | | __Weighted__ | |
|---------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Does not meet criteria | 27,898 | 91.1% | 225,422,471 | 89.8% |
| 1: Meets criteria | 2,734 | 8.9% | 25,491,912 | 10.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: CURWORK**Label:** CURRENTLY WORKING FLAG**Description:** Administrative Variable: This variable flags which respondents are currently working.
if S_JOBSTAT_1=1 or S_JOBSTAT_2=1 or S_JOBSTAT_5 is not equal to (.,-3,-5) or S_JOBSTAT_6 =1 then curwork=1; else curwork=0;

| LABEL | __Unweighted__ | | __Weighted__ | |
|--------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not currently working | 10,544 | 34.4% | 82,516,040 | 32.9% |
| 1: Currently working | 20,088 | 65.6% | 168,398,343 | 67.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

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Variable: PE_EMPSTAT_1

Label: PURSUING IDEA EMPLOYMENT STATUS

Description: When you first started pursuing the idea of [INSERT DOV_ACTIVITY],
what was your employment status?
[SHOW IF DOV_GROUP < 4,5, OR 7]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Employed | 11,159 | 36.4% | 81,989,461 | 32.7% |
| 2: Not employed | 3,774 | 12.3% | 30,584,614 | 12.2% |
| -5: Don't know | 1 | 0.0% | 5,378 | 0.0% |
| -3: Missing | 41 | 0.1% | 207,715 | 0.1% |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_EMPSTAT_2_1

Label: NOT WORKING PURSUING- RETIRED

Description: What were your reasons for not working when you first started
pursuing the idea of [INSERT DOV_ACTIVITY]? Select all that apply.
1. Retired [SHOW IF PE_EMPSTAT_1 = 2]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,086 | 10.1% | 24,734,650 | 9.9% |
| 1: Selected | 683 | 2.2% | 5,812,790 | 2.3% |
| -3: Missing | 5 | 0.0% | 37,173 | 0.0% |
| .: Logical Skip | 26,858 | 87.7% | 220,329,769 | 87.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_EMPSTAT_2_2

Label: NOT WORKING PURSUING- LAYOFF

Description: What were your reasons for not working when you first started pursuing the idea of [INSERT DOV_ACTIVITY]? Select all that apply.
2. On layoff from a job [SHOW IF PE_EMPSTAT_1 = 2]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,077 | 10.0% | 25,036,460 | 10.0% |
| 1: Selected | 692 | 2.3% | 5,510,981 | 2.2% |
| -3: Missing | 5 | 0.0% | 37,173 | 0.0% |
| .: Logical Skip | 26,858 | 87.7% | 220,329,769 | 87.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_EMPSTAT_2_3

Label: NOT WORKING PURSUING- STUDENT

Description: What were your reasons for not working when you first started pursuing the idea of [INSERT DOV_ACTIVITY]? Select all that apply.
3. Student [SHOW IF PE_EMPSTAT_1 = 2]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,104 | 10.1% | 25,407,690 | 10.1% |
| 1: Selected | 665 | 2.2% | 5,139,751 | 2.0% |
| -3: Missing | 5 | 0.0% | 37,173 | 0.0% |
| .: Logical Skip | 26,858 | 87.7% | 220,329,769 | 87.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_EMPSTAT_2_4**Label: NOT WORKING PURSUING- FAMILY RESPONSIBILITIES**

Description: What were your reasons for not working when you first started pursuing the idea of [INSERT DOV_ACTIVITY]? Select all that apply.
4. Family responsibilities [SHOW IF PE_EMPSTAT_1 = 2]

| | <u>__ Unweighted __</u> | | <u>__ Weighted __</u> | |
|-----------------|-------------------------|---------------|-----------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,890 | 9.4% | 23,400,129 | 9.3% |
| 1: Selected | 879 | 2.9% | 7,147,312 | 2.8% |
| -3: Missing | 5 | 0.0% | 37,173 | 0.0% |
| .: Logical Skip | 26,858 | 87.7% | 220,329,769 | 87.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_EMPSTAT_2_5**Label: NOT WORKING PURSUING- ILLNESS OR DISABILITY**

Description: What were your reasons for not working when you first started pursuing the idea of [INSERT DOV_ACTIVITY]? Select all that apply.
5. Chronic illness or permanent disability
[SHOW IF PE_EMPSTAT_1 = 2]

| | <u>__ Unweighted __</u> | | <u>__ Weighted __</u> | |
|-----------------|-------------------------|---------------|-----------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,239 | 10.6% | 26,422,507 | 10.5% |
| 1: Selected | 530 | 1.7% | 4,124,934 | 1.6% |
| -3: Missing | 5 | 0.0% | 37,173 | 0.0% |
| .: Logical Skip | 26,858 | 87.7% | 220,329,769 | 87.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_EMPSTAT_2_6**Label: NOT WORKING PURSUING- JOB NOT AVAILABLE**

Description: What were your reasons for not working when you first started pursuing the idea of [INSERT DOV_ACTIVITY]? Select all that apply.
6. Suitable job not available [SHOW IF PE_EMPSTAT_1 = 2]

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|-----------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,290 | 10.7% | 26,712,889 | 10.6% |
| 1: Selected | 479 | 1.6% | 3,834,552 | 1.5% |
| -3: Missing | 5 | 0.0% | 37,173 | 0.0% |
| .: Logical Skip | 26,858 | 87.7% | 220,329,769 | 87.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_EMPSTAT_2_7**Label: NOT WORKING PURSUING- NO NEED OR WANT TO WORK**

Description: What were your reasons for not working when you first started pursuing the idea of [INSERT DOV_ACTIVITY]? Select all that apply.
7. Did not need or want to work [SHOW IF PE_EMPSTAT_1 = 2]

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|-----------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,443 | 11.2% | 27,688,281 | 11.0% |
| 1: Selected | 326 | 1.1% | 2,859,160 | 1.1% |
| -3: Missing | 5 | 0.0% | 37,173 | 0.0% |
| .: Logical Skip | 26,858 | 87.7% | 220,329,769 | 87.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_EMPSTAT_2_8**Label:** NOT WORKING PURSUING- NONE OF THE ABOVE

Description: What were your reasons for not working when you first started pursuing the idea of [INSERT DOV_ACTIVITY]? Select all that apply.
 8. None of the above [SHOW IF PE_EMPSTAT_1 = 2]

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|-----------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,381 | 11.0% | 27,571,404 | 11.0% |
| 1: Selected | 388 | 1.3% | 2,976,037 | 1.2% |
| -3: Missing | 5 | 0.0% | 37,173 | 0.0% |
| .: Logical Skip | 26,858 | 87.7% | 220,329,769 | 87.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_REASONS_1_1**Label:** REASON IMPORTANCE- OWN BOSS

Description: How important to you were each of the following reasons for pursuing [INSERT DOV_ACTIVITY]? 1. Wanted to be my own boss
 [SHOW IF DOV_GROUP <> 4,5, OR 7]

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|-----------------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Very important | 9,101 | 29.7% | 62,112,656 | 24.8% |
| 2: Somewhat important | 4,378 | 14.3% | 35,743,566 | 14.2% |
| 3: Not important | 1,429 | 4.7% | 14,469,466 | 5.8% |
| -3: Missing | 67 | 0.2% | 461,479 | 0.2% |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_REASONS_1_2

Label: REASON IMPORTANCE- FLEXIBLE HOURS

Description: How important to you were each of the following reasons for pursuing
[INSERT DOV_ACTIVITY]? 2. Flexible hours
[SHOW IF DOV_GROUP < 4,5, OR 7]

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|-----------------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Very important | 10,275 | 33.5% | 77,452,114 | 30.9% |
| 2: Somewhat important | 3,565 | 11.6% | 26,494,639 | 10.6% |
| 3: Not important | 874 | 2.9% | 7,543,752 | 3.0% |
| -3: Missing | 261 | 0.9% | 1,296,663 | 0.5% |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_REASONS_1_3

Label: REASON IMPORTANCE- BALANCE

Description: How important to you were each of the following reasons for pursuing
[INSERT DOV_ACTIVITY]? 3. Balance work and family
[SHOW IF DOV_GROUP < 4,5, OR 7]

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|-----------------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Very important | 9,952 | 32.5% | 72,312,077 | 28.8% |
| 2: Somewhat important | 3,490 | 11.4% | 28,152,014 | 11.2% |
| 3: Not important | 1,278 | 4.2% | 11,060,887 | 4.4% |
| -3: Missing | 255 | 0.8% | 1,262,190 | 0.5% |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_REASONS_1_4

Label: REASON IMPORTANCE- GREATER INCOME

Description: How important to you were each of the following reasons for pursuing
[INSERT DOV_ACTIVITY]?
4. Opportunity for greater income
[SHOW IF DOV_GROUP < 4,5, OR 7]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Very important | 10,159 | 33.2% | 74,592,517 | 29.7% |
| 2: Somewhat important | 3,700 | 12.1% | 29,812,305 | 11.9% |
| 3: Not important | 848 | 2.8% | 7,164,630 | 2.9% |
| -3: Missing | 268 | 0.9% | 1,217,715 | 0.5% |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_REASONS_1_5

Label: REASON IMPORTANCE- SUPPLEMENT INCOME

Description: How important to you were each of the following reasons for pursuing
[INSERT DOV_ACTIVITY]?
5. Ability to supplement my income from my job
[SHOW IF DOV_GROUP < 4,5, OR 7]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Very important | 9,087 | 29.7% | 64,116,549 | 25.6% |
| 2: Somewhat important | 3,943 | 12.9% | 31,469,260 | 12.5% |
| 3: Not important | 1,595 | 5.2% | 15,591,890 | 6.2% |
| -5: Don't know | 1 | 0.0% | 14,035 | 0.0% |
| -3: Missing | 349 | 1.1% | 1,595,433 | 0.6% |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_REASONS_1_6

Label: REASON IMPORTANCE- AVENUE FOR IDEAS

Description: How important to you were each of the following reasons for pursuing
[INSERT DOV_ACTIVITY]?
6. Best avenue for my ideas/goods/services
[SHOW IF DOV_GROUP < 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Very important | 8,398 | 27.4% | 57,898,012 | 23.1% |
| 2: Somewhat important | 5,235 | 17.1% | 42,828,156 | 17.1% |
| 3: Not important | 1,206 | 3.9% | 11,283,802 | 4.5% |
| -3: Missing | 136 | 0.4% | 777,198 | 0.3% |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_REASONS_1_7

Label: REASON IMPORTANCE- UNABLE TO FIND EMPLOYMENT

Description: How important to you were each of the following reasons for pursuing
[INSERT DOV_ACTIVITY]? 7. Unable to find employment
[SHOW IF DOV_GROUP < 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Very important | 4,042 | 13.2% | 21,689,182 | 8.6% |
| 2: Somewhat important | 4,392 | 14.3% | 28,665,673 | 11.4% |
| 3: Not important | 6,262 | 20.4% | 60,928,487 | 24.3% |
| -3: Missing | 279 | 0.9% | 1,503,825 | 0.6% |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_REASONS_1_8

Label: REASON IMPORTANCE- NOT VALUED

Description: How important to you were each of the following reasons for pursuing
[INSERT DOV_ACTIVITY]?
8. Did not feel valued by my place of employment
[SHOW IF DOV_GROUP < 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Very important | 5,594 | 18.3% | 34,263,530 | 13.7% |
| 2: Somewhat important | 4,483 | 14.6% | 32,802,004 | 13.1% |
| 3: Not important | 4,609 | 15.0% | 44,112,540 | 17.6% |
| -5: Don't know | 4 | 0.0% | 28,792 | 0.0% |
| -3: Missing | 285 | 0.9% | 1,580,301 | 0.6% |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_REASONS_1_9

Label: REASON IMPORTANCE- NOT ADEQUATE OPPORTUNITIES

Description: How important to you were each of the following reasons for pursuing
[INSERT DOV_ACTIVITY]?
9. Did not feel that there were adequate opportunities to advance in my
career [SHOW IF DOV_GROUP < 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Very important | 6,020 | 19.7% | 37,147,700 | 14.8% |
| 2: Somewhat important | 4,827 | 15.8% | 36,594,717 | 14.6% |
| 3: Not important | 3,838 | 12.5% | 37,517,542 | 15.0% |
| -5: Don't know | 2 | 0.0% | 8,267 | 0.0% |
| -3: Missing | 288 | 0.9% | 1,518,942 | 0.6% |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_REASONS_1_10

Label: REASON IMPORTANCE- NOT PAID FAIRLY

Description: How important to you were each of the following reasons for pursuing
[INSERT DOV_ACTIVITY]?
10. Did not feel like I was being paid fairly given my skills in the labor
market [SHOW IF DOV_GROUP < 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Very important | 6,795 | 22.2% | 43,046,410 | 17.2% |
| 2: Somewhat important | 4,317 | 14.1% | 32,834,569 | 13.1% |
| 3: Not important | 3,510 | 11.5% | 35,048,169 | 14.0% |
| -5: Don't know | 3 | 0.0% | 22,302 | 0.0% |
| -3: Missing | 350 | 1.1% | 1,835,718 | 0.7% |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_REASONS_1_11

Label: REASON IMPORTANCE- NOT WORK FOR SOMEONE

Description: How important to you were each of the following reasons for pursuing
[INSERT DOV_ACTIVITY]?
11. Working for someone didn't appeal to me
[SHOW IF DOV_GROUP < 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Very important | 5,860 | 19.1% | 37,471,937 | 14.9% |
| 2: Somewhat important | 5,503 | 18.0% | 41,534,135 | 16.6% |
| 3: Not important | 3,461 | 11.3% | 32,777,811 | 13.1% |
| -5: Don't know | 1 | 0.0% | 14,035 | 0.0% |
| -3: Missing | 150 | 0.5% | 989,250 | 0.4% |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_REASONS_1_12

Label: REASON IMPORTANCE- START OWN BUSINESS

Description: How important to you were each of the following reasons for pursuing
[INSERT DOV_ACTIVITY]?
12. Always wanted to start my own business
[SHOW IF DOV_GROUP < 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Very important | 7,407 | 24.2% | 49,533,323 | 19.7% |
| 2: Somewhat important | 4,908 | 16.0% | 38,357,563 | 15.3% |
| 3: Not important | 2,445 | 8.0% | 23,492,998 | 9.4% |
| -5: Don't know | 1 | 0.0% | 6,490 | 0.0% |
| -3: Missing | 214 | 0.7% | 1,396,795 | 0.6% |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_REASONS_1_13

Label: REASON IMPORTANCE- ROLE MODEL

Description: How important to you were each of the following reasons for pursuing
[INSERT DOV_ACTIVITY]?
13. An entrepreneurial friend or family member was a role model
[SHOW IF DOV_GROUP < 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Very important | 5,461 | 17.8% | 32,209,132 | 12.8% |
| 2: Somewhat important | 4,498 | 14.7% | 33,928,468 | 13.5% |
| 3: Not important | 4,751 | 15.5% | 45,018,400 | 17.9% |
| -3: Missing | 265 | 0.9% | 1,631,167 | 0.7% |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_REASONS_1_14**Label: REASON IMPORTANCE- FAMILY BUSINESS**

Description: How important to you were each of the following reasons for pursuing
 [INSERT DOV_ACTIVITY]? 14. Wanted to carry on the family business
 [SHOW IF DOV_GROUP < 4,5, OR 7]

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|-----------------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Very important | 3,800 | 12.4% | 17,897,417 | 7.1% |
| 2: Somewhat important | 3,131 | 10.2% | 18,849,759 | 7.5% |
| 3: Not important | 7,756 | 25.3% | 74,017,983 | 29.5% |
| -5: Don't know | 2 | 0.0% | 16,924 | 0.0% |
| -3: Missing | 286 | 0.9% | 2,005,085 | 0.8% |
| ..: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_REASONS_1_15**Label: REASON IMPORTANCE- HELP COMMUNITY**

Description: How important to you were each of the following reasons for pursuing
 [INSERT DOV_ACTIVITY]?
 15. Wanted to help and/or become more involved in my community
 [SHOW IF DOV_GROUP < 4,5, OR 7]

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|-----------------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Very important | 5,660 | 18.5% | 31,570,900 | 12.6% |
| 2: Somewhat important | 4,940 | 16.1% | 38,144,894 | 15.2% |
| 3: Not important | 4,037 | 13.2% | 41,020,368 | 16.3% |
| -3: Missing | 338 | 1.1% | 2,051,005 | 0.8% |
| ..: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_REASONS_2

Label: MOST IMPORTANT FOR PURSUING

Description: You reported the following were very important reasons for pursuing [INSERT DOV_ACTIVITY]. Of these reasons for pursuing [INSERT DOV_ACTIVITY], which is the most important to you? Select one.
[SHOW IF DOV_GROUP=1, 2, 3]

| LABEL | ___Unweighted___ | | ___Weighted___ | |
|-----------------------------------------------------------------------------------|------------------|------|----------------|------|
| | COUNT | PCT | COUNT | PCT |
| 1: Wanted to be my own boss | 2,862 | 9.3% | 16,437,399 | 6.6% |
| 2: Flexible hours | 1,802 | 5.9% | 13,283,801 | 5.3% |
| 3: Balance work and family | 1,581 | 5.2% | 11,990,529 | 4.8% |
| 4: Opportunity for greater income | 1,769 | 5.8% | 14,135,659 | 5.6% |
| 5: Ability to supplement my income from my job | 932 | 3.0% | 7,785,791 | 3.1% |
| 6: Best avenue for my ideas/goods/services | 674 | 2.2% | 5,541,698 | 2.2% |
| 7: Unable to find employment | 263 | 0.9% | 1,763,716 | 0.7% |
| 8: Did not feel valued by my place of employment | 224 | 0.7% | 1,302,338 | 0.5% |
| 9: Did not feel that there were adequate opportunities to advance in my career | 222 | 0.7% | 1,322,794 | 0.5% |
| 10: Did not feel like I was being paid fairly given my skills in the labor market | 267 | 0.9% | 1,663,921 | 0.7% |
| 11: Working for someone didn't appeal to me | 203 | 0.7% | 1,459,247 | 0.6% |
| 12: Always wanted to start my own business | 416 | 1.4% | 2,567,871 | 1.0% |
| 13: An entrepreneurial friend or family member was a role model | 154 | 0.5% | 1,007,589 | 0.4% |
| 14: Wanted to carry on the family business | 134 | 0.4% | 1,015,428 | 0.4% |
| 15: Wanted to help and/or become more involved in my community | 266 | 0.9% | 1,928,537 | 0.8% |
| -3: Missing | 42 | 0.1% | 236,648 | 0.1% |

Issued: October 16, 2023

Variable: PE_REASONS_2

Label: MOST IMPORTANT FOR PURSUING

Description: You reported the following were very important reasons for pursuing [INSERT DOV_ACTIVITY]. Of these reasons for pursuing [INSERT DOV_ACTIVITY], which is the most important to you? Select one. [SHOW IF DOV_GROUP=1, 2, 3]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| .: Logical Skip | 18,821 | 61.4% | 167,471,417 | 66.7% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_REASONS_3

Label: SECOND MOST IMPORTANT FOR PURSUING

Description: Of the remaining very important reasons for pursuing [INSERT DOV_ACTIVITY], which was the second most important to you? Select one. [SHOW IF DOV_GROUP=1, 2, 3]

| | __Unweighted__ | | __Weighted__ | |
|-----------------------------------------------------------------------------------|----------------|------|--------------|------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Wanted to be my own boss | 1,259 | 4.1% | 8,762,053 | 3.5% |
| 2: Flexible hours | 2,119 | 6.9% | 16,374,810 | 6.5% |
| 3: Balance work and family | 1,727 | 5.6% | 11,053,282 | 4.4% |
| 4: Opportunity for greater income | 1,693 | 5.5% | 13,060,786 | 5.2% |
| 5: Ability to supplement my income from my job | 938 | 3.1% | 6,895,646 | 2.7% |
| 6: Best avenue for my ideas/goods/services | 760 | 2.5% | 4,987,714 | 2.0% |
| 7: Unable to find employment | 237 | 0.8% | 1,405,868 | 0.6% |
| 8: Did not feel valued by my place of employment | 316 | 1.0% | 2,146,318 | 0.9% |
| 9: Did not feel that there were adequate opportunities to advance in my career | 303 | 1.0% | 1,657,007 | 0.7% |
| 10: Did not feel like I was being paid fairly given my skills in the labor market | 378 | 1.2% | 2,515,974 | 1.0% |

Issued: October 16, 2023

Variable: PE_REASONS_3

Label: SECOND MOST IMPORTANT FOR PURSUING

Description: Of the remaining very important reasons for pursuing [INSERT DOV_ACTIVITY], which was the second most important to you? Select one. [SHOW IF DOV_GROUP=1, 2, 3]

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|-----------------------------------------------------------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 11: Working for someone didn't appeal to me | 351 | 1.1% | 2,569,504 | 1.0% |
| 12: Always wanted to start my own business | 505 | 1.6% | 3,410,837 | 1.4% |
| 13: An entrepreneurial friend or family member was a role model | 237 | 0.8% | 1,313,392 | 0.5% |
| 14: Wanted to carry on the family business | 154 | 0.5% | 777,658 | 0.3% |
| 15: Wanted to help and/or become more involved in my community | 311 | 1.0% | 2,104,032 | 0.8% |
| -3: Missing | 102 | 0.3% | 654,671 | 0.3% |
| ..: Logical Skip | 19,242 | 62.8% | 171,224,832 | 68.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: ENTR_EXPERIENCE_1

Label: SIMILAR WORK

Description: [IF DOV_GROUP = 1,2: Is your current work as [INSERT DOV_JOB] similar to work you did in prior employment?] [IF DOV_GROUP = 3,6: Is the work related to your [IF DOV_GROUP = 6: former] business idea similar to work you are doing now or in prior employment?] [SHOW IF DOV_GROUP < 4,5, OR 7]

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|-------------|------------------|-------|----------------|-------|
| | COUNT | PCT | COUNT | PCT |
| 1: Yes | 6,957 | 22.7% | 45,399,151 | 18.1% |
| 2: No | 7,959 | 26.0% | 67,044,816 | 26.7% |
| -3: Missing | 59 | 0.2% | 343,201 | 0.1% |

Issued: October 16, 2023

Variable: ENTR_EXPERIENCE_1

Label: SIMILAR WORK

Description: [IF DOV_GROUP = 1,2: Is your current work as [INSERT DOV_JOB] similar to work you did in prior employment?] [IF DOV_GROUP = 3,6: Is the work related to your [IF DOV_GROUP = 6: former] business idea similar to work you are doing now or in prior employment?] [SHOW IF DOV_GROUP <> 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: ENTR_EXPERIENCE_2

Label: PRIOR EXPERIENCE BUSINESS

Description: [IF DOV_GROUP = 1,2: Before you started [INSERT DOV_ACTIVITY], did you have any prior experience starting and/or operating this same type of business?] [IF DOV_GROUP = 3,6: Do you have any prior experience starting and/or operating a business similar to your [IF DOV_GROUP = 6: former] business idea?] [SHOW IF DOV_GROUP <> 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 6,201 | 20.2% | 36,457,706 | 14.5% |
| 2: No | 8,533 | 27.9% | 75,173,307 | 30.0% |
| -3: Missing | 241 | 0.8% | 1,156,155 | 0.5% |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: ENTR_EXPERIENCE_3

Label: YEARS OF EXPERIENCE

Description: [IF DOV_GROUP = 1,2: Before you started [INSERT DOV_ACTIVITY], how many years of experience did you have starting and/or operating this same type of business?] [IF DOV_GROUP = 3,6: How many years of experience do you have starting and/or operating a business similar to your [IF DOV_GROUP = 6: former] business idea?]
[SHOW IF ENTR_EXPERIENCE_2 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|---------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: 1 to 4 years | 2,030 | 6.6% | 12,589,976 | 5.0% |
| 2: 5 to 9 years | 1,962 | 6.4% | 10,343,890 | 4.1% |
| 3: 10 to 14 years | 1,172 | 3.8% | 6,641,182 | 2.6% |
| 4: 15 to 19 years | 434 | 1.4% | 2,562,351 | 1.0% |
| 5: 20 or more years | 587 | 1.9% | 4,274,790 | 1.7% |
| -5: Don't know | 1 | 0.0% | 5,378 | 0.0% |
| -3: Missing | 15 | 0.0% | 40,139 | 0.0% |
| .: Logical Skip | 24,431 | 79.8% | 214,456,677 | 85.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_1_1

Label: NETWORKING STEPS- FRIEND

Description: Which of the following networking steps did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]?
Select all that apply.
1. Discussed the idea with a friend, work colleague, classmate, or acquaintance [SHOW IF DOV_GROUP <> 4,5, OR 7]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|-------|--------------|-------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 7,118 | 23.2% | 53,608,382 | 21.4% |
| 1: Selected | 7,833 | 25.6% | 59,052,896 | 23.5% |
| -3: Missing | 24 | 0.1% | 125,889 | 0.1% |

Variable: PE_STEPS_1_1

Label: NETWORKING STEPS- FRIEND

Description: Which of the following networking steps did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]? Select all that apply.
1. Discussed the idea with a friend, work colleague, classmate, or acquaintance [SHOW IF DOV_GROUP < 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_1_2

Label: NETWORKING STEPS- FAMILY MEMBER

Description: Which of the following networking steps did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]? Select all that apply. 2. Discussed the idea with a family member [SHOW IF DOV_GROUP < 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 6,926 | 22.6% | 49,169,450 | 19.6% |
| 1: Selected | 8,025 | 26.2% | 63,491,829 | 25.3% |
| -3: Missing | 24 | 0.1% | 125,889 | 0.1% |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_1_3

Label: NETWORKING STEPS- MENTOR

Description: Which of the following networking steps did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]?
Select all that apply. 3. Identified and worked with a mentor(s)
[SHOW IF DOV_GROUP < 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 11,636 | 38.0% | 92,207,262 | 36.7% |
| 1: Selected | 3,315 | 10.8% | 20,454,016 | 8.2% |
| -3: Missing | 24 | 0.1% | 125,889 | 0.1% |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_1_4

Label: NETWORKING STEPS- EXPERTS

Description: Which of the following networking steps did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]?
Select all that apply.
4. Networking with experts, colleagues, or acquaintances in the field
[SHOW IF DOV_GROUP < 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 10,546 | 34.4% | 79,026,071 | 31.5% |
| 1: Selected | 4,405 | 14.4% | 33,635,208 | 13.4% |
| -3: Missing | 24 | 0.1% | 125,889 | 0.1% |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_1_5

Label: NETWORKING STEPS- NONE OF THE ABOVE

Description: Which of the following networking steps did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]?
Select all that apply. 5. None of the above
[SHOW IF DOV_GROUP < 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 13,070 | 42.7% | 96,657,726 | 38.5% |
| 1: Selected | 1,881 | 6.1% | 16,003,553 | 6.4% |
| -3: Missing | 24 | 0.1% | 125,889 | 0.1% |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_2_1

Label: TECHNICAL OR MARKET RESEARCH STEPS - LEADERS

Description: Which of the following technical or market research steps did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]? Select all that apply.
1. Consulted established business leaders in the industry on the idea or market [SHOW IF DOV_GROUP < 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 11,109 | 36.3% | 89,545,826 | 35.7% |
| 1: Selected | 3,822 | 12.5% | 22,922,228 | 9.1% |
| -3: Missing | 44 | 0.1% | 319,113 | 0.1% |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_2_2

Label: TECHNICAL OR MARKET RESEARCH STEPS - PROFESSIONAL ADVICE

Description: Which of the following technical or market research steps did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]? Select all that apply.
2. Sought out professional advice (such as from a lawyer, accountant, or another professional related to the operation of a business)
[SHOW IF DOV_GROUP <> 4,5, OR 7]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|--------|----------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 10,352 | 33.8% | 84,747,391 | 33.8% |
| 1: Selected | 4,579 | 14.9% | 27,720,664 | 11.0% |
| -3: Missing | 44 | 0.1% | 319,113 | 0.1% |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_2_3

Label: TECHNICAL OR MARKET RESEARCH STEPS - MARKET RESEARCH

Description: Which of the following technical or market research steps did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]? Select all that apply.
3. Researched the market or considered how potential customers or other firms might respond if you launched the business
[SHOW IF DOV_GROUP <> 4,5, OR 7]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|--------|----------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 8,943 | 29.2% | 69,811,967 | 27.8% |
| 1: Selected | 5,988 | 19.5% | 42,656,088 | 17.0% |
| -3: Missing | 44 | 0.1% | 319,113 | 0.1% |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_2_4

Label: TECHNICAL OR MARKET RESEARCH STEPS - PATENTS

Description: Which of the following technical or market research steps did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]? Select all that apply.

4. Learned about or applied for patents, copyrights, or trademarks to protect the business idea [SHOW IF DOV_GROUP < 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 12,204 | 39.8% | 96,657,384 | 38.5% |
| 1: Selected | 2,727 | 8.9% | 15,810,670 | 6.3% |
| -3: Missing | 44 | 0.1% | 319,113 | 0.1% |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_2_5

Label: TECHNICAL OR MARKET RESEARCH STEPS - PROTOTYPE

Description: Which of the following technical or market research steps did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]? Select all that apply. 5. Made a prototype

[SHOW IF DOV_GROUP < 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 13,475 | 44.0% | 103,756,174 | 41.4% |
| 1: Selected | 1,456 | 4.8% | 8,711,881 | 3.5% |
| -3: Missing | 44 | 0.1% | 319,113 | 0.1% |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_2_6**Label: TECHNICAL OR MARKET RESEARCH STEPS - FEEDBACK**

Description: Which of the following technical or market research steps did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]? Select all that apply.
6. Tested the market and/or collected feedback from customers
 [SHOW IF DOV_GROUP < 4,5, OR 7]

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|------------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 12,169 | 39.7% | 92,104,310 | 36.7% |
| 1: Selected | 2,762 | 9.0% | 20,363,745 | 8.1% |
| -3: Missing | 44 | 0.1% | 319,113 | 0.1% |
| ..: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_2_7**Label: TECHNICAL OR MARKET RESEARCH STEPS - NONE OF ABOVE**

Description: Which of the following technical or market research steps did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]? Select all that apply. **7. None of the above**
 [SHOW IF DOV_GROUP < 4,5, OR 7]

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|------------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 10,881 | 35.5% | 74,125,006 | 29.5% |
| 1: Selected | 4,050 | 13.2% | 38,343,048 | 15.3% |
| -3: Missing | 44 | 0.1% | 319,113 | 0.1% |
| ..: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_3_1

Label: BUSINESS DEVELOPMENT STEPS- ATTENDED TRAININGS

Description: Which of the following business development steps did you (or you and your co-developers/collaborators) take with business support organizations to pursue [INSERT DOV_ACTIVITY]? Select all that apply.

1. Attended trainings, workshops, or webinars relating to starting and operating a business [SHOW IF DOV_GROUP < 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 8,525 | 27.8% | 74,357,629 | 29.6% |
| 1: Selected | 6,367 | 20.8% | 37,882,533 | 15.1% |
| -3: Missing | 83 | 0.3% | 547,006 | 0.2% |
| ..: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_3_2

Label: BUSINESS DEVELOPMENT STEPS- APPLIED TO SUPPORT PROGRAM

Description: Which of the following business development steps did you (or you and your co-developers/collaborators) take with business support organizations to pursue [INSERT DOV_ACTIVITY]? Select all that apply. 2. Applied to a support program for new business

[SHOW IF DOV_GROUP < 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 11,547 | 37.7% | 95,300,367 | 38.0% |
| 1: Selected | 3,345 | 10.9% | 16,939,795 | 6.8% |
| -3: Missing | 83 | 0.3% | 547,006 | 0.2% |
| ..: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_3_3

Label: BUSINESS DEVELOPMENT STEPS- NONE OF THE ABOVE

Description: Which of the following business development steps did you (or you and your co-developers/collaborators) take with business support organizations to pursue [INSERT DOV_ACTIVITY]? Select all that apply. 3. None of the above [SHOW IF DOV_GROUP < 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 8,064 | 26.3% | 46,970,575 | 18.7% |
| 1: Selected | 6,828 | 22.3% | 65,269,586 | 26.0% |
| -3: Missing | 83 | 0.3% | 547,006 | 0.2% |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_4_1

Label: BUSINESS FINANCING STEPS- EXPLORED BANK FINANCING OPTIONS

Description: Which of the following business financing steps did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]? Select all that apply.
1. Explored financing options with a bank, investors, or grant program [SHOW IF DOV_GROUP < 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 10,956 | 35.8% | 90,830,789 | 36.2% |
| 1: Selected | 3,970 | 13.0% | 21,533,721 | 8.6% |
| -3: Missing | 49 | 0.2% | 422,659 | 0.2% |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_4_2

Label: BUSINESS FINANCING STEPS- APPLIED FOR FINANCING

Description: Which of the following business financing steps did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]?
Select all that apply.
2. Applied for or requested financing with a bank, investors, or a grant program [SHOW IF DOV_GROUP < 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 11,197 | 36.6% | 94,603,602 | 37.7% |
| 1: Selected | 3,729 | 12.2% | 17,760,907 | 7.1% |
| -3: Missing | 49 | 0.2% | 422,659 | 0.2% |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_4_3

Label: BUSINESS FINANCING STEPS- CONVERSATIONS ABOUT FUNDING

Description: Which of the following business financing steps did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]?
Select all that apply.
3. Had conversations with acquaintances, friends, and family about potentially funding the business [SHOW IF DOV_GROUP < 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 9,954 | 32.5% | 81,018,373 | 32.3% |
| 1: Selected | 4,972 | 16.2% | 31,346,137 | 12.5% |
| -3: Missing | 49 | 0.2% | 422,659 | 0.2% |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_4_4

Label: BUSINESS FINANCING STEPS- OWN CAPITAL

Description: Which of the following business financing steps did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]?
Select all that apply. 4. Put forward my own capital
[SHOW IF DOV_GROUP < 4,5, OR 7]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|-----------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 9,930 | 32.4% | 69,143,374 | 27.6% |
| 1: Selected | 4,996 | 16.3% | 43,221,135 | 17.2% |
| -3: Missing | 49 | 0.2% | 422,659 | 0.2% |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_4_5

Label: BUSINESS FINANCING STEPS- NONE OF THE ABOVE

Description: Which of the following business financing steps did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]?
Select all that apply. 5. None of the above
[SHOW IF DOV_GROUP < 4,5, OR 7]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|-----------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 11,332 | 37.0% | 78,146,536 | 31.1% |
| 1: Selected | 3,594 | 11.7% | 34,217,974 | 13.6% |
| -3: Missing | 49 | 0.2% | 422,659 | 0.2% |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_5_1

Label: ORGANIZATIONAL PLANNING STEPS- CREATE SPREADSHEETS

Description: Which of the following organizational planning steps did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]? Select all that apply.

1. Created spreadsheets, financial models, or other analyses to determine feasibility [SHOW IF DOV_GROUP < 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 10,436 | 34.1% | 83,659,513 | 33.3% |
| 1: Selected | 4,480 | 14.6% | 28,665,361 | 11.4% |
| -3: Missing | 59 | 0.2% | 462,294 | 0.2% |
| ..: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_5_2

Label: ORGANIZATIONAL PLANNING STEPS- CREATE WEBSITE

Description: Which of the following organizational planning steps did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]? Select all that apply.

2. Created a website for the business
[SHOW IF DOV_GROUP < 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 10,481 | 34.2% | 83,609,513 | 33.3% |
| 1: Selected | 4,435 | 14.5% | 28,715,361 | 11.4% |
| -3: Missing | 59 | 0.2% | 462,294 | 0.2% |
| ..: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_5_3

Label: ORGANIZATIONAL PLANNING STEPS- CREATE SOCIAL MEDIA

Description: Which of the following organizational planning steps did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]? Select all that apply.
3. Created a social media presence for the business
[SHOW IF DOV_GROUP < 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 9,953 | 32.5% | 79,290,868 | 31.6% |
| 1: Selected | 4,963 | 16.2% | 33,034,006 | 13.2% |
| -3: Missing | 59 | 0.2% | 462,294 | 0.2% |
| ..: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_5_4

Label: ORGANIZATIONAL PLANNING STEPS- TAX ID

Description: Which of the following organizational planning steps did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]? Select all that apply.
4. Registered the business for a tax ID
[SHOW IF DOV_GROUP < 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 10,690 | 34.9% | 82,048,724 | 32.7% |
| 1: Selected | 4,226 | 13.8% | 30,276,150 | 12.1% |
| -3: Missing | 59 | 0.2% | 462,294 | 0.2% |
| ..: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_5_5

Label: ORGANIZATIONAL PLANNING STEPS- BUSINESS PLAN

Description: Which of the following organizational planning steps did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]? Select all that apply. 5. Wrote a business plan [SHOW IF DOV_GROUP < 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 10,632 | 34.7% | 84,125,845 | 33.5% |
| 1: Selected | 4,284 | 14.0% | 28,199,029 | 11.2% |
| -3: Missing | 59 | 0.2% | 462,294 | 0.2% |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_5_6

Label: ORGANIZATIONAL PLANNING STEPS- CREATE PITCH DECK

Description: Which of the following organizational planning steps did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]? Select all that apply. 6. Created a pitch deck, executive summary, or other promotional materials [SHOW IF DOV_GROUP < 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 12,858 | 42.0% | 99,136,593 | 39.5% |
| 1: Selected | 2,058 | 6.7% | 13,188,281 | 5.3% |
| -3: Missing | 59 | 0.2% | 462,294 | 0.2% |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_5_7

Label: ORGANIZATIONAL PLANNING STEPS- NONE OF THE ABOVE

Description: Which of the following organizational planning steps did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]? Select all that apply. 7. None of the above
[SHOW IF DOV_GROUP < 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 10,912 | 35.6% | 74,371,053 | 29.6% |
| 1: Selected | 4,004 | 13.1% | 37,953,821 | 15.1% |
| -3: Missing | 59 | 0.2% | 462,294 | 0.2% |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_6_1

Label: STAFFING AND GROWTH STEPS- FIRST CUSTOMER

Description: Which of the following staffing and growth steps did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]? Select all that apply. 1. Found a first customer or client
[SHOW IF DOV_GROUP < 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 8,704 | 28.4% | 67,978,767 | 27.1% |
| 1: Selected | 6,154 | 20.1% | 43,877,473 | 17.5% |
| -3: Missing | 117 | 0.4% | 930,928 | 0.4% |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_6_2

Label: STAFFING AND GROWTH STEPS- MADE SALE

Description: Which of the following staffing and growth steps did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]?
Select all that apply.
2. Made a sale or provided the product/service on a pilot basis
[SHOW IF DOV_GROUP < 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 9,881 | 32.3% | 82,710,225 | 33.0% |
| 1: Selected | 4,977 | 16.2% | 29,146,015 | 11.6% |
| -3: Missing | 117 | 0.4% | 930,928 | 0.4% |
| ..: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_6_3

Label: STAFFING AND GROWTH STEPS- HIRED EMPLOYEE

Description: Which of the following staffing and growth steps did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]?
Select all that apply. 3. Hired an employee (non-cofounder)
[SHOW IF DOV_GROUP < 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 12,067 | 39.4% | 97,945,589 | 39.0% |
| 1: Selected | 2,791 | 9.1% | 13,910,651 | 5.5% |
| -3: Missing | 117 | 0.4% | 930,928 | 0.4% |
| ..: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_6_4

Label: STAFFING AND GROWTH STEPS- QUIT JOB

Description: Which of the following staffing and growth steps did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]?
Select all that apply.

4. Quit your job to devote more time to work on launching the business
[SHOW IF DOV_GROUP < 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 12,419 | 40.5% | 97,281,839 | 38.8% |
| 1: Selected | 2,439 | 8.0% | 14,574,401 | 5.8% |
| -3: Missing | 117 | 0.4% | 930,928 | 0.4% |
| ..: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_6_5

Label: STAFFING AND GROWTH STEPS- NONE OF THE ABOVE

Description: Which of the following staffing and growth steps did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]?
Select all that apply. 5. None of the above

[SHOW IF DOV_GROUP < 4,5, OR 7]

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 10,074 | 32.9% | 66,532,517 | 26.5% |
| 1: Selected | 4,784 | 15.6% | 45,323,723 | 18.1% |
| -3: Missing | 117 | 0.4% | 930,928 | 0.4% |
| ..: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_7

Label: OTHER STEPS

Description: Besides the steps already discussed, did you (or you and your co-developers/collaborators) take any other steps to pursue [INSERT DOV_ACTIVITY]? [SHOW IF DOV_GROUP <> 4,5, OR 7]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Yes | 5,066 | 16.5% | 25,342,314 | 10.1% |
| 2: No | 9,814 | 32.0% | 86,880,301 | 34.6% |
| -3: Missing | 95 | 0.3% | 564,553 | 0.2% |
| .: Logical Skip | 15,657 | 51.1% | 138,127,215 | 55.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_REASONS_A

Label: REASON FOR NOT ENGAGE- NETWORKING

Description: You indicated that you took none of the following types of steps. For each of the following, what is the primary reason that you did not engage in this type of step? A. Networking steps
[SHOW IF PE_STEPS_1_5=1 OR PE_STEPS_2_7=1 OR PE_STEPS_3_3=1 OR PE_STEPS_4_5=1 OR PE_STEPS_5_7=1 OR PE_STEPS_6_5=1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|----------------------------------------------------------------|----------------|------|--------------|------|
| | COUNT | PCT | COUNT | PCT |
| 1: I did not think I needed to | 583 | 1.9% | 5,188,494 | 2.1% |
| 2: Not necessary for my type of business | 492 | 1.6% | 4,382,458 | 1.7% |
| 3: I did not know where to start/what to do | 319 | 1.0% | 2,722,880 | 1.1% |
| 4: I did not know who to talk to/which resources to consult | 121 | 0.4% | 844,362 | 0.3% |
| 5: I did not have any connections to people that could help me | 348 | 1.1% | 2,707,539 | 1.1% |
| -3: Missing | 18 | 0.1% | 157,819 | 0.1% |

Variable: PE_STEPS_REASONS_A

Label: REASON FOR NOT ENGAGE- NETWORKING

Description: You indicated that you took none of the following types of steps. For each of the following, what is the primary reason that you did not engage in this type of step? A. Networking steps
[SHOW IF PE_STEPS_1_5=1 OR PE_STEPS_2_7=1 OR
PE_STEPS_3_3=1 OR PE_STEPS_4_5=1 OR PE_STEPS_5_7=1 OR
PE_STEPS_6_5=1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| .: Logical Skip | 28,751 | 93.9% | 234,910,830 | 93.6% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_REASONS_B

Label: REASON FOR NOT ENGAGE- RESEARCH

Description: You indicated that you took none of the following types of steps. For each of the following, what is the primary reason that you did not engage in this type of step? B. Technical or market research steps
[SHOW IF PE_STEPS_1_5=1 OR PE_STEPS_2_7=1 OR
PE_STEPS_3_3=1 OR PE_STEPS_4_5=1 OR PE_STEPS_5_7=1 OR
PE_STEPS_6_5=1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|----------------------------------------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: I did not think I needed to | 1,087 | 3.5% | 10,944,811 | 4.4% |
| 2: Not necessary for my type of business | 1,260 | 4.1% | 12,383,164 | 4.9% |
| 3: I did not know where to start/what to do | 815 | 2.7% | 7,412,108 | 3.0% |
| 4: I did not know who to talk to/which resources to consult | 270 | 0.9% | 2,276,325 | 0.9% |
| 5: I did not have any connections to people that could help me | 561 | 1.8% | 4,844,864 | 1.9% |
| -5: Don't know | 4 | 0.0% | 46,457 | 0.0% |
| -3: Missing | 53 | 0.2% | 435,320 | 0.2% |
| .: Logical Skip | 26,582 | 86.8% | 212,571,335 | 84.7% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

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Variable: PE_STEPS_REASONS_C

Label: REASON FOR NOT ENGAGE- DEVELOPMENT

Description: You indicated that you took none of the following types of steps. For each of the following, what is the primary reason that you did not engage in this type of step? C. Business development steps
[SHOW IF PE_STEPS_1_5=1 OR PE_STEPS_2_7=1 OR
PE_STEPS_3_3=1 OR PE_STEPS_4_5=1 OR PE_STEPS_5_7=1 OR
PE_STEPS_6_5=1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|----------------------------------------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: I did not think I needed to | 1,610 | 5.3% | 16,085,861 | 6.4% |
| 2: Not necessary for my type of business | 2,102 | 6.9% | 21,476,798 | 8.6% |
| 3: I did not know where to start/what to do | 1,551 | 5.1% | 14,400,175 | 5.7% |
| 4: I did not know who to talk to/which resources to consult | 623 | 2.0% | 5,521,048 | 2.2% |
| 5: I did not have any connections to people that could help me | 833 | 2.7% | 6,883,143 | 2.7% |
| -5: Don't know | 4 | 0.0% | 59,767 | 0.0% |
| -3: Missing | 105 | 0.3% | 842,795 | 0.3% |
| ..: Logical Skip | 23,804 | 77.7% | 185,644,797 | 74.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_REASONS_D

Label: REASON FOR NOT ENGAGE- FINANCING

Description: You indicated that you took none of the following types of steps. For each of the following, what is the primary reason that you did not engage in this type of step? D. Business financing steps
[SHOW IF PE_STEPS_1_5=1 OR PE_STEPS_2_7=1 OR
PE_STEPS_3_3=1 OR PE_STEPS_4_5=1 OR PE_STEPS_5_7=1 OR
PE_STEPS_6_5=1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|----------------------------------------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: I did not think I needed to | 780 | 2.5% | 7,567,150 | 3.0% |
| 2: Not necessary for my type of business | 1,149 | 3.8% | 11,716,553 | 4.7% |
| 3: I did not know where to start/what to do | 777 | 2.5% | 7,414,070 | 3.0% |
| 4: I did not know who to talk to/which resources to consult | 291 | 0.9% | 2,414,216 | 1.0% |
| 5: I did not have any connections to people that could help me | 524 | 1.7% | 4,575,659 | 1.8% |
| -5: Don't know | 3 | 0.0% | 42,569 | 0.0% |
| -3: Missing | 70 | 0.2% | 487,756 | 0.2% |
| ..: Logical Skip | 27,038 | 88.3% | 216,696,409 | 86.4% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_REASONS_E

Label: REASON FOR NOT ENGAGE- PLANNING

Description: You indicated that you took none of the following types of steps. For each of the following, what is the primary reason that you did not engage in this type of step? E. Organizational planning steps
[SHOW IF PE_STEPS_1_5=1 OR PE_STEPS_2_7=1 OR
PE_STEPS_3_3=1 OR PE_STEPS_4_5=1 OR PE_STEPS_5_7=1 OR
PE_STEPS_6_5=1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|----------------------------------------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: I did not think I needed to | 907 | 3.0% | 8,941,535 | 3.6% |
| 2: Not necessary for my type of business | 1,114 | 3.6% | 11,445,867 | 4.6% |
| 3: I did not know where to start/what to do | 952 | 3.1% | 8,624,869 | 3.4% |
| 4: I did not know who to talk to/which resources to consult | 398 | 1.3% | 3,713,782 | 1.5% |
| 5: I did not have any connections to people that could help me | 523 | 1.7% | 4,313,116 | 1.7% |
| -5: Don't know | 4 | 0.0% | 35,056 | 0.0% |
| -3: Missing | 106 | 0.3% | 879,596 | 0.4% |
| ..: Logical Skip | 26,628 | 86.9% | 212,960,562 | 84.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STEPS_REASONS_F

Label: REASON FOR NOT ENGAGE- STAFFING

Description: You indicated that you took none of the following types of steps. For each of the following, what is the primary reason that you did not engage in this type of step? F. Staffing and growth steps
[SHOW IF PE_STEPS_1_5=1 OR PE_STEPS_2_7=1 OR
PE_STEPS_3_3=1 OR PE_STEPS_4_5=1 OR PE_STEPS_5_7=1 OR
PE_STEPS_6_5=1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|----------------------------------------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: I did not think I needed to | 1,080 | 3.5% | 10,604,266 | 4.2% |
| 2: Not necessary for my type of business | 1,571 | 5.1% | 15,959,204 | 6.4% |
| 3: I did not know where to start/what to do | 1,002 | 3.3% | 9,316,487 | 3.7% |
| 4: I did not know who to talk to/which resources to consult | 392 | 1.3% | 3,328,635 | 1.3% |
| 5: I did not have any connections to people that could help me | 631 | 2.1% | 5,345,057 | 2.1% |
| -5: Don't know | 2 | 0.0% | 37,010 | 0.0% |
| -3: Missing | 106 | 0.3% | 733,065 | 0.3% |
| ..: Logical Skip | 25,848 | 84.4% | 205,590,660 | 81.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CHALLENGE_1_1_Y2

Label: FINANCIAL CHALLENGES- NOT AFFORD HEALTH INSURANCE - Y2

Description: Which of the following financial or economic security challenges [IF DOV_GROUP = 3: have you encountered/ELSE: did you encounter] while pursuing [INSERT DOV_ACTIVITY]? Select all that apply.
1. Not being able to access and/or afford health insurance
[SHOW IF DOV_GROUP = 3 OR 6]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|-----------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,261 | 10.6% | 28,161,940 | 11.2% |
| 1: Selected | 1,333 | 4.4% | 11,792,374 | 4.7% |
| -3: Missing | 23 | 0.1% | 156,285 | 0.1% |
| .: Logical Skip | 26,015 | 84.9% | 210,803,784 | 84.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CHALLENGE_1_2_Y2

Label: FINANCIAL CHALLENGES- NOT ACCESS EMPLOYER BENEFITS- Y2

Description: Which of the following financial or economic security challenges [IF DOV_GROUP = 3: have you encountered/ELSE: did you encounter] while pursuing [INSERT DOV_ACTIVITY]? Select all that apply.
2. Not having access to other employer-provided benefits (aside from health care) [SHOW IF DOV_GROUP = 3 OR 6]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|-----------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,645 | 11.9% | 31,908,989 | 12.7% |
| 1: Selected | 949 | 3.1% | 8,045,325 | 3.2% |
| -3: Missing | 23 | 0.1% | 156,285 | 0.1% |
| .: Logical Skip | 26,015 | 84.9% | 210,803,784 | 84.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CHALLENGE_1_3_Y2

Label: FINANCIAL CHALLENGES- CHALLENGES WITH PERSONAL FINANCES- Y2

Description: Which of the following financial or economic security challenges [IF DOV_GROUP = 3: have you encountered/ELSE: did you encounter] while pursuing [INSERT DOV_ACTIVITY]? Select all that apply.
3. Challenges with personal/family finances while the business is getting started [SHOW IF DOV_GROUP = 3 OR 6]

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,903 | 9.5% | 25,826,618 | 10.3% |
| 1: Selected | 1,691 | 5.5% | 14,127,696 | 5.6% |
| -3: Missing | 23 | 0.1% | 156,285 | 0.1% |
| ..: Logical Skip | 26,015 | 84.9% | 210,803,784 | 84.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CHALLENGE_1_4_Y2

Label: FINANCIAL CHALLENGES- NOT ENOUGH SAVINGS- Y2

Description: Which of the following financial or economic security challenges [IF DOV_GROUP = 3: have you encountered/ELSE: did you encounter] while pursuing [INSERT DOV_ACTIVITY]? Select all that apply.
4. Not having enough savings for start-up costs
[SHOW IF DOV_GROUP = 3 OR 6]

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,364 | 7.7% | 20,561,424 | 8.2% |
| 1: Selected | 2,230 | 7.3% | 19,392,891 | 7.7% |
| -3: Missing | 23 | 0.1% | 156,285 | 0.1% |
| ..: Logical Skip | 26,015 | 84.9% | 210,803,784 | 84.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CHALLENGE_1_5_Y2

Label: FINANCIAL CHALLENGES- ACCESSING CAPITAL- Y2

Description: Which of the following financial or economic security challenges [IF DOV_GROUP = 3: have you encountered/ELSE: did you encounter] while pursuing [INSERT DOV_ACTIVITY]? Select all that apply.
5. Accessing capital to cover start-up costs
[SHOW IF DOV_GROUP = 3 OR 6]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|-----------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,224 | 10.5% | 28,153,141 | 11.2% |
| 1: Selected | 1,370 | 4.5% | 11,801,173 | 4.7% |
| -3: Missing | 23 | 0.1% | 156,285 | 0.1% |
| .: Logical Skip | 26,015 | 84.9% | 210,803,784 | 84.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CHALLENGE_1_6_Y2

Label: FINANCIAL CHALLENGES- POOR CREDIT- Y2

Description: Which of the following financial or economic security challenges [IF DOV_GROUP = 3: have you encountered/ELSE: did you encounter] while pursuing [INSERT DOV_ACTIVITY]? Select all that apply.
6. Poor credit score or insufficient credit limit
[SHOW IF DOV_GROUP = 3 OR 6]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|-----------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,580 | 11.7% | 32,681,656 | 13.0% |
| 1: Selected | 1,014 | 3.3% | 7,272,658 | 2.9% |
| -3: Missing | 23 | 0.1% | 156,285 | 0.1% |
| .: Logical Skip | 26,015 | 84.9% | 210,803,784 | 84.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CHALLENGE_1_7_Y2

Label: FINANCIAL CHALLENGES- LIMITED RELATIONSHIP- Y2

Description: Which of the following financial or economic security challenges [IF DOV_GROUP = 3: have you encountered/ELSE: did you encounter] while pursuing [INSERT DOV_ACTIVITY]? Select all that apply.
7. Limited or no relationship with a bank or financial institution
[SHOW IF DOV_GROUP = 3 OR 6]

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,632 | 11.9% | 32,109,895 | 12.8% |
| 1: Selected | 962 | 3.1% | 7,844,419 | 3.1% |
| -3: Missing | 23 | 0.1% | 156,285 | 0.1% |
| ..: Logical Skip | 26,015 | 84.9% | 210,803,784 | 84.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CHALLENGE_1_8_Y2

Label: FINANCIAL CHALLENGES- NONE OF THE ABOVE- Y2

Description: Which of the following financial or economic security challenges [IF DOV_GROUP = 3: have you encountered/ELSE: did you encounter] while pursuing [INSERT DOV_ACTIVITY]? Select all that apply.
8. None of the above [SHOW IF DOV_GROUP = 3 OR 6]

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,630 | 11.9% | 30,415,620 | 12.1% |
| 1: Selected | 964 | 3.1% | 9,538,694 | 3.8% |
| -3: Missing | 23 | 0.1% | 156,285 | 0.1% |
| ..: Logical Skip | 26,015 | 84.9% | 210,803,784 | 84.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CHALLENGE_2_1

Label: BUSINESS OPERATION CHALLENGES- GETTING REGISTERED

Description: Which of the following business operations challenges [IF DOV_GROUP = 3: have you encountered/ELSE: did you encounter] while pursuing [INSERT DOV_ACTIVITY]? Select all that apply.
1. Getting the business licensed/registered
[SHOW IF DOV_GROUP =3 or 6]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,706 | 12.1% | 33,390,277 | 13.3% |
| 1: Selected | 880 | 2.9% | 6,448,091 | 2.6% |
| -3: Missing | 31 | 0.1% | 272,231 | 0.1% |
| .: Logical Skip | 26,015 | 84.9% | 210,803,784 | 84.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CHALLENGE_2_2

Label: BUSINESS OPERATION CHALLENGES- NOT KNOWING WHERE TO START

Description: Which of the following business operations challenges [IF DOV_GROUP = 3: have you encountered/ELSE: did you encounter] while pursuing [INSERT DOV_ACTIVITY]? Select all that apply.
2. Not knowing where to start [SHOW IF DOV_GROUP =3 or 6]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,239 | 7.3% | 19,219,679 | 7.7% |
| 1: Selected | 2,347 | 7.7% | 20,618,689 | 8.2% |
| -3: Missing | 31 | 0.1% | 272,231 | 0.1% |
| .: Logical Skip | 26,015 | 84.9% | 210,803,784 | 84.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CHALLENGE_2_3

Label: BUSINESS OPERATION CHALLENGES- DOING MY TAXES

Description: Which of the following business operations challenges [IF DOV_GROUP = 3: have you encountered/ELSE: did you encounter] while pursuing [INSERT DOV_ACTIVITY]? Select all that apply. 3. Doing my taxes [SHOW IF DOV_GROUP =3 or 6]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|-----------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,715 | 12.1% | 33,196,610 | 13.2% |
| 1: Selected | 871 | 2.8% | 6,641,758 | 2.6% |
| -3: Missing | 31 | 0.1% | 272,231 | 0.1% |
| .: Logical Skip | 26,015 | 84.9% | 210,803,784 | 84.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CHALLENGE_2_4

Label: BUSINESS OPERATION CHALLENGES- NAVIGATING REGULATIONS

Description: Which of the following business operations challenges [IF DOV_GROUP = 3: have you encountered/ELSE: did you encounter] while pursuing [INSERT DOV_ACTIVITY]? Select all that apply.
4. Navigating local, state, or federal government regulations [SHOW IF DOV_GROUP =3 or 6]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|-----------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,360 | 11.0% | 29,461,399 | 11.7% |
| 1: Selected | 1,226 | 4.0% | 10,376,969 | 4.1% |
| -3: Missing | 31 | 0.1% | 272,231 | 0.1% |
| .: Logical Skip | 26,015 | 84.9% | 210,803,784 | 84.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CHALLENGE_2_5

Label: BUSINESS OPERATION CHALLENGES- OBTAINING RELEVANT INSURANCE

Description: Which of the following business operations challenges [IF DOV_GROUP = 3: have you encountered/ELSE: did you encounter] while pursuing [INSERT DOV_ACTIVITY]? Select all that apply.
5. Obtaining any relevant insurance related to the work performed
[SHOW IF DOV_GROUP =3 or 6]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,758 | 12.3% | 33,169,520 | 13.2% |
| 1: Selected | 828 | 2.7% | 6,668,848 | 2.7% |
| -3: Missing | 31 | 0.1% | 272,231 | 0.1% |
| .: Logical Skip | 26,015 | 84.9% | 210,803,784 | 84.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CHALLENGE_2_6

Label: BUSINESS OPERATION CHALLENGES- NONE OF THE ABOVE

Description: Which of the following business operations challenges [IF DOV_GROUP = 3: have you encountered/ELSE: did you encounter] while pursuing [INSERT DOV_ACTIVITY]? Select all that apply. 6. None of the above
[SHOW IF DOV_GROUP =3 or 6]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,481 | 11.4% | 29,122,395 | 11.6% |
| 1: Selected | 1,105 | 3.6% | 10,715,973 | 4.3% |
| -3: Missing | 31 | 0.1% | 272,231 | 0.1% |
| .: Logical Skip | 26,015 | 84.9% | 210,803,784 | 84.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CHALLENGE_3_1

Label: CUSTOMER REACH CHALLENGES- FINDING CUSTOMERS

Description: Which of the following customer reach challenges [IF DOV_GROUP = 3: have you encountered/ELSE: did you encounter] while pursuing [INSERT DOV_ACTIVITY]? Select all that apply. 1. Finding customers [SHOW IF DOV_GROUP = 3 OR 6]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,950 | 9.6% | 26,101,507 | 10.4% |
| 1: Selected | 1,630 | 5.3% | 13,684,607 | 5.5% |
| -3: Missing | 37 | 0.1% | 324,485 | 0.1% |
| ..: Logical Skip | 26,015 | 84.9% | 210,803,784 | 84.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CHALLENGE_3_2

Label: CUSTOMER REACH CHALLENGES- SETTING UP ONLINE PRESENCE

Description: Which of the following customer reach challenges [IF DOV_GROUP = 3: have you encountered/ELSE: did you encounter] while pursuing [INSERT DOV_ACTIVITY]? Select all that apply. 2. Setting up the business' digital/online presence [SHOW IF DOV_GROUP = 3 OR 6]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,031 | 9.9% | 27,668,482 | 11.0% |
| 1: Selected | 1,549 | 5.1% | 12,117,632 | 4.8% |
| -3: Missing | 37 | 0.1% | 324,485 | 0.1% |
| ..: Logical Skip | 26,015 | 84.9% | 210,803,784 | 84.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CHALLENGE_3_3

Label: CUSTOMER REACH CHALLENGES- SECURING PHYSICAL LOCATION

Description: Which of the following customer reach challenges [IF DOV_GROUP = 3: have you encountered/ELSE: did you encounter] while pursuing [INSERT DOV_ACTIVITY]? Select all that apply.
3. Securing a physical location for the business
[SHOW IF DOV_GROUP = 3 OR 6]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|------------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,225 | 10.5% | 29,260,688 | 11.7% |
| 1: Selected | 1,355 | 4.4% | 10,525,426 | 4.2% |
| -3: Missing | 37 | 0.1% | 324,485 | 0.1% |
| ..: Logical Skip | 26,015 | 84.9% | 210,803,784 | 84.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CHALLENGE_3_4

Label: CUSTOMER REACH CHALLENGES- NONE OF THE ABOVE

Description: Which of the following customer reach challenges [IF DOV_GROUP = 3: have you encountered/ELSE: did you encounter] while pursuing [INSERT DOV_ACTIVITY]? Select all that apply. 4. None of the above
[SHOW IF DOV_GROUP = 3 OR 6]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|------------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,971 | 9.7% | 24,484,919 | 9.8% |
| 1: Selected | 1,609 | 5.3% | 15,301,195 | 6.1% |
| -3: Missing | 37 | 0.1% | 324,485 | 0.1% |
| ..: Logical Skip | 26,015 | 84.9% | 210,803,784 | 84.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CHALLENGE_4_1

Label: RESOURCE CHALLENGES- PROFESSIONAL SUPPORT

Description: Which of the following resource or support challenges [IF DOV_GROUP = 3: have you encountered/ELSE: did you encounter] while pursuing [INSERT DOV_ACTIVITY]? Select all that apply.
1. Finding professional support like lawyers, accountants, or tax professionals [SHOW IF DOV_GROUP = 3 OR 6]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,712 | 12.1% | 32,776,977 | 13.1% |
| 1: Selected | 871 | 2.8% | 6,974,802 | 2.8% |
| -3: Missing | 34 | 0.1% | 358,820 | 0.1% |
| .: Logical Skip | 26,015 | 84.9% | 210,803,784 | 84.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CHALLENGE_4_2

Label: RESOURCE CHALLENGES- ROLE MODELS

Description: Which of the following resource or support challenges [IF DOV_GROUP = 3: have you encountered/ELSE: did you encounter] while pursuing [INSERT DOV_ACTIVITY]? Select all that apply.
2. Finding support, advice, or finding role models in my network [SHOW IF DOV_GROUP = 3 OR 6]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,324 | 10.9% | 29,782,644 | 11.9% |
| 1: Selected | 1,259 | 4.1% | 9,969,135 | 4.0% |
| -3: Missing | 34 | 0.1% | 358,820 | 0.1% |
| .: Logical Skip | 26,015 | 84.9% | 210,803,784 | 84.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CHALLENGE_4_3

Label: RESOURCE CHALLENGES- FAMILY OR FRIENDS

Description: Which of the following resource or support challenges [IF DOV_GROUP = 3: have you encountered/ELSE: did you encounter] while pursuing [INSERT DOV_ACTIVITY]? Select all that apply.
3. Getting support from my family or friends
[SHOW IF DOV_GROUP = 3 OR 6]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|-----------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,461 | 11.3% | 31,343,482 | 12.5% |
| 1: Selected | 1,122 | 3.7% | 8,408,297 | 3.4% |
| -3: Missing | 34 | 0.1% | 358,820 | 0.1% |
| .: Logical Skip | 26,015 | 84.9% | 210,803,784 | 84.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CHALLENGE_4_4

Label: RESOURCE CHALLENGES- COMMUNITY SUPPORT

Description: Which of the following resource or support challenges [IF DOV_GROUP = 3: have you encountered/ELSE: did you encounter] while pursuing [INSERT DOV_ACTIVITY]? Select all that apply.
4. Getting support from my community
[SHOW IF DOV_GROUP = 3 OR 6]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|-----------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,797 | 12.4% | 34,200,573 | 13.6% |
| 1: Selected | 786 | 2.6% | 5,551,206 | 2.2% |
| -3: Missing | 34 | 0.1% | 358,820 | 0.1% |
| .: Logical Skip | 26,015 | 84.9% | 210,803,784 | 84.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CHALLENGE_4_5

Label: RESOURCE CHALLENGES- BALANCE

Description: Which of the following resource or support challenges [IF DOV_GROUP = 3: have you encountered/ELSE: did you encounter] while pursuing [INSERT DOV_ACTIVITY]? Select all that apply.
5. Balancing work and family [SHOW IF DOV_GROUP = 3 OR 6]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|-----------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,270 | 10.7% | 28,806,061 | 11.5% |
| 1: Selected | 1,313 | 4.3% | 10,945,718 | 4.4% |
| -3: Missing | 34 | 0.1% | 358,820 | 0.1% |
| .: Logical Skip | 26,015 | 84.9% | 210,803,784 | 84.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CHALLENGE_4_6

Label: RESOURCE CHALLENGES- MAJOR LIFE EVENT

Description: Which of the following resource or support challenges [IF DOV_GROUP = 3: have you encountered/ELSE: did you encounter] while pursuing [INSERT DOV_ACTIVITY]? Select all that apply.
6. Major life event (such as a new child, own or family medical issue)
[SHOW IF DOV_GROUP = 3 OR 6]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|-----------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,671 | 12.0% | 32,515,382 | 13.0% |
| 1: Selected | 912 | 3.0% | 7,236,397 | 2.9% |
| -3: Missing | 34 | 0.1% | 358,820 | 0.1% |
| .: Logical Skip | 26,015 | 84.9% | 210,803,784 | 84.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CHALLENGE_4_7

Label: RESOURCE CHALLENGES- FINDING TIME

Description: Which of the following resource or support challenges [IF DOV_GROUP = 3: have you encountered/ELSE: did you encounter] while pursuing [INSERT DOV_ACTIVITY]? Select all that apply.
7. Finding time to pursue the idea [SHOW IF DOV_GROUP = 3 OR 6]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|-----------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,705 | 8.8% | 22,557,170 | 9.0% |
| 1: Selected | 1,878 | 6.1% | 17,194,609 | 6.9% |
| -3: Missing | 34 | 0.1% | 358,820 | 0.1% |
| .: Logical Skip | 26,015 | 84.9% | 210,803,784 | 84.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CHALLENGE_4_8

Label: RESOURCE CHALLENGES- NONE OF THE ABOVE

Description: Which of the following resource or support challenges [IF DOV_GROUP = 3: have you encountered/ELSE: did you encounter] while pursuing [INSERT DOV_ACTIVITY]? Select all that apply. 8. None of the above [SHOW IF DOV_GROUP = 3 OR 6]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|-----------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,691 | 12.0% | 31,676,633 | 12.6% |
| 1: Selected | 892 | 2.9% | 8,075,146 | 3.2% |
| -3: Missing | 34 | 0.1% | 358,820 | 0.1% |
| .: Logical Skip | 26,015 | 84.9% | 210,803,784 | 84.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CHALLENGE_5_1

Label: ECONOMY OR MARKET CHALLENGES- FINDING AND RETAINING EMPLOYEES

Description: Which of the following economy or market challenges [IF DOV_GROUP = 3: have you encountered/ELSE: did you encounter] while pursuing [INSERT DOV_ACTIVITY]? Select all that apply.
1. Finding and retaining qualified employees [SHOW IF DOV_GROUP = 3 OR 6]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,880 | 12.7% | 34,937,689 | 13.9% |
| 1: Selected | 695 | 2.3% | 4,767,944 | 1.9% |
| -3: Missing | 42 | 0.1% | 404,966 | 0.2% |
| .: Logical Skip | 26,015 | 84.9% | 210,803,784 | 84.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CHALLENGE_5_2

Label: ECONOMY OR MARKET CHALLENGES- COMPETING AGAINST OTHER BUSINESSES

Description: Which of the following economy or market challenges [IF DOV_GROUP = 3: have you encountered/ELSE: did you encounter] while pursuing [INSERT DOV_ACTIVITY]? Select all that apply.
2. Competing against other/larger businesses
[SHOW IF DOV_GROUP = 3 OR 6]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,228 | 10.5% | 28,410,130 | 11.3% |
| 1: Selected | 1,347 | 4.4% | 11,295,503 | 4.5% |
| -3: Missing | 42 | 0.1% | 404,966 | 0.2% |
| .: Logical Skip | 26,015 | 84.9% | 210,803,784 | 84.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CHALLENGE_5_3

Label: ECONOMY OR MARKET CHALLENGES- SUPPLY CHAIN ISSUES

Description: Which of the following economy or market challenges [IF DOV_GROUP = 3: have you encountered/ELSE: did you encounter] while pursuing [INSERT DOV_ACTIVITY]? Select all that apply. 3. Supply chain issues [SHOW IF DOV_GROUP = 3 OR 6]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,714 | 12.1% | 33,263,554 | 13.3% |
| 1: Selected | 861 | 2.8% | 6,442,079 | 2.6% |
| -3: Missing | 42 | 0.1% | 404,966 | 0.2% |
| .: Logical Skip | 26,015 | 84.9% | 210,803,784 | 84.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CHALLENGE_5_4

Label: ECONOMY OR MARKET CHALLENGES- UNFAVORABLE ECONOMY

Description: Which of the following economy or market challenges [IF DOV_GROUP = 3: have you encountered/ELSE: did you encounter] while pursuing [INSERT DOV_ACTIVITY]? Select all that apply.
4. Unfavorable economy [SHOW IF DOV_GROUP = 3 OR 6]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,042 | 9.9% | 26,488,693 | 10.6% |
| 1: Selected | 1,533 | 5.0% | 13,216,940 | 5.3% |
| -3: Missing | 42 | 0.1% | 404,966 | 0.2% |
| .: Logical Skip | 26,015 | 84.9% | 210,803,784 | 84.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CHALLENGE_5_5

Label: ECONOMY OR MARKET CHALLENGES- NONE OF THE ABOVE

Description: Which of the following economy or market challenges [IF DOV_GROUP = 3: have you encountered/ELSE: did you encounter] while pursuing [INSERT DOV_ACTIVITY]? Select all that apply. 5. None of the above [SHOW IF DOV_GROUP = 3 OR 6]

| | ___Unweighted___ | | ___Weighted___ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,840 | 9.3% | 23,496,347 | 9.4% |
| 1: Selected | 1,735 | 5.7% | 16,209,286 | 6.5% |
| -3: Missing | 42 | 0.1% | 404,966 | 0.2% |
| .: Logical Skip | 26,015 | 84.9% | 210,803,784 | 84.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CHALLENGE_6

Label: OTHER CHALLENGES

Description: Besides the challenges already discussed, have you encountered any other challenges while pursuing [INSERT DOV_ACTIVITY]? [SHOW IF DOV_GROUP = 3 OR 6]

| | ___Unweighted___ | | ___Weighted___ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 759 | 2.5% | 5,465,300 | 2.2% |
| 2: No | 3,823 | 12.5% | 34,393,641 | 13.7% |
| -3: Missing | 35 | 0.1% | 251,658 | 0.1% |
| .: Logical Skip | 26,015 | 84.9% | 210,803,784 | 84.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_1_1

Label: SOURCES OF CAPITAL- PERSONAL/FAMILY SAVINGS

Description: Did you use any of the following sources of capital to cover the costs related to pursuing or starting up your business [IF DOV_GROUP = 3 OR 6: idea]? Select all that apply. 1. Personal/family savings of owner(s) [SHOW IF DOV_GROUP < 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 10,062 | 32.8% | 78,787,104 | 31.4% |
| 1: Selected | 9,400 | 30.7% | 78,418,771 | 31.3% |
| -3: Missing | 115 | 0.4% | 1,065,684 | 0.4% |
| .: Logical Skip | 11,055 | 36.1% | 92,642,824 | 36.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_1_2

Label: SOURCES OF CAPITAL- PERSONAL/FAMILY ASSETS

Description: Did you use any of the following sources of capital to cover the costs related to pursuing or starting up your business [IF DOV_GROUP = 3 OR 6: idea]? Select all that apply. 2. Personal/family assets other than savings of owner(s) [SHOW IF DOV_GROUP < 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 16,411 | 53.6% | 138,630,118 | 55.2% |
| 1: Selected | 3,051 | 10.0% | 18,575,757 | 7.4% |
| -3: Missing | 115 | 0.4% | 1,065,684 | 0.4% |
| .: Logical Skip | 11,055 | 36.1% | 92,642,824 | 36.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_1_3

Label: SOURCES OF CAPITAL- PERSONAL/FAMILY HOME EQUITY LOAN

Description: Did you use any of the following sources of capital to cover the costs related to pursuing or starting up your business [IF DOV_GROUP = 3 OR 6: idea]? Select all that apply.

3. Personal/family home equity loan [SHOW IF DOV_GROUP <> 7]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 17,505 | 57.1% | 146,572,054 | 58.4% |
| 1: Selected | 1,957 | 6.4% | 10,633,821 | 4.2% |
| -3: Missing | 115 | 0.4% | 1,065,684 | 0.4% |
| ..: Logical Skip | 11,055 | 36.1% | 92,642,824 | 36.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_1_4

Label: SOURCES OF CAPITAL- PERSONAL CREDIT CARD

Description: Did you use any of the following sources of capital to cover the costs related to pursuing or starting up your business [IF DOV_GROUP = 3 OR 6: idea]? Select all that apply.

4. Personal credit card(s) carrying balances [SHOW IF DOV_GROUP <> 7]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 15,471 | 50.5% | 129,833,194 | 51.7% |
| 1: Selected | 3,991 | 13.0% | 27,372,681 | 10.9% |
| -3: Missing | 115 | 0.4% | 1,065,684 | 0.4% |
| ..: Logical Skip | 11,055 | 36.1% | 92,642,824 | 36.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_1_5

Label: SOURCES OF CAPITAL- BUSINESS CREDIT CARD

Description: Did you use any of the following sources of capital to cover the costs related to pursuing or starting up your business [IF DOV_GROUP = 3 OR 6: idea]? Select all that apply. 5. Business credit card(s) carrying balances [SHOW IF DOV_GROUP < 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 17,446 | 57.0% | 146,559,818 | 58.4% |
| 1: Selected | 2,016 | 6.6% | 10,646,057 | 4.2% |
| -3: Missing | 115 | 0.4% | 1,065,684 | 0.4% |
| .: Logical Skip | 11,055 | 36.1% | 92,642,824 | 36.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_1_6

Label: SOURCES OF CAPITAL- GOVERNMENT-GUARANTEED BUSINESS LOAN

Description: Did you use any of the following sources of capital to cover the costs related to pursuing or starting up your business [IF DOV_GROUP = 3 OR 6: idea]? Select all that apply. 6. Government-guaranteed business loan from a bank or financial institutions, including SBA-guaranteed loans [SHOW IF DOV_GROUP < 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 17,709 | 57.8% | 149,671,299 | 59.7% |
| 1: Selected | 1,753 | 5.7% | 7,534,576 | 3.0% |
| -3: Missing | 115 | 0.4% | 1,065,684 | 0.4% |
| .: Logical Skip | 11,055 | 36.1% | 92,642,824 | 36.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_1_7

Label: SOURCES OF CAPITAL- BUSINESS LOAN FROM BANK

Description: Did you use any of the following sources of capital to cover the costs related to pursuing or starting up your business [IF DOV_GROUP = 3 OR 6: idea]? Select all that apply. 7. Business loan from a bank or financial institution (including online lenders) [SHOW IF DOV_GROUP <> 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 17,380 | 56.7% | 145,422,119 | 58.0% |
| 1: Selected | 2,082 | 6.8% | 11,783,756 | 4.7% |
| -3: Missing | 115 | 0.4% | 1,065,684 | 0.4% |
| .: Logical Skip | 11,055 | 36.1% | 92,642,824 | 36.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_1_8

Label: SOURCES OF CAPITAL- BUSINESS LOAN FROM GOVERNMENT

Description: Did you use any of the following sources of capital to cover the costs related to pursuing or starting up your business [IF DOV_GROUP = 3 OR 6: idea]? Select all that apply. 8. Business loan from a federal, state, or local government [SHOW IF DOV_GROUP <> 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 18,278 | 59.7% | 152,125,069 | 60.6% |
| 1: Selected | 1,184 | 3.9% | 5,080,806 | 2.0% |
| -3: Missing | 115 | 0.4% | 1,065,684 | 0.4% |
| .: Logical Skip | 11,055 | 36.1% | 92,642,824 | 36.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_1_9

Label: SOURCES OF CAPITAL- BUSINESS LOAN FROM FAMILY/FRIENDS

Description: Did you use any of the following sources of capital to cover the costs related to pursuing or starting up your business [IF DOV_GROUP = 3 OR 6: idea]? Select all that apply. 9. Business loan/investment from family/friend(s) [SHOW IF DOV_GROUP <> 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 18,317 | 59.8% | 151,664,762 | 60.4% |
| 1: Selected | 1,145 | 3.7% | 5,541,113 | 2.2% |
| -3: Missing | 115 | 0.4% | 1,065,684 | 0.4% |
| .: Logical Skip | 11,055 | 36.1% | 92,642,824 | 36.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_1_10

Label: SOURCES OF CAPITAL- INVESTMENT BY VENTURE CAPITALISTS

Description: Did you use any of the following sources of capital to cover the costs related to pursuing or starting up your business [IF DOV_GROUP = 3 OR 6: idea]? Select all that apply. 10. Investment by venture capitalist(s)/angel investor(s) [SHOW IF DOV_GROUP <> 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 18,609 | 60.8% | 153,614,648 | 61.2% |
| 1: Selected | 853 | 2.8% | 3,591,227 | 1.4% |
| -3: Missing | 115 | 0.4% | 1,065,684 | 0.4% |
| .: Logical Skip | 11,055 | 36.1% | 92,642,824 | 36.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_1_11

Label: SOURCES OF CAPITAL- CROWDFUNDING

Description: Did you use any of the following sources of capital to cover the costs related to pursuing or starting up your business [IF DOV_GROUP = 3 OR 6: idea]? Select all that apply. 11. Crowdfunding (Kickstarter, Indiegogo, etc.) [SHOW IF DOV_GROUP <> 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 18,894 | 61.7% | 154,468,302 | 61.6% |
| 1: Selected | 568 | 1.9% | 2,737,573 | 1.1% |
| -3: Missing | 115 | 0.4% | 1,065,684 | 0.4% |
| .: Logical Skip | 11,055 | 36.1% | 92,642,824 | 36.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_1_12

Label: SOURCES OF CAPITAL- GRANTS

Description: Did you use any of the following sources of capital to cover the costs related to pursuing or starting up your business [IF DOV_GROUP = 3 OR 6: idea]? Select all that apply. 12. Grants [SHOW IF DOV_GROUP <> 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 18,772 | 61.3% | 153,171,640 | 61.0% |
| 1: Selected | 690 | 2.3% | 4,034,235 | 1.6% |
| -3: Missing | 115 | 0.4% | 1,065,684 | 0.4% |
| .: Logical Skip | 11,055 | 36.1% | 92,642,824 | 36.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_1_13

Label: SOURCES OF CAPITAL- OTHER CAPITAL

Description: Did you use any of the following sources of capital to cover the costs related to pursuing or starting up your business [IF DOV_GROUP = 3 OR 6: idea]? Select all that apply. 13. Other capital source(s), specify: [SHOW IF DOV_GROUP < 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 19,174 | 62.6% | 154,732,816 | 61.7% |
| 1: Selected | 288 | 0.9% | 2,473,059 | 1.0% |
| -3: Missing | 115 | 0.4% | 1,065,684 | 0.4% |
| .: Logical Skip | 11,055 | 36.1% | 92,642,824 | 36.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_1_14

Label: SOURCES OF CAPITAL- NONE NEEDED

Description: Did you use any of the following sources of capital to cover the costs related to pursuing or starting up your business [IF DOV_GROUP = 3 OR 6: idea]? Select all that apply. 14. None needed [SHOW IF DOV_GROUP < 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 14,068 | 45.9% | 105,408,299 | 42.0% |
| 1: Selected | 5,394 | 17.6% | 51,797,576 | 20.6% |
| -3: Missing | 115 | 0.4% | 1,065,684 | 0.4% |
| .: Logical Skip | 11,055 | 36.1% | 92,642,824 | 36.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_INSTITUTION_1_1

Label: CAPITAL INSTITUTION-SMALL LOCAL BANK

Description: Which of the following describe the bank or financial institution from which you received capital? Select all that apply. 1. Small local bank
[SHOW IF PE_CAPITAL_1 = 6 OR 7]

| | <u>__ Unweighted __</u> | | <u>__ Weighted __</u> | |
|-----------------|-------------------------|---------------|-----------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 1,828 | 6.0% | 9,428,151 | 3.8% |
| 1: Selected | 1,450 | 4.7% | 7,516,114 | 3.0% |
| -5: Don't know | 1 | 0.0% | 18,660 | 0.0% |
| -3: Missing | 42 | 0.1% | 187,291 | 0.1% |
| .: Logical Skip | 27,311 | 89.2% | 233,764,166 | 93.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_INSTITUTION_1_2

Label: CAPITAL INSTITUTION-LARGE NATIONAL BANK

Description: Which of the following describe the bank or financial institution from which you received capital? Select all that apply. 2. Large national bank
[SHOW IF PE_CAPITAL_1 = 6 OR 7]

| | <u>__ Unweighted __</u> | | <u>__ Weighted __</u> | |
|-----------------|-------------------------|---------------|-----------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 1,920 | 6.3% | 10,738,886 | 4.3% |
| 1: Selected | 1,358 | 4.4% | 6,205,379 | 2.5% |
| -5: Don't know | 1 | 0.0% | 18,660 | 0.0% |
| -3: Missing | 42 | 0.1% | 187,291 | 0.1% |
| .: Logical Skip | 27,311 | 89.2% | 233,764,166 | 93.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_INSTITUTION_1_3

Label: CAPITAL INSTITUTION-FINANCIAL SERVICES COMPANY

Description: Which of the following describe the bank or financial institution from which you received capital? Select all that apply. 3. Financial services company

[HOVER TEXT on “Financial services company”: Includes nonbanks that provide business financial services (payroll processing, merchant services, accounting, etc.)] [SHOW IF PE_CAPITAL_1 = 6 OR 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,417 | 7.9% | 13,839,533 | 5.5% |
| 1: Selected | 861 | 2.8% | 3,104,733 | 1.2% |
| -5: Don't know | 1 | 0.0% | 18,660 | 0.0% |
| -3: Missing | 42 | 0.1% | 187,291 | 0.1% |
| .: Logical Skip | 27,311 | 89.2% | 233,764,166 | 93.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_INSTITUTION_1_4

Label: CAPITAL INSTITUTION-ONLINE LENDER

Description: Which of the following describe the bank or financial institution from which you received capital? Select all that apply.

4. Online lender/fintech lender [HOVER TEXT on “Online lender/fintech lender”: Online lenders, also called fintech lenders, are lending institutions that operate solely through a website or app. Examples include Lending Club, OnDeck, CAN Capital, Paypal Working Capital, and Kabbage.] [SHOW IF PE_CAPITAL_1 = 6 OR 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,684 | 8.8% | 14,888,428 | 5.9% |
| 1: Selected | 594 | 1.9% | 2,055,838 | 0.8% |
| -5: Don't know | 1 | 0.0% | 18,660 | 0.0% |
| -3: Missing | 42 | 0.1% | 187,291 | 0.1% |
| .: Logical Skip | 27,311 | 89.2% | 233,764,166 | 93.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_INSTITUTION_1_5

Label: CAPITAL INSTITUTION-CREDIT UNION

Description: Which of the following describe the bank or financial institution from which you received capital? Select all that apply.
5. Credit union [SHOW IF PE_CAPITAL_1 = 6 OR 7]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,226 | 7.3% | 12,489,025 | 5.0% |
| 1: Selected | 1,052 | 3.4% | 4,455,240 | 1.8% |
| -5: Don't know | 1 | 0.0% | 18,660 | 0.0% |
| -3: Missing | 42 | 0.1% | 187,291 | 0.1% |
| .: Logical Skip | 27,311 | 89.2% | 233,764,166 | 93.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_INSTITUTION_1_6

Label: CAPITAL INSTITUTION-FINANCE COMPANY

Description: Which of the following describe the bank or financial institution from which you received capital? Select all that apply.
6. Finance company [HOVER TEXT on "Finance company": Includes nonbank lenders such as mortgage companies, equipment dealers, insurance companies, and auto finance companies.]
[SHOW IF PE_CAPITAL_1 = 6 OR 7]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,655 | 8.7% | 14,715,469 | 5.9% |
| 1: Selected | 623 | 2.0% | 2,228,797 | 0.9% |
| -5: Don't know | 1 | 0.0% | 18,660 | 0.0% |
| -3: Missing | 42 | 0.1% | 187,291 | 0.1% |
| .: Logical Skip | 27,311 | 89.2% | 233,764,166 | 93.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_INSTITUTION_1_7

Label: CAPITAL INSTITUTION-ALTERNATIVE

Description: Which of the following describe the bank or financial institution from which you received capital? Select all that apply.

7. Alternative financial source [HOVER TEXT on “Alternative Financial Source”: Examples include payday lender, check cashing, pawn shop, money order/ transmission service, etc.]
[SHOW IF PE_CAPITAL_1 = 6 OR 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,880 | 9.4% | 15,605,292 | 6.2% |
| 1: Selected | 398 | 1.3% | 1,338,974 | 0.5% |
| -5: Don't know | 1 | 0.0% | 18,660 | 0.0% |
| -3: Missing | 42 | 0.1% | 187,291 | 0.1% |
| .: Logical Skip | 27,311 | 89.2% | 233,764,166 | 93.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_INSTITUTION_1_8

Label: CAPITAL INSTITUTION-COMMUNITYDEVELOPMENT

Description: Which of the following describe the bank or financial institution from which you received capital? Select all that apply.

8. Community development financial institution (CDFI) [HOVER TEXT on “Community development financial institution (CDFI)”]: Community development financial institutions are financial institutions that provide credit and financial services to underserved markets and populations. CDFIs are certified by the CDFI Fund at the US Department of the Treasury.] [SHOW IF PE_CAPITAL_1 = 6 OR 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,063 | 10.0% | 16,269,682 | 6.5% |
| 1: Selected | 215 | 0.7% | 674,584 | 0.3% |
| -5: Don't know | 1 | 0.0% | 18,660 | 0.0% |
| -3: Missing | 42 | 0.1% | 187,291 | 0.1% |
| .: Logical Skip | 27,311 | 89.2% | 233,764,166 | 93.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

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Variable: PE_CAPITAL_INSTITUTION_1_9

Label: CAPITAL INSTITUTION-OTHER INSTITUTION

Description: Which of the following describe the bank or financial institution from which you received capital? Select all that apply. 9. Other institution, specify: [SHOW IF PE_CAPITAL_1 = 6 OR 7]

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,232 | 10.6% | 16,532,313 | 6.6% |
| 1: Selected | 46 | 0.2% | 411,953 | 0.2% |
| -5: Don't know | 1 | 0.0% | 18,660 | 0.0% |
| -3: Missing | 42 | 0.1% | 187,291 | 0.1% |
| .: Logical Skip | 27,311 | 89.2% | 233,764,166 | 93.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_GRANT_TYPE_1_1

Label: GRANT TYPE- GOVERNMENT SOURCE

Description: Which of the following describe the source from which you received grant capital? Select all that apply. 1. Government source [SHOW IF PE_CAPITAL_1 = 12]

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 309 | 1.0% | 1,922,872 | 0.8% |
| 1: Selected | 377 | 1.2% | 2,082,969 | 0.8% |
| -3: Missing | 4 | 0.0% | 28,395 | 0.0% |
| .: Logical Skip | 29,942 | 97.7% | 246,880,148 | 98.4% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_GRANT_TYPE_1_2**Label:** GRANT TYPE- PRIVATE INSTITUTION**Description:** Which of the following describe the source from which you received grant capital? Select all that apply. 2. Private institution [SHOW IF PE_CAPITAL_1 = 12]

| | <u>__ Unweighted __</u> | | <u>__ Weighted __</u> | |
|-----------------|-------------------------|---------------|-----------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 434 | 1.4% | 2,876,005 | 1.1% |
| 1: Selected | 252 | 0.8% | 1,129,835 | 0.5% |
| -3: Missing | 4 | 0.0% | 28,395 | 0.0% |
| .: Logical Skip | 29,942 | 97.7% | 246,880,148 | 98.4% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_GRANT_TYPE_1_3**Label:** GRANT TYPE- NON-PROFIT ORGANIZATION**Description:** Which of the following describe the source from which you received grant capital? Select all that apply. 3. Non-profit organization [SHOW IF PE_CAPITAL_1 = 12]

| | <u>__ Unweighted __</u> | | <u>__ Weighted __</u> | |
|-----------------|-------------------------|---------------|-----------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 389 | 1.3% | 2,111,797 | 0.8% |
| 1: Selected | 297 | 1.0% | 1,894,043 | 0.8% |
| -3: Missing | 4 | 0.0% | 28,395 | 0.0% |
| .: Logical Skip | 29,942 | 97.7% | 246,880,148 | 98.4% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_GRANT_TYPE_1_4

Label: GRANT TYPE- OTHER GRANT SOURCE

Description: Which of the following describe the source from which you received grant capital? Select all that apply. 4. Other grant source, specify: [SHOW IF PE_CAPITAL_1 = 12]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 659 | 2.2% | 3,766,886 | 1.5% |
| 1: Selected | 27 | 0.1% | 238,954 | 0.1% |
| -3: Missing | 4 | 0.0% | 28,395 | 0.0% |
| .: Logical Skip | 29,942 | 97.7% | 246,880,148 | 98.4% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_WS1_PUF

Label: PUF VARIABLE: AMOUNT RECEIVED- PERSONAL

Description: PUF variable coded from PE_CAPITAL_WS1 and PE_CAPITAL_WS2: You reported using the following sources of capital [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]. For each source of capital listed, please [CAWI: type; CATI: tell me] the dollar amount you received from each source. Your best estimate is fine. Please [CAWI: enter; CATI: tell me] in whole dollar amounts.
1. Personal/family savings of owner(s) [SHOW IF PE_CAPITAL_1_1 = 1] 2. Personal/family assets other than savings of owner(s) [SHOW IF PE_CAPITAL_1_2 = 1]

| | __ Unweighted __ | | __ Weighted __ | |
|----------------|------------------|------|----------------|------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: 0 | 241 | 0.8% | 1,989,222 | 0.8% |
| 1: <100 | 539 | 1.8% | 2,102,405 | 0.8% |
| 2: 100-499 | 1,302 | 4.3% | 9,104,088 | 3.6% |
| 3: 500-999 | 878 | 2.9% | 6,951,730 | 2.8% |
| 4: 1,000-4,999 | 2,644 | 8.6% | 22,308,707 | 8.9% |
| 5: 5,000-9,999 | 1,260 | 4.1% | 11,072,072 | 4.4% |

Variable: PE_CAPITAL_WS1_PUF

Label: PUF VARIABLE: AMOUNT RECEIVED- PERSONAL

Description: PUF variable coded from PE_CAPITAL_WS1 and PE_CAPITAL_WS2: You reported using the following sources of capital [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]. For each source of capital listed, please [CAWI: type; CATI: tell me] the dollar amount you received from each source. Your best estimate is fine. Please [CAWI: enter; CATI: tell me] in whole dollar amounts.
1. Personal/family savings of owner(s) [SHOW IF PE_CAPITAL_1_1 = 1] 2. Personal/family assets other than savings of owner(s) [SHOW IF PE_CAPITAL_1_2 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|---------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 6: 10,000-24,999 | 1,649 | 5.4% | 14,226,694 | 5.7% |
| 7: 25,000-49,999 | 570 | 1.9% | 5,050,467 | 2.0% |
| 8: 50,000-74,999 | 433 | 1.4% | 3,241,356 | 1.3% |
| 9: 75,000-99,999 | 112 | 0.4% | 780,077 | 0.3% |
| 10: 100,000-249,999 | 431 | 1.4% | 3,182,410 | 1.3% |
| 11: 250,000-499,999 | 111 | 0.4% | 704,728 | 0.3% |
| 12: 500,000+ | 172 | 0.6% | 869,431 | 0.3% |
| -5: Don't know | 4 | 0.0% | 55,901 | 0.0% |
| -3: Missing | 437 | 1.4% | 4,054,813 | 1.6% |
| ..: Logical Skip | 19,849 | 64.8% | 165,220,283 | 65.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_WS2_PUF

Label: PUF VARIABLE: AMOUNT RECEIVED- PERSONAL/BUSINESS CREDIT CARD

Description: PUF variable coded from PE_CAPITAL_WS4 and PE_CAPITAL_WS5: You reported using the following sources of capital [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]. For each source of capital listed, please [CAWI: type; CATI: tell me] the dollar amount you received from each source. Your best estimate is fine. Please [CAWI: enter; CATI: tell me] in whole dollar amounts.
4. Personal credit card(s) carrying balances [SHOW IF PE_CAPITAL_1_4 = 1] 5. Business credit card(s) carrying balances [SHOW IF PE_CAPITAL_1_5 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: 0 | 157 | 0.5% | 955,360 | 0.4% |
| 1: <100 | 447 | 1.5% | 1,258,293 | 0.5% |
| 2: 100-499 | 658 | 2.1% | 3,559,281 | 1.4% |
| 3: 500-999 | 432 | 1.4% | 2,852,987 | 1.1% |
| 4: 1,000-4,999 | 1,301 | 4.2% | 9,159,597 | 3.7% |
| 5: 5,000-9,999 | 672 | 2.2% | 5,154,530 | 2.1% |
| 6: 10,000-24,999 | 693 | 2.3% | 5,070,241 | 2.0% |
| 7: 25,000-49,999 | 232 | 0.8% | 1,663,616 | 0.7% |
| 8: 50,000-99,999 | 156 | 0.5% | 982,181 | 0.4% |
| 9: 100,000+ | 180 | 0.6% | 643,957 | 0.3% |
| -5: Don't know | 1 | 0.0% | 2,889 | 0.0% |
| -3: Missing | 297 | 1.0% | 2,349,082 | 0.9% |
| .: Logical Skip | 25,406 | 82.9% | 217,262,369 | 86.6% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_WS3_PUF

Label: PUF VARIABLE: AMOUNT RECEIVED- LOCAL/NATIONAL BANK

Description: PUF variable coded from PE_CAPITAL_WS6 and PE_CAPITAL_WS7:
 You reported using the following sources of capital [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]. For each source of capital listed, please [CAWI: type; CATI: tell me] the dollar amount you received from each source. Your best estimate is fine. Please [CAWI: enter; CATI: tell me] in whole dollar amounts.
 6. Small local bank [SHOW IF PE_CAPITAL_INSTITUTION_1_1 = 1]
 7. Large national bank [SHOW IF PE_CAPITAL_INSTITUTION_1_2 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: 0 | 94 | 0.3% | 548,830 | 0.2% |
| 1: <100 | 285 | 0.9% | 753,818 | 0.3% |
| 2: 100-499 | 283 | 0.9% | 1,008,306 | 0.4% |
| 3: 500-999 | 107 | 0.3% | 328,415 | 0.1% |
| 4: 1,000-4,999 | 318 | 1.0% | 1,258,840 | 0.5% |
| 5: 5,000-9,999 | 188 | 0.6% | 941,262 | 0.4% |
| 6: 10,000-24,999 | 312 | 1.0% | 1,915,120 | 0.8% |
| 7: 25,000-49,999 | 178 | 0.6% | 1,068,642 | 0.4% |
| 8: 50,000-99,999 | 191 | 0.6% | 1,360,429 | 0.5% |
| 9: 100,000+ | 320 | 1.0% | 2,250,734 | 0.9% |
| -5: Don't know | 2 | 0.0% | 10,754 | 0.0% |
| -3: Missing | 177 | 0.6% | 1,023,482 | 0.4% |
| ..: Logical Skip | 28,177 | 92.0% | 238,445,750 | 95.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_WS4_PUF

Label: PUF VARIABLE: AMOUNT RECEIVED- FINANCIAL INSTITUTION

Description: PUF variable coded from PE_CAPITAL_WS9, PE_CAPITAL_WS10, PE_CAPITAL_WS11, PE_CAPITAL_WS12, and PE_CAPITAL_WS14: You reported using the following sources of capital [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]. For each source of capital listed, please [CAWI: type; CATI: tell me] the dollar amount you received from each source. Your best estimate is fine. Please [CAWI: enter; CATI: tell me] in whole dollar amounts.
8. Financial services company [SHOW IF PE_CAPITAL_INSTITUTION_1_3 = 1] 9. Online lender/fintech lender [SHOW IF PE_CAPITAL_INSTITUTION_1_4 = 1] 10. Credit union [SHOW IF PE_CAPITAL_INSTITUTION_1_5 = 1] 11. Finance company [SHOW IF PE_CAPITAL_INSTITUTION_1_6 = 1] 12. Alternative financial source [SHOW IF PE_CAPITAL_INSTITUTION_1_7 = 1] 14. [INSERT TEXTBOX RESPONSE FROM PE_CAPITAL_INSTITUTION_1_9_OE] [SHOW IF PE_CAPITAL_INSTITUTION_1_9 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: 0 | 117 | 0.4% | 665,199 | 0.3% |
| 1: <100 | 254 | 0.8% | 744,229 | 0.3% |
| 2: 100-499 | 293 | 1.0% | 897,292 | 0.4% |
| 3: 500-999 | 138 | 0.5% | 497,994 | 0.2% |
| 4: 1,000-4,999 | 283 | 0.9% | 1,072,617 | 0.4% |
| 5: 5,000-9,999 | 168 | 0.5% | 770,343 | 0.3% |
| 6: 10,000-24,999 | 246 | 0.8% | 1,323,251 | 0.5% |
| 7: 25,000-49,999 | 109 | 0.4% | 431,076 | 0.2% |
| 8: 50,000-99,999 | 110 | 0.4% | 597,733 | 0.2% |
| 9: 100,000+ | 173 | 0.6% | 927,862 | 0.4% |
| -5: Don't know | 1 | 0.0% | 3,211 | 0.0% |
| -3: Missing | 175 | 0.6% | 1,020,488 | 0.4% |
| .: Logical Skip | 28,565 | 93.3% | 241,963,090 | 96.4% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_WS5_PUF

Label: PUF VARIABLE: AMOUNT RECEIVED-
CROWDFUNDING/COMMUNITY DEVELOPMENT

Description: PUF variable coded from PE_CAPITAL_WS13 and PE_CAPITAL_WS18: You reported using the following sources of capital [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]. For each source of capital listed, please [CAWI: type; CATI: tell me] the dollar amount you received from each source. Your best estimate is fine. Please [CAWI: enter; CATI: tell me] in whole dollar amounts.
13. Community development [SHOW IF PE_CAPITAL_INSTITUTION_1_8 = 1] 18. Crowdfunding (Kickstarter, Indiegogo, etc.) [SHOW IF PE_CAPITAL_1_11 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: 0 | 75 | 0.2% | 509,820 | 0.2% |
| 1:<1,000 | 257 | 0.8% | 951,544 | 0.4% |
| 2: 1,000+ | 316 | 1.0% | 1,466,180 | 0.6% |
| -3: Missing | 75 | 0.2% | 346,202 | 0.1% |
| ..: Logical Skip | 29,909 | 97.6% | 247,640,636 | 98.7% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_WS6_PUF

Label: PUF VARIABLE: AMOUNT RECEIVED- GOVERNMENT SOURCE

Description: PUF variable coded from PE_CAPITAL_WS15 and PE_CAPITAL_WS19: You reported using the following sources of capital [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]. For each source of capital listed, please [CAWI: type; CATI: tell me] the dollar amount you received from each source. Your best estimate is fine. Please [CAWI: enter; CATI: tell me] in whole dollar amounts.
15. Business loan from a federal, state, or local [SHOW IF PE_CAPITAL_1_8 = 1] 19. Government source [SHOW IF PE_GRANT_TYPE_1_1 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: 0 | 143 | 0.5% | 969,853 | 0.4% |
| 1:<1,000 | 421 | 1.4% | 1,342,534 | 0.5% |
| 2: 1,000-9,999 | 352 | 1.1% | 1,639,886 | 0.7% |
| 3:10,000-24,999 | 158 | 0.5% | 866,591 | 0.3% |
| 4: 25,000+ | 215 | 0.7% | 1,166,262 | 0.5% |
| -5: Don't know | 1 | 0.0% | 3,211 | 0.0% |
| -3: Missing | 156 | 0.5% | 757,766 | 0.3% |
| ..: Logical Skip | 29,186 | 95.3% | 244,168,280 | 97.3% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_WS7_PUF

Label: PUF VARIABLE: AMOUNT RECEIVED- BUSINESS LOAN FROM FAMILY

Description: PUF variable coded from PE_CAPITAL_WS16: You reported using the following sources of capital [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]. For each source of capital listed, please [CAWI: type; CATI: tell me] the dollar amount you received from each source. Your best estimate is fine. Please [CAWI: enter; CATI: tell me] in whole dollar amounts.
16. Business loan/investment from family/friend(s) [SHOW IF PE_CAPITAL_1_9 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: 0 | 74 | 0.2% | 412,738 | 0.2% |
| 1:<1,000 | 318 | 1.0% | 1,035,035 | 0.4% |
| 2: 1,000-9,999 | 305 | 1.0% | 1,659,391 | 0.7% |
| 3:10,000-24,999 | 142 | 0.5% | 823,665 | 0.3% |
| 4: 25,000+ | 191 | 0.6% | 1,115,874 | 0.4% |
| -3: Missing | 115 | 0.4% | 494,409 | 0.2% |
| .: Logical Skip | 29,487 | 96.3% | 245,373,270 | 97.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_WS8_PUF

Label: PUF VARIABLE: AMOUNT RECEIVED- VENTURE CAPITALISTS

Description: PUF variable coded from PE_CAPITAL_WS17: You reported using the following sources of capital [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]. For each source of capital listed, please [CAWI: type; CATI: tell me] the dollar amount you received from each source. Your best estimate is fine. Please [CAWI: enter; CATI: tell me] in whole dollar amounts.
17. Investment by venture capitalist(s)/angel investor(s) [SHOW IF PE_CAPITAL_1_10 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: 0 | 62 | 0.2% | 320,848 | 0.1% |
| 1:<1,000 | 286 | 0.9% | 905,532 | 0.4% |
| 2: 1,000+ | 415 | 1.4% | 1,895,786 | 0.8% |
| -5: Don't know | 1 | 0.0% | 2,889 | 0.0% |
| -3: Missing | 89 | 0.3% | 466,172 | 0.2% |
| .: Logical Skip | 29,779 | 97.2% | 247,323,156 | 98.6% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_WS9_PUF

Label: PUF VARIABLE: AMOUNT RECEIVED- HOME EQUITY LOAN

Description: PUF variable coded from PE_CAPITAL_WS3: You reported using the following sources of capital [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]. For each source of capital listed, please [CAWI: type; CATI: tell me] the dollar amount you received from each source. Your best estimate is fine. Please [CAWI: enter; CATI: tell me] in whole dollar amounts. 3. Personal/family home equity loan [SHOW IF PE_CAPITAL_1_3 = 1]

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|------------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: 0 | 110 | 0.4% | 804,093 | 0.3% |
| 1: <100 | 263 | 0.9% | 735,654 | 0.3% |
| 2: 100-499 | 247 | 0.8% | 957,749 | 0.4% |
| 3: 500-999 | 81 | 0.3% | 316,234 | 0.1% |
| 4: 1,000-4,999 | 293 | 1.0% | 1,403,944 | 0.6% |
| 5: 5,000-9,999 | 149 | 0.5% | 832,004 | 0.3% |
| 6: 10,000-24,999 | 240 | 0.8% | 1,564,312 | 0.6% |
| 7: 25,000-49,999 | 133 | 0.4% | 919,565 | 0.4% |
| 8: 50,000-99,999 | 117 | 0.4% | 730,989 | 0.3% |
| 9: 100,000+ | 187 | 0.6% | 1,485,290 | 0.6% |
| -3: Missing | 137 | 0.4% | 883,988 | 0.4% |
| ..: Logical Skip | 28,675 | 93.6% | 240,280,562 | 95.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_WS10_PUF

Label: PUF VARIABLE: AMOUNT RECEIVED- OTHER

Description: PUF variable coded from PE_CAPITAL_WS20 and PE_CAPITAL_WS22: You reported using the following sources of capital [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]. For each source of capital listed, please [CAWI: type; CATI: tell me] the dollar amount you received from each source. Your best estimate is fine. Please [CAWI: enter; CATI: tell me] in whole dollar amounts. 20. Private institution [SHOW IF PE_GRANT_TYPE_1_2 = 1] 21. Non-profit organization [SHOW IF PE_GRANT_TYPE_1_3 = 1] 22. [INSERT TEXTBOX RESPONSE FROM PE_GRANT_TYPE_1_4 OE] [SHOW IF PE_GRANT_TYPE_1_4 = 1] 23. [INSERT TEXTBOX RESPONSE FROM PE_CAPITAL_1_13_OE] [SHOW IF PE_CAPITAL_1_13 = 1]

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: 0 | 94 | 0.3% | 844,590 | 0.3% |
| 1:<1,000 | 155 | 0.5% | 828,372 | 0.3% |
| 2: 1,000+ | 435 | 1.4% | 3,037,111 | 1.2% |
| -5: Don't know | 1 | 0.0% | 4,700 | 0.0% |
| -3: Missing | 76 | 0.2% | 507,878 | 0.2% |
| ..: Logical Skip | 29,871 | 97.5% | 245,691,731 | 97.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_WS_TOTAL_PUF

Label: PUF VARIABLE: AMOUNT RECEIVED- TOTAL

Description: PUF variable total amount of capital used coded from PE_CAPITAL_WS1 through PE_CAPITAL_WS_WS23

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| -5: Don't know | 5 | 0.0% | 63,765 | 0.0% |
| -3: Missing | 587 | 1.9% | 5,213,029 | 2.1% |
| ..: Logical Skip | 16,571 | 54.1% | 145,563,924 | 58.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Issued: October 16, 2023

Variable: PE_CAPITAL_WS_TOTAL_PUF **Type:**
Numeric

| CASES | N | MEAN | MEDIAN | MIN | MAX |
|------------|-------------|----------|--------|-----|----------|
| Unweighted | 13,469 | 160746.4 | 5000.0 | 0.0 | 24573271 |
| Weighted | 105,350,000 | 86322.6 | 5000.0 | 0.0 | 24573271 |

Variable: PE_CAPITAL_2A

Label: CAPITAL RECEIVED- BUSINESS CREDIT CARD

Description: Of the sources of capital you used [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself], did you receive as much funding as you requested?
A. Business credit card(s) carrying balances [SHOW IF PE_CAPITAL_1_5 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------------------------------------------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Yes, I received as much (or more) funding as I requested from this source | 1,409 | 4.6% | 7,142,286 | 2.8% |
| 2: No, I received less funding than I requested from this source | 318 | 1.0% | 1,777,459 | 0.7% |
| -3: Missing | 34 | 0.1% | 176,720 | 0.1% |
| .: Logical Skip | 28,871 | 94.3% | 241,817,918 | 96.4% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_2B

Label: CAPITAL RECEIVED- GOVERNMENT-GUARANTEED BUSINESS LOAN

Description: Of the sources of capital you used [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself], did you receive as much funding as you requested?

B. Government-guaranteed business loan from a bank or financial institutions, including SBA-guaranteed loans [SHOW IF PE_CAPITAL_1_6 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------------------------------------------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Yes, I received as much (or more) funding as I requested from this source | 1,197 | 3.9% | 4,442,396 | 1.8% |
| 2: No, I received less funding than I requested from this source | 293 | 1.0% | 1,545,079 | 0.6% |
| -3: Missing | 29 | 0.1% | 108,932 | 0.0% |
| ..: Logical Skip | 29,113 | 95.0% | 244,817,975 | 97.6% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_2C

Label: CAPITAL RECEIVED- BUSINESS LOAN FROM A BANK

Description: Of the sources of capital you used [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself], did you receive as much funding as you requested?
C. Business loan from a bank or financial institution [SHOW IF PE_CAPITAL_1_7 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------------------------------------------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Yes, I received as much (or more) funding as I requested from this source | 1,445 | 4.7% | 8,255,703 | 3.3% |
| 2: No, I received less funding than I requested from this source | 334 | 1.1% | 1,810,606 | 0.7% |
| -3: Missing | 48 | 0.2% | 123,510 | 0.0% |
| .: Logical Skip | 28,805 | 94.0% | 240,724,564 | 95.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_2D

Label: CAPITAL RECEIVED- BUSINESS LOAN FROM GOVERNMENT

Description: Of the sources of capital you used [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself], did you receive as much funding as you requested?
D. Business loan from a federal, state, or local government [SHOW IF PE_CAPITAL_1_8 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------------------------------------------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Yes, I received as much (or more) funding as I requested from this source | 673 | 2.2% | 2,582,940 | 1.0% |
| 2: No, I received less funding than I requested from this source | 222 | 0.7% | 951,674 | 0.4% |
| -3: Missing | 39 | 0.1% | 121,261 | 0.0% |
| .: Logical Skip | 29,698 | 97.0% | 247,258,508 | 98.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_2E

Label: CAPITAL RECEIVED- BUSINESS LOAN FROM FAMILY/FRIENDS

Description: Of the sources of capital you used [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself], did you receive as much funding as you requested?
E. Business loan/investment from family/friend(s) [SHOW IF PE_CAPITAL_1_9 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------------------------------------------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Yes, I received as much (or more) funding as I requested from this source | 723 | 2.4% | 3,722,710 | 1.5% |
| 2: No, I received less funding than I requested from this source | 189 | 0.6% | 736,455 | 0.3% |
| -3: Missing | 44 | 0.1% | 174,801 | 0.1% |
| .: Logical Skip | 29,676 | 96.9% | 246,280,418 | 98.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_2F

Label: CAPITAL RECEIVED- INVESTMENT BY VENTURE CAPITALISTS

Description: Of the sources of capital you used [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself], did you receive as much funding as you requested?
F. Investment by venture capitalist(s)/angel investor(s) [SHOW IF PE_CAPITAL_1_10 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------------------------------------------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Yes, I received as much (or more) funding as I requested from this source | 523 | 1.7% | 2,007,705 | 0.8% |
| 2: No, I received less funding than I requested from this source | 146 | 0.5% | 714,327 | 0.3% |
| -3: Missing | 32 | 0.1% | 79,286 | 0.0% |
| .: Logical Skip | 29,931 | 97.7% | 248,113,065 | 98.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_2G

Label: CAPITAL RECEIVED- CROWDFUNDING

Description: Of the sources of capital you used [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself], did you receive as much funding as you requested?
G. Crowdfunding (Kickstarter, Indiegogo, etc.) [SHOW IF PE_CAPITAL_1_11 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------------------------------------------------------------------|----------------|--------|--------------|--------|
| | COUNT | PCT | COUNT | PCT |
| 1: Yes, I received as much (or more) funding as I requested from this source | 304 | 1.0% | 1,293,612 | 0.5% |
| 2: No, I received less funding than I requested from this source | 119 | 0.4% | 641,403 | 0.3% |
| -3: Missing | 21 | 0.1% | 54,198 | 0.0% |
| .: Logical Skip | 30,188 | 98.6% | 248,925,170 | 99.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_2H

Label: CAPITAL RECEIVED- GRANTS

Description: Of the sources of capital you used [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself], did you receive as much funding as you requested?
H. Grants [SHOW IF PE_CAPITAL_1_12 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------------------------------------------------------------------|----------------|------|--------------|------|
| | COUNT | PCT | COUNT | PCT |
| 1: Yes, I received as much (or more) funding as I requested from this source | 375 | 1.2% | 2,036,964 | 0.8% |
| 2: No, I received less funding than I requested from this source | 136 | 0.4% | 817,521 | 0.3% |
| -3: Missing | 24 | 0.1% | 96,780 | 0.0% |

Issued: October 16, 2023

Variable: PE_CAPITAL_2H

Label: CAPITAL RECEIVED- GRANTS

Description: Of the sources of capital you used [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself], did you receive as much funding as you requested?
H. Grants [SHOW IF PE_CAPITAL_1_12 = 1]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| .: Logical Skip | 30,097 | 98.3% | 247,963,119 | 98.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_2I

Label: CAPITAL RECEIVED- OTHER

Description: Of the sources of capital you used [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself], did you receive as much funding as you requested?
[INSERT TEXTBOX RESPONSE FROM PE_CAPITAL_1_13_O]
[SHOW IF PE_CAPITAL_1_13 = 1]

| | __Unweighted__ | | __Weighted__ | |
|------------------------------------------------------------------------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes, I received as much (or more) funding as I requested from this source | 177 | 0.6% | 1,528,090 | 0.6% |
| 2: No, I received less funding than I requested from this source | 45 | 0.1% | 316,535 | 0.1% |
| -5: Don't know | 2 | 0.0% | 8,243 | 0.0% |
| -3: Missing | 4 | 0.0% | 34,116 | 0.0% |
| .: Logical Skip | 30,404 | 99.3% | 249,027,400 | 99.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_3A

Label: CAPITAL NOT USED- BUSINESS CREDIT CARD

Description: Of the sources of capital you did not use [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself], did you request funding but not receive any?
A. Business credit card(s) carrying balances [SHOW IF PE_CAPITAL_1_5 = 0]

| LABEL | __Unweighted__ | | __Weighted__ | |
|----------------------------------------------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Yes, I requested funding from this source but did not receive any | 3,496 | 11.4% | 15,098,881 | 6.0% |
| 2: No, I did not request funding from this source | 8,711 | 28.4% | 80,562,175 | 32.1% |
| -5: Don't know | 1 | 0.0% | 2,889 | 0.0% |
| -3: Missing | 214 | 0.7% | 1,713,572 | 0.7% |
| .: Logical Skip | 18,210 | 59.4% | 153,536,865 | 61.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_3B

Label: CAPITAL NOT USED- GOVERNMENT-GUARANTEED BUSINESS LOAN

Description: Of the sources of capital you did not use [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself], did you request funding but not receive any?
B. Government-guaranteed business loan from a bank or financial institutions, including SBA-guaranteed loans [SHOW IF PE_CAPITAL_1_6 = 0]

| | __Unweighted__ | | __Weighted__ | |
|----------------------------------------------------------------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes, I requested funding from this source but did not receive any | 3,017 | 9.8% | 13,683,265 | 5.5% |
| 2: No, I did not request funding from this source | 9,356 | 30.5% | 84,729,332 | 33.8% |
| -3: Missing | 291 | 0.9% | 1,964,978 | 0.8% |
| .: Logical Skip | 17,968 | 58.7% | 150,536,808 | 60.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_3C

Label: CAPITAL NOT USED- BUSINESS LOAN FROM A BANK

Description: Of the sources of capital you did not use [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself], did you request funding but not receive any?
C. Business loan from a bank or financial institution [SHOW IF PE_CAPITAL_1_7 = 0]

| | __Unweighted__ | | __Weighted__ | |
|----------------------------------------------------------------------|----------------|------------|--------------|------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes, I requested funding from this source but did not receive any | 3,145 | 10.3% | 14,112,320 | 5.6% |
| 2: No, I did not request funding from this source | 8,888 | 29.0% | 79,972,593 | 31.9% |
| -3: Missing | 323 | 1.1% | 2,199,250 | 0.9% |

Variable: PE_CAPITAL_3C

Label: CAPITAL NOT USED- BUSINESS LOAN FROM A BANK

Description: Of the sources of capital you did not use [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself], did you request funding but not receive any?
C. Business loan from a bank or financial institution [SHOW IF PE_CAPITAL_1_7 = 0]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| .: Logical Skip | 18,276 | 59.7% | 154,630,219 | 61.6% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_3D

Label: CAPITAL NOT USED- BUSINESS LOAN FROM GOVERNMENT

Description: Of the sources of capital you did not use [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself], did you request funding but not receive any?
D. Business loan from a federal, state, or local government [SHOW IF PE_CAPITAL_1_8 = 0]

| | __Unweighted__ | | __Weighted__ | |
|----------------------------------------------------------------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes, I requested funding from this source but did not receive any | 3,071 | 10.0% | 12,648,934 | 5.0% |
| 2: No, I did not request funding from this source | 9,813 | 32.0% | 87,712,500 | 35.0% |
| -3: Missing | 365 | 1.2% | 2,456,675 | 1.0% |
| .: Logical Skip | 17,383 | 56.7% | 148,096,275 | 59.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_3E

Label: CAPITAL NOT USED- BUSINESS LOAN FROM FAMILY/FRIEND

Description: Of the sources of capital you did not use [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself], did you request funding but not receive any?
E. Business loan/investment from family/friend(s) [SHOW IF PE_CAPITAL_1_9 = 0]

| LABEL | __Unweighted__ | | __Weighted__ | |
|----------------------------------------------------------------------|----------------|--------|--------------|--------|
| | COUNT | PCT | COUNT | PCT |
| 1: Yes, I requested funding from this source but did not receive any | 3,704 | 12.1% | 16,950,658 | 6.8% |
| 2: No, I did not request funding from this source | 9,155 | 29.9% | 82,482,999 | 32.9% |
| -5: Don't know | 1 | 0.0% | 6,490 | 0.0% |
| -3: Missing | 367 | 1.2% | 2,399,870 | 1.0% |
| .: Logical Skip | 17,405 | 56.8% | 149,074,365 | 59.4% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_3F

Label: CAPITAL NOT USED- INVESTMENT BY VENTURE CAPITALIST

Description: Of the sources of capital you did not use [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself], did you request funding but not receive any?
F. Investment by venture capitalist(s)/angel investor(s) [SHOW IF PE_CAPITAL_1_10 = 0]

| LABEL | __Unweighted__ | | __Weighted__ | |
|----------------------------------------------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Yes, I requested funding from this source but did not receive any | 3,009 | 9.8% | 12,126,937 | 4.8% |
| 2: No, I did not request funding from this source | 10,081 | 32.9% | 88,982,614 | 35.5% |
| -3: Missing | 392 | 1.3% | 2,563,115 | 1.0% |
| .: Logical Skip | 17,150 | 56.0% | 147,241,718 | 58.7% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_3G

Label: CAPITAL NOT USED- CROWDFUNDING

Description: Of the sources of capital you did not use [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself], did you request funding but not receive any?
G. Crowdfunding (Kickstarter, Indiegogo, etc.) [SHOW IF PE_CAPITAL_1_11 = 0]

| LABEL | __Unweighted__ | | __Weighted__ | |
|----------------------------------------------------------------------|----------------|-------|--------------|-------|
| | COUNT | PCT | COUNT | PCT |
| 1: Yes, I requested funding from this source but did not receive any | 2,937 | 9.6% | 11,340,391 | 4.5% |
| 2: No, I did not request funding from this source | 10,367 | 33.8% | 90,291,347 | 36.0% |
| -3: Missing | 435 | 1.4% | 2,853,032 | 1.1% |

Variable: PE_CAPITAL_3G

Label: CAPITAL NOT USED- CROWDFUNDING

Description: Of the sources of capital you did not use [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself], did you request funding but not receive any?
G. Crowdfunding (Kickstarter, Indiegogo, etc.) [SHOW IF PE_CAPITAL_1_11 = 0]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| .: Logical Skip | 16,893 | 55.1% | 146,429,613 | 58.4% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_3H

Label: CAPITAL NOT USED- GRANTS

Description: Of the sources of capital you did not use [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself], did you request funding but not receive any?
H. Grants [SHOW IF PE_CAPITAL_1_12 = 0]

| | __Unweighted__ | | __Weighted__ | |
|----------------------------------------------------------------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes, I requested funding from this source but did not receive any | 3,363 | 11.0% | 12,975,417 | 5.2% |
| 2: No, I did not request funding from this source | 9,713 | 31.7% | 86,625,895 | 34.5% |
| -3: Missing | 572 | 1.9% | 3,921,406 | 1.6% |
| .: Logical Skip | 16,984 | 55.4% | 147,391,664 | 58.7% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_4_1

Label: DECLINED FUNDING- POOR CREDIT SCORE

Description: What reason(s) were you given as to why you were declined funding?
Select all that apply. 1. Low or poor credit score [SHOW IF
DOV_GROUP < 7 AND ANY(PE_CAPITAL_3_A-PE_CAPITAL_3_F
= 1)]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 4,768 | 15.6% | 23,932,886 | 9.5% |
| 1: Selected | 1,926 | 6.3% | 9,001,412 | 3.6% |
| -5: Don't know | 1 | 0.0% | 2,889 | 0.0% |
| -3: Missing | 57 | 0.2% | 326,612 | 0.1% |
| .: Logical Skip | 23,880 | 78.0% | 217,650,585 | 86.7% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_4_2

Label: DECLINED FUNDING- LIMITED CREDIT HISTORY

Description: What reason(s) were you given as to why you were declined funding?
Select all that apply. 2. Limited credit history [SHOW IF DOV_GROUP
< 7 AND ANY(PE_CAPITAL_3_A-PE_CAPITAL_3_F = 1)]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 4,639 | 15.1% | 24,026,132 | 9.6% |
| 1: Selected | 2,055 | 6.7% | 8,908,166 | 3.6% |
| -5: Don't know | 1 | 0.0% | 2,889 | 0.0% |
| -3: Missing | 57 | 0.2% | 326,612 | 0.1% |
| .: Logical Skip | 23,880 | 78.0% | 217,650,585 | 86.7% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_4_3

Label: DECLINED FUNDING- LATE PAYMENTS

Description: What reason(s) were you given as to why you were declined funding?
Select all that apply. 3. History of late/missed payments [SHOW IF
DOV_GROUP <> 7 AND ANY(PE_CAPITAL_3_A-PE_CAPITAL_3_F
= 1)]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 5,430 | 17.7% | 27,823,793 | 11.1% |
| 1: Selected | 1,264 | 4.1% | 5,110,504 | 2.0% |
| -5: Don't know | 1 | 0.0% | 2,889 | 0.0% |
| -3: Missing | 57 | 0.2% | 326,612 | 0.1% |
| .: Logical Skip | 23,880 | 78.0% | 217,650,585 | 86.7% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_4_4

Label: DECLINED FUNDING- AGE OF BUSINESS

Description: What reason(s) were you given as to why you were declined funding?
Select all that apply. 4. Age of business [SHOW IF DOV_GROUP <> 7
AND ANY(PE_CAPITAL_3_A-PE_CAPITAL_3_F = 1)]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 4,606 | 15.0% | 23,300,770 | 9.3% |
| 1: Selected | 2,088 | 6.8% | 9,633,528 | 3.8% |
| -5: Don't know | 1 | 0.0% | 2,889 | 0.0% |
| -3: Missing | 57 | 0.2% | 326,612 | 0.1% |
| .: Logical Skip | 23,880 | 78.0% | 217,650,585 | 86.7% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_4_5

Label: DECLINED FUNDING- PERSONAL BACKGROUND

Description: What reason(s) were you given as to why you were declined funding?
Select all that apply. 5. Personal background [SHOW IF DOV_GROUP
◇ 7 AND ANY(PE_CAPITAL_3_A-PE_CAPITAL_3_F = 1)]

| | <u>__ Unweighted __</u> | | <u>__ Weighted __</u> | |
|-----------------|-------------------------|---------------|-----------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 5,395 | 17.6% | 28,103,393 | 11.2% |
| 1: Selected | 1,299 | 4.2% | 4,830,904 | 1.9% |
| -5: Don't know | 1 | 0.0% | 2,889 | 0.0% |
| -3: Missing | 57 | 0.2% | 326,612 | 0.1% |
| .: Logical Skip | 23,880 | 78.0% | 217,650,585 | 86.7% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_4_6

Label: DECLINED FUNDING- INSUFFICIENT COLLATERAL

Description: What reason(s) were you given as to why you were declined funding?
Select all that apply. 6. Insufficient collateral [SHOW IF DOV_GROUP
◇ 7 AND ANY(PE_CAPITAL_3_A-PE_CAPITAL_3_F = 1)]

| | <u>__ Unweighted __</u> | | <u>__ Weighted __</u> | |
|-----------------|-------------------------|---------------|-----------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 5,130 | 16.7% | 25,859,417 | 10.3% |
| 1: Selected | 1,564 | 5.1% | 7,074,880 | 2.8% |
| -5: Don't know | 1 | 0.0% | 2,889 | 0.0% |
| -3: Missing | 57 | 0.2% | 326,612 | 0.1% |
| .: Logical Skip | 23,880 | 78.0% | 217,650,585 | 86.7% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_4_7

Label: DECLINED FUNDING- BUSINESS PLAN

Description: What reason(s) were you given as to why you were declined funding?
Select all that apply. 7. Inadequate business plan [SHOW IF
DOV_GROUP <> 7 AND ANY(PE_CAPITAL_3_A-PE_CAPITAL_3_F
= 1)]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 5,706 | 18.6% | 28,651,457 | 11.4% |
| 1: Selected | 988 | 3.2% | 4,282,840 | 1.7% |
| -5: Don't know | 1 | 0.0% | 2,889 | 0.0% |
| -3: Missing | 57 | 0.2% | 326,612 | 0.1% |
| .: Logical Skip | 23,880 | 78.0% | 217,650,585 | 86.7% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_4_8

Label: DECLINED FUNDING- TOO RISKY

Description: What reason(s) were you given as to why you were declined funding?
Select all that apply. 8. Business was too risky [SHOW IF DOV_GROUP
<> 7 AND ANY(PE_CAPITAL_3_A-PE_CAPITAL_3_F = 1)]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 5,446 | 17.8% | 27,796,112 | 11.1% |
| 1: Selected | 1,248 | 4.1% | 5,138,185 | 2.0% |
| -5: Don't know | 1 | 0.0% | 2,889 | 0.0% |
| -3: Missing | 57 | 0.2% | 326,612 | 0.1% |
| .: Logical Skip | 23,880 | 78.0% | 217,650,585 | 86.7% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_4_9

Label: DECLINED FUNDING- UNDESIRABLE INDUSTRY

Description: What reason(s) were you given as to why you were declined funding?
Select all that apply. 9. Business located in an undesirable industry
[SHOW IF DOV_GROUP < 7 AND
ANY(PE_CAPITAL_3_A-PE_CAPITAL_3_F = 1)]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 5,939 | 19.4% | 30,099,878 | 12.0% |
| 1: Selected | 755 | 2.5% | 2,834,420 | 1.1% |
| -5: Don't know | 1 | 0.0% | 2,889 | 0.0% |
| -3: Missing | 57 | 0.2% | 326,612 | 0.1% |
| .: Logical Skip | 23,880 | 78.0% | 217,650,585 | 86.7% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_4_10

Label: DECLINED FUNDING- UNDESIRABLE LOCATION

Description: What reason(s) were you given as to why you were declined funding?
Select all that apply. 10. Business located in an undesirable location
[SHOW IF DOV_GROUP < 7 AND
ANY(PE_CAPITAL_3_A-PE_CAPITAL_3_F = 1)]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 6,081 | 19.9% | 30,645,302 | 12.2% |
| 1: Selected | 613 | 2.0% | 2,288,995 | 0.9% |
| -5: Don't know | 1 | 0.0% | 2,889 | 0.0% |
| -3: Missing | 57 | 0.2% | 326,612 | 0.1% |
| .: Logical Skip | 23,880 | 78.0% | 217,650,585 | 86.7% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_4_11

Label: DECLINED FUNDING- NO RELATIONSHIP WITHBANK

Description: What reason(s) were you given as to why you were declined funding?
Select all that apply. 11. No or limited pre-existing relationship with the
bank [SHOW IF DOV_GROUP <> 7 AND
ANY(PE_CAPITAL_3_A-PE_CAPITAL_3_F = 1)]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 6,074 | 19.8% | 29,853,634 | 11.9% |
| 1: Selected | 620 | 2.0% | 3,080,663 | 1.2% |
| -5: Don't know | 1 | 0.0% | 2,889 | 0.0% |
| -3: Missing | 57 | 0.2% | 326,612 | 0.1% |
| .: Logical Skip | 23,880 | 78.0% | 217,650,585 | 86.7% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_4_12

Label: DECLINED FUNDING- NOT GIVEN A REASON

Description: What reason(s) were you given as to why you were declined funding?
Select all that apply. 12. I was not given a reason [SHOW IF
DOV_GROUP <> 7 AND ANY(PE_CAPITAL_3_A-PE_CAPITAL_3_F
= 1)]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 6,152 | 20.1% | 28,759,628 | 11.5% |
| 1: Selected | 542 | 1.8% | 4,174,670 | 1.7% |
| -5: Don't know | 1 | 0.0% | 2,889 | 0.0% |
| -3: Missing | 57 | 0.2% | 326,612 | 0.1% |
| .: Logical Skip | 23,880 | 78.0% | 217,650,585 | 86.7% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_4_13

Label: DECLINED FUNDING- OTHER

Description: What reason(s) were you given as to why you were declined funding?
Select all that apply. 13. Other (specify): [SHOW IF DOV_GROUP <> 7
AND ANY(PE_CAPITAL_3_A-PE_CAPITAL_3_F = 1)]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|-----------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 6,566 | 21.4% | 31,989,423 | 12.7% |
| 1: Selected | 128 | 0.4% | 944,874 | 0.4% |
| -5: Don't know | 1 | 0.0% | 2,889 | 0.0% |
| -3: Missing | 57 | 0.2% | 326,612 | 0.1% |
| .: Logical Skip | 23,880 | 78.0% | 217,650,585 | 86.7% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_5_1

Label: NOT REQUEST GRANT- FIND GRANT OPPORTUNITIES

Description: You reported not requesting grant funding [IF DOV_GROUP = 1, 2, 4,
OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far
to start up your business idea or working for yourself] [IF DOV_GROUP
= 6: when you were trying to start up your business idea or working for
yourself]. Why did you choose not to request grant funding? Select all that
apply. 1. I did not know about or how to find grant opportunities [SHOW
IF DOV_GROUP <> 7 AND (PE_CAPITAL_3_H = 2)]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|-----------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 4,964 | 16.2% | 44,189,992 | 17.6% |
| 1: Selected | 4,665 | 15.2% | 41,695,467 | 16.6% |
| -5: Don't know | 4 | 0.0% | 24,807 | 0.0% |
| -3: Missing | 80 | 0.3% | 715,629 | 0.3% |
| .: Logical Skip | 20,919 | 68.3% | 164,288,488 | 65.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_5_2

Label: NOT REQUEST GRANT- DID NOT QUALIFY

Description: You reported not requesting grant funding [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]. Why did you choose not to request grant funding? Select all that apply. 2. I or my business did not qualify for the grant [SHOW IF DOV_GROUP <> 7 AND (PE_CAPITAL_3_H = 2)]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 7,776 | 25.4% | 69,917,864 | 27.9% |
| 1: Selected | 1,853 | 6.0% | 15,967,595 | 6.4% |
| -5: Don't know | 4 | 0.0% | 24,807 | 0.0% |
| -3: Missing | 80 | 0.3% | 715,629 | 0.3% |
| .: Logical Skip | 20,919 | 68.3% | 164,288,488 | 65.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_5_3

Label: NOT REQUEST GRANT- THOUGHT IT WAS UNLIKELY

Description: You reported not requesting grant funding [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]. Why did you choose not to request grant funding? Select all that apply. 3. I thought it was unlikely I would receive the grant [SHOW IF DOV_GROUP <> 7 AND (PE_CAPITAL_3_H = 2)]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 6,709 | 21.9% | 60,180,961 | 24.0% |
| 1: Selected | 2,920 | 9.5% | 25,704,498 | 10.2% |
| -5: Don't know | 4 | 0.0% | 24,807 | 0.0% |
| -3: Missing | 80 | 0.3% | 715,629 | 0.3% |
| .: Logical Skip | 20,919 | 68.3% | 164,288,488 | 65.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Issued: October 16, 2023

Variable: PE_CAPITAL_5_4

Label: NOT REQUEST GRANT- TOO DIFFICULT TO APPLY

Description: You reported not requesting grant funding [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]. Why did you choose not to request grant funding? Select all that apply. 4. Too difficult to apply for grants [SHOW IF DOV_GROUP <> 7 AND (PE_CAPITAL_3_H = 2)]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 7,792 | 25.4% | 70,758,361 | 28.2% |
| 1: Selected | 1,837 | 6.0% | 15,127,098 | 6.0% |
| -5: Don't know | 4 | 0.0% | 24,807 | 0.0% |
| -3: Missing | 80 | 0.3% | 715,629 | 0.3% |
| .: Logical Skip | 20,919 | 68.3% | 164,288,488 | 65.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_5_5

Label: NOT REQUEST GRANT- TOO DIFFICULT TO ADHERE

Description: You reported not requesting grant funding [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]. Why did you choose not to request grant funding? Select all that apply. 5. It would be difficult to adhere to the grant accounting and reporting requirements [SHOW IF DOV_GROUP <> 7 AND (PE_CAPITAL_3_H = 2)]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|-------|--------------|-------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 8,774 | 28.6% | 79,503,838 | 31.7% |
| 1: Selected | 855 | 2.8% | 6,381,621 | 2.5% |
| -5: Don't know | 4 | 0.0% | 24,807 | 0.0% |
| -3: Missing | 80 | 0.3% | 715,629 | 0.3% |

Variable: PE_CAPITAL_5_5

Label: NOT REQUEST GRANT- TOO DIFFICULT TO ADHERE

Description: You reported not requesting grant funding [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]. Why did you choose not to request grant funding? Select all that apply. 5. It would be difficult to adhere to the grant accounting and reporting requirements [SHOW IF DOV_GROUP <> 7 AND (PE_CAPITAL_3_H = 2)]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| .: Logical Skip | 20,919 | 68.3% | 164,288,488 | 65.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_5_6

Label: NOT REQUEST GRANT- ONLY COVER A PORTION

Description: You reported not requesting grant funding [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]. Why did you choose not to request grant funding? Select all that apply. 6. The grant/s would only cover a portion of the funding needed [SHOW IF DOV_GROUP <> 7 AND (PE_CAPITAL_3_H = 2)]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 9,120 | 29.8% | 82,404,168 | 32.8% |
| 1: Selected | 509 | 1.7% | 3,481,291 | 1.4% |
| -5: Don't know | 4 | 0.0% | 24,807 | 0.0% |
| -3: Missing | 80 | 0.3% | 715,629 | 0.3% |
| .: Logical Skip | 20,919 | 68.3% | 164,288,488 | 65.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_5_7

Label: NOT REQUEST GRANT- OTHER

Description: You reported not requesting grant funding [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]. Why did you choose not to request grant funding? Select all that apply. 7. Other (specify): [SHOW IF DOV_GROUP < 7 AND (PE_CAPITAL_3_H = 2)]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|--------|--------------|--------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 8,350 | 27.3% | 72,644,131 | 29.0% |
| 1: Selected | 1,279 | 4.2% | 13,241,328 | 5.3% |
| -5: Don't know | 4 | 0.0% | 24,807 | 0.0% |
| -3: Missing | 80 | 0.3% | 715,629 | 0.3% |
| ..: Logical Skip | 20,919 | 68.3% | 164,288,488 | 65.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_6_1

Label: NOT REQUEST BANK- POOR CREDIT SCORE

Description: You reported not requesting funding from a bank [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]. Why did you choose not to request funding from a bank? Select all that apply. 1. Low or poor credit score [SHOW IF DOV_GROUP < 7 AND PE_CAPITAL_3_B = 2 AND PE_CAPITAL_3_C = 2]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|-------|--------------|-------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 5,971 | 19.5% | 60,042,838 | 23.9% |
| 1: Selected | 1,599 | 5.2% | 12,456,090 | 5.0% |
| -5: Don't know | 3 | 0.0% | 17,262 | 0.0% |
| -3: Missing | 102 | 0.3% | 991,683 | 0.4% |

Variable: PE_CAPITAL_6_1

Label: NOT REQUEST BANK- POOR CREDIT SCORE

Description: You reported not requesting funding from a bank [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]. Why did you choose not to request funding from a bank? Select all that apply. 1. Low or poor credit score [SHOW IF DOV_GROUP <> 7 AND PE_CAPITAL_3_B = 2 AND PE_CAPITAL_3_C = 2]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| | COUNT | PCT | COUNT | PCT |
| .: Logical Skip | 22,957 | 74.9% | 177,406,511 | 70.7% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_6_2

Label: NOT REQUEST BANK- LACK OF RELATIONSHIP

Description: You reported not requesting funding from a bank [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]. Why did you choose not to request funding from a bank? Select all that apply. 2. Lack of relationship with bank/financial institution [SHOW IF DOV_GROUP <> 7 AND PE_CAPITAL_3_B = 2 AND PE_CAPITAL_3_C = 2]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 6,387 | 20.9% | 62,866,161 | 25.1% |
| 1: Selected | 1,183 | 3.9% | 9,632,766 | 3.8% |
| -5: Don't know | 3 | 0.0% | 17,262 | 0.0% |
| -3: Missing | 102 | 0.3% | 991,683 | 0.4% |
| .: Logical Skip | 22,957 | 74.9% | 177,406,511 | 70.7% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_6_3

Label: NOT REQUEST BANK- NOT TAKE ON DEBT

Description: You reported not requesting funding from a bank [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]. Why did you choose not to request funding from a bank? Select all that apply. 3. Did not want to take on debt [SHOW IF DOV_GROUP <> 7 AND PE_CAPITAL_3_B = 2 AND PE_CAPITAL_3_C = 2]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,845 | 9.3% | 24,587,610 | 9.8% |
| 1: Selected | 4,725 | 15.4% | 47,911,318 | 19.1% |
| -5: Don't know | 3 | 0.0% | 17,262 | 0.0% |
| -3: Missing | 102 | 0.3% | 991,683 | 0.4% |
| .. Logical Skip | 22,957 | 74.9% | 177,406,511 | 70.7% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_6_4

Label: NOT REQUEST BANK- UNFAVORABLE INTEREST RATE

Description: You reported not requesting funding from a bank [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]. Why did you choose not to request funding from a bank? Select all that apply. 4. Expected unfavorable interest rate [SHOW IF DOV_GROUP <> 7 AND PE_CAPITAL_3_B = 2 AND PE_CAPITAL_3_C = 2]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|-------|--------------|-------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 6,549 | 21.4% | 63,664,291 | 25.4% |
| 1: Selected | 1,021 | 3.3% | 8,834,636 | 3.5% |
| -5: Don't know | 3 | 0.0% | 17,262 | 0.0% |
| -3: Missing | 102 | 0.3% | 991,683 | 0.4% |

Issued: October 16, 2023

Variable: PE_CAPITAL_6_4

Label: NOT REQUEST BANK- UNFAVORABLE INTEREST RATE

Description: You reported not requesting funding from a bank [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]. Why did you choose not to request funding from a bank? Select all that apply. 4. Expected unfavorable interest rate [SHOW IF DOV_GROUP <> 7 AND PE_CAPITAL_3_B = 2 AND PE_CAPITAL_3_C = 2]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| | COUNT | PCT | COUNT | PCT |
| .: Logical Skip | 22,957 | 74.9% | 177,406,511 | 70.7% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_6_5

Label: NOT REQUEST BANK- LOAN REPAYMENT TERMS

Description: You reported not requesting funding from a bank [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]. Why did you choose not to request funding from a bank? Select all that apply. 5. Expected unfavorable loan repayment terms [SHOW IF DOV_GROUP <> 7 AND PE_CAPITAL_3_B = 2 AND PE_CAPITAL_3_C = 2]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 6,860 | 22.4% | 66,494,974 | 26.5% |
| 1: Selected | 710 | 2.3% | 6,003,954 | 2.4% |
| -5: Don't know | 3 | 0.0% | 17,262 | 0.0% |
| -3: Missing | 102 | 0.3% | 991,683 | 0.4% |
| .: Logical Skip | 22,957 | 74.9% | 177,406,511 | 70.7% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_6_6

Label: NOT REQUEST BANK- EXPECT TO BE DECLINED

Description: You reported not requesting funding from a bank [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]. Why did you choose not to request funding from a bank? Select all that apply. 6. Expected to be declined [SHOW IF DOV_GROUP <> 7 AND PE_CAPITAL_3_B = 2 AND PE_CAPITAL_3_C = 2]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 6,449 | 21.1% | 63,196,862 | 25.2% |
| 1: Selected | 1,121 | 3.7% | 9,302,065 | 3.7% |
| -5: Don't know | 3 | 0.0% | 17,262 | 0.0% |
| -3: Missing | 102 | 0.3% | 991,683 | 0.4% |
| .: Logical Skip | 22,957 | 74.9% | 177,406,511 | 70.7% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_6_7

Label: NOT REQUEST BANK- OTHER

Description: You reported not requesting funding from a bank [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]. Why did you choose not to request funding from a bank? Select all that apply. 7. Other (specify): [SHOW IF DOV_GROUP <> 7 AND PE_CAPITAL_3_B = 2 AND PE_CAPITAL_3_C = 2]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|-------|--------------|-------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 6,594 | 21.5% | 62,275,556 | 24.8% |
| 1: Selected | 976 | 3.2% | 10,223,371 | 4.1% |
| -5: Don't know | 3 | 0.0% | 17,262 | 0.0% |
| -3: Missing | 102 | 0.3% | 991,683 | 0.4% |

Issued: October 16, 2023

Variable: PE_CAPITAL_6_7

Label: NOT REQUEST BANK- OTHER

Description: You reported not requesting funding from a bank [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]. Why did you choose not to request funding from a bank? Select all that apply. 7. Other (specify): [SHOW IF DOV_GROUP <> 7 AND PE_CAPITAL_3_B = 2 AND PE_CAPITAL_3_C = 2]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| .: Logical Skip | 22,957 | 74.9% | 177,406,511 | 70.7% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_7_1

Label: NOT FUNDING FOLLOWING- POOR CREDIT SCORE

Description: You reported not requesting funding from the following [IF COUNT_PECAP3>1: sources /else: source]: [SHOW IF PE_CAPITAL_3_A = 2] Business credit card(s) carrying balances, [SHOW IF PE_CAPITAL_3_D = 2] Business loan from a federal, state, or local government, [SHOW IF PE_CAPITAL_3_E = 2] Business loan/investment from family/friend(s), [SHOW IF PE_CAPITAL_3_F = 2] Investment by venture capitalist(s)/angel investor(s), [SHOW IF PE_CAPITAL_3_G = 2] Crowdfunding (Kickstarter, Indiegogo, etc.) Why did you choose not to request funding from [IF COUNT_PECAP3>1: these sources /else: this source] [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]? Select all that apply. 1. Low or poor credit score [SHOW IF DOV_GROUP <> 7 AND (PE_CAPITAL_3_A=2 OR PE_CAPITAL_3_D=2 OR PE_CAPITAL_3_E=2 OR PE_CAPITAL_3_F=2 OR PE_CAPITAL_3_G=2)]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|-------|--------------|-------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 9,170 | 29.9% | 79,504,420 | 31.7% |
| 1: Selected | 2,863 | 9.3% | 18,705,531 | 7.5% |
| -5: Don't know | 7 | 0.0% | 60,075 | 0.0% |
| -3: Missing | 113 | 0.4% | 789,255 | 0.3% |

Issued: October 16, 2023

Variable: PE_CAPITAL_7_1

Label: NOT FUNDING FOLLOWING- POOR CREDIT SCORE

Description: You reported not requesting funding from the following [IF COUNT_PECAP3>1: sources /else: source]: [SHOW IF PE_CAPITAL_3_A = 2] Business credit card(s) carrying balances, [SHOW IF PE_CAPITAL_3_D = 2] Business loan from a federal, state, or local government, [SHOW IF PE_CAPITAL_3_E = 2] Business loan/investment from family/friend(s), [SHOW IF PE_CAPITAL_3_F = 2] Investment by venture capitalist(s)/angel investor(s), [SHOW IF PE_CAPITAL_3_G = 2] Crowdfunding (Kickstarter, Indiegogo, etc.) Why did you choose not to request funding from [IF COUNT_PECAP3>1: these sources /else: this source] [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]? Select all that apply. 1. Low or poor credit score [SHOW IF DOV_GROUP <> 7 AND (PE_CAPITAL_3_A=2 OR PE_CAPITAL_3_D=2 OR PE_CAPITAL_3_E=2 OR PE_CAPITAL_3_F=2 OR PE_CAPITAL_3_G=2)]

| LABEL | __Unweighted__ | | __Weighted__ | |
|----------------|----------------|--------|--------------|--------|
| | COUNT | PCT | COUNT | PCT |
| ∴ Logical Skip | 18,479 | 60.3% | 151,855,102 | 60.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_7_2

Label: NOT FUNDING FOLLOWING- LACK OF RELATIONSHIP

Description: You reported not requesting funding from the following [IF COUNT_PECAP3>1: sources /else: source]: [SHOW IF PE_CAPITAL_3_A = 2] Business credit card(s) carrying balances, [SHOW IF PE_CAPITAL_3_D = 2] Business loan from a federal, state, or local government, [SHOW IF PE_CAPITAL_3_E = 2] Business loan/investment from family/friend(s), [SHOW IF PE_CAPITAL_3_F = 2] Investment by venture capitalist(s)/angel investor(s), [SHOW IF PE_CAPITAL_3_G = 2] Crowdfunding (Kickstarter, Indiegogo, etc.) Why did you choose not to request funding from [IF COUNT_PECAP3>1: these sources /else: this source] [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]? Select all that apply. 2. Lack of relationship with bank/financial institution [SHOW IF DOV_GROUP < 7 AND (PE_CAPITAL_3_A=2 OR PE_CAPITAL_3_D=2 OR PE_CAPITAL_3_E=2 OR PE_CAPITAL_3_F=2 OR PE_CAPITAL_3_G=2)]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 9,158 | 29.9% | 80,346,705 | 32.0% |
| 1: Selected | 2,875 | 9.4% | 17,863,246 | 7.1% |
| -5: Don't know | 7 | 0.0% | 60,075 | 0.0% |
| -3: Missing | 113 | 0.4% | 789,255 | 0.3% |
| .. Logical Skip | 18,479 | 60.3% | 151,855,102 | 60.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_7_3

Label: NOT FUNDING FOLLOWING- NOT TAKE ON DEBT

Description: You reported not requesting funding from the following [IF COUNT_PECAP3>1: sources /else: source]: [SHOW IF PE_CAPITAL_3_A = 2] Business credit card(s) carrying balances, [SHOW IF PE_CAPITAL_3_D = 2] Business loan from a federal, state, or local government, [SHOW IF PE_CAPITAL_3_E = 2] Business loan/investment from family/friend(s), [SHOW IF PE_CAPITAL_3_F = 2] Investment by venture capitalist(s)/angel investor(s), [SHOW IF PE_CAPITAL_3_G = 2] Crowdfunding (Kickstarter, Indiegogo, etc.) Why did you choose not to request funding from [IF COUNT_PECAP3>1: these sources /else: this source] [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]? Select all that apply. 3. Did not want to take on debt [SHOW IF DOV_GROUP <> 7 AND (PE_CAPITAL_3_A=2 OR PE_CAPITAL_3_D=2 OR PE_CAPITAL_3_E=2 OR PE_CAPITAL_3_F=2 OR PE_CAPITAL_3_G=2)]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 5,197 | 17.0% | 37,398,982 | 14.9% |
| 1: Selected | 6,836 | 22.3% | 60,810,968 | 24.2% |
| -5: Don't know | 7 | 0.0% | 60,075 | 0.0% |
| -3: Missing | 113 | 0.4% | 789,255 | 0.3% |
| .: Logical Skip | 18,479 | 60.3% | 151,855,102 | 60.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_7_4

Label: NOT FUNDING FOLLOWING- UNFAVORABLE INTEREST RATE

Description: You reported not requesting funding from the following [IF COUNT_PECAP3>1: sources /else: source]: [SHOW IF PE_CAPITAL_3_A = 2] Business credit card(s) carrying balances, [SHOW IF PE_CAPITAL_3_D = 2] Business loan from a federal, state, or local government, [SHOW IF PE_CAPITAL_3_E = 2] Business loan/investment from family/friend(s), [SHOW IF PE_CAPITAL_3_F = 2] Investment by venture capitalist(s)/angel investor(s), [SHOW IF PE_CAPITAL_3_G = 2] Crowdfunding (Kickstarter, Indiegogo, etc.) Why did you choose not to request funding from [IF COUNT_PECAP3>1: these sources /else: this source] [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]? Select all that apply. 4. Expected unfavorable interest rate [SHOW IF DOV_GROUP <= 7 AND (PE_CAPITAL_3_A=2 OR PE_CAPITAL_3_D=2 OR PE_CAPITAL_3_E=2 OR PE_CAPITAL_3_F=2 OR PE_CAPITAL_3_G=2)]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 9,655 | 31.5% | 81,429,226 | 32.5% |
| 1: Selected | 2,378 | 7.8% | 16,780,725 | 6.7% |
| -5: Don't know | 7 | 0.0% | 60,075 | 0.0% |
| -3: Missing | 113 | 0.4% | 789,255 | 0.3% |
| ..: Logical Skip | 18,479 | 60.3% | 151,855,102 | 60.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_7_5

Label: NOT FUNDING FOLLOWING- LOAN REPAYMENT TERMS

Description: You reported not requesting funding from the following [IF COUNT_PECAP3>1: sources /else: source]: [SHOW IF PE_CAPITAL_3_A = 2] Business credit card(s) carrying balances, [SHOW IF PE_CAPITAL_3_D = 2] Business loan from a federal, state, or local government, [SHOW IF PE_CAPITAL_3_E = 2] Business loan/investment from family/friend(s), [SHOW IF PE_CAPITAL_3_F = 2] Investment by venture capitalist(s)/angel investor(s), [SHOW IF PE_CAPITAL_3_G = 2] Crowdfunding (Kickstarter, Indiegogo, etc.) Why did you choose not to request funding from [IF COUNT_PECAP3>1: these sources /else: this source] [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]? Select all that apply. 5. Expected unfavorable loan repayment terms [SHOW IF DOV_GROUP < 7 AND (PE_CAPITAL_3_A=2 OR PE_CAPITAL_3_D=2 OR PE_CAPITAL_3_E=2 OR PE_CAPITAL_3_F=2 OR PE_CAPITAL_3_G=2)]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 10,425 | 34.0% | 87,302,235 | 34.8% |
| 1: Selected | 1,608 | 5.2% | 10,907,716 | 4.3% |
| -5: Don't know | 7 | 0.0% | 60,075 | 0.0% |
| -3: Missing | 113 | 0.4% | 789,255 | 0.3% |
| ..: Logical Skip | 18,479 | 60.3% | 151,855,102 | 60.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_7_6

Label: NOT FUNDING FOLLOWING- EXPECT TO BE DECLINED

Description: You reported not requesting funding from the following [IF COUNT_PECAP3>1: sources /else: source]: [SHOW IF PE_CAPITAL_3_A = 2] Business credit card(s) carrying balances, [SHOW IF PE_CAPITAL_3_D = 2] Business loan from a federal, state, or local government, [SHOW IF PE_CAPITAL_3_E = 2] Business loan/investment from family/friend(s), [SHOW IF PE_CAPITAL_3_F = 2] Investment by venture capitalist(s)/angel investor(s), [SHOW IF PE_CAPITAL_3_G = 2] Crowdfunding (Kickstarter, Indiegogo, etc.) Why did you choose not to request funding from [IF COUNT_PECAP3>1: these sources /else: this source] [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]? Select all that apply. 6. Expected to be declined [SHOW IF DOV_GROUP <> 7 AND (PE_CAPITAL_3_A=2 OR PE_CAPITAL_3_D=2 OR PE_CAPITAL_3_E=2 OR PE_CAPITAL_3_F=2 OR PE_CAPITAL_3_G=2)]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 10,198 | 33.3% | 84,182,817 | 33.6% |
| 1: Selected | 1,835 | 6.0% | 14,027,134 | 5.6% |
| -5: Don't know | 7 | 0.0% | 60,075 | 0.0% |
| -3: Missing | 113 | 0.4% | 789,255 | 0.3% |
| .: Logical Skip | 18,479 | 60.3% | 151,855,102 | 60.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_CAPITAL_7_7

Label: NOT FUNDING FOLLOWING- OTHER

Description: You reported not requesting funding from the following [IF COUNT_PECAP3>1: sources /else: source]: [SHOW IF PE_CAPITAL_3_A = 2] Business credit card(s) carrying balances, [SHOW IF PE_CAPITAL_3_D = 2] Business loan from a federal, state, or local government, [SHOW IF PE_CAPITAL_3_E = 2] Business loan/investment from family/friend(s), [SHOW IF PE_CAPITAL_3_F = 2] Investment by venture capitalist(s)/angel investor(s), [SHOW IF PE_CAPITAL_3_G = 2] Crowdfunding (Kickstarter, Indiegogo, etc.) Why did you choose not to request funding from [IF COUNT_PECAP3>1: these sources /else: this source] [IF DOV_GROUP = 1, 2, 4, OR 5: to start [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to start up your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to start up your business idea or working for yourself]? Select all that apply. 7. Other (specify): [SHOW IF DOV_GROUP <> 7 AND (PE_CAPITAL_3_A=2 OR PE_CAPITAL_3_D=2 OR PE_CAPITAL_3_E=2 OR PE_CAPITAL_3_F=2 OR PE_CAPITAL_3_G=2)]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 10,791 | 35.2% | 85,702,238 | 34.2% |
| 1: Selected | 1,242 | 4.1% | 12,507,713 | 5.0% |
| -5: Don't know | 7 | 0.0% | 60,075 | 0.0% |
| -3: Missing | 113 | 0.4% | 789,255 | 0.3% |
| .: Logical Skip | 18,479 | 60.3% | 151,855,102 | 60.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STOPREASON_1_1**Label: STOP WORKING FOR YOURSELF FACTORS- LACK OF FINANCIAL RESOURCES****Description: What were the primary factors that contributed to your decision to stop pursuing working for yourself? Select all that apply. 1. Lack of financial resources [SHOW IF DOV_GROUP = 6]**

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|-----------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 1,743 | 5.7% | 16,905,912 | 6.7% |
| 1: Selected | 928 | 3.0% | 8,172,407 | 3.3% |
| -5: Don't know | 1 | 0.0% | 4,068 | 0.0% |
| -3: Missing | 62 | 0.2% | 409,525 | 0.2% |
| .: Logical Skip | 27,898 | 91.1% | 225,422,471 | 89.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STOPREASON_1_2**Label: STOP WORKING FOR YOURSELF FACTORS- LACK OF TIME****Description: What were the primary factors that contributed to your decision to stop pursuing working for yourself? Select all that apply. 2. Lack of time [SHOW IF DOV_GROUP = 6]**

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|-----------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 1,723 | 5.6% | 15,632,255 | 6.2% |
| 1: Selected | 948 | 3.1% | 9,446,064 | 3.8% |
| -5: Don't know | 1 | 0.0% | 4,068 | 0.0% |
| -3: Missing | 62 | 0.2% | 409,525 | 0.2% |
| .: Logical Skip | 27,898 | 91.1% | 225,422,471 | 89.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STOPREASON_1_3

Label: STOP WORKING FOR YOURSELF FACTORS- LOST FOCUS

Description: What were the primary factors that contributed to your decision to stop pursuing working for yourself? Select all that apply. 3. Lost focus, interest, and/or motivation or felt burnt out [SHOW IF DOV_GROUP = 6]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 1,856 | 6.1% | 17,609,420 | 7.0% |
| 1: Selected | 815 | 2.7% | 7,468,899 | 3.0% |
| -5: Don't know | 1 | 0.0% | 4,068 | 0.0% |
| -3: Missing | 62 | 0.2% | 409,525 | 0.2% |
| .: Logical Skip | 27,898 | 91.1% | 225,422,471 | 89.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STOPREASON_1_4

Label: STOP WORKING FOR YOURSELF FACTORS- NO SUPPORT

Description: What were the primary factors that contributed to your decision to stop pursuing working for yourself? Select all that apply. 4. I needed help, but did not know where to go for support [SHOW IF DOV_GROUP = 6]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,001 | 6.5% | 19,463,983 | 7.8% |
| 1: Selected | 670 | 2.2% | 5,614,336 | 2.2% |
| -5: Don't know | 1 | 0.0% | 4,068 | 0.0% |
| -3: Missing | 62 | 0.2% | 409,525 | 0.2% |
| .: Logical Skip | 27,898 | 91.1% | 225,422,471 | 89.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STOPREASON_1_5

Label: STOP WORKING FOR YOURSELF FACTORS- DIFFICULTY WITH PARTNERS

Description: What were the primary factors that contributed to your decision to stop pursuing working for yourself? Select all that apply. 5. Difficulties with partners or investors [SHOW IF DOV_GROUP = 6]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,481 | 8.1% | 23,533,920 | 9.4% |
| 1: Selected | 190 | 0.6% | 1,544,399 | 0.6% |
| -5: Don't know | 1 | 0.0% | 4,068 | 0.0% |
| -3: Missing | 62 | 0.2% | 409,525 | 0.2% |
| .: Logical Skip | 27,898 | 91.1% | 225,422,471 | 89.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STOPREASON_1_6

Label: STOP WORKING FOR YOURSELF FACTORS- FAMILY NOT SUPPORTIVE

Description: What were the primary factors that contributed to your decision to stop pursuing working for yourself? Select all that apply. 6. Family/friends were not supportive [SHOW IF DOV_GROUP = 6]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,420 | 7.9% | 23,196,580 | 9.2% |
| 1: Selected | 251 | 0.8% | 1,881,738 | 0.7% |
| -5: Don't know | 1 | 0.0% | 4,068 | 0.0% |
| -3: Missing | 62 | 0.2% | 409,525 | 0.2% |
| .: Logical Skip | 27,898 | 91.1% | 225,422,471 | 89.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STOPREASON_1_7

Label: STOP WORKING FOR YOURSELF FACTORS- TOO RISKY

Description: What were the primary factors that contributed to your decision to stop pursuing working for yourself? Select all that apply. 7. I decided it was too risky [SHOW IF DOV_GROUP = 6]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|--------|----------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 1,785 | 5.8% | 16,351,369 | 6.5% |
| 1: Selected | 886 | 2.9% | 8,726,950 | 3.5% |
| -5: Don't know | 1 | 0.0% | 4,068 | 0.0% |
| -3: Missing | 62 | 0.2% | 409,525 | 0.2% |
| .: Logical Skip | 27,898 | 91.1% | 225,422,471 | 89.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STOPREASON_1_8

Label: STOP WORKING FOR YOURSELF FACTORS- MAJOR LIFE EVENT

Description: What were the primary factors that contributed to your decision to stop pursuing working for yourself? Select all that apply. 8. Major life event (such as a new child, own or family medical issue) [SHOW IF DOV_GROUP = 6]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|--------|----------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,169 | 7.1% | 20,620,206 | 8.2% |
| 1: Selected | 502 | 1.6% | 4,458,112 | 1.8% |
| -5: Don't know | 1 | 0.0% | 4,068 | 0.0% |
| -3: Missing | 62 | 0.2% | 409,525 | 0.2% |
| .: Logical Skip | 27,898 | 91.1% | 225,422,471 | 89.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STOPREASON_1_9

Label: STOP WORKING FOR YOURSELF FACTORS- NEW JOB

Description: What were the primary factors that contributed to your decision to stop pursuing working for yourself? Select all that apply. 9. I decided to take a new job/enter employment [SHOW IF DOV_GROUP = 6]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|--------|----------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,300 | 7.5% | 21,732,099 | 8.7% |
| 1: Selected | 371 | 1.2% | 3,346,220 | 1.3% |
| -5: Don't know | 1 | 0.0% | 4,068 | 0.0% |
| -3: Missing | 62 | 0.2% | 409,525 | 0.2% |
| .: Logical Skip | 27,898 | 91.1% | 225,422,471 | 89.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STOPREASON_1_10

Label: STOP WORKING FOR YOURSELF FACTORS- PROMOTION AT WORK

Description: What were the primary factors that contributed to your decision to stop pursuing working for yourself? Select all that apply. 10. I received a promotion at work [SHOW IF DOV_GROUP = 6]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|--------|----------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,462 | 8.0% | 22,939,944 | 9.1% |
| 1: Selected | 209 | 0.7% | 2,138,375 | 0.9% |
| -5: Don't know | 1 | 0.0% | 4,068 | 0.0% |
| -3: Missing | 62 | 0.2% | 409,525 | 0.2% |
| .: Logical Skip | 27,898 | 91.1% | 225,422,471 | 89.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STOPREASON_1_11

Label: STOP WORKING FOR YOURSELF FACTORS- BACK TO SCHOOL

Description: What were the primary factors that contributed to your decision to stop pursuing working for yourself? Select all that apply. 11. I decided to go back to school [SHOW IF DOV_GROUP = 6]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|--------|----------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,480 | 8.1% | 23,433,804 | 9.3% |
| 1: Selected | 191 | 0.6% | 1,644,515 | 0.7% |
| -5: Don't know | 1 | 0.0% | 4,068 | 0.0% |
| -3: Missing | 62 | 0.2% | 409,525 | 0.2% |
| .: Logical Skip | 27,898 | 91.1% | 225,422,471 | 89.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STOPREASON_1_12

Label: STOP WORKING FOR YOURSELF FACTORS- NEEDED HEALTH INSURANCE

Description: What were the primary factors that contributed to your decision to stop pursuing working for yourself? Select all that apply. 12. I needed employer-provided health insurance [SHOW IF DOV_GROUP = 6]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|--------|----------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,312 | 7.5% | 21,682,414 | 8.6% |
| 1: Selected | 359 | 1.2% | 3,395,905 | 1.4% |
| -5: Don't know | 1 | 0.0% | 4,068 | 0.0% |
| -3: Missing | 62 | 0.2% | 409,525 | 0.2% |
| .: Logical Skip | 27,898 | 91.1% | 225,422,471 | 89.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STOPREASON_1_13

Label: STOP WORKING FOR YOURSELF FACTORS- OTHER FACTOR

Description: What were the primary factors that contributed to your decision to stop pursuing working for yourself? Select all that apply. 13. Other factor, specify: [SHOW IF DOV_GROUP = 6]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|--------|----------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,537 | 8.3% | 23,730,446 | 9.5% |
| 1: Selected | 134 | 0.4% | 1,347,872 | 0.5% |
| -5: Don't know | 1 | 0.0% | 4,068 | 0.0% |
| -3: Missing | 62 | 0.2% | 409,525 | 0.2% |
| .: Logical Skip | 27,898 | 91.1% | 225,422,471 | 89.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STOPREASON_2

Label: STOP WORKING FOR YOURSELF - PRIMARY REASON

Description: You reported the following contributed to your decision to stop pursuing working for yourself. Of these reasons for stopping your business pursuit, which was the primary reason? Select one.

| | __ Unweighted __ | | __ Weighted __ | |
|--------------------------------------------------------------|------------------|------|----------------|------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Lack of financial resources | 476 | 1.6% | 4,127,757 | 1.6% |
| 2: Lack of time | 342 | 1.1% | 3,514,824 | 1.4% |
| 3: Lost focus, interest, and/or motivation or felt burnt out | 342 | 1.1% | 3,197,097 | 1.3% |
| 4: I needed help, but did not know where to go for support | 214 | 0.7% | 1,675,802 | 0.7% |
| 5: Difficulties with partners or investors | 74 | 0.2% | 684,571 | 0.3% |
| 6: Family/friends were not supportive | 66 | 0.2% | 451,835 | 0.2% |
| 7: I decided it was too risky | 401 | 1.3% | 4,268,737 | 1.7% |

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Variable: PE_STOPREASON_2**Label: STOP WORKING FOR YOURSELF - PRIMARY REASON****Description: You reported the following contributed to your decision to stop pursuing working for yourself. Of these reasons for stopping your business pursuit, which was the primary reason? Select one.**

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|------------------------------------------------------------------------|-------------------------|---------------|-----------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 8: Major life event (such as a new child, own or family medical issue) | 229 | 0.7% | 2,055,912 | 0.8% |
| 9: I decided to take a new job/enter employment | 157 | 0.5% | 1,562,338 | 0.6% |
| 10: I received a promotion at work | 75 | 0.2% | 834,549 | 0.3% |
| 11: I decided to go back to school | 89 | 0.3% | 739,833 | 0.3% |
| 12: I needed employer-provided health insurance | 77 | 0.3% | 749,321 | 0.3% |
| 13: Other factor | 122 | 0.4% | 1,183,462 | 0.5% |
| -3: Missing | 7 | 0.0% | 32,281 | 0.0% |
| .: Logical Skip | 27,961 | 91.3% | 225,836,064 | 90.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PE_STOPREASON_3**Label: STOP WORKING FOR YOURSELF - SECONDARY REASON****Description: Of the remaining reasons for stopping your business pursuit, which was the second most important reason? Select one.**

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|--------------------------------------------------------------|-------------------------|------------|-----------------------|------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Lack of financial resources | 227 | 0.7% | 1,863,326 | 0.7% |
| 2: Lack of time | 261 | 0.9% | 2,571,008 | 1.0% |
| 3: Lost focus, interest, and/or motivation or felt burnt out | 209 | 0.7% | 1,953,501 | 0.8% |
| 4: I needed help, but did not know where to go for support | 210 | 0.7% | 1,817,799 | 0.7% |

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Variable: PE_STOPREASON_3**Label:** STOP WORKING FOR YOURSELF - SECONDARY REASON**Description:** Of the remaining reasons for stopping your business pursuit, which was the second most important reason? Select one.

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|------------------------------------------------------------------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 5: Difficulties with partners or investors | 47 | 0.2% | 338,277 | 0.1% |
| 6: Family/friends were not supportive | 58 | 0.2% | 461,014 | 0.2% |
| 7: I decided it was too risky | 226 | 0.7% | 2,337,377 | 0.9% |
| 8: Major life event (such as a new child, own or family medical issue) | 128 | 0.4% | 1,144,522 | 0.5% |
| 9: I decided to take a new job/enter employment | 80 | 0.3% | 673,731 | 0.3% |
| 10: I received a promotion at work | 53 | 0.2% | 600,942 | 0.2% |
| 11: I decided to go back to school | 33 | 0.1% | 350,347 | 0.1% |
| 12: I needed employer-provided health insurance | 105 | 0.3% | 1,021,692 | 0.4% |
| 13: Other factor | 11 | 0.0% | 163,023 | 0.1% |
| -3: Missing | 11 | 0.0% | 45,763 | 0.0% |
| ..: Logical Skip | 28,973 | 94.6% | 235,572,062 | 93.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_STARTBIZ_1_Y2_PUF**Label:** PUF VARIABLE: WHAT YEAR DID YOU START - Y2**Description:** PUF Year 2 variable coded from BO_STARTBIZ_1: In what year did you start [INSERT DOV_ACTIVITY]? [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Before 1990 | 1,061 | 3.5% | 10,849,967 | 4.3% |
| 2: 1990-1999 | 1,195 | 3.9% | 11,208,230 | 4.5% |
| 3: 2000-2009 | 2,101 | 6.9% | 18,474,495 | 7.4% |
| 4: 2010-2014 | 1,633 | 5.3% | 13,870,458 | 5.5% |
| 5: 2015-2016 | 953 | 3.1% | 7,726,742 | 3.1% |
| 6: 2017-2018 | 1,260 | 4.1% | 9,783,320 | 3.9% |
| 7: 2019 | 903 | 2.9% | 6,598,605 | 2.6% |
| 8: 2020 | 1,288 | 4.2% | 9,482,987 | 3.8% |
| 9: 2021 | 895 | 2.9% | 6,503,206 | 2.6% |
| 10: 2022+ | 1,475 | 4.8% | 11,764,774 | 4.7% |
| -7: Suppressed | 1,355 | 4.4% | 7,732,836 | 3.1% |
| -5: Don't know | 6 | 0.0% | 58,392 | 0.0% |
| -3: Missing | 835 | 2.7% | 4,106,947 | 1.6% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ACQOWN_1**Label:** INITIALLY ACQUIRE OWNERSHIP OF BUSINESS**Description:** How did you initially acquire ownership of this business? [SHOW IF DOV_GROUP = 1 OR 4]

| | <u>__ Unweighted __</u> | | <u>__ Weighted __</u> | |
|----------------------------------------------|-------------------------|---------------|-----------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Founded or started | 5,851 | 19.1% | 44,944,589 | 17.9% |
| 2: Purchased | 1,606 | 5.2% | 9,037,147 | 3.6% |
| 3: Inherited | 465 | 1.5% | 2,896,794 | 1.2% |
| 4: Received transfer of ownership or gift | 286 | 0.9% | 1,899,835 | 0.8% |
| -5: Don't know | 3 | 0.0% | 20,426 | 0.0% |
| -3: Missing | 46 | 0.2% | 261,996 | 0.1% |
| ..: Logical Skip | 22,375 | 73.0% | 191,853,596 | 76.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_LEGALSTAT_1**Label:** BUSINESS LEGAL FORM OF ORGANIZATION**Description:** What [IF DOV_GROUP = 1:is/ELSE,was] this business' legal form of organization? [SHOW IF DOV_GROUP = 1 OR 4]

| | <u>__ Unweighted __</u> | | <u>__ Weighted __</u> | |
|-------------------------------------------|-------------------------|------------|-----------------------|------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Sole proprietorship, unincorporated | 3,206 | 10.5% | 25,783,483 | 10.3% |
| 2: LLC | 2,508 | 8.2% | 17,446,330 | 7.0% |
| 3: C-Corporation | 759 | 2.5% | 3,432,189 | 1.4% |
| 4: S-Corporation | 641 | 2.1% | 4,719,561 | 1.9% |
| 5: Partnership | 509 | 1.7% | 3,010,350 | 1.2% |
| 6: Non-profit | 240 | 0.8% | 1,514,876 | 0.6% |
| 7: Other | 343 | 1.1% | 2,830,401 | 1.1% |
| -5: Don't know | 5 | 0.0% | 53,013 | 0.0% |

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Variable: BO_LEGALSTAT_1

Label: BUSINESS LEGAL FORM OF ORGANIZATION

Description: What [IF DOV_GROUP = 1:is/ELSE,was] this business' legal form of organization? [SHOW IF DOV_GROUP = 1 OR 4]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| -3: Missing | 46 | 0.2% | 270,584 | 0.1% |
| .: Logical Skip | 22,375 | 73.0% | 191,853,596 | 76.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_BIZTYPE_1

Label: BUSINESS TYPE

Description: Would you describe this [IF DOV_GROUP = 1 : current/ELSE: former] business as a/an... [SHOW IF DOV_GROUP = 1 OR 4]

| | __ Unweighted __ | | __ Weighted __ | |
|----------------------------------------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Independent business | 6,226 | 20.3% | 48,690,315 | 19.4% |
| 2: Purchase/takeover of an existing business | 840 | 2.7% | 4,250,366 | 1.7% |
| 3: Franchise | 654 | 2.1% | 2,747,389 | 1.1% |
| 4: Multi-level marketing initiative | 343 | 1.1% | 1,782,897 | 0.7% |
| 5: Other business type, specify | 155 | 0.5% | 1,398,090 | 0.6% |
| -3: Missing | 39 | 0.1% | 191,731 | 0.1% |
| .: Logical Skip | 22,375 | 73.0% | 191,853,596 | 76.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CLIENT_1

Label: WORK PRIMARILY FOR ONE CLIENT

Description: [IF DOV_GROUP = 2:Do/ELSE,Did] you work primarily for one client/organization? [SHOW IF DOV_GROUP = 2 OR 5]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|----------------------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes, one primary client | 3,250 | 10.6% | 27,929,462 | 11.1% |
| 2: No, multiple clients | 3,357 | 11.0% | 30,508,362 | 12.2% |
| -5: Don't know | 3 | 0.0% | 50,497 | 0.0% |
| -3: Missing | 93 | 0.3% | 611,852 | 0.2% |
| .. Logical Skip | 23,929 | 78.1% | 191,814,210 | 76.4% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_WORKHOME_1

Label: PRIMARY LOCATION WORKED

Description: How would you describe the primary location where you [IF DOV_GROUP = 1 OR 2:work/ELSE: worked] as [INSERT DOV_JOB]? [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|-----------------------------------------|-------------------|------------|-----------------|------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: A residence such as a home or garage | 6,629 | 21.6% | 60,442,513 | 24.1% |
| 2: A rented or leased space | 2,455 | 8.0% | 16,977,596 | 6.8% |
| 3: Space the business purchased | 1,282 | 4.2% | 6,777,452 | 2.7% |
| 4: A site where a client is located | 1,452 | 4.7% | 12,516,535 | 5.0% |
| 5: Co-working space | 283 | 0.9% | 1,825,358 | 0.7% |
| 6: A vehicle | 931 | 3.0% | 7,508,061 | 3.0% |
| 7: Other work location | 360 | 1.2% | 3,406,095 | 1.4% |
| -7: Suppressed | 1,521 | 5.0% | 8,421,500 | 3.4% |
| -3: Missing | 47 | 0.2% | 285,849 | 0.1% |

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Variable: BO_WORKHOME_1

Label: PRIMARY LOCATION WORKED

Description: How would you describe the primary location where you [IF
DOV_GROUP = 1 OR 2:work/ELSE: worked] as [INSERT DOV_JOB]?
[SHOW IF DOV_GROUP = 1,2,4, OR 5]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_BIZEMERGE_1

Label: ORIGIN OF WORK/ BUSINESS

Description: [IF DOV_GROUP = 6: Even though you decided not to pursue your
business idea, where did your idea for your business originate? /ELSE:
Which of the following best describes the origin of your work as [INSERT
DOV_JOB]?] [SHOW IF DOV_GROUP <> 7]

| | __Unweighted__ | | __Weighted__ | |
|-------------------------------------------------------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Your previous/current work activity | 6,250 | 20.4% | 53,301,017 | 21.2% |
| 2: A separate business you now own and manage | 2,138 | 7.0% | 13,534,551 | 5.4% |
| 3: A hobby or recreational pastime | 5,101 | 16.7% | 44,309,600 | 17.7% |
| 4: Academic, scientific, or applied research | 1,208 | 3.9% | 7,841,602 | 3.1% |
| 5: An idea from yourself or other member of a start-up team | 3,151 | 10.3% | 25,157,736 | 10.0% |
| 6: You inherited the business | 493 | 1.6% | 3,546,075 | 1.4% |
| 7: Other origin, specify | 977 | 3.2% | 9,024,924 | 3.6% |
| -5: Don't know | 7 | 0.0% | 75,123 | 0.0% |
| -3: Missing | 252 | 0.8% | 1,480,931 | 0.6% |
| .: Logical Skip | 11,055 | 36.1% | 92,642,824 | 36.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Issued: October 16, 2023

Variable: BO_COLLAB_1

Label: BUSINESS CONCEPT ON OWN OR COLLABORATING

Description: Did you come up with the idea for your business concept on your own, or were you collaborating with other people? [SHOW IF DOV_GROUP < 7]

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|--------------------------------------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: I came up with it on my own | 11,578 | 37.8% | 93,074,509 | 37.1% |
| 2: I was working with one other person | 5,073 | 16.6% | 39,477,472 | 15.7% |
| 3: I was working with several other people | 2,721 | 8.9% | 24,290,733 | 9.7% |
| -5: Don't know | 2 | 0.0% | 44,262 | 0.0% |
| -3: Missing | 203 | 0.7% | 1,384,584 | 0.6% |
| .: Logical Skip | 11,055 | 36.1% | 92,642,824 | 36.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_1

Label: APPLY OR REQUEST ADDITIONAL FINANCING

Description: At any time since you started your work as [INSERT DOV_JOB], did you apply for or use additional financing? [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Yes | 3,889 | 12.7% | 16,285,236 | 6.5% |
| 2: No | 10,962 | 35.8% | 101,285,157 | 40.4% |
| -5: Don't know | 1 | 0.0% | 5,225 | 0.0% |
| -3: Missing | 108 | 0.4% | 585,342 | 0.2% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_2_1

Label: WHERE APPLY FOR ADDITIONAL FINANCING- PERSONAL HOME EQUITY LOAN

Description: Did you use any of the following sources of capital for additional financing of your business after start-up? Select all that apply. 1. Personal/family home equity loan [SHOW IF BO_ADDFINANCE_1 = 1]

| | ___Unweighted___ | | ___Weighted___ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,572 | 8.4% | 11,234,126 | 4.5% |
| 1: Selected | 1,281 | 4.2% | 4,713,734 | 1.9% |
| -3: Missing | 36 | 0.1% | 337,376 | 0.1% |
| .: Logical Skip | 26,743 | 87.3% | 234,629,147 | 93.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_2_2

Label: WHERE APPLY FOR ADDITIONAL FINANCING- PERSONAL CREDIT CARD

Description: Did you use any of the following sources of capital for additional financing of your business after start-up? Select all that apply 2. Personal credit card(s) carrying balances [SHOW IF BO_ADDFINANCE_1 = 1]

| | ___Unweighted___ | | ___Weighted___ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,508 | 8.2% | 11,112,172 | 4.4% |
| 1: Selected | 1,345 | 4.4% | 4,835,687 | 1.9% |
| -3: Missing | 36 | 0.1% | 337,376 | 0.1% |
| .: Logical Skip | 26,743 | 87.3% | 234,629,147 | 93.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_2_3

Label: WHERE APPLY FOR ADDITIONAL FINANCING- BUSINESS CREDIT CARD

Description: Did you use any of the following sources of capital for additional financing of your business after start-up? Select all that apply 3. Business credit card(s) carrying balances [SHOW IF BO_ADDFINANCE_1 = 1]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,672 | 8.7% | 11,760,371 | 4.7% |
| 1: Selected | 1,181 | 3.9% | 4,187,488 | 1.7% |
| -3: Missing | 36 | 0.1% | 337,376 | 0.1% |
| .: Logical Skip | 26,743 | 87.3% | 234,629,147 | 93.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_2_4

Label: WHERE APPLY FOR ADDITIONAL FINANCING- GOVERNMENT-GUARANTEED BUSINESS LOAN

Description: Did you use any of the following sources of capital for additional financing of your business after start-up? Select all that apply 4. Government-guaranteed business loan from a bank or financial institutions, including SBA-guaranteed loans [SHOW IF BO_ADDFINANCE_1 = 1]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,643 | 8.6% | 12,388,215 | 4.9% |
| 1: Selected | 1,210 | 4.0% | 3,559,645 | 1.4% |
| -3: Missing | 36 | 0.1% | 337,376 | 0.1% |
| .: Logical Skip | 26,743 | 87.3% | 234,629,147 | 93.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_2_5

Label: WHERE APPLY FOR ADDITIONAL FINANCING- BUSINESS LOAN FROM BANK

Description: Did you use any of the following sources of capital for additional financing of your business after start-up? Select all that apply 5. Business loan from a bank or financial institution (including online lenders) [SHOW IF BO_ADDFINANCE_1 = 1]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,702 | 8.8% | 10,934,428 | 4.4% |
| 1: Selected | 1,151 | 3.8% | 5,013,432 | 2.0% |
| -3: Missing | 36 | 0.1% | 337,376 | 0.1% |
| .: Logical Skip | 26,743 | 87.3% | 234,629,147 | 93.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_2_6

Label: WHERE APPLY FOR ADDITIONAL FINANCING- BUSINESS LOAN FROM GOVERNMENT

Description: Did you use any of the following sources of capital for additional financing of your business after start-up? Select all that apply 6. Business loan from a federal, state, or local government [SHOW IF BO_ADDFINANCE_1 = 1]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,093 | 10.1% | 13,680,181 | 5.5% |
| 1: Selected | 760 | 2.5% | 2,267,679 | 0.9% |
| -3: Missing | 36 | 0.1% | 337,376 | 0.1% |
| .: Logical Skip | 26,743 | 87.3% | 234,629,147 | 93.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_2_7

Label: WHERE APPLY FOR ADDITIONAL FINANCING- BUSINESS LOAN FROM FAMILY

Description: Did you use any of the following sources of capital for additional financing of your business after start-up? Select all that apply 7. Business loan/investment from family/friend(s) [SHOW IF BO_ADDFINANCE_1 = 1]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,271 | 10.7% | 14,103,662 | 5.6% |
| 1: Selected | 582 | 1.9% | 1,844,198 | 0.7% |
| -3: Missing | 36 | 0.1% | 337,376 | 0.1% |
| .: Logical Skip | 26,743 | 87.3% | 234,629,147 | 93.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_2_8

Label: WHERE APPLY FOR ADDITIONAL FINANCING- INVESTMENT BY VENTURE CAPITALISTS

Description: Did you use any of the following sources of capital for additional financing of your business after start-up? Select all that apply 8. Investment by venture capitalist(s)/angel investor(s) [SHOW IF BO_ADDFINANCE_1 = 1]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,405 | 11.1% | 14,620,920 | 5.8% |
| 1: Selected | 448 | 1.5% | 1,326,940 | 0.5% |
| -3: Missing | 36 | 0.1% | 337,376 | 0.1% |
| .: Logical Skip | 26,743 | 87.3% | 234,629,147 | 93.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_2_9

Label: WHERE APPLY FOR ADDITIONAL FINANCING- CROWDFUNDING

Description: Did you use any of the following sources of capital for additional financing of your business after start-up? Select all that apply 9. Crowdfunding (Kickstarter, Indiegogo, etc.) [SHOW IF BO_ADDFINANCE_1 = 1]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,608 | 11.8% | 15,182,021 | 6.1% |
| 1: Selected | 245 | 0.8% | 765,839 | 0.3% |
| -3: Missing | 36 | 0.1% | 337,376 | 0.1% |
| .: Logical Skip | 26,743 | 87.3% | 234,629,147 | 93.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_2_10

Label: WHERE APPLY FOR ADDITIONAL FINANCING- GRANTS

Description: Did you use any of the following sources of capital for additional financing of your business after start-up? Select all that apply 10. Grants [SHOW IF BO_ADDFINANCE_1 = 1]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,638 | 11.9% | 14,807,848 | 5.9% |
| 1: Selected | 215 | 0.7% | 1,140,012 | 0.5% |
| -3: Missing | 36 | 0.1% | 337,376 | 0.1% |
| .: Logical Skip | 26,743 | 87.3% | 234,629,147 | 93.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_2_11

Label: WHERE APPLY FOR ADDITIONAL FINANCING- OTHER CAPITAL SOURCES

Description: Did you use any of the following sources of capital for additional financing of your business after start-up? Select all that apply 11. Other capital source(s), specify: [SHOW IF BO_ADDFINANCE_1 = 1]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,758 | 12.3% | 15,365,674 | 6.1% |
| 1: Selected | 95 | 0.3% | 582,186 | 0.2% |
| -3: Missing | 36 | 0.1% | 337,376 | 0.1% |
| .: Logical Skip | 26,743 | 87.3% | 234,629,147 | 93.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_INSTITUTION_1_1

Label: WHICH INSTITUTION REQUESTED CAPITAL FROM- SMALL LOCAL BANK

Description: Which of the following describe the bank or financial institution from which received additional capital after start-up? Select all that apply 1. Small local bank [SHOW IF BO_ADDFINANCE_2 = 4 OR 5]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 999 | 3.3% | 3,727,039 | 1.5% |
| 1: Selected | 956 | 3.1% | 3,721,283 | 1.5% |
| -3: Missing | 30 | 0.1% | 131,791 | 0.1% |
| .: Logical Skip | 28,647 | 93.5% | 243,334,270 | 97.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_INSTITUTION_1_2

Label: WHICH INSTITUTION REQUESTED CAPITAL FROM- LARGE NATIONAL BANK

Description: Which of the following describe the bank or financial institution from which received additional capital after start-up? Select all that apply
2. Large national bank [SHOW IF BO_ADDFINANCE_2 = 4 OR 5]

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|-----------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 1,034 | 3.4% | 4,367,593 | 1.7% |
| 1: Selected | 921 | 3.0% | 3,080,729 | 1.2% |
| -3: Missing | 30 | 0.1% | 131,791 | 0.1% |
| .: Logical Skip | 28,647 | 93.5% | 243,334,270 | 97.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_INSTITUTION_1_3

Label: WHICH INSTITUTION REQUESTED CAPITAL FROM- FINANCIAL SERVICES COMPANY

Description: Which of the following describe the bank or financial institution from which received additional capital after start-up? Select all that apply
3. Financial services company [HOVER TEXT on “Financial services company”: Includes nonbanks that provide business financial services (payroll processing, merchant services, accounting, etc.)]
[SHOW IF BO_ADDFINANCE_2 = 4 OR 5]

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|-----------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 1,520 | 5.0% | 6,263,008 | 2.5% |
| 1: Selected | 435 | 1.4% | 1,185,315 | 0.5% |
| -3: Missing | 30 | 0.1% | 131,791 | 0.1% |
| .: Logical Skip | 28,647 | 93.5% | 243,334,270 | 97.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_INSTITUTION_1_4

Label: WHICH INSTITUTION REQUESTED CAPITAL FROM- ONLINE LENDER

Description: Which of the following describe the bank or financial institution from which received additional capital after start-up? Select all that apply
 4. Online lender/fintech lender [HOVER TEXT on "Online lender/fintech lender": Online lenders, also called fintech lenders, are lending institutions that operate solely through a website or app. Examples include Lending Club, OnDeck, CAN Capital, Paypal Working Capital, and Kabbage.]
 [SHOW IF BO_ADDFINANCE_2 = 4 OR 5]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 1,589 | 5.2% | 6,389,526 | 2.5% |
| 1: Selected | 366 | 1.2% | 1,058,796 | 0.4% |
| -3: Missing | 30 | 0.1% | 131,791 | 0.1% |
| .: Logical Skip | 28,647 | 93.5% | 243,334,270 | 97.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_INSTITUTION_1_5

Label: WHICH INSTITUTION REQUESTED CAPITAL FROM- CREDIT UNION

Description: Which of the following describe the bank or financial institution from which received additional capital after start-up? Select all that apply
 5. Credit union [SHOW IF BO_ADDFINANCE_2 = 4 OR 5]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 1,287 | 4.2% | 5,476,162 | 2.2% |
| 1: Selected | 668 | 2.2% | 1,972,161 | 0.8% |
| -3: Missing | 30 | 0.1% | 131,791 | 0.1% |
| .: Logical Skip | 28,647 | 93.5% | 243,334,270 | 97.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_INSTITUTION_1_6

Label: WHICH INSTITUTION REQUESTED CAPITAL FROM- FINANCE COMPANY

Description: Which of the following describe the bank or financial institution from which received additional capital after start-up? Select all that apply
6. Finance company [SHOW IF BO_ADDFINANCE_2 = 4 OR 5]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 1,617 | 5.3% | 6,622,133 | 2.6% |
| 1: Selected | 338 | 1.1% | 826,189 | 0.3% |
| -3: Missing | 30 | 0.1% | 131,791 | 0.1% |
| .: Logical Skip | 28,647 | 93.5% | 243,334,270 | 97.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_INSTITUTION_1_7

Label: WHICH INSTITUTION REQUESTED CAPITAL FROM- ALTERNATIVE FINANCIAL SOURCE

Description: Which of the following describe the bank or financial institution from which received additional capital after start-up? Select all that apply
7. Alternative financial source [HOVER TEXT on “Alternative Financial Source”: Examples include payday lender, check cashing, pawn shop, money order/ transmission service, etc.]
[SHOW IF BO_ADDFINANCE_2 = 4 OR 5]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 1,722 | 5.6% | 6,849,763 | 2.7% |
| 1: Selected | 233 | 0.8% | 598,560 | 0.2% |
| -3: Missing | 30 | 0.1% | 131,791 | 0.1% |
| .: Logical Skip | 28,647 | 93.5% | 243,334,270 | 97.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_INSTITUTION_1_8

Label: WHICH INSTITUTION REQUESTED CAPITAL FROM- CDFI

Description: Which of the following describe the bank or financial institution from which received additional capital after start-up? Select all that apply
 8. Community development financial institution (CDFI) [HOVER TEXT on "Community development financial institution (CDFI)": Community development financial institutions are financial institutions that provide credit and financial services to underserved markets and populations. CDFIs are certified by the CDFI Fund at the US Department of the Treasury.] [SHOW IF BO_ADDFINANCE_2 = 4 OR 5]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 1,819 | 5.9% | 7,132,011 | 2.8% |
| 1: Selected | 136 | 0.4% | 316,312 | 0.1% |
| -3: Missing | 30 | 0.1% | 131,791 | 0.1% |
| .: Logical Skip | 28,647 | 93.5% | 243,334,270 | 97.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_INSTITUTION_1_9

Label: WHICH INSTITUTION REQUESTED CAPITAL FROM- OTHER INSTITUTION

Description: Which of the following describe the bank or financial institution from which received additional capital after start-up? Select all that apply
 9. Other institution, specify: [SHOW IF BO_ADDFINANCE_2 = 4 OR 5]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 1,933 | 6.3% | 7,213,112 | 2.9% |
| 1: Selected | 22 | 0.1% | 235,210 | 0.1% |
| -3: Missing | 30 | 0.1% | 131,791 | 0.1% |
| .: Logical Skip | 28,647 | 93.5% | 243,334,270 | 97.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_GRANT_TYPE_1_1

Label: SOURCE REQUESTED GRANT CAPITAL- GOVERNMENT SOURCE

Description: Which of the following describe the source from which you received grant capital after start-up? Select all that apply 1. Government source [SHOW IF BO_ADDFINANCE_2 = 10]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 77 | 0.3% | 423,635 | 0.2% |
| 1: Selected | 138 | 0.5% | 716,377 | 0.3% |
| .: Logical Skip | 30,417 | 99.3% | 249,774,371 | 99.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_GRANT_TYPE_1_2

Label: SOURCE REQUESTED GRANT CAPITAL- PRIVATE INSTITUTION

Description: Which of the following describe the source from which you received grant capital after start-up? Select all that apply 2. Private institution [SHOW IF BO_ADDFINANCE_2 = 10]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 121 | 0.4% | 782,082 | 0.3% |
| 1: Selected | 94 | 0.3% | 357,930 | 0.1% |
| .: Logical Skip | 30,417 | 99.3% | 249,774,371 | 99.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_GRANT_TYPE_1_3**Label: SOURCE REQUESTED GRANT CAPITAL- NON-PROFIT ORGANIZATION****Description: Which of the following describe the source from which you received grant capital after start-up? Select all that apply 3. Non-profit organization
[SHOW IF BO_ADDFINANCE_2 = 10]**

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|-----------------------|---------------|---------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 121 | 0.4% | 610,519 | 0.2% |
| 1: Selected | 94 | 0.3% | 529,493 | 0.2% |
| .: Logical Skip | 30,417 | 99.3% | 249,774,371 | 99.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_GRANT_TYPE_1_4**Label: SOURCE REQUESTED GRANT CAPITAL- OTHER GRANT SOURCE****Description: Which of the following describe the source from which you received grant capital after start-up? Select all that apply 4. Other grant source, specify:
[SHOW IF BO_ADDFINANCE_2 = 10]**

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|-----------------------|---------------|---------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 210 | 0.7% | 1,092,293 | 0.4% |
| 1: Selected | 5 | 0.0% | 47,719 | 0.0% |
| .: Logical Skip | 30,417 | 99.3% | 249,774,371 | 99.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_WS1_PUF

Label: PUF VARIABLE: ADDITIONAL FINANCING RECEIVED- PERSONAL

Description: PUF variable coded from BO_ADDFINANCE_WS1: You reported receiving the following sources of additional capital to continue your work as [INSERT DOV_JOB]. For each source of capital listed, please [CAWI: type; CATI: tell me] the dollar amount of the additional funding you received from each source. Your best estimate is fine. Please [CAWI: enter; CATI: tell me] in whole dollar amounts. [SHOW IF BO_ADDFINANCE_2_1 = 1] Personal/family home equity loan

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|------------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: 0 | 30 | 0.1% | 135,904 | 0.1% |
| 1: <100 | 158 | 0.5% | 341,965 | 0.1% |
| 2: 100-499 | 238 | 0.8% | 685,528 | 0.3% |
| 3: 500-999 | 72 | 0.2% | 255,500 | 0.1% |
| 4: 1,000-4,999 | 217 | 0.7% | 829,246 | 0.3% |
| 5: 5,000-9,999 | 100 | 0.3% | 299,394 | 0.1% |
| 6: 10,000-24,999 | 163 | 0.5% | 709,864 | 0.3% |
| 7: 25,000-49,999 | 58 | 0.2% | 275,010 | 0.1% |
| 8: 50,000-99,999 | 72 | 0.2% | 345,569 | 0.1% |
| 9: 100,000+ | 120 | 0.4% | 436,274 | 0.2% |
| -3: Missing | 53 | 0.2% | 399,479 | 0.2% |
| .: Logical Skip | 29,351 | 95.8% | 246,200,649 | 98.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_WS2_PUF

Label: PUF VARIABLE: ADDITIONAL FINANCING RECEIVED-
PERSONAL/BUSINESS CREDIT CARD

Description: PUF variable coded from BO_ADDFINANCE_WS1: You reported receiving the following sources of additional capital to continue your work as [INSERT DOV_JOB]. For each source of capital listed, please [CAWI: type; CATI: tell me] the dollar amount of the additional funding you received from each source. Your best estimate is fine. Please [CAWI: enter; CATI: tell me] in whole dollar amounts. [SHOW IF BO_ADDFINANCE_2_2 = 1] Personal credit card(s) carrying balances

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: 0 | 46 | 0.2% | 196,945 | 0.1% |
| 1: <100 | 311 | 1.0% | 637,684 | 0.3% |
| 2: 100-499 | 353 | 1.2% | 971,465 | 0.4% |
| 3: 500-999 | 156 | 0.5% | 458,251 | 0.2% |
| 4: 1,000-4,999 | 373 | 1.2% | 1,455,986 | 0.6% |
| 5: 5,000-9,999 | 209 | 0.7% | 954,397 | 0.4% |
| 6: 10,000-24,999 | 212 | 0.7% | 1,209,124 | 0.5% |
| 7: 25,000-49,999 | 109 | 0.4% | 418,235 | 0.2% |
| 8: 50,000-99,999 | 108 | 0.4% | 514,866 | 0.2% |
| 9: 100,000+ | 133 | 0.4% | 237,779 | 0.1% |
| -3: Missing | 117 | 0.4% | 575,073 | 0.2% |
| ..: Logical Skip | 28,505 | 93.1% | 243,284,576 | 97.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_WS3_PUF

Label: PUF VARIABLE: ADDITIONAL FINANCING RECEIVED-
LOCAL/NATIONAL BANK

Description: PUF variable coded from BO_ADDFINANCE_WS1: You reported receiving the following sources of additional capital to continue your work as [INSERT DOV_JOB]. For each source of capital listed, please [CAWI: type; CATI: tell me] the dollar amount of the additional funding you received from each source. Your best estimate is fine. Please [CAWI: enter; CATI: tell me] in whole dollar amounts. [SHOW IF BO_ADDFINANCE_2_3 = 1] Business credit card(s) carrying balances

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: 0 | 34 | 0.1% | 158,634 | 0.1% |
| 1:<1,000 | 580 | 1.9% | 1,380,669 | 0.6% |
| 2: 1,000-9,999 | 356 | 1.2% | 1,164,124 | 0.5% |
| 3:10,000-24,999 | 150 | 0.5% | 685,582 | 0.3% |
| 4: 25,000+ | 344 | 1.1% | 2,036,360 | 0.8% |
| -3: Missing | 88 | 0.3% | 396,091 | 0.2% |
| .: Logical Skip | 29,080 | 94.9% | 245,092,921 | 97.7% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_WS4_PUF

Label: PUF VARIABLE: ADDITIONAL FINANCING RECEIVED- FINANCIAL INSTITUTION

Description: PUF variable coded from BO_ADDFINANCE_WS1: You reported receiving the following sources of additional capital to continue your work as [INSERT DOV_JOB]. For each source of capital listed, please [CAWI: type; CATI: tell me] the dollar amount of the additional funding you received from each source. Your best estimate is fine. Please [CAWI: enter; CATI: tell me] in whole dollar amounts. [SHOW IF BO_ADDFINANCE_INSTITUTION_1_1 = 1] Small local bank

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: 0 | 30 | 0.1% | 97,401 | 0.0% |
| 1:<1,000 | 463 | 1.5% | 991,836 | 0.4% |
| 2: 1,000-9,999 | 293 | 1.0% | 943,037 | 0.4% |
| 3:10,000-24,999 | 114 | 0.4% | 566,016 | 0.2% |
| 4: 25,000+ | 227 | 0.7% | 917,184 | 0.4% |
| -3: Missing | 85 | 0.3% | 329,956 | 0.1% |
| .. Logical Skip | 29,420 | 96.0% | 247,068,954 | 98.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_WS5_PUF

Label: PUF VARIABLE: ADDITIONAL FINANCING RECEIVED-
CROWDFUNDING/COMMUNITY DEVELOPMENT

Description: PUF variable coded from BO_ADDFINANCE_WS1: You reported receiving the following sources of additional capital to continue your work as [INSERT DOV_JOB]. For each source of capital listed, please [CAWI: type; CATI: tell me] the dollar amount of the additional funding you received from each source. Your best estimate is fine. Please [CAWI: enter; CATI: tell me] in whole dollar amounts. [SHOW IF BO_ADDFINANCE_INSTITUTION_1_2 = 1] Large national bank

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: 0 | 15 | 0.0% | 54,489 | 0.0% |
| 1:<1,000 | 135 | 0.4% | 389,055 | 0.2% |
| 2: 1,000+ | 142 | 0.5% | 378,492 | 0.2% |
| -3: Missing | 44 | 0.1% | 161,564 | 0.1% |
| .. Logical Skip | 30,296 | 98.9% | 249,930,782 | 99.6% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_WS6_PUF

Label: PUF VARIABLE: ADDITIONAL FINANCING RECEIVED- GOVERNMENT
SOURCE

Description: PUF variable coded from BO_ADDFINANCE_WS1: You reported receiving the following sources of additional capital to continue your work as [INSERT DOV_JOB]. For each source of capital listed, please [CAWI: type; CATI: tell me] the dollar amount of the additional funding you received from each source. Your best estimate is fine. Please [CAWI: enter; CATI: tell me] in whole dollar amounts. [SHOW IF BO_ADDFINANCE_INSTITUTION_1_3 = 1] Financial services company

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|------|--------------|------|
| | COUNT | PCT | COUNT | PCT |
| 0: 0 | 38 | 0.1% | 204,809 | 0.1% |
| 1:<1,000 | 328 | 1.1% | 812,871 | 0.3% |
| 2: 1,000-9,999 | 199 | 0.6% | 687,842 | 0.3% |
| 3:10,000-24,999 | 72 | 0.2% | 231,163 | 0.1% |

Issued: October 16, 2023

Variable: BO_ADDFINANCE_WS6_PUF

Label: PUF VARIABLE: ADDITIONAL FINANCING RECEIVED- GOVERNMENT SOURCE

Description: PUF variable coded from BO_ADDFINANCE_WS1: You reported receiving the following sources of additional capital to continue your work as [INSERT DOV_JOB]. For each source of capital listed, please [CAWI: type; CATI: tell me] the dollar amount of the additional funding you received from each source. Your best estimate is fine. Please [CAWI: enter; CATI: tell me] in whole dollar amounts. [SHOW IF BO_ADDFINANCE_INSTITUTION_1_3 = 1] Financial services company

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 4: 25,000+ | 136 | 0.4% | 526,003 | 0.2% |
| -3: Missing | 73 | 0.2% | 296,170 | 0.1% |
| .: Logical Skip | 29,786 | 97.2% | 248,155,524 | 98.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_WS7_PUF

Label: PUF VARIABLE: ADDITIONAL FINANCING RECEIVED- BUSINESS LOAN FROM FAMILY

Description: PUF variable coded from BO_ADDFINANCE_WS1: You reported receiving the following sources of additional capital to continue your work as [INSERT DOV_JOB]. For each source of capital listed, please [CAWI: type; CATI: tell me] the dollar amount of the additional funding you received from each source. Your best estimate is fine. Please [CAWI: enter; CATI: tell me] in whole dollar amounts. [SHOW IF BO_ADDFINANCE_INSTITUTION_1_4 = 1] Online lender/fintech lender

| | __ Unweighted __ | | __ Weighted __ | |
|-------------|------------------|------|----------------|------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: 0 | 13 | 0.0% | 39,339 | 0.0% |
| 1:<1,000 | 245 | 0.8% | 631,762 | 0.3% |
| 2: 1,000+ | 262 | 0.9% | 922,765 | 0.4% |
| -3: Missing | 62 | 0.2% | 250,332 | 0.1% |

Variable: BO_ADDFINANCE_WS7_PUF

Label: PUF VARIABLE: ADDITIONAL FINANCING RECEIVED- BUSINESS LOAN FROM FAMILY

Description: PUF variable coded from BO_ADDFINANCE_WS1: You reported receiving the following sources of additional capital to continue your work as [INSERT DOV_JOB]. For each source of capital listed, please [CAWI: type; CATI: tell me] the dollar amount of the additional funding you received from each source. Your best estimate is fine. Please [CAWI: enter; CATI: tell me] in whole dollar amounts. [SHOW IF BO_ADDFINANCE_INSTITUTION_1_4 = 1] Online lender/fintech lender

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| .: Logical Skip | 30,050 | 98.1% | 249,070,185 | 99.3% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_WS8_PUF

Label: PUF VARIABLE: ADDITIONAL FINANCING RECEIVED- VENTURE CAPITALISTS

Description: PUF variable coded from BO_ADDFINANCE_WS1: You reported receiving the following sources of additional capital to continue your work as [INSERT DOV_JOB]. For each source of capital listed, please [CAWI: type; CATI: tell me] the dollar amount of the additional funding you received from each source. Your best estimate is fine. Please [CAWI: enter; CATI: tell me] in whole dollar amounts. [SHOW IF BO_ADDFINANCE_INSTITUTION_1_5 = 1] Credit union

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: 0 | 19 | 0.1% | 53,900 | 0.0% |
| 1:<1,000 | 178 | 0.6% | 437,378 | 0.2% |
| 2: 1,000+ | 210 | 0.7% | 635,043 | 0.3% |
| -3: Missing | 41 | 0.1% | 200,618 | 0.1% |
| .: Logical Skip | 30,184 | 98.5% | 249,587,443 | 99.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_WS9_PUF

Label: PUF VARIABLE: ADDITIONAL FINANCING RECEIVED- OTHER

Description: PUF variable coded from BO_ADDFINANCE_WS1: You reported receiving the following sources of additional capital to continue your work as [INSERT DOV_JOB]. For each source of capital listed, please [CAWI: type; CATI: tell me] the dollar amount of the additional funding you received from each source. Your best estimate is fine. Please [CAWI: enter; CATI: tell me] in whole dollar amounts. [SHOW IF BO_ADDFINANCE_INSTITUTION_1_6 = 1] Finance company

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: 0 | 21 | 0.1% | 120,993 | 0.0% |
| 1:<1,000 | 56 | 0.2% | 198,995 | 0.1% |
| 2: 1,000+ | 138 | 0.5% | 877,111 | 0.3% |
| -3: Missing | 22 | 0.1% | 106,697 | 0.0% |
| .: Logical Skip | 30,395 | 99.2% | 249,610,587 | 99.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_WS_TOTAL_PUF

Label: PUF VARIABLE: ADDITIONAL FINANCING RECEIVED- TOTAL

Description: PUF variable total amount of additional capital coded from BO_ADDFINANCE_WS1 through BO_ADDFINANCE_WS21

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|------|--------------|------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: 0 | 83 | 0.3% | 477,338 | 0.2% |
| 1: <100 | 248 | 0.8% | 523,199 | 0.2% |
| 2: 100-499 | 480 | 1.6% | 1,337,909 | 0.5% |
| 3: 500-999 | 267 | 0.9% | 782,066 | 0.3% |
| 4: 1,000-4,999 | 615 | 2.0% | 2,444,935 | 1.0% |
| 5: 5,000-9,999 | 331 | 1.1% | 1,336,294 | 0.5% |
| 6: 10,000-24,999 | 489 | 1.6% | 2,414,716 | 1.0% |
| 7: 25,000-49,999 | 274 | 0.9% | 1,293,562 | 0.5% |
| 8: 50,000-74,999 | 190 | 0.6% | 861,229 | 0.3% |

Issued: October 16, 2023

Variable: BO_ADDFINANCE_WS_TOTAL_PUF

Label: PUF VARIABLE: ADDITIONAL FINANCING RECEIVED- TOTAL

Description: PUF variable total amount of additional capital coded from
BO_ADDFINANCE_WS1 through BO_ADDFINANCE_WS21

| LABEL | __Unweighted__ | | __Weighted__ | |
|---------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 9: 75,000-99,999 | 82 | 0.3% | 507,754 | 0.2% |
| 10: 100,000-249,999 | 292 | 1.0% | 1,575,302 | 0.6% |
| 11: 250,000-499,999 | 101 | 0.3% | 450,202 | 0.2% |
| 12: 500,000+ | 217 | 0.7% | 748,976 | 0.3% |
| -3: Missing | 177 | 0.6% | 1,162,605 | 0.5% |
| .: Logical Skip | 26,786 | 87.4% | 234,998,294 | 93.7% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_3A

Label: CAPITAL APPLIED DID YOU RECEIVE- BUSINESS CARD

Description: Of the sources of capital you used for additional financing after start-up,
did you receive as much funding as you requested? A. Business credit
card(s) carrying balances [SHOW IF BO_ADDFINANCE_2_3 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------------------------------------------------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Yes, I received as much (or more) funding as I requested from this source | 923 | 3.0% | 2,992,850 | 1.2% |
| 2: No, I received less funding than I requested from this source | 130 | 0.4% | 540,615 | 0.2% |
| -3: Missing | 12 | 0.0% | 22,374 | 0.0% |
| .: Logical Skip | 29,567 | 96.5% | 247,358,543 | 98.6% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_3B

Label: CAPITAL APPLIED DID YOU RECEIVE- GOVERNMENT-GUARANTEED BUSINESS LOAN

Description: Of the sources of capital you used for additional financing after start-up, did you receive as much funding as you requested? B. Government-guaranteed business loan from a bank or financial institutions, including SBA-guaranteed loans [SHOW IF BO_ADDFINANCE_2_4 = 1]

| | __Unweighted__ | | __Weighted__ | |
|------------------------------------------------------------------------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes, I received as much (or more) funding as I requested from this source | 944 | 3.1% | 2,508,142 | 1.0% |
| 2: No, I received less funding than I requested from this source | 137 | 0.4% | 575,159 | 0.2% |
| -3: Missing | 20 | 0.1% | 44,189 | 0.0% |
| .: Logical Skip | 29,531 | 96.4% | 247,786,893 | 98.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_3C

Label: CAPITAL APPLIED DID YOU RECEIVE- BUSINESS LOAN FROM A BANK

Description: Of the sources of capital you used for additional financing after start-up, did you receive as much funding as you requested? C. Business loan from a bank or financial institution [SHOW IF BO_ADDFINANCE_2_5 = 1]

| | __Unweighted__ | | __Weighted__ | |
|------------------------------------------------------------------------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes, I received as much (or more) funding as I requested from this source | 851 | 2.8% | 3,838,828 | 1.5% |
| 2: No, I received less funding than I requested from this source | 168 | 0.5% | 570,873 | 0.2% |
| -3: Missing | 28 | 0.1% | 92,434 | 0.0% |
| .: Logical Skip | 29,585 | 96.6% | 246,412,247 | 98.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_3D

Label: CAPITAL APPLIED DID YOU RECEIVE- BUSINESS LOAN FROM GOVERNMENT

Description: Of the sources of capital you used for additional financing after start-up, did you receive as much funding as you requested? D. Business loan from a federal, state, or local government [SHOW IF BO_ADDFINANCE_2_6 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------------------------------------------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Yes, I received as much (or more) funding as I requested from this source | 488 | 1.6% | 1,268,808 | 0.5% |
| 2: No, I received less funding than I requested from this source | 132 | 0.4% | 391,371 | 0.2% |
| -3: Missing | 36 | 0.1% | 88,989 | 0.0% |
| .: Logical Skip | 29,976 | 97.9% | 249,165,214 | 99.3% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_3E

Label: CAPITAL APPLIED DID YOU RECEIVE- BUSINESS LOAN FROM FAMILY

Description: Of the sources of capital you used for additional financing after start-up, did you receive as much funding as you requested? E. Business loan/investment from family/friend(s) [SHOW IF BO_ADDFINANCE_2_7 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------------------------------------------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Yes, I received as much (or more) funding as I requested from this source | 404 | 1.3% | 1,143,798 | 0.5% |
| 2: No, I received less funding than I requested from this source | 88 | 0.3% | 387,250 | 0.2% |
| -3: Missing | 15 | 0.0% | 23,479 | 0.0% |
| .: Logical Skip | 30,125 | 98.3% | 249,359,856 | 99.4% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_3F

Label: CAPITAL APPLIED DID YOU RECEIVE- INVESTMENT BY VENTURE CAPITALIST

Description: Of the sources of capital you used for additional financing after start-up, did you receive as much funding as you requested? F. Investment by venture capitalist(s)/angel investor(s) [SHOW IF BO_ADDFINANCE_2_8 = 1]

| | __Unweighted__ | | __Weighted__ | |
|------------------------------------------------------------------------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes, I received as much (or more) funding as I requested from this source | 298 | 1.0% | 763,914 | 0.3% |
| 2: No, I received less funding than I requested from this source | 71 | 0.2% | 258,215 | 0.1% |
| -3: Missing | 19 | 0.1% | 50,292 | 0.0% |
| .: Logical Skip | 30,244 | 98.7% | 249,841,961 | 99.6% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_3G

Label: CAPITAL APPLIED DID YOU RECEIVE- CROWDFUNDING

Description: Of the sources of capital you used for additional financing after start-up, did you receive as much funding as you requested? G. Crowdfunding (Kickstarter, Indiegogo, etc.) [SHOW IF BO_ADDFINANCE_2_9 = 1]

| | __Unweighted__ | | __Weighted__ | |
|------------------------------------------------------------------------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes, I received as much (or more) funding as I requested from this source | 155 | 0.5% | 433,579 | 0.2% |
| 2: No, I received less funding than I requested from this source | 34 | 0.1% | 142,401 | 0.1% |
| -3: Missing | 10 | 0.0% | 14,368 | 0.0% |
| .: Logical Skip | 30,433 | 99.4% | 250,324,035 | 99.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_3H

Label: CAPITAL APPLIED DID YOU RECEIVE- GRANTS

Description: Of the sources of capital you used for additional financing after start-up, did you receive as much funding as you requested? H. Grants [SHOW IF BO_ADDFINANCE_2_10 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------------------------------------------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Yes, I received as much (or more) funding as I requested from this source | 129 | 0.4% | 788,342 | 0.3% |
| 2: No, I received less funding than I requested from this source | 43 | 0.1% | 206,859 | 0.1% |
| -3: Missing | 7 | 0.0% | 21,238 | 0.0% |
| .: Logical Skip | 30,453 | 99.4% | 249,897,944 | 99.6% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_3I

Label: CAPITAL APPLIED DID YOU RECEIVE- OTHER

Description: Of the sources of capital you used for additional financing after start-up, did you receive as much funding as you requested? I. [INSERT TEXTBOX RESPONSE FROM BO_ADDFINANCE_2_11_O] [SHOW IF BO_ADDFINANCE_2_11 = 1]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------------------------------------------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Yes, I received as much (or more) funding as I requested from this source | 62 | 0.2% | 421,128 | 0.2% |
| 2: No, I received less funding than I requested from this source | 13 | 0.0% | 36,939 | 0.0% |
| -3: Missing | 2 | 0.0% | 15,141 | 0.0% |
| .: Logical Skip | 30,555 | 99.7% | 250,441,175 | 99.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_4A

Label: CAPITAL NOT USE NOT RECEIVE- BUSINESS CREDIT CARD

Description: Of the sources of capital you did not use for additional financing after start-up, did you apply for or request funding but not receive any? A. Business credit card(s) carrying balances [SHOW IF BO_ADDFINANCE_2_3 = 0]

| LABEL | __Unweighted__ | | __Weighted__ | |
|----------------------------------------------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Yes, I requested funding from this source but did not receive any | 1,735 | 5.7% | 5,132,716 | 2.0% |
| 2: No, I did not request funding from this source | 1,018 | 3.3% | 7,117,606 | 2.8% |
| -3: Missing | 71 | 0.2% | 479,074 | 0.2% |
| .: Logical Skip | 27,808 | 90.8% | 238,184,987 | 94.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_4B

Label: CAPITAL NOT USE NOT RECEIVE- GOVERNMENT-GUARANTEED BUSINESS LOAN

Description: Of the sources of capital you did not use for additional financing after start-up, did you apply for or request funding but not receive any? B. Government-guaranteed business loan from a bank or financial institutions, including SBA-guaranteed loans [SHOW IF BO_ADDFINANCE_2_4 = 0]

| LABEL | __Unweighted__ | | __Weighted__ | |
|----------------------------------------------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Yes, I requested funding from this source but did not receive any | 1,480 | 4.8% | 4,367,346 | 1.7% |
| 2: No, I did not request funding from this source | 1,218 | 4.0% | 8,191,028 | 3.3% |
| -3: Missing | 90 | 0.3% | 599,371 | 0.2% |
| .: Logical Skip | 27,844 | 90.9% | 237,756,637 | 94.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_4C

Label: CAPITAL NOT USE NOT RECEIVE- BUSINESS LOAN FROM A BANK

Description: Of the sources of capital you did not use for additional financing after start-up, did you apply for or request funding but not receive any? C. Business loan from a bank or financial institution [SHOW IF BO_ADDFINANCE_2_5 = 0]

| | __Unweighted__ | | __Weighted__ | |
|----------------------------------------------------------------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes, I requested funding from this source but did not receive any | 1,621 | 5.3% | 4,667,532 | 1.9% |
| 2: No, I did not request funding from this source | 1,107 | 3.6% | 6,452,746 | 2.6% |
| -3: Missing | 114 | 0.4% | 662,822 | 0.3% |
| .: Logical Skip | 27,790 | 90.7% | 239,131,283 | 95.3% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_4D

Label: CAPITAL NOT USE NOT RECEIVE- BUSINESS LOAN FROM GOVERNMENT

Description: Of the sources of capital you did not use for additional financing after start-up, did you apply for or request funding but not receive any? D. Business loan from a federal, state, or local government [SHOW IF BO_ADDFINANCE_2_6 = 0]

| | __Unweighted__ | | __Weighted__ | |
|----------------------------------------------------------------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes, I requested funding from this source but did not receive any | 1,704 | 5.6% | 4,757,114 | 1.9% |
| 2: No, I did not request funding from this source | 1,418 | 4.6% | 9,102,257 | 3.6% |
| -3: Missing | 111 | 0.4% | 676,696 | 0.3% |
| .: Logical Skip | 27,399 | 89.4% | 236,378,316 | 94.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_4E

Label: CAPITAL NOT USE NOT RECEIVE- BUSINESS LOAN FROM FAMILY

Description: Of the sources of capital you did not use for additional financing after start-up, did you apply for or request funding but not receive any? E. Business loan/investment from family/friend(s) [SHOW IF BO_ADDFINANCE_2_7 = 0]

| | __Unweighted__ | | __Weighted__ | |
|----------------------------------------------------------------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes, I requested funding from this source but did not receive any | 1,834 | 6.0% | 5,118,735 | 2.0% |
| 2: No, I did not request funding from this source | 1,417 | 4.6% | 8,828,001 | 3.5% |
| -3: Missing | 131 | 0.4% | 783,973 | 0.3% |
| ..: Logical Skip | 27,250 | 89.0% | 236,183,674 | 94.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_4F

Label: CAPITAL NOT USE NOT RECEIVE- INVESTMENT BY VENTURE CAPITALIST

Description: Of the sources of capital you did not use for additional financing after start-up, did you apply for or request funding but not receive any? F. Investment by venture capitalist(s)/angel investor(s) [SHOW IF BO_ADDFINANCE_2_8 = 0]

| | __Unweighted__ | | __Weighted__ | |
|----------------------------------------------------------------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes, I requested funding from this source but did not receive any | 1,815 | 5.9% | 4,650,794 | 1.9% |
| 2: No, I did not request funding from this source | 1,551 | 5.1% | 9,823,189 | 3.9% |
| -3: Missing | 135 | 0.4% | 738,831 | 0.3% |
| ..: Logical Skip | 27,131 | 88.6% | 235,701,568 | 93.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_4G

Label: CAPITAL NOT USE NOT RECEIVE- CROWDFUNDING

Description: Of the sources of capital you did not use for additional financing after start-up, did you apply for or request funding but not receive any? G. Crowdfunding (Kickstarter, Indiegogo, etc.) [SHOW IF BO_ADDFINANCE_2_9 = 0]

| LABEL | __Unweighted__ | | __Weighted__ | |
|----------------------------------------------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Yes, I requested funding from this source but did not receive any | 1,898 | 6.2% | 4,793,651 | 1.9% |
| 2: No, I did not request funding from this source | 1,658 | 5.4% | 9,994,912 | 4.0% |
| -3: Missing | 134 | 0.4% | 906,325 | 0.4% |
| ..: Logical Skip | 26,942 | 88.0% | 235,219,495 | 93.7% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_4H

Label: CAPITAL NOT USE NOT RECEIVE- GRANTS

Description: Of the sources of capital you did not use for additional financing after start-up, did you apply for or request funding but not receive any? H. Grants [SHOW IF BO_ADDFINANCE_2_10 = 0]

| LABEL | __Unweighted__ | | __Weighted__ | |
|----------------------------------------------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Yes, I requested funding from this source but did not receive any | 1,991 | 6.5% | 3,957,604 | 1.6% |
| 2: No, I did not request funding from this source | 1,501 | 4.9% | 9,967,289 | 4.0% |
| -3: Missing | 218 | 0.7% | 1,343,905 | 0.5% |
| ..: Logical Skip | 26,922 | 87.9% | 235,645,586 | 93.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_5_1

Label: DECLINED FUNDING ADDITIONAL-POOR CREDIT SCORE

Description: What reason(s) were you given as to why you were declined funding?
Select all that apply. 1. Low or poor credit score [SHOW IF
ANY(BO_ADDFINANCE_4_A-BO_ADDFINANCE_4_F= 1)]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|-----------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,227 | 7.3% | 6,772,845 | 2.7% |
| 1: Selected | 799 | 2.6% | 2,617,186 | 1.0% |
| -3: Missing | 33 | 0.1% | 99,109 | 0.0% |
| .: Logical Skip | 27,573 | 90.0% | 241,425,243 | 96.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_5_2

Label: DECLINED FUNDING ADDITIONAL-CREDIT HISTORY

Description: What reason(s) were you given as to why you were declined funding?
Select all that apply. 2. Limited credit history [SHOW IF
ANY(BO_ADDFINANCE_4_A-BO_ADDFINANCE_4_F= 1)]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|-----------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,072 | 6.8% | 6,512,851 | 2.6% |
| 1: Selected | 954 | 3.1% | 2,877,179 | 1.1% |
| -3: Missing | 33 | 0.1% | 99,109 | 0.0% |
| .: Logical Skip | 27,573 | 90.0% | 241,425,243 | 96.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_5_3

Label: DECLINED FUNDING ADDITIONAL-MISSED PAYMENTS

Description: What reason(s) were you given as to why you were declined funding?
Select all that apply. 3. History of late/missed payments [SHOW IF
ANY(BO_ADDFINANCE_4_A-BO_ADDFINANCE_4_F= 1)]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,317 | 7.6% | 7,204,063 | 2.9% |
| 1: Selected | 709 | 2.3% | 2,185,967 | 0.9% |
| -3: Missing | 33 | 0.1% | 99,109 | 0.0% |
| .: Logical Skip | 27,573 | 90.0% | 241,425,243 | 96.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_5_4

Label: DECLINED FUNDING ADDITIONAL-AGE OF BUSINESS

Description: What reason(s) were you given as to why you were declined funding?
Select all that apply. 4. Age of business [SHOW IF
ANY(BO_ADDFINANCE_4_A-BO_ADDFINANCE_4_F= 1)]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,061 | 6.7% | 6,726,935 | 2.7% |
| 1: Selected | 965 | 3.2% | 2,663,095 | 1.1% |
| -3: Missing | 33 | 0.1% | 99,109 | 0.0% |
| .: Logical Skip | 27,573 | 90.0% | 241,425,243 | 96.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_5_5

Label: DECLINED FUNDING ADDITIONAL-PERSONAL BACKGROUND

Description: What reason(s) were you given as to why you were declined funding?
Select all that apply. 5. Personal background [SHOW IF
ANY(BO_ADDFINANCE_4_A-BO_ADDFINANCE_4_F= 1)]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|--------|----------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,261 | 7.4% | 7,332,331 | 2.9% |
| 1: Selected | 765 | 2.5% | 2,057,700 | 0.8% |
| -3: Missing | 33 | 0.1% | 99,109 | 0.0% |
| .: Logical Skip | 27,573 | 90.0% | 241,425,243 | 96.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_5_6

Label: DECLINED FUNDING ADDITIONAL-COLLATERAL

Description: What reason(s) were you given as to why you were declined funding?
Select all that apply. 6. Insufficient collateral [SHOW IF
ANY(BO_ADDFINANCE_4_A-BO_ADDFINANCE_4_F= 1)]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|--------|----------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,322 | 7.6% | 7,387,176 | 2.9% |
| 1: Selected | 704 | 2.3% | 2,002,855 | 0.8% |
| -3: Missing | 33 | 0.1% | 99,109 | 0.0% |
| .: Logical Skip | 27,573 | 90.0% | 241,425,243 | 96.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_5_7

Label: DECLINED FUNDING ADDITIONAL-BUSINESS PLAN

Description: What reason(s) were you given as to why you were declined funding?
Select all that apply. 7. Inadequate business plan [SHOW IF
ANY(BO_ADDFINANCE_4_A-BO_ADDFINANCE_4_F= 1)]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,481 | 8.1% | 8,119,546 | 3.2% |
| 1: Selected | 545 | 1.8% | 1,270,485 | 0.5% |
| -3: Missing | 33 | 0.1% | 99,109 | 0.0% |
| .: Logical Skip | 27,573 | 90.0% | 241,425,243 | 96.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_5_8

Label: DECLINED FUNDING ADDITIONAL-TOO RISKY

Description: What reason(s) were you given as to why you were declined funding?
Select all that apply. 8. Business was too risky [SHOW IF
ANY(BO_ADDFINANCE_4_A-BO_ADDFINANCE_4_F= 1)]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,417 | 7.9% | 7,688,050 | 3.1% |
| 1: Selected | 609 | 2.0% | 1,701,980 | 0.7% |
| -3: Missing | 33 | 0.1% | 99,109 | 0.0% |
| .: Logical Skip | 27,573 | 90.0% | 241,425,243 | 96.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_5_9

Label: DECLINED FUNDING ADDITIONAL-UNDESIRABLE INDUSTRY

Description: What reason(s) were you given as to why you were declined funding?
Select all that apply. 9. Business located in an undesirable industry
[SHOW IF ANY(BO_ADDFINANCE_4_A-BO_ADDFINANCE_4_F=1)]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,589 | 8.5% | 8,412,535 | 3.4% |
| 1: Selected | 437 | 1.4% | 977,496 | 0.4% |
| -3: Missing | 33 | 0.1% | 99,109 | 0.0% |
| .: Logical Skip | 27,573 | 90.0% | 241,425,243 | 96.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_5_10

Label: DECLINED FUNDING ADDITIONAL-UNDESIRABLE LOCATION

Description: What reason(s) were you given as to why you were declined funding?
Select all that apply. 10. Business located in an undesirable location
[SHOW IF ANY(BO_ADDFINANCE_4_A-BO_ADDFINANCE_4_F=1)]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,653 | 8.7% | 8,495,601 | 3.4% |
| 1: Selected | 373 | 1.2% | 894,430 | 0.4% |
| -3: Missing | 33 | 0.1% | 99,109 | 0.0% |
| .: Logical Skip | 27,573 | 90.0% | 241,425,243 | 96.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_5_11

Label: DECLINED FUNDING ADDITIONAL-NO RELATIONSHIP WITHBANK

Description: What reason(s) were you given as to why you were declined funding?
Select all that apply. 11. No or limited pre-existing relationship with the bank [SHOW IF
ANY(BO_ADDFINANCE_4_A-BO_ADDFINANCE_4_F= 1)]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,836 | 9.3% | 8,853,397 | 3.5% |
| 1: Selected | 190 | 0.6% | 536,634 | 0.2% |
| -3: Missing | 33 | 0.1% | 99,109 | 0.0% |
| .: Logical Skip | 27,573 | 90.0% | 241,425,243 | 96.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_5_12

Label: DECLINED FUNDING ADDITIONAL-NOT GIVEN A REASON

Description: What reason(s) were you given as to why you were declined funding?
Select all that apply. 12. I was not given a reason [SHOW IF
ANY(BO_ADDFINANCE_4_A-BO_ADDFINANCE_4_F= 1)]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,893 | 9.4% | 8,738,710 | 3.5% |
| 1: Selected | 133 | 0.4% | 651,320 | 0.3% |
| -3: Missing | 33 | 0.1% | 99,109 | 0.0% |
| .: Logical Skip | 27,573 | 90.0% | 241,425,243 | 96.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_5_13

Label: DECLINED FUNDING ADDITIONAL-OTHER

Description: What reason(s) were you given as to why you were declined funding?
Select all that apply. 13. Other (specify): [SHOW IF
ANY(BO_ADDFINANCE_4_A-BO_ADDFINANCE_4_F= 1)]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|--------|----------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,000 | 9.8% | 9,173,738 | 3.7% |
| 1: Selected | 26 | 0.1% | 216,292 | 0.1% |
| -3: Missing | 33 | 0.1% | 99,109 | 0.0% |
| .: Logical Skip | 27,573 | 90.0% | 241,425,243 | 96.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_6_1

Label: NOT REQUEST GRANT FUNDING- FIND OPPORTUNITIES

Description: You reported not requesting grant funding for additional financing after
start-up. Why did you choose not to request grant funding? Select all that
apply. 1. I did not know about or how to find grant opportunities [SHOW
IF BO_ADDFINANCE_1 = 1 AND BO_ADDFINANCE_4_H = 2]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|--------|----------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 876 | 2.9% | 5,488,777 | 2.2% |
| 1: Selected | 602 | 2.0% | 4,257,005 | 1.7% |
| -5: Don't know | 1 | 0.0% | 5,862 | 0.0% |
| -3: Missing | 22 | 0.1% | 215,643 | 0.1% |
| .: Logical Skip | 29,131 | 95.1% | 240,947,094 | 96.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_6_2

Label: NOT REQUEST GRANT FUNDING- QUALIFY FOR GRANT

Description: You reported not requesting grant funding for additional financing after start-up. Why did you choose not to request grant funding? Select all that apply. 2. I or my business did not qualify for the grant [SHOW IF BO_ADDFINANCE_1 = 1 AND BO_ADDFINANCE_4_H = 2]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 1,072 | 3.5% | 7,250,707 | 2.9% |
| 1: Selected | 406 | 1.3% | 2,495,076 | 1.0% |
| -5: Don't know | 1 | 0.0% | 5,862 | 0.0% |
| -3: Missing | 22 | 0.1% | 215,643 | 0.1% |
| .: Logical Skip | 29,131 | 95.1% | 240,947,094 | 96.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_6_3

Label: NOT REQUEST GRANT FUNDING- UNLIKELY RECEIVE GRANT

Description: You reported not requesting grant funding for additional financing after start-up. Why did you choose not to request grant funding? Select all that apply. 3. I thought it was unlikely I would receive the grant [SHOW IF BO_ADDFINANCE_1 = 1 AND BO_ADDFINANCE_4_H = 2]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 1,049 | 3.4% | 7,112,724 | 2.8% |
| 1: Selected | 429 | 1.4% | 2,633,059 | 1.0% |
| -5: Don't know | 1 | 0.0% | 5,862 | 0.0% |
| -3: Missing | 22 | 0.1% | 215,643 | 0.1% |
| .: Logical Skip | 29,131 | 95.1% | 240,947,094 | 96.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_6_4

Label: NOT REQUEST GRANT FUNDING- TOO DIFFICULT

Description: You reported not requesting grant funding for additional financing after start-up. Why did you choose not to request grant funding? Select all that apply. 4. Too difficult to apply for grants [SHOW IF BO_ADDFINANCE_1 = 1 AND BO_ADDFINANCE_4_H = 2]

| | ___Unweighted___ | | ___Weighted___ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 1,134 | 3.7% | 7,660,275 | 3.1% |
| 1: Selected | 344 | 1.1% | 2,085,508 | 0.8% |
| -5: Don't know | 1 | 0.0% | 5,862 | 0.0% |
| -3: Missing | 22 | 0.1% | 215,643 | 0.1% |
| .: Logical Skip | 29,131 | 95.1% | 240,947,094 | 96.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_6_5

Label: NOT REQUEST GRANT FUNDING- REQUIREMENTS

Description: You reported not requesting grant funding for additional financing after start-up. Why did you choose not to request grant funding? Select all that apply. 5. It would be difficult to adhere to the grant accounting and reporting requirements [SHOW IF BO_ADDFINANCE_1 = 1 AND BO_ADDFINANCE_4_H = 2]

| | ___Unweighted___ | | ___Weighted___ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 1,245 | 4.1% | 8,563,107 | 3.4% |
| 1: Selected | 233 | 0.8% | 1,182,676 | 0.5% |
| -5: Don't know | 1 | 0.0% | 5,862 | 0.0% |
| -3: Missing | 22 | 0.1% | 215,643 | 0.1% |
| .: Logical Skip | 29,131 | 95.1% | 240,947,094 | 96.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_6_6

Label: NOT REQUEST GRANT FUNDING- ONLY COVER A PORTION

Description: You reported not requesting grant funding for additional financing after start-up. Why did you choose not to request grant funding? Select all that apply. 6. The grant/s would only cover a portion of the funding needed [SHOW IF BO_ADDFINANCE_1 = 1 AND BO_ADDFINANCE_4_H = 2]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 1,333 | 4.4% | 9,089,028 | 3.6% |
| 1: Selected | 145 | 0.5% | 656,755 | 0.3% |
| -5: Don't know | 1 | 0.0% | 5,862 | 0.0% |
| -3: Missing | 22 | 0.1% | 215,643 | 0.1% |
| .: Logical Skip | 29,131 | 95.1% | 240,947,094 | 96.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_6_7

Label: NOT REQUEST GRANT FUNDING- OTHER

Description: You reported not requesting grant funding for additional financing after start-up. Why did you choose not to request grant funding? Select all that apply. 7. Other (specify): [SHOW IF BO_ADDFINANCE_1 = 1 AND BO_ADDFINANCE_4_H = 2]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 1,386 | 4.5% | 8,803,382 | 3.5% |
| 1: Selected | 92 | 0.3% | 942,401 | 0.4% |
| -5: Don't know | 1 | 0.0% | 5,862 | 0.0% |
| -3: Missing | 22 | 0.1% | 215,643 | 0.1% |
| .: Logical Skip | 29,131 | 95.1% | 240,947,094 | 96.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_7_1

Label: NOT REQUEST FROM A BANK- POOR CREDIT SCORE

Description: You reported not requesting funding from a bank for additional financing after start-up. Why did you choose not to request funding from a bank?
Select all that apply. 1. Low or poor credit score [SHOW IF
BO_ADDFINANCE_1 = 1 AND BO_ADDFINANCE_4_B = 2 AND
BO_ADDFINANCE_4_C = 2]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 461 | 1.5% | 3,554,769 | 1.4% |
| 1: Selected | 171 | 0.6% | 835,112 | 0.3% |
| -3: Missing | 10 | 0.0% | 91,285 | 0.0% |
| .: Logical Skip | 29,990 | 97.9% | 246,433,217 | 98.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_7_2

Label: NOT REQUEST FROM A BANK- LACK OF RELATIONSHIP

Description: You reported not requesting funding from a bank for additional financing after start-up. Why did you choose not to request funding from a bank?
Select all that apply. 2. Lack of relationship with bank/financial institution
[SHOW IF BO_ADDFINANCE_1 = 1 AND BO_ADDFINANCE_4_B =
2 AND BO_ADDFINANCE_4_C = 2]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 506 | 1.7% | 3,651,270 | 1.5% |
| 1: Selected | 126 | 0.4% | 738,611 | 0.3% |
| -3: Missing | 10 | 0.0% | 91,285 | 0.0% |
| .: Logical Skip | 29,990 | 97.9% | 246,433,217 | 98.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_7_3

Label: NOT REQUEST FROM A BANK- NOT TAKE ON DEBT

Description: You reported not requesting funding from a bank for additional financing after start-up. Why did you choose not to request funding from a bank? Select all that apply. 3. Did not want to take on debt [SHOW IF BO_ADDFINANCE_1 = 1 AND BO_ADDFINANCE_4_B = 2 AND BO_ADDFINANCE_4_C = 2]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 343 | 1.1% | 2,081,139 | 0.8% |
| 1: Selected | 289 | 0.9% | 2,308,742 | 0.9% |
| -3: Missing | 10 | 0.0% | 91,285 | 0.0% |
| .: Logical Skip | 29,990 | 97.9% | 246,433,217 | 98.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_7_4

Label: NOT REQUEST FROM A BANK- INTEREST RATE

Description: You reported not requesting funding from a bank for additional financing after start-up. Why did you choose not to request funding from a bank? Select all that apply. 4. Expected unfavorable interest rate [SHOW IF BO_ADDFINANCE_1 = 1 AND BO_ADDFINANCE_4_B = 2 AND BO_ADDFINANCE_4_C = 2]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 501 | 1.6% | 3,654,738 | 1.5% |
| 1: Selected | 131 | 0.4% | 735,143 | 0.3% |
| -3: Missing | 10 | 0.0% | 91,285 | 0.0% |
| .: Logical Skip | 29,990 | 97.9% | 246,433,217 | 98.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_7_5

Label: NOT REQUEST FROM A BANK- REPAYMENT TERMS

Description: You reported not requesting funding from a bank for additional financing after start-up. Why did you choose not to request funding from a bank?
Select all that apply. 5. Expected unfavorable loan repayment terms
[SHOW IF BO_ADDFINANCE_1 = 1 AND BO_ADDFINANCE_4_B = 2 AND BO_ADDFINANCE_4_C = 2]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 551 | 1.8% | 3,897,655 | 1.6% |
| 1: Selected | 81 | 0.3% | 492,226 | 0.2% |
| -3: Missing | 10 | 0.0% | 91,285 | 0.0% |
| .: Logical Skip | 29,990 | 97.9% | 246,433,217 | 98.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_7_6

Label: NOT REQUEST FROM A BANK- EXPECTED TO BE DECLINED

Description: You reported not requesting funding from a bank for additional financing after start-up. Why did you choose not to request funding from a bank?
Select all that apply. 6. Expected to be declined [SHOW IF
BO_ADDFINANCE_1 = 1 AND BO_ADDFINANCE_4_B = 2 AND
BO_ADDFINANCE_4_C = 2]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 524 | 1.7% | 3,662,726 | 1.5% |
| 1: Selected | 108 | 0.4% | 727,156 | 0.3% |
| -3: Missing | 10 | 0.0% | 91,285 | 0.0% |
| .: Logical Skip | 29,990 | 97.9% | 246,433,217 | 98.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_7_7

Label: NOT REQUEST FROM A BANK- OTHER

Description: You reported not requesting funding from a bank for additional financing after start-up. Why did you choose not to request funding from a bank?
Select all that apply. 7. Other (specify): [SHOW IF
BO_ADDFINANCE_1 = 1 AND BO_ADDFINANCE_4_B = 2 AND
BO_ADDFINANCE_4_C = 2]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 576 | 1.9% | 3,851,424 | 1.5% |
| 1: Selected | 56 | 0.2% | 538,457 | 0.2% |
| -3: Missing | 10 | 0.0% | 91,285 | 0.0% |
| .: Logical Skip | 29,990 | 97.9% | 246,433,217 | 98.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_8_1

Label: NOT REQUEST FROM THE FOLLOWING- POOR CREDIT SCORE

Description: You reported not requesting funding from the following [IF COUNT_BOFN4>1: sources /else: source]: [SHOW IF BO_ADDFINANCE_4_A = 2] Business credit card(s) carrying balances, [SHOW IF BO_ADDFINANCE_4_D = 2] Business loan from a federal, state, or local government, [SHOW IF BO_ADDFINANCE_4_E = 2] Business loan/investment from family/friend(s), [SHOW IF BO_ADDFINANCE_4_F = 2] Investment by venture capitalist(s)/angel investor(s), [SHOW IF BO_ADDFINANCE_4_G = 2] Crowdfunding (Kickstarter, Indiegogo, etc.) Why did you choose not to request funding from [IF COUNT_BOFN4>1: these sources /else: this source] for additional financing after start-up? Select all that apply. 1. Low or poor credit score [SHOW IF BO_ADDFINANCE_1 = 1 AND (BO_ADDFINANCE_4_A=2 OR BO_ADDFINANCE_4_D=2 OR BO_ADDFINANCE_4_E=2 OR BO_ADDFINANCE_4_F=2 OR BO_ADDFINANCE_4_G=2)]

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 1,803 | 5.9% | 10,034,136 | 4.0% |
| 1: Selected | 630 | 2.1% | 2,519,360 | 1.0% |
| -3: Missing | 38 | 0.1% | 190,388 | 0.1% |
| .: Logical Skip | 28,161 | 91.9% | 238,170,499 | 94.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_8_2

Label: NOT REQUEST FROM THE FOLLOWING- LACK OF RELATIONSHIP

Description: You reported not requesting funding from the following [IF COUNT_BOFN4>1: sources /else: source]: [SHOW IF BO_ADDFINANCE_4_A = 2] Business credit card(s) carrying balances, [SHOW IF BO_ADDFINANCE_4_D = 2] Business loan from a federal, state, or local government, [SHOW IF BO_ADDFINANCE_4_E = 2] Business loan/investment from family/friend(s), [SHOW IF BO_ADDFINANCE_4_F = 2] Investment by venture capitalist(s)/angel investor(s), [SHOW IF BO_ADDFINANCE_4_G = 2] Crowdfunding (Kickstarter, Indiegogo, etc.) Why did you choose not to request funding from [IF COUNT_BOFN4>1: these sources /else: this source] for additional financing after start-up? Select all that apply. 2. Lack of relationship with bank/financial institution [SHOW IF BO_ADDFINANCE_1 = 1 AND (BO_ADDFINANCE_4_A=2 OR BO_ADDFINANCE_4_D=2 OR BO_ADDFINANCE_4_E=2 OR BO_ADDFINANCE_4_F=2 OR BO_ADDFINANCE_4_G=2)]

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 1,602 | 5.2% | 9,442,496 | 3.8% |
| 1: Selected | 831 | 2.7% | 3,111,000 | 1.2% |
| -3: Missing | 38 | 0.1% | 190,388 | 0.1% |
| .: Logical Skip | 28,161 | 91.9% | 238,170,499 | 94.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_8_3

Label: NOT REQUEST FROM THE FOLLOWING- NOT TAKE ON DEBT

Description: You reported not requesting funding from the following [IF COUNT_BOFN4>1: sources /else: source]: [SHOW IF BO_ADDFINANCE_4_A = 2] Business credit card(s) carrying balances, [SHOW IF BO_ADDFINANCE_4_D = 2] Business loan from a federal, state, or local government, [SHOW IF BO_ADDFINANCE_4_E = 2] Business loan/investment from family/friend(s), [SHOW IF BO_ADDFINANCE_4_F = 2] Investment by venture capitalist(s)/angel investor(s), [SHOW IF BO_ADDFINANCE_4_G = 2] Crowdfunding (Kickstarter, Indiegogo, etc.) Why did you choose not to request funding from [IF COUNT_BOFN4>1: these sources /else: this source] for additional financing after start-up? Select all that apply. 3. Did not want to take on debt [SHOW IF BO_ADDFINANCE_1 = 1 AND (BO_ADDFINANCE_4_A=2 OR BO_ADDFINANCE_4_D=2 OR BO_ADDFINANCE_4_E=2 OR BO_ADDFINANCE_4_F=2 OR BO_ADDFINANCE_4_G=2)]

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 1,424 | 4.6% | 6,634,926 | 2.6% |
| 1: Selected | 1,009 | 3.3% | 5,918,569 | 2.4% |
| -3: Missing | 38 | 0.1% | 190,388 | 0.1% |
| .: Logical Skip | 28,161 | 91.9% | 238,170,499 | 94.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_8_4

Label: NOT REQUEST FROM THE FOLLOWING- INTEREST RATE

Description: You reported not requesting funding from the following [IF COUNT_BOFN4>1: sources /else: source]: [SHOW IF BO_ADDFINANCE_4_A = 2] Business credit card(s) carrying balances, [SHOW IF BO_ADDFINANCE_4_D = 2] Business loan from a federal, state, or local government, [SHOW IF BO_ADDFINANCE_4_E = 2] Business loan/investment from family/friend(s), [SHOW IF BO_ADDFINANCE_4_F = 2] Investment by venture capitalist(s)/angel investor(s), [SHOW IF BO_ADDFINANCE_4_G = 2] Crowdfunding (Kickstarter, Indiegogo, etc.) Why did you choose not to request funding from [IF COUNT_BOFN4>1: these sources /else: this source] for additional financing after start-up? Select all that apply. 4. Expected unfavorable interest rate [SHOW IF BO_ADDFINANCE_1 = 1 AND (BO_ADDFINANCE_4_A=2 OR BO_ADDFINANCE_4_D=2 OR BO_ADDFINANCE_4_E=2 OR BO_ADDFINANCE_4_F=2 OR BO_ADDFINANCE_4_G=2)]

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 1,764 | 5.8% | 9,758,070 | 3.9% |
| 1: Selected | 669 | 2.2% | 2,795,426 | 1.1% |
| -3: Missing | 38 | 0.1% | 190,388 | 0.1% |
| .: Logical Skip | 28,161 | 91.9% | 238,170,499 | 94.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_8_5

Label: NOT REQUEST FROM THE FOLLOWING- REPAYMENT TERMS

Description: You reported not requesting funding from the following [IF COUNT_BOFN4>1: sources /else: source]: [SHOW IF BO_ADDFINANCE_4_A = 2] Business credit card(s) carrying balances, [SHOW IF BO_ADDFINANCE_4_D = 2] Business loan from a federal, state, or local government, [SHOW IF BO_ADDFINANCE_4_E = 2] Business loan/investment from family/friend(s), [SHOW IF BO_ADDFINANCE_4_F = 2] Investment by venture capitalist(s)/angel investor(s), [SHOW IF BO_ADDFINANCE_4_G = 2] Crowdfunding (Kickstarter, Indiegogo, etc.) Why did you choose not to request funding from [IF COUNT_BOFN4>1: these sources /else: this source] for additional financing after start-up? Select all that apply. 5. Expected unfavorable loan repayment terms [SHOW IF BO_ADDFINANCE_1 = 1 AND (BO_ADDFINANCE_4_A=2 OR BO_ADDFINANCE_4_D=2 OR BO_ADDFINANCE_4_E=2 OR BO_ADDFINANCE_4_F=2 OR BO_ADDFINANCE_4_G=2)]

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 1,996 | 6.5% | 10,565,420 | 4.2% |
| 1: Selected | 437 | 1.4% | 1,988,076 | 0.8% |
| -3: Missing | 38 | 0.1% | 190,388 | 0.1% |
| .: Logical Skip | 28,161 | 91.9% | 238,170,499 | 94.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_8_6

Label: NOT REQUEST FROM THE FOLLOWING- EXPECTED TO BE DECLINED

Description: You reported not requesting funding from the following [IF COUNT_BOFN4>1: sources /else: source]: [SHOW IF BO_ADDFINANCE_4_A = 2] Business credit card(s) carrying balances, [SHOW IF BO_ADDFINANCE_4_D = 2] Business loan from a federal, state, or local government, [SHOW IF BO_ADDFINANCE_4_E = 2] Business loan/investment from family/friend(s), [SHOW IF BO_ADDFINANCE_4_F = 2] Investment by venture capitalist(s)/angel investor(s), [SHOW IF BO_ADDFINANCE_4_G = 2] Crowdfunding (Kickstarter, Indiegogo, etc.) Why did you choose not to request funding from [IF COUNT_BOFN4>1: these sources /else: this source] for additional financing after start-up? Select all that apply. 6. Expected to be declined [SHOW IF BO_ADDFINANCE_1 = 1 AND (BO_ADDFINANCE_4_A=2 OR BO_ADDFINANCE_4_D=2 OR BO_ADDFINANCE_4_E=2 OR BO_ADDFINANCE_4_F=2 OR BO_ADDFINANCE_4_G=2)]

| LABEL | Unweighted | | Weighted | |
|-----------------|---------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,170 | 7.1% | 11,275,465 | 4.5% |
| 1: Selected | 263 | 0.9% | 1,278,031 | 0.5% |
| -3: Missing | 38 | 0.1% | 190,388 | 0.1% |
| .: Logical Skip | 28,161 | 91.9% | 238,170,499 | 94.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ADDFINANCE_8_7

Label: NOT REQUEST FROM THE FOLLOWING- OTHER

Description: You reported not requesting funding from the following [IF COUNT_BOFN4>1: sources /else: source]: [SHOW IF BO_ADDFINANCE_4_A = 2] Business credit card(s) carrying balances, [SHOW IF BO_ADDFINANCE_4_D = 2] Business loan from a federal, state, or local government, [SHOW IF BO_ADDFINANCE_4_E = 2] Business loan/investment from family/friend(s), [SHOW IF BO_ADDFINANCE_4_F = 2] Investment by venture capitalist(s)/angel investor(s), [SHOW IF BO_ADDFINANCE_4_G = 2] Crowdfunding (Kickstarter, Indiegogo, etc.) Why did you choose not to request funding from [IF COUNT_BOFN4>1: these sources /else: this source] for additional financing after start-up? Select all that apply. 7. Other (specify): [SHOW IF BO_ADDFINANCE_1 = 1 AND (BO_ADDFINANCE_4_A=2 OR BO_ADDFINANCE_4_D=2 OR BO_ADDFINANCE_4_E=2 OR BO_ADDFINANCE_4_F=2 OR BO_ADDFINANCE_4_G=2)]

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,301 | 7.5% | 11,228,952 | 4.5% |
| 1: Selected | 132 | 0.4% | 1,324,544 | 0.5% |
| -3: Missing | 38 | 0.1% | 190,388 | 0.1% |
| .: Logical Skip | 28,161 | 91.9% | 238,170,499 | 94.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_EMPLOYEES_1_1_DRV

Label: DERIVED VARIABLE: TYPES OF WORKERS USED- FULL-TIME PAID EMPLOYEES

Description: Derived variable coded from BO_EMPLOYEES_1_1: Which of the following types of workers [IF DOV_GROUP = 1 OR 2: are/ELSE: were] used by your business/self-employment? Do not include yourself or your co-owners. 1. Full-time paid employees (workers who received a W-2 from this business) [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 11,145 | 36.4% | 97,329,021 | 38.8% |
| 1: Selected | 3,729 | 12.2% | 20,208,309 | 8.1% |
| -3: Missing | 86 | 0.3% | 623,630 | 0.2% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_EMPLOYEES_1_2_DRV

Label: DERIVED VARIABLE: TYPES OF WORKERS USED- PART-TIME PAID EMPLOYEES

Description: Derived variable coded from BO_EMPLOYEES_1_2: Which of the following types of workers [IF DOV_GROUP = 1 OR 2: are/ELSE: were] used by your business/self-employment? Do not include yourself or your co-owners. 2. Part-time paid employees (workers who received a W-2 from this business) [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 12,403 | 40.5% | 103,917,772 | 41.4% |
| 1: Selected | 2,471 | 8.1% | 13,619,558 | 5.4% |
| -3: Missing | 86 | 0.3% | 623,630 | 0.2% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_EMPLOYEES_1_3_DRV

Label: DERIVED VARIABLE: TYPES OF WORKERS USED- PAID DAY LABORERS

Description: Derived variable coded from BO_EMPLOYEES_1_3: Which of the following types of workers [IF DOV_GROUP = 1 OR 2:are/ELSE:were] used by your business/self-employment? Do not include yourself or your co-owners. 3. Paid day laborers [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|-----------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 13,455 | 43.9% | 110,084,387 | 43.9% |
| 1: Selected | 1,355 | 4.4% | 7,221,083 | 2.9% |
| -7: Suppressed | 64 | 0.2% | 231,860 | 0.1% |
| -3: Missing | 86 | 0.3% | 623,630 | 0.2% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_EMPLOYEES_1_4_DRV

Label: DERIVED VARIABLE: TYPES OF WORKERS USED- TEMPORARY STAFFING AND LEASED EMPLOYEES

Description: Derived variable coded from BO_EMPLOYEES_1_4 and BO_EMPLOYEES_1_5: Which of the following types of workers [IF DOV_GROUP = 1 OR 2:are/ELSE:were] used by your business/self-employment? Do not include yourself or your co-owners. 4. Temporary staffing obtained from a temporary help service, 5. Leased employees from a leasing service or professional employer organization [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|-----------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 13,070 | 42.7% | 110,336,624 | 44.0% |
| 1: Selected | 1,781 | 5.8% | 7,117,605 | 2.8% |
| -7: Suppressed | 23 | 0.1% | 83,101 | 0.0% |
| -3: Missing | 86 | 0.3% | 623,630 | 0.2% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_EMPLOYEES_1_5_DRV

Label: DERIVED VARIABLE: TYPES OF WORKERS USED- CONTRACTORS

Description: Derived variable coded from BO_EMPLOYEES_1_6: Which of the following types of workers [IF DOV_GROUP = 1 OR 2:are/ELSE:were] used by your business/self-employment? Do not include yourself or your co-owners. 6. Contractors, subcontractors, independent contractors, or outside consultants (workers who received a 1099 or payment from another company) [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 12,415 | 40.5% | 100,794,919 | 40.2% |
| 1: Selected | 2,456 | 8.0% | 16,712,034 | 6.7% |
| -7: Suppressed | 3 | 0.0% | 30,377 | 0.0% |
| -3: Missing | 86 | 0.3% | 623,630 | 0.2% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_EMPLOYEES_1_6_DRV

Label: DERIVED VARIABLE: TYPES OF WORKERS USED- UNPAID EMPLOYEES

Description: Derived variable coded from BO_EMPLOYEES_1_7 and BO_EMPLOYEES_1_8: Which of the following types of workers [IF DOV_GROUP = 1 OR 2:are/ELSE:were] used by your business/self-employment? Do not include yourself or your co-owners. 7. Unpaid family members, 8. Unpaid non-family members, volunteers, or interns [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 12,933 | 42.2% | 101,643,183 | 40.5% |
| 1: Selected | 1,936 | 6.3% | 15,862,328 | 6.3% |
| -7: Suppressed | 5 | 0.0% | 31,819 | 0.0% |
| -3: Missing | 86 | 0.3% | 623,630 | 0.2% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_EMPLOYEES_1_7_DRV

Label: DERIVED VARIABLE: TYPES OF WORKERS USED- OTHER

Description: Derived variable coded from BO_EMPLOYEES_1_9: Which of the following types of workers [IF DOV_GROUP = 1 OR 2:are/ELSE:were] used by your business/self-employment? Do not include yourself or your co-owners. 9. Other worker type, specify [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 14,680 | 47.9% | 115,716,510 | 46.1% |
| 1: Selected | 177 | 0.6% | 1,643,391 | 0.7% |
| -7: Suppressed | 17 | 0.1% | 177,429 | 0.1% |
| -3: Missing | 86 | 0.3% | 623,630 | 0.2% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_EMPLOYEES_1_8_DRV

Label: DERIVED VARIABLE: TYPES OF WORKERS USED- NONE

Description: Derived variable coded from BO_EMPLOYEES_1_10: Which of the following types of workers [IF DOV_GROUP = 1 OR 2:are/ELSE:were] used by your business/self-employment? Do not include yourself or your co-owners. 10. There are no workers other than me in this business [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 9,094 | 29.7% | 59,166,640 | 23.6% |
| 1: Selected | 5,780 | 18.9% | 58,370,690 | 23.3% |
| -3: Missing | 86 | 0.3% | 623,630 | 0.2% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_NUMEMPLOY_1_Y2_PUF

Label: PUF VARIABLE: NUMBER OF WORKERS USED- Y2

Description: PUF Year 2 variable coded from

BO_NUMEMPLOY_1A-BO_NUMEMPLOY_1I: How many of the following types of workers [IF DOV_GROUP = 1 OR 2: are/ELSE: were] used by your business/self-employment? Do not include yourself or your co-owners. Your best estimate is fine.

Note: Respondents who reported “there are no workers other than me in this business” in BO_EMPLOYEES_1_8_DRV (derived from BO_EMPLOYEES_1_10) are not included in the question universe for BO_NUMEMPLOY_1_RUF. For a count of number of employees that includes those who reported no other workers in the business, both variables should be utilized.

A. [SHOW IF BO_EMPLOYEES_1_1=1] Full-time paid employees (workers who received a W-2 from this business), B. [SHOW IF BO_EMPLOYEES_1_2=1] Part-time paid employees (workers who received a W-2 from this business), C. [SHOW IF BO_EMPLOYEES_1_3=1] Paid day laborers, D. [SHOW IF BO_EMPLOYEES_1_4=1] Temporary staffing obtained from a temporary help service, E. [SHOW IF BO_EMPLOYEES_1_5=1] Leased employees from a leasing service or professional employer organization, F. [SHOW IF BO_EMPLOYEES_1_6=1] Contractors, subcontractors, independent contractors, or outside consultants (workers who received a 1099 or payment from another company), G. [SHOW IF BO_EMPLOYEES_1_7=1] Unpaid family members, H. [SHOW IF BO_EMPLOYEES_1_8=1] Unpaid non-family members, volunteers, or interns, I. [SHOW IF BO_EMPLOYEES_1_9=1] [TEXTBOX RESPONSE AT BO_EMPLOYEES_1_9]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| | COUNT | PCT | COUNT | PCT |
| 0: 0 | 186 | 0.6% | 1,443,859 | 0.6% |
| 1: 1-4 | 3,534 | 11.5% | 29,514,168 | 11.8% |
| 2: 5-9 | 1,293 | 4.2% | 9,011,020 | 3.6% |
| 3: 10-19 | 931 | 3.0% | 5,001,874 | 2.0% |
| 4: 20-49 | 842 | 2.7% | 4,111,497 | 1.6% |
| 5: 50-99 | 413 | 1.3% | 1,572,906 | 0.6% |
| 6: 100-199 | 333 | 1.1% | 1,337,447 | 0.5% |
| 7: 200+ | 980 | 3.2% | 3,585,928 | 1.4% |
| -7: Suppressed | 191 | 0.6% | 872,103 | 0.3% |
| -5: Don't know | 2 | 0.0% | 9,278 | 0.0% |
| -3: Missing | 389 | 1.3% | 2,706,559 | 1.1% |
| .: Logical Skip | 21,538 | 70.3% | 191,747,743 | 76.4% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_EMPWAGES

Label: PERCENT HOURLY WAGE ABOVE

Description: Approximately what percentage of your employees have an hourly wage above \$[INSERT HOURLY LIVING WAGE BASED ON STATE] an hour?

For full-time employees, this would be a yearly salary of \$[INSERT YEARLY LIVING WAGE BASED ON STATE]. [SHOW IF (DOV_GROUP = 1 OR 2) AND (BO_EMPLOYEES_1_1 = 1 OR BO_EMPLOYEES_1_2 = 1)]

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: 0% | 472 | 1.5% | 3,680,505 | 1.5% |
| 2: 1%-24% | 856 | 2.8% | 3,921,793 | 1.6% |
| 3: 25%-49% | 1,114 | 3.6% | 3,244,281 | 1.3% |
| 4: 50%-74% | 827 | 2.7% | 2,523,789 | 1.0% |
| 5: 75%-99% | 344 | 1.1% | 1,330,675 | 0.5% |
| 6: 100% | 359 | 1.2% | 1,976,944 | 0.8% |
| -3: Missing | 44 | 0.1% | 297,711 | 0.1% |
| .: Logical Skip | 26,616 | 86.9% | 233,938,684 | 93.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_WEEKSWK_1

Label: WEEKS SPEND MANAGING OR WORKING IN THIS BUSINESS

Description: During the past 12 months (52 weeks), how many weeks did you spend managing or working in this business? Include paid time off and weeks when you worked for a few hours. Your best estimate is fine. [SHOW IF DOV_GROUP = 1 OR 2]

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| -5: Don't know | 1 | 0.0% | 3,960 | 0.0% |
| -3: Missing | 551 | 1.8% | 3,473,788 | 1.4% |
| .: Logical Skip | 20,274 | 66.2% | 178,237,814 | 71.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_WEEKSWK_1 **Type:** Numeric

| CASES | N | MEAN | MEDIAN | MIN | MAX |
|------------|------------|------|--------|-----|------|
| Unweighted | 9,806 | 28.5 | 30.0 | 0.0 | 52.0 |
| Weighted | 72,676,569 | 29.9 | 30.0 | 0.0 | 52.0 |

Variable: BO_HOURSWK_1

Label: AVERAGE NUMBER OF HOURS PER WEEK MANAGING OR WORKING
IN YOUR BUSINESS

Description: In the past year, what was the average number of hours per week you
spent managing or working in your business? Your best estimate is fine.
[SHOW IF DOV_GROUP = 1 OR 2]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| -5: Don't know | 2 | 0.0% | 90,801 | 0.0% |
| -3: Missing | 553 | 1.8% | 3,584,052 | 1.4% |
| .: Logical Skip | 20,274 | 66.2% | 178,237,814 | 71.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_HOURSWK_1 **Type:** Numeric

| CASES | N | MEAN | MEDIAN | MIN | MAX |
|------------|------------|------|--------|-----|------|
| Unweighted | 9,803 | 26.0 | 20.0 | 0.0 | 99.0 |
| Weighted | 72,676,569 | 23.8 | 20.0 | 0.0 | 99.0 |

Variable: BO_WEEKSWK_2

Label: IN LAST YEAR HOW MANY WEEKS SPEND MANAGING OR WORKING IN YOUR BUSINESS

Description: In the last year [IF DOV_GROUP = 4: of your business/ELSE: working for yourself], how many weeks did you spend managing or working in your [IF DOV_GROUP = 5: freelance or consulting] business? Include paid time off and weeks when you worked for a few hours. Your best estimate is fine. [SHOW IF DOV_GROUP = 4 OR 5]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| -5: Don't know | 5 | 0.0% | 40,949 | 0.0% |
| -3: Missing | 137 | 0.4% | 1,269,317 | 0.5% |
| .: Logical Skip | 26,030 | 85.0% | 205,429,992 | 81.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_WEEKSWK_2 **Type:** Numeric

| CASES | N | MEAN | MEDIAN | MIN | MAX |
|------------|------------|------|--------|-----|------|
| Unweighted | 4,460 | 29.6 | 30.0 | 0.0 | 52.0 |
| Weighted | 45,484,391 | 29.6 | 30.0 | 0.0 | 52.0 |

Variable: BO_HOURSWK_2

Label: IN LAST YEAR AVERAGE NUMBER OF HOURS SPENT MANAGING OR WORKING IN YOUR BUSINESS

Description: In the last year [IF DOV_GROUP = 4:of your business/ELSE: working for yourself], what was the average number of hours per week you spent managing or working in your [IF DOV_GROUP = 5:freelance or consulting] business? Your best estimate is fine. [SHOW IF DOV_GROUP = 4 OR 5]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| -5: Don't know | 4 | 0.0% | 64,984 | 0.0% |
| -3: Missing | 134 | 0.4% | 1,181,122 | 0.5% |
| .: Logical Skip | 26,030 | 85.0% | 205,429,992 | 81.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

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Variable: BO_HOURSWK_2 **Type:** Numeric

| CASES | N | MEAN | MEDIAN | MIN | MAX |
|--------------|------------|-------------|---------------|------------|------------|
| Unweighted | 4,464 | 29.4 | 25.0 | 0.0 | 99.0 |
| Weighted | 45,484,391 | 28.2 | 25.0 | 0.0 | 99.0 |

Variable: BO_EMPBENEFIT_1_1

Label: EMPLOYEE BENEFITS PAID BY YOUR BUSINESS- HEALTH INSURANCE

Description: Which of the following employee benefits [IF DOV_GROUP = 1: are/ELSE: were] paid totally or partly by your business? Select all that apply. 1. Health insurance [SHOW IF DOV_GROUP = 1 OR 4]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|-----------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 6,014 | 19.6% | 48,088,614 | 19.2% |
| 1: Selected | 2,187 | 7.1% | 10,497,044 | 4.2% |
| -5: Don't know | 1 | 0.0% | 76,766 | 0.0% |
| -3: Missing | 55 | 0.2% | 398,364 | 0.2% |
| .: Logical Skip | 22,375 | 73.0% | 191,853,596 | 76.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_EMPBENEFIT_1_2

Label: EMPLOYEE BENEFITS PAID BY YOUR BUSINESS- RETIREMENT PLANS

Description: Which of the following employee benefits [IF DOV_GROUP = 1: are/ELSE: were] paid totally or partly by your business? Select all that apply. 2. Contributions to retirement plans, including 401(k), Keogh, etc. [SHOW IF DOV_GROUP = 1 OR 4]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|-----------------|-------------------|------------|-----------------|------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 6,630 | 21.6% | 51,423,508 | 20.5% |
| 1: Selected | 1,571 | 5.1% | 7,162,150 | 2.9% |
| -5: Don't know | 1 | 0.0% | 76,766 | 0.0% |
| -3: Missing | 55 | 0.2% | 398,364 | 0.2% |

Variable: BO_EMPBENEFIT_1_2

Label: EMPLOYEE BENEFITS PAID BY YOUR BUSINESS- RETIREMENT PLANS

Description: Which of the following employee benefits [IF DOV_GROUP = 1: are/ELSE: were] paid totally or partly by your business? Select all that apply. 2. Contributions to retirement plans, including 401(k), Keogh, etc. [SHOW IF DOV_GROUP = 1 OR 4]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| .: Logical Skip | 22,375 | 73.0% | 191,853,596 | 76.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_EMPBENEFIT_1_3

Label: EMPLOYEE BENEFITS PAID BY YOUR BUSINESS- PROFIT SHARING

Description: Which of the following employee benefits [IF DOV_GROUP = 1: are/ELSE: were] paid totally or partly by your business? Select all that apply. 3. Profit sharing and/or stock options [SHOW IF DOV_GROUP = 1 OR 4]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 7,074 | 23.1% | 54,427,675 | 21.7% |
| 1: Selected | 1,127 | 3.7% | 4,157,982 | 1.7% |
| -5: Don't know | 1 | 0.0% | 76,766 | 0.0% |
| -3: Missing | 55 | 0.2% | 398,364 | 0.2% |
| .: Logical Skip | 22,375 | 73.0% | 191,853,596 | 76.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_EMPBENEFIT_1_4

Label: EMPLOYEE BENEFITS PAID BY YOUR BUSINESS- PAID HOLIDAYS

Description: Which of the following employee benefits [IF DOV_GROUP = 1: are/ELSE: were] paid totally or partly by your business? Select all that apply. 4. Paid holidays or vacation [SHOW IF DOV_GROUP = 1 OR 4]

| | <u>__ Unweighted __</u> | | <u>__ Weighted __</u> | |
|-----------------|-------------------------|---------------|-----------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 6,284 | 20.5% | 48,039,522 | 19.1% |
| 1: Selected | 1,917 | 6.3% | 10,546,135 | 4.2% |
| -5: Don't know | 1 | 0.0% | 76,766 | 0.0% |
| -3: Missing | 55 | 0.2% | 398,364 | 0.2% |
| .: Logical Skip | 22,375 | 73.0% | 191,853,596 | 76.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_EMPBENEFIT_1_5

Label: EMPLOYEE BENEFITS PAID BY YOUR BUSINESS- PAID SICK LEAVE

Description: Which of the following employee benefits [IF DOV_GROUP = 1: are/ELSE: were] paid totally or partly by your business? Select all that apply. 5. Paid sick leave [SHOW IF DOV_GROUP = 1 OR 4]

| | <u>__ Unweighted __</u> | | <u>__ Weighted __</u> | |
|-----------------|-------------------------|---------------|-----------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 6,609 | 21.6% | 50,257,588 | 20.0% |
| 1: Selected | 1,592 | 5.2% | 8,328,069 | 3.3% |
| -5: Don't know | 1 | 0.0% | 76,766 | 0.0% |
| -3: Missing | 55 | 0.2% | 398,364 | 0.2% |
| .: Logical Skip | 22,375 | 73.0% | 191,853,596 | 76.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_EMPBENEFIT_1_6

Label: EMPLOYEE BENEFITS PAID BY YOUR BUSINESS- PAID PARENTAL OR FAMILY LEAVE

Description: Which of the following employee benefits [IF DOV_GROUP = 1: are/ELSE: were] paid totally or partly by your business? Select all that apply. 6. Paid parental or family leave [SHOW IF DOV_GROUP = 1 OR 4]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 7,278 | 23.8% | 54,893,146 | 21.9% |
| 1: Selected | 923 | 3.0% | 3,692,512 | 1.5% |
| -5: Don't know | 1 | 0.0% | 76,766 | 0.0% |
| -3: Missing | 55 | 0.2% | 398,364 | 0.2% |
| .: Logical Skip | 22,375 | 73.0% | 191,853,596 | 76.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_EMPBENEFIT_1_7

Label: EMPLOYEE BENEFITS PAID BY YOUR BUSINESS- TUITION ASSISTANCE

Description: Which of the following employee benefits [IF DOV_GROUP = 1: are/ELSE: were] paid totally or partly by your business? Select all that apply. 7. Tuition assistance and/or reimbursement [SHOW IF DOV_GROUP = 1 OR 4]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 7,770 | 25.4% | 57,063,166 | 22.7% |
| 1: Selected | 431 | 1.4% | 1,522,492 | 0.6% |
| -5: Don't know | 1 | 0.0% | 76,766 | 0.0% |
| -3: Missing | 55 | 0.2% | 398,364 | 0.2% |
| .: Logical Skip | 22,375 | 73.0% | 191,853,596 | 76.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_EMPBENEFIT_1_8

Label: EMPLOYEE BENEFITS PAID BY YOUR BUSINESS- OTHER BENEFIT

Description: Which of the following employee benefits [IF DOV_GROUP = 1: are/ELSE: were] paid totally or partly by your business? Select all that apply. 8. Other benefit, specify: [SHOW IF DOV_GROUP = 1 OR 4]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|--------|----------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 8,127 | 26.5% | 57,779,455 | 23.0% |
| 1: Selected | 74 | 0.2% | 806,203 | 0.3% |
| -5: Don't know | 1 | 0.0% | 76,766 | 0.0% |
| -3: Missing | 55 | 0.2% | 398,364 | 0.2% |
| .: Logical Skip | 22,375 | 73.0% | 191,853,596 | 76.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_EMPBENEFIT_1_9

Label: EMPLOYEE BENEFITS PAID BY YOUR BUSINESS- NONE OF THE ABOVE

Description: Which of the following employee benefits [IF DOV_GROUP = 1: are/ELSE: were] paid totally or partly by your business? Select all that apply. 9. None of the above [SHOW IF DOV_GROUP = 1 OR 4]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|--------|----------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 4,232 | 13.8% | 20,607,522 | 8.2% |
| 1: Selected | 3,969 | 13.0% | 37,978,136 | 15.1% |
| -5: Don't know | 1 | 0.0% | 76,766 | 0.0% |
| -3: Missing | 55 | 0.2% | 398,364 | 0.2% |
| .: Logical Skip | 22,375 | 73.0% | 191,853,596 | 76.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_ONLINE_1_PUF**Label:** PUF VARIABLE: DO YOU HAVE A WEBSITE OR SOCIAL MEDIA PRESENCE**Description:** PUF variable coded from BO_ONLINE_1: [IF DOV_GROUP = 1 OR 2: Do/ELSE: Did] you have a website and/or social media presence (such as Facebook, Twitter, or Instagram) related to your business? [SHOW IF DOV_GROUP = 1,2,4,5]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-------------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Yes, website and/or social media | 8,077 | 26.4% | 51,386,421 | 20.5% |
| 2: No | 6,668 | 21.8% | 65,390,124 | 26.1% |
| -7: Suppressed | 152 | 0.5% | 1,019,153 | 0.4% |
| -3: Missing | 63 | 0.2% | 365,262 | 0.1% |
| ..: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: REMOTE_2**Label:** WORK REMOTELY**Description:** Thinking of your work as [INSERT DOV_JOB], which of the following best describes whether you telecommute or work remotely? [SHOW IF DOV_GROUP = 1,2]

| LABEL | __Unweighted__ | | __Weighted__ | |
|--------------------------------------------------------------------------------------|----------------|------|--------------|------|
| | COUNT | PCT | COUNT | PCT |
| 1: I telecommuted/worked remotely only during the coronavirus pandemic | 2,274 | 7.4% | 11,284,683 | 4.5% |
| 2: I telecommute and work in person as needed regardless of the coronavirus pandemic | 2,984 | 9.7% | 18,267,955 | 7.3% |
| 3: I always telecommute/work remotely regardless of the coronavirus pandemic | 2,354 | 7.7% | 18,758,213 | 7.5% |
| 4: Telecommuting/working remotely does not make sense for my work | 2,615 | 8.5% | 23,433,135 | 9.3% |

Issued: October 16, 2023

Variable: REMOTE_2

Label: WORK REMOTELY

Description: Thinking of your work as [INSERT DOV_JOB], which of the following best describes whether you telecommute or work remotely? [SHOW IF DOV_GROUP = 1,2]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| -5: Don't know | 1 | 0.0% | 6,405 | 0.0% |
| -3: Missing | 130 | 0.4% | 926,177 | 0.4% |
| .: Logical Skip | 20,274 | 66.2% | 178,237,814 | 71.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: REMOTE_3

Label: REMOTE WORK POLICY

Description: Thinking of your employees, which of the following best describes your firm's current telecommuting or remote work policy?
Telecommuting/working remotely... [SHOW IF DOV_GROUP = 1,2
AND ANY(BO_EMPLOYEES_1_1-BO_EMPLOYEES_1_9 = 1)]

| | __ Unweighted __ | | __ Weighted __ | |
|---------------------------------------------------------------------------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Does not make sense for my employees | 1,951 | 6.4% | 13,889,660 | 5.5% |
| 2: Is not allowed for my employees | 925 | 3.0% | 4,012,114 | 1.6% |
| 3: Is allowed for some employees or some portion of the employees' work hours | 1,708 | 5.6% | 6,957,930 | 2.8% |
| 4: Is generally allowed and employees decide to work remotely or work in person | 1,140 | 3.7% | 5,898,633 | 2.4% |
| 5: Is expected for all employees | 899 | 2.9% | 5,846,230 | 2.3% |
| -3: Missing | 107 | 0.3% | 571,210 | 0.2% |
| .: Logical Skip | 23,902 | 78.0% | 213,738,607 | 85.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Issued: October 16, 2023

Variable: BO_CASH**Label:** CASH ON HAND**Description:** How would you describe the current availability of cash on hand for this business, including any financial assistance or loans? Currently, cash on hand will cover: [SHOW IF DOV_GROUP = 1 OR 2]

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|----------------------------------------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: 1-7 days of business operations | 1,547 | 5.1% | 9,225,759 | 3.7% |
| 2: 1-2 weeks of business operations | 1,121 | 3.7% | 5,699,168 | 2.3% |
| 3: 3-4 weeks of business operations | 1,704 | 5.6% | 8,275,600 | 3.3% |
| 4: 1-2 months of business operations | 1,290 | 4.2% | 7,532,351 | 3.0% |
| 5: 3 or more months of business operations | 1,624 | 5.3% | 14,074,082 | 5.6% |
| 6: No cash available for business operations | 1,318 | 4.3% | 12,394,024 | 4.9% |
| -5: Don't know | 1,643 | 5.4% | 14,776,604 | 5.9% |
| -3: Missing | 111 | 0.4% | 698,981 | 0.3% |
| .: Logical Skip | 20,274 | 66.2% | 178,237,814 | 71.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_REVENUE_1_Y2_PUF

Label: PUF VARIABLE: AMOUNT OF INCOME OR SALES AND OPERATING REVENUES- Y2

Description: PUF Year 2 variable coded from BO_REVENUE_1: What was the amount of your income or sales and operating revenues, including grants, during 2022 from your work as [INSERT DOV_JOB]? Your best estimate is fine. Please report whole dollar amounts. If none, report 0. [SHOW IF DOV_GROUP = 1 OR 2]

| LABEL | __Unweighted__ | | __Weighted__ | |
|---------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: 0 | 1,655 | 5.4% | 13,376,346 | 5.3% |
| 1: 1-99 | 764 | 2.5% | 2,022,858 | 0.8% |
| 2: 100-499 | 871 | 2.8% | 4,291,741 | 1.7% |
| 3: 500-999 | 457 | 1.5% | 3,094,621 | 1.2% |
| 4: 1,000-4,999 | 1,342 | 4.4% | 10,901,018 | 4.3% |
| 5: 5,000-9,999 | 668 | 2.2% | 5,316,817 | 2.1% |
| 6: 10,000-24,999 | 1,160 | 3.8% | 8,737,822 | 3.5% |
| 7: 25,000-49,999 | 807 | 2.6% | 6,156,065 | 2.5% |
| 8: 50,000-74,999 | 510 | 1.7% | 3,712,041 | 1.5% |
| 9: 75,000-99,999 | 242 | 0.8% | 1,795,262 | 0.7% |
| 10: 100,000-249,999 | 598 | 2.0% | 4,276,966 | 1.7% |
| 11: 250,000-499,999 | 251 | 0.8% | 1,736,840 | 0.7% |
| 12: 500,000+ | 505 | 1.6% | 2,198,196 | 0.9% |
| -7: Suppressed | 6 | 0.0% | 12,375 | 0.0% |
| -5: Don't know | 4 | 0.0% | 65,825 | 0.0% |
| -3: Missing | 518 | 1.7% | 4,981,776 | 2.0% |
| .: Logical Skip | 20,274 | 66.2% | 178,237,814 | 71.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_REVENUE_2_Y2_PUF

Label: PUF VARIABLE: THE LAST YEAR AMOUNT OF INCOME OR SALES
AND OPERATING REVENUES- Y2

Description: PUF Year 2 variable coded from BO_REVENUE_2: What was the amount of your income or sales and operating revenues, including grants, during the last year you ran your former [IF DOV_GROUP = 4:business/ELSE:self-employed business]? Your best estimate is fine. Please report whole dollar amounts. If none, report 0. [SHOW IF DOV_GROUP = 4 OR 5]

| LABEL | __Unweighted__ | | __Weighted__ | |
|---------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: 0 | 764 | 2.5% | 7,278,186 | 2.9% |
| 1: 1-99 | 88 | 0.3% | 624,892 | 0.2% |
| 2: 100-499 | 240 | 0.8% | 2,079,748 | 0.8% |
| 3: 500-999 | 219 | 0.7% | 2,278,890 | 0.9% |
| 4: 1,000-4,999 | 681 | 2.2% | 6,865,527 | 2.7% |
| 5: 5,000-9,999 | 387 | 1.3% | 4,244,509 | 1.7% |
| 6: 10,000-24,999 | 610 | 2.0% | 6,310,893 | 2.5% |
| 7: 25,000-49,999 | 437 | 1.4% | 4,798,035 | 1.9% |
| 8: 50,000-74,999 | 267 | 0.9% | 2,551,647 | 1.0% |
| 9: 75,000-99,999 | 127 | 0.4% | 974,120 | 0.4% |
| 10: 100,000-249,999 | 312 | 1.0% | 3,226,577 | 1.3% |
| 11: 250,000+ | 262 | 0.9% | 2,163,345 | 0.9% |
| -5: Don't know | 17 | 0.1% | 159,218 | 0.1% |
| -3: Missing | 191 | 0.6% | 1,928,803 | 0.8% |
| .: Logical Skip | 26,030 | 85.0% | 205,429,992 | 81.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BUSINESS_INTERRUPTIONS_1_1**Label: FOLLOWING INTERRUPTIONS- DOMESTIC DELAYS****Description: In the last year, did you have any of the following? Select all that apply. 1.
Domestic supplier delays [SHOW IF DOV_GROUP = 1,2]**

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|-----------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 8,216 | 26.8% | 61,186,986 | 24.4% |
| 1: Selected | 2,052 | 6.7% | 10,865,456 | 4.3% |
| -3: Missing | 90 | 0.3% | 624,128 | 0.2% |
| .: Logical Skip | 20,274 | 66.2% | 178,237,814 | 71.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BUSINESS_INTERRUPTIONS_1_2**Label: FOLLOWING INTERRUPTIONS- FOREIGN DELAYS****Description: In the last year, did you have any of the following? Select all that apply. 2.
Foreign supplier delays [SHOW IF DOV_GROUP = 1,2]**

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|-----------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 8,734 | 28.5% | 65,612,248 | 26.1% |
| 1: Selected | 1,534 | 5.0% | 6,440,193 | 2.6% |
| -3: Missing | 90 | 0.3% | 624,128 | 0.2% |
| .: Logical Skip | 20,274 | 66.2% | 178,237,814 | 71.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BUSINESS_INTERRUPTIONS_1_3**Label: FOLLOWING INTERRUPTIONS- ALTERNATIVE DOMESTIC**

Description: In the last year, did you have any of the following? Select all that apply. 3.
 Difficulty locating alternative domestic suppliers [SHOW IF
 DOV_GROUP = 1,2]

| | <u>__ Unweighted __</u> | | <u>__ Weighted __</u> | |
|-----------------|-------------------------|---------------|-----------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 8,544 | 27.9% | 64,490,263 | 25.7% |
| 1: Selected | 1,724 | 5.6% | 7,562,178 | 3.0% |
| -3: Missing | 90 | 0.3% | 624,128 | 0.2% |
| .: Logical Skip | 20,274 | 66.2% | 178,237,814 | 71.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BUSINESS_INTERRUPTIONS_1_4**Label: FOLLOWING INTERRUPTIONS- ALTERNATIVE FOREIGN**

Description: In the last year, did you have any of the following? Select all that apply. 4.
 Difficulty locating alternative foreign suppliers [SHOW IF DOV_GROUP
 = 1,2]

| | <u>__ Unweighted __</u> | | <u>__ Weighted __</u> | |
|-----------------|-------------------------|---------------|-----------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 8,921 | 29.1% | 66,653,828 | 26.6% |
| 1: Selected | 1,347 | 4.4% | 5,398,613 | 2.2% |
| -3: Missing | 90 | 0.3% | 624,128 | 0.2% |
| .: Logical Skip | 20,274 | 66.2% | 178,237,814 | 71.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BUSINESS_INTERRUPTIONS_1_5**Label: FOLLOWING INTERRUPTIONS- PRODUCTION DELAYS****Description: In the last year, did you have any of the following? Select all that apply. 5.**
Production delays at this business [SHOW IF DOV_GROUP = 1,2]

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|-----------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 8,955 | 29.2% | 65,704,784 | 26.2% |
| 1: Selected | 1,313 | 4.3% | 6,347,657 | 2.5% |
| -3: Missing | 90 | 0.3% | 624,128 | 0.2% |
| .: Logical Skip | 20,274 | 66.2% | 178,237,814 | 71.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BUSINESS_INTERRUPTIONS_1_6**Label: FOLLOWING INTERRUPTIONS- DELIVERY/SHIPPING****Description: In the last year, did you have any of the following? Select all that apply. 6.**
Delays in delivery/shipping to customers [SHOW IF DOV_GROUP = 1,2]

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|-----------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 9,364 | 30.6% | 66,226,047 | 26.4% |
| 1: Selected | 904 | 3.0% | 5,826,394 | 2.3% |
| -3: Missing | 90 | 0.3% | 624,128 | 0.2% |
| .: Logical Skip | 20,274 | 66.2% | 178,237,814 | 71.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BUSINESS_INTERRUPTIONS_1_7

Label: FOLLOWING INTERRUPTIONS- OTHER

Description: In the last year, did you have any of the following? Select all that apply. 7.
Other (specify): [SHOW IF DOV_GROUP = 1,2]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 10,204 | 33.3% | 71,560,924 | 28.5% |
| 1: Selected | 64 | 0.2% | 491,517 | 0.2% |
| -3: Missing | 90 | 0.3% | 624,128 | 0.2% |
| .: Logical Skip | 20,274 | 66.2% | 178,237,814 | 71.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BUSINESS_INTERRUPTIONS_1_8

Label: FOLLOWING INTERRUPTIONS- NONE

Description: In the last year, did you have any of the following? Select all that apply. 8.
None of the above [SHOW IF DOV_GROUP = 1,2]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 5,023 | 16.4% | 23,928,187 | 9.5% |
| 1: Selected | 5,245 | 17.1% | 48,124,254 | 19.2% |
| -3: Missing | 90 | 0.3% | 624,128 | 0.2% |
| .: Logical Skip | 20,274 | 66.2% | 178,237,814 | 71.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BUSINESS_COSTS_1

Label: PRICES CHANGED

Description: Comparing now to six months ago, how have the prices this business pays for goods and services changed? [SHOW IF DOV_GROUP = 1,2]

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|----------------------------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Large increase in salaries | 2,386 | 7.8% | 15,845,436 | 6.3% |
| 2: Moderate increase in prices | 3,399 | 11.1% | 23,565,375 | 9.4% |
| 3: Little or no change in prices | 3,600 | 11.8% | 27,917,896 | 11.1% |
| 4: Moderate decrease in prices | 535 | 1.7% | 2,573,621 | 1.0% |
| 5: Large decrease in prices | 312 | 1.0% | 1,839,749 | 0.7% |
| -5: Don't know | 3 | 0.0% | 30,273 | 0.0% |
| -3: Missing | 123 | 0.4% | 904,218 | 0.4% |
| .: Logical Skip | 20,274 | 66.2% | 178,237,814 | 71.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BUSINESS_COSTS_2

Label: SALARIES CHANGED

Description: Comparing now to six months ago, how have the salaries this business pays for employees changed? [SHOW IF DOV_GROUP = 1,2 AND ANY(BO_EMPLOYEES_1_1-BO_EMPLOYEES_1_9 = 1)]

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|------------------------------------|-----------------------|------------|---------------------|------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Large increase in salaries | 974 | 3.2% | 3,286,890 | 1.3% |
| 2: Moderate increase in salaries | 2,014 | 6.6% | 9,839,892 | 3.9% |
| 3: Little or no change in salaries | 2,773 | 9.1% | 19,021,471 | 7.6% |
| 4: Moderate decrease in salaries | 492 | 1.6% | 2,456,506 | 1.0% |
| 5: Large decrease in salaries | 225 | 0.7% | 1,332,000 | 0.5% |
| -5: Don't know | 2 | 0.0% | 47,354 | 0.0% |
| -3: Missing | 250 | 0.8% | 1,191,663 | 0.5% |

Variable: BUSINESS_COSTS_2

Label: SALARIES CHANGED

Description: Comparing now to six months ago, how have the salaries this business pays for employees changed? [SHOW IF DOV_GROUP = 1,2 AND ANY(BO_EMPLOYEES_1_1-BO_EMPLOYEES_1_9 = 1)]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| .: Logical Skip | 23,902 | 78.0% | 213,738,607 | 85.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_PLMARGIN_1

Label: DID YOU HAVE PROFITS LOSSES OR BREAK EVEN

Description: [IF DOV_GROUP = 1 OR 2: In 2022/ELSE: During the last year of your business' operation], did you have profits, losses, or break even? [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| | __ Unweighted __ | | __ Weighted __ | |
|-------------------------------------------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Profits | 6,601 | 21.5% | 53,088,827 | 21.2% |
| 2: Losses | 3,271 | 10.7% | 24,925,589 | 9.9% |
| 3: Break even | 3,793 | 12.4% | 30,819,468 | 12.3% |
| 4: Not applicable (My business started in 2023) | 1,054 | 3.4% | 7,623,766 | 3.0% |
| -7: Suppressed | 90 | 0.3% | 487,743 | 0.2% |
| -5: Don't know | 6 | 0.0% | 55,101 | 0.0% |
| -3: Missing | 145 | 0.5% | 1,160,466 | 0.5% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_PRIMARYINC_1

Label: DOES YOUR WORK PROVIDE PRIMARY SOURCE OF HOUSEHOLD INCOME

Description: Does your work as [INSERT DOV_JOB] provide your primary source of household income? [SHOW IF DOV_GROUP = 1 OR 2]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|--------|----------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 5,273 | 17.2% | 27,250,964 | 10.9% |
| 2: No | 4,992 | 16.3% | 44,981,729 | 17.9% |
| -3: Missing | 93 | 0.3% | 443,876 | 0.2% |
| .: Logical Skip | 20,274 | 66.2% | 178,237,814 | 71.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_PRIMARYINC_2

Label: THE LAST YEAR DID YOUR WORK PROVIDE PRIMARY SOURCE OF HOUSEHOLD INCOME

Description: In the last year of your business' operation, did your work as [INSERT DOV_JOB] provide your primary source of household income? [SHOW IF DOV_GROUP = 4 OR 5]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|--------|----------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 1,475 | 4.8% | 13,111,992 | 5.2% |
| 2: No | 3,103 | 10.1% | 32,156,170 | 12.8% |
| -3: Missing | 24 | 0.1% | 216,229 | 0.1% |
| .: Logical Skip | 26,030 | 85.0% | 205,429,992 | 81.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_GOALS_1**Label: TOP GOAL FOR THE NEXT FIVE YEARS****Description: What would you say your top goal is for the next five years related to work as [INSERT DOV_JOB]? [SHOW IF DOV_GROUP = 1 OR 2]**

| LABEL | __Unweighted__ | | __Weighted__ | |
|-------------------------------------------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Grow the business | 5,021 | 16.4% | 34,077,167 | 13.6% |
| 2: Maintain the business' current level of operations | 2,822 | 9.2% | 19,826,979 | 7.9% |
| 3: Scale back the business' operations | 994 | 3.2% | 5,709,721 | 2.3% |
| 4: Exit the business (such as close, sell, or transfer ownership) | 1,177 | 3.8% | 10,001,999 | 4.0% |
| 5: Other goal, specify | 279 | 0.9% | 2,554,404 | 1.0% |
| -5: Don't know | 2 | 0.0% | 15,461 | 0.0% |
| -3: Missing | 63 | 0.2% | 490,837 | 0.2% |
| ..: Logical Skip | 20,274 | 66.2% | 178,237,814 | 71.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_GOALS_2**Label: ACCESS TO SUPPORT AND RESOURCES IN COMMUNITY TO MEET BUSINESS GOALS****Description: To what extent do you feel that you have access to the support and resources you need in your community to successfully meet your business' goals? [SHOW IF DOV_GROUP = 1 OR 2]**

| LABEL | __Unweighted__ | | __Weighted__ | |
|----------------|----------------|-------|--------------|-------|
| | COUNT | PCT | COUNT | PCT |
| 1: Not at all | 1,530 | 5.0% | 11,953,590 | 4.8% |
| 2: Somewhat | 3,856 | 12.6% | 27,194,459 | 10.8% |
| 3: Moderately | 2,673 | 8.7% | 18,977,381 | 7.6% |
| 4: Completely | 2,207 | 7.2% | 13,903,370 | 5.5% |
| -5: Don't know | 2 | 0.0% | 114,287 | 0.0% |
| -3: Missing | 90 | 0.3% | 533,482 | 0.2% |

Issued: October 16, 2023

Variable: BO_GOALS_2

Label: ACCESS TO SUPPORT AND RESOURCES IN COMMUNITY TO MEET BUSINESS GOALS

Description: To what extent do you feel that you have access to the support and resources you need in your community to successfully meet your business' goals? [SHOW IF DOV_GROUP = 1 OR 2]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| .: Logical Skip | 20,274 | 66.2% | 178,237,814 | 71.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_1_1

Label: FINANCIAL CHALLENGES- NOT BEING ABLE TO ACCESS HEALTH INSURANCE

Description: Which of the following financial or economic security challenges [IF DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in your last year of operation] [INSERT DOV_ACTIVITY])? Select all that apply. 1. Not being able to access and/or afford health insurance [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 11,530 | 37.6% | 93,910,469 | 37.4% |
| 1: Selected | 3,353 | 10.9% | 23,796,158 | 9.5% |
| -5: Don't know | 2 | 0.0% | 23,086 | 0.0% |
| -3: Missing | 75 | 0.2% | 431,247 | 0.2% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_1_2

Label: FINANCIAL CHALLENGES- NOT HAVING ACCESS TO
EMPLOYER-PROVIDED BENEFITS

Description: Which of the following financial or economic security challenges [IF
DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in
your last year of operation] [INSERT DOV_ACTIVITY])? Select all that
apply. 2. Not having access to other employer-provided benefits (aside
from health care) [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 12,058 | 39.4% | 100,446,301 | 40.0% |
| 1: Selected | 2,825 | 9.2% | 17,260,326 | 6.9% |
| -5: Don't know | 2 | 0.0% | 23,086 | 0.0% |
| -3: Missing | 75 | 0.2% | 431,247 | 0.2% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_1_3

Label: FINANCIAL CHALLENGES- PERSONAL FINANCES

Description: Which of the following financial or economic security challenges [IF
DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in
your last year of operation] [INSERT DOV_ACTIVITY])? Select all that
apply. 3. Challenges with personal/family finances [SHOW IF
DOV_GROUP = 1,2,4, OR 5]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 10,613 | 34.6% | 87,140,128 | 34.7% |
| 1: Selected | 4,270 | 13.9% | 30,566,498 | 12.2% |
| -5: Don't know | 2 | 0.0% | 23,086 | 0.0% |
| -3: Missing | 75 | 0.2% | 431,247 | 0.2% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_1_4

Label: FINANCIAL CHALLENGES- ACCESSING CAPITAL

Description: Which of the following financial or economic security challenges [IF DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in your last year of operation] [INSERT DOV_ACTIVITY])? Select all that apply. 4. Accessing capital to cover business operations [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 12,521 | 40.9% | 103,480,701 | 41.2% |
| 1: Selected | 2,362 | 7.7% | 14,225,926 | 5.7% |
| -5: Don't know | 2 | 0.0% | 23,086 | 0.0% |
| -3: Missing | 75 | 0.2% | 431,247 | 0.2% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_1_5

Label: FINANCIAL CHALLENGES- MAKING RENT PAYMENTS

Description: Which of the following financial or economic security challenges [IF DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in your last year of operation] [INSERT DOV_ACTIVITY])? Select all that apply. 5. Making rent/mortgage payments on my business location(s) [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 12,946 | 42.3% | 106,941,811 | 42.6% |
| 1: Selected | 1,937 | 6.3% | 10,764,816 | 4.3% |
| -5: Don't know | 2 | 0.0% | 23,086 | 0.0% |
| -3: Missing | 75 | 0.2% | 431,247 | 0.2% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Issued: October 16, 2023

Variable: BO_CHALLENGE_1_6

Label: FINANCIAL CHALLENGES- DECREASING SALES

Description: Which of the following financial or economic security challenges [IF DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in your last year of operation] [INSERT DOV_ACTIVITY])? Select all that apply. 6. Decreasing sales [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| | ___Unweighted___ | | ___Weighted___ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 12,150 | 39.7% | 95,116,084 | 37.9% |
| 1: Selected | 2,733 | 8.9% | 22,590,542 | 9.0% |
| -5: Don't know | 2 | 0.0% | 23,086 | 0.0% |
| -3: Missing | 75 | 0.2% | 431,247 | 0.2% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_1_7

Label: FINANCIAL CHALLENGES- INCREASING BUSINESS COSTS

Description: Which of the following financial or economic security challenges [IF DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in your last year of operation] [INSERT DOV_ACTIVITY])? Select all that apply. 7. Increasing business or operational costs [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| | ___Unweighted___ | | ___Weighted___ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 12,284 | 40.1% | 96,558,977 | 38.5% |
| 1: Selected | 2,599 | 8.5% | 21,147,649 | 8.4% |
| -5: Don't know | 2 | 0.0% | 23,086 | 0.0% |
| -3: Missing | 75 | 0.2% | 431,247 | 0.2% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_1_8

Label: FINANCIAL CHALLENGES- NONE OF THE ABOVE

Description: Which of the following financial or economic security challenges [IF DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in your last year of operation] [INSERT DOV_ACTIVITY])? Select all that apply. 8. None of the above [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| | ___Unweighted___ | | ___Weighted___ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 10,219 | 33.4% | 72,017,195 | 28.7% |
| 1: Selected | 4,664 | 15.2% | 45,689,432 | 18.2% |
| -5: Don't know | 2 | 0.0% | 23,086 | 0.0% |
| -3: Missing | 75 | 0.2% | 431,247 | 0.2% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_2_1_Y2

Label: BUSINESS OPERATIONS CHALLENGES- MAINTAINING BUSINESS LICENSE- Y2

Description: Which of the following business operations challenges [IF DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in your last year of operation] [INSERT DOV_ACTIVITY])? Select all that apply. 1. Maintaining the business' license/registration [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| | ___Unweighted___ | | ___Weighted___ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 12,213 | 39.9% | 104,120,650 | 41.5% |
| 1: Selected | 2,589 | 8.5% | 13,206,689 | 5.3% |
| -5: Don't know | 1 | 0.0% | 4,700 | 0.0% |
| -3: Missing | 157 | 0.5% | 828,922 | 0.3% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_2_2_Y2

Label: BUSINESS OPERATIONS CHALLENGES- DOING MY TAXES- Y2

Description: Which of the following business operations challenges [IF DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in your last year of operation] [INSERT DOV_ACTIVITY])? Select all that apply. 2. Doing my taxes [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| LABEL | ___Unweighted___ | | ___Weighted___ | |
|-----------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 10,139 | 33.1% | 85,604,780 | 34.1% |
| 1: Selected | 4,663 | 15.2% | 31,722,558 | 12.6% |
| -5: Don't know | 1 | 0.0% | 4,700 | 0.0% |
| -3: Missing | 157 | 0.5% | 828,922 | 0.3% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_2_3_Y2

Label: BUSINESS OPERATIONS CHALLENGES- NAVIGATING GOVERNMENT REGULATIONS- Y2

Description: Which of the following business operations challenges [IF DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in your last year of operation] [INSERT DOV_ACTIVITY])? Select all that apply. 3. Navigating local, state, or federal government regulations [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| LABEL | ___Unweighted___ | | ___Weighted___ | |
|-----------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 11,731 | 38.3% | 97,906,863 | 39.0% |
| 1: Selected | 3,071 | 10.0% | 19,420,475 | 7.7% |
| -5: Don't know | 1 | 0.0% | 4,700 | 0.0% |
| -3: Missing | 157 | 0.5% | 828,922 | 0.3% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_2_4_Y2

Label: BUSINESS OPERATIONS CHALLENGES- BUSINESS OPERATIONS CHALLENGES- NONE OF THE ABOVE- Y2

Description: Which of the following business operations challenges [IF DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in your last year of operation] [INSERT DOV_ACTIVITY]? Select all that apply. 4. None of the above [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| | ___Unweighted___ | | ___Weighted___ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 7,494 | 24.5% | 47,622,339 | 19.0% |
| 1: Selected | 7,308 | 23.9% | 69,705,000 | 27.8% |
| -5: Don't know | 1 | 0.0% | 4,700 | 0.0% |
| -3: Missing | 157 | 0.5% | 828,922 | 0.3% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_3_1_Y2

Label: CUSTOMER REACH CHALLENGES- FINDING CUSTOMERS- Y2

Description: Which of the following customer reach challenges [IF DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in your last year of operation] [INSERT DOV_ACTIVITY]? Select all that apply. 1. Finding customers [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| | ___Unweighted___ | | ___Weighted___ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 9,598 | 31.3% | 76,144,673 | 30.3% |
| 1: Selected | 5,178 | 16.9% | 41,063,096 | 16.4% |
| -3: Missing | 184 | 0.6% | 953,191 | 0.4% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_3_2_Y2

Label: CUSTOMER REACH CHALLENGES- KEEPING EXISTING CUSTOMERS- Y2

Description: Which of the following customer reach challenges [IF DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in your last year of operation] [INSERT DOV_ACTIVITY])? Select all that apply. 2. Keeping existing customers [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 10,891 | 35.6% | 91,820,781 | 36.6% |
| 1: Selected | 3,885 | 12.7% | 25,386,988 | 10.1% |
| -3: Missing | 184 | 0.6% | 953,191 | 0.4% |
| ..: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_3_3_Y2

Label: CUSTOMER REACH CHALLENGES- SETTING UP ONLINE PRESENCE- Y2

Description: Which of the following customer reach challenges [IF DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in your last year of operation] [INSERT DOV_ACTIVITY])? Select all that apply. 3. Setting up/maintaining the business' digital/online presence [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 11,287 | 36.8% | 96,768,189 | 38.6% |
| 1: Selected | 3,489 | 11.4% | 20,439,580 | 8.1% |
| -3: Missing | 184 | 0.6% | 953,191 | 0.4% |
| ..: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_3_4_Y2

Label: CUSTOMER REACH CHALLENGES- IDENTIFYING BUSINESS OPPORTUNITIES- Y2

Description: Which of the following customer reach challenges [IF DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in your last year of operation] [INSERT DOV_ACTIVITY])? Select all that apply. 4. Identifying business opportunities in the market [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|-----------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 11,856 | 38.7% | 94,756,606 | 37.8% |
| 1: Selected | 2,920 | 9.5% | 22,451,163 | 8.9% |
| -3: Missing | 184 | 0.6% | 953,191 | 0.4% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_3_5_Y2

Label: CUSTOMER REACH CHALLENGES- NONE OF THE ABOVE- Y2

Description: Which of the following customer reach challenges [IF DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in your last year of operation] [INSERT DOV_ACTIVITY])? Select all that apply. 5. None of the above [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|-----------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 9,509 | 31.0% | 67,274,703 | 26.8% |
| 1: Selected | 5,267 | 17.2% | 49,933,067 | 19.9% |
| -3: Missing | 184 | 0.6% | 953,191 | 0.4% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_4_1_Y2

Label: RESOURCE OR SUPPORT CHALLENGES- FINDING PROFESSIONAL SUPPORT- Y2

Description: Which of the following resource or support challenges [IF DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in your last year of operation] [INSERT DOV_ACTIVITY]? Select all that apply. 1. Finding and/or affording professional support like lawyers, accountants, or tax professionals [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 12,561 | 41.0% | 104,535,938 | 41.7% |
| 1: Selected | 2,292 | 7.5% | 13,016,123 | 5.2% |
| -5: Don't know | 1 | 0.0% | 9,286 | 0.0% |
| -3: Missing | 106 | 0.3% | 599,612 | 0.2% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_4_2_Y2

Label: RESOURCE OR SUPPORT CHALLENGES- FINDING ROLE MODELS- Y2

Description: Which of the following resource or support challenges [IF DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in your last year of operation] [INSERT DOV_ACTIVITY]? Select all that apply. 2. Finding support, advice, or finding role models in my network [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 12,184 | 39.8% | 102,382,652 | 40.8% |
| 1: Selected | 2,669 | 8.7% | 15,169,409 | 6.0% |
| -5: Don't know | 1 | 0.0% | 9,286 | 0.0% |
| -3: Missing | 106 | 0.3% | 599,612 | 0.2% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_4_3_Y2

Label: RESOURCE OR SUPPORT CHALLENGES- GETTING SUPPORT FROM FAMILY- Y2

Description: Which of the following resource or support challenges [IF DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in your last year of operation] [INSERT DOV_ACTIVITY]? Select all that apply. 3. Getting support from my family or friends [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 12,297 | 40.1% | 102,801,882 | 41.0% |
| 1: Selected | 2,556 | 8.3% | 14,750,179 | 5.9% |
| -5: Don't know | 1 | 0.0% | 9,286 | 0.0% |
| -3: Missing | 106 | 0.3% | 599,612 | 0.2% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_4_4_Y2

Label: RESOURCE OR SUPPORT CHALLENGES- GETTING SUPPORT FROM MY COMMUNITY-Y2

Description: Which of the following resource or support challenges [IF DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in your last year of operation] [INSERT DOV_ACTIVITY]? Select all that apply. 4. Getting support from my community [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 12,765 | 41.7% | 105,539,852 | 42.1% |
| 1: Selected | 2,088 | 6.8% | 12,012,209 | 4.8% |
| -5: Don't know | 1 | 0.0% | 9,286 | 0.0% |
| -3: Missing | 106 | 0.3% | 599,612 | 0.2% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_4_5_Y2

Label: RESOURCE OR SUPPORT CHALLENGES- BALANCING WORK AND FAMILY- Y2

Description: Which of the following resource or support challenges [IF DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in your last year of operation] [INSERT DOV_ACTIVITY])? Select all that apply. 5. Balancing work and family [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 11,162 | 36.4% | 88,824,402 | 35.4% |
| 1: Selected | 3,691 | 12.0% | 28,727,659 | 11.4% |
| -5: Don't know | 1 | 0.0% | 9,286 | 0.0% |
| -3: Missing | 106 | 0.3% | 599,612 | 0.2% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_4_6_Y2

Label: RESOURCE OR SUPPORT CHALLENGES- FEELING BURNT OUT- Y2

Description: Which of the following resource or support challenges [IF DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in your last year of operation] [INSERT DOV_ACTIVITY])? Select all that apply. 6. Feeling burnt out, or losing focus, interest, and/or motivation [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 10,449 | 34.1% | 81,870,660 | 32.6% |
| 1: Selected | 4,404 | 14.4% | 35,681,401 | 14.2% |
| -5: Don't know | 1 | 0.0% | 9,286 | 0.0% |
| -3: Missing | 106 | 0.3% | 599,612 | 0.2% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_4_7_Y2

Label: RESOURCE OR SUPPORT CHALLENGES- MAJOR LIFE EVENT- Y2

Description: Which of the following resource or support challenges [IF DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in your last year of operation] [INSERT DOV_ACTIVITY])? Select all that apply. 7. Major life event (such as a new child, own or family medical issue) [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 12,429 | 40.6% | 100,952,714 | 40.2% |
| 1: Selected | 2,424 | 7.9% | 16,599,346 | 6.6% |
| -5: Don't know | 1 | 0.0% | 9,286 | 0.0% |
| -3: Missing | 106 | 0.3% | 599,612 | 0.2% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_4_8_Y2

Label: RESOURCE OR SUPPORT CHALLENGES- FINDING TIME- Y2

Description: Which of the following resource or support challenges [IF DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in your last year of operation] [INSERT DOV_ACTIVITY])? Select all that apply. 8. Finding time to devote to the business; not enough time [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 12,364 | 40.4% | 96,859,858 | 38.6% |
| 1: Selected | 2,489 | 8.1% | 20,692,203 | 8.2% |
| -5: Don't know | 1 | 0.0% | 9,286 | 0.0% |
| -3: Missing | 106 | 0.3% | 599,612 | 0.2% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_4_9_Y2

Label: RESOURCE OR SUPPORT CHALLENGES- GROWING NETWORK- Y2

Description: Which of the following resource or support challenges [IF DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in your last year of operation] [INSERT DOV_ACTIVITY])? Select all that apply. 9. Growing my network with like-minded entrepreneurs [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 13,190 | 43.1% | 105,993,385 | 42.2% |
| 1: Selected | 1,663 | 5.4% | 11,558,676 | 4.6% |
| -5: Don't know | 1 | 0.0% | 9,286 | 0.0% |
| -3: Missing | 106 | 0.3% | 599,612 | 0.2% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_4_10_Y2

Label: RESOURCE OR SUPPORT CHALLENGES- EDUCATIONAL MATERIALS- Y2

Description: Which of the following resource or support challenges [IF DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in your last year of operation] [INSERT DOV_ACTIVITY])? Select all that apply. 10. Accessing educational materials/content related to [INSERT DOV_ACTIVITY][SHOW IF DOV_GROUP = 1,2,4, OR 5]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 14,047 | 45.9% | 111,918,602 | 44.6% |
| 1: Selected | 806 | 2.6% | 5,633,459 | 2.2% |
| -5: Don't know | 1 | 0.0% | 9,286 | 0.0% |
| -3: Missing | 106 | 0.3% | 599,612 | 0.2% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_4_11_Y2

Label: RESOURCE OR SUPPORT CHALLENGES- NONE OF THE ABOVE- Y2

Description: Which of the following resource or support challenges [IF DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in your last year of operation] [INSERT DOV_ACTIVITY])? Select all that apply. 11. None of the above [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| LABEL | ___Unweighted___ | | ___Weighted___ | |
|-----------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 10,683 | 34.9% | 77,689,912 | 31.0% |
| 1: Selected | 4,170 | 13.6% | 39,862,149 | 15.9% |
| -5: Don't know | 1 | 0.0% | 9,286 | 0.0% |
| -3: Missing | 106 | 0.3% | 599,612 | 0.2% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_5_1_Y2

Label: ECONOMY OR MARKET CHALLENGES- FINDING OR RETAINING QUALIFIED EMPLOYEES- Y2

Description: Which of the following economy or market challenges [IF DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in your last year of operation] [INSERT DOV_ACTIVITY])? Select all that apply. 1. Finding, affording, and/or retaining qualified employees [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| LABEL | ___Unweighted___ | | ___Weighted___ | |
|-----------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 11,989 | 39.1% | 101,627,543 | 40.5% |
| 1: Selected | 2,775 | 9.1% | 15,520,198 | 6.2% |
| -5: Don't know | 1 | 0.0% | 9,286 | 0.0% |
| -3: Missing | 195 | 0.6% | 1,003,932 | 0.4% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_5_2_Y2

Label: ECONOMY OR MARKET CHALLENGES- COMPETING AGAINST OTHER BUSINESSES- Y2

Description: Which of the following economy or market challenges [IF DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in your last year of operation] [INSERT DOV_ACTIVITY])? Select all that apply. 2. Competing against other/larger businesses [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 11,052 | 36.1% | 91,112,171 | 36.3% |
| 1: Selected | 3,712 | 12.1% | 26,035,570 | 10.4% |
| -5: Don't know | 1 | 0.0% | 9,286 | 0.0% |
| -3: Missing | 195 | 0.6% | 1,003,932 | 0.4% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_5_3_Y2

Label: ECONOMY OR MARKET CHALLENGES- SUPPLY CHAIN ISSUES- Y2

Description: Which of the following economy or market challenges [IF DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in your last year of operation] [INSERT DOV_ACTIVITY])? Select all that apply. 3. Supply chain issues [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 12,195 | 39.8% | 103,549,536 | 41.3% |
| 1: Selected | 2,569 | 8.4% | 13,598,205 | 5.4% |
| -5: Don't know | 1 | 0.0% | 9,286 | 0.0% |
| -3: Missing | 195 | 0.6% | 1,003,932 | 0.4% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_5_4_Y2

Label: ECONOMY OR MARKET CHALLENGES- DECREASING DEMAND FOR MY PRODUCT- Y2

Description: Which of the following economy or market challenges [IF DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in your last year of operation] [INSERT DOV_ACTIVITY]? Select all that apply. 4. Decreasing demand for my product or service [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 11,865 | 38.7% | 96,103,753 | 38.3% |
| 1: Selected | 2,899 | 9.5% | 21,043,988 | 8.4% |
| -5: Don't know | 1 | 0.0% | 9,286 | 0.0% |
| -3: Missing | 195 | 0.6% | 1,003,932 | 0.4% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_5_5_Y2

Label: ECONOMY OR MARKET CHALLENGES- UNFAVORABLE ECONOMY- Y2

Description: Which of the following economy or market challenges [IF DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in your last year of operation] [INSERT DOV_ACTIVITY]? Select all that apply. 5. Unfavorable economy [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 11,000 | 35.9% | 86,533,982 | 34.5% |
| 1: Selected | 3,764 | 12.3% | 30,613,759 | 12.2% |
| -5: Don't know | 1 | 0.0% | 9,286 | 0.0% |
| -3: Missing | 195 | 0.6% | 1,003,932 | 0.4% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_5_6_Y2

Label: ECONOMY OR MARKET CHALLENGES- NAVIGATING REQUIREMENTS- Y2

Description: Which of the following economy or market challenges [IF DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in your last year of operation] [INSERT DOV_ACTIVITY]? Select all that apply. 6. Understanding and navigating administrative and/or regulatory requirements related to hiring employees [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 13,609 | 44.4% | 111,231,399 | 44.3% |
| 1: Selected | 1,155 | 3.8% | 5,916,342 | 2.4% |
| -5: Don't know | 1 | 0.0% | 9,286 | 0.0% |
| -3: Missing | 195 | 0.6% | 1,003,932 | 0.4% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_5_7_Y2

Label: ECONOMY OR MARKET CHALLENGES- NONE OF THE ABOVE- Y2

Description: Which of the following economy or market challenges [IF DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in your last year of operation] [INSERT DOV_ACTIVITY]? Select all that apply. 7. None of the above [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 9,666 | 31.6% | 68,270,942 | 27.2% |
| 1: Selected | 5,098 | 16.6% | 48,876,799 | 19.5% |
| -5: Don't know | 1 | 0.0% | 9,286 | 0.0% |
| -3: Missing | 195 | 0.6% | 1,003,932 | 0.4% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_6

Label: FACING OTHER CHALLENGES

Description: Besides the challenges already discussed, [IF DOV_GROUP = 1 OR 2: are you currently facing any other challenges /ELSE: did you face any other challenges in your last year of operation] [INSERT DOV_ACTIVITY]? [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 3,566 | 11.6% | 17,190,953 | 6.9% |
| 2: No | 11,214 | 36.6% | 100,072,953 | 39.9% |
| -5: Don't know | 1 | 0.0% | 29,151 | 0.0% |
| -3: Missing | 179 | 0.6% | 867,903 | 0.3% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ADDRESS_1_1

Label: TAKE ACTION- SPOKE WITH FRIEND

Description: Among the challenges you reported, did you take any of the following actions to obtain support or help? Select all that apply. 1. Spoke with a friend or family member [SHOW IF ANY(BO_CHALLENGE_1_1 - BO_CHALLENGE_1_7=1) OR ANY(BO_CHALLENGE_2_1 - BO_CHALLENGE_2_3=1) OR ANY(BO_CHALLENGE_3_1 - BO_CHALLENGE_3_4=1) OR ANY(BO_CHALLENGE_4_1 - BO_CHALLENGE_4_10=1) OR ANY(BO_CHALLENGE_5_1 - BO_CHALLENGE_5_6=1)]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 7,299 | 23.8% | 57,132,531 | 22.8% |
| 1: Selected | 5,580 | 18.2% | 41,902,510 | 16.7% |
| -3: Missing | 156 | 0.5% | 982,182 | 0.4% |
| .: Logical Skip | 17,597 | 57.4% | 150,897,161 | 60.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ADDRESS_1_2

Label: TAKE ACTION- MENTOR

Description: Among the challenges you reported, did you take any of the following actions to obtain support or help? Select all that apply. 2. Worked with a mentor [SHOW IF ANY(BO_CHALLENGE_1_1 - BO_CHALLENGE_1_7=1) OR ANY(BO_CHALLENGE_2_1 - BO_CHALLENGE_2_3=1) OR ANY(BO_CHALLENGE_3_1 - BO_CHALLENGE_3_4=1) OR ANY(BO_CHALLENGE_4_1 - BO_CHALLENGE_4_10=1) OR ANY(BO_CHALLENGE_5_1 - BO_CHALLENGE_5_6=1)]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 10,138 | 33.1% | 83,489,041 | 33.3% |
| 1: Selected | 2,741 | 8.9% | 15,545,999 | 6.2% |
| -3: Missing | 156 | 0.5% | 982,182 | 0.4% |
| .: Logical Skip | 17,597 | 57.4% | 150,897,161 | 60.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ADDRESS_1_3

Label: TAKE ACTION- INDUSTRY EXPERTS

Description: Among the challenges you reported, did you take any of the following actions to obtain support or help? Select all that apply. 3. Consulted with industry experts [SHOW IF ANY(BO_CHALLENGE_1_1 - BO_CHALLENGE_1_7=1) OR ANY(BO_CHALLENGE_2_1 - BO_CHALLENGE_2_3=1) OR ANY(BO_CHALLENGE_3_1 - BO_CHALLENGE_3_4=1) OR ANY(BO_CHALLENGE_4_1 - BO_CHALLENGE_4_10=1) OR ANY(BO_CHALLENGE_5_1 - BO_CHALLENGE_5_6=1)]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 10,266 | 33.5% | 83,122,698 | 33.1% |
| 1: Selected | 2,613 | 8.5% | 15,912,342 | 6.3% |
| -3: Missing | 156 | 0.5% | 982,182 | 0.4% |
| .: Logical Skip | 17,597 | 57.4% | 150,897,161 | 60.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ADDRESS_1_4

Label: TAKE ACTION- PROFESSIONAL ADVICE

Description: Among the challenges you reported, did you take any of the following actions to obtain support or help? Select all that apply. 4. Sought out professional advice from a lawyer, accountant, marketing consultant or other business service provider [SHOW IF ANY(BO_CHALLENGE_1_1 - BO_CHALLENGE_1_7=1) OR ANY(BO_CHALLENGE_2_1 - BO_CHALLENGE_2_3=1) OR ANY(BO_CHALLENGE_3_1 - BO_CHALLENGE_3_4=1) OR ANY(BO_CHALLENGE_4_1 - BO_CHALLENGE_4_10=1) OR ANY(BO_CHALLENGE_5_1 - BO_CHALLENGE_5_6=1)]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|-----------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 10,191 | 33.3% | 83,515,620 | 33.3% |
| 1: Selected | 2,688 | 8.8% | 15,519,421 | 6.2% |
| -3: Missing | 156 | 0.5% | 982,182 | 0.4% |
| .: Logical Skip | 17,597 | 57.4% | 150,897,161 | 60.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ADDRESS_1_5

Label: TAKE ACTION- ATTENDED TRAININGS

Description: Among the challenges you reported, did you take any of the following actions to obtain support or help? Select all that apply. 5. Attended trainings or workshops on relevant topics [SHOW IF ANY(BO_CHALLENGE_1_1 - BO_CHALLENGE_1_7=1) OR ANY(BO_CHALLENGE_2_1 - BO_CHALLENGE_2_3=1) OR ANY(BO_CHALLENGE_3_1 - BO_CHALLENGE_3_4=1) OR ANY(BO_CHALLENGE_4_1 - BO_CHALLENGE_4_10=1) OR ANY(BO_CHALLENGE_5_1 - BO_CHALLENGE_5_6=1)]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|-----------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 10,589 | 34.6% | 83,020,034 | 33.1% |
| 1: Selected | 2,290 | 7.5% | 16,015,006 | 6.4% |
| -3: Missing | 156 | 0.5% | 982,182 | 0.4% |
| .: Logical Skip | 17,597 | 57.4% | 150,897,161 | 60.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

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Variable: BO_CHALLENGE_ADDRESS_1_6

Label: TAKE ACTION- APPLIED SUPPORT PROGRAM

Description: Among the challenges you reported, did you take any of the following actions to obtain support or help? Select all that apply. 6. Applied to a business support program [SHOW IF ANY(BO_CHALLENGE_1_1 - BO_CHALLENGE_1_7=1) OR ANY(BO_CHALLENGE_2_1 - BO_CHALLENGE_2_3=1) OR ANY(BO_CHALLENGE_3_1 - BO_CHALLENGE_3_4=1) OR ANY(BO_CHALLENGE_4_1 - BO_CHALLENGE_4_10=1) OR ANY(BO_CHALLENGE_5_1 - BO_CHALLENGE_5_6=1)]

| LABEL | ___Unweighted___ | | ___Weighted___ | |
|-----------------|------------------|--------|----------------|--------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 12,284 | 40.1% | 96,409,934 | 38.4% |
| 1: Selected | 595 | 1.9% | 2,625,106 | 1.0% |
| -3: Missing | 156 | 0.5% | 982,182 | 0.4% |
| .: Logical Skip | 17,597 | 57.4% | 150,897,161 | 60.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ADDRESS_1_7

Label: TAKE ACTION- OTHER

Description: Among the challenges you reported, did you take any of the following actions to obtain support or help? Select all that apply. 7. Other (specify): [SHOW IF ANY(BO_CHALLENGE_1_1 - BO_CHALLENGE_1_7=1) OR ANY(BO_CHALLENGE_2_1 - BO_CHALLENGE_2_3=1) OR ANY(BO_CHALLENGE_3_1 - BO_CHALLENGE_3_4=1) OR ANY(BO_CHALLENGE_4_1 - BO_CHALLENGE_4_10=1) OR ANY(BO_CHALLENGE_5_1 - BO_CHALLENGE_5_6=1)]

| LABEL | ___Unweighted___ | | ___Weighted___ | |
|-----------------|------------------|--------|----------------|--------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 12,584 | 41.1% | 96,283,539 | 38.4% |
| 1: Selected | 295 | 1.0% | 2,751,501 | 1.1% |
| -3: Missing | 156 | 0.5% | 982,182 | 0.4% |
| .: Logical Skip | 17,597 | 57.4% | 150,897,161 | 60.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ADDRESS_1_8

Label: TAKE ACTION- NONE OF THE ABOVE

Description: Among the challenges you reported, did you take any of the following actions to obtain support or help? Select all that apply. 8. None of the above [SHOW IF ANY(BO_CHALLENGE_1_1 - BO_CHALLENGE_1_7=1) OR ANY(BO_CHALLENGE_2_1 - BO_CHALLENGE_2_3=1) OR ANY(BO_CHALLENGE_3_1 - BO_CHALLENGE_3_4=1) OR ANY(BO_CHALLENGE_4_1 - BO_CHALLENGE_4_10=1) OR ANY(BO_CHALLENGE_5_1 - BO_CHALLENGE_5_6=1)]

| LABEL | ___Unweighted___ | | ___Weighted___ | |
|-----------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 9,558 | 31.2% | 66,821,284 | 26.6% |
| 1: Selected | 3,321 | 10.8% | 32,213,757 | 12.8% |
| -3: Missing | 156 | 0.5% | 982,182 | 0.4% |
| .: Logical Skip | 17,597 | 57.4% | 150,897,161 | 60.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ENDA_Y2

Label: PRIMARY REASONS YOU CLOSED YOUR BUSINESS- NOT ACCESS HEALTH INSURANCE- Y2

Description: Among the challenges you reported, which, if any, of these were among the primary reasons you closed your business or stopped working for yourself as a freelancer, consultant, or independent contractor? Not being able to access and/or afford health insurance [SHOW IF BO_CHALLENGE_1_1 = 1]

| LABEL | ___Unweighted___ | | ___Weighted___ | |
|-----------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Yes | 495 | 1.6% | 4,567,620 | 1.8% |
| 2: No | 529 | 1.7% | 4,975,078 | 2.0% |
| -3: Missing | 51 | 0.2% | 540,612 | 0.2% |
| .: Logical Skip | 29,557 | 96.5% | 240,831,073 | 96.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ENDB_Y2

Label: PRIMARY REASONS YOU CLOSED YOUR BUSINESS- NOT ACCESS TO EMPLOYER BENEFITS- Y2

Description: Among the challenges you reported, which, if any, of these were among the primary reasons you closed your business or stopped working for yourself as a freelancer, consultant, or independent contractor? Not having access to other employer-provided benefits [SHOW IF BO_CHALLENGE_1_2 = 1]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 305 | 1.0% | 2,936,931 | 1.2% |
| 2: No | 377 | 1.2% | 3,275,704 | 1.3% |
| -3: Missing | 44 | 0.1% | 406,526 | 0.2% |
| .: Logical Skip | 29,906 | 97.6% | 244,295,222 | 97.4% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ENDC_Y2

Label: PRIMARY REASONS YOU CLOSED YOUR BUSINESS- CHALLENGES WITH PERSONAL FINANCES- Y2

Description: Among the challenges you reported, which, if any, of these were among the primary reasons you closed your business or stopped working for yourself as a freelancer, consultant, or independent contractor? Challenges with personal/family finances [SHOW IF BO_CHALLENGE_1_3 = 1]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 889 | 2.9% | 8,480,419 | 3.4% |
| 2: No | 376 | 1.2% | 3,412,611 | 1.4% |
| -3: Missing | 56 | 0.2% | 498,134 | 0.2% |
| .: Logical Skip | 29,311 | 95.7% | 238,523,219 | 95.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ENDD_Y2

Label: PRIMARY REASONS YOU CLOSED YOUR BUSINESS- ACCESSING CAPITAL- Y2

Description: Among the challenges you reported, which, if any, of these were among the primary reasons you closed your business or stopped working for yourself as a freelancer, consultant, or independent contractor? Accessing capital to cover business operations [SHOW IF BO_CHALLENGE_1_4 = 1]

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 298 | 1.0% | 2,633,917 | 1.0% |
| 2: No | 154 | 0.5% | 1,349,254 | 0.5% |
| -3: Missing | 27 | 0.1% | 254,821 | 0.1% |
| ..: Logical Skip | 30,153 | 98.4% | 246,676,391 | 98.3% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ENDE_Y2

Label: PRIMARY REASONS YOU CLOSED YOUR BUSINESS- MAKING RENT PAYMENTS- Y2

Description: Among the challenges you reported, which, if any, of these were among the primary reasons you closed your business or stopped working for yourself as a freelancer, consultant, or independent contractor? Making rent/mortgage payments on my business location(s) [SHOW IF BO_CHALLENGE_1_5 = 1]

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 292 | 1.0% | 2,654,185 | 1.1% |
| 2: No | 146 | 0.5% | 1,275,693 | 0.5% |
| -3: Missing | 19 | 0.1% | 171,429 | 0.1% |
| ..: Logical Skip | 30,175 | 98.5% | 246,813,076 | 98.4% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ENDF_Y2

Label: PRIMARY REASONS YOU CLOSED YOUR BUSINESS- DECREASING SALES- Y2

Description: Among the challenges you reported, which, if any, of these were among the primary reasons you closed your business or stopped working for yourself as a freelancer, consultant, or independent contractor?
Decreasing sales [SHOW IF BO_CHALLENGE_1_6 = 1]

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 849 | 2.8% | 8,254,826 | 3.3% |
| 2: No | 187 | 0.6% | 1,687,438 | 0.7% |
| -3: Missing | 54 | 0.2% | 515,381 | 0.2% |
| ..: Logical Skip | 29,542 | 96.4% | 240,456,737 | 95.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ENDG_Y2

Label: PRIMARY REASONS YOU CLOSED YOUR BUSINESS- INCREASING BUSINESS COSTS- Y2

Description: Among the challenges you reported, which, if any, of these were among the primary reasons you closed your business or stopped working for yourself as a freelancer, consultant, or independent contractor?
Increasing business or operational costs [SHOW IF BO_CHALLENGE_1_7 = 1]

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 528 | 1.7% | 4,878,482 | 1.9% |
| 2: No | 277 | 0.9% | 2,700,235 | 1.1% |
| -3: Missing | 44 | 0.1% | 365,728 | 0.1% |
| ..: Logical Skip | 29,783 | 97.2% | 242,969,939 | 96.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ENDH_Y2

Label: PRIMARY REASONS YOU CLOSED YOUR BUSINESS- MAINTAINING
BUSINESS LICENSE- Y2

Description: Among the challenges you reported, which, if any, of these were among
the primary reasons you closed your business or stopped working for
yourself as a freelancer, consultant, or independent contractor?
Maintaining the business' license/registration [SHOW IF
BO_CHALLENGE_2_1 = 1]

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 195 | 0.6% | 1,538,038 | 0.6% |
| 2: No | 180 | 0.6% | 1,509,509 | 0.6% |
| -3: Missing | 23 | 0.1% | 211,148 | 0.1% |
| ..: Logical Skip | 30,234 | 98.7% | 247,655,688 | 98.7% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ENDI_Y2

Label: PRIMARY REASONS YOU CLOSED YOUR BUSINESS- DOING MY
TAXES- Y2

Description: Among the challenges you reported, which, if any, of these were among
the primary reasons you closed your business or stopped working for
yourself as a freelancer, consultant, or independent contractor? Doing my
taxes [SHOW IF BO_CHALLENGE_2_2 = 1]

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 397 | 1.3% | 3,424,014 | 1.4% |
| 2: No | 644 | 2.1% | 6,599,781 | 2.6% |
| -3: Missing | 67 | 0.2% | 542,089 | 0.2% |
| ..: Logical Skip | 29,524 | 96.4% | 240,348,498 | 95.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ENDJ_Y2

Label: PRIMARY REASONS YOU CLOSED YOUR BUSINESS- NAVIGATING
GOVERNMENT REGULATIONS- Y2

Description: Among the challenges you reported, which, if any, of these were among
the primary reasons you closed your business or stopped working for
yourself as a freelancer, consultant, or independent contractor?
Navigating local, state, or federal government regulations [SHOW IF
BO_CHALLENGE_2_3 = 1]

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 293 | 1.0% | 2,658,370 | 1.1% |
| 2: No | 282 | 0.9% | 2,593,471 | 1.0% |
| -3: Missing | 37 | 0.1% | 273,364 | 0.1% |
| ..: Logical Skip | 30,020 | 98.0% | 245,389,177 | 97.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ENDK_Y2

Label: PRIMARY REASONS YOU CLOSED YOUR BUSINESS- FINDING
CUSTOMERS- Y2

Description: Among the challenges you reported, which, if any, of these were among
the primary reasons you closed your business or stopped working for
yourself as a freelancer, consultant, or independent contractor? Finding
customers [SHOW IF BO_CHALLENGE_3_1 = 1]

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 1,131 | 3.7% | 10,874,380 | 4.3% |
| 2: No | 381 | 1.2% | 3,745,351 | 1.5% |
| -3: Missing | 91 | 0.3% | 856,728 | 0.3% |
| ..: Logical Skip | 29,029 | 94.8% | 235,437,924 | 93.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ENDL_Y2

Label: PRIMARY REASONS YOU CLOSED YOUR BUSINESS- KEEPING
EXISTING CUSTOMERS- Y2

Description: Among the challenges you reported, which, if any, of these were among the primary reasons you closed your business or stopped working for yourself as a freelancer, consultant, or independent contractor? Keeping existing customers [SHOW IF BO_CHALLENGE_3_2 = 1]

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 598 | 2.0% | 5,536,248 | 2.2% |
| 2: No | 300 | 1.0% | 3,059,078 | 1.2% |
| -3: Missing | 70 | 0.2% | 652,030 | 0.3% |
| ..: Logical Skip | 29,664 | 96.8% | 241,667,027 | 96.3% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ENDM_Y2

Label: PRIMARY REASONS YOU CLOSED YOUR BUSINESS- SETTING UP THE
BUSINESS- Y2

Description: Among the challenges you reported, which, if any, of these were among the primary reasons you closed your business or stopped working for yourself as a freelancer, consultant, or independent contractor? Setting up/maintaining the business' digital/online presence [SHOW IF BO_CHALLENGE_3_3 = 1]

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 236 | 0.8% | 2,105,023 | 0.8% |
| 2: No | 244 | 0.8% | 2,148,138 | 0.9% |
| -3: Missing | 39 | 0.1% | 246,513 | 0.1% |
| ..: Logical Skip | 30,113 | 98.3% | 246,414,709 | 98.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ENDN_Y2

Label: PRIMARY REASONS YOU CLOSED YOUR BUSINESS- BUSINESS OPPORTUNITIES- Y2

Description: Among the challenges you reported, which, if any, of these were among the primary reasons you closed your business or stopped working for yourself as a freelancer, consultant, or independent contractor? Identifying business opportunities in the market [SHOW IF BO_CHALLENGE_3_4= 1]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 378 | 1.2% | 3,772,376 | 1.5% |
| 2: No | 369 | 1.2% | 3,804,874 | 1.5% |
| -3: Missing | 56 | 0.2% | 458,714 | 0.2% |
| .: Logical Skip | 29,829 | 97.4% | 242,878,419 | 96.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ENDO_Y2

Label: PRIMARY REASONS YOU CLOSED YOUR BUSINESS- FINDING PROFESSIONAL SUPPORT- Y2

Description: Among the challenges you reported, which, if any, of these were among the primary reasons you closed your business or stopped working for yourself as a freelancer, consultant, or independent contractor? Finding and/or affording professional support like lawyers, accountants, or tax professionals [SHOW IF BO_CHALLENGE_4_1 = 1]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 148 | 0.5% | 1,219,532 | 0.5% |
| 2: No | 168 | 0.5% | 1,521,380 | 0.6% |
| -3: Missing | 34 | 0.1% | 229,567 | 0.1% |
| .: Logical Skip | 30,282 | 98.9% | 247,943,905 | 98.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ENDP_Y2

Label: PRIMARY REASONS YOU CLOSED YOUR BUSINESS- FINDING ROLE MODELS- Y2

Description: Among the challenges you reported, which, if any, of these were among the primary reasons you closed your business or stopped working for yourself as a freelancer, consultant, or independent contractor? Finding support, advice, or finding role models in my network [SHOW IF BO_CHALLENGE_4_2 = 1]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 177 | 0.6% | 1,454,411 | 0.6% |
| 2: No | 209 | 0.7% | 2,050,063 | 0.8% |
| -3: Missing | 29 | 0.1% | 260,996 | 0.1% |
| .: Logical Skip | 30,217 | 98.6% | 247,148,912 | 98.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ENDQ_Y2

Label: PRIMARY REASONS YOU CLOSED YOUR BUSINESS- GETTING SUPPORT FROM FAMILY- Y2

Description: Among the challenges you reported, which, if any, of these were among the primary reasons you closed your business or stopped working for yourself as a freelancer, consultant, or independent contractor? Getting support from my family or friends [SHOW IF BO_CHALLENGE_4_3 = 1]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 305 | 1.0% | 2,652,855 | 1.1% |
| 2: No | 218 | 0.7% | 1,817,032 | 0.7% |
| -3: Missing | 36 | 0.1% | 358,725 | 0.1% |
| .: Logical Skip | 30,073 | 98.2% | 246,085,771 | 98.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ENDR_Y2

Label: PRIMARY REASONS YOU CLOSED YOUR BUSINESS- GETTING SUPPORT FROM COMMUNITY- Y2

Description: Among the challenges you reported, which, if any, of these were among the primary reasons you closed your business or stopped working for yourself as a freelancer, consultant, or independent contractor? Getting support from my community [SHOW IF BO_CHALLENGE_4_4 = 1]

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|-----------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 212 | 0.7% | 1,707,320 | 0.7% |
| 2: No | 175 | 0.6% | 1,725,135 | 0.7% |
| -3: Missing | 30 | 0.1% | 233,788 | 0.1% |
| .: Logical Skip | 30,215 | 98.6% | 247,248,140 | 98.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ENDS_Y2

Label: PRIMARY REASONS YOU CLOSED YOUR BUSINESS- BALANCING WORK AND FAMILY- Y2

Description: Among the challenges you reported, which, if any, of these were among the primary reasons you closed your business or stopped working for yourself as a freelancer, consultant, or independent contractor? Balancing work and family [SHOW IF BO_CHALLENGE_4_5 = 1]

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|-----------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 867 | 2.8% | 8,344,954 | 3.3% |
| 2: No | 349 | 1.1% | 3,627,707 | 1.4% |
| -3: Missing | 67 | 0.2% | 502,311 | 0.2% |
| .: Logical Skip | 29,349 | 95.8% | 238,439,411 | 95.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ENDT_Y2

Label: PRIMARY REASONS YOU CLOSED YOUR BUSINESS- FEELING BURNT OUT- Y2

Description: Among the challenges you reported, which, if any, of these were among the primary reasons you closed your business or stopped working for yourself as a freelancer, consultant, or independent contractor? Feeling burnt out, or losing focus, interest, and/or motivation [SHOW IF BO_CHALLENGE_4_6 = 1]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 1,276 | 4.2% | 12,570,043 | 5.0% |
| 2: No | 286 | 0.9% | 2,896,279 | 1.2% |
| -3: Missing | 78 | 0.3% | 618,073 | 0.2% |
| .: Logical Skip | 28,992 | 94.6% | 234,829,988 | 93.6% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ENDU_Y2

Label: PRIMARY REASONS YOU CLOSED YOUR BUSINESS- MAJOR LIFE EVENT- Y2

Description: Among the challenges you reported, which, if any, of these were among the primary reasons you closed your business or stopped working for yourself as a freelancer, consultant, or independent contractor? Major life event (such as a new child, own or family medical issue) [SHOW IF BO_CHALLENGE_4_7 = 1]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 648 | 2.1% | 6,169,759 | 2.5% |
| 2: No | 100 | 0.3% | 867,336 | 0.3% |
| -3: Missing | 30 | 0.1% | 206,056 | 0.1% |
| .: Logical Skip | 29,854 | 97.5% | 243,671,233 | 97.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ENDV_Y2

Label: PRIMARY REASONS YOU CLOSED YOUR BUSINESS- FINDING TIME-Y2

Description: Among the challenges you reported, which, if any, of these were among the primary reasons you closed your business or stopped working for yourself as a freelancer, consultant, or independent contractor? Finding time to devote to the business [SHOW IF BO_CHALLENGE_4_8 = 1]

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 505 | 1.6% | 4,940,677 | 2.0% |
| 2: No | 197 | 0.6% | 2,083,533 | 0.8% |
| -3: Missing | 49 | 0.2% | 358,498 | 0.1% |
| ..: Logical Skip | 29,881 | 97.5% | 243,531,675 | 97.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ENDW_Y2

Label: PRIMARY REASONS YOU CLOSED YOUR BUSINESS- GROWING NETWORK- Y2

Description: Among the challenges you reported, which, if any, of these were among the primary reasons you closed your business or stopped working for yourself as a freelancer, consultant, or independent contractor? Growing my network with like-minded entrepreneurs [SHOW IF BO_CHALLENGE_4_9 = 1]

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 156 | 0.5% | 1,326,443 | 0.5% |
| 2: No | 150 | 0.5% | 1,528,524 | 0.6% |
| -3: Missing | 20 | 0.1% | 157,819 | 0.1% |
| ..: Logical Skip | 30,306 | 98.9% | 247,901,598 | 98.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ENDX_Y2

Label: PRIMARY REASONS YOU CLOSED YOUR BUSINESS- EDUCATIONAL MATERIALS- Y2

Description: Among the challenges you reported, which, if any, of these were among the primary reasons you closed your business or stopped working for yourself as a freelancer, consultant, or independent contractor? Accessing educational materials/content related to [INSERT DOV_ACTIVITY]
[SHOW IF BO_CHALLENGE_4_10 = 1]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 48 | 0.2% | 440,367 | 0.2% |
| 2: No | 83 | 0.3% | 791,614 | 0.3% |
| -3: Missing | 13 | 0.0% | 125,415 | 0.0% |
| .: Logical Skip | 30,488 | 99.5% | 249,556,987 | 99.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ENDY_Y2

Label: PRIMARY REASONS YOU CLOSED YOUR BUSINESS- FINDING QUALIFIED EMPLOYEES- Y2

Description: Among the challenges you reported, which, if any, of these were among the primary reasons you closed your business or stopped working for yourself as a freelancer, consultant, or independent contractor? Finding, affording, and/or retaining qualified employees [SHOW IF BO_CHALLENGE_5_1 = 1]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 333 | 1.1% | 2,856,198 | 1.1% |
| 2: No | 218 | 0.7% | 1,771,236 | 0.7% |
| -3: Missing | 33 | 0.1% | 305,374 | 0.1% |
| .: Logical Skip | 30,048 | 98.1% | 245,981,575 | 98.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ENDZ_Y2

Label: PRIMARY REASONS YOU CLOSED YOUR BUSINESS- COMPETING AGAINST OTHER BUSINESS- Y2

Description: Among the challenges you reported, which, if any, of these were among the primary reasons you closed your business or stopped working for yourself as a freelancer, consultant, or independent contractor?
Competing against other/larger businesses [SHOW IF BO_CHALLENGE_5_2 = 1]

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 695 | 2.3% | 6,594,294 | 2.6% |
| 2: No | 325 | 1.1% | 3,256,433 | 1.3% |
| -3: Missing | 75 | 0.2% | 607,762 | 0.2% |
| ..: Logical Skip | 29,537 | 96.4% | 240,455,894 | 95.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ENDAA_Y2

Label: PRIMARY REASONS YOU CLOSED YOUR BUSINESS- SUPPLY CHAIN ISSUES- Y2

Description: Among the challenges you reported, which, if any, of these were among the primary reasons you closed your business or stopped working for yourself as a freelancer, consultant, or independent contractor? Supply chain issues [SHOW IF BO_CHALLENGE_5_3 = 1]

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 257 | 0.8% | 2,077,665 | 0.8% |
| 2: No | 150 | 0.5% | 1,324,636 | 0.5% |
| -3: Missing | 21 | 0.1% | 183,372 | 0.1% |
| ..: Logical Skip | 30,204 | 98.6% | 247,328,710 | 98.6% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ENDBB_Y2

Label: PRIMARY REASONS YOU CLOSED YOUR BUSINESS- DECREASING DEMAND FOR PRODUCT- Y2

Description: Among the challenges you reported, which, if any, of these were among the primary reasons you closed your business or stopped working for yourself as a freelancer, consultant, or independent contractor?
Decreasing demand for my product or service [SHOW IF BO_CHALLENGE_5_4 = 1]

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|------------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 717 | 2.3% | 7,085,543 | 2.8% |
| 2: No | 218 | 0.7% | 2,218,242 | 0.9% |
| -3: Missing | 49 | 0.2% | 407,351 | 0.2% |
| ..: Logical Skip | 29,648 | 96.8% | 241,203,247 | 96.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ENDCC_Y2

Label: PRIMARY REASONS YOU CLOSED YOUR BUSINESS- UNFAVORABLE ECONOMY- Y2

Description: Among the challenges you reported, which, if any, of these were among the primary reasons you closed your business or stopped working for yourself as a freelancer, consultant, or independent contractor?
Unfavorable economy [SHOW IF BO_CHALLENGE_5_5 = 1]

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|------------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 812 | 2.7% | 7,617,348 | 3.0% |
| 2: No | 193 | 0.6% | 1,880,787 | 0.7% |
| -3: Missing | 66 | 0.2% | 539,785 | 0.2% |
| ..: Logical Skip | 29,561 | 96.5% | 240,876,464 | 96.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_CHALLENGE_ENDDD_Y2

Label: PRIMARY REASONS YOU CLOSED YOUR BUSINESS- HIRING
EMPLOYEES- Y2

Description: Among the challenges you reported, which, if any, of these were among the primary reasons you closed your business or stopped working for yourself as a freelancer, consultant, or independent contractor?
Understanding and navigating administrative and/or regulatory requirements related to hiring employees [SHOW IF
BO_CHALLENGE_5_6 = 1]

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 96 | 0.3% | 640,111 | 0.3% |
| 2: No | 76 | 0.2% | 697,987 | 0.3% |
| -3: Missing | 21 | 0.1% | 126,190 | 0.1% |
| ..: Logical Skip | 30,439 | 99.4% | 249,450,095 | 99.4% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_REASONS_1_Y2

Label: PRIMARY REASON FOR STOPPING- Y2

Description: You reported the following reasons for closing your business or stopping working for yourself as a consultant, freelancer, or independent contractor. Of these reasons for closing your business or stopping working for yourself, which was the primary reason? Select one.

| | __Unweighted__ | | __Weighted__ | |
|-----------------------------------------------------------------------------------|----------------|------|--------------|------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Not being able to access and/or afford health insurance | 128 | 0.4% | 1,236,711 | 0.5% |
| 2: Not having access to other employer-provided benefits (aside from health care) | 27 | 0.1% | 294,517 | 0.1% |
| 3: Challenges with personal/family finances | 277 | 0.9% | 2,685,944 | 1.1% |
| 4: Accessing capital to cover business operations | 53 | 0.2% | 446,298 | 0.2% |

Variable: BO_REASONS_1_Y2**Label:** PRIMARY REASON FOR STOPPING- Y2

Description: You reported the following reasons for closing your business or stopping working for yourself as a consultant, freelancer, or independent contractor. Of these reasons for closing your business or stopping working for yourself, which was the primary reason? Select one.

| LABEL | __Unweighted__ | | __Weighted__ | |
|---------------------------------------------------------------------------------------------------|----------------|------|--------------|------|
| | COUNT | PCT | COUNT | PCT |
| 5: Making rent/mortgage payments on my business location(s) | 58 | 0.2% | 572,593 | 0.2% |
| 6: Decreasing sales | 231 | 0.8% | 2,197,990 | 0.9% |
| 7: Increasing business or operational costs | 91 | 0.3% | 883,338 | 0.4% |
| 8: Maintaining the business' license/registration | 31 | 0.1% | 233,288 | 0.1% |
| 9: Doing my taxes | 87 | 0.3% | 666,702 | 0.3% |
| 10: Navigating local, state, or federal government regulations | 49 | 0.2% | 423,283 | 0.2% |
| 11: Finding customers | 264 | 0.9% | 2,494,112 | 1.0% |
| 12: Keeping existing customers | 66 | 0.2% | 541,311 | 0.2% |
| 13: Setting up/maintaining the business' digital/online presence | 25 | 0.1% | 309,131 | 0.1% |
| 14: Identifying business opportunities in the market | 32 | 0.1% | 272,911 | 0.1% |
| 15: Finding and/or affording professional support like lawyers, accountants, or tax professionals | 11 | 0.0% | 55,611 | 0.0% |
| 16: Finding support, advice, or finding role models in my network | 17 | 0.1% | 98,200 | 0.0% |
| 17: Getting support from my family or friends | 35 | 0.1% | 323,063 | 0.1% |
| 18: Getting support from my community | 12 | 0.0% | 81,592 | 0.0% |
| 19: Balancing work and family | 224 | 0.7% | 2,490,822 | 1.0% |

Issued: October 16, 2023

Variable: BO_REASONS_1_Y2

Label: PRIMARY REASON FOR STOPPING- Y2

Description: You reported the following reasons for closing your business or stopping working for yourself as a consultant, freelancer, or independent contractor. Of these reasons for closing your business or stopping working for yourself, which was the primary reason? Select one.

| LABEL | ___Unweighted___ | | ___Weighted___ | |
|------------------------------------------------------------------------------------------------------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 20: Feeling burnt out, or losing focus, interest, and/or motivation | 514 | 1.7% | 5,268,730 | 2.1% |
| 21: Major life event (such as a new child, own or family medical issue) | 377 | 1.2% | 3,677,293 | 1.5% |
| 22: Finding time to devote to the business | 117 | 0.4% | 1,307,097 | 0.5% |
| 23: Growing my network with like-minded entrepreneurs | 7 | 0.0% | 98,347 | 0.0% |
| 24: Accessing educational materials/content related to work activity | 1 | 0.0% | 18,691 | 0.0% |
| 25: Finding, affording, and/or retaining qualified employees | 53 | 0.2% | 468,710 | 0.2% |
| 26: Competing against other/larger businesses | 112 | 0.4% | 1,151,758 | 0.5% |
| 27: Supply chain issues | 39 | 0.1% | 344,204 | 0.1% |
| 28: Decreasing demand for my product or service | 166 | 0.5% | 1,706,922 | 0.7% |
| 29: Unfavorable economy | 226 | 0.7% | 2,137,758 | 0.9% |
| 30: Understanding and navigating administrative and/or regulatory requirements related to hiring employees | 8 | 0.0% | 30,820 | 0.0% |
| -5: Don't know | 2 | 0.0% | 13,982 | 0.0% |
| -3: Missing | 18 | 0.1% | 135,651 | 0.1% |
| .: Logical Skip | 27,274 | 89.0% | 218,247,001 | 87.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Issued: October 16, 2023

Variable: BO_REASONS_2_Y2

Label: SECOND MOST IMPORTANT REASON FOR STOPPING- Y2

Description: Of the remaining reasons for closing your business or stopping working for yourself as a consultant, freelancer, or independent contractor, which was the second most important reason? Select one.

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|---------------------------------------------------------------------------------------------------|------------------|------|----------------|------|
| | COUNT | PCT | COUNT | PCT |
| 1: Not being able to access and/or afford health insurance | 100 | 0.3% | 1,047,640 | 0.4% |
| 2: Not having access to other employer-provided benefits (aside from health care) | 55 | 0.2% | 599,117 | 0.2% |
| 3: Challenges with personal/family finances | 159 | 0.5% | 1,417,011 | 0.6% |
| 4: Accessing capital to cover business operations | 51 | 0.2% | 458,977 | 0.2% |
| 5: Making rent/mortgage payments on my business location(s) | 51 | 0.2% | 555,682 | 0.2% |
| 6: Decreasing sales | 198 | 0.6% | 1,963,971 | 0.8% |
| 7: Increasing business or operational costs | 104 | 0.3% | 979,172 | 0.4% |
| 8: Maintaining the business' license/registration | 30 | 0.1% | 246,875 | 0.1% |
| 9: Doing my taxes | 47 | 0.2% | 475,105 | 0.2% |
| 10: Navigating local, state, or federal government regulations | 40 | 0.1% | 435,047 | 0.2% |
| 11: Finding customers | 240 | 0.8% | 2,425,961 | 1.0% |
| 12: Keeping existing customers | 124 | 0.4% | 1,196,108 | 0.5% |
| 13: Setting up/maintaining the business' digital/online presence | 21 | 0.1% | 147,416 | 0.1% |
| 14: Identifying business opportunities in the market | 46 | 0.2% | 509,660 | 0.2% |
| 15: Finding and/or affording professional support like lawyers, accountants, or tax professionals | 14 | 0.0% | 127,185 | 0.1% |

Issued: October 16, 2023

Variable: BO_REASONS_2_Y2**Label:** SECOND MOST IMPORTANT REASON FOR STOPPING- Y2**Description:** Of the remaining reasons for closing your business or stopping working for yourself as a consultant, freelancer, or independent contractor, which was the second most important reason? Select one.

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|-------------------------------------------------------------------------|------------------|------|----------------|------|
| | COUNT | PCT | COUNT | PCT |
| 16: Finding support, advice, or finding role models in my network | 17 | 0.1% | 161,487 | 0.1% |
| 17: Getting support from my family or friends | 49 | 0.2% | 395,866 | 0.2% |
| 18: Getting support from my community | 14 | 0.0% | 140,022 | 0.1% |
| 19: Balancing work and family | 190 | 0.6% | 1,823,037 | 0.7% |
| 20: Feeling burnt out, or losing focus, interest, and/or motivation | 253 | 0.8% | 2,450,933 | 1.0% |
| 21: Major life event (such as a new child, own or family medical issue) | 94 | 0.3% | 987,686 | 0.4% |
| 22: Finding time to devote to the business | 103 | 0.3% | 1,007,288 | 0.4% |
| 23: Growing my network with like-minded entrepreneurs | 18 | 0.1% | 150,913 | 0.1% |
| 24: Accessing educational materials/content related to work activity | 8 | 0.0% | 94,655 | 0.0% |
| 25: Finding, affording, and/or retaining qualified employees | 71 | 0.2% | 574,059 | 0.2% |
| 26: Competing against other/larger businesses | 124 | 0.4% | 1,186,888 | 0.5% |
| 27: Supply chain issues | 37 | 0.1% | 284,273 | 0.1% |
| 28: Decreasing demand for my product or service | 144 | 0.5% | 1,317,665 | 0.5% |
| 29: Unfavorable economy | 158 | 0.5% | 1,505,711 | 0.6% |

Issued: October 16, 2023

Variable: BO_REASONS_2_Y2**Label:** SECOND MOST IMPORTANT REASON FOR STOPPING- Y2**Description:** Of the remaining reasons for closing your business or stopping working for yourself as a consultant, freelancer, or independent contractor, which was the second most important reason? Select one.

| | <u>__ Unweighted __</u> | | <u>__ Weighted __</u> | |
|------------------------------------------------------------------------------------------------------------|-------------------------|---------------|-----------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 30: Understanding and navigating administrative and/or regulatory requirements related to hiring employees | 11 | 0.0% | 89,578 | 0.0% |
| -3: Missing | 32 | 0.1% | 262,909 | 0.1% |
| .: Logical Skip | 28,029 | 91.5% | 225,896,490 | 90.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_LENGTH_1**Label:** HOW LONG DO YOU SEE YOURSELF**Description:** How long do you see yourself [INSERT DOV_ACTIVITY]? [SHOW IF DOV_GROUP = 1 OR 2]

| | <u>__ Unweighted __</u> | | <u>__ Weighted __</u> | |
|----------------------------|-------------------------|---------------|-----------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Less than a year longer | 1,035 | 3.4% | 7,348,022 | 2.9% |
| 2: 1 to 2 years longer | 1,886 | 6.2% | 12,437,767 | 5.0% |
| 3: 3 to 4 years longer | 2,401 | 7.8% | 14,548,337 | 5.8% |
| 4: 5 to 9 years longer | 1,576 | 5.1% | 12,019,299 | 4.8% |
| 5: 10 or more years longer | 3,285 | 10.7% | 25,751,104 | 10.3% |
| -5: Don't know | 3 | 0.0% | 17,635 | 0.0% |
| -3: Missing | 172 | 0.6% | 554,405 | 0.2% |
| .: Logical Skip | 20,274 | 66.2% | 178,237,814 | 71.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Issued: October 16, 2023

Variable: BO_POSTPLANS_1**Label:** WHAT ARE YOUR PLANS FOR AFTER YOU FINISH**Description:** What are your plans for after you finish [INSERT DOV_ACTIVITY]?
[SHOW IF DOV_GROUP = 1 OR 2]

| LABEL | <u>Unweighted</u> | | <u>Weighted</u> | |
|---------------------------------------------------------------------|-------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Continue to work at another job in which I am currently employed | 2,019 | 6.6% | 13,331,407 | 5.3% |
| 2: Take a new job/enter employment | 1,142 | 3.7% | 6,951,896 | 2.8% |
| 3: Start another business | 1,377 | 4.5% | 7,084,714 | 2.8% |
| 4: Retire | 3,240 | 10.6% | 28,018,474 | 11.2% |
| 5: Go back to school | 618 | 2.0% | 3,528,405 | 1.4% |
| 6: Take a break from work | 910 | 3.0% | 6,336,837 | 2.5% |
| 7: Provide care for children and/or family/friends in need of care | 561 | 1.8% | 3,750,516 | 1.5% |
| 8: Other (Specify) | 326 | 1.1% | 3,123,318 | 1.2% |
| -5: Don't know | 2 | 0.0% | 6,977 | 0.0% |
| -3: Missing | 163 | 0.5% | 544,025 | 0.2% |
| ..: Logical Skip | 20,274 | 66.2% | 178,237,814 | 71.0% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_POSTPLANS_2**Label:** WHAT DID YOU DO IMMEDIATELY AFTER YOU FINISHED**Description:** What did you do immediately after you finished [INSERT
DOV_ACTIVITY]? [SHOW IF DOV_GROUP = 4 OR 5]

| LABEL | __Unweighted__ | | __Weighted__ | |
|---------------------------------------------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Continue to work at another job in which I am currently employed | 1,123 | 3.7% | 11,934,005 | 4.8% |
| 2: Took a new job/enter employment | 1,250 | 4.1% | 12,945,149 | 5.2% |
| 3: Started another business | 59 | 0.2% | 405,262 | 0.2% |
| 4: Retired | 1,006 | 3.3% | 9,871,328 | 3.9% |
| 5: Went back to school | 195 | 0.6% | 1,718,504 | 0.7% |
| 6: Took a break from work | 416 | 1.4% | 3,526,419 | 1.4% |
| 7: Provided care for children and/or family/friends in need of care | 226 | 0.7% | 2,084,213 | 0.8% |
| 8: Other (Specify) | 286 | 0.9% | 2,691,434 | 1.1% |
| -3: Missing | 41 | 0.1% | 308,076 | 0.1% |
| ..: Logical Skip | 26,030 | 85.0% | 205,429,992 | 81.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_NUMPREVBIZ_1

Label: HOW MANY PREVIOUS BUSINESSES HAVE YOU OWNED

Description: Prior to establishing, purchasing, or acquiring this business/self-employment, how many previous businesses have you owned? [SHOW IF DOV_GROUP = 1,2,4, OR 5]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|--------|----------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: 0 | 8,650 | 28.2% | 81,461,847 | 32.5% |
| 2: 1 | 2,648 | 8.6% | 18,915,707 | 7.5% |
| 3: 2 | 1,872 | 6.1% | 9,745,128 | 3.9% |
| 4: 3 | 947 | 3.1% | 4,499,129 | 1.8% |
| 5: 4 | 334 | 1.1% | 1,446,248 | 0.6% |
| 6: 5 or more | 309 | 1.0% | 1,432,836 | 0.6% |
| -5: Don't know | 2 | 0.0% | 80,021 | 0.0% |
| -3: Missing | 198 | 0.6% | 580,043 | 0.2% |
| .: Logical Skip | 15,672 | 51.2% | 132,753,423 | 52.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_EXITSTRAT_1_Y2

Label: HOW YOU CLOSED OR ENDED YOUR BUSINESS OR STOPPED WORKING FOR YOURSELF- Y2

Description: Which of the following best characterizes how you closed or ended your business or stopped working for yourself as a freelancer, consultant, or independent contractor? [SHOW IF DOV_GROUP = 4 OR 5]

| | __ Unweighted __ | | __ Weighted __ | |
|--------------------------------------------------|------------------|------|----------------|------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Sold your business at a loss | 226 | 0.7% | 2,158,953 | 0.9% |
| 2: Sold your business at more or less break even | 286 | 0.9% | 2,413,855 | 1.0% |
| 3: Sold your business at a profit | 315 | 1.0% | 2,688,419 | 1.1% |
| 4: Bankruptcy or liquidation | 228 | 0.7% | 2,177,074 | 0.9% |
| 5: Transferred business to a family member | 157 | 0.5% | 1,561,007 | 0.6% |

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Variable: BO_EXITSTRAT_1_Y2**Label:** HOW YOU CLOSED OR ENDED YOUR BUSINESS OR STOPPED WORKING FOR YOURSELF- Y2**Description:** Which of the following best characterizes how you closed or ended your business or stopped working for yourself as a freelancer, consultant, or independent contractor? [SHOW IF DOV_GROUP = 4 OR 5]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------------------------------------------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 6: Did not complete any forms/paperwork, just stopped working or taking work | 2,581 | 8.4% | 26,219,630 | 10.4% |
| 7: Transferred business to a non-family member | 174 | 0.6% | 1,610,864 | 0.6% |
| 8: Converted the business to an employee ownership model | 40 | 0.1% | 261,747 | 0.1% |
| 9: Other specify | 523 | 1.7% | 5,697,883 | 2.3% |
| -3: Missing | 72 | 0.2% | 694,958 | 0.3% |
| .: Logical Skip | 26,030 | 85.0% | 205,429,992 | 81.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: BO_INDUSTRY_1_PUF

Label: PUF VARIABLE: WHAT INDUSTRY BEST CLASSIFIES

Description: PUF variable coded from BO_INDUSTRY_1: [DISPLAY FOR DOV_GROUP = 1, 2, 4, OR 5: What industry best classifies your job as [INSERT DOV_JOB]?] [DISPLAY FOR DOV_GROUP = 3 or 6: What industry best classifies your business idea?] [SHOW IF DOV_GROUP = 1,2,3,4,5,6]

| LABEL | __Unweighted__ | | __Weighted__ | |
|--------------------------------------------------------------|----------------|------|--------------|------|
| | COUNT | PCT | COUNT | PCT |
| 1: Accommodation and Food Services | 1,467 | 4.8% | 12,229,026 | 4.9% |
| 2: Administrative, Support, Waste Management, and Recreation | 297 | 1.0% | 1,852,386 | 0.7% |
| 3: Agriculture, Forestry, Fishing, and Hunting | 835 | 2.7% | 6,494,706 | 2.6% |
| 4: Arts, Entertainment, and Recreation | 2,216 | 7.2% | 19,299,148 | 7.7% |
| 5: Construction | 1,378 | 4.5% | 9,156,020 | 3.6% |
| 6: Educational Services | 1,048 | 3.4% | 9,285,589 | 3.7% |
| 7: Finance and Insurance | 839 | 2.7% | 6,279,923 | 2.5% |
| 8: Health Care and Social Assistance | 1,207 | 3.9% | 10,786,530 | 4.3% |
| 9: Information (e.g. publishers and telecommunications) | 679 | 2.2% | 5,136,857 | 2.0% |
| 10: Manufacturing | 437 | 1.4% | 2,284,344 | 0.9% |
| 11: Other Services (e.g. repair and maintenance services) | 794 | 2.6% | 5,568,942 | 2.2% |
| 12: Professional, Scientific, and Technical Services | 1,668 | 5.4% | 15,125,251 | 6.0% |
| 13: Real Estate | 1,310 | 4.3% | 13,928,079 | 5.6% |
| 14: Retail | 765 | 2.5% | 6,344,843 | 2.5% |
| 15: Transportation or Warehousing | 1,903 | 6.2% | 16,273,863 | 6.5% |
| 16: Whole Sale Trade | 817 | 2.7% | 5,780,836 | 2.3% |
| 17: Other | 1,151 | 3.8% | 7,885,396 | 3.1% |

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Variable: BO_INDUSTRY_1_PUF

Label: PUF VARIABLE: WHAT INDUSTRY BEST CLASSIFIES

Description: PUF variable coded from BO_INDUSTRY_1: [DISPLAY FOR DOV_GROUP = 1, 2, 4, OR 5: What industry best classifies your job as [INSERT DOV_JOB]?] [DISPLAY FOR DOV_GROUP = 3 or 6: What industry best classifies your business idea?] [SHOW IF DOV_GROUP = 1,2,3,4,5,6]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| -7: Suppressed | 180 | 0.6% | 698,276 | 0.3% |
| -5: Don't know | 11 | 0.0% | 128,280 | 0.1% |
| -3: Missing | 575 | 1.9% | 3,733,265 | 1.5% |
| .: Logical Skip | 11,055 | 36.1% | 92,642,824 | 36.9% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_CONSIDER_1_1_Y2

Label: PRIMARY REASONS NOT CONSIDERED BUSINESS- WHAT KIND OF BUSINESS- Y2

Description: Earlier, you said you are not planning to start a new business or become self-employed. What are the primary reasons why you have not considered starting your own business, working for yourself, or doing freelance or contract work, etc.? Select all that apply. 1. I don't know what kind of business I would start [SHOW IF DOV_GROUP = 7]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 8,330 | 27.2% | 66,792,744 | 26.6% |
| 1: Selected | 2,680 | 8.7% | 25,542,485 | 10.2% |
| -5: Don't know | 1 | 0.0% | 5,751 | 0.0% |
| -3: Missing | 44 | 0.1% | 301,844 | 0.1% |
| .: Logical Skip | 19,577 | 63.9% | 158,271,559 | 63.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_CONSIDER_1_2_Y2

Label: PRIMARY REASONS NOT CONSIDERED BUSINESS- TOO RISKY- Y2

Description: Earlier, you said you are not planning to start a new business or become self-employed. What are the primary reasons why you have not considered starting your own business, working for yourself, or doing freelance or contract work, etc.? Select all that apply. 2. It seems too risky [SHOW IF DOV_GROUP = 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 8,701 | 28.4% | 69,305,843 | 27.6% |
| 1: Selected | 2,309 | 7.5% | 23,029,386 | 9.2% |
| -5: Don't know | 1 | 0.0% | 5,751 | 0.0% |
| -3: Missing | 44 | 0.1% | 301,844 | 0.1% |
| .: Logical Skip | 19,577 | 63.9% | 158,271,559 | 63.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_CONSIDER_1_3_Y2

Label: PRIMARY REASONS NOT CONSIDERED BUSINESS- LOCAL COMMUNITY-Y2

Description: Earlier, you said you are not planning to start a new business or become self-employed. What are the primary reasons why you have not considered starting your own business, working for yourself, or doing freelance or contract work, etc.? Select all that apply. 3. I'm not sure how well a business would do in my local community [SHOW IF DOV_GROUP = 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 9,815 | 32.0% | 82,119,986 | 32.7% |
| 1: Selected | 1,195 | 3.9% | 10,215,244 | 4.1% |
| -5: Don't know | 1 | 0.0% | 5,751 | 0.0% |
| -3: Missing | 44 | 0.1% | 301,844 | 0.1% |
| .: Logical Skip | 19,577 | 63.9% | 158,271,559 | 63.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_CONSIDER_1_4_Y2

Label: PRIMARY REASONS NOT CONSIDERED BUSINESS- DON'T HAVE ENOUGH SAVINGS- Y2

Description: Earlier, you said you are not planning to start a new business or become self-employed. What are the primary reasons why you have not considered starting your own business, working for yourself, or doing freelance or contract work, etc.? Select all that apply. 4. I don't have enough savings or financial cushion to pursue starting a business [SHOW IF DOV_GROUP = 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 8,347 | 27.2% | 69,131,095 | 27.6% |
| 1: Selected | 2,663 | 8.7% | 23,204,134 | 9.2% |
| -5: Don't know | 1 | 0.0% | 5,751 | 0.0% |
| -3: Missing | 44 | 0.1% | 301,844 | 0.1% |
| .: Logical Skip | 19,577 | 63.9% | 158,271,559 | 63.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_CONSIDER_1_5_Y2

Label: PRIMARY REASONS NOT CONSIDERED BUSINESS- ACCESSING FINANCING- Y2

Description: Earlier, you said you are not planning to start a new business or become self-employed. What are the primary reasons why you have not considered starting your own business, working for yourself, or doing freelance or contract work, etc.? Select all that apply. 5. I don't know how to go about accessing financing to start a business [SHOW IF DOV_GROUP = 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 9,391 | 30.7% | 78,466,305 | 31.3% |
| 1: Selected | 1,619 | 5.3% | 13,868,924 | 5.5% |
| -5: Don't know | 1 | 0.0% | 5,751 | 0.0% |
| -3: Missing | 44 | 0.1% | 301,844 | 0.1% |
| .: Logical Skip | 19,577 | 63.9% | 158,271,559 | 63.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

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Variable: GP_CONSIDER_1_6_Y2

Label: PRIMARY REASONS NOT CONSIDERED BUSINESS- FAMILY NOT SUPPORTIVE- Y2

Description: Earlier, you said you are not planning to start a new business or become self-employed. What are the primary reasons why you have not considered starting your own business, working for yourself, or doing freelance or contract work, etc.? Select all that apply. 6. Family/friends are not supportive [SHOW IF DOV_GROUP = 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 10,661 | 34.8% | 89,946,193 | 35.8% |
| 1: Selected | 349 | 1.1% | 2,389,036 | 1.0% |
| -5: Don't know | 1 | 0.0% | 5,751 | 0.0% |
| -3: Missing | 44 | 0.1% | 301,844 | 0.1% |
| .: Logical Skip | 19,577 | 63.9% | 158,271,559 | 63.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_CONSIDER_1_7_Y2

Label: PRIMARY REASONS NOT CONSIDERED BUSINESS- SEEMS TOO CHALLENGING- Y2

Description: Earlier, you said you are not planning to start a new business or become self-employed. What are the primary reasons why you have not considered starting your own business, working for yourself, or doing freelance or contract work, etc.? Select all that apply. 7. It seems too challenging [SHOW IF DOV_GROUP = 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 9,282 | 30.3% | 76,032,583 | 30.3% |
| 1: Selected | 1,728 | 5.6% | 16,302,646 | 6.5% |
| -5: Don't know | 1 | 0.0% | 5,751 | 0.0% |
| -3: Missing | 44 | 0.1% | 301,844 | 0.1% |
| .: Logical Skip | 19,577 | 63.9% | 158,271,559 | 63.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_CONSIDER_1_8_Y2

Label: PRIMARY REASONS NOT CONSIDERED BUSINESS- UNCERTAIN ECONOMY- Y2

Description: Earlier, you said you are not planning to start a new business or become self-employed. What are the primary reasons why you have not considered starting your own business, working for yourself, or doing freelance or contract work, etc.? Select all that apply. 8. The economy is too uncertain or unfavorable [SHOW IF DOV_GROUP = 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 8,921 | 29.1% | 72,895,934 | 29.1% |
| 1: Selected | 2,089 | 6.8% | 19,439,295 | 7.7% |
| -5: Don't know | 1 | 0.0% | 5,751 | 0.0% |
| -3: Missing | 44 | 0.1% | 301,844 | 0.1% |
| .: Logical Skip | 19,577 | 63.9% | 158,271,559 | 63.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_CONSIDER_1_9_Y2

Label: PRIMARY REASONS NOT CONSIDERED BUSINESS- TOO MUCH TIME- Y2

Description: Earlier, you said you are not planning to start a new business or become self-employed. What are the primary reasons why you have not considered starting your own business, working for yourself, or doing freelance or contract work, etc.? Select all that apply. 9. It might take too much time [SHOW IF DOV_GROUP = 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 9,730 | 31.8% | 79,978,492 | 31.9% |
| 1: Selected | 1,280 | 4.2% | 12,356,738 | 4.9% |
| -5: Don't know | 1 | 0.0% | 5,751 | 0.0% |
| -3: Missing | 44 | 0.1% | 301,844 | 0.1% |
| .: Logical Skip | 19,577 | 63.9% | 158,271,559 | 63.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_CONSIDER_1_10_Y2

Label: PRIMARY REASONS NOT CONSIDERED BUSINESS- I LIKE MY CURRENT JOB- Y2

Description: Earlier, you said you are not planning to start a new business or become self-employed. What are the primary reasons why you have not considered starting your own business, working for yourself, or doing freelance or contract work, etc.? Select all that apply. 10. I like my current job/work arrangement [SHOW IF DOV_GROUP = 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 8,675 | 28.3% | 67,624,142 | 27.0% |
| 1: Selected | 2,335 | 7.6% | 24,711,088 | 9.8% |
| -5: Don't know | 1 | 0.0% | 5,751 | 0.0% |
| -3: Missing | 44 | 0.1% | 301,844 | 0.1% |
| .: Logical Skip | 19,577 | 63.9% | 158,271,559 | 63.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_CONSIDER_1_11_Y2

Label: PRIMARY REASONS NOT CONSIDERED BUSINESS- NEED EMPLOYER BENEFITS- Y2

Description: Earlier, you said you are not planning to start a new business or become self-employed. What are the primary reasons why you have not considered starting your own business, working for yourself, or doing freelance or contract work, etc.? Select all that apply. 11. I need employer-provided benefits (such as health insurance) [SHOW IF DOV_GROUP = 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 9,718 | 31.7% | 78,358,364 | 31.2% |
| 1: Selected | 1,292 | 4.2% | 13,976,865 | 5.6% |
| -5: Don't know | 1 | 0.0% | 5,751 | 0.0% |
| -3: Missing | 44 | 0.1% | 301,844 | 0.1% |
| .: Logical Skip | 19,577 | 63.9% | 158,271,559 | 63.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

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Variable: GP_CONSIDER_1_12_Y2

Label: PRIMARY REASONS NOT CONSIDERED BUSINESS- DON'T HAVE SKILLS- Y2

Description: Earlier, you said you are not planning to start a new business or become self-employed. What are the primary reasons why you have not considered starting your own business, working for yourself, or doing freelance or contract work, etc.? Select all that apply. 12. I don't have the skills needed to run a business [SHOW IF DOV_GROUP = 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 9,332 | 30.5% | 77,562,026 | 30.9% |
| 1: Selected | 1,678 | 5.5% | 14,773,204 | 5.9% |
| -5: Don't know | 1 | 0.0% | 5,751 | 0.0% |
| -3: Missing | 44 | 0.1% | 301,844 | 0.1% |
| .: Logical Skip | 19,577 | 63.9% | 158,271,559 | 63.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_CONSIDER_1_13_Y2

Label: PRIMARY REASONS NOT CONSIDERED BUSINESS- DON'T KNOW WHERE TO GO- Y2

Description: Earlier, you said you are not planning to start a new business or become self-employed. What are the primary reasons why you have not considered starting your own business, working for yourself, or doing freelance or contract work, etc.? Select all that apply. 13. I don't know where to go for help getting started [SHOW IF DOV_GROUP = 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 9,510 | 31.0% | 79,978,749 | 31.9% |
| 1: Selected | 1,500 | 4.9% | 12,356,480 | 4.9% |
| -5: Don't know | 1 | 0.0% | 5,751 | 0.0% |
| -3: Missing | 44 | 0.1% | 301,844 | 0.1% |
| .: Logical Skip | 19,577 | 63.9% | 158,271,559 | 63.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_CONSIDER_1_14_Y2

Label: PRIMARY REASONS NOT CONSIDERED BUSINESS- MAJOR LIFE EVENT- Y2

Description: Earlier, you said you are not planning to start a new business or become self-employed. What are the primary reasons why you have not considered starting your own business, working for yourself, or doing freelance or contract work, etc.? Select all that apply. 14. Major life event (such as a new child, own or family medical issue) [SHOW IF DOV_GROUP = 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 10,473 | 34.2% | 88,054,710 | 35.1% |
| 1: Selected | 537 | 1.8% | 4,280,519 | 1.7% |
| -5: Don't know | 1 | 0.0% | 5,751 | 0.0% |
| -3: Missing | 44 | 0.1% | 301,844 | 0.1% |
| .: Logical Skip | 19,577 | 63.9% | 158,271,559 | 63.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_CONSIDER_1_15_Y2

Label: PRIMARY REASONS NOT CONSIDERED BUSINESS- RETIRED- Y2

Description: Earlier, you said you are not planning to start a new business or become self-employed. What are the primary reasons why you have not considered starting your own business, working for yourself, or doing freelance or contract work, etc.? Select all that apply. 15. Retired or planning to retire [SHOW IF DOV_GROUP = 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 7,796 | 25.5% | 64,334,892 | 25.6% |
| 1: Selected | 3,214 | 10.5% | 28,000,337 | 11.2% |
| -5: Don't know | 1 | 0.0% | 5,751 | 0.0% |
| -3: Missing | 44 | 0.1% | 301,844 | 0.1% |
| .: Logical Skip | 19,577 | 63.9% | 158,271,559 | 63.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_CONSIDER_1_16_Y2

Label: PRIMARY REASONS NOT CONSIDERED BUSINESS- HEALTH REASONS- Y2

Description: Earlier, you said you are not planning to start a new business or become self-employed. What are the primary reasons why you have not considered starting your own business, working for yourself, or doing freelance or contract work, etc.? Select all that apply. 16. Health reasons [SHOW IF DOV_GROUP = 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 9,692 | 31.6% | 82,119,441 | 32.7% |
| 1: Selected | 1,318 | 4.3% | 10,215,788 | 4.1% |
| -5: Don't know | 1 | 0.0% | 5,751 | 0.0% |
| -3: Missing | 44 | 0.1% | 301,844 | 0.1% |
| .: Logical Skip | 19,577 | 63.9% | 158,271,559 | 63.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_CONSIDER_1_17_Y2

Label: PRIMARY REASONS NOT CONSIDERED BUSINESS- CREDIT SCORE- Y2

Description: Earlier, you said you are not planning to start a new business or become self-employed. What are the primary reasons why you have not considered starting your own business, working for yourself, or doing freelance or contract work, etc.? Select all that apply. 17. My credit score is too low to obtain the needed funding [SHOW IF DOV_GROUP = 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 10,026 | 32.7% | 85,381,753 | 34.0% |
| 1: Selected | 984 | 3.2% | 6,953,476 | 2.8% |
| -5: Don't know | 1 | 0.0% | 5,751 | 0.0% |
| -3: Missing | 44 | 0.1% | 301,844 | 0.1% |
| .: Logical Skip | 19,577 | 63.9% | 158,271,559 | 63.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_CONSIDER_1_18_Y2

Label: PRIMARY REASONS NOT CONSIDERED BUSINESS- OTHER REASON-Y2

Description: Earlier, you said you are not planning to start a new business or become self-employed. What are the primary reasons why you have not considered starting your own business, working for yourself, or doing freelance or contract work, etc.? Select all that apply. 18. Other reason, specify: [SHOW IF DOV_GROUP = 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 10,553 | 34.5% | 88,569,734 | 35.3% |
| 1: Selected | 457 | 1.5% | 3,765,495 | 1.5% |
| -5: Don't know | 1 | 0.0% | 5,751 | 0.0% |
| -3: Missing | 44 | 0.1% | 301,844 | 0.1% |
| .: Logical Skip | 19,577 | 63.9% | 158,271,559 | 63.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_CONSIDER_2_Y2

Label: PRIMARY REASON FOR NOT STARTING- Y2

Description: You reported the following reasons for not starting your own business or working for yourself as a consultant, freelancer, or independent contractor. Of these reasons, which is the primary reason for not starting your own business or working for yourself? Select one.

| | __Unweighted__ | | __Weighted__ | |
|-----------------------------------------------------------------------------------|----------------|------------|--------------|------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: I don't know what kind of business I would start | 1,016 | 3.3% | 9,207,706 | 3.7% |
| 2: It seems too risky | 618 | 2.0% | 5,516,424 | 2.2% |
| 3: I'm not sure how well a business would do in my local community | 197 | 0.6% | 1,304,154 | 0.5% |
| 4: I don't have enough savings or financial cushion to pursue starting a business | 951 | 3.1% | 7,240,640 | 2.9% |

Variable: GP_CONSIDER_2_Y2

Label: PRIMARY REASON FOR NOT STARTING- Y2

Description: You reported the following reasons for not starting your own business or working for yourself as a consultant, freelancer, or independent contractor. Of these reasons, which is the primary reason for not starting your own business or working for yourself? Select one.

| LABEL | ___Unweighted___ | | ___Weighted___ | |
|-------------------------------------------------------------------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 5: I don't know how to go about accessing financing to start a business | 323 | 1.1% | 2,269,563 | 0.9% |
| 6: Family/friends are not supportive | 87 | 0.3% | 621,914 | 0.2% |
| 7: It seems too challenging | 361 | 1.2% | 3,480,222 | 1.4% |
| 8: The economy is too uncertain or unfavorable | 497 | 1.6% | 4,146,369 | 1.7% |
| 9: It might take too much time | 227 | 0.7% | 1,650,414 | 0.7% |
| 10: I like my current job/work arrangement | 1,373 | 4.5% | 14,154,353 | 5.6% |
| 11: I need employer-provided benefits (such as health insurance) | 298 | 1.0% | 3,132,078 | 1.2% |
| 12: I don't have the skills needed to run a business | 502 | 1.6% | 3,785,743 | 1.5% |
| 13: I don't know where to go for help getting started | 323 | 1.1% | 1,917,227 | 0.8% |
| 14: Major life event (such as a new child, own or family medical issue) | 167 | 0.5% | 1,045,742 | 0.4% |
| 15: Retired or planning to retire | 2,574 | 8.4% | 22,097,230 | 8.8% |
| 16: Health reasons | 796 | 2.6% | 5,727,642 | 2.3% |
| 17: My credit score is too low to obtain the needed funding | 260 | 0.8% | 1,565,133 | 0.6% |
| 18: Other reason, specify | 404 | 1.3% | 3,183,370 | 1.3% |
| -3: Missing | 36 | 0.1% | 289,306 | 0.1% |
| ..: Logical Skip | 19,622 | 64.1% | 158,579,154 | 63.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Issued: October 16, 2023

Variable: GP_CONSIDER_3_Y2

Label: SECOND MOST IMPORTANT REASON FOR NOT STARTING- Y2

Description: You reported the following reasons for not starting your own business or working for yourself as a consultant, freelancer, or independent contractor. Of these remaining reasons, which is the second most important reason for not starting your own business or working for yourself? Select one.

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------------------------------------------------------------------------|----------------|------|--------------|------|
| | COUNT | PCT | COUNT | PCT |
| 1: I don't know what kind of business I would start | 543 | 1.8% | 5,530,473 | 2.2% |
| 2: It seems too risky | 535 | 1.7% | 5,698,409 | 2.3% |
| 3: I'm not sure how well a business would do in my local community | 196 | 0.6% | 1,431,145 | 0.6% |
| 4: I don't have enough savings or financial cushion to pursue starting a business | 667 | 2.2% | 5,889,198 | 2.3% |
| 5: I don't know how to go about accessing financing to start a business | 253 | 0.8% | 2,046,358 | 0.8% |
| 6: Family/friends are not supportive | 59 | 0.2% | 306,956 | 0.1% |
| 7: It seems too challenging | 341 | 1.1% | 2,963,540 | 1.2% |
| 8: The economy is too uncertain or unfavorable | 518 | 1.7% | 4,931,535 | 2.0% |
| 9: It might take too much time | 221 | 0.7% | 2,115,304 | 0.8% |
| 10: I like my current job/work arrangement | 345 | 1.1% | 3,758,012 | 1.5% |
| 11: I need employer-provided benefits (such as health insurance) | 342 | 1.1% | 3,619,101 | 1.4% |
| 12: I don't have the skills needed to run a business | 356 | 1.2% | 3,031,805 | 1.2% |
| 13: I don't know where to go for help getting started | 242 | 0.8% | 1,657,452 | 0.7% |
| 14: Major life event (such as a new child, own or family medical issue) | 139 | 0.5% | 1,327,745 | 0.5% |

Issued: October 16, 2023

Variable: GP_CONSIDER_3_Y2

Label: SECOND MOST IMPORTANT REASON FOR NOT STARTING- Y2

Description: You reported the following reasons for not starting your own business or working for yourself as a consultant, freelancer, or independent contractor. Of these remaining reasons, which is the second most important reason for not starting your own business or working for yourself? Select one.

| LABEL | __Unweighted__ | | __Weighted__ | |
|-------------------------------------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 15: Retired or planning to retire | 322 | 1.1% | 2,938,624 | 1.2% |
| 16: Health reasons | 271 | 0.9% | 2,110,454 | 0.8% |
| 17: My credit score is too low to obtain the needed funding | 239 | 0.8% | 1,651,878 | 0.7% |
| 18: Other reason, specify | 40 | 0.1% | 469,336 | 0.2% |
| -5: Don't know | 1 | 0.0% | 4,428 | 0.0% |
| -3: Missing | 69 | 0.2% | 504,754 | 0.2% |
| .: Logical Skip | 24,933 | 81.4% | 198,927,875 | 79.3% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: ENTR_CHALLENGES_1_1

Label: THREE BIGGEST CHALLENGES- HEALTH INSURANCE

Description: In your opinion, what are the three biggest challenges business owners and self-employed people are facing today?
Select up to three response options. 1.
Not being able to access and/or afford health insurance [SHOW IF
DOV_GROUP = 2,3,5,6,7]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|-------|--------------|-------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 14,899 | 48.6% | 122,993,663 | 49.0% |
| 1: Selected | 7,075 | 23.1% | 66,436,464 | 26.5% |
| -5: Don't know | 11 | 0.0% | 141,879 | 0.1% |
| -3: Missing | 390 | 1.3% | 2,281,590 | 0.9% |

Issued: October 16, 2023

Variable: ENTR_CHALLENGES_1_1**Label: THREE BIGGEST CHALLENGES- HEALTH INSURANCE**

Description: In your opinion, what are the three biggest challenges business owners and self-employed people are facing today?
 Select up to three response options. 1.
 Not being able to access and/or afford health insurance [SHOW IF
 DOV_GROUP = 2,3,5,6,7]

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|-----------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| .: Logical Skip | 8,257 | 27.0% | 59,060,787 | 23.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: ENTR_CHALLENGES_1_2**Label: THREE BIGGEST CHALLENGES- TAX PAYMENTS**

Description: In your opinion, what are the three biggest challenges business owners and self-employed people are facing today?
 Select up to three response options. 2. Affording tax payments [SHOW IF
 DOV_GROUP = 2,3,5,6,7]

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|-----------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 18,292 | 59.7% | 158,945,988 | 63.3% |
| 1: Selected | 3,682 | 12.0% | 30,484,140 | 12.1% |
| -5: Don't know | 11 | 0.0% | 141,879 | 0.1% |
| -3: Missing | 390 | 1.3% | 2,281,590 | 0.9% |
| .: Logical Skip | 8,257 | 27.0% | 59,060,787 | 23.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: ENTR_CHALLENGES_1_3

Label: THREE BIGGEST CHALLENGES- CUSTOMERS

Description: In your opinion, what are the three biggest challenges business owners and self-employed people are facing today?
Select up to three response options. 3. Finding customers [SHOW IF DOV_GROUP = 2,3,5,6,7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 16,205 | 52.9% | 140,816,528 | 56.1% |
| 1: Selected | 5,769 | 18.8% | 48,613,600 | 19.4% |
| -5: Don't know | 11 | 0.0% | 141,879 | 0.1% |
| -3: Missing | 390 | 1.3% | 2,281,590 | 0.9% |
| .: Logical Skip | 8,257 | 27.0% | 59,060,787 | 23.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: ENTR_CHALLENGES_1_4

Label: THREE BIGGEST CHALLENGES- BALANCING

Description: In your opinion, what are the three biggest challenges business owners and self-employed people are facing today?
Select up to three response options. 4. Balancing work and family [SHOW IF DOV_GROUP = 2,3,5,6,7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 17,010 | 55.5% | 147,148,160 | 58.6% |
| 1: Selected | 4,964 | 16.2% | 42,281,967 | 16.9% |
| -5: Don't know | 11 | 0.0% | 141,879 | 0.1% |
| -3: Missing | 390 | 1.3% | 2,281,590 | 0.9% |
| .: Logical Skip | 8,257 | 27.0% | 59,060,787 | 23.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: ENTR_CHALLENGES_1_5

Label: THREE BIGGEST CHALLENGES- LONG HOURS

Description: In your opinion, what are the three biggest challenges business owners and self-employed people are facing today?
Select up to three response options. 5. Working long hours [SHOW IF DOV_GROUP = 2,3,5,6,7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 16,715 | 54.6% | 143,925,522 | 57.4% |
| 1: Selected | 5,259 | 17.2% | 45,504,606 | 18.1% |
| -5: Don't know | 11 | 0.0% | 141,879 | 0.1% |
| -3: Missing | 390 | 1.3% | 2,281,590 | 0.9% |
| .: Logical Skip | 8,257 | 27.0% | 59,060,787 | 23.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: ENTR_CHALLENGES_1_6

Label: THREE BIGGEST CHALLENGES- MOTIVATION

Description: In your opinion, what are the three biggest challenges business owners and self-employed people are facing today?
Select up to three response options. 6. Feeling burnt out, or losing focus, interest, and/or motivation [SHOW IF DOV_GROUP = 2,3,5,6,7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 17,853 | 58.3% | 154,720,476 | 61.7% |
| 1: Selected | 4,121 | 13.5% | 34,709,652 | 13.8% |
| -5: Don't know | 11 | 0.0% | 141,879 | 0.1% |
| -3: Missing | 390 | 1.3% | 2,281,590 | 0.9% |
| .: Logical Skip | 8,257 | 27.0% | 59,060,787 | 23.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: ENTR_CHALLENGES_1_7**Label: THREE BIGGEST CHALLENGES- MAKING ENOUGH MONEY**

Description: In your opinion, what are the three biggest challenges business owners and self-employed people are facing today?
 Select up to three response options. 7. Not making enough money [SHOW IF DOV_GROUP = 2,3,5,6,7]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 13,034 | 42.6% | 109,367,088 | 43.6% |
| 1: Selected | 8,940 | 29.2% | 80,063,039 | 31.9% |
| -5: Don't know | 11 | 0.0% | 141,879 | 0.1% |
| -3: Missing | 390 | 1.3% | 2,281,590 | 0.9% |
| .: Logical Skip | 8,257 | 27.0% | 59,060,787 | 23.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: ENTR_CHALLENGES_1_8**Label: THREE BIGGEST CHALLENGES- REGULATIONS**

Description: In your opinion, what are the three biggest challenges business owners and self-employed people are facing today?
 Select up to three response options. 8. Navigating government regulations [SHOW IF DOV_GROUP = 2,3,5,6,7]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 19,150 | 62.5% | 163,867,333 | 65.3% |
| 1: Selected | 2,824 | 9.2% | 25,562,795 | 10.2% |
| -5: Don't know | 11 | 0.0% | 141,879 | 0.1% |
| -3: Missing | 390 | 1.3% | 2,281,590 | 0.9% |
| .: Logical Skip | 8,257 | 27.0% | 59,060,787 | 23.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: ENTR_CHALLENGES_1_9**Label: THREE BIGGEST CHALLENGES- RETAINING EMPLOYEES**

Description: In your opinion, what are the three biggest challenges business owners and self-employed people are facing today?
 Select up to three response options. 9. Finding and retaining qualified employees [SHOW IF DOV_GROUP = 2,3,5,6,7]

| LABEL | ___Unweighted___ | | ___Weighted___ | |
|-----------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 17,793 | 58.1% | 151,178,429 | 60.3% |
| 1: Selected | 4,181 | 13.6% | 38,251,699 | 15.2% |
| -5: Don't know | 11 | 0.0% | 141,879 | 0.1% |
| -3: Missing | 390 | 1.3% | 2,281,590 | 0.9% |
| .: Logical Skip | 8,257 | 27.0% | 59,060,787 | 23.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: ENTR_CHALLENGES_1_10**Label: THREE BIGGEST CHALLENGES- COMPETING**

Description: In your opinion, what are the three biggest challenges business owners and self-employed people are facing today?
 Select up to three response options. 10.
 Competing against other/larger businesses [SHOW IF DOV_GROUP = 2,3,5,6,7]

| LABEL | ___Unweighted___ | | ___Weighted___ | |
|-----------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 17,045 | 55.6% | 141,927,429 | 56.6% |
| 1: Selected | 4,929 | 16.1% | 47,502,699 | 18.9% |
| -5: Don't know | 11 | 0.0% | 141,879 | 0.1% |
| -3: Missing | 390 | 1.3% | 2,281,590 | 0.9% |
| .: Logical Skip | 8,257 | 27.0% | 59,060,787 | 23.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: ENTR_CHALLENGES_1_11

Label: THREE BIGGEST CHALLENGES- ECONOMY

Description: In your opinion, what are the three biggest challenges business owners and self-employed people are facing today?
Select up to three response options. 11.
Unfavorable economy [SHOW IF DOV_GROUP = 2,3,5,6,7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 16,971 | 55.4% | 145,860,485 | 58.1% |
| 1: Selected | 5,003 | 16.3% | 43,569,642 | 17.4% |
| -5: Don't know | 11 | 0.0% | 141,879 | 0.1% |
| -3: Missing | 390 | 1.3% | 2,281,590 | 0.9% |
| .: Logical Skip | 8,257 | 27.0% | 59,060,787 | 23.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_CONSIDER_4

Label: IDEA EXPLORE THE POSSIBILITY

Description: If you ever have an idea for a new business or becoming self-employed, how likely is it that you would explore the possibility? [SHOW IF DOV_GROUP = 7]

| | __Unweighted__ | | __Weighted__ | |
|----------------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Not at all likely | 5,242 | 17.1% | 46,707,159 | 18.6% |
| 2: Somewhat likely | 3,744 | 12.2% | 31,632,089 | 12.6% |
| 3: Moderately likely | 1,306 | 4.3% | 9,915,209 | 4.0% |
| 4: Very likely | 713 | 2.3% | 4,071,443 | 1.6% |
| -3: Missing | 50 | 0.2% | 316,923 | 0.1% |
| .: Logical Skip | 19,577 | 63.9% | 158,271,559 | 63.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_CONSIDER_5_1

Label: IDEA SUPPORT- MENTOR

Description: If you had an idea for a new business or becoming self-employed, what types of support would make it more likely for you to explore your idea if these types of support were both available and affordable? Select all that apply. 1. Having a mentor with business ownership experience [SHOW IF DOV_GROUP = 7 AND GP_CONSIDER_4 = 2,3,4]

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,708 | 8.8% | 18,722,900 | 7.5% |
| 1: Selected | 3,004 | 9.8% | 26,520,616 | 10.6% |
| -3: Missing | 51 | 0.2% | 375,226 | 0.1% |
| ..: Logical Skip | 24,869 | 81.2% | 205,295,641 | 81.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_CONSIDER_5_2

Label: IDEA SUPPORT- PROFESSIONAL ADVICE

Description: If you had an idea for a new business or becoming self-employed, what types of support would make it more likely for you to explore your idea if these types of support were both available and affordable? Select all that apply. 2. Getting professional service advice from accountants, lawyers, marketing consultants, etc. [SHOW IF DOV_GROUP = 7 AND GP_CONSIDER_4 = 2,3,4]

| | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,026 | 9.9% | 22,026,173 | 8.8% |
| 1: Selected | 2,686 | 8.8% | 23,217,342 | 9.3% |
| -3: Missing | 51 | 0.2% | 375,226 | 0.1% |
| ..: Logical Skip | 24,869 | 81.2% | 205,295,641 | 81.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_CONSIDER_5_3

Label: IDEA SUPPORT- COMMUNITY EDUCATION PROGRAM

Description: If you had an idea for a new business or becoming self-employed, what types of support would make it more likely for you to explore your idea if these types of support were both available and affordable? Select all that apply. 3. Taking a community education program or classes on how to start a business [SHOW IF DOV_GROUP = 7 AND GP_CONSIDER_4 = 2,3,4]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,885 | 12.7% | 31,646,286 | 12.6% |
| 1: Selected | 1,827 | 6.0% | 13,597,229 | 5.4% |
| -3: Missing | 51 | 0.2% | 375,226 | 0.1% |
| ..: Logical Skip | 24,869 | 81.2% | 205,295,641 | 81.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_CONSIDER_5_4

Label: IDEA SUPPORT- ONLINE EDUCATION PROGRAM

Description: If you had an idea for a new business or becoming self-employed, what types of support would make it more likely for you to explore your idea if these types of support were both available and affordable? Select all that apply. 4. Taking an online education program or classes on how to start a business [SHOW IF DOV_GROUP = 7 AND GP_CONSIDER_4 = 2,3,4]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,770 | 12.3% | 29,477,793 | 11.7% |
| 1: Selected | 1,942 | 6.3% | 15,765,723 | 6.3% |
| -3: Missing | 51 | 0.2% | 375,226 | 0.1% |
| ..: Logical Skip | 24,869 | 81.2% | 205,295,641 | 81.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_CONSIDER_5_5

Label: IDEA SUPPORT- IMPROVE CREDIT

Description: If you had an idea for a new business or becoming self-employed, what types of support would make it more likely for you to explore your idea if these types of support were both available and affordable? Select all that apply. 5. Getting help to improve my credit [SHOW IF DOV_GROUP = 7 AND GP_CONSIDER_4 = 2,3,4]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 4,230 | 13.8% | 35,461,553 | 14.1% |
| 1: Selected | 1,482 | 4.8% | 9,781,962 | 3.9% |
| -3: Missing | 51 | 0.2% | 375,226 | 0.1% |
| .: Logical Skip | 24,869 | 81.2% | 205,295,641 | 81.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_CONSIDER_5_6

Label: IDEA SUPPORT- BUSINESS NETWORK

Description: If you had an idea for a new business or becoming self-employed, what types of support would make it more likely for you to explore your idea if these types of support were both available and affordable? Select all that apply. 6. Getting help to build my business network [SHOW IF DOV_GROUP = 7 AND GP_CONSIDER_4 = 2,3,4]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,315 | 10.8% | 24,580,071 | 9.8% |
| 1: Selected | 2,397 | 7.8% | 20,663,445 | 8.2% |
| -3: Missing | 51 | 0.2% | 375,226 | 0.1% |
| .: Logical Skip | 24,869 | 81.2% | 205,295,641 | 81.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_CONSIDER_5_7

Label: IDEA SUPPORT- OTHER SUPPORT

Description: If you had an idea for a new business or becoming self-employed, what types of support would make it more likely for you to explore your idea if these types of support were both available and affordable? Select all that apply. 7. Other type of support (Specify): [SHOW IF DOV_GROUP = 7 AND GP_CONSIDER_4 = 2,3,4]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 5,568 | 18.2% | 44,206,146 | 17.6% |
| 1: Selected | 144 | 0.5% | 1,037,369 | 0.4% |
| -3: Missing | 51 | 0.2% | 375,226 | 0.1% |
| ..: Logical Skip | 24,869 | 81.2% | 205,295,641 | 81.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_CONSIDER_6

Label: SELF-EMPLOYED MOST CHALLENGING

Description: If you ever decide to start a business or work for yourself, what aspect of being self-employed would be the most challenging for you? [SHOW IF DOV_GROUP = 7 AND GP_CONSIDER_4 = 2,3,4]

| LABEL | __Unweighted__ | | __Weighted__ | |
|--------------------------------------------------------------------------|----------------|------|--------------|------|
| | COUNT | PCT | COUNT | PCT |
| 1: Managing my time | 1,293 | 4.2% | 10,290,626 | 4.1% |
| 2: Finding customers | 1,433 | 4.7% | 13,052,659 | 5.2% |
| 3: Registering my business | 443 | 1.4% | 2,985,307 | 1.2% |
| 4: Building a website and/or creating a digital presence for my business | 1,061 | 3.5% | 7,881,194 | 3.1% |
| 5: Doing my taxes | 649 | 2.1% | 4,909,178 | 2.0% |
| 6: Hiring employees | 699 | 2.3% | 5,229,475 | 2.1% |
| 7: Other challenge (Specify) | 144 | 0.5% | 1,015,584 | 0.4% |
| -3: Missing | 41 | 0.1% | 254,717 | 0.1% |

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Variable: GP_CONSIDER_6

Label: SELF-EMPLOYED MOST CHALLENGING

Description: If you ever decide to start a business or work for yourself, what aspect of being self-employed would be the most challenging for you? [SHOW IF DOV_GROUP = 7 AND GP_CONSIDER_4 = 2,3,4]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| .: Logical Skip | 24,869 | 81.2% | 205,295,641 | 81.8% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_EMPLOYEELENGTH_1

Label: HOW LONG WORK THERE

Description: Thinking about your [IF DOV_WORKING = 0: most recent job/ELSE: main job (the one that you spend the most time working at)], about how long have you worked there? [SHOW IF DOV_GROUP = 7]

| | __ Unweighted __ | | __ Weighted __ | |
|---------------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Less than 1 year | 2,004 | 6.5% | 13,308,631 | 5.3% |
| 2: 1 to 2 years | 1,475 | 4.8% | 11,802,810 | 4.7% |
| 3: 3 to 4 years | 1,315 | 4.3% | 10,400,381 | 4.1% |
| 4: 5 to 9 years | 1,730 | 5.6% | 15,358,146 | 6.1% |
| 5: 10 to 14 years | 1,181 | 3.9% | 10,430,062 | 4.2% |
| 6: 15 to 19 years | 871 | 2.8% | 8,280,225 | 3.3% |
| 7: 20 years or more | 2,391 | 7.8% | 22,405,193 | 8.9% |
| -5: Don't know | 2 | 0.0% | 13,192 | 0.0% |
| -3: Missing | 86 | 0.3% | 644,184 | 0.3% |
| .: Logical Skip | 19,577 | 63.9% | 158,271,559 | 63.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_EMPLOYERLENGTH_1

Label: BUSINESS BEEN IN EXISTENCE

Description: Thinking about your [IF DOV_WORKING = 0: most recent job/ELSE: main job (the one that you spend the most time working at)], approximately how long has the business been in existence? [SHOW IF DOV_GROUP = 7]

| LABEL | ___Unweighted___ | | ___Weighted___ | |
|---------------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Less than 1 year | 942 | 3.1% | 4,721,777 | 1.9% |
| 2: 1 to 2 years | 346 | 1.1% | 1,758,830 | 0.7% |
| 3: 3 to 4 years | 400 | 1.3% | 2,485,572 | 1.0% |
| 4: 5 to 9 years | 561 | 1.8% | 3,861,345 | 1.5% |
| 5: 10 to 14 years | 689 | 2.2% | 5,099,779 | 2.0% |
| 6: 15 to 19 years | 566 | 1.8% | 4,396,796 | 1.8% |
| 7: 20 years or more | 7,302 | 23.8% | 68,421,404 | 27.3% |
| -5: Don't know | 11 | 0.0% | 84,631 | 0.0% |
| -3: Missing | 238 | 0.8% | 1,812,689 | 0.7% |
| .: Logical Skip | 19,577 | 63.9% | 158,271,559 | 63.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_NUMEMPSTART_1

Label: HOW MANY PEOPLE WORK FOR THIS EMPLOYER

Description: Please think about your [IF DOV_WORKING = 0: most recent job/ELSE: main job (the one that you spend the most time working at)]. Counting all locations where your [IF DOV_WORKING = 0: most recent] employer operates, how many people work for this employer? Your best estimate is fine. [SHOW IF DOV_GROUP = 7]

| LABEL | ___Unweighted___ | | ___Weighted___ | |
|--------------------------|------------------|------|----------------|------|
| | COUNT | PCT | COUNT | PCT |
| 1: 10 or fewer employees | 1,705 | 5.6% | 10,715,765 | 4.3% |
| 2: 11 to 24 employees | 884 | 2.9% | 6,378,332 | 2.5% |
| 3: 25 to 99 employees | 1,376 | 4.5% | 11,293,523 | 4.5% |
| 4: 100 to 499 employees | 1,692 | 5.5% | 14,961,763 | 6.0% |

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Variable: GP_NUMEMPSTART_1

Label: HOW MANY PEOPLE WORK FOR THIS EMPLOYER

Description: Please think about your [IF DOV_WORKING = 0: most recent job/ELSE: main job (the one that you spend the most time working at)]. Counting all locations where your [IF DOV_WORKING = 0: most recent] employer operates, how many people work for this employer? Your best estimate is fine. [SHOW IF DOV_GROUP = 7]

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 5: 500 to 999 employees | 914 | 3.0% | 7,427,664 | 3.0% |
| 6: 1,000 to 4,999 employees | 1,250 | 4.1% | 11,434,737 | 4.6% |
| 7: 5,000 to 24,999 employees | 1,255 | 4.1% | 12,221,883 | 4.9% |
| 8: 25,000+ employees | 1,880 | 6.1% | 17,463,127 | 7.0% |
| -5: Don't know | 11 | 0.0% | 68,998 | 0.0% |
| -3: Missing | 88 | 0.3% | 677,032 | 0.3% |
| .: Logical Skip | 19,577 | 63.9% | 158,271,559 | 63.1% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_WEEKSWK_1

Label: HOW MANY WEEKS DID YOU WORK

Description: During the past 12 months, how many weeks did you work? Your best estimate is fine. [SHOW IF DOV_GROUP = 7]

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| -3: Missing | 104 | 0.3% | 910,492 | 0.4% |
| .: Logical Skip | 25,411 | 83.0% | 199,514,411 | 79.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_WEEKSWK_1 **Type:** Numeric

| CASES | N | MEAN | MEDIAN | MIN | MAX |
|------------|------------|------|--------|-----|------|
| Unweighted | 5,117 | 41.1 | 48.0 | 0.0 | 52.0 |
| Weighted | 51,399,972 | 43.1 | 50.0 | 0.0 | 52.0 |

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Variable: GP_HOURSWK_1

Label: HOW MANY HOURS DID YOU USUALLY WORK EACH WEEK

Description: During the past 12 months, in the weeks worked, how many hours did you usually work each week? Your best estimate is fine. [SHOW IF DOV_GROUP = 7]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| -3: Missing | 126 | 0.4% | 913,446 | 0.4% |
| .: Logical Skip | 25,411 | 83.0% | 199,514,411 | 79.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_HOURSWK_1 **Type:** Numeric

| CASES | N | MEAN | MEDIAN | MIN | MAX |
|------------|------------|------|--------|-----|------|
| Unweighted | 5,095 | 36.8 | 40.0 | 0.0 | 98.0 |
| Weighted | 51,399,972 | 37.4 | 40.0 | 0.0 | 98.0 |

Variable: GP_EMPBENEFIT_1_1

Label: EMPLOYEE BENEFITS PAID BY EMPLOYER- HEALTH INSURANCE

Description: Which of the following employee benefits are paid totally or partly by your primary employer? Select all that apply. 1. Health insurance [SHOW IF DOV_GROUP = 7]

| | __ Unweighted __ | | __ Weighted __ | |
|-----------------|------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 1,781 | 5.8% | 15,245,710 | 6.1% |
| 1: Selected | 3,411 | 11.1% | 35,863,758 | 14.3% |
| -3: Missing | 29 | 0.1% | 290,504 | 0.1% |
| .: Logical Skip | 25,411 | 83.0% | 199,514,411 | 79.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_EMPBENEFIT_1_2**Label: EMPLOYEE BENEFITS PAID BY EMPLOYER- RETIREMENT PLANS****Description: Which of the following employee benefits are paid totally or partly by your primary employer? Select all that apply. 2. Contributions to retirement plans, including 401(k), Keogh, etc. [SHOW IF DOV_GROUP = 7]**

| | <u>__ Unweighted __</u> | | <u>__ Weighted __</u> | |
|-----------------|-------------------------|---------------|-----------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,367 | 7.7% | 20,941,391 | 8.3% |
| 1: Selected | 2,825 | 9.2% | 30,168,077 | 12.0% |
| -3: Missing | 29 | 0.1% | 290,504 | 0.1% |
| .: Logical Skip | 25,411 | 83.0% | 199,514,411 | 79.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_EMPBENEFIT_1_3**Label: EMPLOYEE BENEFITS PAID BY EMPLOYER- PROFIT SHARING****Description: Which of the following employee benefits are paid totally or partly by your primary employer? Select all that apply. 3. Profit sharing and/or stock options [SHOW IF DOV_GROUP = 7]**

| | <u>__ Unweighted __</u> | | <u>__ Weighted __</u> | |
|-----------------|-------------------------|---------------|-----------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 4,469 | 14.6% | 43,084,979 | 17.2% |
| 1: Selected | 723 | 2.4% | 8,024,489 | 3.2% |
| -3: Missing | 29 | 0.1% | 290,504 | 0.1% |
| .: Logical Skip | 25,411 | 83.0% | 199,514,411 | 79.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_EMPBENEFIT_1_4

Label: EMPLOYEE BENEFITS PAID BY EMPLOYER- PAID HOLIDAYS

Description: Which of the following employee benefits are paid totally or partly by your primary employer? Select all that apply. 4. Paid holidays or vacation [SHOW IF DOV_GROUP = 7]

| | <u>__ Unweighted __</u> | | <u>__ Weighted __</u> | |
|-----------------|-------------------------|---------------|-----------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 1,745 | 5.7% | 15,221,270 | 6.1% |
| 1: Selected | 3,447 | 11.3% | 35,888,198 | 14.3% |
| -3: Missing | 29 | 0.1% | 290,504 | 0.1% |
| .: Logical Skip | 25,411 | 83.0% | 199,514,411 | 79.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_EMPBENEFIT_1_5

Label: EMPLOYEE BENEFITS PAID BY EMPLOYER- PAID SICK LEAVE

Description: Which of the following employee benefits are paid totally or partly by your primary employer? Select all that apply. 5. Paid sick leave [SHOW IF DOV_GROUP = 7]

| | <u>__ Unweighted __</u> | | <u>__ Weighted __</u> | |
|-----------------|-------------------------|---------------|-----------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 2,161 | 7.1% | 18,639,692 | 7.4% |
| 1: Selected | 3,031 | 9.9% | 32,469,776 | 12.9% |
| -3: Missing | 29 | 0.1% | 290,504 | 0.1% |
| .: Logical Skip | 25,411 | 83.0% | 199,514,411 | 79.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_EMPBENEFIT_1_6

Label: EMPLOYEE BENEFITS PAID BY EMPLOYER- PAID PARENTAL LEAVE

Description: Which of the following employee benefits are paid totally or partly by your primary employer? Select all that apply. 6. Paid parental or family leave [SHOW IF DOV_GROUP = 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,667 | 12.0% | 34,636,103 | 13.8% |
| 1: Selected | 1,525 | 5.0% | 16,473,365 | 6.6% |
| -3: Missing | 29 | 0.1% | 290,504 | 0.1% |
| .: Logical Skip | 25,411 | 83.0% | 199,514,411 | 79.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_EMPBENEFIT_1_7

Label: EMPLOYEE BENEFITS PAID BY EMPLOYER- TUITION ASSISTANCE

Description: Which of the following employee benefits are paid totally or partly by your primary employer? Select all that apply. 7. Tuition assistance and/or reimbursement [SHOW IF DOV_GROUP = 7]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 3,991 | 13.0% | 37,799,430 | 15.1% |
| 1: Selected | 1,201 | 3.9% | 13,310,038 | 5.3% |
| -3: Missing | 29 | 0.1% | 290,504 | 0.1% |
| .: Logical Skip | 25,411 | 83.0% | 199,514,411 | 79.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_EMPBENEFIT_1_8**Label: EMPLOYEE BENEFITS PAID BY EMPLOYER- OTHER BENEFIT****Description: Which of the following employee benefits are paid totally or partly by your primary employer? Select all that apply. 8. Other benefit, specify: [SHOW IF DOV_GROUP = 7]**

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|-----------------|-------------------------|---------------|-----------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 5,113 | 16.7% | 50,462,754 | 20.1% |
| 1: Selected | 79 | 0.3% | 646,714 | 0.3% |
| -3: Missing | 29 | 0.1% | 290,504 | 0.1% |
| .: Logical Skip | 25,411 | 83.0% | 199,514,411 | 79.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_EMPBENEFIT_1_9**Label: EMPLOYEE BENEFITS PAID BY EMPLOYER- NONE OF THE ABOVE****Description: Which of the following employee benefits are paid totally or partly by your primary employer? Select all that apply. 9. None of the above [SHOW IF DOV_GROUP = 7]**

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|-----------------|-------------------------|---------------|-----------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Not selected | 4,404 | 14.4% | 44,376,519 | 17.7% |
| 1: Selected | 788 | 2.6% | 6,732,949 | 2.7% |
| -3: Missing | 29 | 0.1% | 290,504 | 0.1% |
| .: Logical Skip | 25,411 | 83.0% | 199,514,411 | 79.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: REMOTE_1

Label: ALLOWED TO WORK REMOTELY

Description: Thinking of your main job, which of the following best describes whether you are allowed or required to telecommute or work remotely? [SHOW IF DOV_GROUP < 1,2 AND DOV_WORKING = 1]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|-------------------------------------------------------------------------------------------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: I was allowed or required to telecommute/work remotely only during the coronavirus pandemic | 1,613 | 5.3% | 15,446,008 | 6.2% |
| 2: I am allowed or required to telecommute/work remotely regardless of the coronavirus pandemic | 3,007 | 9.8% | 31,758,601 | 12.7% |
| 3: I am not allowed to telecommute/work remotely | 2,862 | 9.3% | 26,536,246 | 10.6% |
| 4: Telecommuting/working remotely does not make sense for my job | 2,815 | 9.2% | 26,472,410 | 10.6% |
| -3: Missing | 150 | 0.5% | 1,121,398 | 0.4% |
| .: Logical Skip | 20,185 | 65.9% | 149,579,720 | 59.6% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_NEWJOB_1A

Label: NEXT YEAR HOW LIKELY IS IT- STAY WITH CURRENT EMPLOYMENT ARRANGEMENT

Description: In the next year, how likely is it that you will... A. Stay with your current employment arrangement [SHOW IF DOV_GROUP = 7 AND DOV_WORKING = 1]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|----------------------|-------------------|------------|-----------------|------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Not at all likely | 420 | 1.4% | 3,503,244 | 1.4% |
| 2: Somewhat likely | 839 | 2.7% | 7,168,690 | 2.9% |
| 3: Moderately likely | 873 | 2.8% | 7,669,383 | 3.1% |
| 4: Very likely | 3,045 | 9.9% | 32,721,760 | 13.0% |

Issued: October 16, 2023

Variable: GP_NEWJOB_1A

Label: NEXT YEAR HOW LIKELY IS IT- STAY WITH CURRENT
EMPLOYMENT ARRANGEMENT

Description: In the next year, how likely is it that you will... A. Stay with your current
employment arrangement [SHOW IF DOV_GROUP = 7 AND
DOV_WORKING = 1]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|-----------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| -3: Missing | 44 | 0.1% | 336,896 | 0.1% |
| .: Logical Skip | 25,411 | 83.0% | 199,514,411 | 79.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_NEWJOB_1B

Label: NEXT YEAR HOW LIKELY IS IT- LOOK FOR A DIFFERENT JOB

Description: In the next year, how likely is it that you will... B. Look for/take a
different job [SHOW IF DOV_GROUP = 7 AND DOV_WORKING = 1]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|----------------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Not at all likely | 2,581 | 8.4% | 27,988,766 | 11.2% |
| 2: Somewhat likely | 1,204 | 3.9% | 11,592,997 | 4.6% |
| 3: Moderately likely | 715 | 2.3% | 6,175,008 | 2.5% |
| 4: Very likely | 570 | 1.9% | 4,766,728 | 1.9% |
| -3: Missing | 151 | 0.5% | 876,473 | 0.3% |
| .: Logical Skip | 25,411 | 83.0% | 199,514,411 | 79.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_NEWJOB_1C**Label: NEXT YEAR HOW LIKELY IS IT- LOOK FOR ANOTHER JOB IN
ADDITION TO CURRENT JOB****Description: In the next year, how likely is it that you will... C. Look for/take another
job in addition to your current job(s) [SHOW IF DOV_GROUP = 7 AND
DOV_WORKING = 1]**

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|----------------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Not at all likely | 3,071 | 10.0% | 33,292,115 | 13.3% |
| 2: Somewhat likely | 1,137 | 3.7% | 10,434,149 | 4.2% |
| 3: Moderately likely | 533 | 1.7% | 4,376,522 | 1.7% |
| 4: Very likely | 318 | 1.0% | 2,273,997 | 0.9% |
| -3: Missing | 162 | 0.5% | 1,023,190 | 0.4% |
| .: Logical Skip | 25,411 | 83.0% | 199,514,411 | 79.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_NEWJOB_1D**Label: NEXT YEAR HOW LIKELY IS IT- START OWN BUSINESS****Description: In the next year, how likely is it that you will... D. Start your own business
as a primary source of income [SHOW IF DOV_GROUP = 7 AND
DOV_WORKING = 1]**

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|----------------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Not at all likely | 3,903 | 12.7% | 42,044,709 | 16.8% |
| 2: Somewhat likely | 686 | 2.2% | 5,232,450 | 2.1% |
| 3: Moderately likely | 322 | 1.1% | 2,091,630 | 0.8% |
| 4: Very likely | 139 | 0.5% | 949,228 | 0.4% |
| -3: Missing | 171 | 0.6% | 1,081,955 | 0.4% |
| .: Logical Skip | 25,411 | 83.0% | 199,514,411 | 79.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

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Variable: GP_NEWJOB_1E

Label: NEXT YEAR HOW LIKELY IS IT- START WORKING FOR YOURSELF

Description: In the next year, how likely is it that you will... E. Start working for yourself as a freelancer, consultant, or independent contractor [SHOW IF DOV_GROUP = 7 AND DOV_WORKING = 1]

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|----------------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Not at all likely | 3,847 | 12.6% | 41,156,447 | 16.4% |
| 2: Somewhat likely | 776 | 2.5% | 6,700,545 | 2.7% |
| 3: Moderately likely | 299 | 1.0% | 1,784,615 | 0.7% |
| 4: Very likely | 130 | 0.4% | 788,413 | 0.3% |
| -3: Missing | 169 | 0.6% | 969,952 | 0.4% |
| .. Logical Skip | 25,411 | 83.0% | 199,514,411 | 79.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_NEWJOB_1F

Label: NEXT YEAR HOW LIKELY IS IT- ENGAGE IN GIG WORK AS PRIMARY INCOME

Description: In the next year, how likely is it that you will...
F. Engage in gig work as a primary source of income
[HOVER TEXT ON “gig work”: Some people earn money through short, paid tasks or jobs online or in-person that are conducted through companies that coordinate payment for the service. This is sometimes referred to as “gig work.” These tasks might include driving for Uber or Lyft, selling goods through Etsy, completing online tasks on Mechanical Turk, providing graphic design, music, or other services via Fiverr or Upwork, or other activities.]
[SHOW IF DOV_GROUP = 7 AND DOV_WORKING = 1]

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|----------------------|------------------|-------|----------------|-------|
| | COUNT | PCT | COUNT | PCT |
| 1: Not at all likely | 3,823 | 12.5% | 42,118,159 | 16.8% |
| 2: Somewhat likely | 770 | 2.5% | 5,170,875 | 2.1% |
| 3: Moderately likely | 388 | 1.3% | 2,465,282 | 1.0% |
| 4: Very likely | 173 | 0.6% | 973,482 | 0.4% |
| -3: Missing | 67 | 0.2% | 672,173 | 0.3% |

Issued: October 16, 2023

Variable: GP_NEWJOB_1F

Label: NEXT YEAR HOW LIKELY IS IT- ENGAGE IN GIG WORK AS PRIMARY INCOME

Description: In the next year, how likely is it that you will...

F. Engage in gig work as a primary source of income

[HOVER TEXT ON “gig work”: Some people earn money through short, paid tasks or jobs online or in-person that are conducted through companies that coordinate payment for the service. This is sometimes referred to as “gig work.” These tasks might include driving for Uber or Lyft, selling goods through Etsy, completing online tasks on Mechanical Turk, providing graphic design, music, or other services via Fiverr or Upwork, or other activities.]

[SHOW IF DOV_GROUP = 7 AND DOV_WORKING = 1]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| .: Logical Skip | 25,411 | 83.0% | 199,514,411 | 79.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_NEWJOB_1G

Label: NEXT YEAR HOW LIKELY IS IT- ENGAGE IN GIG WORK AS SECONDARY INCOME

Description: In the next year, how likely is it that you will...

G. Engage in gig work as a secondary source of income

[HOVER TEXT ON “gig work”: Some people earn money through short, paid tasks or jobs online or in-person that are conducted through companies that coordinate payment for the service. This is sometimes referred to as “gig work.” These tasks might include driving for Uber or Lyft, selling goods through Etsy, completing online tasks on Mechanical Turk, providing graphic design, music, or other services via Fiverr or Upwork, or other activities.]

[SHOW IF DOV_GROUP = 7 AND DOV_WORKING = 1]

| | __Unweighted__ | | __Weighted__ | |
|----------------------|----------------|-------|--------------|-------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Not at all likely | 3,178 | 10.4% | 34,958,892 | 13.9% |
| 2: Somewhat likely | 1,206 | 3.9% | 10,552,676 | 4.2% |
| 3: Moderately likely | 486 | 1.6% | 3,266,481 | 1.3% |
| 4: Very likely | 231 | 0.8% | 1,656,142 | 0.7% |
| -3: Missing | 120 | 0.4% | 965,781 | 0.4% |

Issued: October 16, 2023

Variable: GP_NEWJOB_1G

Label: NEXT YEAR HOW LIKELY IS IT- ENGAGE IN GIG WORK AS
SECONDARY INCOME

Description: In the next year, how likely is it that you will...

G. Engage in gig work as a secondary source of income
[HOVER TEXT ON “gig work”: Some people earn money through short,
paid tasks or jobs online or in-person that are conducted through
companies that coordinate payment for the service. This is sometimes
referred to as “gig work.” These tasks might include driving for Uber or
Lyft, selling goods through Etsy, completing online tasks on Mechanical
Turk, providing graphic design, music, or other services via Fiverr or
Upwork, or other activities.]
[SHOW IF DOV_GROUP = 7 AND DOV_WORKING = 1]

| | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| .: Logical Skip | 25,411 | 83.0% | 199,514,411 | 79.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_NEWJOB_1H

Label: NEXT YEAR HOW LIKELY IS IT- RETIRE

Description: In the next year, how likely is it that you will... H. Retire [SHOW IF
DOV_GROUP = 7 AND DOV_WORKING = 1]

| | __Unweighted__ | | __Weighted__ | |
|----------------------|----------------|--------|--------------|--------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Not at all likely | 3,853 | 12.6% | 40,026,970 | 16.0% |
| 2: Somewhat likely | 560 | 1.8% | 4,978,081 | 2.0% |
| 3: Moderately likely | 346 | 1.1% | 2,570,456 | 1.0% |
| 4: Very likely | 313 | 1.0% | 2,687,866 | 1.1% |
| -5: Don't know | 1 | 0.0% | 10,902 | 0.0% |
| -3: Missing | 148 | 0.5% | 1,125,697 | 0.4% |
| .: Logical Skip | 25,411 | 83.0% | 199,514,411 | 79.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_NEWJOB_1I

Label: NEXT YEAR HOW LIKELY IS IT- EXIT THE LABOR FORCE

Description: In the next year, how likely is it that you will... I. Exit the labor force (not for retirement) [SHOW IF DOV_GROUP = 7 AND DOV_WORKING = 1]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|----------------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Not at all likely | 4,184 | 13.7% | 43,743,680 | 17.4% |
| 2: Somewhat likely | 487 | 1.6% | 3,830,758 | 1.5% |
| 3: Moderately likely | 253 | 0.8% | 1,685,385 | 0.7% |
| 4: Very likely | 152 | 0.5% | 967,745 | 0.4% |
| -3: Missing | 145 | 0.5% | 1,172,405 | 0.5% |
| .: Logical Skip | 25,411 | 83.0% | 199,514,411 | 79.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_NEWJOB_1J

Label: NEXT YEAR HOW LIKELY IS IT- GO BACK TO SCHOOL

Description: In the next year, how likely is it that you will... J. Go back to school [SHOW IF DOV_GROUP = 7 AND DOV_WORKING = 1]

| | <u>Unweighted</u> | | <u>Weighted</u> | |
|----------------------|-------------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Not at all likely | 3,508 | 11.5% | 37,850,803 | 15.1% |
| 2: Somewhat likely | 875 | 2.9% | 7,183,962 | 2.9% |
| 3: Moderately likely | 347 | 1.1% | 2,395,365 | 1.0% |
| 4: Very likely | 308 | 1.0% | 2,539,662 | 1.0% |
| -3: Missing | 183 | 0.6% | 1,430,181 | 0.6% |
| .: Logical Skip | 25,411 | 83.0% | 199,514,411 | 79.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_NEWJOB_2A**Label: NEXT YEAR HOW LIKELY IS IT YOU WILL- TAKE A JOB****Description: In the next year, how likely is it that you will... A. Take a job [SHOW IF
DOV_GROUP = 7 AND DOV_WORKING = 0]**

| LABEL | __Unweighted__ | | __Weighted__ | |
|----------------------|-----------------------|---------------|---------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Not at all likely | 3,228 | 10.5% | 26,047,124 | 10.4% |
| 2: Somewhat likely | 655 | 2.1% | 4,389,712 | 1.7% |
| 3: Moderately likely | 743 | 2.4% | 3,986,263 | 1.6% |
| 4: Very likely | 710 | 2.3% | 3,844,720 | 1.5% |
| -3: Missing | 498 | 1.6% | 2,975,033 | 1.2% |
| .: Logical Skip | 24,798 | 81.0% | 209,671,531 | 83.6% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_NEWJOB_2B**Label: NEXT YEAR HOW LIKELY IS IT YOU WILL- START OWN BUSINESS****Description: In the next year, how likely is it that you will... B. Start your own business
as a primary source of income [SHOW IF DOV_GROUP = 7 AND
DOV_WORKING = 0]**

| LABEL | __Unweighted__ | | __Weighted__ | |
|----------------------|-----------------------|---------------|---------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Not at all likely | 4,265 | 13.9% | 32,881,651 | 13.1% |
| 2: Somewhat likely | 710 | 2.3% | 3,999,948 | 1.6% |
| 3: Moderately likely | 331 | 1.1% | 1,470,769 | 0.6% |
| 4: Very likely | 139 | 0.5% | 504,798 | 0.2% |
| -3: Missing | 389 | 1.3% | 2,385,685 | 1.0% |
| .: Logical Skip | 24,798 | 81.0% | 209,671,531 | 83.6% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_NEWJOB_2C**Label:** NEXT YEAR HOW LIKELY IS IT YOU WILL- START WORKING FOR YOURSELF**Description:** In the next year, how likely is it that you will... C. Start working for yourself as a freelancer, consultant, or independent contractor [SHOW IF DOV_GROUP = 7 AND DOV_WORKING = 0]

| LABEL | __Unweighted__ | | __Weighted__ | |
|----------------------|-----------------------|---------------|---------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Not at all likely | 4,235 | 13.8% | 32,645,077 | 13.0% |
| 2: Somewhat likely | 757 | 2.5% | 4,379,787 | 1.7% |
| 3: Moderately likely | 300 | 1.0% | 1,242,950 | 0.5% |
| 4: Very likely | 148 | 0.5% | 576,615 | 0.2% |
| -5: Don't know | 1 | 0.0% | 4,479 | 0.0% |
| -3: Missing | 393 | 1.3% | 2,393,943 | 1.0% |
| ..: Logical Skip | 24,798 | 81.0% | 209,671,531 | 83.6% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_NEWJOB_2D

Label: NEXT YEAR HOW LIKELY IS IT YOU WILL- ENGAGE IN GIG WORK AS
PRIMARY INCOME

Description: In the next year, how likely is it that you will...

D. Engage in gig work as a primary source of income

[HOVER TEXT ON “gig work”: Some people earn money through short, paid tasks or jobs online or in-person that are conducted through companies that coordinate payment for the service. This is sometimes referred to as “gig work.” These tasks might include driving for Uber or Lyft, selling goods through Etsy, completing online tasks on Mechanical Turk, providing graphic design, music, or other services via Fiverr or Upwork, or other activities.]

[SHOW IF DOV_GROUP = 7 AND DOV_WORKING = 0]

| LABEL | __Unweighted__ | | __Weighted__ | |
|----------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Not at all likely | 4,144 | 13.5% | 32,215,933 | 12.8% |
| 2: Somewhat likely | 826 | 2.7% | 4,696,068 | 1.9% |
| 3: Moderately likely | 329 | 1.1% | 1,505,476 | 0.6% |
| 4: Very likely | 142 | 0.5% | 490,772 | 0.2% |
| -3: Missing | 393 | 1.3% | 2,334,604 | 0.9% |
| .: Logical Skip | 24,798 | 81.0% | 209,671,531 | 83.6% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_NEWJOB_2E

Label: NEXT YEAR HOW LIKELY IS IT YOU WILL- ENGAGE IN GIG WORK AS SECONDARY INCOME

Description: In the next year, how likely is it that you will...

E. Engage in gig work as a secondary source of income

[HOVER TEXT ON “gig work”: Some people earn money through short, paid tasks or jobs online or in-person that are conducted through companies that coordinate payment for the service. This is sometimes referred to as “gig work.” These tasks might include driving for Uber or Lyft, selling goods through Etsy, completing online tasks on Mechanical Turk, providing graphic design, music, or other services via Fiverr or Upwork, or other activities.]

[SHOW IF DOV_GROUP = 7 AND DOV_WORKING = 0]

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|----------------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Not at all likely | 3,929 | 12.8% | 30,416,606 | 12.1% |
| 2: Somewhat likely | 982 | 3.2% | 6,125,184 | 2.4% |
| 3: Moderately likely | 337 | 1.1% | 1,531,401 | 0.6% |
| 4: Very likely | 183 | 0.6% | 814,197 | 0.3% |
| -3: Missing | 403 | 1.3% | 2,355,463 | 0.9% |
| .: Logical Skip | 24,798 | 81.0% | 209,671,531 | 83.6% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: GP_NEWJOB_2F

Label: NEXT YEAR HOW LIKELY IS IT YOU WILL- GO BACK TO SCHOOL

Description: In the next year, how likely is it that you will... F. Go back to school

[SHOW IF DOV_GROUP = 7 AND DOV_WORKING = 0]

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|----------------------|-----------------------|------------|---------------------|------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Not at all likely | 4,047 | 13.2% | 31,033,086 | 12.4% |
| 2: Somewhat likely | 731 | 2.4% | 4,225,846 | 1.7% |
| 3: Moderately likely | 319 | 1.0% | 1,607,730 | 0.6% |
| 4: Very likely | 315 | 1.0% | 1,825,618 | 0.7% |
| -3: Missing | 422 | 1.4% | 2,550,571 | 1.0% |

Issued: October 16, 2023

Variable: GP_NEWJOB_2F**Label:** NEXT YEAR HOW LIKELY IS IT YOU WILL- GO BACK TO SCHOOL**Description:** In the next year, how likely is it that you will... F. Go back to school
[SHOW IF DOV_GROUP = 7 AND DOV_WORKING = 0]

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|-----------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| .: Logical Skip | 24,798 | 81.0% | 209,671,531 | 83.6% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DEM_HHINC_PUF**Label:** PUF VARIABLE: TOTAL ANNUAL HOUSEHOLD INCOME**Description:** PUF variable coded from DEM_HHINC:What is your total annual household income before taxes? Include income earned by anyone residing in your household full-time who is related to you by birth,marriage,or adoption.

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|-------------------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Less than \$25,000 | 6,707 | 21.9% | 38,577,741 | 15.4% |
| 2: \$25,000 to \$49,999 | 6,573 | 21.5% | 44,451,879 | 17.7% |
| 3: \$50,000 to \$74,999 | 5,218 | 17.0% | 44,080,630 | 17.6% |
| 4: \$75,000 to \$99,999 | 3,589 | 11.7% | 32,103,063 | 12.8% |
| 5: \$100,000+ | 7,383 | 24.1% | 83,183,579 | 33.2% |
| -7: Suppressed | 822 | 2.7% | 7,619,486 | 3.0% |
| -5: Don't know | 1 | 0.0% | 3,831 | 0.0% |
| -3: Missing | 339 | 1.1% | 894,174 | 0.4% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DEM_STUDENT

Label: ENROLLED IN OR TAKING COURSES

Description: During the past week, were you enrolled in or taking courses at a college, university, or trade school?

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|----------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 3,610 | 11.8% | 19,240,716 | 7.7% |
| 2: No | 26,451 | 86.4% | 228,588,001 | 91.1% |
| -7: Suppressed | 222 | 0.7% | 2,004,591 | 0.8% |
| -3: Missing | 349 | 1.1% | 1,081,075 | 0.4% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DEM_INSURA

Label: DO YOU CURRENTLY HAVE- HEALTH INSURANCE

Description: From any source, do you currently have: a. Health insurance

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|-----------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 26,032 | 85.0% | 222,699,362 | 88.8% |
| 2: No | 4,160 | 13.6% | 26,560,851 | 10.6% |
| -5: Don't know | 1 | 0.0% | 14,982 | 0.0% |
| -3: Missing | 171 | 0.6% | 1,215,554 | 0.5% |
| .: Logical Skip | 268 | 0.9% | 423,634 | 0.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DEM_INSURB**Label: DO YOU CURRENTLY HAVE- CONTRIBUTIONS TO RETIREMENT PLANS****Description: From any source, do you currently have: b. Contributions to retirement plans, including 401(k), Keogh, etc.**

| | <u>___ Unweighted ___</u> | | <u>___ Weighted ___</u> | |
|-----------------|---------------------------|---------------|-------------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 14,039 | 45.8% | 124,380,378 | 49.6% |
| 2: No | 15,739 | 51.4% | 122,111,006 | 48.7% |
| -5: Don't know | 4 | 0.0% | 77,588 | 0.0% |
| -3: Missing | 582 | 1.9% | 3,921,777 | 1.6% |
| .: Logical Skip | 268 | 0.9% | 423,634 | 0.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DEM_INSURC**Label: DO YOU CURRENTLY HAVE- PROFIT SHARING****Description: From any source, do you currently have: c. Profit sharing and/or stock options**

| | <u>___ Unweighted ___</u> | | <u>___ Weighted ___</u> | |
|-----------------|---------------------------|---------------|-------------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 6,948 | 22.7% | 51,338,581 | 20.5% |
| 2: No | 22,583 | 73.7% | 192,695,425 | 76.8% |
| -3: Missing | 833 | 2.7% | 6,456,743 | 2.6% |
| .: Logical Skip | 268 | 0.9% | 423,634 | 0.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DEM_INSURD**Label: DO YOU CURRENTLY HAVE- PAID HOLIDAYS****Description: From any source, do you currently have: d. Paid holidays or vacation**

| | <u>__ Unweighted __</u> | | <u>__ Weighted __</u> | |
|-----------------|-------------------------|---------------|-----------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 12,939 | 42.2% | 110,101,169 | 43.9% |
| 2: No | 16,703 | 54.5% | 134,965,400 | 53.8% |
| -5: Don't know | 1 | 0.0% | 19,216 | 0.0% |
| -3: Missing | 721 | 2.4% | 5,404,964 | 2.2% |
| .: Logical Skip | 268 | 0.9% | 423,634 | 0.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DEM_INSURE**Label: DO YOU CURRENTLY HAVE- PAID SICK LEAVE****Description: From any source, do you currently have: e. Paid sick leave**

| | <u>__ Unweighted __</u> | | <u>__ Weighted __</u> | |
|-----------------|-------------------------|---------------|-----------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 12,182 | 39.8% | 103,865,810 | 41.4% |
| 2: No | 17,420 | 56.9% | 141,151,441 | 56.3% |
| -5: Don't know | 2 | 0.0% | 28,192 | 0.0% |
| -3: Missing | 760 | 2.5% | 5,445,307 | 2.2% |
| .: Logical Skip | 268 | 0.9% | 423,634 | 0.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DEM_INSURF**Label: DO YOU CURRENTLY HAVE- PAID PARENTAL LEAVE****Description: From any source, do you currently have: f. Paid parental or family leave**

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|-----------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 9,128 | 29.8% | 73,979,461 | 29.5% |
| 2: No | 20,313 | 66.3% | 169,477,104 | 67.5% |
| -5: Don't know | 4 | 0.0% | 112,241 | 0.0% |
| -3: Missing | 919 | 3.0% | 6,921,943 | 2.8% |
| .: Logical Skip | 268 | 0.9% | 423,634 | 0.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DEM_INSURG**Label: DO YOU CURRENTLY HAVE- TUITIONASSISTANCE****Description: From any source, do you currently have: g. Tuition assistance and/or reimbursement**

| | <u>__Unweighted__</u> | | <u>__Weighted__</u> | |
|-----------------|-----------------------|---------------|---------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 1: Yes | 6,966 | 22.7% | 53,057,355 | 21.1% |
| 2: No | 22,335 | 72.9% | 189,214,765 | 75.4% |
| -5: Don't know | 2 | 0.0% | 26,052 | 0.0% |
| -3: Missing | 1,061 | 3.5% | 8,192,577 | 3.3% |
| .: Logical Skip | 268 | 0.9% | 423,634 | 0.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DEM_DEBT

Label: HOW MANAGEABLE YOUR HOUSEHOLD DEBT IS

Description: Thinking about all of your household's current debts, including mortgages, bank loans, student loans, money owed to people, medical debt, past-due bills, and credit card balances that are carried over from prior months... As of today, which of the following statements describes how manageable your household debt is?

| LABEL | __Unweighted__ | | __Weighted__ | |
|--------------------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Have a manageable amount of debt | 13,716 | 44.8% | 121,610,108 | 48.5% |
| 2: Have a bit more debt than is manageable | 6,793 | 22.2% | 49,303,774 | 19.6% |
| 3: Have far more debt than is manageable | 2,831 | 9.2% | 21,261,263 | 8.5% |
| 4: Do not have any debt | 6,845 | 22.3% | 56,993,925 | 22.7% |
| -5: Don't know | 1 | 0.0% | 9,535 | 0.0% |
| -3: Missing | 161 | 0.5% | 1,280,111 | 0.5% |
| .: Logical Skip | 285 | 0.9% | 455,667 | 0.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DEM_RELAWN

Label: IMMEDIATEFAMILY MEMBERS OWN A BUSINESS

Description: Do any of your immediate family members own a business?

| LABEL | __Unweighted__ | | __Weighted__ | |
|-----------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Yes | 5,885 | 19.2% | 41,043,480 | 16.4% |
| 2: No | 24,346 | 79.5% | 208,679,490 | 83.2% |
| -3: Missing | 107 | 0.3% | 719,401 | 0.3% |
| .: Logical Skip | 294 | 1.0% | 472,012 | 0.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DEM_EDU_PUF**Label:** PUF VARIABLE: HIGHEST DEGREE OR LEVEL OF SCHOOL COMPLETED**Description:** PUF variable coded from DEM_EDU: What is the highest degree or level of school you have completed?

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|-------------------------------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: High school or less | 7,830 | 25.6% | 55,422,651 | 22.1% |
| 2: Associate degree or some college | 9,480 | 30.9% | 74,154,535 | 29.6% |
| 3: Bachelor's degree | 7,370 | 24.1% | 67,651,890 | 27.0% |
| 4: Graduate degree | 5,014 | 16.4% | 47,576,299 | 19.0% |
| -7: Suppressed | 630 | 2.1% | 5,723,259 | 2.3% |
| -3: Missing | 308 | 1.0% | 385,749 | 0.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DEM_MARITAL_Y2_PUF**Label:** PUF VARIABLE: MARITALSTATUS- Y2**Description:** PUF Year 2 variable coded from: DEM_MARITAL

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|------------------------------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Married/living with partner | 15,355 | 50.1% | 134,339,887 | 53.5% |
| 2: Widowed, divorced, or separated | 5,748 | 18.8% | 45,692,045 | 18.2% |
| 3: Single | 8,774 | 28.6% | 66,714,411 | 26.6% |
| -7: Suppressed | 403 | 1.3% | 3,647,104 | 1.5% |
| -3: Missing | 352 | 1.1% | 520,936 | 0.2% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DEM_HOUSENUM_DRV**Label:** DERIVED VARIABLE: NUMBER OF PEOPLE IN HOUSEHOLD**Description:** Derived variable coded from DEM_HOUSENUM_1 and DEM_HOUSENUM_2

| LABEL | __Unweighted__ | | __Weighted__ | |
|---------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: 1 person | 6,992 | 22.8% | 49,656,764 | 19.8% |
| 2: 2 people | 10,527 | 34.4% | 92,130,054 | 36.7% |
| 3: 3 people | 5,390 | 17.6% | 45,882,058 | 18.3% |
| 4: 4 people | 4,199 | 13.7% | 35,597,676 | 14.2% |
| 5: 5 or more people | 3,126 | 10.2% | 26,789,965 | 10.7% |
| -3: Missing | 398 | 1.3% | 857,867 | 0.3% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DEM_HOUSEADULT_DRV**Label:** DERIVED VARIABLE: HOW MANY ADULTS LIVE IN YOUR HOUSEHOLD**Description:** Derived variable coded from DEM_HOUSENUM_1, DEM_HOUSENUM_2, and DEM_HOUSEHOLD

| LABEL | __Unweighted__ | | __Weighted__ | |
|------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1 adult | 8,272 | 27.0% | 58,316,519 | 23.2% |
| 2 adults | 14,554 | 47.5% | 129,622,804 | 51.7% |
| 3 or more adults | 6,382 | 20.8% | 56,755,190 | 22.6% |
| -3: Missing | 1,424 | 4.6% | 6,219,870 | 2.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DEM_HOUSEHOLD_1_Y2_DRV

Label: DERIVED VARIABLE: WHO LIVES IN YOUR HOUSEHOLD- SPOUSE OR UNMARRIED PARTNER

Description: Derived Year 2 variable coded from DEM_HOUSEHOLD_2 and DEM_HOUSEHOLD_3: Who lives in your household? Only count people who live with you at least 50% of the time. 2. Spouse, 3. Unmarried partner

| LABEL | __Unweighted__ | | __Weighted__ | |
|----------------------------------------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Household does not include this category | 7,106 | 23.2% | 52,677,660 | 21.0% |
| 1: Household includes one or more individuals in this category | 16,024 | 52.3% | 146,593,294 | 58.4% |
| -3: Missing | 92 | 0.3% | 801,757 | 0.3% |
| ..: Logical Skip | 7,410 | 24.2% | 50,841,672 | 20.3% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DEM_HOUSEHOLD_2_Y2_DRV

Label: DERIVED VARIABLE: WHO LIVES IN YOUR HOUSEHOLD- IMMEDIATE FAMILY

Description: Derived Year 2 variable coded from DEM_HOUSEHOLD_4, DEM_HOUSEHOLD_5, DEM_HOUSEHOLD_7, DEM_HOUSEHOLD_8, and DEM_HOUSEHOLD_9: Who lives in your household? Only count people who live with you at least 50% of the time. 4. Own child(ren), stepchild(ren), adopted child(ren), and/or foster child(ren) under the age of 18 years

| LABEL | __Unweighted__ | | __Weighted__ | |
|----------------------------------------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Household does not include this category | 9,952 | 32.5% | 87,487,808 | 34.9% |
| 1: Household includes one or more individuals in this category | 13,178 | 43.0% | 111,783,146 | 44.6% |
| -3: Missing | 92 | 0.3% | 801,757 | 0.3% |
| ..: Logical Skip | 7,410 | 24.2% | 50,841,672 | 20.3% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DEM_HOUSEHOLD_3_Y2_DRV**Label:** DERIVED VARIABLE: WHO LIVES IN YOUR HOUSEHOLD- OTHER RELATIVES

Description: Derived Year 2 variable coded from DEM_HOUSEHOLD_6 and DEM_HOUSEHOLD_10: Who lives in your household? Only count people who live with you at least 50% of the time. 6. Grandchild(ren), 10. Other relatives, specify:

| LABEL | __Unweighted__ | | __Weighted__ | |
|----------------------------------------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Household does not include this category | 21,709 | 70.9% | 187,851,617 | 74.9% |
| 1: Household includes one or more individuals in this category | 1,421 | 4.6% | 11,419,337 | 4.6% |
| -3: Missing | 92 | 0.3% | 801,757 | 0.3% |
| .: Logical Skip | 7,410 | 24.2% | 50,841,672 | 20.3% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DEM_HOUSEHOLD_4_Y2_DRV**Label:** DERIVED VARIABLE: WHO LIVES IN YOUR HOUSEHOLD- NON-RELATIVES

Description: Derived Year 2 variable coded from DEM_HOUSEHOLD_11 and DEM_HOUSEHOLD_12: Who lives in your household? Only count people who live with you at least 50% of the time. 11. Roommate(s), 12. Other non-relatives, specify:

| LABEL | __Unweighted__ | | __Weighted__ | |
|----------------------------------------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: Household does not include this category | 21,936 | 71.6% | 190,226,957 | 75.8% |
| 1: Household includes one or more individuals in this category | 1,194 | 3.9% | 9,043,997 | 3.6% |
| -3: Missing | 92 | 0.3% | 801,757 | 0.3% |
| .: Logical Skip | 7,410 | 24.2% | 50,841,672 | 20.3% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DEM_HOUSECHILDA_DRV

Label: DERIVED VARIABLE: NUMBER OF CHILDREN IN HOUSEHOLD
UNDER 5 YEARS OLD

Description: Derived variable coded from DEM_HOUSECHILDA: You said that children or grandchildren under the age of 18 live in your household. Please enter the total number of children/grandchildren that fall into each age category listed below. A. Under 5 years old [SHOW IF DEM_HOUSEHOLD = 4 OR 6]

| | __Unweighted__ | | __Weighted__ | |
|----------------------------------------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: No children in this age category reported | 26,479 | 86.4% | 221,724,726 | 88.4% |
| 1: 1 or more children in this age category | 2,820 | 9.2% | 22,963,276 | 9.2% |
| -3: Missing | 1,333 | 4.4% | 6,226,381 | 2.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DEM_HOUSECHILDB_DRV

Label: DERIVED VARIABLE: NUMBER OF CHILDREN IN HOUSEHOLD 5-11 YEARS OLD

Description: Derived variable coded from DEM_HOUSECHILDB: You said that children or grandchildren under the age of 18 live in your household. Please enter the total number of children/grandchildren that fall into each age category listed below. B. 5-11 years old [SHOW IF DEM_HOUSEHOLD = 4 OR 6]

| | __Unweighted__ | | __Weighted__ | |
|----------------------------------------------|----------------|---------------|--------------------|---------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| 0: No children in this age category reported | 25,171 | 82.2% | 209,811,145 | 83.6% |
| 1: 1 or more children in this age category | 4,128 | 13.5% | 34,876,858 | 13.9% |
| -3: Missing | 1,333 | 4.4% | 6,226,381 | 2.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DEM_HOUSECHILDC_DRV**Label:** DERIVED VARIABLE: NUMBER OF CHILDREN IN HOUSEHOLD 12-17 YEARS OLD

Description: Derived variable coded from DEM_HOUSECHILDC: You said that children or grandchildren under the age of 18 live in your household. Please enter the total number of children/grandchildren that fall into each age category listed below. C. 12-17 years old [SHOW IF DEM_HOUSEHOLD = 4 OR 6]

| LABEL | __Unweighted__ | | __Weighted__ | |
|----------------------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: No children in this age category reported | 25,336 | 82.7% | 211,537,131 | 84.3% |
| 1: 1 or more children in this age category | 3,963 | 12.9% | 33,150,872 | 13.2% |
| -3: Missing | 1,333 | 4.4% | 6,226,381 | 2.5% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DEM_NUMCHILD_DRV**Label:** DERIVED VARIABLE: NUMBER OF CHILDREN IN HOUSEHOLD

Description: Derived variable coded from DEM_HOUSECHILDA, DEM_HOUSECHILDB, and DEM_HOUSECHILDC: In your household, how many children are: Please enter the number of children for each category. A. Under 5 years old, B. 5-11 years old, C. 12-17 years old and preload information

| LABEL | __Unweighted__ | | __Weighted__ | |
|--------------------------------|----------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 0: No children reported | 21,721 | 70.9% | 179,805,918 | 71.7% |
| 1: 1 child | 3,066 | 10.0% | 27,177,115 | 10.8% |
| 2: 2 children reported | 2,789 | 9.1% | 23,759,512 | 9.5% |
| 3: 3 children or more reported | 1,748 | 5.7% | 14,284,238 | 5.7% |
| -3: Missing | 1,308 | 4.3% | 5,887,599 | 2.3% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DEM_MILITARY_1_PUF**Label:** PUF VARIABLE: HAVE YOU SERVED ON ACTIVE DUTY**Description:** PUF variable coded from DEM_MILITARY_1: Have you ever served on active duty in the U.S. Armed Forces, Reserves, or National Guard?

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|----------------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: Never in military | 25,462 | 83.1% | 218,147,158 | 86.9% |
| 2: Active duty | 1,726 | 5.6% | 8,149,239 | 3.2% |
| 3: Veteran | 2,517 | 8.2% | 19,526,853 | 7.8% |
| -7: Suppressed | 453 | 1.5% | 3,594,749 | 1.4% |
| -5: Don't know | 1 | 0.0% | 3,960 | 0.0% |
| -3: Missing | 473 | 1.5% | 1,492,423 | 0.6% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: DEM_CITIZEN_DRV**Label:** DERIVED VARIABLE: CITIZENSHIP STATUS**Description:** Derived variable coded from DEM_CITIZEN_1 and DEM_CITIZEN_2

| LABEL | __ Unweighted __ | | __ Weighted __ | |
|----------------------------------------|------------------|---------------|--------------------|---------------|
| | COUNT | PCT | COUNT | PCT |
| 1: U.S. citizen, born in the U.S. | 27,787 | 90.7% | 226,975,076 | 90.5% |
| 2: U.S. citizen, born outside the U.S. | 1,465 | 4.8% | 14,010,073 | 5.6% |
| 3: Not a U.S. citizen | 395 | 1.3% | 3,306,249 | 1.3% |
| -7: Suppressed | 585 | 1.9% | 5,549,341 | 2.2% |
| -3: Missing | 400 | 1.3% | 1,073,644 | 0.4% |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: WTSURVY

Label: SURVEY WEIGHT: APPLIES TO ALL CASES

Description: Weight variable that applies to all cases

| | <u>__ Unweighted __</u> | | <u>__ Weighted __</u> | |
|---------------|-------------------------|------------|-----------------------|------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: STRATA

Label: SAMPLING STRATA

Description: Sampling strata variable for use with weights

| | <u>__ Unweighted __</u> | | <u>__ Weighted __</u> | |
|---------------|-------------------------|------------|-----------------------|------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

Variable: PSU

Label: PSU (PRIMARY SAMPLING UNIT)

Description: Primary Sampling Unit for use with weights

| | <u>__ Unweighted __</u> | | <u>__ Weighted __</u> | |
|---------------|-------------------------|------------|-----------------------|------------|
| LABEL | COUNT | PCT | COUNT | PCT |
| TOTALS | 30,632 | 100.0% | 250,914,383 | 100.0% |

ALPHABETIC INDEX OF VARIABLES

ALPHABETIC INDEX OF VARIABLES

| Variable Name | Variable Label |
|----------------------|---------------------------------------------------------------------------|
| BO_ACQOWN_1 | INITIALLY ACQUIRE OWNERSHIP OF BUSINESS |
| BO_ADDFINANCE_1 | APPLY OR REQUEST ADDITIONAL FINANCING |
| BO_ADDFINANCE_2_1 | WHERE APPLY FOR ADDITIONAL FINANCING- PERSONAL HOME EQUITY LOAN |
| BO_ADDFINANCE_2_10 | WHERE APPLY FOR ADDITIONAL FINANCING- GRANTS |
| BO_ADDFINANCE_2_11 | WHERE APPLY FOR ADDITIONAL FINANCING- OTHER CAPITAL SOURCES |
| BO_ADDFINANCE_2_2 | WHERE APPLY FOR ADDITIONAL FINANCING- PERSONAL CREDIT CARD |
| BO_ADDFINANCE_2_3 | WHERE APPLY FOR ADDITIONAL FINANCING- BUSINESS CREDIT CARD |
| BO_ADDFINANCE_2_4 | WHERE APPLY FOR ADDITIONAL FINANCING- GOVERNMENT-GUARANTEED BUSINESS LOAN |
| BO_ADDFINANCE_2_5 | WHERE APPLY FOR ADDITIONAL FINANCING- BUSINESS LOAN FROM BANK |
| BO_ADDFINANCE_2_6 | WHERE APPLY FOR ADDITIONAL FINANCING- BUSINESS LOAN FROM GOVERNMENT |
| BO_ADDFINANCE_2_7 | WHERE APPLY FOR ADDITIONAL FINANCING- BUSINESS LOAN FROM FAMILY |
| BO_ADDFINANCE_2_8 | WHERE APPLY FOR ADDITIONAL FINANCING- INVESTMENT BY VENTURE CAPITALISTS |
| BO_ADDFINANCE_2_9 | WHERE APPLY FOR ADDITIONAL FINANCING- CROWDFUNDING |
| BO_ADDFINANCE_3A | CAPITAL APPLIED DID YOU RECEIVE- BUSINESS CARD |
| BO_ADDFINANCE_3B | CAPITAL APPLIED DID YOU RECEIVE- GOVERNMENT-GUARANTEED BUSINESS LOAN |
| BO_ADDFINANCE_3C | CAPITAL APPLIED DID YOU RECEIVE- BUSINESS LOAN FROM A BANK |
| BO_ADDFINANCE_3D | CAPITAL APPLIED DID YOU RECEIVE- BUSINESS LOAN FROM GOVERNMENT |
| BO_ADDFINANCE_3E | CAPITAL APPLIED DID YOU RECEIVE- BUSINESS LOAN FROM FAMILY |
| BO_ADDFINANCE_3F | CAPITAL APPLIED DID YOU RECEIVE- INVESTMENT BY VENTURE CAPITALIST |

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| Variable Name | Variable Label |
|----------------------|---------------------------------------------------------------------|
| BO_ADDFINANCE_3G | CAPITAL APPLIED DID YOU RECEIVE- CROWDFUNDING |
| BO_ADDFINANCE_3H | CAPITAL APPLIED DID YOU RECEIVE- GRANTS |
| BO_ADDFINANCE_3I | CAPITAL APPLIED DID YOU RECEIVE- OTHER |
| BO_ADDFINANCE_4A | CAPITAL NOT USE NOT RECEIVE- BUSINESS CREDIT CARD |
| BO_ADDFINANCE_4B | CAPITAL NOT USE NOT RECEIVE- GOVERNMENT-GUARANTEED BUSINESS LOAN |
| BO_ADDFINANCE_4C | CAPITAL NOT USE NOT RECEIVE- BUSINESS LOAN FROM A BANK |
| BO_ADDFINANCE_4D | CAPITAL NOT USE NOT RECEIVE- BUSINESS LOAN FROM GOVERNMENT |
| BO_ADDFINANCE_4E | CAPITAL NOT USE NOT RECEIVE- BUSINESS LOAN FROM FAMILY |
| BO_ADDFINANCE_4F | CAPITAL NOT USE NOT RECEIVE- INVESTMENT BY VENTURE CAPITALIST |
| BO_ADDFINANCE_4G | CAPITAL NOT USE NOT RECEIVE- CROWDFUNDING |
| BO_ADDFINANCE_4H | CAPITAL NOT USE NOT RECEIVE- GRANTS |
| BO_ADDFINANCE_5_1 | DECLINED FUNDING ADDITIONAL- POOR CREDIT SCORE |
| BO_ADDFINANCE_5_10 | DECLINED FUNDING ADDITIONAL- UNDESIRABLE LOCATION |
| BO_ADDFINANCE_5_11 | DECLINED FUNDING ADDITIONAL- NO RELATIONSHIP WITH BANK |
| BO_ADDFINANCE_5_12 | DECLINED FUNDING ADDITIONAL- NOT GIVEN A REASON |
| BO_ADDFINANCE_5_13 | DECLINED FUNDING ADDITIONAL- OTHER |
| BO_ADDFINANCE_5_2 | DECLINED FUNDING ADDITIONAL- CREDIT HISTORY |
| BO_ADDFINANCE_5_3 | DECLINED FUNDING ADDITIONAL- MISSED PAYMENTS |
| BO_ADDFINANCE_5_4 | DECLINED FUNDING ADDITIONAL- AGE OF BUSINESS |
| BO_ADDFINANCE_5_5 | DECLINED FUNDING ADDITIONAL- PERSONAL BACKGROUND |
| BO_ADDFINANCE_5_6 | DECLINED FUNDING ADDITIONAL- COLLATERAL |
| BO_ADDFINANCE_5_7 | DECLINED FUNDING ADDITIONAL- BUSINESS PLAN |
| BO_ADDFINANCE_5_8 | DECLINED FUNDING ADDITIONAL- TOO RISKY |

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| Variable Name | Variable Label |
|-------------------------------|------------------------------------------------------------|
| BO_ADDFINANCE_5_9 | DECLINED FUNDING ADDITIONAL- UNDESIRABLE INDUSTRY |
| BO_ADDFINANCE_6_1 | NOT REQUEST GRANT FUNDING- FIND OPPORTUNITIES |
| BO_ADDFINANCE_6_2 | NOT REQUEST GRANT FUNDING- QUALIFY FOR GRANT |
| BO_ADDFINANCE_6_3 | NOT REQUEST GRANT FUNDING- UNLIKELY RECEIVE GRANT |
| BO_ADDFINANCE_6_4 | NOT REQUEST GRANT FUNDING- TOO DIFFICULT |
| BO_ADDFINANCE_6_5 | NOT REQUEST GRANT FUNDING- REQUIREMENTS |
| BO_ADDFINANCE_6_6 | NOT REQUEST GRANT FUNDING- ONLY COVER A PORTION |
| BO_ADDFINANCE_6_7 | NOT REQUEST GRANT FUNDING- OTHER |
| BO_ADDFINANCE_7_1 | NOT REQUEST FROM A BANK- POOR CREDIT SCORE |
| BO_ADDFINANCE_7_2 | NOT REQUEST FROM A BANK- LACK OF RELATIONSHIP |
| BO_ADDFINANCE_7_3 | NOT REQUEST FROM A BANK- NOT TAKE ON DEBT |
| BO_ADDFINANCE_7_4 | NOT REQUEST FROM A BANK- INTEREST RATE |
| BO_ADDFINANCE_7_5 | NOT REQUEST FROM A BANK- REPAYMENT TERMS |
| BO_ADDFINANCE_7_6 | NOT REQUEST FROM A BANK- EXPECTED TO BE DECLINED |
| BO_ADDFINANCE_7_7 | NOT REQUEST FROM A BANK- OTHER |
| BO_ADDFINANCE_8_1 | NOT REQUEST FROM THE FOLLOWING- POOR CREDIT SCORE |
| BO_ADDFINANCE_8_2 | NOT REQUEST FROM THE FOLLOWING- LACK OF RELATIONSHIP |
| BO_ADDFINANCE_8_3 | NOT REQUEST FROM THE FOLLOWING- NOT TAKE ON DEBT |
| BO_ADDFINANCE_8_4 | NOT REQUEST FROM THE FOLLOWING- INTEREST RATE |
| BO_ADDFINANCE_8_5 | NOT REQUEST FROM THE FOLLOWING- REPAYMENT TERMS |
| BO_ADDFINANCE_8_6 | NOT REQUEST FROM THE FOLLOWING- EXPECTED TO BE DECLINED |
| BO_ADDFINANCE_8_7 | NOT REQUEST FROM THE FOLLOWING- OTHER |
| BO_ADDFINANCE_INSTITUTION_1_1 | WHICH INSTITUTION REQUESTED CAPITAL FROM- SMALL LOCAL BANK |

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| Variable Name | Variable Label |
|-------------------------------|---------------------------------------------------------------------------------|
| BO_ADDFINANCE_INSTITUTION_1_2 | WHICH INSTITUTION REQUESTED CAPITAL FROM- LARGE NATIONAL BANK |
| BO_ADDFINANCE_INSTITUTION_1_3 | WHICH INSTITUTION REQUESTED CAPITAL FROM- FINANCIAL SERVICES COMPANY |
| BO_ADDFINANCE_INSTITUTION_1_4 | WHICH INSTITUTION REQUESTED CAPITAL FROM- ONLINE LENDER |
| BO_ADDFINANCE_INSTITUTION_1_5 | WHICH INSTITUTION REQUESTED CAPITAL FROM- CREDIT UNION |
| BO_ADDFINANCE_INSTITUTION_1_6 | WHICH INSTITUTION REQUESTED CAPITAL FROM- FINANCE COMPANY |
| BO_ADDFINANCE_INSTITUTION_1_7 | WHICH INSTITUTION REQUESTED CAPITAL FROM- ALTERNATIVE FINANCIAL SOURCE |
| BO_ADDFINANCE_INSTITUTION_1_8 | WHICH INSTITUTION REQUESTED CAPITAL FROM- CDFI |
| BO_ADDFINANCE_INSTITUTION_1_9 | WHICH INSTITUTION REQUESTED CAPITAL FROM- OTHER INSTITUTION |
| BO_ADDFINANCE_WS1_PUF | PUF VARIABLE: ADDITIONAL FINANCING RECEIVED- PERSONAL |
| BO_ADDFINANCE_WS2_PUF | PUF VARIABLE: ADDITIONAL FINANCING RECEIVED- PERSONAL/BUSINESS CREDIT CARD |
| BO_ADDFINANCE_WS3_PUF | PUF VARIABLE: ADDITIONAL FINANCING RECEIVED- LOCAL/NATIONAL BANK |
| BO_ADDFINANCE_WS4_PUF | PUF VARIABLE: ADDITIONAL FINANCING RECEIVED- FINANCIAL INSTITUTION |
| BO_ADDFINANCE_WS5_PUF | PUF VARIABLE: ADDITIONAL FINANCING RECEIVED- CROWDFUNDING/COMMUNITY DEVELOPMENT |
| BO_ADDFINANCE_WS6_PUF | PUF VARIABLE: ADDITIONAL FINANCING RECEIVED- GOVERNMENT SOURCE |
| BO_ADDFINANCE_WS7_PUF | PUF VARIABLE: ADDITIONAL FINANCING RECEIVED- BUSINESS LOAN FROM FAMILY |
| BO_ADDFINANCE_WS8_PUF | PUF VARIABLE: ADDITIONAL FINANCING RECEIVED- VENTURE CAPITALISTS |
| BO_ADDFINANCE_WS9_PUF | PUF VARIABLE: ADDITIONAL FINANCING RECEIVED- OTHER |
| BO_ADDFINANCE_WS_TOTAL_PUF | PUF VARIABLE: ADDITIONAL FINANCING RECEIVED- TOTAL |

ALPHABETIC INDEX OF VARIABLES

| Variable Name | Variable Label |
|----------------------|---------------------------------------------------------------------------------------|
| BO_BIZEMERGE_1 | ORIGIN OF WORK/ BUSINESS |
| BO_BIZTYPE_1 | BUSINESS TYPE |
| BO_CASH | CASH ON HAND |
| BO_CHALLENGE_1_1 | FINANCIAL CHALLENGES- NOT BEING ABLE TO ACCESS HEALTH INSURANCE |
| BO_CHALLENGE_1_2 | FINANCIAL CHALLENGES- NOT HAVING ACCESS TO EMPLOYER-PROVIDED BENEFITS |
| BO_CHALLENGE_1_3 | FINANCIAL CHALLENGES- PERSONAL FINANCES |
| BO_CHALLENGE_1_4 | FINANCIAL CHALLENGES- ACCESSING CAPITAL |
| BO_CHALLENGE_1_5 | FINANCIAL CHALLENGES- MAKING RENT PAYMENTS |
| BO_CHALLENGE_1_6 | FINANCIAL CHALLENGES- DECREASING SALES |
| BO_CHALLENGE_1_7 | FINANCIAL CHALLENGES- INCREASING BUSINESS COSTS |
| BO_CHALLENGE_1_8 | FINANCIAL CHALLENGES- NONE OF THE ABOVE |
| BO_CHALLENGE_2_1_Y2 | BUSINESS OPERATIONS CHALLENGES- MAINTAINING BUSINESS LICENSE- Y2 |
| BO_CHALLENGE_2_2_Y2 | BUSINESS OPERATIONS CHALLENGES- DOING MY TAXES- Y2 |
| BO_CHALLENGE_2_3_Y2 | BUSINESS OPERATIONS CHALLENGES- NAVIGATING GOVERNMENT REGULATIONS- Y2 |
| BO_CHALLENGE_2_4_Y2 | BUSINESS OPERATIONS CHALLENGES- BUSINESS OPERATIONS CHALLENGES- NONE OF THE ABOVE- Y2 |
| BO_CHALLENGE_3_1_Y2 | CUSTOMER REACH CHALLENGES- FINDING CUSTOMERS- Y2 |
| BO_CHALLENGE_3_2_Y2 | CUSTOMER REACH CHALLENGES- KEEPING EXISTING CUSTOMERS- Y2 |
| BO_CHALLENGE_3_3_Y2 | CUSTOMER REACH CHALLENGES- SETTING UP ONLINE PRESENCE- Y2 |
| BO_CHALLENGE_3_4_Y2 | CUSTOMER REACH CHALLENGES- IDENTIFYING BUSINESS OPPORTUNITIES- Y2 |
| BO_CHALLENGE_3_5_Y2 | CUSTOMER REACH CHALLENGES- NONE OF THE ABOVE- Y2 |
| BO_CHALLENGE_4_10_Y2 | RESOURCE OR SUPPORT CHALLENGES- EDUCATIONAL MATERIALS- Y2 |
| BO_CHALLENGE_4_11_Y2 | RESOURCE OR SUPPORT CHALLENGES- NONE OF THE ABOVE- Y2 |

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| Variable Name | Variable Label |
|--------------------------|----------------------------------------------------------------------------|
| BO_CHALLENGE_4_1_Y2 | RESOURCE OR SUPPORT CHALLENGES- FINDING PROFESSIONAL SUPPORT- Y2 |
| BO_CHALLENGE_4_2_Y2 | RESOURCE OR SUPPORT CHALLENGES- FINDING ROLE MODELS- Y2 |
| BO_CHALLENGE_4_3_Y2 | RESOURCE OR SUPPORT CHALLENGES- GETTING SUPPORT FROM FAMILY- Y2 |
| BO_CHALLENGE_4_4_Y2 | RESOURCE OR SUPPORT CHALLENGES- GETTING SUPPORT FROM MY COMMUNITY- Y2 |
| BO_CHALLENGE_4_5_Y2 | RESOURCE OR SUPPORT CHALLENGES- BALANCING WORK AND FAMILY- Y2 |
| BO_CHALLENGE_4_6_Y2 | RESOURCE OR SUPPORT CHALLENGES- FEELING BURNT OUT- Y2 |
| BO_CHALLENGE_4_7_Y2 | RESOURCE OR SUPPORT CHALLENGES- MAJOR LIFE EVENT- Y2 |
| BO_CHALLENGE_4_8_Y2 | RESOURCE OR SUPPORT CHALLENGES- FINDING TIME- Y2 |
| BO_CHALLENGE_4_9_Y2 | RESOURCE OR SUPPORT CHALLENGES- GROWING NETWORK- Y2 |
| BO_CHALLENGE_5_1_Y2 | ECONOMY OR MARKET CHALLENGES- FINDING OR RETAINING QUALIFIED EMPLOYEES- Y2 |
| BO_CHALLENGE_5_2_Y2 | ECONOMY OR MARKET CHALLENGES- COMPETING AGAINST OTHER BUSINESSES- Y2 |
| BO_CHALLENGE_5_3_Y2 | ECONOMY OR MARKET CHALLENGES- SUPPLY CHAIN ISSUES- Y2 |
| BO_CHALLENGE_5_4_Y2 | ECONOMY OR MARKET CHALLENGES- DECREASING DEMAND FOR MY PRODUCT- Y2 |
| BO_CHALLENGE_5_5_Y2 | ECONOMY OR MARKET CHALLENGES- UNFAVORABLE ECONOMY- Y2 |
| BO_CHALLENGE_5_6_Y2 | ECONOMY OR MARKET CHALLENGES- NAVIGATING REQUIREMENTS- Y2 |
| BO_CHALLENGE_5_7_Y2 | ECONOMY OR MARKET CHALLENGES- NONE OF THE ABOVE- Y2 |
| BO_CHALLENGE_6 | FACING OTHER CHALLENGES |
| BO_CHALLENGE_ADDRESS_1_1 | TAKE ACTION- SPOKE WITH FRIEND |
| BO_CHALLENGE_ADDRESS_1_2 | TAKE ACTION- MENTOR |
| BO_CHALLENGE_ADDRESS_1_3 | TAKE ACTION- INDUSTRY EXPERTS |

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| Variable Name | Variable Label |
|--------------------------|---------------------------------------------------------------------------------|
| BO_CHALLENGE_ADDRESS_1_4 | TAKE ACTION- PROFESSIONAL ADVICE |
| BO_CHALLENGE_ADDRESS_1_5 | TAKE ACTION- ATTENDED TRAININGS |
| BO_CHALLENGE_ADDRESS_1_6 | TAKE ACTION- APPLIED SUPPORT PROGRAM |
| BO_CHALLENGE_ADDRESS_1_7 | TAKE ACTION- OTHER |
| BO_CHALLENGE_ADDRESS_1_8 | TAKE ACTION- NONE OF THE ABOVE |
| BO_CHALLENGE_ENDAA_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- SUPPLY CHAIN ISSUES- Y2 |
| BO_CHALLENGE_ENDA_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- NOT ACCESS HEALTH INSURANCE- Y2 |
| BO_CHALLENGE_ENDBB_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- DECREASING DEMAND FOR PRODUCT- Y2 |
| BO_CHALLENGE_ENDB_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- NOT ACCESS TO EMPLOYER BENEFITS- Y2 |
| BO_CHALLENGE_ENDCC_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- UNFAVORABLE ECONOMY- Y2 |
| BO_CHALLENGE_ENDC_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- CHALLENGES WITH PERSONAL FINANCES- Y2 |
| BO_CHALLENGE_ENDDD_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- HIRING EMPLOYEES- Y2 |
| BO_CHALLENGE_ENDD_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- ACCESSING CAPITAL- Y2 |
| BO_CHALLENGE_ENDE_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- MAKING RENT PAYMENTS- Y2 |
| BO_CHALLENGE_ENDF_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- DECREASING SALES- Y2 |
| BO_CHALLENGE_ENDG_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- INCREASING BUSINESS COSTS- Y2 |
| BO_CHALLENGE_ENDH_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- MAINTAINING BUSINESS LICENSE- Y2 |
| BO_CHALLENGE_ENDI_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- DOING MY TAXES- Y2 |
| BO_CHALLENGE_ENDJ_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- NAVIGATING GOVERNMENT REGULATIONS- Y2 |

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| Variable Name | Variable Label |
|----------------------|--------------------------------------------------------------------------------|
| BO_CHALLENGE_ENDK_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- FINDING CUSTOMERS- Y2 |
| BO_CHALLENGE_ENDL_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- KEEPING EXISTING CUSTOMERS- Y2 |
| BO_CHALLENGE_ENDM_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- SETTING UP THE BUSINESS- Y2 |
| BO_CHALLENGE_ENDN_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- BUSINESS OPPORTUNITIES- Y2 |
| BO_CHALLENGE_ENDO_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- FINDING PROFESSIONAL SUPPORT- Y2 |
| BO_CHALLENGE_ENDP_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- FINDING ROLE MODELS- Y2 |
| BO_CHALLENGE_ENDQ_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- GETTING SUPPORT FROM FAMILY- Y2 |
| BO_CHALLENGE_ENDR_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- GETTING SUPPORT FROM COMMUNITY- Y2 |
| BO_CHALLENGE_ENDS_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- BALANCING WORK AND FAMILY- Y2 |
| BO_CHALLENGE_ENDT_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- FEELING BURNT OUT- Y2 |
| BO_CHALLENGE_ENDU_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- MAJOR LIFE EVENT- Y2 |
| BO_CHALLENGE_ENDV_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- FINDING TIME- Y2 |
| BO_CHALLENGE_ENDW_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- GROWING NETWORK- Y2 |
| BO_CHALLENGE_ENDX_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- EDUCATIONAL MATERIALS- Y2 |
| BO_CHALLENGE_ENDY_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- FINDING QUALIFIED EMPLOYEES- Y2 |
| BO_CHALLENGE_ENDZ_Y2 | PRIMARY REASONS YOU CLOSED YOUR BUSINESS- COMPETING AGAINST OTHER BUSINESS- Y2 |
| BO_CLIENT_1 | WORK PRIMARILY FOR ONE CLIENT |
| BO_COLLAB_1 | BUSINESS CONCEPT ON OWN OR COLLABORATING |

ALPHABETIC INDEX OF VARIABLES

| Variable Name | Variable Label |
|----------------------|----------------------------------------------------------------------------------|
| BO_EMPBENEFIT_1_1 | EMPLOYEE BENEFITS PAID BY YOUR BUSINESS- HEALTH INSURANCE |
| BO_EMPBENEFIT_1_2 | EMPLOYEE BENEFITS PAID BY YOUR BUSINESS- RETIREMENT PLANS |
| BO_EMPBENEFIT_1_3 | EMPLOYEE BENEFITS PAID BY YOUR BUSINESS- PROFIT SHARING |
| BO_EMPBENEFIT_1_4 | EMPLOYEE BENEFITS PAID BY YOUR BUSINESS- PAID HOLIDAYS |
| BO_EMPBENEFIT_1_5 | EMPLOYEE BENEFITS PAID BY YOUR BUSINESS- PAID SICK LEAVE |
| BO_EMPBENEFIT_1_6 | EMPLOYEE BENEFITS PAID BY YOUR BUSINESS- PAID PARENTAL OR FAMILY LEAVE |
| BO_EMPBENEFIT_1_7 | EMPLOYEE BENEFITS PAID BY YOUR BUSINESS- TUITION ASSISTANCE |
| BO_EMPBENEFIT_1_8 | EMPLOYEE BENEFITS PAID BY YOUR BUSINESS- OTHER BENEFIT |
| BO_EMPBENEFIT_1_9 | EMPLOYEE BENEFITS PAID BY YOUR BUSINESS- NONE OF THE ABOVE |
| BO_EMPLOYEES_1_1_DRV | DERIVED VARIABLE: TYPES OF WORKERS USED- FULL-TIME PAID EMPLOYEES |
| BO_EMPLOYEES_1_2_DRV | DERIVED VARIABLE: TYPES OF WORKERS USED- PART-TIME PAID EMPLOYEES |
| BO_EMPLOYEES_1_3_DRV | DERIVED VARIABLE: TYPES OF WORKERS USED- PAID DAY LABORERS |
| BO_EMPLOYEES_1_4_DRV | DERIVED VARIABLE: TYPES OF WORKERS USED- TEMPORARY STAFFING AND LEASED EMPLOYEES |
| BO_EMPLOYEES_1_5_DRV | DERIVED VARIABLE: TYPES OF WORKERS USED- CONTRACTORS |
| BO_EMPLOYEES_1_6_DRV | DERIVED VARIABLE: TYPES OF WORKERS USED- UNPAID EMPLOYEES |
| BO_EMPLOYEES_1_7_DRV | DERIVED VARIABLE: TYPES OF WORKERS USED- OTHER |
| BO_EMPLOYEES_1_8_DRV | DERIVED VARIABLE: TYPES OF WORKERS USED- NONE |
| BO_EMPWAGES | PERCENT HOURLY WAGE ABOVE |

ALPHABETIC INDEX OF VARIABLES

| Variable Name | Variable Label |
|-----------------------|---------------------------------------------------------------------------------|
| BO_EXITSTRAT_1_Y2 | HOW YOU CLOSED OR ENDED YOUR BUSINESS OR STOPPED WORKING FOR YOURSELF- Y2 |
| BO_GOALS_1 | TOP GOAL FOR THE NEXT FIVE YEARS |
| BO_GOALS_2 | ACCESS TO SUPPORT AND RESOURCES IN COMMUNITY TO MEET BUSINESS GOALS |
| BO_GRANT_TYPE_1_1 | SOURCE REQUESTED GRANT CAPITAL- GOVERNMENT SOURCE |
| BO_GRANT_TYPE_1_2 | SOURCE REQUESTED GRANT CAPITAL- PRIVATE INSTITUTION |
| BO_GRANT_TYPE_1_3 | SOURCE REQUESTED GRANT CAPITAL- NON-PROFIT ORGANIZATION |
| BO_GRANT_TYPE_1_4 | SOURCE REQUESTED GRANT CAPITAL- OTHER GRANT SOURCE |
| BO_HOURSWK_1 | AVERAGE NUMBER OF HOURS PER WEEK MANAGING OR WORKING IN YOUR BUSINESS |
| BO_HOURSWK_2 | IN LAST YEAR AVERAGE NUMBER OF HOURS SPENT MANAGING OR WORKING IN YOUR BUSINESS |
| BO_INDUSTRY_1_PUF | PUF VARIABLE: WHAT INDUSTRY BEST CLASSIFIES |
| BO_LEGALSTAT_1 | BUSINESS LEGAL FORM OF ORGANIZATION |
| BO_LENGTH_1 | HOW LONG DO YOU SEE YOURSELF |
| BO_NUMEMPLOY_1_Y2_PUF | PUF VARIABLE: NUMBER OF WORKERS USED- Y2 |
| BO_NUMPREVBIZ_1 | HOW MANY PREVIOUS BUSINESSES HAVE YOU OWNED |
| BO_ONLINE_1_PUF | PUF VARIABLE: DO YOU HAVE A WEBSITE OR SOCIAL MEDIA PRESENCE |
| BO_PLMARGIN_1 | DID YOU HAVE PROFITS LOSSES OR BREAK EVEN |
| BO_POSTPLANS_1 | WHAT ARE YOUR PLANS FOR AFTER YOU FINISH |
| BO_POSTPLANS_2 | WHAT DID YOU DO IMMEDIATELY AFTER YOU FINISHED |
| BO_PRIMARYINC_1 | DOES YOUR WORK PROVIDE PRIMARY SOURCE OF HOUSEHOLD INCOME |
| BO_PRIMARYINC_2 | THE LAST YEAR DID YOUR WORK PROVIDE PRIMARY SOURCE OF HOUSEHOLD INCOME |
| BO_REASONS_1_Y2 | PRIMARY REASON FOR STOPPING- Y2 |
| BO_REASONS_2_Y2 | SECOND MOST IMPORTANT REASON FOR STOPPING- Y2 |

ALPHABETIC INDEX OF VARIABLES

| Variable Name | Variable Label |
|----------------------------|----------------------------------------------------------------------------------|
| BO_REVENUE_1_Y2_PUF | PUF VARIABLE: AMOUNT OF INCOME OR SALES AND OPERATING REVENUES- Y2 |
| BO_REVENUE_2_Y2_PUF | PUF VARIABLE: THE LAST YEAR AMOUNT OF INCOME OR SALES AND OPERATING REVENUES- Y2 |
| BO_STARTBIZ_1_Y2_PUF | PUF VARIABLE: WHAT YEAR DID YOU START - Y2 |
| BO_WEEKSWK_1 | WEEKS SPEND MANAGING OR WORKING IN THIS BUSINESS |
| BO_WEEKSWK_2 | IN LAST YEAR HOW MANY WEEKS SPEND MANAGING OR WORKING IN YOUR BUSINESS |
| BO_WORKHOME_1 | PRIMARY LOCATION WORKED |
| BUSINESS_COSTS_1 | PRICES CHANGED |
| BUSINESS_COSTS_2 | SALARIES CHANGED |
| BUSINESS_INTERRUPTIONS_1_1 | FOLLOWING INTERRUPTIONS- DOMESTIC DELAYS |
| BUSINESS_INTERRUPTIONS_1_2 | FOLLOWING INTERRUPTIONS- FOREIGN DELAYS |
| BUSINESS_INTERRUPTIONS_1_3 | FOLLOWING INTERRUPTIONS- ALTERNATIVE DOMESTIC |
| BUSINESS_INTERRUPTIONS_1_4 | FOLLOWING INTERRUPTIONS- ALTERNATIVE FOREIGN |
| BUSINESS_INTERRUPTIONS_1_5 | FOLLOWING INTERRUPTIONS- PRODUCTION DELAYS |
| BUSINESS_INTERRUPTIONS_1_6 | FOLLOWING INTERRUPTIONS- DELIVERY/SHIPPING |
| BUSINESS_INTERRUPTIONS_1_7 | FOLLOWING INTERRUPTIONS- OTHER |
| BUSINESS_INTERRUPTIONS_1_8 | FOLLOWING INTERRUPTIONS- NONE |
| CENSUS_DIV_DRV | DERIVED VARIABLE: CENSUS DIVISION DERIVED FROM ZIP CODE |
| CURWORK | CURRENTLY WORKING FLAG |
| DEM_AGE_IMPUTED | INDICATOR FOR IMPUTED AGE VALUES |
| DEM_AGE_PUF | PUF VARIABLE: RESPONDENT AGE |
| DEM_CITIZEN_DRV | DERIVED VARIABLE: CITIZENSHIP STATUS |
| DEM_DEBT | HOW MANAGEABLE YOUR HOUSEHOLD DEBT IS |
| DEM_EDU_PUF | PUF VARIABLE: HIGHEST DEGREE OR LEVEL OF SCHOOL COMPLETED |
| DEM_GENDER | GENDER IDENTITY |
| DEM_HHINC_PUF | PUF VARIABLE: TOTAL ANNUAL HOUSEHOLD INCOME |

ALPHABETIC INDEX OF VARIABLES

| Variable Name | Variable Label |
|------------------------|----------------------------------------------------------------------------|
| DEM_HOUSEADULT_DRV | DERIVED VARIABLE: HOW MANY ADULTS LIVE IN YOUR HOUSEHOLD |
| DEM_HOUSECHILDA_DRV | DERIVED VARIABLE: NUMBER OF CHILDREN IN HOUSEHOLD UNDER 5 YEARS OLD |
| DEM_HOUSECHILDB_DRV | DERIVED VARIABLE: NUMBER OF CHILDREN IN HOUSEHOLD 5-11 YEARS OLD |
| DEM_HOUSECHILDC_DRV | DERIVED VARIABLE: NUMBER OF CHILDREN IN HOUSEHOLD 12-17 YEARS OLD |
| DEM_HOUSEHOLD_1_Y2_DRV | DERIVED VARIABLE: WHO LIVES IN YOUR HOUSEHOLD- SPOUSE OR UNMARRIED PARTNER |
| DEM_HOUSEHOLD_2_Y2_DRV | DERIVED VARIABLE: WHO LIVES IN YOUR HOUSEHOLD- IMMEDIATE FAMILY |
| DEM_HOUSEHOLD_3_Y2_DRV | DERIVED VARIABLE: WHO LIVES IN YOUR HOUSEHOLD- OTHER RELATIVES |
| DEM_HOUSEHOLD_4_Y2_DRV | DERIVED VARIABLE: WHO LIVES IN YOUR HOUSEHOLD- NON-RELATIVES |
| DEM_HOUSENUM_DRV | DERIVED VARIABLE: NUMBER OF PEOPLE IN HOUSEHOLD |
| DEM_INSURA | DO YOU CURRENTLY HAVE- HEALTH INSURANCE |
| DEM_INSURB | DO YOU CURRENTLY HAVE- CONTRIBUTIONS TO RETIREMENT PLANS |
| DEM_INSURC | DO YOU CURRENTLY HAVE- PROFIT SHARING |
| DEM_INSURD | DO YOU CURRENTLY HAVE- PAID HOLIDAYS |
| DEM_INSURE | DO YOU CURRENTLY HAVE- PAID SICK LEAVE |
| DEM_INSURF | DO YOU CURRENTLY HAVE- PAID PARENTAL LEAVE |
| DEM_INSURG | DO YOU CURRENTLY HAVE- TUITION ASSISTANCE |
| DEM_MARITAL_Y2_PUF | PUF VARIABLE: MARITAL STATUS- Y2 |
| DEM_MILITARY_1_PUF | PUF VARIABLE: HAVE YOU SERVED ON ACTIVE DUTY |
| DEM_NUMCHILD_DRV | DERIVED VARIABLE: NUMBER OF CHILDREN IN HOUSEHOLD |
| DEM_RELAWN | IMMEDIATE FAMILY MEMBERS OWN A BUSINESS |
| DEM_STUDENT | ENROLLED IN OR TAKING COURSES |
| DOV_CUR_ENTR | CURRENT ENTREPRENEUR FLAG |

ALPHABETIC INDEX OF VARIABLES

| Variable Name | Variable Label |
|----------------------|--------------------------------------------------------------------|
| DOV_CUR_FREE | CURRENT FREELANCER FLAG |
| DOV_FORM_ENTR | FORMER ENTREPRENEUR FLAG |
| DOV_FORM_ENTR_Y1 | FORMER ENTREPRENEUR FLAG - Y1 EQUIVALENT |
| DOV_FORM_FREE | FORMER FREELANCER FLAG |
| DOV_FORM_FREE_Y1 | FORMER FREELANCER FLAG - Y1 EQUIVALENT |
| DOV_GENPOP | GENERAL POPULATION FLAG |
| DOV_GIGWORK | GIG WORKER FLAG |
| DOV_GROUP | COMPUTE GROUP |
| DOV_NASCENT | NASCENT FLAG |
| DOV_WITHDRAW | WITHDRAWN FLAG |
| DOV_WITHDRAW_Y1 | WITHDRAWN FLAG - Y1 EQUIVALENT |
| ENTR_CHALLENGES_1_1 | THREE BIGGEST CHALLENGES- HEALTH INSURANCE |
| ENTR_CHALLENGES_1_10 | THREE BIGGEST CHALLENGES- COMPETING |
| ENTR_CHALLENGES_1_11 | THREE BIGGEST CHALLENGES- ECONOMY |
| ENTR_CHALLENGES_1_2 | THREE BIGGEST CHALLENGES- TAX PAYMENTS |
| ENTR_CHALLENGES_1_3 | THREE BIGGEST CHALLENGES- CUSTOMERS |
| ENTR_CHALLENGES_1_4 | THREE BIGGEST CHALLENGES- BALANCING |
| ENTR_CHALLENGES_1_5 | THREE BIGGEST CHALLENGES- LONG HOURS |
| ENTR_CHALLENGES_1_6 | THREE BIGGEST CHALLENGES- MOTIVATION |
| ENTR_CHALLENGES_1_7 | THREE BIGGEST CHALLENGES- MAKING ENOUGH MONEY |
| ENTR_CHALLENGES_1_8 | THREE BIGGEST CHALLENGES- REGULATIONS |
| ENTR_CHALLENGES_1_9 | THREE BIGGEST CHALLENGES- RETAINING EMPLOYEES |
| ENTR_EXPERIENCE_1 | SIMILAR WORK |
| ENTR_EXPERIENCE_2 | PRIOR EXPERIENCE BUSINESS |
| ENTR_EXPERIENCE_3 | YEARS OF EXPERIENCE |
| GP_CONSIDER_1_10_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- I LIKE MY CURRENT JOB- Y2 |

ALPHABETIC INDEX OF VARIABLES

| Variable Name | Variable Label |
|----------------------|------------------------------------------------------------------------|
| GP_CONSIDER_1_11_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- NEED EMPLOYER BENEFITS- Y2 |
| GP_CONSIDER_1_12_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- DON'T HAVE SKILLS- Y2 |
| GP_CONSIDER_1_13_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- DON'T KNOW WHERE TO GO- Y2 |
| GP_CONSIDER_1_14_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- MAJOR LIFE EVENT- Y2 |
| GP_CONSIDER_1_15_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- RETIRED- Y2 |
| GP_CONSIDER_1_16_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- HEALTH REASONS- Y2 |
| GP_CONSIDER_1_17_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- CREDIT SCORE- Y2 |
| GP_CONSIDER_1_18_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- OTHER REASON- Y2 |
| GP_CONSIDER_1_1_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- WHAT KIND OF BUSINESS- Y2 |
| GP_CONSIDER_1_2_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- TOO RISKY- Y2 |
| GP_CONSIDER_1_3_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- LOCAL COMMUNITY- Y2 |
| GP_CONSIDER_1_4_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- DON'T HAVE ENOUGH SAVINGS- Y2 |
| GP_CONSIDER_1_5_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- ACCESSING FINANCING- Y2 |
| GP_CONSIDER_1_6_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- FAMILY NOT SUPPORTIVE- Y2 |
| GP_CONSIDER_1_7_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- SEEMS TOO CHALLENGING- Y2 |
| GP_CONSIDER_1_8_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- UNCERTAIN ECONOMY- Y2 |
| GP_CONSIDER_1_9_Y2 | PRIMARY REASONS NOT CONSIDERED BUSINESS- TOO MUCH TIME- Y2 |
| GP_CONSIDER_2_Y2 | PRIMARY REASON FOR NOT STARTING- Y2 |
| GP_CONSIDER_3_Y2 | SECOND MOST IMPORTANT REASON FOR NOT STARTING- Y2 |
| GP_CONSIDER_4 | IDEA EXPLORE THE POSSIBILITY |

ALPHABETIC INDEX OF VARIABLES

| Variable Name | Variable Label |
|----------------------|-----------------------------------------------------------------------------|
| GP_CONSIDER_5_1 | IDEA SUPPORT- MENTOR |
| GP_CONSIDER_5_2 | IDEA SUPPORT- PROFESSIONAL ADVICE |
| GP_CONSIDER_5_3 | IDEA SUPPORT- COMMUNITY EDUCATION PROGRAM |
| GP_CONSIDER_5_4 | IDEA SUPPORT- ONLINE EDUCATION PROGRAM |
| GP_CONSIDER_5_5 | IDEA SUPPORT- IMPROVE CREDIT |
| GP_CONSIDER_5_6 | IDEA SUPPORT- BUSINESS NETWORK |
| GP_CONSIDER_5_7 | IDEA SUPPORT- OTHER SUPPORT |
| GP_CONSIDER_6 | SELF-EMPLOYED MOST CHALLENGING |
| GP_EMPBENEFIT_1_1 | EMPLOYEE BENEFITS PAID BY EMPLOYER- HEALTH INSURANCE |
| GP_EMPBENEFIT_1_2 | EMPLOYEE BENEFITS PAID BY EMPLOYER- RETIREMENT PLANS |
| GP_EMPBENEFIT_1_3 | EMPLOYEE BENEFITS PAID BY EMPLOYER- PROFIT SHARING |
| GP_EMPBENEFIT_1_4 | EMPLOYEE BENEFITS PAID BY EMPLOYER- PAID HOLIDAYS |
| GP_EMPBENEFIT_1_5 | EMPLOYEE BENEFITS PAID BY EMPLOYER- PAID SICK LEAVE |
| GP_EMPBENEFIT_1_6 | EMPLOYEE BENEFITS PAID BY EMPLOYER- PAID PARENTAL LEAVE |
| GP_EMPBENEFIT_1_7 | EMPLOYEE BENEFITS PAID BY EMPLOYER- TUITION ASSISTANCE |
| GP_EMPBENEFIT_1_8 | EMPLOYEE BENEFITS PAID BY EMPLOYER- OTHER BENEFIT |
| GP_EMPBENEFIT_1_9 | EMPLOYEE BENEFITS PAID BY EMPLOYER- NONE OF THE ABOVE |
| GP_EMPLOYEELENGTH_1 | HOW LONG WORK THERE |
| GP_EMPLOYERLENGTH_1 | BUSINESS BEEN IN EXISTENCE |
| GP_HOURSWK_1 | HOW MANY HOURS DID YOU USUALLY WORK EACH WEEK |
| GP_NEWJOB_1A | NEXT YEAR HOW LIKELY IS IT- STAY WITH CURRENT EMPLOYMENT ARRANGEMENT |
| GP_NEWJOB_1B | NEXT YEAR HOW LIKELY IS IT- LOOK FOR A DIFFERENT JOB |
| GP_NEWJOB_1C | NEXT YEAR HOW LIKELY IS IT- LOOK FOR ANOTHER JOB IN ADDITION TO CURRENT JOB |
| GP_NEWJOB_1D | NEXT YEAR HOW LIKELY IS IT- START OWN BUSINESS |
| GP_NEWJOB_1E | NEXT YEAR HOW LIKELY IS IT- START WORKING FOR YOURSELF |
| GP_NEWJOB_1F | NEXT YEAR HOW LIKELY IS IT- ENGAGE IN GIG WORK AS PRIMARY INCOME |

ALPHABETIC INDEX OF VARIABLES

| Variable Name | Variable Label |
|----------------------|-----------------------------------------------------------------------------|
| GP_NEWJOB_1G | NEXT YEAR HOW LIKELY IS IT- ENGAGE IN GIG WORK AS SECONDARY INCOME |
| GP_NEWJOB_1H | NEXT YEAR HOW LIKELY IS IT- RETIRE |
| GP_NEWJOB_1I | NEXT YEAR HOW LIKELY IS IT- EXIT THE LABOR FORCE |
| GP_NEWJOB_1J | NEXT YEAR HOW LIKELY IS IT- GO BACK TO SCHOOL |
| GP_NEWJOB_2A | NEXT YEAR HOW LIKELY IS IT YOU WILL- TAKE A JOB |
| GP_NEWJOB_2B | NEXT YEAR HOW LIKELY IS IT YOU WILL- START OWN BUSINESS |
| GP_NEWJOB_2C | NEXT YEAR HOW LIKELY IS IT YOU WILL- START WORKING FOR YOURSELF |
| GP_NEWJOB_2D | NEXT YEAR HOW LIKELY IS IT YOU WILL- ENGAGE IN GIG WORK AS PRIMARY INCOME |
| GP_NEWJOB_2E | NEXT YEAR HOW LIKELY IS IT YOU WILL- ENGAGE IN GIG WORK AS SECONDARY INCOME |
| GP_NEWJOB_2F | NEXT YEAR HOW LIKELY IS IT YOU WILL- GO BACK TO SCHOOL |
| GP_NUMEMPSTART_1 | HOW MANY PEOPLE WORK FOR THIS EMPLOYER |
| GP_WEEKSWK_1 | HOW MANY WEEKS DID YOU WORK |
| PARTIAL_CASE | INDICTOR FOR PARTIAL COMPLETE CASES |
| PE_CAPITAL_1_1 | SOURCES OF CAPITAL- PERSONAL/FAMILY SAVINGS |
| PE_CAPITAL_1_10 | SOURCES OF CAPITAL- INVESTMENT BY VENTURE CAPITALISTS |
| PE_CAPITAL_1_11 | SOURCES OF CAPITAL- CROWDFUNDING |
| PE_CAPITAL_1_12 | SOURCES OF CAPITAL- GRANTS |
| PE_CAPITAL_1_13 | SOURCES OF CAPITAL- OTHER CAPITAL |
| PE_CAPITAL_1_14 | SOURCES OF CAPITAL- NONE NEEDED |
| PE_CAPITAL_1_2 | SOURCES OF CAPITAL- PERSONAL/FAMILY ASSETS |
| PE_CAPITAL_1_3 | SOURCES OF CAPITAL- PERSONAL/FAMILY HOME EQUITY LOAN |
| PE_CAPITAL_1_4 | SOURCES OF CAPITAL- PERSONAL CREDIT CARD |
| PE_CAPITAL_1_5 | SOURCES OF CAPITAL- BUSINESS CREDIT CARD |
| PE_CAPITAL_1_6 | SOURCES OF CAPITAL- GOVERNMENT-GUARANTEED BUSINESS LOAN |
| PE_CAPITAL_1_7 | SOURCES OF CAPITAL- BUSINESS LOAN FROM BANK |

ALPHABETIC INDEX OF VARIABLES

| Variable Name | Variable Label |
|----------------------|-------------------------------------------------------|
| PE_CAPITAL_1_8 | SOURCES OF CAPITAL- BUSINESS LOAN FROM GOVERNMENT |
| PE_CAPITAL_1_9 | SOURCES OF CAPITAL- BUSINESS LOAN FROM FAMILY/FRIENDS |
| PE_CAPITAL_2A | CAPITAL RECEIVED- BUSINESS CREDIT CARD |
| PE_CAPITAL_2B | CAPITAL RECEIVED- GOVERNMENT-GUARANTEED BUSINESS LOAN |
| PE_CAPITAL_2C | CAPITAL RECEIVED- BUSINESS LOAN FROM A BANK |
| PE_CAPITAL_2D | CAPITAL RECEIVED- BUSINESS LOAN FROM GOVERNMENT |
| PE_CAPITAL_2E | CAPITAL RECEIVED- BUSINESS LOAN FROM FAMILY/FRIENDS |
| PE_CAPITAL_2F | CAPITAL RECEIVED- INVESTMENT BY VENTURE CAPITALISTS |
| PE_CAPITAL_2G | CAPITAL RECEIVED- CROWDFUNDING |
| PE_CAPITAL_2H | CAPITAL RECEIVED- GRANTS |
| PE_CAPITAL_2I | CAPITAL RECEIVED- OTHER |
| PE_CAPITAL_3A | CAPITAL NOT USED- BUSINESS CREDIT CARD |
| PE_CAPITAL_3B | CAPITAL NOT USED- GOVERNMENT-GUARANTEED BUSINESS LOAN |
| PE_CAPITAL_3C | CAPITAL NOT USED- BUSINESS LOAN FROM A BANK |
| PE_CAPITAL_3D | CAPITAL NOT USED- BUSINESS LOAN FROM GOVERNMENT |
| PE_CAPITAL_3E | CAPITAL NOT USED- BUSINESS LOAN FROM FAMILY/FRIEND |
| PE_CAPITAL_3F | CAPITAL NOT USED- INVESTMENT BY VENTURE CAPITALIST |
| PE_CAPITAL_3G | CAPITAL NOT USED- CROWDFUNDING |
| PE_CAPITAL_3H | CAPITAL NOT USED- GRANTS |
| PE_CAPITAL_4_1 | DECLINED FUNDING- POOR CREDIT SCORE |
| PE_CAPITAL_4_10 | DECLINED FUNDING- UNDESIRABLE LOCATION |
| PE_CAPITAL_4_11 | DECLINED FUNDING- NO RELATIONSHIP WITH BANK |
| PE_CAPITAL_4_12 | DECLINED FUNDING- NOT GIVEN A REASON |
| PE_CAPITAL_4_13 | DECLINED FUNDING- OTHER |
| PE_CAPITAL_4_2 | DECLINED FUNDING- LIMITED CREDIT HISTORY |
| PE_CAPITAL_4_3 | DECLINED FUNDING- LATE PAYMENTS |

ALPHABETIC INDEX OF VARIABLES

| Variable Name | Variable Label |
|----------------------------|--------------------------------------------------|
| PE_CAPITAL_4_4 | DECLINED FUNDING- AGE OF BUSINESS |
| PE_CAPITAL_4_5 | DECLINED FUNDING- PERSONAL BACKGROUND |
| PE_CAPITAL_4_6 | DECLINED FUNDING- INSUFFICIENT COLLATERAL |
| PE_CAPITAL_4_7 | DECLINED FUNDING- BUSINESS PLAN |
| PE_CAPITAL_4_8 | DECLINED FUNDING- TOO RISKY |
| PE_CAPITAL_4_9 | DECLINED FUNDING- UNDESIRABLE INDUSTRY |
| PE_CAPITAL_5_1 | NOT REQUEST GRANT- FIND GRANT OPPORTUNITIES |
| PE_CAPITAL_5_2 | NOT REQUEST GRANT- DID NOT QUALIFY |
| PE_CAPITAL_5_3 | NOT REQUEST GRANT- THOUGHT IT WAS UNLIKELY |
| PE_CAPITAL_5_4 | NOT REQUEST GRANT- TOO DIFFICULT TO APPLY |
| PE_CAPITAL_5_5 | NOT REQUEST GRANT- TOO DIFFICULT TO ADHERE |
| PE_CAPITAL_5_6 | NOT REQUEST GRANT- ONLY COVER A PORTION |
| PE_CAPITAL_5_7 | NOT REQUEST GRANT- OTHER |
| PE_CAPITAL_6_1 | NOT REQUEST BANK- POOR CREDIT SCORE |
| PE_CAPITAL_6_2 | NOT REQUEST BANK- LACK OF RELATIONSHIP |
| PE_CAPITAL_6_3 | NOT REQUEST BANK- NOT TAKE ON DEBT |
| PE_CAPITAL_6_4 | NOT REQUEST BANK- UNFAVORABLE INTEREST RATE |
| PE_CAPITAL_6_5 | NOT REQUEST BANK- LOAN REPAYMENT TERMS |
| PE_CAPITAL_6_6 | NOT REQUEST BANK- EXPECT TO BE DECLINED |
| PE_CAPITAL_6_7 | NOT REQUEST BANK- OTHER |
| PE_CAPITAL_7_1 | NOT FUNDING FOLLOWING- POOR CREDIT SCORE |
| PE_CAPITAL_7_2 | NOT FUNDING FOLLOWING- LACK OF RELATIONSHIP |
| PE_CAPITAL_7_3 | NOT FUNDING FOLLOWING- NOT TAKE ON DEBT |
| PE_CAPITAL_7_4 | NOT FUNDING FOLLOWING- UNFAVORABLE INTEREST RATE |
| PE_CAPITAL_7_5 | NOT FUNDING FOLLOWING- LOAN REPAYMENT TERMS |
| PE_CAPITAL_7_6 | NOT FUNDING FOLLOWING- EXPECT TO BE DECLINED |
| PE_CAPITAL_7_7 | NOT FUNDING FOLLOWING- OTHER |
| PE_CAPITAL_INSTITUTION_1_1 | CAPITAL INSTITUTION- SMALL LOCAL BANK |

ALPHABETIC INDEX OF VARIABLES

| Variable Name | Variable Label |
|----------------------------|-------------------------------------------------------------------|
| PE_CAPITAL_INSTITUTION_1_2 | CAPITAL INSTITUTION- LARGE NATIONAL BANK |
| PE_CAPITAL_INSTITUTION_1_3 | CAPITAL INSTITUTION- FINANCIAL SERVICES COMPANY |
| PE_CAPITAL_INSTITUTION_1_4 | CAPITAL INSTITUTION- ONLINE LENDER |
| PE_CAPITAL_INSTITUTION_1_5 | CAPITAL INSTITUTION- CREDIT UNION |
| PE_CAPITAL_INSTITUTION_1_6 | CAPITAL INSTITUTION- FINANCE COMPANY |
| PE_CAPITAL_INSTITUTION_1_7 | CAPITAL INSTITUTION- ALTERNATIVE |
| PE_CAPITAL_INSTITUTION_1_8 | CAPITAL INSTITUTION- COMMUNITY DEVELOPMENT |
| PE_CAPITAL_INSTITUTION_1_9 | CAPITAL INSTITUTION- OTHER INSTITUTION |
| PE_CAPITAL_WS10_PUF | PUF VARIABLE: AMOUNT RECEIVED- OTHER |
| PE_CAPITAL_WS1_PUF | PUF VARIABLE: AMOUNT RECEIVED- PERSONAL |
| PE_CAPITAL_WS2_PUF | PUF VARIABLE: AMOUNT RECEIVED- PERSONAL/BUSINESS CREDIT CARD |
| PE_CAPITAL_WS3_PUF | PUF VARIABLE: AMOUNT RECEIVED- LOCAL/NATIONAL BANK |
| PE_CAPITAL_WS4_PUF | PUF VARIABLE: AMOUNT RECEIVED- FINANCIAL INSTITUTION |
| PE_CAPITAL_WS5_PUF | PUF VARIABLE: AMOUNT RECEIVED- CROWDFUNDING/COMMUNITY DEVELOPMENT |
| PE_CAPITAL_WS6_PUF | PUF VARIABLE: AMOUNT RECEIVED- GOVERNMENT SOURCE |
| PE_CAPITAL_WS7_PUF | PUF VARIABLE: AMOUNT RECEIVED- BUSINESS LOAN FROM FAMILY |
| PE_CAPITAL_WS8_PUF | PUF VARIABLE: AMOUNT RECEIVED- VENTURE CAPITALISTS |
| PE_CAPITAL_WS9_PUF | PUF VARIABLE: AMOUNT RECEIVED- HOME EQUITY LOAN |
| PE_CAPITAL_WS_TOTAL_PUF | PUF VARIABLE: AMOUNT RECEIVED- TOTAL |
| PE_CHALLENGE_1_1_Y2 | FINANCIAL CHALLENGES- NOT AFFORD HEALTH INSURANCE - Y2 |
| PE_CHALLENGE_1_2_Y2 | FINANCIAL CHALLENGES- NOT ACCESS EMPLOYER BENEFITS- Y2 |
| PE_CHALLENGE_1_3_Y2 | FINANCIAL CHALLENGES- CHALLENGES WITH PERSONAL FINANCES- Y2 |
| PE_CHALLENGE_1_4_Y2 | FINANCIAL CHALLENGES- NOT ENOUGH SAVINGS- Y2 |
| PE_CHALLENGE_1_5_Y2 | FINANCIAL CHALLENGES- ACCESSING CAPITAL- Y2 |

ALPHABETIC INDEX OF VARIABLES

| Variable Name | Variable Label |
|----------------------|------------------------------------------------------------------|
| PE_CHALLENGE_1_6_Y2 | FINANCIAL CHALLENGES- POOR CREDIT- Y2 |
| PE_CHALLENGE_1_7_Y2 | FINANCIAL CHALLENGES- LIMITED RELATIONSHIP- Y2 |
| PE_CHALLENGE_1_8_Y2 | FINANCIAL CHALLENGES- NONE OF THE ABOVE- Y2 |
| PE_CHALLENGE_2_1 | BUSINESS OPERATION CHALLENGES- GETTING REGISTERED |
| PE_CHALLENGE_2_2 | BUSINESS OPERATION CHALLENGES- NOT KNOWING WHERE TO START |
| PE_CHALLENGE_2_3 | BUSINESS OPERATION CHALLENGES- DOING MY TAXES |
| PE_CHALLENGE_2_4 | BUSINESS OPERATION CHALLENGES- NAVIGATING REGULATIONS |
| PE_CHALLENGE_2_5 | BUSINESS OPERATION CHALLENGES- OBTAINING RELEVANT INSURANCE |
| PE_CHALLENGE_2_6 | BUSINESS OPERATION CHALLENGES- NONE OF THE ABOVE |
| PE_CHALLENGE_3_1 | CUSTOMER REACH CHALLENGES- FINDING CUSTOMERS |
| PE_CHALLENGE_3_2 | CUSTOMER REACH CHALLENGES- SETTING UP ONLINE PRESENCE |
| PE_CHALLENGE_3_3 | CUSTOMER REACH CHALLENGES- SECURING PHYSICAL LOCATION |
| PE_CHALLENGE_3_4 | CUSTOMER REACH CHALLENGES- NONE OF THE ABOVE |
| PE_CHALLENGE_4_1 | RESOURCE CHALLENGES- PROFESSIONAL SUPPORT |
| PE_CHALLENGE_4_2 | RESOURCE CHALLENGES- ROLE MODELS |
| PE_CHALLENGE_4_3 | RESOURCE CHALLENGES- FAMILY OR FRIENDS |
| PE_CHALLENGE_4_4 | RESOURCE CHALLENGES- COMMUNITY SUPPORT |
| PE_CHALLENGE_4_5 | RESOURCE CHALLENGES- BALANCE |
| PE_CHALLENGE_4_6 | RESOURCE CHALLENGES- MAJOR LIFE EVENT |
| PE_CHALLENGE_4_7 | RESOURCE CHALLENGES- FINDING TIME |
| PE_CHALLENGE_4_8 | RESOURCE CHALLENGES- NONE OF THE ABOVE |
| PE_CHALLENGE_5_1 | ECONOMY OR MARKET CHALLENGES- FINDING AND RETAINING EMPLOYEES |
| PE_CHALLENGE_5_2 | ECONOMY OR MARKET CHALLENGES- COMPETING AGAINST OTHER BUSINESSES |
| PE_CHALLENGE_5_3 | ECONOMY OR MARKET CHALLENGES- SUPPLY CHAIN ISSUES |
| PE_CHALLENGE_5_4 | ECONOMY OR MARKET CHALLENGES- UNFAVORABLE ECONOMY |
| PE_CHALLENGE_5_5 | ECONOMY OR MARKET CHALLENGES- NONE OF THE ABOVE |

ALPHABETIC INDEX OF VARIABLES

| Variable Name | Variable Label |
|----------------------|-----------------------------------------------|
| PE_CHALLENGE_6 | OTHER CHALLENGES |
| PE_EMPSTAT_1 | PURSUING IDEA EMPLOYMENT STATUS |
| PE_EMPSTAT_2_1 | NOT WORKING PURSUING- RETIRED |
| PE_EMPSTAT_2_2 | NOT WORKING PURSUING- LAYOFF |
| PE_EMPSTAT_2_3 | NOT WORKING PURSUING- STUDENT |
| PE_EMPSTAT_2_4 | NOT WORKING PURSUING- FAMILY RESPONSIBILITIES |
| PE_EMPSTAT_2_5 | NOT WORKING PURSUING- ILLNESS OR DISABILITY |
| PE_EMPSTAT_2_6 | NOT WORKING PURSUING- JOB NOT AVAILABLE |
| PE_EMPSTAT_2_7 | NOT WORKING PURSUING- NO NEED OR WANT TO WORK |
| PE_EMPSTAT_2_8 | NOT WORKING PURSUING- NONE OF THE ABOVE |
| PE_GIGREASON_1_1 | REASON GIG- PRIMARY INCOME |
| PE_GIGREASON_1_10 | REASON GIG- FLEXIBILITY |
| PE_GIGREASON_1_11 | REASON GIG- NETWORK |
| PE_GIGREASON_1_12 | REASON GIG- FUN |
| PE_GIGREASON_1_13 | REASON GIG- OTHER REASON |
| PE_GIGREASON_1_2 | REASON GIG- SUPPLEMENT PAY |
| PE_GIGREASON_1_3 | REASON GIG- SUPPLEMENT RETIREMENT |
| PE_GIGREASON_1_4 | REASON GIG- HELP FAMILY OR FRIENDS |
| PE_GIGREASON_1_5 | REASON GIG- STARTING OWN BUSINESS |
| PE_GIGREASON_1_6 | REASON GIG- CAREER TRANSITION |
| PE_GIGREASON_1_7 | REASON GIG- MAINTAIN SKILLS |
| PE_GIGREASON_1_8 | REASON GIG- NEW SKILLS |
| PE_GIGREASON_1_9 | REASON GIG- WORKING FOR MYSELF |
| PE_GRANT_TYPE_1_1 | GRANT TYPE- GOVERNMENT SOURCE |
| PE_GRANT_TYPE_1_2 | GRANT TYPE- PRIVATE INSTITUTION |
| PE_GRANT_TYPE_1_3 | GRANT TYPE- NON-PROFIT ORGANIZATION |
| PE_GRANT_TYPE_1_4 | GRANT TYPE- OTHER GRANT SOURCE |
| PE_REASONS_1_1 | REASON IMPORTANCE- OWN BOSS |

ALPHABETIC INDEX OF VARIABLES

| Variable Name | Variable Label |
|----------------------|----------------------------------------------------------|
| PE_REASONS_1_10 | REASON IMPORTANCE- NOT PAID FAIRLY |
| PE_REASONS_1_11 | REASON IMPORTANCE- NOT WORK FOR SOMEONE |
| PE_REASONS_1_12 | REASON IMPORTANCE- START OWN BUSINESS |
| PE_REASONS_1_13 | REASON IMPORTANCE- ROLE MODEL |
| PE_REASONS_1_14 | REASON IMPORTANCE- FAMILY BUSINESS |
| PE_REASONS_1_15 | REASON IMPORTANCE- HELP COMMUNITY |
| PE_REASONS_1_2 | REASON IMPORTANCE- FLEXIBLE HOURS |
| PE_REASONS_1_3 | REASON IMPORTANCE- BALANCE |
| PE_REASONS_1_4 | REASON IMPORTANCE- GREATER INCOME |
| PE_REASONS_1_5 | REASON IMPORTANCE- SUPPLEMENT INCOME |
| PE_REASONS_1_6 | REASON IMPORTANCE- AVENUE FOR IDEAS |
| PE_REASONS_1_7 | REASON IMPORTANCE- UNABLE TO FIND EMPLOYMENT |
| PE_REASONS_1_8 | REASON IMPORTANCE- NOT VALUED |
| PE_REASONS_1_9 | REASON IMPORTANCE- NOT ADEQUATE OPPORTUNITIES |
| PE_REASONS_2 | MOST IMPORTANT FOR PURSUING |
| PE_REASONS_3 | SECOND MOST IMPORTANT FOR PURSUING |
| PE_STEPS_1_1 | NETWORKING STEPS- FRIEND |
| PE_STEPS_1_2 | NETWORKING STEPS- FAMILY MEMBER |
| PE_STEPS_1_3 | NETWORKING STEPS- MENTOR |
| PE_STEPS_1_4 | NETWORKING STEPS- EXPERTS |
| PE_STEPS_1_5 | NETWORKING STEPS- NONE OF THE ABOVE |
| PE_STEPS_2_1 | TECHNICAL OR MARKET RESEARCH STEPS - LEADERS |
| PE_STEPS_2_2 | TECHNICAL OR MARKET RESEARCH STEPS - PROFESSIONAL ADVICE |
| PE_STEPS_2_3 | TECHNICAL OR MARKET RESEARCH STEPS - MARKET RESEARCH |
| PE_STEPS_2_4 | TECHNICAL OR MARKET RESEARCH STEPS - PATENTS |
| PE_STEPS_2_5 | TECHNICAL OR MARKET RESEARCH STEPS - PROTOTYPE |
| PE_STEPS_2_6 | TECHNICAL OR MARKET RESEARCH STEPS - FEEDBACK |
| PE_STEPS_2_7 | TECHNICAL OR MARKET RESEARCH STEPS - NONE OF ABOVE |

ALPHABETIC INDEX OF VARIABLES

| Variable Name | Variable Label |
|----------------------|-----------------------------------------------------------|
| PE_STEPS_3_1 | BUSINESS DEVELOPMENT STEPS- ATTENDED TRAININGS |
| PE_STEPS_3_2 | BUSINESS DEVELOPMENT STEPS- APPLIED TO SUPPORT PROGRAM |
| PE_STEPS_3_3 | BUSINESS DEVELOPMENT STEPS- NONE OF THE ABOVE |
| PE_STEPS_4_1 | BUSINESS FINANCING STEPS- EXPLORED BANK FINANCING OPTIONS |
| PE_STEPS_4_2 | BUSINESS FINANCING STEPS- APPLIED FOR FINANCING |
| PE_STEPS_4_3 | BUSINESS FINANCING STEPS- CONVERSATIONS ABOUT FUNDING |
| PE_STEPS_4_4 | BUSINESS FINANCING STEPS- OWN CAPITAL |
| PE_STEPS_4_5 | BUSINESS FINANCING STEPS- NONE OF THE ABOVE |
| PE_STEPS_5_1 | ORGANIZATIONAL PLANNING STEPS- CREATE SPREADSHEETS |
| PE_STEPS_5_2 | ORGANIZATIONAL PLANNING STEPS- CREATE WEBSITE |
| PE_STEPS_5_3 | ORGANIZATIONAL PLANNING STEPS- CREATE SOCIAL MEDIA |
| PE_STEPS_5_4 | ORGANIZATIONAL PLANNING STEPS- TAX ID |
| PE_STEPS_5_5 | ORGANIZATIONAL PLANNING STEPS- BUSINESS PLAN |
| PE_STEPS_5_6 | ORGANIZATIONAL PLANNING STEPS- CREATE PITCH DECK |
| PE_STEPS_5_7 | ORGANIZATIONAL PLANNING STEPS- NONE OF THE ABOVE |
| PE_STEPS_6_1 | STAFFING AND GROWTH STEPS- FIRST CUSTOMER |
| PE_STEPS_6_2 | STAFFING AND GROWTH STEPS- MADE SALE |
| PE_STEPS_6_3 | STAFFING AND GROWTH STEPS- HIRED EMPLOYEE |
| PE_STEPS_6_4 | STAFFING AND GROWTH STEPS- QUIT JOB |
| PE_STEPS_6_5 | STAFFING AND GROWTH STEPS- NONE OF THE ABOVE |
| PE_STEPS_7 | OTHER STEPS |
| PE_STEPS_REASONS_A | REASON FOR NOT ENGAGE- NETWORKING |
| PE_STEPS_REASONS_B | REASON FOR NOT ENGAGE- RESEARCH |
| PE_STEPS_REASONS_C | REASON FOR NOT ENGAGE- DEVELOPMENT |
| PE_STEPS_REASONS_D | REASON FOR NOT ENGAGE- FINANCING |
| PE_STEPS_REASONS_E | REASON FOR NOT ENGAGE- PLANNING |
| PE_STEPS_REASONS_F | REASON FOR NOT ENGAGE- STAFFING |

ALPHABETIC INDEX OF VARIABLES

| Variable Name | Variable Label |
|----------------------|----------------------------------------------------------------|
| PE_STOPREASON_1_1 | STOP WORKING FOR YOURSELF FACTORS- LACK OF FINANCIAL RESOURCES |
| PE_STOPREASON_1_10 | STOP WORKING FOR YOURSELF FACTORS- PROMOTION AT WORK |
| PE_STOPREASON_1_11 | STOP WORKING FOR YOURSELF FACTORS- BACK TO SCHOOL |
| PE_STOPREASON_1_12 | STOP WORKING FOR YOURSELF FACTORS- NEEDED HEALTH INSURANCE |
| PE_STOPREASON_1_13 | STOP WORKING FOR YOURSELF FACTORS- OTHER FACTOR |
| PE_STOPREASON_1_2 | STOP WORKING FOR YOURSELF FACTORS- LACK OF TIME |
| PE_STOPREASON_1_3 | STOP WORKING FOR YOURSELF FACTORS- LOST FOCUS |
| PE_STOPREASON_1_4 | STOP WORKING FOR YOURSELF FACTORS- NO SUPPORT |
| PE_STOPREASON_1_5 | STOP WORKING FOR YOURSELF FACTORS- DIFFICULTY WITH PARTNERS |
| PE_STOPREASON_1_6 | STOP WORKING FOR YOURSELF FACTORS- FAMILY NOT SUPPORTIVE |
| PE_STOPREASON_1_7 | STOP WORKING FOR YOURSELF FACTORS- TOO RISKY |
| PE_STOPREASON_1_8 | STOP WORKING FOR YOURSELF FACTORS- MAJOR LIFE EVENT |
| PE_STOPREASON_1_9 | STOP WORKING FOR YOURSELF FACTORS- NEW JOB |
| PE_STOPREASON_2 | STOP WORKING FOR YOURSELF - PRIMARY REASON |
| PE_STOPREASON_3 | STOP WORKING FOR YOURSELF - SECONDARY REASON |
| PSU | PSU (PRIMARY SAMPLING UNIT) |
| Q_LANGUAGE | SURVEY LANGUAGE |
| Q_MODE | SURVEY MODE |
| RACE_PUF | PUF VARIABLE: RACE |
| REGION_DRV | DERIVED VARIABLE: CENSUS REGION DERIVED FROM ZIP CODE |
| REMOTE_1 | ALLOWED TO WORK REMOTELY |
| REMOTE_2 | WORK REMOTELY |
| REMOTE_3 | REMOTE WORK POLICY |
| RUCC_DRV | DERIVED VARIABLE: URBANICITY MEASURE DERIVED FROM COUNTY |
| R_SUID | RESPONDENT ID |

ALPHABETIC INDEX OF VARIABLES

| Variable Name | Variable Label |
|----------------------|------------------------------------------------|
| SAMP_TYPE | EPOP SAMPLE TYPE |
| STRATA | SAMPLING STRATA |
| S_ADDBIZ_1 | CURRENTLY OWN ANY OTHER BUSINESS |
| S_ADDBIZ_2 | TOTAL BUSINESSES OWNED |
| S_ADDBIZ_3 | EVER OWNED ADDITIONAL BUSINESS |
| S_ADDFREE_1 | OTHER CURRENT FREELANCER ROLES |
| S_ADDFREE_2 | TOTAL FREELANCER JOBS |
| S_ADDFREE_3 | EVER A FREELANCER |
| S_FORMBIZ_1 | EVER OWNED A BUSINESS |
| S_FORMBIZ_2 | OUTSIDE OF FREELANCE, EVER OWNED A BUSINESS |
| S_FORMBIZ_STAT_1 | STILL OWN BUSINESS |
| S_FORMBIZ_STAT_2 | CLOSE, SELL, OR LEAVE BUSINESS |
| S_FORMBIZ_STAT_3 | APPROXIMATELY CLOSE, SELL, OR LEAVE BUSINESS |
| S_FORMFREE_1 | EVER FREELANCER |
| S_FORMFREE_STAT_1_Y2 | STILL FREELANCER - Y2 |
| S_FORMFREE_STAT_2 | YEAR STOP PREVIOUS WORK |
| S_FORMFREE_STAT_3 | APPROXIMATELY STOP PREVIOUS WORK |
| S_GIGCHECK_1 | MAIN JOB GIG WORK |
| S_GIGCHECK_2 | SECOND JOB GIG WORK |
| S_GIGCHECK_3 | OUTSIDE GIG WORK |
| S_GIGCHECK_3_IMPUTED | INDICATOR FOR IMPUTED S_GIGCHECK_3 VALUES |
| S_GIGPLATFORM_1 | GIG PLATFORM COMPANY COORDINATING |
| S_GIGPLATFORM_2 | GIG PLATFORM ONLINE APP |
| S_GIGPLATFORM_DRV | GIG PLATFORM TYPE DERIVED FROM S_GIGPLATFORM_3 |
| S_INTEREST_2 | INTEREST IN STARTING BUSINESS |
| S_JOBSTAT_1 | WORKED FOR PAY LAST WEEK |
| S_JOBSTAT_2 | WORKED FOR PAY LAST WEEK EVEN AN HOUR |
| S_JOBSTAT_3 | LOOKED FOR WORK LAST WEEK |

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| Variable Name | Variable Label |
|----------------------|----------------------------------------------------------------------------|
| S_JOBSTAT_4_1 | REASONS NOT WORKING LAST WEEK - RETIRED |
| S_JOBSTAT_4_2 | REASONS NOT WORKING LAST WEEK - LAYOFF |
| S_JOBSTAT_4_3 | REASONS NOT WORKING LAST WEEK - STUDENT |
| S_JOBSTAT_4_4 | REASONS NOT WORKING LAST WEEK - FAMILY RESPONSIBILITIES |
| S_JOBSTAT_4_5 | REASONS NOT WORKING LAST WEEK - CHRONIC ILLNESS OR PERMANENT DISABILITY |
| S_JOBSTAT_4_6 | REASONS NOT WORKING LAST WEEK - SUITABLE JOB NOT AVAILABLE |
| S_JOBSTAT_4_7 | REASONS NOT WORKING LAST WEEK - DID NOT NEED OR WANT TO WORK |
| S_JOBSTAT_4_8 | REASONS NOT WORKING LAST WEEK - NONE OF THE ABOVE |
| S_JOBSTAT_5_1 | NOT WORKING REASON- SELF-EMPLOYED AND NOT PAID |
| S_JOBSTAT_5_2 | NOT WORKING REASON- VACATION |
| S_JOBSTAT_5_3 | NOT WORKING REASON- PAID LEAVE |
| S_JOBSTAT_5_4 | NOT WORKING REASON- OTHER BENEFITS |
| S_JOBSTAT_5_5 | NOT WORKING REASON- SABBATICAL |
| S_JOBSTAT_5_6 | NOT WORKING REASON- NONE OF THE ABOVE |
| S_JOBSTAT_6 | IMPORTANT TO KNOW YOUR JOB STATUS |
| S_JOB_1 | MAIN JOB/WORK ARRANGEMENT IN THE LAST WEEK |
| S_JOB_2 | SECOND JOB |
| S_NASCENT_1 | NASCENT NEW BUSINESS |
| S_PAIDJOB_1 | WORK FOR PAY AT SECOND JOB |
| S_WITHDRAW_1 | WITHDRAWN BUSINESS |
| WTSURVY | SURVEY WEIGHT: APPLIES TO ALL CASES |
