EPOP
Understanding Entrepreneurship in the US

Entrepreneurship in the Population Survey
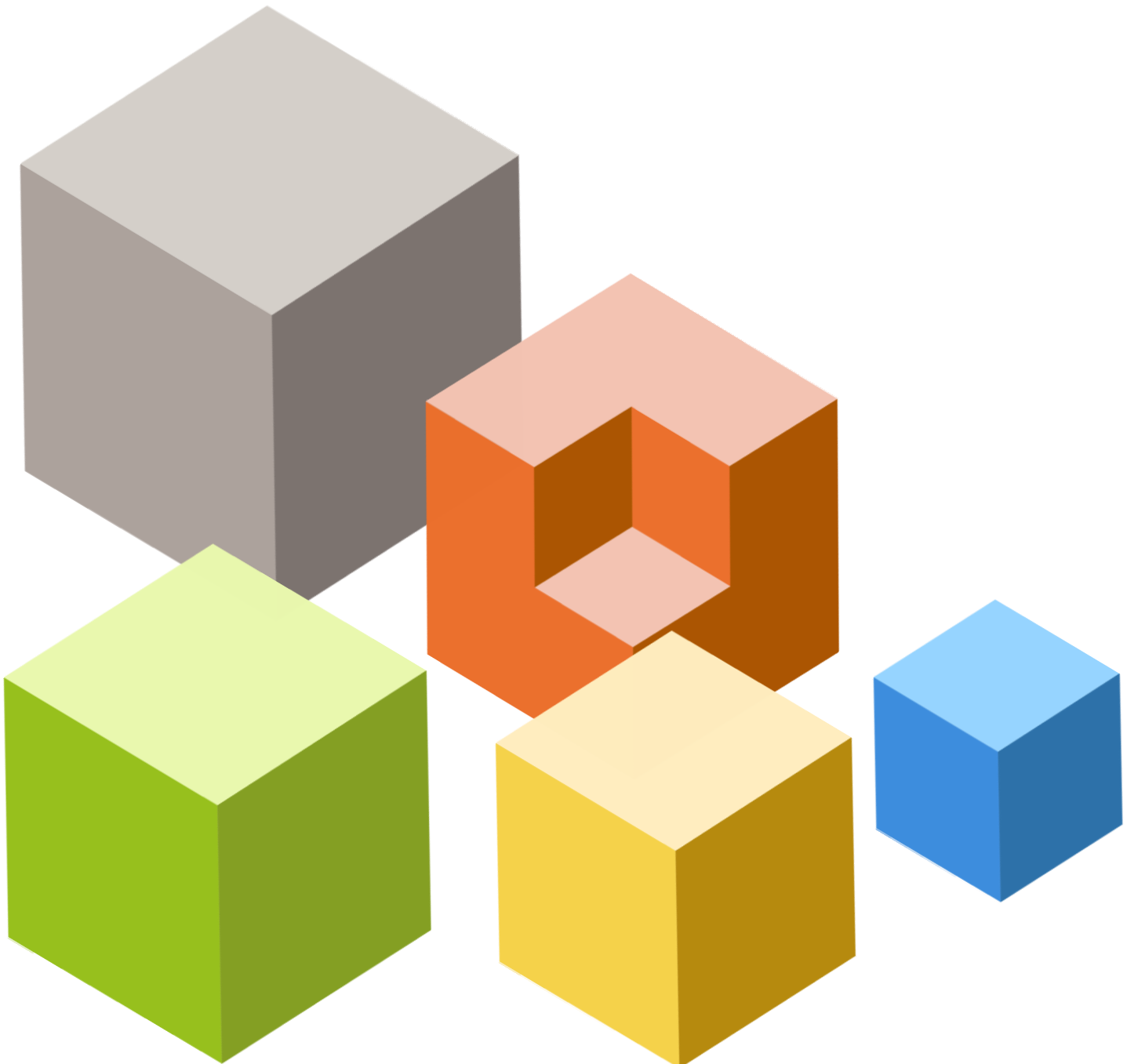
EPOP:2025 Methodology Report

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: 2025
Project Abbreviation:	EPOP Survey
Survey Cycle Abbreviation:	EPOP:2025
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1. EPOP SURVEY PROJECT OVERVIEW

The Entrepreneurship in the Population (EPOP) Survey Project is funded by the Ewing Marion Kauffman Foundation and conducted by NORC at the University of Chicago consists of two major components:

1. The development of a robust questionnaire to measure entrepreneurship in the U.S. population, the EPOP Survey, and
2. Conducting five annual cross-sectional data collections utilizing the EPOP Survey, analyzing the results, and disseminating the data and findings.

The EPOP Survey is a nationally representative survey which measures entrepreneurship status and activity in the United States.

NORC has now completed four years of data collection in 2022, 2023, 2024, and 2025. NORC will collect one more year of data in 2026.

The EPOP Survey results support estimation by key demographic subgroups for the nation.

PURPOSE AND GOALS

The goal of the EPOP Survey project is to better understand entrepreneurship in the U.S. and barriers to success business owners face. The survey is designed to understand the scope of entrepreneurial activities from adults 18 years and older in United States and result in a variety of measures of entrepreneurial behavior including current and former business ownership, whether individuals are currently taking or have in the past taken steps towards starting a business, the extent to which individuals engage in freelance work, and engagement with the "gig economy."

In addition to capturing the characteristic profile of the individuals involved in these various entrepreneurial activities across the U.S., the survey collects information on the behaviors, challenges, and resources available to individuals during the entrepreneurial process. The EPOP Survey provides insight into how entrepreneurial experiences vary by race, gender, and economic status. The study's longitudinal nature aims to provide insight into how entrepreneurial experiences change over time.

EPOP PROGRAM AND SURVEY MANAGER

NORC at the University of Chicago (NORC) is developing and conducting the EPOP Survey Project with grant funding and guidance from the Ewing Marion Kauffman Foundation. NORC is responsible for collecting, maintaining, disseminating, and safeguarding the resulting EPOP Survey data. For the project, NORC is both the manager of the enterprise and conservator of the resulting data.

NORC is an independent research institution that delivers reliable data and rigorous analysis to guide critical programmatic, business, and policy decisions. NORC conducts objective, non-partisan research to help inform people in government, nonprofits, and businesses making decisions on key issues of the day. NORC's research addresses important issues like employment, education, and health care. Since 1941, NORC has conducted groundbreaking studies, created and applied innovative methods and tools, and advanced principles of scientific integrity and collaboration. Today, government, corporate, and nonprofit clients around the world partner with NORC to transform increasingly complex information into useful knowledge. For more information, visit NORC.org and connect with us at linkedin.com/company/norc and facebook.com/NORCatUofC.

SPONSOR AND PARTNER

The Ewing Marion Kauffman Foundation is a private, nonpartisan foundation based in Kansas City, Missouri, which seeks to build inclusive prosperity through a prepared workforce and entrepreneur-focused economic development. The Foundation uses its $3 billion in assets to change conditions, address root causes, and break down systemic barriers so that all people – regardless of race, gender, or geography – have the opportunity to achieve economic stability, mobility, and prosperity.

For more information, visit Kauffman.org or connect at facebook.com/kauffmanfdn.

PROJECT TIMELINE

The overall EPOP Survey project period is from July 1, 2021 through December 31, 2026.

Prior to conducting the first EPOP Survey round, an extensive survey development and validation process was conducted on a pilot version of the EPOP Survey instrument. The validation process began in July 2021 and concluded in February 2022. It included reviewing the pilot survey instrument and results, key informant interviews with entrepreneurship experts, cognitive interviewing, pretesting the survey instrument, and debriefing the pretest participants. More information about the Survey development and validation process can be found in the EPOP:2022 Methodology Report.[1]

This Methodology Report focuses on the EPOP:2025 Survey which is Year 4 of the five-year survey project.

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[1] https://epop.norc.org/content/dam/epop/researchers/pdf/epop_2022_methodology_report.pdf

Data collection for the fourth of five annual EPOP Surveys began in February 2025 and concluded in April 2025. Data processing was conducted from February to July 2025. Non-Disclosure Review was conducted from May to July 2025. Weighting was conducted from May to July 2025. The data was finalized in July 2025 and released on August 11, 2025.

Table 1 shows the EPOP:2025 Survey timeline in detail.

Table 1.   EPOP:2025 Survey Project Timeline

EPOP Survey Tasks	Start	Finish
2025 Survey Conduct	**10/18/2024**	**8/11/2025**
Finalize Survey Instrument and Update Programming	10/18/2024	2/12/2025
Survey Data Collection	2/12/2025	4/7/2025
Data Processing	2/13/2025	7/31/2025
Non-Disclosure Review	4/1/2025	7/31/2025
Weighting	6/1/2025	6/30/2025
Data Analysis and Documentation	7/31/2025	8/11/2025
Data Release and Dissemination	8/11/2025	

One subsequent EPOP Survey rounds will be conducted in 2026.

2. SAMPLE DESIGN

SIGNIFICANT CHANGES FROM 2024 TO 2025

AmeriSpeak® sample was the sample source for EPOP:2025. Unlike EPOP:2024 and the other two prior EPOP cycles which included multiple sample sources designed to meet state and MSA coverage requirements in the design, the EPOP:2025 sample design was revised to provide coverage at a national level.

SAMPLE DESIGN OBJECTIVES

The target population of the study is noninstitutionalized adults 18 years of age or older in the United States. The sample design supports the following estimation objective:

- National estimates of entrepreneurship characteristics by demographics, such as race/ethnicity, gender, age, and education, but not necessarily by the interaction of these demographic variables.

SAMPLE SOURCE

The study sample is drawn from NORC's AmeriSpeak Panel. The sample selected from the AmeriSpeak Panel is a probability sample with explicit stratification and known sample selection probabilities. The AmeriSpeak sample is weighted to support unbiased estimation. See "Survey Weighting" in Section 6 for more details.

AmeriSpeak® Panel Sample

Designed to represent the U.S. household population, the AmeriSpeak Panel is a large probability-based panel constructed and maintained by NORC at the University of Chicago. U.S. households are randomly selected with a known and non-zero probability from the NORC National Frame as well as address-based sample (ABS) frames, and then recruited by mail, telephone, and face-to-face interviews. AmeriSpeak panelists participate in NORC studies or studies conducted by NORC on behalf of governmental agencies, academic institutions, the media, and commercial organizations. AmeriSpeak panel recruitments take place annually. As of the end of December 2024, the AmeriSpeak panel contained about 63,500 active panelists, and the cumulative AmeriSpeak panel recruitment response rate was 26.8%. Nonresponse appears to be non-random, with minorities, young adults, and adults with low education attainment responding at a lower rate. Potential nonresponse errors are addressed through non-response weighting adjustments where adjustment cells are formed by the cross of age, gender, race/ethnicity, and education. Each AmeriSpeak panelist is assigned a final panel weight such that the panel fully represents the target population.

SAMPLE ALLOCATION

For EPOP:2025, the sampling strata at the national level are race/ethnicity, age, educational attainment, and sex. Sample was proportionately allocated to each sampling stratum based on the U.S. population size.

SAMPLE SELECTION

The AmeriSpeak sample is selected from the AmeriSpeak Panel using sampling strata at the national level based on race/ethnicity, age, educational attainment, and sex.

Within each sampling stratum, sample selection considers the expected survey completion rates across the sampling strata. The size of the selected sample per stratum is determined such that the distribution of the complete surveys matches that of the target population as represented by the 2024 March Current Population Survey. If a panel household has more than one active adult panel member, only one adult panel member is selected at random. Appendix A-1 shows the sampling stratum used for sample selection from the AmeriSpeak Panel.

3. INSTRUMENT DESIGN

SIGNIFICANT CHANGES FROM 2024 TO 2025

Based on comparison to the EPOP:2024 survey content, some updates were made to the EPOP:2025 questionnaire. Appendix B-1 lists all survey item updates, including the specific change made, variable name, questionnaire section, and update type and category. The three main types of updates are:

- New items,
- Removed items, and
- Changes to existing items.

Changes to existing items include logic updates and response option changes. In the EPOP:2025 questionnaire, a few response option changes were made to:

- The sources of capital items (PE_CAPITAL)
- The series of additional sources and amounts of capital items (BO_ADDFINANCE) to maintain grammatical consistency across items.

Additionally, the display logic for the instructions for items related to after the entrepreneurial plans were updated to be displayed to the correct entrepreneurship groups. Finally, an additional prompt was added to the item that captures the number of employees (BO_NUMEMPLOY_1) to encourage respondents not to leave any number boxes blank.

A few items were dropped for EPOP:2025, mainly the beginning demographic items that are already captured in the AmeriSpeak panel profile data and did not need to be re-asked. A handful of items were also added to the questionnaire that measured additional gig work attributes, employer-provided benefits for business owners, and some additional demographic questions related to sexual orientation and gender identity. Please see Appendix B-1 for details.

Microbusiness Owner Questions

In addition to the changes outlined to the EPOP survey above, NORC re-fielded several questions that were funded by the Association for Enterprise Opportunities (AEO). These 18 questions asked of microbusiness owners defined as businesses with no employees or 1-9 full-time or part-time W-2 employees explored critical areas such as access to business support services, financing needs beyond startup, and the adoption of cutting-edge technologies like generative AI. The microbusiness owner items aimed to uncover the unique barriers and opportunities that entrepreneurs face and identify resources that could help drive success. Questions were integrated into the EPOP:2025 questionnaire and responses are included in the EPOP:2025 Public Use and Restricted Use data files. Appendix B-2 shows the variable names

and question text for each of the microbusiness owner questions. These questions are also included in the EPOP:2025 Questionnaire in Appendix D.

Employee Staffing and Management Questions

NORC also fielded an extra module of questions measuring employee staffing and management experience for current business owners that were also funded by AEO. These additional 9 questions were asked of current business owners who had at least one employee of any type. Eligible respondents were given the option to consent to take this additional module for an additional incentive after completing the main EPOP survey. Appendix B-3 shows the variable names and question text for each of these questions. These questions are also included in the EPOP:2025 Questionnaire in Appendix D.

SURVEY VALIDATION

Before the first year of data collection (the EPOP:2022 Survey), NORC conducted several phases of survey validation.

- *Review of a Pilot Survey Instrument*
  The Kauffman Foundation provided NORC with the questionnaire from an EPOP pilot survey in 2020. The NORC research team evaluated and edited this instrument in conjunction with Kauffman to develop the final EPOP:2022 Survey.
- *Key Informant Interviews*
  Experts in the field of entrepreneurship provided feedback on the revised survey instrument, particularly the screener for entrepreneurship categories.
- *Cognitive Interviews*
  NORC conducted almost 20 cognitive interviews to evaluate how a diverse set of respondents interpret item wording and intent.
- *A Pre-test and Debriefing of the Pre-test*
  EPOP research team fielded a pre-test of the survey instrument to a large sample of respondents and then conducted debriefing interviews with a subset of the respondents. This effort uncovered additional ways to improve the questionnaire and achieve the final version of the questionnaire used in the fielding.

The EPOP:2022 Methodology Report contains details on the survey validation process.

No additional validation work was done after the launch of EPOP:2022.

QUESTIONNAIRE

Survey Overview

The EPOP:2025 questionnaire consists of an entrepreneurship category screener and the following ancillary sections:

- Pursuing entrepreneurship section
- Business operations section
- Non-entrepreneurial focus section for the general population
- Demographic section

Entrepreneurship Category Screener

The screener allows individuals to qualify for multiple categorizations of entrepreneurship. Each category is derived independently and accommodates complex work situations individuals may have. The survey begins by capturing employment history and screening for entrepreneurial activity. Then the survey classifies individuals into an entrepreneurship category for follow-up questions. For individuals who qualify for more than one entrepreneurship category, the following priority order is applied to assign a single category for follow-up questions and limit respondent burden:

- *Current Business Owners*: individuals who currently own a business.
- *Current Freelancers*: individuals working for themselves as a freelancer, consultant, or independent contractor.
- *Nascent Entrepreneurs*: individuals who are actively in the process of starting a business or other form of self-employment at the time of the survey.
- *Former Business Owners*: individuals who report previously owning a business but are no longer business owners.
- *Former Freelancers*: individuals who report they were previously a freelancer, consultant, or independent contractor but are no longer engaged in freelance work.
- *Withdrawn Entrepreneurs*: individuals who considered starting a business, had a specific idea, and took active steps towards the endeavor, but did not ultimately start; this includes pre-entrepreneurship leavers, missed entrepreneurs, and former nascent entrepreneurs.
- *Non-Entrepreneurs*: individuals who have never been engaged in entrepreneurship or business ownership at any stage.

Follow-up questions are structured, so each entrepreneurship category receives similar questions worded in comparable ways to foster more robust analysis across the categories.

Gig Work Questions

The survey also captures incidence of gig work and asks if the primary or secondary job is gig work. An additional question is asked about any other gig work beyond the primary or secondary jobs to ensure all gig work activities are reported. Given the potential for lack of clarity in what counts as gig work, the survey includes a definition of gig work in the question:

"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.'"

The survey includes follow-up questions about gig work for any respondent engaged in it regardless of their entrepreneurship category including what platform they use to coordinate client acquisition and payment.

Pursuing Entrepreneurship Section

The questions in this section focus on the steps respondents took to pursue starting a business or working for themselves. Specifically, the topics covered within this section include:

- Reasons for starting a business or working for oneself
- Prior experience with this type of work
- Steps taken to pursue this work, such as networking, market research, business development, financing, organizational planning, and staffing
- Challenges encountered while pursuing this work, such as finances, business operations, customer reach, resources and support, and economics
- Sources and amounts of capital used to start-up a business or pursue self-employment

Business Operations Section

This section focuses on the day-to-day operations and experiences of business owners and the self-employed. Topics include the following:

- Description of the business including its legal status, clients, and location
- Origin and acquisition of the business or self-employment idea
- Sources and amounts of capital used to maintain business operations or self-employment.
- Staffing issues, such as, the types and number of workers, their wages and benefits, time spent working, and remote work policy
- Financial matters including cash on hand, amount of revenue, profits and losses, and changes in the price of goods and services
- Challenges in maintaining a business or self-employment including access to support and resources
- Goals and post-entrepreneurship plans
- Industry classification of their current, former, or idea for business or self-employment

Non-Entrepreneurial Focus Section

This section focuses on individuals who do not have experience with or interest in owning a business or being self-employed. Topics include the following:

- Reasons for not owning a business or pursuing self-employment
- Likelihood of engaging in this type of work in the future
- Their current job status includes years worked, number of employees, time worked, employee benefits, and remote work policy
- Future employment plans

Demographics Section

This section focuses on demographic questions including:

- Individual characteristics, such as education level, marital status, health insurance, military experience, sexual orientation and gender identity, and US citizenship
- Household characteristics, such as household income and debt, and the number of household members including children

MODES

The EPOP:2025 questionnaire was administered primarily through the CAWI web instrument where respondents were given a user pin and password in either a letter, postcard, or email with instructions on how to access the survey through the EPOP website. Respondents were given the option to complete the questionnaire by phone if they had difficulty accessing the survey or preferred to complete the survey over the phone, which was administered via CATI.

LANGUAGES

The EPOP:2025 questionnaire was offered in both English and Spanish versions. Respondents were given an opportunity at the beginning of the survey via bilingual instructions to switch the language of the CAWI instrument to Spanish if they desired.

4.   SURVEY DATA COLLECTION

SIGNIFICANT CHANGES FROM 2024 TO 2025

The major changes to the data collection approach for EPOP:2025 were associated with eliminating protocols for surveying the ABS and nonprobability samples. There were several minor adjustments made to the data collection approach for surveying the AmeriSpeak Panel sample component.

- All prompts included both the AmeriSpeak logo and the EPOP logo; previously, only the AmeriSpeak logo was shown. This change was made to provide panel members with a clear link to the project website where they could see the study details at EPOP.norc.org with the expectation that more information would lead to a higher cooperation rate.
- Respondent incentives were increased at two different points during the data collection period as opposed to only one time in prior rounds.

OVERVIEW

Timeline and Outcome

EPOP:2025 data collection started on February 12, 2025. The fourth round of data collection officially ended on April 4, 2025. There were 8,250 complete surveys from the AmeriSpeak Panel sample component.

Survey Branding

The project team has paid particular attention to survey branding for the benefit of respondents, researchers, and other stakeholders. The team chose the name "Entrepreneurship in the Population" to clearly communicate the purpose of the survey. This name has a catchy and aesthetically pleasing acronym "EPOP" as well as corresponding logo. For respondents, this branding increases the legitimacy of the survey, and consequently, buy-in and response rates. The branding also enhances marketing efforts to the benefit of researchers, policymakers, and others invested in this research.

Respondent Communications

Throughout data collection, the project team communicates with and supports survey respondents with a variety of methods. All respondent materials (emails, postcards, and letters) include an email address and toll-free phone number specific to the EPOP:2025 Survey. Respondent materials and contents that were successful in the third year of data collection were

used again with minimal changes. Respondents can contact the project team by email or phone at any time with questions or concerns. The team closely monitors these communications and responds within 24 business hours.

Also, the EPOP.norc.org has pages dedicated to respondents. This information includes frequently asked questions about completing the survey, reasons for participating, and participant rights.

DATA COLLECTION PROTOCOL

Contacting Schedule

A "soft launch" of the AmeriSpeak (AS) sample was released on February 12, 2025, with an invitation to participate sent by e-mail to 10% random selection of the sample. This allowed for review of the completed questionnaire data to confirm functionality of the questionnaire before releasing the full sample. The remaining AS Sample was released on February 18, 2025, with an invitation to participate sent by e-mail. All AS sample members who had not completed the EPOP:2025 survey received a series of follow-up and reminder emails throughout the data collection period. To ensure appropriate outreach across all targeted regions, follow-ups and reminders were sent in batches as well as in targeted groups. Table 2 shows the EPOP:2025 contacting schedule.

Table 2. Contacting Schedule

Contact Type	Date Sent
Invitation Email	02/12/2025 & 02/18/2025
First Reminder Email	02/22/2025
Second Reminder Email	02/26/2025
Early Increased Incentive Email to targeted cases	02/28/2025
Third Reminder Email to Cases without an incentive increase	03/02/2025
Fourth Reminder Email (all cases)	03/06/2025
Fifth Reminder Email increasing incentive to $15 for all nonrespondents	03/21/2025
Text Message to all nonrespondents with texting permission	03/21/2025 - 03/24/2025

Contact Type	Date Sent
Sixth Reminder Email to all nonrespondents	03/27/2025
Last Chance Email to all nonrespondents	03/31/2025
Last Chance Text to remaining nonrespondents with texting permission	04/01/2025

Incentive Protocol

AmeriSpeak sampled panelists were initially offered an incentive of 6,000 AmeriPoints, equivalent to $6.00. Panelists members could use their points for gift cards or merchandise through the AmeriSpeak rewards page. As the data collection period progressed, two different approaches were taken to assess, select and then increase the incentive of cases at two different points.

Time Point #1. For nonresponding panelists who received an increased incentive in a prior round, the incentive offer in AmeriPoints was increased to encourage participation earlier in the data collection period, particularly for those who might recall the past incentive increase and be waiting for it before participating. Specifically:

- Panelists who completed EPOP in at least one prior round for $6 or $10 but <u>had not</u> completed other panel surveys recently, were offered $10.
- Panelists who completed EPOP in at least one prior round for $15 or more, were offered $15.

The increased incentive was offered to 1,984 nonresponding panelists on March 3, 2025; 1,332 panelist incentives were increased to $10 and 652 panelist incentives were increased to $15.

Time Point #2. To maximize the response rate in the final weeks of data collection, all remaining nonrespondents were offered $15 to complete the survey starting on March 20, 2025 through April 4, 2025. Cases where the incentive had already been increased to $15 at time point #1, remained at $15. In total, 22,707 cases had their incentive raised to $15.

LAST CHANCE (LC) PROTOCOL

There was a final push for survey response at the very end of the field period. These final gaining cooperation contacts are referred to as the "Last Chance" data collection protocols.

Nonresponding sample members were notified that the "survey is ending soon, and this is the last chance to participate." The last chance messages also reminded nonrespondents of an increased incentive offer of $15 worth of AmeriPoints was available. A corresponding "Last Chance" text message was sent to any nonrespondent who permitted texting.

RESPONSE RATES

The response of the panel sample selected for EPOP:2025 to the survey request was 27.1%. However, because the sample source was the AmeriSpeak panel, the overall response rate is the combination of the recruitment rate, retention rate, and survey completion rate and was 5.7% as shown in Table 3.

Table 3.   Response Rate

AmeriSpeak Response Rate Components	Rates
Weighted Household Panel Recruitment Rate	26.8%
Weighted Household Panel Retention Rate	77.9%
Survey Completion Rate	27.1%
Weighted Cumulative Response Rate	5.7%

5.   SURVEY DATA PROCESSING, EDITING, AND NON-DISCLOSURE

SIGNIFICANT CHANGES FROM 2024 TO 2025

Data review and editing procedures followed protocols developed for the prior data collection rounds (EPOP: 2022, EPOP: 2023, and EPOP:2024) with two exceptions:

- Updates were made to the editing code to accommodate new and modified questions, and
- Variables updated with substantive differences between EPOP:2025 and prior rounds were renamed.

Questionnaire content additions and revisions (see Section 3 and Appendix B-1 for more detail) required careful review and documentation of new and modified variable specifications, including allowable ranges and skip patterns. New editing rules were created for all variables added in EPOP:2025. Existing variable specifications were updated to be consistent with modified display conditions. For instance, code that enforced survey pathing within the survey data file was updated to accommodate the new questions on gig work activity questions asked of respondents who indicate they do gig work, for example:

- S_GIGTIME_1. About how long have you been doing this gig work?
- PE_GIGINCOME_1. In the last 6 months, about what percent of your household income has come from gig work activities?

Appendix C-1 shows the survey questionnaire changes from each year of the survey providing a list of variables that were added, dropped, or modified from EPOP:2022, EPOP:2023,

EPOP:2024, and EPOP:2025. Appendix C-2 shows instances where changes were made to the variable response choices and where the variable was given a different name in the EPOP:2025 data files. Appendix C-3 shows the EPOP Round Specific Variable Code Frames across EPOP 2022, 2023, 2024, and 2025 providing information on how variables with survey-year specific code frames can be recoded and combined.

DATA REVIEW AND EDITING

Data review and editing of the raw files was conducted by members of the project team, led by a data scientist. The project team reviewed the raw data file against the programmed survey specifications to identify data irregularities and develop any necessary code to transform raw data into clean variables for delivery. Cases with irregularities in the data (for example, the respondent completed the survey too quickly to have read question text, respondent seemed to enter the same response regardless of the question content) were addressed when possible but in cases where data could not be repaired, a small number of cases were discarded.

DATA REVIEW

Skip Pattern Review

Data processing began with the review of data to identify irregular data patterns that violate the established skip pattern. The survey skip pattern is driven by filter questions. For instance, if a respondent answers "yes" to any of the "Are you working?" questions, they will be asked all the questions relevant to someone who is currently working. Conversely, if a respondent indicates they are not working, they will receive questions relevant to someone who is not currently employed.

Irregular data patterns mainly occur for two reasons. First, a respondent may back up in the survey instrument and change a filter response. In these cases, all data is retained to inform any manual editing of a case. In this scenario, unless downstream responses clearly indicate the respondent answered a filter question incorrectly. For instance, a respondent might answer that they were working and begin answering questions targeted at a current job but then back up in the survey and change their response to indicate they are not currently working. In this example, unless the respondent indicates clearly that they were in fact working (for example, a verbatim response that states they are on a leave of absence), the updated response to the working filter question is retained and downstream data is deleted.

In other cases, combinations of responses may trigger unexpected routing through the survey. Data was reviewed throughout the data collection period to identify any such irregular patterns and implement patches to the survey instrument to avoid collecting future inconsistencies.

Review of Screener Data

Of particular importance was determining that answers to the screener portion of the survey assigned respondents to the correct entrepreneurial status group (DOV_GROUP). This was the main filter or determinant of which questions each respondent was asked. To parse respondents into an accurate DOV_GROUP, respondents were asked in multiple ways whether they were currently working and whether they were current or former business owners. This resulted in complex data patterns and required particular attention to identify unexpected results not anticipated during testing. Project staff identified 15 cases that were assigned to the wrong entrepreneurial status group. Eight of the cases were found to have answered over half of the survey questions for the status group they should have received and were retained. The remaining seven cases were discarded.

OVERALL QUALITY REVIEW

The project team completed data processing and editing to ensure the quality and integrity of survey data. Actions were taken to resolve data irregularities including editing the data, developing code to clean the data, and in a few instances, removing cases if they could not be repaired.

Data review included:

- Ensuring that respondents were assigned to the correct entrepreneurial category in the screener.
- Ensuring that respondents only viewed questions for their category based on survey logic.
- Identifying irregular skip patterns due to respondents backing up in the survey and changing their response. This data was reviewed, and off-path data was removed by applying editing code.
- Identifying irregular skip patterns due to a combination of responses that triggered unexpected routing through the survey. Any instances of this were documented and used to inform the programming of the subsequent survey instrument to prevent these irregularities in the future.
- Reviewing instances in which respondents completed the survey too quickly to have given quality responses. Cases were analyzed for "straight lining" in which the same responses are selected repeatedly, even illogically. Cases were also analyzed on their response time and the number of questions completed, both of which vary depending on the entrepreneurial category and sample type, as shown in Table 4.

Table 4. Percent of Questions Answered to be Retained in Survey Data by Sample Type and Entrepreneurial Activity

Entrepreneurial Group	AmeriSpeak
Current Business Owners	75%
Current Freelancers	75%
Nascent Entrepreneurs	75%
Former Business Owners	75%
Former Freelancers	75%
Withdrawn Entrepreneurs	70%
Non-Entrepreneurs	70%

EDITING OF CAPITAL AND ADDITIONAL FINANCE QUESTIONS

In EPOP:2023, the questions collecting capital and additional finance information were restructured to collect this information in a more straightforward manner (for more information see EPOP:2023 Methodology Report, Section B. Instrument Design). Although this greatly reduced inconsistencies that appeared in capital questions in subsequent rounds, we applied the same three quality checks described below in EPOP:2025. Note that Rule #3 was applied within the survey instrument by asking respondents to confirm the total amount of capital entered across all categories within the PE_CAPITAL_WS grid.

1. Setting Amounts to Zero
2. Repeated Capital Values
3. Calculating Total Capital Amount

Rule 1: Setting Amounts to Zero

The first edit rule for the capital questions is to set capital amounts reported in PE_CAPITAL_WS1- PE_CAPITAL_WS23 to 0 when the respondent did not report that they received a capital type in PE_CAPITAL_1, PE_CAPITAL_INSTITUTION_1_1- PE_CAPITAL_INSTITUTION_1_9, and PE_GRANT_TYPE_1_1- PE_GRANT_TYPE_1_4. Each row in the PE_CAPITAL_WS grid was only displayed if the corresponding category in these questions was selected. In a small number of instances, 15 respondents backed up in the series and deselected the capital category. In these instances, non-zero capital amounts were set to zero.

Rule 2: Repeated Capital Values

In EPOP:2023, EPOP:2024 and EPOP:2025 editing staff applied code to check for repeated capital amounts across the entire PE_CAPITAL_WS grid, although none were found. This is likely a result of the clearer presentation of these questions beginning in the EPOP:2023 round.

Rule 3: Calculating Total Capital Amount

This rule was applied within the survey instrument. After the respondent was asked to provide capital amounts for all the types of capital they selected in the PE_CAPITAL_WS grid, they were presented with a confirmation question. Making the total amount of capital entered transparent to the respondent provided an opportunity to return to the grid and revise any duplication or omission.

EDITING OF BUSINESS START/AGE

Some current and previous business owners reported a business start year (BO_STARTBIZ_1) ten or fewer years after their reported birth year (DEM_AGE). In other words, they would have started their business at the age of ten or earlier. Unless a respondent stated that they purchased, inherited, or received the business as a transfer of ownership or gift, this pattern is unlikely. For this reason, if respondents reported that they started or founded the business themselves at the age of 10 or younger, the business start date was set to missing.

REFORMATTING RAW DATA

Check-All-That-Apply Questions

Some check-all-that-apply questions required additional code to transfer a string of response options into a separate variable for each response option. The resulting variable for each response option indicates whether a respondent selected that particular response.

Most Important Reason Questions

A handful of follow-up questions required further code to populate a response when it could be inferred from another answer. In order to reduce respondent burden, in instances where the response could be inferred, the respondent did not receive the question. For instance, the question "PE_REASON_2" asks the respondent, "You reported the following were very important reasons for pursuing [WORK ACTIVITY]. Of these reasons for pursuing [DOV_ACTIVITY], which is the most important to you?" If the respondent only selected one reason in the filter question (PE_REASON_1) the response to "PE_REASON_2" was assumed and the question was not asked.

To fully populate this type of follow-up question, editing staff identified instances where "PE_REASON_2" was blank, confirmed that one item was selected in the filter question

(PE_REASON_1), and populated the most-important reason question (PE_REASON_2) with that item choice. Similarly, if the second follow-up question was missing (PE_REASON_3: "Of the remaining very important reasons for pursuing [DOV_ACTIVITY], which was the second most important to you?"), was missing, then editing staff attempted to populate the variable with inferred information from the filter question (PE_REASON_1). If two reasons were selected in the filter question (PE_REASON_1) and the most-important reason (PE_REASON_2) was answered, the remaining choice selected in the filter question was identified as the second-most important reason. In these instances, staff used code to confirm there were two reasons selected and set the second-most important reason variable (PE_REASON_3) to this remaining choice.

The following variables were edited as described above:

- PE_REASONS_2
- PE_REASONS_3
- PE_STOPREASON_2
- PE_STOPREASON_3
- BO_REASONS_1
- BO_REASONS_2
- GP_CONSIDER_2
- GP_CONSIDER_3

Gig Platform Back Coding

Respondents were asked to report the name of the gig work platform they used to coordinate their gig work at S_GIGPLATFORM_3. This verbatim response data was manually back coded into a code frame of categories listed in Table 5. In EPOP:2023, we first compiled all previously coded S_GIGPLATFORM_3 verbatims into a coding bank. Code was then used to apply the same code as in EPOP:2022. Staff then used key words to back code the remaining responses. This ensured that coding decisions are consistent across survey rounds.

Table 5.   Gig Work Platform Back Coding Categories (S_GIGPLATFORM_3)

Gig Work Platform Category	Description
Confirmed Gig Platform: Services	Respondent reported a confirmed gig work platform that coordinates payment and customers for services provided by gig workers. Examples include Uber, Lyft, DoorDash, Upwork, and Fiverr.
Confirmed Gig Platform: Selling/Renting of Goods	Respondent reported a confirmed gig work platform that coordinates payment and customers for goods sold or rented by gig workers. Examples include Etsy, Amazon Marketplace, and Airbnb.
Confirmed Gig Platform: Online Surveys	Respondent reported a gig platform that conducts surveys of respondents.
Payment Provider	Respondent reported a platform that coordinates payment but not customer acquisition. Examples include PayPal, Square, and Zelle.
Unconfirmed Gig Work	Respondent reported another business that could not be confirmed to be a gig platform.
Unlikely Gig Work	Respondent did not provide a platform or responded that they do not know.

NON-DISCLOSURE

The privacy plan consists of two different types of variables. Key variables, when used in combination with each other, may work to re-identify a respondent. Sensitive variables are the variables that might be considered sensitive by respondents or that a data intruder might seek out.

Key Variables

The privacy plan for EPOP considers two different sets of key variables for both individuals and businesses. While EPOP is a survey made up of surveyed individuals, it is possible that some data attackers would not be interested in the people, but rather the businesses. To that end, EPOP statisticians gathered a set of key variables that could help to re-identify the businesses in question.

When selecting the key variables to analyze for possible disclosure, the two following elements were considered:

1. *How likely is it that this variable can be found online?* Both individuals and businesses have online footprints. People are on sites, such as Facebook and LinkedIn. Businesses are on Yelp, Amazon, their own website, etc.

2. *How subjective is the variable?* Variables such as those rating their demographic community and those listing the challenges an EPOP business might encounter are basically untraceable since they are based on opinion. Within survey methodology, it's well documented that these variables are extremely subject to change. Furthermore, they are unlikely to be documented by the respondents.

Sensitive Variables

When selecting the sensitive variables, the focus has been on financial variables since this is a topic that people are often reluctant to share. NORC statisticians, especially focused on continuous financial variables, rather than binary financial variables. Respondents may be more sensitive to continuous financial variables, and these variables are more disclosive. For example, respondents are likely to be more sensitive about sharing the amounts of funding and revenue (continuous variables). They are likely to be less sensitive about sharing their funding sources (a binary financial variable). Additionally, the binary financial variables have a less detailed variable profile.

PUF/RUF Treatment

EPOP survey disclosure treatments were guided by the principle of k-anonymity. K-anonymity (Sweeney, 2002) is a privacy guarantee that works by ensuring that any given table released has at least *k* records of a given equivalence class. Equivalence classes were defined based on 2- and 3-way combinations of key variables. The EPOP survey PUF uses k=3 as a benchmark and uses a combination of recoding and local suppression to ensure that the threshold is met for all equivalence classes.

For the public use file (PUF), the steps to ensure privacy were as follows:

1. Recode variables into broader categories for categories with small cell counts (key and sensitive variables)
2. Use suppression to remove small cell counts in cross-tabulations (key variables)

The data was predominantly assessed using two-way cross tabulations (some three-way cross tabulations) and used suppression for small cell counts that were not eliminated via recodes. Small cell counts were defined as a value less than k=3.

For the EPOP:2025 PUF, NORC statisticians tried to maintain the same recoding schemes as the EPOP:2022 PUF, EPOP:2023 PUF, and EPOP:2024 PUF files. However, this was not possible for the variable BO_STARTBIZ_1 and is indicated in the PUF with the following YR4_PUF_ as

opposed to YR3_PUF, YR2_PUF or _PUF for the variables that maintained the same coding scheme.

Similarly, the restricted use file (RUF) underwent some recodes to reduce detail. However, for the RUF, NORC statisticians allowed the presence of small cell counts. Nonetheless, despite the presence of small counts, the suppressions used in the PUF were maintained in the RUF to protect against potential disclosures from comparing PUF and RUF results. Additionally, some of the variables that were recoded to categorical in the PUF were left as continuous with top coding in the RUF.

The data aggregations or recoding for the variables listed may be found in Appendix C-3. Note that in cases where suppressions were applied in only one category of a variable, suppressions values of -7 were recoded to the missing value of -3 to preserve anonymity. While the actual number of suppressed values are reported in Table 6, these suppressions are intermixed with other missing in the data and codebooks.

Table 6.   Levels of Granularity in the EPOP:2024 Survey PUF & RUF

Variable	Number of Suppressions	2025 PUF	2025 RUF	Prior Round Differences
SAMPLE_TYPE		2 levels	2 levels	Not included in 2022 PUF
RUCC	635	4 levels	4 levels	RUCCA was used in 2022 PUF
RACE	0	4 levels	6 levels	
DEM_AGE	14	5 levels	12 levels	
DEM_MARITAL	103	3 levels	6 levels	2022 PUF uses a different recoding scheme
DEM_EDU	155	4 levels	7 levels	
DEM_HHINC	211	5 levels	4 levels	
DEM_MILITARY_1	123	3 levels	4 levels	
DEM_CITIZEN_DRV	118	3 levels	3 levels	
DEM_STUDENT	41	2 levels	2 levels	
DEM_HOUSECHILDA-C	B:2	3 levels	3 levels	2022 PUF uses a different recoding scheme than 2023 and 2024 PUF
DEM_HOUSEHOLD1-4	2:2	2 levels	2 levels	2022 PUF uses different numbering than 2023 and 2024 PUF

Variable	Number of Suppressions	2025 PUF	2025 RUF	Prior Round Differences
BO_STARTBIZ_1	46	9 levels	19 levels	RUF and PUF uses a different recode in each round
BO_NUMEMPLOYEE_1	74	5 levels	19 levels	PUF recode different in each round. 2023 and 2024 RUF uses a different recode than in 2022
BO_EMPLOYEES_1-8	1:31 2:10 3:17 4:8 5:19 6:5 7:3	2 levels	2 levels	
BO_ONLINE_1	0	2 levels	4 levels	
BO_WORKHOME_1	35	5 levels	5 levels	
BO_PLMARGIN_1	0	4 levels	4 levels	
BO_REVENUE_1	25	13 levels	Continuous/ top-coded	2022 PUF uses different numbering than 2023 and 2024 PUF
BO_REVENUE_2	0	12 levels	Continuous/ top-coded	2022 PUF uses different numbering than 2023 and 2024 PUF
PE_CAPITAL_WS1	0	13 levels	Continuous/ top-coded	Included in 2023 and 2024 rounds, replacing 2022 round variables PE_CAPITAL_4-9
PE_CAPITAL_WS2- PE_CAPITAL_WS4 & PE_CAPITAL_WS9	0	10 levels	Continuous/ top-coded	Included in 2023 and 2024 rounds, replacing 2022 round variables PE_CAPITAL_4-9
PE_CAPITAL_WS6 & PE_CAPITAL_WS7	0	5 levels	Continuous/ top-coded	Included in 2023 and 2024 rounds, replacing 2022 round variables PE_CAPITAL_4-9
PE_CAPITAL_WS5, PE_CAPITAL_WS8, & PE_CAPITAL_WS10	0	3 levels	Continuous/ top-coded	Included in 2023 and 2024 rounds, replacing 2022 round variables PE_CAPITAL_4-9
BO_ADDFINANCE_WS1 & BO_ADDFINANCE_WS2	0	10 levels	Continuous/ top-coded	Included in 2023 and 2024 rounds, replacing 2022 round variables BO_ADDFINANCE_5-10

Variable	Number of Suppressions	2025 PUF	2025 RUF	Prior Round Differences
BO_ADDFINANCE_WS3, BO_ADDFINANCE_WS4, & BO_ADDFINANCE_WS6	0	5 levels	Continuous/top-coded	Included in 2023 and 2024 rounds, replacing 2022 round variables BO_ADDFINANCE_5-10
BO_ADDFINANCE_WS5 & BO_ADDFINANCE_WS7-BO_ADDFINANCE_WS9	0	3 levels	Continuous/top-coded	Included in 2023 and 2024 rounds, replacing 2022 round variables BO_ADDFINANCE_5-10
DEM_DISABILITY_1A	28	2 levels	4 levels	New in 2024 round
DEM_DISABILITY_1B	40	2 levels	4 levels	New in 2024 round
DEM_DISABILITY_1C	28	2 levels	4 levels	New in 2024 round
DEM_DISABILITY_1D	25	2 levels	4 levels	New in 2024 round
DEM_DISABILITY_1E	56	2 levels	4 levels	New in 2024 round
DEM_DISABILITY_1F	55	2 levels	4 levels	New in 2024 round
DEM_DISABILITY_1G	51	2 levels	4 levels	New in 2024 round

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6. SURVEY WEIGHTING

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SIGNIFICANT CHANGES FROM 2024 TO 2025

Unlike EPOP:2024, which involved a state and MSA sample design, EPOP:2025 was a national sample design using the AmeriSpeak sample as the only sample source. There was neither an ABS sample nor a non-probability sample for EPOP:2025. Given the changes in design, only a national-level probability survey weight was derived for EPOP:2025.

OVERALL WEIGHTS

The EPOP:2025 Survey data contains one set of weights: probability sample weights for the probability sample completes from the AmeriSpeak sample.

The probability sample weights are available in both the public use file and the restricted use file. The probability sample weights can be used to produce approximately unbiased point estimates. Also, standard variance estimation method can be used to approximate the variance of estimates based on the probability sample. Users of the probability sample who are interested in better approximation of the variance, especially for small domains, may contact NORC for technical guidance.

PROBABILITY SAMPLE WEIGHTS

Probability sample weights are created for complete surveys from the AmeriSpeak sample. Creation of the probability sample weights follow these steps:

- AmeriSpeak sample base weights.
- Adjustment for interview nonresponse.
- Raking to derive probability sample final weights.

AmeriSpeak Sample Base Weights

The sampling or base weight for AmeriSpeak sample case i is computed as

$$w_{1i}^{AMS} = \frac{W_i^{AMS}}{p_{hi}^{AMS}}$$

where W_i^{AMS} denotes the AmeriSpeak panel weight for sampled panelist i, which accounts for sample design, nonresponse adjustments, and adjustments for frame coverage associated with the recruitment of the AmeriSpeak panel; p_{hi}^{AMS} denotes the probability of selection of sampled panelist i from sampling stratum h, where the EPOP sampling strata h are defined by race/ethnicity, age, education, and gender.

Adjustment for Interview Nonresponse

The interview nonresponse adjustments inflated the weights w_{1i} assigned to complete cases so that they represented the incomplete cases. Nonresponse adjustments required information about both respondents and nonrespondents. A lot of information was available for the AmeriSpeak panel sample nonrespondents.

For the AmeriSpeak sample, adjustment cells were constructed by cross-classifying:

(1) *Race/Ethnicity* (Hispanic/Non-Hispanic Black, and All Other),

(2) *Age* (18-34, 35-64, 65 and older),

(3) *Education* (Some college or less and bachelor's degree or above) and,

(4) *Gender* (Male and Female).

For complete cases, the interview nonresponse adjusted weights w_{2i} were computed as:

$$w_{2i} = w_{1i} \frac{\sum_{i \in C_m} w_{2i}}{\sum_{j \in D_m} w_{2i}}$$

where C_m denoted all sample cases in cell m, and D_m denoted all sample cases who completed the survey in cell m. Only complete cases had a positive weight w_{2i}.

Raking to Derive Probability Sample Weights

To derive the final probability sample weights, a raking adjustment was applied to the weights from the previous step. The raking benchmarks were developed from the 2023 American Community Survey (ACS) 1-year estimates. Raking adjustments were conducted at the national level using the following dimensions:

1. *Race and Ethnicity* (Non-Hispanic White, Non-Hispanic Black, Hispanic, Non-Hispanic Other)
2. *Gender* (Male, Female)
3. *Age* (18-24, 25-29, 30-39, 40-49, 50-59, 60-64, 65+)
4. *Education* (Less than High School, High School or Equivalent, Some College, Bachelor's or Above)
5. *Number of Adults in Household* (1 adult in Household, 2 adults in Household, 3 or more adults in Household)
6. *Census Division* (New England, Middle Atlantic, East North Central, West North Central, South Atlantic, East South Central, West South Central, Mountain, and Pacific)
7. *Age by Gender* (18-34, 35-49, 50-64, 65+ by Male, Female)
8. *Age by Race* (18-34, 35-49, 50-64, 65+ by Non-Hispanic White, All Other)

9. *Race by Gender* (Non-Hispanic White, All Other by Male, Female)
10. *MSA* (50 most populous metropolitan areas, remainder)

The final probability sample weights are denoted as w_{3i}.

Survey weights are developed to reduce estimation bias that could arise from unequal selection probabilities, nonresponse, and frame coverage errors. However, excessive weight variation could increase the total sampling error by inflating the variance of the estimates. For that reason, at the final stage of the weighting process, extreme final weights greater than the median +/- 10 times the interquartile range were trimmed so that extreme weights do not overly influence the survey estimates.

7. REPORTING AND DATA DISSEMINATION

SIGNIFICANT CHANGES FROM 2023 TO 2024

Since the EPOP:2022 data release in October 2022, NORC has continued to share data, findings, and news related to the EPOP:2023, EPOP:2024, and EPOP:2025 surveys. New reports, publications, and presentations using EPOP data are available on the EPOP Website. New data files include PUF and RUF packages. Both the EPOP website and NORC project page have undergone expansion and enhancements to display this additional research.

EPOP AND NORC WEBSITES

The EPOP Survey has its own dedicated website at EPOP.norc.org. The website features resources useful to researchers, survey participants, policymakers, and leaders interested in entrepreneurship. Specific website content includes news-related announcements, an interactive data dashboard, access to public use data, information for survey participants, links to reports, and survey methodology.

Also, the NORC website includes a page about the EPOP Survey.

REPORTS AND PRESENTATIONS

The EPOP:2022, EPOP:2023 and EPOP:2024 Survey has been featured in several reports and presentations.

Reports produced in the fourth year using EPOP:2022, EPOP:2023 and EPOP:2024 Survey data include:

- The Association for Enterprise Opportunity (AEO) analyzed Black business ownership in "Weaving Success: A Progress Report on the Tapestry of Black Business Ownership in the United States." (February 2024)
- The *Journal of Business Venturing Insights* published a peer-reviewed article "Slowed by commitment and hastened by obstacles: Exploring patterns of entrepreneur role exit in the EPOP dataset." (June 2024)
- NORC released a research brief on "Entrepreneurship Experiences Among Young U.S. Immigrants." (July 2024)
- The Association for Enterprise Opportunity (AEO) analyzed Black business ownership in "Assessing Challenges and Opportunities for Minority Business Retail Growth." (September 2024)
- NORC released a research brief with the release of the EPOP:2024 data on "Start-Up Capital for U.S. Business Ventures: Evidence from EPOP:2024." (December 2024)

- The National Bureau of Economic Research (NBER) 2025 Conference accepted this presentation and published a report "Understanding the Online Platform Based "Gig" Workforce in the U.S.: Evidence from the Entrepreneurship in the Population Survey." (February 2025)
- The *Journal of Business Venturing Insights* published a peer-reviewed article "Slowed by commitment and hastened by obstacles: Exploring patterns of entrepreneur role exit in the EPOP dataset." (June 2024)
- The Academy of Management includes two papers from the 2025 Annual Meeting: "Gendered Innovation Landscapes: Entrepreneurial Patenting in Male- and Female-Dominated Industries" (June 2025) and "Gender Gaps in the Gig Economy: Consequences for Entrepreneurship in the 21st Century" (June 2025)
- NORC released a research brief with the release of the EPOP:2025 data on "Evolving Entrepreneurship Patterns in the U.S.: Findings, Trends, and Next Steps for EPOP." (September 2025)

DATA FILES

The EPOP:2025 Survey data is available to users in two different formats: a public use file (PUF) and a restricted use file (RUF).

Public Use Files (PUFs)

The PUF is available to the general public, and there are no restrictions on how this data can be used. The PUF has been fully anonymized, meaning the risk of re-identification of a survey respondent is negligible. To that point, the PUF has had some variables recoded to reduce detail, and some variables have been removed entirely. See Appendix C-3 for a full description of the recoded variables.

The degree of detail in geographic variables differs between the PUF and RUF. In the PUF, the only geographic variables provided are census division and census region while the RUF contains state, county, and Metropolitan Statistical Area (MSA) information. Additionally, both the PUF and RUF have undergone local suppression wherein certain values for certain records have been removed entirely for purposes of data protection.

To receive the PUF, a user completes an online form on the EPOP website. Only a few fields on this form are required:

- The survey year of interest
- Their name and email address
- Their intended use of the data (advocacy, conduct research, general information, media release, policy action, prepare report, proposal, other)

PUF requestors must agree to two "Conditions of Use" listed below.

Credit and Citations

They will give proper credit to the EPOP study by including this citation in any material, published or unpublished, using EPOP data:

"Entrepreneurship in the Population (EPOP) Survey Project Public Use Data File: 202#." *NORC at the University of Chicago*. Month ##, 202#. EPOP.norc.org

Redistribution

They will not redistribute EPOP public use files (PUFs) without permission. Individuals interested in this data must provide their own contact information and receive their own copy of the PUFs via their own email address.

After supplying the required information and agreeing to the "Conditions of Use," these PUF requestors are automatically sent an email with a link to download the PUF data package. The data is provided in both SAS and CSV format. Survey documentation is available in the package as well as on the EPOP website.

Restricted Use Files (RUFs)

The EPOP restricted use file (RUF) is only available to select users following an application process. This process ensures that researchers adhere to strict legal and data security requirements to protect survey respondents' private information.

RUF applicants first complete a preliminary application on the EPOP website. A principal investigator provides some general information about their project including:

- Their name, title, and organization name,
- A summary of their research plan and goals,
- The reason they are requesting RUFs (why the PUFs are insufficient for their research needs) and,
- The intended use of their research includes publishing, reporting, and presenting.

The EPOP research team reviews the preliminary application, responds to any questions, and then notifies applicants if they can proceed with the full application for the RUF.

The full application consists of providing:

- Contact information, including a CV or resume, for any staff who would use the RUF,
- A detailed research plan including objectives, analytical approach, and plans for disseminating their results,
- A detailed data protection plan, and

- A signed EPOP Data Use Agreement (DUA) provided by NORC.

NORC requires the following for sharing RUF data:

- Cross-institution collaboration is allowed only after NORC approves each separate DUA for the institutions involved. After receiving the RUFs, institutions can discuss the data but not share RUF data files or data subsets.
- Researchers should not share RUFs with third parties, agents, or subcontractors other than those individual collaborators approved by NORC as part of a DUA. These organizations need to submit their own RUF applications and sign their own DUA.
- Researchers can merge or link to other public use files (PUFs), but they need to get prior approval from NORC. Merging or linking to other RUFs is prohibited.

Staffing requirements for using the RUF include:

- If new researchers join a research team, they follow the same application process as those previously approved.
- If a principal investigator moves to a new institution, he/she must re-apply for the RUFs.
- Graduate level students may access the RUFs but not undergraduates, and the RUFs are not meant for classroom use.

The DUA outlines requirements for the data protection plan which includes:

- RUFs may only be stored on private Internet networks, not publicly accessible networks or network segments, such as, public Wi-Fi.
- RUFs may only be stored on FedRAMP-certified cloud services if a cloud service is being used. Details on the specific FedRAMP vendor are provided. NORC must approve the service.
- RUF users follow a given protocol if a security incident occurs.

Also, prior to accessing the RUFs, applicants are required to take an EPOP-specific data security training to show their competence with handling sensitive data. The RUF training is divided into two parts. The first part covers differences between the PUF and RUF and the consequences of data breaches. The second part includes tools to identify and protect against small cell counts as well as examples of possible missteps. RUF applicants are required to pass a quiz on each of these sections.

After NORC approves the full application, the applicant obtains signatures on the DUA from the principal investigator, legal representative of the institution, security officer, and any researchers or tech support staff who will access the RUFs. Once all application steps are complete, NORC delivers the RUFs to the applicant by a Secure File Transfer Protocol (SFTP).

8.   REFERENCES

L. Sweeney. k-anonymity: A model for protecting privacy. International Journal on Uncertainty, Fuzziness and Knowledge-based Systems, 10 (5), 2002; 557-570.

APPENDICES

APPENDIX A: SAMPLE DESIGN

Appendix A-1: EPOP:2025 AmeriSpeak Panel Sampling Stratum

Race/Ethnicity	Age	Education	Gender
Non-Hispanic White/Other	18-34	Some College or Less	Male
			Female
		Bachelor's or Above	Male
			Female
	35-49	Some College or Less	Male
			Female
		Bachelor's or Above	Male
			Female
	50-64	Some College or Less	Male
			Female
		Bachelor's or Above	Male
			Female
	65+	Some College or Less	Male
			Female
		Bachelor's or Above	Male
			Female
Non-Hispanic Black	18-34	Some College or Less	Male
			Female
		Bachelor's or Above	Male
			Female
	35-49	Some College or Less	Male
			Female
		Bachelor's or Above	Male
			Female
	50-64	Some College or Less	Male
			Female
		Bachelor's or Above	Male
			Female
	65+	Some College or Less	Male
			Female
		Bachelor's or Above	Male
			Female
Hispanic	18-34	Some College or Less	Male
			Female
		Bachelor's or Above	Male
			Female
	35-49	Some College or Less	Male
			Female
		Bachelor's or Above	Male

Race/Ethnicity	Age	Education	Gender
			Female
	50-64	Some College or Less	Male
			Female
		Bachelor's or Above	Male
			Female
	65+	Some College or Less	Male
			Female
		Bachelor's or Above	Male
			Female

APPENDIX B: INSTRUMENT DESIGN

Appendix B-1: Survey Questionnaire Changes from EPOP:2024 to EPOP:2025

#	Change	Variable	Section	Type	Category
1	Added new item that asks how long Rs have been doing gig work.	S_GIGTIME_1	Screener	New Item	New Item
2	Added new item that asks about percent of income from gig work activities.	PE_GIGINCOME_1	Screener	New Item	New Item
3	Added new item that asks how much business owners cover the cost of health insurance for employees.	BO_EMPBENEFIT_HEALTHINS_1	Business Operations	New Item	New Item
4	Added new item that asks about challenges for business owners who do not offer health insurance.	BO_EMPBENEFIT_HEALTHINS_2	Business Operations	New Item	New Item
5	Added new item that asks gender assigned at birth.	DEM_GENDER_BIRTH	End Demographics	New Item	New Item
6	Added new item that asks current gender.	DEM_GENDER_CURRENT	End Demographics	New Item	New Item
7	Added new item that asks if R identifies as transgender.	DEM_GENDER_TRANS	End Demographics	New Item	New Item
8	Added new item that asks R to confirm gender changes.	DEM_GENDER_CONF	End Demographics	New Item	New Item
9	Added new item that asks sexual orientation.	DEM_SEX_ORIENT	End Demographics	New Item	New Item
10	Added new DOV flag for the AEO extension module that flags current business owners who have at least one employee of any type and are taking the survey in English.	DOV_AEO_MODULE	End Screener	New Item	New Item
11	Added new item for consent for the AEO extension module.	CONSENT_AEO	End Screener	New Item	New Item
12	Added new item for introduction and redirect into AEO extension module.	REDIRECT_AEO	End Screener	New Item	New Item
13	Updated DOV_MICROBIZ logic to include current business owners who have less than 10 W-2 employees (either full- or part-time) but can have any number of other employees.	DOV_MICROBIZ	Business Operations	Changed Item	Logic Update

#	Change	Variable	Section	Type	Category
14	Added DOV_GROUP = 4 or 5 to display logic for this item. Adjusted wording to account for additional DOV_GROUP respondents (e.g., changing tense for former business owners).	DISPLAY_BO_POSTPLANS	Business Operations	Changed Item	Logic Update
15	Added prompt to encourage respondents to not leave any number boxes blank.	BO_NUMEMPLOY_1	Business Operations	Changed Item	Logic Update
16	Removed DEM_AGE because we are only using AmeriSpeak sample.	DEM_AGE	Beginning Demographics	Removed Item	Removed Item
17	Removed DEM_AGE_RANGE because we are only using AmeriSpeak sample.	DEM_AGE_RANGE	Beginning Demographics	Removed Item	Removed Item
18	Removed SCR_UNDER18TERM because we are only using AmeriSpeak sample.	SCR_UNDER18TERM	Beginning Demographics	Removed Item	Removed Item
19	Removed SCR_NOAGETERM because we are only using AmeriSpeak sample.	SCR_NOAGETERM	Beginning Demographics	Removed Item	Removed Item
20	Removed DEM_STATE because we are only using AmeriSpeak sample.	DEM_STATE	Beginning Demographics	Removed Item	Removed Item
21	Removed TERMSORRY_SSI because we are only using AmeriSpeak sample.	TERMSORRY_SSI	Beginning Demographics	Removed Item	Removed Item
22	Removed SCR_NOSTATETERM because we are only using AmeriSpeak sample.	SCR_NOSTATETERM	Beginning Demographics	Removed Item	Removed Item
23	Removed DEM_COUNTY because we are only using AmeriSpeak sample.	DEM_COUNTY	Beginning Demographics	Removed Item	Removed Item
24	Removed DEM_CITY because we are only using AmeriSpeak sample.	DEM_CITY	Beginning Demographics	Removed Item	Removed Item
25	Removed DEM_ZIP because we are only using AmeriSpeak sample.	DEM_ZIP	Beginning Demographics	Removed Item	Removed Item
26	Removed DEM_GENDER because we are only using AmeriSpeak sample.	DEM_GENDER	Beginning Demographics	Removed Item	Removed Item
27	Removed DEM_HISPANIC because we are only using AmeriSpeak sample.	DEM_HISPANIC	Beginning Demographics	Removed Item	Removed Item
28	Removed DEM_RACE because we are only using AmeriSpeak sample.	DEM_RACE	Beginning Demographics	Removed Item	Removed Item
29	Removed DEM_EDU because we are only using AmeriSpeak sample.	DEM_EDU	End Demographics	Removed Item	Removed Item

#	Change	Variable	Section	Type	Category
30	Removed DEM_MARITAL because we are only using AmeriSpeak sample.	DEM_MARITAL	End Demographics	Removed Item	Removed Item

Appendix B-2: EPOP:2025 Micro Business Owner Variable Name & Question Text

Variable Names	Question Text
BO_IMPACT_1	Is your business mission-driven, with a focus on environmental sustainability and/or social impact?
BO_IMPACT_2	How is your business mission-driven?
BO_TAX_FILING_1	How confident do you feel in your ability to maximize tax credits and deductions available to your business? (*Please answer regardless of if you handle tax filing personally or rely on a tax professional*.)
BO_SERVICES_1	Which of the following business support services do you have access* to in your local community?
BO_SERVICES_2	You reported not having access* to the following business support services. Which of the following business support services would you most like to have access to in your local community?
BO_SERVICES_3	Which of the remaining business support services would you second most like to have access* to in your local community?
TECH_1	Is your business currently using generative AI**?
TECH_2	How is your business currently using generative AI** for administration?
TECH_3	How is your business currently using generative AI** for creative design?
TECH_4	How is your business currently using generative AI** for communications?
TECH_5	How is your business currently using generative AI** for strategic decision-making?
TECH_6	Besides the examples already discussed, is your business using generative AI** for any other reasons?
TECH_7	What other ways is your business using generative AI**?
TECH_8	Is your business planning to use generative AI** within the next 12 months?
TECH_9	How has the adoption of generative AI** impacted your workforce? (*By workforce, we refer to all types of workers used in your business, from full- and part-time staff to independent contractors and gig workers.*)
TECH_10	How would you describe the impact of generative AI** on the efficiency of your business processes?
TECH_11	How much do you agree or disagree with the following statement? *I find it difficult to keep up with technological changes in my industry.*
TECH_12	Overall, how would you rate your confidence in your business's ability to leverage the following digital technologies?

*[HOVER TEXT ON "access": Access refers to the availability or opportunity for you to utilize or benefit from services available at no cost, for a flexible fee, or at a discounted rate.]

**[HOVER TEXT ON "generative AI": "Generative AI" is a category of artificial intelligence (AI) that empowers machines to generate new content rather than simply analyze or manipulate existing data. By using models trained on vast amounts of data, generative AI can generate content – such as text, photos, audio, or video – that is sometimes indistinguishable from content developed directly by humans. Large language models (LLMs), which power chatbots and other text-based AI tools, represent one common type of generative AI (Federal Trade Commission, 2023).]

Appendix B-3: EPOP:2025 Employee Staffing and Management Experiences Variable Name & Question Text

Variable Names	Question Text
AEO_BACKGROUND_1	First, we want to understand your perspective and experience as a business owner. To what extent do you agree or disagree with the following statements about your job as a business owner?
AEO_BACKGROUND_2	How important are the following factors in motivating employees to work for your business?
AEO_BACKGROUND_3	In which of the following areas do you see the greatest opportunity to improve your business's ability to attract and retain employees?
AEO_BACKGROUND_4	Who is the primary person responsible for employment relations at your business (e.g., hiring, benefits, workplace policies)?
AEO_HRM_1	For which of the following functions do you use software in your business?
AEO_HRM_2	To what extent do you agree or disagree with the following statements about your benefits administration or payroll management software?
AEO_HRM_3	To what extent do you agree or disagree with the following reasons for not using benefits administration, payroll, bookkeeping, or scheduling/time tracking software?
AEO_CHALLENGES	To what extent do you agree or disagree with the following statements about your experience with staffing and employee management?
AEO_CHALLENGES_OPEN	What are the biggest challenges you have faced in staffing and employee management, and how did you address them (or how are you addressing them now)?

APPENDIX C: SURVEY DATA PROCESSING, EDITING, AND NON-DISCLOSURE

Appendix C-1: Cross Round Variable Changes When Comparing or Merging Data from EPOP:2023 to EPOP:2024

EPOP:2022 Variable Name	EPOP:2023 Variable Name	EPOP:2024 & 2025 Variable Name
n/a: Item not included	PE_CAPITAL_5_1	PE_CAPITAL_5_1_Y3
n/a: Item not included	PE_CAPITAL_5_2	PE_CAPITAL_5_2_Y3
n/a: Item not included	PE_CAPITAL_5_3	PE_CAPITAL_5_3_Y3
n/a: Item not included	PE_CAPITAL_5_4	PE_CAPITAL_5_4_Y3
n/a: Item not included	PE_CAPITAL_5_5	*n/a: Item not included*
n/a: Item not included	*n/a: Item not included*	PE_CAPITAL_5_5_Y3
n/a: Item not included	PE_CAPITAL_5_6	*n/a: Item not included*
n/a: Item not included	PE_CAPITAL_5_7	PE_CAPITAL_5_6_Y3
n/a: Item not included	*n/a: Item not included*	PE_CAPITAL_5_7_Y3
n/a: Item not included	PE_CAPITAL_6_1	PE_CAPITAL_6_1_Y3
n/a: Item not included	PE_CAPITAL_6_2	PE_CAPITAL_6_2_Y3
n/a: Item not included	PE_CAPITAL_6_3	*n/a: Item not included*
n/a: Item not included	*n/a: Item not included*	PE_CAPITAL_6_3_Y3
n/a: Item not included	PE_CAPITAL_6_4	*n/a: Item not included*
n/a: Item not included	PE_CAPITAL_6_5	*n/a: Item not included*
n/a: Item not included	PE_CAPITAL_6_6	PE_CAPITAL_6_4_Y3
n/a: Item not included	PE_CAPITAL_6_7	PE_CAPITAL_6_5_Y3
n/a: Item not included	*n/a: Item not included*	PE_CAPITAL_6_6_Y3
n/a: Item not included	PE_CAPITAL_7_1	PE_CAPITAL_7_1_Y3
n/a: Item not included	PE_CAPITAL_7_2	PE_CAPITAL_7_2_Y3
n/a: Item not included	PE_CAPITAL_7_3	*n/a: Item not included*
n/a: Item not included	*n/a: Item not included*	PE_CAPITAL_7_3_Y3
n/a: Item not included	PE_CAPITAL_7_4	*n/a: Item not included*
n/a: Item not included	PE_CAPITAL_7_5	*n/a: Item not included*
n/a: Item not included	PE_CAPITAL_7_6	PE_CAPITAL_7_4_Y3
n/a: Item not included	PE_CAPITAL_7_7	PE_CAPITAL_7_5_Y3
n/a: Item not included	*n/a: Item not included*	PE_CAPITAL_7_6_Y3
PE_CHALLENGE_1_1	PE_CHALLENGE_1_1_Y2	PE_CHALLENGE_1_1_Y2
PE_CHALLENGE_1_2	PE_CHALLENGE_1_2_Y2	PE_CHALLENGE_1_2_Y2

EPOP:2022 Variable Name	EPOP:2023 Variable Name	EPOP:2024 & 2025 Variable Name
PE_CHALLENGE_1_3	PE_CHALLENGE_1_3_Y2	PE_CHALLENGE_1_3_Y2
PE_CHALLENGE_1_4	PE_CHALLENGE_1_4_Y2	PE_CHALLENGE_1_4_Y2
PE_CHALLENGE_1_5	PE_CHALLENGE_1_5_Y2	PE_CHALLENGE_1_5_Y2
n/a: Item not included	PE_CHALLENGE_1_6_Y2	PE_CHALLENGE_1_6_Y2
n/a: Item not included	PE_CHALLENGE_1_7_Y2	PE_CHALLENGE_1_7_Y2
PE_CHALLENGE_1_6	PE_CHALLENGE_1_8_Y2	PE_CHALLENGE_1_8_Y2
n/a: Item not included	BO_ADDFINANCE_6_1	BO_ADDFINANCE_6_1_Y3
n/a: Item not included	BO_ADDFINANCE_6_2	BO_ADDFINANCE_6_2_Y3
n/a: Item not included	BO_ADDFINANCE_6_3	BO_ADDFINANCE_6_3_Y3
n/a: Item not included	BO_ADDFINANCE_6_4	BO_ADDFINANCE_6_4_Y3
n/a: Item not included	BO_ADDFINANCE_6_5	*n/a: Item not included*
n/a: Item not included	*n/a: Item not included*	BO_ADDFINANCE_6_5_Y3
n/a: Item not included	BO_ADDFINANCE_6_6	*n/a: Item not included*
n/a: Item not included	BO_ADDFINANCE_6_7	BO_ADDFINANCE_6_6_Y3
n/a: Item not included	BO_ADDFINANCE_7_1	BO_ADDFINANCE_7_1_Y3; BO_ADDFINANCE_7_1_Y4
n/a: Item not included	BO_ADDFINANCE_7_2	BO_ADDFINANCE_7_2_Y3
n/a: Item not included	*n/a: Item not included*	BO_ADDFINANCE_7_3_Y3
n/a: Item not included	BO_ADDFINANCE_7_3	*n/a: Item not included*
n/a: Item not included	BO_ADDFINANCE_7_4	*n/a: Item not included*
n/a: Item not included	BO_ADDFINANCE_7_5	*n/a: Item not included*
n/a: Item not included	BO_ADDFINANCE_7_6	BO_ADDFINANCE_7_4_Y3
n/a: Item not included	BO_ADDFINANCE_7_7	BO_ADDFINANCE_7_5_Y3
n/a: Item not included	BO_ADDFINANCE_8_1	BO_ADDFINANCE_8_1_Y3
n/a: Item not included	BO_ADDFINANCE_8_2	BO_ADDFINANCE_8_2_Y3
n/a: Item not included	*n/a: Item not included*	BO_ADDFINANCE_8_3_Y3
n/a: Item not included	BO_ADDFINANCE_8_3	*n/a: Item not included*
n/a: Item not included	BO_ADDFINANCE_8_4	*n/a: Item not included*
n/a: Item not included	BO_ADDFINANCE_8_5	*n/a: Item not included*
n/a: Item not included	BO_ADDFINANCE_8_6	BO_ADDFINANCE_8_4_Y3
BO_CHALLENGE_2_1	BO_CHALLENGE_2_1_Y2	BO_CHALLENGE_2_1_Y2
BO_CHALLENGE_2_2	BO_CHALLENGE_2_2_Y2	BO_CHALLENGE_2_2_Y2
BO_CHALLENGE_2_3	BO_CHALLENGE_2_3_Y2	BO_CHALLENGE_2_3_Y2

EPOP:2022 Variable Name	EPOP:2023 Variable Name	EPOP:2024 & 2025 Variable Name
BO_CHALLENGE_2_4	n/a: Item not included	n/a: Item not included
BO_CHALLENGE_2_5	BO_CHALLENGE_2_4_Y2	BO_CHALLENGE_2_4_Y2
BO_CHALLENGE_3_1	BO_CHALLENGE_3_1_Y2	BO_CHALLENGE_3_1_Y2
BO_CHALLENGE_3_2	BO_CHALLENGE_3_2_Y2	BO_CHALLENGE_3_2_Y2
BO_CHALLENGE_3_3	BO_CHALLENGE_3_3_Y2	BO_CHALLENGE_3_3_Y2
n/a: Item not included	BO_CHALLENGE_3_4_Y2	BO_CHALLENGE_3_4_Y2
BO_CHALLENGE_3_4	BO_CHALLENGE_3_5_Y2	BO_CHALLENGE_3_5_Y2
BO_CHALLENGE_4_1	BO_CHALLENGE_4_1_Y2	BO_CHALLENGE_4_1_Y2
BO_CHALLENGE_4_2	BO_CHALLENGE_4_2_Y2	BO_CHALLENGE_4_2_Y2
BO_CHALLENGE_4_3	BO_CHALLENGE_4_3_Y2	BO_CHALLENGE_4_3_Y2
BO_CHALLENGE_4_4	BO_CHALLENGE_4_4_Y2	BO_CHALLENGE_4_4_Y2
BO_CHALLENGE_4_5	BO_CHALLENGE_4_5_Y2	BO_CHALLENGE_4_5_Y2
BO_CHALLENGE_4_6	BO_CHALLENGE_4_6_Y2	BO_CHALLENGE_4_6_Y2
BO_CHALLENGE_4_7	BO_CHALLENGE_4_7_Y2	BO_CHALLENGE_4_7_Y2
BO_CHALLENGE_4_8	BO_CHALLENGE_4_8_Y2	BO_CHALLENGE_4_8_Y2
n/a: Item not included	BO_CHALLENGE_4_9_Y2	BO_CHALLENGE_4_9_Y2
n/a: Item not included	BO_CHALLENGE_4_10_Y2	BO_CHALLENGE_4_10_Y2
BO_CHALLENGE_4_9	BO_CHALLENGE_4_11_Y2	BO_CHALLENGE_4_11_Y2
BO_CHALLENGE_5_1	BO_CHALLENGE_5_1_Y2	BO_CHALLENGE_5_1_Y2
BO_CHALLENGE_5_2	BO_CHALLENGE_5_2_Y2	BO_CHALLENGE_5_2_Y2
BO_CHALLENGE_5_3	BO_CHALLENGE_5_3_Y2	BO_CHALLENGE_5_3_Y2
BO_CHALLENGE_5_4	BO_CHALLENGE_5_4_Y2	BO_CHALLENGE_5_4_Y2
BO_CHALLENGE_5_5	BO_CHALLENGE_5_5_Y2	BO_CHALLENGE_5_5_Y2
n/a: Item not included	BO_CHALLENGE_5_6_Y2	BO_CHALLENGE_5_6_Y2
BO_CHALLENGE_5_6	BO_CHALLENGE_5_7_Y2	BO_CHALLENGE_5_7_Y2
BO_CHALLENGE_ENDA	BO_CHALLENGE_ENDA_Y2	BO_CHALLENGE_ENDA_Y2
BO_CHALLENGE_ENDB	BO_CHALLENGE_ENDB_Y2	BO_CHALLENGE_ENDB_Y2
BO_CHALLENGE_ENDC	BO_CHALLENGE_ENDC_Y2	BO_CHALLENGE_ENDC_Y2
BO_CHALLENGE_ENDD	BO_CHALLENGE_ENDD_Y2	BO_CHALLENGE_ENDD_Y2
BO_CHALLENGE_ENDE	BO_CHALLENGE_ENDE_Y2	BO_CHALLENGE_ENDE_Y2
BO_CHALLENGE_ENDF	BO_CHALLENGE_ENDF_Y2	BO_CHALLENGE_ENDF_Y2
BO_CHALLENGE_ENDG	BO_CHALLENGE_ENDG_Y2	BO_CHALLENGE_ENDG_Y2

EPOP:2022 Variable Name	EPOP:2023 Variable Name	EPOP:2024 & 2025 Variable Name
BO_CHALLENGE_ENDH	BO_CHALLENGE_ENDH_Y2	BO_CHALLENGE_ENDH_Y2
BO_CHALLENGE_ENDI	BO_CHALLENGE_ENDI_Y2	BO_CHALLENGE_ENDI_Y2
BO_CHALLENGE_ENDJ	BO_CHALLENGE_ENDJ_Y2	BO_CHALLENGE_ENDJ_Y2
BO_CHALLENGE_ENDK	BO_CHALLENGE_ENDK_Y2	BO_CHALLENGE_ENDK_Y2
BO_CHALLENGE_ENDL	BO_CHALLENGE_ENDL_Y2	BO_CHALLENGE_ENDL_Y2
BO_CHALLENGE_ENDM	BO_CHALLENGE_ENDM_Y2	BO_CHALLENGE_ENDM_Y2
n/a: Item not included	BO_CHALLENGE_ENDN_Y2	BO_CHALLENGE_ENDN_Y2
BO_CHALLENGE_ENDN	BO_CHALLENGE_ENDO_Y2	BO_CHALLENGE_ENDO_Y2
BO_CHALLENGE_ENDO	BO_CHALLENGE_ENDP_Y2	BO_CHALLENGE_ENDP_Y2
BO_CHALLENGE_ENDP	BO_CHALLENGE_ENDQ_Y2	BO_CHALLENGE_ENDQ_Y2
BO_CHALLENGE_ENDQ	BO_CHALLENGE_ENDR_Y2	BO_CHALLENGE_ENDR_Y2
BO_CHALLENGE_ENDR	BO_CHALLENGE_ENDS_Y2	BO_CHALLENGE_ENDS_Y2
BO_CHALLENGE_ENDS	BO_CHALLENGE_ENDT_Y2	BO_CHALLENGE_ENDT_Y2
BO_CHALLENGE_ENDT	BO_CHALLENGE_ENDU_Y2	BO_CHALLENGE_ENDU_Y2
BO_CHALLENGE_ENDU	BO_CHALLENGE_ENDV_Y2	BO_CHALLENGE_ENDV_Y2
n/a: Item not included	BO_CHALLENGE_ENDW_Y2	BO_CHALLENGE_ENDW_Y2
n/a: Item not included	BO_CHALLENGE_ENDX_Y2	BO_CHALLENGE_ENDX_Y2
BO_CHALLENGE_ENDV	BO_CHALLENGE_ENDY_Y2	BO_CHALLENGE_ENDY_Y2
BO_CHALLENGE_ENDW	BO_CHALLENGE_ENDZ_Y2	BO_CHALLENGE_ENDZ_Y2
BO_CHALLENGE_ENDX	BO_CHALLENGE_ENDAA_Y2	BO_CHALLENGE_ENDAA_Y2
BO_CHALLENGE_ENDY	BO_CHALLENGE_ENDBB_Y2	BO_CHALLENGE_ENDBB_Y2
BO_CHALLENGE_ENDZ	BO_CHALLENGE_ENDCC_Y2	BO_CHALLENGE_ENDCC_Y2
n/a: Item not included	BO_CHALLENGE_ENDDD_Y2	BO_CHALLENGE_ENDDD_Y2
DEM_HOUSEHOLD_1_RUF	*n/a: Item not included; refer to DEM_HOUSENUM_DRV*	*n/a: Item not included; refer to DEM_HOUSENUM_DRV*
DEM_HOUSEHOLD_2_RUF	DEM_HOUSEHOLD_1_Y2_DRV	DEM_HOUSEHOLD_1_Y2_DRV
DEM_HOUSEHOLD_3_RUF	DEM_HOUSEHOLD_2_Y2_DRV	DEM_HOUSEHOLD_2_Y2_DRV
DEM_HOUSEHOLD_4_RUF	DEM_HOUSEHOLD_3_Y2_DRV	DEM_HOUSEHOLD_3_Y2_DRV
DEM_HOUSEHOLD_5_RUF	DEM_HOUSEHOLD_4_Y2_DRV	DEM_HOUSEHOLD_4_Y2_DRV
DEM_HOUSENUM_RUF	DEM_HOUSENUM_DRV	DEM_HOUSENUM_DRV
GP_CONSIDER_1_1	GP_CONSIDER_1_1_Y2	GP_CONSIDER_1_1_Y2
GP_CONSIDER_1_2	GP_CONSIDER_1_2_Y2	GP_CONSIDER_1_2_Y2
GP_CONSIDER_1_3	GP_CONSIDER_1_3_Y2	GP_CONSIDER_1_3_Y2

EPOP:2022 Variable Name	EPOP:2023 Variable Name	EPOP:2024 & 2025 Variable Name
GP_CONSIDER_1_4	GP_CONSIDER_1_4_Y2	GP_CONSIDER_1_4_Y2
GP_CONSIDER_1_5	GP_CONSIDER_1_5_Y2	GP_CONSIDER_1_5_Y2
GP_CONSIDER_1_6	GP_CONSIDER_1_6_Y2	GP_CONSIDER_1_6_Y2
GP_CONSIDER_1_7	GP_CONSIDER_1_7_Y2	GP_CONSIDER_1_7_Y2
GP_CONSIDER_1_8	GP_CONSIDER_1_8_Y2	GP_CONSIDER_1_8_Y2
GP_CONSIDER_1_9	GP_CONSIDER_1_9_Y2	GP_CONSIDER_1_9_Y2
GP_CONSIDER_1_10	GP_CONSIDER_1_10_Y2	GP_CONSIDER_1_10_Y2
GP_CONSIDER_1_11	GP_CONSIDER_1_11_Y2	GP_CONSIDER_1_11_Y2
GP_CONSIDER_1_12	GP_CONSIDER_1_12_Y2	GP_CONSIDER_1_12_Y2
GP_CONSIDER_1_13	GP_CONSIDER_1_13_Y2	GP_CONSIDER_1_13_Y2
GP_CONSIDER_1_14	GP_CONSIDER_1_14_Y2	GP_CONSIDER_1_14_Y2
GP_CONSIDER_1_15	GP_CONSIDER_1_15_Y2	GP_CONSIDER_1_15_Y2
GP_CONSIDER_1_16	GP_CONSIDER_1_16_Y2	GP_CONSIDER_1_16_Y2
n/a: Item not included	GP_CONSIDER_1_17_Y2	GP_CONSIDER_1_17_Y2
GP_CONSIDER_1_17	GP_CONSIDER_1_18_Y2	GP_CONSIDER_1_18_Y2
DEM_HOUSEHOLD_1_RUF	*n/a: Item not included; refer to DEM_HOUSENUM_DRV*	*n/a: Item not included; refer to DEM_HOUSENUM_DRV*
DEM_HOUSEHOLD_2_RUF	DEM_HOUSEHOLD_1_Y2_DRV	DEM_HOUSEHOLD_1_Y2_DRV
DEM_HOUSEHOLD_3_RUF	DEM_HOUSEHOLD_2_Y2_DRV	DEM_HOUSEHOLD_2_Y2_DRV
DEM_HOUSEHOLD_4_RUF	DEM_HOUSEHOLD_3_Y2_DRV	DEM_HOUSEHOLD_3_Y2_DRV
DEM_HOUSEHOLD_5_RUF	DEM_HOUSEHOLD_4_Y2_DRV	DEM_HOUSEHOLD_4_Y2_DRV
DEM_HOUSENUM_RUF	DEM_HOUSENUM_DRV	DEM_HOUSENUM_DRV

Appendix C-2: EPOP Round Specific Variable Names

EPOP:2022 Variable Name & Response Values	EPOP:2023 Variable Name & Response Values	EPOP:2024 Variable Name & Response Values	EPOP:2025 Variable Name & Response Values
BO_STARTBIZ_1_PUF	BO_STARTBIZ_1_Y2_PUF	BO_STARTBIZ_1_Y3_PUF	BO_STARTBIZ_1_Y4_PUF
1: Before 1980	1: Before 1990	1: Before 1990	1: Before 1990
2: 1980-1989	2: 1990-1999	2: 1990-1999	2: 1990-1999
3: 1990-1999	3: 2000-2009	3: 2000-2009	3: 2000-2009
4: 2000-2009	4: 2010-2014	4: 2010-2014	4: 2010-2014
5: 2010-2014	5. 2015-2016	5. 2015-2016	5. 2015-2016
6: 2015-2016	6: 2017-2018	6: 2017-2018	6: 2017-2018
7: 2017-2018	7: 2019	7: 2019	7: 2019-2021
8: 2019	8: 2020	8: 2020	8: 2022-2024
9: 2020	9: 2021	9: 2021	9: 2025
10: 2021	10: 2022-2023	10: 2022-2024	
BO_STARTBIZ_1_RUF	BO_STARTBIZ_1_Y2_RUF	BO_STARTBIZ_1_Y3_RUF	BO_STARTBIZ_1_Y4_RUF
1: Before 1970	1: Before 1980	1: Before 1980	1: Before 1980
2: 1970-1979	2: 1980-1989	2: 1980-1989	2: 1980-1989
3: 1980-1989	3: 1990-1999	3: 1990-1999	3: 1990-1999
4: 1990-1999	4: 2000-2009	4: 2000-2009	4: 2000-2009
5: 2000-2009	5: 2010	5: 2010	5: 2010
6: 2010	6: 2011	6: 2011	6: 2011
7: 2011	7: 2012	7: 2012	7: 2012
8: 2012	8: 2013	8: 2013	8: 2013
9: 2013	9: 2014	9: 2014	9: 2014
10: 2014	10: 2015	10: 2015	10: 2015
11: 2015	11: 2016	11: 2016	11: 2016
12: 2016	12: 2017	12: 2017	12: 2017
13: 2017	13: 2018	13: 2018	13: 2018
14: 2018	14: 2019	14: 2019	14: 2019
15: 2019	15: 2020	15: 2020	15: 2020
16: 2020	16: 2021	16: 2021	16: 2021
17: 2021	17: 2022	17: 2022	17: 2022
	18: 2023	18: 2023	18: 2023
		19: 2024	19: 2024
			20: 2025

EPOP:2022 Variable Name	EPOP:2023 Variable Name	EPOP:2024 & 2025 Variable Name	EPOP:2022 Response Values	EPOP:2023 Response Values	EPOP:2024 & 2025 Response Values
BO_NUMEMPLOY_1_PUF	BO_NUMEMPLOY_1_Y2_PUF	BO_NUMEMPLOY_1_Y3_PUF	0: 0	0: 0	0: 0
			1: 1-4	1: 1-4	1: 1-9
			2: 5-9	2: 5-9	2: 10-49
			3: 10-19	3: 10-19	3: 50-99
			4: 20-49	4: 20-49	4: 100-199
			5: 50-74	5: 50-99	5: 200+
			6: 75-99	5: 50-99	
			7: 100+	6: 100-199	
			7: 100+	7: 200+	

Appendix C-3: Data Aggregation of Recoding of EPOP:2024 Variables

EPOP:2022 Variable Name	EPOP:2023, EPOP:2024, & EPOP: 2025 Variable Name	EPOP:2022 Response Values		EPOP:2023, EPOP:2024, & EPOP: 2025 Response Values	
BO_EXITSTRAT_1	BO_EXITSTRAT_1_Y2	1.	Sold your business at a loss	1.	Sold your business at a loss
		2.	Sold your business at more or less break even	2.	Sold your business at more or less break even
		3.	Sold your business at a profit	3.	Sold your business at a profit
		4.	Bankruptcy or liquidation	4.	Bankruptcy or liquidation
		5.	Transferred business to a family member	5.	Transferred business to a family member
		6.	Did not complete any forms/paperwork, just stopped working or taking work	6.	Did not complete any forms/paperwork, just stopped working or taking work
			n/a: value not included in Year 1	7.	Transferred business to a non-family member
			n/a: value not included in Year 1	8.	Converted the business to an employee ownership model
		7.	Other, specify: [TEXTBOX]	9.	Other, specify: [TEXTBOX]
S_FORMFREE_STAT_1	S_FORMFREE_STAT_1_Y2	1.	Yes, I am still working for myself as a freelancer, consultant, or independent contractor		1. Yes
		2.	No, I stopped working as a freelancer, consultant, or independent contractor <u>within the last 5 years</u>		2. No
		3.	No, I stopped working as a freelancer, consultant, or independent contractor <u>more than 5 years ago</u>		2. No

EPOP:2022 Variable Name	EPOP:2023, EPOP:2024, & EPOP: 2025 Variable Name	EPOP:2022 Response Values	EPOP:2023, EPOP:2024, & EPOP: 2025 Response Values
S_GIGPLATFORM_DRV	S_GIGPLATFORM_Y2_DRV	1: Confirmed Gig Platform: Services	1: Confirmed Gig Platform: Services
		2: Confirmed Gig Platform: Selling/Renting of Goods	2: Confirmed Gig Platform: Selling/Renting of Goods
		3: Confirmed Gig Platform: Online Surveys	3: Confirmed Gig Platform: Online Surveys
		4: Payment Provider	4: Payment Provider
		5: Unconfirmed Gig Work	5: Unconfirmed/unlikely Gig Work
		6: Unlikely Gig Work	5: Unconfirmed/unlikely Gig Work
DEM_MARITAL_PUF	DEM_MARITAL_Y2_PUF	1: Married	1: Married/Cohabiting
		2: Widowed	2: Widowed/Divorced/Separated
		3: Divorced/Separated	2: Widowed/Divorced/Separated
		4: Single	3: Single
		5: Cohabiting	1: Married/Cohabiting
BO_NUMEMPLOY_1_RUF	BO_NUMEMPLOY_1_Y2_RUF	0: 0	0: 0
		1: 1	1: 1
		2: 2	2: 2
		3: 3	3: 3
		4: 4	4: 4
		5: 5	5: 5
		6: 6	6: 6
		7: 7	7: 7
		8: 8	8: 8
		9: 9	9: 9
		10: 10-14	10: 10-14
		11: 15-19	11: 15-19

EPOP:2022 Variable Name	EPOP:2023, EPOP:2024, & EPOP: 2025 Variable Name	EPOP:2022 Response Values	EPOP:2023, EPOP:2024, & EPOP: 2025 Response Values
		12: 20-29	12: 20-29
		13: 30-49	13: 30-49
		14: 50-74	14: 50-74
		15: 75-99	15: 75-99
		16: 100-199	16: 100-199
		17: 200+	17: 200-499
		17: 200+	18: 500-999
		17: 200+	19: 1000+
BO_REVENUE_1_PUF	BO_REVENUE_1_Y2_PUF	1: 0-99	0: 0
		1: 0-99	1: 1-99
		2: 100-499	2: 100-499
		3: 500-999	3: 500-999
		4: 1,000-4,999	4: 1,000-4,999
		5: 5,000-9,999	5: 5,000-9,999
		6: 10,000-24,999	6: 10,000-24,999
		7: 25,000-49,999	7: 25,000-49,999
		8: 50,000-74,999	8: 50,000-74,999
		9: 75,000-99,999	9: 75,000-99,999
		10: 100,000-249,999	10: 100,000-249,999
		11: 250,000-499,999	11: 250,000-499,999
		12: 500,000-999,999	12: 500,000+
		13: 1,000,000+	12: 500,000+
BO_REVENUE_2_PUF	BO_REVENUE_2_Y2_PUF	1: 0-99	0: 0
		1: 0-99	1: 1-99
		2: 100-499	2: 100-499

EPOP:2022 Variable Name	EPOP:2023, EPOP:2024, & EPOP: 2025 Variable Name	EPOP:2022 Response Values	EPOP:2023, EPOP:2024, & EPOP: 2025 Response Values
		3: 500-999	3: 500-999
		4: 1,000-4,999	4: 1,000-4,999
		5: 5,000-9,999	5: 5,000-9,999
		6: 10,000-24,999	6: 10,000-24,999
		7: 25,000-49,999	7: 25,000-49,999
		8: 50,000-74,999	8: 50,000-74,999
		9: 75,000-99,999	9: 75,000-99,999
		10: 100,000-249,999	10: 100,000-249,999
		11: 250,000-499,999	11: 250,000+
		12: 500,000+	11: 250,000+

Entrepreneurship in the Population Survey: 2025

Instructions for Data Users and Readers

EPOP:2025 involved a change in sample design relative to past rounds of the survey.

- In EPOP:2022, 2023 and 2024, the sample sources included AmeriSpeak, a probability-based sample, an address-based sample, and opt-in online survey panels. For EPOP:2025, the AmeriSpeak panel was the only sample source.
- In prior rounds, the survey used a State and MSA sample design. EPOP:2025 used a national sample design centered around creating national estimates.

The EPOP:2025 sample was selected solely from the AmeriSpeak Panel using sampling strata at the national level based on race/ethnicity, age, educational attainment, and sex. More information on prior round sample construction, including information regarding opt-in online survey panels and the ABS frame sources can be found in EPOP:2022, 2023, and 2024 Data User Guides.

- Text that appears in black or red font was displayed to the respondent.
- Text shown in bright Yellow and underlined was displayed to the respondent and included a link to explanatory hover text that could be displayed if the respondent wanted further explanation.
- Dark yellow text shows variable names, skip logic, and instructions for programming the creation of variables and navigation through the instrument.
- Throughout the survey, Missing and Don't Know are recorded as -3 and -5, respectively.

EPOP Survey Use and Citation

The full title of the survey is "The Entrepreneurship in the Population Survey" and the abbreviation is EPOP Survey. In referencing a specific year, follow these standards:

Full Project title: The Entrepreneurship in the Population Survey: 2025

Abbreviation: EPOP:2025

Citation: "Entrepreneurship in the Population (EPOP) Survey Project Questionnaire: 2025." NORC at the University of Chicago. July 31, 2025. EPOP.norc.org.

Researchers are welcome to use some or all the EPOP Survey questionnaire for other collections. However, we respectively request you give prior notification to the EPOP Survey researchers at EPOPresearch@norc.org. And subsequently, you give appropriate credit to the NORC EPOP

research team by mentioning this source using this provided citation.

Please note that there are a new set of survey items included in the EPOP:2025 asked of microbusiness owners (i.e., business owners with 0-9 employees) – those items were developed and funded by the Association of Enterprise Opportunity. The data related to these questions are provided in the EPOP:2025 Public Use File.

AmeriSpeak Panel Sample Start

[DISPLAY]
DISPLAY_WINTRO_1
Thank you for agreeing to participate in the EPOP Survey!

The EPOP or Entrepreneurship in the Population Survey is trying to understand the attitudes and experiences of people who own businesses or are self-employed; have thought about starting their own business; or used to own a business. This survey is also for people who have never owned a business and never wanted to – we want to hear everyone's opinions about entrepreneurship in general.

Your responses to this survey are completely confidential – any information you provide will be held in strict confidence. NORC and the Kauffman Foundation (our funder) will use the information you provide for statistical purposes only. Answers to the survey will be kept anonymous and we will not share any of your personal information with anyone.

While we hope you will take the survey, please know your participation in this research is voluntary, and you have the right to stop at any time or skip any question you don't wish to answer.

We estimate the survey will take 20 minutes depending on your past experiences.

To thank you for sharing your opinions, we will give you a reward of AmeriPoints after completing the survey.

Please use the "Continue" button to move forward within the questionnaire. Do not use your browser buttons.

Entrepreneurial Activity Screener

S_JOBSTAT_1.

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.

RESPONSE OPTIONS

1. Yes
2. No

[SHOW IF S_JOBSTAT_1 <> 1]

S_JOBSTAT_2.
In the last week, did you do ANY work for pay, even for as little as one hour?

RESPONSE OPTIONS

1. Yes
2. No

[SHOW IF S_JOBSTAT_2 <> 1]

S_JOBSTAT_3.
In the last week, did you look for work?

RESPONSE OPTIONS

1. Yes
2. No

[SHOW IF S_JOBSTAT_1 <> 1 AND S_JOBSTAT_2 <> 1]

S_JOBSTAT_4.
What were your reasons for not working during the last week?

 Select all that apply.

RESPONSE OPTIONS

1. Retired
2. On layoff from a job
3. Student

4. Family responsibilities
5. Chronic illness or permanent disability
6. Suitable job not available
7. Did not need or want to work
8. None of the above

[SHOW IF S_JOBSTAT_4 = 8,77,98,99]

S_JOBSTAT_5.
Were you not working for any of the following reasons during the last week?

Select all that apply.

RESPONSE OPTIONS

1. You were self-employed and not getting paid during this time.
2. You were on vacation from work or traveling while holding a job.
3. You were on paid sick leave, personal leave, or other temporary leave.
4. You were on a job that did not pay but had other benefits.
5. You were on a sabbatical.
6. None of the above

[SHOW IF S_JOBSTAT_1 = 77,98,99 AND S_JOBSTAT_2 = 77,98,99 AND
S_JOBSTAT_5 = 6,77,98,99]

S_JOBSTAT_6.
Without your job status, we cannot continue the survey. If you have questions about the
Entrepreneurship in the Population Survey, contact us at EPOP@norc.org or 1-866-611-
EPOP (1-866-611-3767). Thank you!

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.*

RESPONSE OPTIONS

1. Yes
2. No

[SHOW IF S_JOBSTAT_6=77,98,99]

SUSPEND_AS.
Without your job status, we cannot continue the survey. If you would like to provide your job status and continue the survey, please [CAWI: click the 'Previous' button below and; CATI: let me know and you can] select a response for the last question. If you have questions about the Entrepreneurship in the Population Survey, contact us at EPOP@norc.org or 1-866-611-EPOP (1-866-611-3767).

IF R CLICKS CONTINUE BUTTON AND S_JOBSTAT_6=77,98,99, SET QUAL=2 AND GO TO TERMSORRY.

TERMSORRY.
Thank you for your time today. Unfortunately, you are not eligible for this study. We value your opinion and hope that you will participate in future AmeriSpeak surveys.

We will redirect you to the AmeriSpeak Member Portal in seconds.

Thank you for your time today. Unfortunately, you are not eligible for this study. Thank you so much for your participation. We will be in touch when your next survey is available.

COMPUTE WORKING STATUS

COMPUTE DOV_WORKING **(THIS SETS THE CURRENTLY WORKING FLAG TO YES)**

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

DOV_WORKING = 1.

ELSE DOV_WORKING = 0.

[SHOW IF DOV_WORKING = 1]

S_JOB_1.
Which one of the following best describes your <u>main</u> job/work arrangement in the last week?

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

I AM SELF-EMPLOYED or a BUSINESS OWNER

1. An owner of a business, professional practice, or farm (*excluding consultant, freelancer, and independent contractor work*)
2. A self-employed consultant, freelancer, or independent contractor *(you may receive a Form 1099 or be paid informally off the books)*

I WORK FOR A COMPANY or ORGANIZATION OWNED or RUN BY SOMEONE ELSE

1. A <u>for-profit</u> company or organization
2. A <u>non-profit</u> company or organization

I WORK FOR THE GOVERNMENT

3. A <u>local</u> government (*such as a city, county, school district*)
4. A <u>state</u> government (*including state colleges*)
5. The <u>U.S. military</u> service, active duty, or Commissioned Corps
6. The <u>U.S. government</u> (*as a civilian employee*)
7. A <u>non-U.S. government</u>

[SHOW IF S_JOB_1 = 2,3,4]

S_GIGCHECK_1.
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 <u>main job or work arrangement</u> 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 <u>other activities</u>.

[HOVER TEXT ON "<u>other activities</u>":

- 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]

RESPONSE OPTIONS

1. Yes
2. No
77. Unsure

[SHOW IF DOV_WORKING = 1]

S_PAIDJOB_1.

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

[HOVER TEXT: If you have multiple jobs <u>in addition to your main job</u>, report on the additional job for which you worked the most hours.]

RESPONSE OPTIONS

1. Yes
2. No

[SHOW IF S_PAIDJOB_1 = 1]

S_JOB_2.

Which one of the following best describes your <u>second</u> job/work arrangement over the last week?

RESPONSE OPTIONS

I AM SELF-EMPLOYED or a BUSINESS OWNER

1. An owner of a business, professional practice, or farm (*excluding consultant, freelancer, and independent contractor work*)
2. A self-employed consultant, freelancer, or independent contractor (*you may receive a Form 1099 or be paid informally off the books*)

I WORK FOR A COMPANY or ORGANIZATION OWNED or RUN BY SOMEONE ELSE

---

1. A <u>for-profit</u> company or organization
2. A <u>non-profit</u> company or organization

I WORK FOR THE GOVERNMENT

3. A <u>local</u> government (*such as a city, county, school district*)
4. A <u>state</u> government (*including state colleges*)
5. The <u>U.S. military</u> service, active duty, or Commissioned Corps
6. The <u>U.S. government</u> (*as a civilian employee*)
7. A <u>non-U.S. government</u>

[SHOW IF S_JOB_2 = 2,3,4]

S_GIGCHECK_2.
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 <u>second job/work arrangement</u> 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 <u>other activities</u>.

[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]

RESPONSE OPTIONS

1. Yes
2. No
77. Unsure

[SHOW IF S_JOB_1 = 3,4,5,6,7,8,9,77,98,99,MISSING AND S_JOB_2 = 3,4,5,6,7,8,9,77,98,99,MISSING]

S_FORMBIZ_1.

Have you ever owned a business, professional practice, or farm (*excluding consultant, freelancer, and independent contractor work*)?

RESPONSE OPTIONS

1. Yes
2. No

[SHOW IF (S_JOB_1 = 2 AND S_JOB_2=2,3,4,5,6,7,8,9,77,98,99,MISSING) OR (S_JOB_2 = 2 AND S_JOB_1 = 2,3,4,5,6,7,8,9,77,98,99,MISSING)]

S_FORMBIZ_2.

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*)?

RESPONSE OPTIONS

1. Yes
2. No

[SHOW IF S_JOB_1 = 1 OR S_JOB_2 = 1]

S_ADDBIZ_1.

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 <u>currently</u> own any other businesses, professional practices, or farms (*excluding consultant, freelancer, and independent contractor work*)?

RESPONSE OPTIONS

1. Yes
2. No

[SHOW IF S_ ADDBIZ_1 = 1]

S_ADDBIZ_2.

How many total businesses, professional practices, or farms do you own?

RESPONSE OPTIONS

1. 2
2. 3
3. 4
4. 5 or more

[SHOW IF S_JOB_1 = 1 OR S_JOB_2 = 1]

S_ADDBIZ_3.
Outside of the business(es) you currently own, have you ever <u>in the past</u> owned a business, professional practice, or farm that you closed, sold, or left?

RESPONSE OPTIONS

1. Yes
2. No

[SHOW IF S_FORMBIZ_1 = 1 OR S_FORMBIZ_2 = 1]

S_FORMBIZ_STAT_1.
Do you still own this business, professional practice, or farm?

RESPONSE OPTIONS

1. Yes
2. No

[SHOW IF S_FORMBIZ_STAT_1 = 2 OR S_ADDBIZ_3 = 1]

[NUMBOX]

S_FORMBIZ_STAT_2.
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.

[NUMBOX, Range 1920-2025]

[SHOW IF S_FORMBIZ_STAT_2 = 77,98,99]

S_FORMBIZ_STAT_3.
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.

RESPONSE OPTIONS

1. Within the last 5 years
2. 6 to 10 years ago
3. 11 to 20 years ago
4. More than 20 years ago

[SHOW IF S_JOB_1 = 1,3,4,5,6,7,8,9,77,98,99,MISSING AND S_JOB_2 = 1,3,4,5,6,7,8,9,77,98,99,MISSING]

S_FORMFREE_1.
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*)?

RESPONSE OPTIONS

1. Yes
2. No

[SHOW IF S_JOB_1 = 2 OR S_JOB_2 = 2]

S_ADDFREE_1.
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?

RESPONSE OPTIONS

1. Yes
2. No

[SHOW IF S_ ADDFREE_1 = 1]

S_ADDFREE_2.
How many total consultant, freelancer, or independent contractor jobs do you have?

RESPONSE OPTIONS

1. 2
2. 3
3. 4
4. 5 or more

[SHOW IF S_JOB_1 = 2 OR S_JOB_2 = 2]

S_ADDFREE_3.
Outside of your current consultant, freelance, or independent contractor work, did you do any consulting, freelance, or independent contractor work <u>in the past</u> that you no longer do now?

RESPONSE OPTIONS

1. Yes
2. No

[SHOW IF S_FORMFREE_1 = 1]

S_FORMFREE_STAT_1.
Are you still working for yourself as a consultant, freelancer, or independent contractor either full-time or part-time?

RESPONSE OPTIONS

1. Yes
2. No

[SHOW IF S_FORMFREE_STAT_1 = 2 OR S_ADDFREE_3 = 1]

[NUMBOX]

S_FORMFREE_STAT_2.
In what year did you stop doing this previous work as a consultant, freelancer, or independent contractor?

[NUMBOX, Range 1920-2025]

[SHOW IF S_FORMFREE_STAT_2 = 77,98,99]

S_FORMFREE_STAT_3.
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.

RESPONSE OPTIONS

1. Within the last 5 years
2. 6 to 10 years ago
3. 11 to 20 years ago
4. More than 20 years ago

S_NASCENT_1.
Are you, alone or with others, currently trying to start a <u>new</u> business, professional practice, or farm, including any form of self-employment, consulting, freelancing, or independent contracting, or selling any goods or services to others?

RESPONSE OPTIONS

1. Yes
2. No

COMPUTE DOV_CUR_ENTR (THIS SETS THE <u>CURRENT ENTREPRENEUR</u> FLAG TO YES)

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.

COMPUTE DOV_CUR_FREE (THIS SETS THE <u>CURRENT FREELANCER</u> FLAG TO YES)

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.

COMPUTE DOV_FORM_ENTR (THIS SETS THE <u>FORMER ENTREPRENEUR</u> FLAG TO YES)

IF ((S_FORMBIZ_STAT_1=02,77,98,99 AND (S_FORMBIZ_1 = 1 OR S_FORMBIZ_2 = 1)) OR S_ADDBIZ_3=01)   DOV_FORM_ENTR = 1.

ELSE DOV_FORM_ENTR = 0.

COMPUTE DOV_FORM_FREE (THIS SETS THE <u>FORMER FREELANCER</u> FLAG TO YES)

IF ((S_FORMFREE_STAT_1=02,77,98,99 AND S_FORMFREE_1 = 1) OR S_ADDFREE_3=01)   DOV_FORM_FREE = 1.

ELSE DOV_FORM_FREE = 0.

COMPUTE DOV_NASCENT (THIS SETS THE <u>NASCENT</u> FLAG TO YES)

IF S_NASCENT_1 = 1   DOV_NASCENT = 1.

ELSE DOV_NASCENT = 0.

S_WITHDRAW_1.
[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 <u>considered starting</u> 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 <u>but decided to wait or change your mind</u> ?

1. Yes
2. No

COMPUTE DOV_WITHDRAW (THIS SETS THE <u>WITHDRAWN</u> FLAG TO YES)

IF S_WITHDRAW_1 = 1   DOV_WITHDRAW = 1.

ELSE DOV_WITHDRAW = 0.

[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]

S_INTEREST_2.
How interested were you in starting your own business, professional practice, or farm, or working for yourself as a consultant, freelancer, or independent contractor?

RESPONSE OPTIONS

1. Not at all interested
2. Slightly interested
3. Somewhat interested
4. Very interested
5. Extremely interested

[SHOW IF (S_GIGCHECK_1=2,77,98,99 OR MISSING(S_GIGCHECK_1)) AND (S_GIGCHECK_2=2,77,98,99 OR MISSING(S_GIGCHECK_2)]

S_GIGCHECK_3.
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 DOV_WORKING=1: <u>Outside of the forms of employment you have already mentioned</u>, 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]

RESPONSE OPTIONS

1. Yes
2. No
77. Unsure

[SHOW IF DOV_CUR_FREE = 1]

S_GIGPLATFORM_1.
Is your consulting, freelance, or independent contract work conducted through a company that coordinates payments or relationships with clients?

RESPONSE OPTIONS

1. Yes
2. No
77. Unsure

[SHOW IF S_GIGPLATFORM_1 = 1 OR S_GIGCHECK_1 = 1 OR S_GIGCHECK_2 = 1 OR S_GIGCHECK_3 = 1]

S_GIGPLATFORM_2.
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?

[IF DOV_CUR_FREE = 1:/ELSE:]

RESPONSE OPTIONS

1. Yes
2. No
77. Unsure

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?

S_GIGTIME_1.
About how long have you been doing this gig work?

RESPONSE OPTIONS

1. Less than 6 months
2. 6 to 11 months
3. 1 to 2 years
4. 3 to 4 years
5. 5 to 9 years
6. 10 years or more

PE_GIGREASON_1.
In the last 6 months, which of the following are the primary reasons why you have engaged in gig work activities?

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]

Select all that apply.

RESPONSE OPTIONS

1. To earn money as a primary source of income
2. To earn extra money to supplement pay from my current employment, or other regular source of income
3. To earn extra money to supplement my retirement, pension, or disability income
4. To earn extra money to help family or friends
5. To earn extra money while I am working to start my own business
6. To earn extra money while I am making a career transition
7. To maintain existing employment-related skills
8. To acquire new employment-related skills
9. To see what it is like working for myself
10. To have flexibility in my work schedule
11. To network/meet people
12. Just for fun or as a hobby
13. Other reason, specify:

[SHOW IF S_GIGCHECK_1 = 1 OR S_GIGCHECK_2 = 1 OR S_GIGCHECK_3 = 1]

PE_GIGINCOME_1.
In the last 6 months, about what percent of your household income has come from gig work activities?

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]

Please choose the option that is closest to your actual percentage.

RESPONSE OPTIONS

1. None of my income has come from gig work
2. About 25% of my income has come from gig work
3. About 50% of my income has come from gig work
4. About 75% of my income has come from gig work
5. All of my income has come from gig work

Compute Entrepreneurship Status

COMPUTE DOV_GIGWORK (SET THE GIG WORKER FLAG)

IF S_GIGCHECK_1 = 1 OR S_GIGCHECK_2 = 1 OR S_GIGCHECK_3 = 1
        DOV_GIGWORK = 1.

ELSE DOV_GIGWORK = 0.

[DISPLAY DOV_GIGWORK]

COMPUTE DOV_GENPOP (SET THE GENERAL POPULATION FLAG)

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.

[DISPLAY DOV_GENPOP]

COMPUTE DOV_GROUP

IF DOV_CUR_ENTR = 1   DOV_GROUP = 1 "current business owner"

ELSE IF DOV_CUR_FREE = 1   DOV_GROUP = 2 "current freelancer"

ELSE IF DOV_NASCENT = 1   DOV_GROUP = 3 "nascent entrepreneur"

ELSE IF DOV_FORM_ENTR = 1   DOV_GROUP = 4 "former business owner"

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 "non-entrepreneur"

IF DOV_CUR_ENTR = 1

DOV_GROUP = 1 ELSE IF DOV_CUR_FREE = 1

DOV_GROUP = 2 ELSE IF DOV_NASCENT = 1

DOV_GROUP = 3 ELSE IF DOV_FORM_ENTR = 1

DOV_GROUP = 4 ELSE IF DOV_FORM_FREE = 1

DOV_GROUP = 5 ELSE IF DOV_WITHDRAW = 1

DOV_GROUP = 6 ELSE IF DOV_GENPOP = 1

DOV_GROUP = 7

PROGRAMMING, PLEASE USE THE BELOW TABLE FOR DOV_GROUP ASSIGNMENT

DOV_GROUP ASSIGNMENT	Priority
DOV_CUR_ENTR	1
DOV_CUR_FREE	2
DOV_NASCENT	3
DOV_FORM_ENTR	4
DOV_FORM_FREE	5
DOV_WITHDRAW	6
DOV_GENPOP	7

DISPLAY DOV_GROUP

COMPUTE DOV_ACTIVITY

IF DOV_GROUP = 1 OR 4   DOV_ACTIVITY = 1 "owning your own business"

IF DOV_GROUP = 2 OR 5

DOV_ACTIVITY = 2 "working for yourself as a consultant, freelancer or independent contractor"

IF DOV_GROUP = 3 OR 6 yourself"

DOV_ACTIVITY = 3 "working for

ELSE DOV_ACTIVITY = "".

IF DOV_GROUP = 1 OR 4   DOV_ACTIVITY = 1 IF DOV_GROUP = 2 OR 5   DOV_ACTIVITY = 2 IF DOV_GROUP = 3 OR 6   DOV_ACTIVITY = 3 ELSE DOV_ACTIVITY = "".

COMPUTE DOV_JOB

IF DOV_GROUP = 1 DOV_JOB = "a current business owner"

IF DOV_GROUP = 2 DOV_JOB = "a current consultant, freelancer, or independent contractor"

IF DOV_GROUP = 3 DOV_JOB = "an aspiring business owner"

IF DOV_GROUP = 4 DOV_JOB = "a former business owner"

IF DOV_GROUP = 5 DOV_JOB = "a former consultant, freelancer, or independent contractor"

IF DOV_GROUP = 6 DOV_JOB = "a former business planner"

IF DOV_GROUP = 1 DOV_JOB = IF DOV_GROUP = 2 DOV_JOB = IF DOV_GROUP = 3   DOV_JOB = IF DOV_GROUP = 4 DOV_JOB = IF DOV_GROUP = 5 DOV_JOB = IF DOV_GROUP = 6 DOV_JOB =

IF DOV_GROUP=7   DOV_JOB=GEN POP (NO INSERT TEXT)

Pursuing Entrepreneurship: Section 1 Questions

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

DISPLAY_PE.

You said that you are [INSERT DOV_JOB]. This first set of questions will focus on the steps you took or have taken <u>to pursue</u> this type of work.

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

PE_EMPSTAT_1.
When you first started <u>pursuing the idea</u> of [INSERT DOV_ACTIVITY], what was your employment status?

RESPONSE OPTIONS

1. Employed
2. Not employed

[SHOW IF PE_EMPSTAT_1 = 2]

PE_EMPSTAT_2.
What were your reasons for not working when you first started <u>pursuing the idea</u> of [INSERT DOV_ACTIVITY]?

Select all that apply.

RESPONSE OPTIONS

1. Retired
2. On layoff from a job
3. Student
4. Family responsibilities
5. Chronic illness or permanent disability
6. Suitable job not available
7. Did not need or want to work
8. None of the above

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

PE_REASONS_1.
How important to you were each of the following reasons for pursuing [INSERT DOV_ACTIVITY]?

GRID ITEMS

1. Wanted to be my own boss

---

2. Flexible hours
3. Balance work and family
4. Opportunity for greater income
5. Ability to supplement my income from my job
6. Best avenue for my ideas/goods/services
7. Unable to find employment
8. Did not feel valued by my place of employment
9. Did not feel that there were adequate opportunities to advance in my career
10. Did not feel like I was being paid fairly given my skills in the labor market
11. Working for someone didn't appeal to me
12. Always wanted to start my own business
13. An entrepreneurial friend or family member was a role model
14. Wanted to carry on the family business
15. Wanted to help and/or become more involved in my community

RESPONSE OPTIONS

1. Very important
2. Somewhat important
3. Not important

COMPUTE DOV_REASON1 "PE_REASON_1 Selections"

COUNT # OF GRID ITEMS WITH RESPONSE OPTION 1 SELECTED IN PE_REASONS_11 thru PE_REASONS_115

DISPLAY DOV_REASON1

[SHOW IF DOV_REASON1>1 AND DOV_GROUP=1, 2, 3]

PE_REASONS_2.
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.

RESPONSE OPTIONS

1. [SHOW IF PE_REASONS_11 = 1] Wanted to be my own boss

2. [SHOW IF PE_REASONS_12 = 1] Flexible hours
3. [SHOW IF PE_REASONS_13 = 1] Balance work and family
4. [SHOW IF PE_REASONS_14 = 1] Opportunity for greater income
5. [SHOW IF PE_REASONS_15 = 1] Ability to supplement my income from my job
6. [SHOW IF PE_REASONS_16 = 1] Best avenue for my ideas/goods/services
7. [SHOW IF PE_REASONS_17 = 1] Unable to find employment
8. [SHOW IF PE_REASONS_18 = 1] Did not feel valued by my place of employment
9. [SHOW IF PE_REASONS_19 = 1] Did not feel that there were adequate opportunities to advance in my career
10. [SHOW IF PE_REASONS_110 = 1] Did not feel like I was being paid fairly given my skills in the labor market
11. [SHOW IF PE_REASONS_111 = 1] Working for someone didn't appeal to me
12. [SHOW IF PE_REASONS_112 = 1] Always wanted to start my own business
13. [SHOW IF PE_REASONS_113 = 1] An entrepreneurial friend or family member was a role model
14. [SHOW IF PE_REASONS_114 = 1] Wanted to carry on the family business
15. [SHOW IF PE_REASONS_115 = 1] Wanted to help and/or become more involved in my community

---

[SHOW IF DOV_REASON1>2 AND ANY(PE_REASON_2_1 - PE_REASON_2_15 = 1)]

PE_REASONS_3.
Of the remaining very important reasons for pursuing [INSERT DOV_ACTIVITY], which was the second most important to you?

Select one.

RESPONSE OPTIONS

1. [SHOW IF PE_REASONS_11 = 1] Wanted to be my own boss
2. [SHOW IF PE_REASONS_12 = 1] Flexible hours
3. [SHOW IF PE_REASONS_13 = 1] Balance work and family
4. [SHOW IF PE_REASONS_14 = 1] Opportunity for greater income
5. [SHOW IF PE_REASONS_15 = 1] Ability to supplement my income from my job
6. [SHOW IF PE_REASONS_16 = 1] Best avenue for my ideas/goods/services
7. [SHOW IF PE_REASONS_17 = 1] Unable to find employment
8. [SHOW IF PE_REASONS_18 = 1] Did not feel valued by my place of employment
9. [SHOW IF PE_REASONS_19 = 1] Did not feel that there were adequate opportunities to advance in my career

10. [SHOW IF PE_REASONS_110 = 1] Did not feel like I was being paid fairly given my skills in the labor market
11. [SHOW IF PE_REASONS_111 = 1] Working for someone didn't appeal to me
12. [SHOW IF PE_REASONS_112 = 1] Always wanted to start my own business
13. [SHOW IF PE_REASONS_113 = 1] An entrepreneurial friend or family member was a role model
14. [SHOW IF PE_REASONS_114 = 1] Wanted to carry on the family business
15. [SHOW IF PE_REASONS_115 = 1] Wanted to help and/or become more involved in my community

---

[SHOW IF DOV_GROUP = 1,2,3,4,5,6]

PE_MOTIVE_1.

To what extent do the following statements reflect the reasons you [IF DOV_GROUP = 1,2,4,5: started/IF DOV_GROUP = 3: want to start/ELSE: wanted to start] [INSERT DOV_ACTIVITY]? You can strongly agree, somewhat agree, neither agree nor disagree, somewhat disagree, or strongly disagree.

GRID ITEMS

A. To make a difference in the world
B. To build great wealth or a very high income
C. To continue a family tradition
D. To earn a living because jobs are scarce

RESPONSE OPTIONS

1. Strongly agree
2. Somewhat agree
3. Neither agree nor disagree
4. Somewhat disagree
5. Strongly disagree

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

ENTR_EXPERIENCE_1.
[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?]

RESPONSE OPTIONS

1. Yes
2. No

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

ENTR_EXPERIENCE_2.
[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?]

RESPONSE OPTIONS

1. Yes
2. No

[SHOW IF ENTR_EXPERIENCE_2 = 1]

ENTR_EXPERIENCE_3.
[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?]

RESPONSE OPTIONS

1. 1-4 years
2. 5-9 years
3. 10-14 years
4. 15-19 years
5. 20+ years

Pursuing Entrepreneurship: Section 2 Questions

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

DISPLAY_PE_STEPS.

The next few questions ask about different steps you may have taken to pursue or develop your business or working for yourself.

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

PE_STEPS_1.
Which of the following <u>networking steps</u> did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]?

Select all that apply.

RESPONSE OPTIONS

1. Discussed the idea with a friend, work colleague, classmate, or acquaintance
2. Discussed the idea with a family member
3. Identified and worked with a mentor(s)
4. Networking with experts, colleagues, or acquaintances in the field
5. None of the above

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

PE_STEPS_2.
Which of the following <u>technical or market research steps</u> did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]?

Select all that apply.

RESPONSE OPTIONS

1. Consulted established business leaders in the industry on the idea or market
2. Sought out professional advice *(such as from a lawyer, accountant, or another professional related to the operation of a business)*
3. Researched the market or considered how potential customers or other firms might respond if you launched the business
4. Learned about or applied for patents, copyrights, or trademarks to protect the business idea
5. Made a prototype
6. Tested the market and/or collected feedback from customers
7. None of the above

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

PE_STEPS_3.
Which of the following <u>business development steps</u> did you (or you and your co-developers/collaborators) take with <u>business support organizations</u> to pursue [INSERT DOV_ACTIVITY]?

 Select all that apply.

RESPONSE OPTIONS

1. Attended trainings, workshops, or webinars relating to starting and operating a business
2. Applied to a support program for new business
3. None of the above

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

PE_STEPS_4.
Which of the following <u>business financing steps</u> did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]?

 Select all that apply.

RESPONSE OPTIONS

1. Explored financing options with a bank, investors, or grant program
2. Applied for or requested financing with a bank, investors, or a grant program
3. Had conversations with acquaintances, friends, and family about potentially funding the business
4. Put forward my own capital
5. None of the above

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

PE_STEPS_5.
Which of the following <u>organizational planning steps</u> did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]?

 Select all that apply.

RESPONSE OPTIONS

1. Created spreadsheets, financial models, or other analyses to determine feasibility
2. Created a website for the business

3. Created a social media presence for the business
4. Registered the business for a tax ID
5. Wrote a business plan
6. Created a pitch deck, executive summary, or other promotional materials
7. None of the above

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

PE_STEPS_6.
Which of the following <u>staffing and growth steps</u> did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]?

Select all that apply.

RESPONSE OPTIONS

1. Found a first customer or client
2. Made a sale or provided the product/service on a pilot basis
3. Hired an employee (non-cofounder)
4. Quit your job to devote more time to work on launching the business
5. None of the above

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

PE_STEPS_7.
Besides the steps already discussed, did you (or you and your co-developers/collaborators) take any other steps to pursue [INSERT DOV_ACTIVITY]?

RESPONSE OPTIONS

1. Yes
2. No

[SHOW IF PE_STEPS_7 = 1]

PE_STEPS_8.
What other steps did you (or you and your co-developers/collaborators) take to pursue [INSERT DOV_ACTIVITY]?

[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]

PE_STEPS_REASONS.
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?

GRID ITEMS

    A. [SHOW IF PE_STEPS_1_5=1] Networking steps
    B. [SHOW IF PE_STEPS_2_7=1] Technical or market research steps
    C. [SHOW IF PE_STEPS_3_3=1] Business development steps
    D. [SHOW IF PE_STEPS_4_5=1] Business financing steps
    E. [SHOW IF PE_STEPS_5_7=1] Organizational planning steps
    F. [SHOW IF PE_STEPS_6_5=1] Staffing and growth steps

RESPONSE OPTIONS

    1. I did not think I needed to
    2. Not necessary for my type of business
    3. I did not know where to start/what to do
    4. I did not know who to talk to/which resources to consult
    5. I did not have any connections to people that could help me

Pursuing Entrepreneurship: Section 3 Questions

[SHOW IF DOV_GROUP = 3 OR 6]

DISPLAY_CHALLENGES.
Now we want to ask you about some challenges you may or may not have encountered
while pursuing [INSERT DOV_ACTIVITY].

[SHOW IF DOV_GROUP = 3 OR 6]

PE_CHALLENGE_1.
Which of the following <u>financial or economic security challenges</u> [IF DOV_GROUP = 3:
have you encountered/ELSE: did you encounter] while pursuing [INSERT
DOV_ACTIVITY]?

Select all that apply.

RESPONSE OPTIONS

1. Not being able to access and/or afford health insurance
2. Not having access to other employer-provided benefits *(aside from health care)*
3. Challenges with personal/family finances while the business is getting started
4. Not having enough savings for start-up costs
5. Accessing capital to cover start-up costs
6. Poor credit score or insufficient credit limit
7. Limited or no relationship with a bank or financial institution
8. None of the above

[SHOW IF DOV_GROUP =3 or 6]

PE_CHALLENGE_2.
Which of the following <u>business operations challenges</u> [IF DOV_GROUP = 3: have you encountered/ELSE: did you encounter] while pursuing [INSERT DOV_ACTIVITY]?

Select all that apply.

RESPONSE OPTIONS

1. Getting the business licensed/registered
2. Not knowing where to start
3. Doing my taxes
4. Navigating local, state, or federal government regulations
5. Obtaining any relevant insurance related to the work performed
6. None of the above

[SHOW IF DOV_GROUP = 3 OR 6]

PE_CHALLENGE_3.
Which of the following <u>customer reach challenges</u> [IF DOV_GROUP = 3: have you encountered/ELSE: did you encounter] while pursuing [INSERT DOV_ACTIVITY]?

Select all that apply.

RESPONSE OPTIONS

1. Finding customers
2. Setting up the business' digital/online presence
3. Securing a physical location for the business
4. None of the above

[SHOW IF DOV_GROUP = 3 OR 6]

PE_CHALLENGE_4.
Which of the following <u>resource or support challenges</u> [IF DOV_GROUP = 3: have you encountered/ELSE: did you encounter] while pursuing [INSERT DOV_ACTIVITY]?

Select all that apply.

RESPONSE OPTIONS

1. Finding professional support like lawyers, accountants, or tax professionals
2. Finding support, advice, or finding role models in my network
3. Getting support from my family or friends
4. Getting support from my community
5. Balancing work and family
6. Major life event (such as a new child, own or family medical issue)
7. Finding time to pursue the idea
8. None of the above

[SHOW IF DOV_GROUP = 3 OR 6]

PE_CHALLENGE_5.
Which of the following <u>economy or market challenges</u> [IF DOV_GROUP = 3: have you encountered/ELSE: did you encounter] while pursuing [INSERT DOV_ACTIVITY]?

Select all that apply.

RESPONSE OPTIONS

1. Finding and retaining qualified employees
2. Competing against other/larger businesses
3. Supply chain issues
4. Unfavorable economy
5. None of the above

[SHOW IF DOV_GROUP = 3 OR 6]

PE_CHALLENGE_6.
Besides the challenges already discussed, have you encountered any other challenges while pursuing [INSERT DOV_ACTIVITY]?

RESPONSE OPTIONS

1. Yes
2. No

PE_CHALLENGE_7.
What other challenges have you encountered while pursuing [INSERT DOV_ACTIVITY]?

Pursuing Entrepreneurship: Section 4 Questions

[SHOW IF DOV_GROUP <> 7]

DISPLAY_CAPITAL.
Now we would like to ask you some questions about the different sources and amounts of capital you used to start [INSERT DOV_ACTIVITY]. When entering the dollar amounts for each funding source, please give your best estimate.

[SHOW IF DOV_GROUP <> 7]

PE_CAPITAL_1.
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.

RESPONSE OPTIONS

1. Personal/family savings of owner(s)
2. Personal/family assets other than savings of owner(s)
3. Personal/family home equity loan
4. Personal credit card(s) carrying balances
5. Business credit card(s) carrying balances
6. Government-guaranteed business loan from a bank or financial institution, including SBA-guaranteed loans
7. Business loan from a bank or financial institution (including online lenders)
8. Business loan from a federal, state, or local government
9. Business loan/investment from family/friend(s)
10. Investment by venture capitalist(s)/angel investor(s)
11. Crowdfunding (Kickstarter, Indiegogo, etc.)
12. Grants

---

13. Other capital source(s), specify:
14. None needed

PE_CAPITAL_INSTITUTION_1.
Which of the following describe the bank or financial institution from which you received capital?

Select all that apply.

RESPONSE OPTIONS

1. Small local bank
2. Large national bank
3. Financial services company
4. Online lender/fintech lender
5. Credit union
6. Finance company
7. Alternative financial source
8. Community development financial institution (CDFI)
9. Other institution, specify:

[HOVER TEXT on "Financial services company": Includes nonbanks that provide business financial services (payroll processing, merchant services, accounting, etc.)]

[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.]

[HOVER TEXT on "Finance company": Includes nonbank lenders such as mortgage companies, equipment dealers, insurance companies, and auto finance companies.]

[HOVER TEXT on "Alternative Financial Source": Examples include payday lender, check cashing, pawn shop, money order/ transmission service, etc.]

[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.]

PE_GRANT_TYPE_1.
Which of the following describe the source from which you received grant capital?

Select all that apply.

RESPONSE OPTIONS

1. Government source
2. Private institution
3. Non-profit organization
4. Other grant source, specify:

[SHOW IF ANY(PE_CAPITAL_1_1-PE_CAPITAL_1_5=1 OR
PE_CAPITAL_INSTITUTION_1_1-PE_CAPITAL_INSTITUTION_1_9=1 OR
PE_CAPITAL_1_8-PE_CAPITAL_1_11=1 OR PE_GRANT_TYPE_1_1-
PE_GRANT_TYPE_1_4=1 OR PE_CAPITAL_1_13=1)]

PE_CAPITAL_WS.
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.

GRID ITEMS:

CAPITAL SOURCE	AMOUNT RECEIVED
[SHOW IF PE_CAPITAL_1_1 = 1] Personal/family savings of owner(s)	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF PE_CAPITAL_1_2 = 1] Personal/family assets other than savings of owner(s)	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF PE_CAPITAL_1_3 = 1] Personal/family home equity loan	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF PE_CAPITAL_1_4 = 1] Personal credit card(s) carrying balances	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF PE_CAPITAL_1_5 = 1] Business credit card(s) carrying balances	$[NUMBOX, 0-30000000] .00 dollars

[SHOW IF PE_CAPITAL_INSTITUTION_1_1 = 1] Small local bank	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF PE_CAPITAL_INSTITUTION_1_2 = 1] Large national bank	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF PE_CAPITAL_INSTITUTION_1_3 = 1] Financial services company	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF PE_CAPITAL_INSTITUTION_1_4 = 1] Online lender/fintech lender	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF PE_CAPITAL_INSTITUTION_1_5 = 1] Credit union	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF PE_CAPITAL_INSTITUTION_1_6 = 1] Finance company	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF PE_CAPITAL_INSTITUTION_1_7 = 1] Alternative financial source	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF PE_CAPITAL_INSTITUTION_1_8 = 1] Community development financial institution (CDFI)	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF PE_CAPITAL_INSTITUTION_1_9 = 1] [INSERT TEXTBOX RESPONSE FROM PE_CAPITAL_INSTITUTION_1_9_OE]	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF PE_CAPITAL_1_8 = 1] Business loan from a federal, state, or local government	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF PE_CAPITAL_1_9 = 1] Business loan/investment from family/friend(s)	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF PE_CAPITAL_1_10 = 1] Investment by venture capitalist(s)/angel investor(s)	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF PE_CAPITAL_1_11 = 1] Crowdfunding (Kickstarter, Indiegogo, etc.)	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF PE_GRANT_TYPE_1_1 = 1] Government source	$[NUMBOX, 0-30000000] .00 dollars

[SHOW IF PE_GRANT_TYPE_1_2 = 1] Private institution	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF PE_GRANT_TYPE_1_3 = 1] Non-profit organization	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF PE_GRANT_TYPE_1_4 = 1] [INSERT TEXTBOX RESPONSE FROM PE_GRANT_TYPE_1_4_OE]	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF PE_CAPITAL_1_13 = 1] [INSERT TEXTBOX RESPONSE FROM PE_CAPITAL_1_13_OE]	$[NUMBOX, 0-30000000] .00 dollars
TOTAL	$[COMPUTE TOTAL DOLLAR AMOUNT FROM ALL AMOUNT RECEIVED TEXTBOXES] .00 dollars

RESPONSE OPTIONS:

$[NUMBOX, 0-30000000] .00 dollars

[NUMBOX, 0-30000000]

[SHOW IF PE_CAPITAL_WS_TOTAL IS GREATER THAN $0 AND AT LEAST ONE ROW PE_CAPITAL_WS <>777777777,999999998,999999999]

PE_CAPITAL_CONF.
The reported total amount of capital you received [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] was $[INSERT PE_CAPITAL_WS_TOTAL]. Does that sound about right?

RESPONSE OPTIONS

1. Yes, the total is about the correct amount of capital [CAWI: I; CATI: you] received
2. No, the total is more than the amount of capital [CAWI: I; CATI: you] received
3. No, the total is less than the amount of capital [CAWI: I; CATI: you] received

Please click continue and re-enter the correct amount of capital you received.

IF PE_CAPITAL_CONF=2,3, GO BACK TO PE_CAPITAL_WS TO ALLOW R TO UPDATE NUMBOX VALUES

[SHOW IF ANY(PE_CAPITAL_1_5-PE_CAPITAL_1_13=1) AND AT LEAST ONE PE_CAPITAL_WS5-PE_CAPITAL_WS23<>0]

PE_CAPITAL_2.
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?

GRID ITEMS

A. [SHOW IF PE_CAPITAL_1_5 = 1 AND PE_CAPITAL_WS5 > 0 AND < 777777777,999999998,999999999] Business credit card(s) carrying balances
B. [SHOW IF PE_CAPITAL_1_6 = 1 AND SUM(PE_CAPITAL_WS6-PE_CAPITAL_WS14) > 0 AND < 777777777,999999998,999999999] Government-guaranteed business loan from a bank or financial institution, including SBA-guaranteed loans
C. [SHOW IF PE_CAPITAL_1_7 = 1 AND SUM(PE_CAPITAL_WS6-PE_CAPITAL_WS14) > 0 AND < 777777777,999999998,999999999] Business loan from a bank or financial institution (including online lenders)
D. [SHOW IF PE_CAPITAL_1_8 = 1 AND PE_CAPITAL_WS15 > 0 AND < 777777777,999999998,999999999] Business loan from a federal, state, or local government
E. [SHOW IF PE_CAPITAL_1_9 = 1 AND PE_CAPITAL_WS16 > 0 AND < 777777777,999999998,999999999] Business loan/investment from family/friend(s)
F. [SHOW IF PE_CAPITAL_1_10 = 1 AND PE_CAPITAL_WS17 > 0 AND < 777777777,999999998,999999999] Investment by venture capitalist(s)/angel investor(s)
G. [SHOW IF PE_CAPITAL_1_11 = 1 AND PE_CAPITAL_WS18 > 0 AND < 777777777,999999998,999999999] Crowdfunding (Kickstarter, Indiegogo, etc.)
H. [SHOW IF PE_CAPITAL_1_12 = 1 AND SUM(PE_CAPITAL_WS19-PE_CAPITAL_WS22) > 0 AND < 777777777,999999998,999999999] Grants

I. [SHOW IF PE_CAPITAL_1_13 = 1 AND PE_CAPITAL_WS23 <> 0] [INSERT TEXTBOX RESPONSE FROM PE_CAPITAL_1_13_OE]

RESPONSE OPTIONS

1. Yes, I received as much (or more) funding as I requested from this source
2. No, I received less funding than I requested from this source

---

[SHOW IF DOV_GROUP<>7 AND AND PE_CAPITAL_1_14=0 AND ANY(PE_CAPITAL_1_5 – PE_CAPITAL_1_12 = 0) OR ((PE_CAPITAL_WS5=0) OR (SUM(PE_CAPITAL_WS6-PE_CAPITAL_WS14)=0) OR (PE_CAPITAL_WS15=0) OR (PE_CAPITAL_WS16=0) OR (PE_CAPITAL_WS17=0) OR (PE_CAPITAL_WS18=0) OR (SUM(PE_CAPITAL_WS19-PE_CAPITAL_WS22)=0))]

PE_CAPITAL_3.
Of the sources of capital you <u>did not use</u> [IF DOV_GROUP = 1, 2, 4, OR 5: to <u>start</u> [INSERT DOV_ACTIVITY]] [IF DOV_GROUP = 3: so far to <u>start up</u> your business idea or working for yourself] [IF DOV_GROUP = 6: when you were trying to <u>start up</u> your business idea or working for yourself], did you request funding but not receive any?

GRID ITEMS

A. [SHOW IF PE_CAPITAL_1_5 = 0 OR PE_CAPITAL_WS5=0,777777777,999999998,999999999,MISSING] Business credit card(s) carrying balances
B. [SHOW IF PE_CAPITAL_1_6 = 0 OR SUM(PE_CAPITAL_WS6 to PE_CAPITAL_WS14)=0 OR ALL(PE_CAPITAL_WS6 to PE_CAPITAL_WS14)=777777777,999999998,999999999,MISSING] Government-guaranteed business loan from a bank or financial institution, including SBA-guaranteed loans
C. [SHOW IF PE_CAPITAL_1_7 = 0 OR SUM(PE_CAPITAL_WS6 to PE_CAPITAL_WS14)=0 OR ALL(PE_CAPITAL_WS6 to PE_CAPITAL_WS14)=777777777,999999998,999999999,MISSING] Business loan from a bank or financial institution (including online lenders)
D. [SHOW IF PE_CAPITAL_1_8 = 0 OR PE_CAPITAL_WS15=0,777777777,999999998,999999999,MISSING] Business loan from a federal, state, or local government
E. [SHOW IF PE_CAPITAL_1_9 = 0 OR PE_CAPITAL_WS16=0,777777777,999999998,999999999,MISSING] Business loan/investment from family/friend(s)

F. [SHOW IF PE_CAPITAL_1_10 = 0 OR
PE_CAPITAL_WS17=0,777777777,999999998,999999999,MISSING] Investment
by venture capitalist(s)/angel investor(s)
G. [SHOW IF PE_CAPITAL_1_11 = 0 OR
PE_CAPITAL_WS18=0,777777777,999999998,999999999,MISSING]
Crowdfunding (Kickstarter, Indiegogo, etc.)
H. [SHOW IF PE_CAPITAL_1_12 = 0 OR SUM(PE_CAPITAL_WS19-
PE_CAPITAL_WS22)=0 OR ALL(PE_CAPITAL_WS19-
PE_CAPITAL_WS22)=777777777,999999998,999999999,MISSING] Grants

RESPONSE OPTIONS

1. Yes, I requested funding from this source but did not receive any
2. No, I did not request funding from this source

[SHOW IF DOV_GROUP <> 7 AND ANY(PE_CAPITAL_3_A-PE_CAPITAL_3_F = 1)]

PE_CAPITAL_4.
What reason(s) were you given as to why you were declined funding?

Select all that apply.

RESPONSE OPTIONS

1. Low or poor credit score
2. Limited credit history
3. History of late/missed payments
4. Age of business
5. Personal background
6. Insufficient collateral
7. Inadequate business plan
8. Business was too risky
9. Business located in an undesirable industry
10. Business located in an undesirable location
11. No or limited pre-existing relationship with the bank
12. I was not given a reason
13. Other (specify):

[SHOW IF DOV_GROUP <> 7 AND (PE_CAPITAL_3_H = 2)]

PE_CAPITAL_5.

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.

RESPONSE OPTIONS

1. I did not know about or how to find grant opportunities
2. I or my business did not qualify for the grant
3. I thought it was unlikely I would receive the grant
4. Too difficult to apply for grants
5. Available grant funding amount was too small
6. Other (specify):
7. I did not need grant funding

[SHOW IF DOV_GROUP <> 7 AND PE_CAPITAL_3_B = 2 AND PE_CAPITAL_3_C = 2]

PE_CAPITAL_6.
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.

RESPONSE OPTIONS

1. Low or poor credit score
2. Lack of relationship with bank/financial institution
3. Expected unfavorable interest rate or loan repayment terms
4. Expected to be declined
5. Other (specify):
6. I did not need funding from a bank

[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)]

PE_CAPITAL_7.

You reported not requesting funding from the following [IF COUNT_PECAP3>1: sources /else: source]:

[IF COUNT_PECAP3>1: /else:]

- [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.

RESPONSE OPTIONS

1. Low or poor credit score
2. Lack of relationship with bank/financial institution
3. Expected unfavorable interest rate or loan repayment terms
4. Expected to be declined
5. Other (specify):
6. I did not need funding from [IF COUNT_PECAP3>1: these sources /else: this source]

[SHOW IF DOV_GROUP = 6]

PE_STOPREASON_1.
What were the primary factors that contributed to your decision to stop pursuing working for yourself?

Select all that apply.

RESPONSE OPTIONS, RANDOMIZE

1. Lack of financial resources
2. Lack of time

3. Lost focus, interest, and/or motivation or felt burnt out
4. I needed help, but did not know where to go for support
5. Difficulties with partners or investors
6. Family/friends were not supportive
7. I decided it was too risky
8. Major life event (such as a new child, own or family medical issue)
9. I decided to take a new job/enter employment
10. I received a promotion at work
11. I decided to go back to school
12. I needed employer-provided health insurance
13. Other factor, specify:

[SHOW IF DOV_REASON2>1]

PE_STOPREASON_2.
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.

RESPONSE OPTIONS:

1. [SHOW IF PE_STOPREASON_1 = 1] Lack of financial resources
2. [SHOW IF PE_STOPREASON_1 = 2] Lack of time
3. [SHOW IF PE_STOPREASON_1 = 3] Lost focus, interest, and/or motivation or felt burnt out
4. [SHOW IF PE_STOPREASON_1 = 4] I needed help, but did not know where to go for support
5. [SHOW IF PE_STOPREASON_1 = 5] Difficulties with partners or investors
6. [SHOW IF PE_STOPREASON_1 = 6] Family/friends were not supportive
7. [SHOW IF PE_STOPREASON_1 = 7] I decided it was too risky
8. [SHOW IF PE_STOPREASON_1 = 8] Major life event (such as a new child, own or family medical issue)
9. [SHOW IF PE_STOPREASON_1 = 9] I decided to take a new job/enter employment
10. [SHOW IF PE_STOPREASON_1 = 10] I received a promotion at work
11. [SHOW IF PE_STOPREASON_1 = 11] I decided to go back to school
12. [SHOW IF PE_STOPREASON_1 = 12] I needed employer-provided health insurance
13. [SHOW IF PE_STOPREASON_1 = 13] [INSERT TEXT FROM PE_STOPREASON_1_13]

[SHOW IF DOV_REASON2>2 AND ANY(PE_STOPREASON_2_1 – PE_STOPREASON_2_13 = 1)]

PE_STOPREASON_3
Of the remaining reasons for stopping your business pursuit, which was the second most important reason?

Select one.

[DISPLAY IF NOT SELECTED IN PE_STOPREASON_2]

RESPONSE OPTIONS:

1. [SHOW IF PE_STOPREASON_1 = 1] Lack of financial resources
2. [SHOW IF PE_STOPREASON_1 = 2] Lack of time
3. [SHOW IF PE_STOPREASON_1 = 3] Lost focus, interest, and/or motivation or felt burnt out
4. [SHOW IF PE_STOPREASON_1 = 4] I needed help, but did not know where to go for support
5. [SHOW IF PE_STOPREASON_1 = 5] Difficulties with partners or investors
6. [SHOW IF PE_STOPREASON_1 = 6] Family/friends were not supportive
7. [SHOW IF PE_STOPREASON_1 = 7] I decided it was too risky
8. [SHOW IF PE_STOPREASON_1 = 8] Major life event (such as a new child, own or family medical issue)
9. [SHOW IF PE_STOPREASON_1 = 9] I decided to take a new job/enter employment
10. [SHOW IF PE_STOPREASON_1 = 10] I received a promotion at work
11. [SHOW IF PE_STOPREASON_1 = 11] I decided to go back to school
12. [SHOW IF PE_STOPREASON_1 = 12] I needed employer-provided health insurance
13. [SHOW IF PE_STOPREASON_1 = 13] [INSERT TEXT FROM PE_STOPREASON_1_13]

Business Operations: Section 1 Questions

[SHOW IF DOV_GROUP = 1,2,4, OR 5]

[DISPLAY]

DISPLAY_BO.

This next set of questions ask more about [INSERT DOV_ACTIVITY] and the day-to-day operations once you were up and running. If you own more than one business, please focus on the business for which you work the most hours.

[IF DOV_GROUP = 4: If you no longer own your own business, please answer these questions in reference to the last year when your business was in operation.]

[IF DOV_GROUP = 5: If you no longer work for yourself as a consultant, freelancer, or independent contractor, please answer these questions in reference to the last year when you were working as such.]

[SHOW IF DOV_GROUP = 1,2,4, OR 5]

BO_STARTBIZ_1.
In what year did you start [INSERT DOV_ACTIVITY]?

[NUMBOX, RANGE 1920-2025]

[SHOW IF DOV_GROUP = 1 OR 4]

BO_ACQOWN_1.
How did you initially acquire ownership of this business?

RESPONSE OPTIONS

1. Founded or started
2. Purchased
3. Inherited
4. Received transfer of ownership or gift

[SHOW IF DOV_GROUP = 1 OR 4]

BO_OWNERSHIP_1.
[IF DOV_GROUP = 1: Is/ELSE: Was] this business owned only by yourself, only by yourself and your spouse, or by yourself and some other people or businesses?

RESPONSE OPTIONS

1. Self only

2. Self and spouse only
3. Self and other

[SHOW IF BO_OWNERSHIP_1 = 3]

BO_OWNERSHIP_2.
Including yourself, how many total people or other businesses or financial institutions [IF DOV_GROUP = 1: share, ELSE IF DOV_GROUP = 4: shared] ownership of your business?

RESPONSE OPTIONS

1. Two
2. Three
3. Four
4. Five
5. Six or more

[SHOW IF DOV_GROUP = 1 OR 4]

BO_LEGALSTAT_1.
What [IF DOV_GROUP = 1:is/ELSE,was] this business' legal form of organization?

RESPONSE OPTIONS

1. Sole proprietorship, unincorporated
2. LLC
3. C-Corporation
4. S-Corporation
5. Partnership *(such as a partner in a professional practice)*
6. Non-profit
7. Other *(such as trusts, estates, cooperatives with undetermined tax status, unregistered or unlicensed businesses, etc.)*

[SHOW IF DOV_GROUP = 1 OR 4]

BO_BIZTYPE_1.
Would you describe this [IF DOV_GROUP = 1 : current/ELSE: former] business as a/an…

RESPONSE OPTIONS

---

1. Independent business
2. Purchase/takeover of an existing business
3. Franchise
4. Multi-level marketing initiative
5. Other business type, specify:

[SHOW IF DOV_GROUP = 2 OR 5]

BO_CLIENT_1.
[IF DOV_GROUP = 2:Do/ELSE,Did] you work primarily for one client/organization?

RESPONSE OPTIONS

1. Yes, one primary client
2. No, multiple clients

[SHOW IF DOV_GROUP = 1,2,4, OR 5]

BO_WORKHOME_1.
How would you describe the primary location where you [IF DOV_GROUP = 1 OR 2:work/ELSE:

worked] as [INSERT DOV_JOB]?

RESPONSE OPTIONS

1. A residence such as a home or garage
2. A rented or leased space
3. Space the business purchased
4. A site where a client is located
5. Co-working space
6. A vehicle
7. Other work location, specify:

[SHOW IF DOV_GROUP <> 7]

BO_BIZEMERGE_1.

[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]?]

RESPONSE OPTIONS

1. Your [IF DOV_GROUP = 1 OR 2 OR 4 OR 5:previous/ELSE:current] work activity
2. A separate business you now own and manage
3. A hobby or recreational pastime
4. Academic, scientific, or applied research
5. An idea from yourself or other member of a start-up team
6. You inherited the business
7. Other origin, specify:

[SHOW IF DOV_GROUP <> 7]

BO_COLLAB_1.
Did you come up with the idea for your business concept on your own, or were you collaborating with other people?

RESPONSE OPTIONS

1. I came up with it on my own
2. I was working with one other person
3. I was working with several other people

[SHOW IF DOV_GROUP = 1,2,4, OR 5]

BO_ADDFINANCE_1.
At any time since you started your work as [INSERT DOV_JOB], did you apply for or use additional financing?

RESPONSE OPTIONS

1. Yes
2. No

[SHOW IF BO_ADDFINANCE_1 = 1]

DISPLAY_ADDFINANCE.
Now we would like to ask you some questions about the additional sources and amounts of capital you applied for or used to continue your work as [INSERT DOV_JOB]. Here,

we are referring to funding you received <u>after starting your work</u> as [INSERT DOV_JOB]. When entering the dollar amounts for each funding source, please give your best estimate. <u>These amounts should not include startup funding</u>.

[SHOW IF BO_ADDFINANCE_1 = 1]

BO_ADDFINANCE_2.
Did you use any of the following sources of capital for additional financing of your business after start-up?

Select all that apply.

RESPONSE OPTIONS

1. Personal/family home equity loan
2. Personal credit card(s) carrying balances
3. Business credit card(s) carrying balances
4. Government-guaranteed business loan from a bank or financial institution, including SBA-guaranteed loans
5. Business loan from a bank or financial institution (including online lenders)
6. Business loan from a federal, state, or local government
7. Business loan/investment from family/friend(s)
8. Investment by venture capitalist(s)/angel investor(s)
9. Crowdfunding (Kickstarter, Indiegogo, etc.)
10. Grants
11. Other capital source(s), specify:

[SHOW IF BO_ADDFINANCE_2 = 4 OR 5]

BO_ADDFINANCE_INSTITUTION_1.
Which of the following describe the bank or financial institution from which you received additional capital after start-up?

Select all that apply.

RESPONSE OPTIONS

1. Small local bank
2. Large national bank
3. Financial services company
4. Online lender/fintech lender
5. Credit union
6. Finance company

7. Alternative financial source
8. Community development financial institution (CDFI)
9. Other institution, specify:

[HOVER TEXT on "Financial services company": Includes nonbanks that provide business financial services (payroll processing, merchant services, accounting, etc.)]

[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.]

[HOVER TEXT on "Finance company": Includes nonbank lenders such as mortgage companies, equipment dealers, insurance companies, and auto finance companies.]

[HOVER TEXT on "Alternative Financial Source": Examples include payday lender, check cashing, pawn shop, money order/ transmission service, etc.]

[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 = 10]

BO_GRANT_TYPE_1.
Which of the following describe the source from which you received grant capital after start-up?

Select all that apply.

RESPONSE OPTIONS

1. Government source
2. Private institution
3. Non-profit organization
4. Other grant source, specify:

[SHOW IF ANY(BO_ADDFINANCE_2_1-BO_ADDFINANCE_2_3=1 OR
BO_ADDFINANCE_INSTITUTION_1_1-BO_ADDFINANCE_INSTITUTION_1_9=1 OR

BO_ADDFINANCE_2_6-BO_ADDFINANCE_2_9=1 OR BO_GRANT_TYPE_1_1-BO_GRANT_TYPE_1_4=1 OR BO_ADDFINANCE_2_11=1)]

BO_ADDFINANCE_WS.
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.

GRID ITEMS

CAPITAL SOURCE	AMOUNT RECEIVED
[SHOW IF BO_ADDFINANCE_2_1 = 1] Personal/family home equity loan	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF BO_ADDFINANCE_2_2 = 1] Personal credit card(s) carrying balances	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF BO_ADDFINANCE_2_3 = 1] Business credit card(s) carrying balances	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF BO_ADDFINANCE_INSTITUTION_1_1 = 1] Small local bank	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF BO_ADDFINANCE_INSTITUTION_1_2 = 1] Large national bank	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF BO_ADDFINANCE_INSTITUTION_1_3 = 1] Financial services company	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF BO_ADDFINANCE_INSTITUTION_1_4 = 1] Online lender/fintech lender	$[NUMBOX, 0-30000000] .00 dollars

[SHOW IF BO_ADDFINANCE_INSTITUTION_1_5 = 1] Credit union	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF BO_ADDFINANCE_INSTITUTION_1_6 = 1] Finance company	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF BO_ADDFINANCE_INSTITUTION_1_7 = 1] Alternative financial source	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF BO_ADDFINANCE_INSTITUTION_1_8 = 1] Community development financial institution (CDFI)	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF BO_ADDFINANCE_INSTITUTION_1_9 = 1] [INSERT TEXTBOX RESPONSE FROM BO_ADDFINANCE_INSTITUTION_1_9_OE]	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF BO_ADDFINANCE_2_6 = 1] Business loan from a federal, state, or local government	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF BO_ADDFINANCE_2_7 = 1] Business loan/investment from family/friend(s)	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF BO_ADDFINANCE_2_8 = 1] Investment by venture capitalist(s)/angel investor(s)	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF BO_ADDFINANCE_2_9 = 1] Crowdfunding (Kickstarter, Indiegogo, etc.)	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF BO_GRANT_TYPE_1_1 = 1] Government source	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF BO_GRANT_TYPE_1_2 = 1] Private institution	$[NUMBOX, 0-30000000] .00 dollars

[SHOW IF BO_GRANT_TYPE_1_3 = 1] Non-profit organization	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF BO_GRANT_TYPE_1_4 = 1] [INSERT TEXTBOX RESPONSE FROM BO_GRANT_TYPE_1_4_OE]	$[NUMBOX, 0-30000000] .00 dollars
[SHOW IF BO_ADDFINANCE_2_11 = 1] [INSERT TEXTBOX RESPONSE FROM BO_ADDFINANCE_2_11_OE]	$[NUMBOX, 0-30000000] .00 dollars
TOTAL	$[COMPUTE TOTAL DOLLAR AMOUNT FROM ALL AMOUNT RECEIVED TEXTBOXES] .00 dollars

RESPONSE OPTIONS:

$[NUMBOX, 0-30000000] .00 dollars

[SHOW IF BO_ADDFINANCE_WS_TOTAL IS GREATER THAN $0 AND AT LEAST ONE ROW BO_ADDFINANCE_WS <>777777777,999999998,999999999]

BO_ADDFINANCE_CONF.
The reported total amount of additional capital you received after start-up was $[INSERT BO_ADDFINANCE_WS_TOTAL]. Does that sound about right?

RESPONSE OPTIONS

1. Yes, the total is about the correct amount of additional capital [CAWI: I; CATI: you] received
2. No, the total is more than the amount of additional capital [CAWI: I; CATI: you] received
3. No, the total is less than the amount of additional capital [CAWI: I; CATI: you] received

IF OPTION 2 OR OPTION 3 IS SELECTED, SHOW TEXT BELOW ON SAME PAGE:

Please click continue and re-enter the correct amount of additional capital you received.]

[SHOW IF ANY(BO_ADDFINANCE_2_3 – BO_ADDFINANCE_2_11 = 1) AND AT LEAST ONE BO_ADDFINANCE_WS3-BO_ADDFINANCE_WS21<>0]

BO_ADDFINANCE_3.
Of the sources of capital you used for additional financing after start-up, did you receive as much funding as you requested?

GRID ITEMS

A. [SHOW IF BO_ADDFINANCE_2_3 = 1 AND BO_ADDFINANCE_WS3 > 0 AND < 777777777,999999998,999999999] Business credit card(s) carrying balances
B. [SHOW IF BO_ADDFINANCE_2_4 = 1 AND SUM(BO_ADDFINANCE_WS4-BO_ADDFINANCE_WS12) > 0 AND < 777777777,999999998,999999999] Government-guaranteed business loan from a bank or financial institution, including SBA-guaranteed loans
C. [SHOW IF BO_ADDFINANCE_2_5 = 1 AND SUM(BO_ADDFINANCE_WS4-BO_ADDFINANCE_WS12) > 0 AND < 777777777,999999998,999999999] Business loan from a bank or financial institution (including online lenders)
D. [SHOW IF BO_ADDFINANCE_2_6 = 1 AND BO_ADDFINANCE_WS13 > 0 AND < 777777777,999999998,999999999] Business loan from a federal, state, or local government
E. [SHOW IF BO_ADDFINANCE_2_7 = 1 AND BO_ADDFINANCE_WS14 > 0 AND < 777777777,999999998,999999999] Business loan/investment from family/friend(s)
F. [SHOW IF BO_ADDFINANCE_2_8 = 1 AND BO_ADDFINANCE_WS15 > 0 AND < 777777777,999999998,999999999] Investment by venture capitalist(s)/angel investor(s)
G. [SHOW IF BO_ADDFINANCE_2_9 = 1 AND BO_ADDFINANCE_WS16 > 0 AND < 777777777,999999998,999999999] Crowdfunding (Kickstarter, Indiegogo, etc.)
H. [SHOW IF BO_ADDFINANCE_2_10 = 1 AND SUM(BO_ADDFINANCE_WS17-BO_ADDFINANCE_WS20) > 0 AND < 777777777,999999998,999999999] Grants
I. [SHOW IF BO_ADDFINANCE_2_11 = 1 AND BO_ADDFINANCE_WS21 > 0 AND < 777777777,999999998,999999999] [INSERT TEXTBOX RESPONSE FROM BO_ADDFINANCE_2_11_OE]

RESPONSE OPTIONS

1. Yes, I received as much (or more) funding as I requested from this source
2. No, I received less funding than I requested from this source

---

[SHOW IF BO_ADDFINANCE_1 = 1 AND (ANY(BO_ADDFINANCE_2_3 –
BO_ADDFINANCE_2_10 = 0) OR ((BO_ADDFINANCE_WS3=0) OR
(SUM(BO_ADDFINANCE_WS4-BO_ADDFINANCE_WS12)=0) OR
(BO_ADDFINANCE_WS13=0) OR (BO_ADDFINANCE_WS14=0) OR
(BO_ADDFINANCE_WS15=0) OR (BO_ADDFINANCE_WS16=0) OR
(SUM(BO_ADDFINANCE_WS17-BO_ADDFINANCE_WS20)=0)))]

BO_ADDFINANCE_4.
Of the sources of capital you <u>did not use</u> for additional financing after start-up, did you
apply for or request funding but not receive any?

GRID ITEMS

A. [SHOW IF BO_ADDFINANCE_2_3 = 0 OR BO_ADDFINANCE_WS3=0,
777777777,999999998,999999999,MISSING] Business credit card(s) carrying
balances
B. [SHOW IF BO_ADDFINANCE_2_4 = 0 OR SUM(BO_ADDFINANCE_WS4-
BO_ADDFINANCE_WS12)=0 OR ALL(BO_ADDFINANCE_WS4-
BO_ADDFINANCE_WS12)=777777777,999999998,999999999,MISSING]
Government-guaranteed business loan from a bank or financial institution,
including SBA-guaranteed loans
C. [SHOW IF BO_ADDFINANCE_2_5 = 0 OR SUM(BO_ADDFINANCE_WS4-
BO_ADDFINANCE_WS12)=0 OR ALL(BO_ADDFINANCE_WS4-
BO_ADDFINANCE_WS12)=777777777,999999998,999999999,MISSING]
Business loan from a bank or financial institution (including online lenders)
D. [SHOW IF BO_ADDFINANCE_2_6 = 0 OR
BO_ADDFINANCE_WS13=0,777777777,999999998,999999999,MISSING]
Business loan from a federal, state, or local government
E. [SHOW IF BO_ADDFINANCE_2_7 = 0 OR
BO_ADDFINANCE_WS14=0,777777777,999999998,999999999,MISSING]
Business loan/investment from family/friend(s)
F. [SHOW IF BO_ADDFINANCE_2_8 = 0 OR
BO_ADDFINANCE_WS15=0,777777777,999999998,999999999,MISSING]
Investment by venture capitalist(s)/angel investor(s)
G. [SHOW IF BO_ADDFINANCE_2_9 = 0 OR
BO_ADDFINANCE_WS16=0,777777777,999999998,999999999,MISSING]
Crowdfunding (Kickstarter, Indiegogo, etc.)
H. [SHOW IF BO_ADDFINANCE_2_10 = 0 OR SUM(BO_ADDFINANCE_WS17-
BO_ADDFINANCE_WS20)=0 OR ALL(BO_ADDFINANCE_WS17-
BO_ADDFINANCE_WS20)=777777777,999999998,999999999,MISSING] Grants

RESPONSE OPTIONS

1. Yes, I requested funding from this source but did not receive any
2. No, I did not request funding from this source

[SHOW IF ANY(BO_ADDFINANCE_4_A-BO_ADDFINANCE_4_F= 1)]

BO_ADDFINANCE_5.
What reason(s) were you given as to why you were declined funding?

Select all that apply.

RESPONSE OPTIONS

1. Low or poor credit score
2. Limited credit history
3. History of late/missed payments
4. Age of business
5. Personal background
6. Insufficient collateral
7. Inadequate business plan
8. Business was too risky
9. Business located in an undesirable industry
10. Business located in an undesirable location
11. No or limited pre-existing relationship with the bank
12. I was not given a reason
13. Other (specify):

[SHOW IF BO_ADDFINANCE_1 = 1 AND BO_ADDFINANCE_4_H = 2]

BO_ADDFINANCE_6.
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.

RESPONSE OPTIONS

1. I did not know about or how to find grant opportunities
2. I or my business did not qualify for the grant
3. I thought it was unlikely I would receive the grant
4. Too difficult to apply for grants
5. Available grant funding amount was too small

---

6. Other (specify):
7. I did not need grant funding

[SHOW IF BO_ADDFINANCE_1 = 1 AND BO_ADDFINANCE_4_B = 2 AND BO_ADDFINANCE_4_C = 2]

BO_ADDFINANCE_7.
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.

RESPONSE OPTIONS

1. Low or poor credit score
2. Lack of relationship with bank/financial institution
3. Expected unfavorable interest rate or loan repayment terms
4. Expected to be declined
5. Other (specify):
6. I did not need funding from a bank

[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)]

BO_ADDFINANCE_8.
You reported not requesting funding from the following [IF COUNT_BOFN4>1: sources /else: source]:

[IF COUNT_BOFN4>1: /else:]

- [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.

RESPONSE OPTIONS

1. Low or poor credit score
2. Lack of relationship with bank/financial institution
3. Expected unfavorable interest rate or loan repayment terms
4. Expected to be declined
5. Other (specify):
6. I did not need funding from [IF COUNT_BOFN4>1: these sources /else: this source]

[SHOW IF BO_ADDFINANCE_1 = 1]

BO_ADDFINANCE_REASON.
For what reason(s) did your business seek additional financing after start-up?

Select all that apply.

RESPONSE OPTIONS

1. Meeting current operating expenses (i.e., payroll, accounts payable, rent, etc.)
2. Refinancing or paying down debt
3. Hiring new employees
4. Securing a new location(s) for the business
5. Adopting or developing new technologies
6. Acquiring new/improved equipment
7. Exploring new business relationships
8. Investing in trainings or professional development
9. Other (specify):

Business Operations: Section 2 Questions

[SHOW IF DOV_GROUP = 1,2,4, OR 5]

BO_EMPLOYEES_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.)*

Select all that apply.

RESPONSE OPTIONS

1. Full-time paid employees (workers who received a W-2 from this business)
2. Part-time paid employees (workers who received a W-2 from this business)
3. Paid day laborers
4. Temporary staffing obtained from a temporary help service
5. Leased employees from a leasing service or professional employer organization
6. Contractors, subcontractors, independent contractors, or outside consultants (workers who received a 1099 or payment from another company)
7. Unpaid family members
8. Unpaid non-family members, volunteers, or interns
9. Other worker type, specify:
10. There are no workers other than me in this business

[SHOW IF ANY BO_EMPLOYEES_1_1 THROUGH BO_EMPLOYEES_1_9 SELECTED]

BO_NUMEMPLOY_1.
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.

GRID ITEMS

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]

RESPONSE OPTIONS

1. Number of workers [NUMBOX, RANGE 0-10,000]

COMPUTE DOV_MICROBIZ (THIS SETS THE <u>MICRO BUSINESS</u> FLAG TO YES)

NOTE TO PROGRAMMING: TREAT MISSING AS ZERO WHEN DOING THE SUM FUNCTION BELOW.

IF DOV_GROUP = 1 AND SUM(BO_NUMEMPLOY_1_A : BO_NUMEMPLOY_1_B) < 10 AND SUM(BO_NUMEMPLOY_1_A : BO_NUMEMPLOY_1_B) >= 0

DOV_MICROBIZ = 1.

IF DOV_GROUP=1 AND ANY(BO_EMPLOYEES_1_1 THROUGH BO_EMPLOYEES_1_2) = 1 AND ANY (BO_NUMEMPLOY_1_A THROUGH BO_NUMEMPLOY_1_B) = 777777, 999998, 999999

DOV_MICROBIZ=0.

IF DOV_GROUP=1 AND BO_EMPLOYEES_1=77,98,99

DOV_MICROBIZ=0.

ELSE DOV_MICROBIZ = 0.

[SHOW IF DOV_MICROBIZ = 1]

BO_IMPACT_1.
Is your business mission-driven, with a focus on environmental sustainability and/or social impact?

RESPONSE OPTIONS

1. Yes
2. No
77. Unsure

[SHOW IF DOV_MICROBIZ = 1 AND BO_IMPACT_1 = 1]

BO_IMPACT_2.
How is your business mission-driven?

Select all that apply.

RESPONSE OPTIONS

1. My business has a social mission (e.g., my business creates economic opportunities for traditionally underserved populations)
2. My business supports a local cause to support my community (e.g., my business donates to community programs)
3. My business cares about environmental sustainability (i.e., my business has taken steps to reduce its emissions or environmental impact)
4. Other (specify):

[SHOW IF DOV_MICROBIZ = 1]

BO_TAX_FILING_1.
How confident do you feel in your ability to maximize tax credits and deductions available to your business? (*Please answer regardless of if you handle tax filing personally or rely on a tax professional*.)

RESPONSE OPTIONS

1. Not at all confident
2. Somewhat confident
3. Very confident
77. Don't know

[SHOW IF DOV_GROUP = 1 OR 2]

BO_WEEKSWK_1.
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.

[NUMBOX, RANGE 0-52]

[SHOW IF DOV_GROUP = 1 OR 2]

BO_HOURSWK_1.
In the past year, what was the average number of hours <u>per week</u> you spent managing or working in your business?

Your best estimate is fine.

[NUMBOX, RANGE 0-99]

[SHOW IF DOV_GROUP = 4 OR 5]

BO_WEEKSWK_2.
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.

[NUMBOX, RANGE 0-52]

[SHOW IF DOV_GROUP = 4 OR 5]

BO_HOURSWK_2.
In the last year [IF DOV_GROUP = 4:of your business/ELSE: working for yourself], what was the average number of hours <u>per week</u> you spent managing or working in your [IF DOV_GROUP = 5:freelance or consulting] business?

Your best estimate is fine.

[NUMBOX, RANGE 0-99]

[SHOW IF DOV_GROUP = 1 OR 4]

BO_EMPBENEFIT_1.
Which of the following employee benefits [IF DOV_GROUP = 1: are/ELSE: were] paid totally or partly by your business?

Select all that apply.

RESPONSE OPTIONS

1. Health insurance
2. Contributions to retirement plans, including 401(k), Keogh, etc.
3. Profit sharing and/or stock options
4. Paid holidays or vacation
5. Paid sick leave
6. Paid parental or family leave
7. Tuition assistance and/or reimbursement
8. Other benefit, specify:
9. None of the above

[SHOW IF BO_EMPBENEFIT_1_1 = 1]

BO_EMPBENEFIT_HEALTHINS_1.
How much of the cost of health insurance [IF DOV_GROUP = 1: does/ELSE: did] your business cover for employees?

RESPONSE OPTIONS

1. The business [IF DOV_GROUP = 1: covers/ELSE: covered] all of the cost (100%)
2. The business [IF DOV_GROUP = 1: covers/ELSE: covered] most of the cost (more than 50%)
3. The business [IF DOV_GROUP = 1: covers/ELSE: covered] about half or less of the cost (50% or less)
4. The business [IF DOV_GROUP = 1: does/ELSE: did] not cover any of the cost but [IF DOV_GROUP = 1: offers/ELSE: offered] access to discounted plans

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[SHOW IF (DOV_GROUP = 1 OR 4) AND BO_EMPBENEFIT_1_1 = 0]

BO_EMPBENEFIT_HEALTHINS_2.
We would like to understand challenges and opportunities for businesses in offering health benefits. To what extent do you agree or disagree with the following statements about providing health insurance to your employees?

I [IF DOV_GROUP = 1: would be/ELSE: would have been] more likely to provide health insurance benefits…

GRID ITEMS

A. If premium costs were more affordable
B. If insurance plan options were easier to understand
C. If the administrative requirements were less burdensome
D. If my employees expressed a stronger interest in having them

RESPONSE OPTIONS

1. Strongly agree
2. Somewhat agree
3. Neither agree nor disagree
4. Somewhat disagree
5. Strongly disagree

[SHOW IF DOV_GROUP = 1,2,4,5]

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/X, or Instagram) related to your business?

RESPONSE OPTIONS

1. Yes, website only
2. Yes, social media only
3. Yes, both
4. No

[SHOW IF DOV_GROUP = 1,2]

REMOTE_2.
Thinking of your work as [INSERT DOV_JOB], which of the following best describes whether you telecommute or work remotely?

RESPONSE OPTIONS

1. I telecommuted/worked remotely <u>only</u> during the coronavirus pandemic
2. I telecommute and work in person <u>as needed</u> regardless of the coronavirus pandemic
3. I always telecommute/work remotely regardless of the coronavirus pandemic
4. Telecommuting/working remotely does not make sense for my work

---

[SHOW IF DOV_GROUP = 1,2 AND ANY(BO_EMPLOYEES_1_1-BO_EMPLOYEES_1_9 = 1)]

REMOTE_3.
Thinking of your employees, which of the following best describes your firm's current telecommuting or remote work policy?

Telecommuting/working remotely…

RESPONSE OPTIONS

1. Does not make sense for my employees
2. Is not allowed for my employees
3. Is allowed for some employees or some portion of the employees' work hours
4. Is generally allowed and employees decide to work remotely or work in person
5. Is expected for all employees

Business Operations: Section 3 Questions

[SHOW IF DOV_GROUP = 1 or 2]

BO_CASH.
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:

RESPONSE OPTIONS

1. 1-7 days of business operations
2. 1-2 weeks of business operations
3. 3-4 weeks of business operations
4. 1-2 months of business operations
5. 3 or more months of business operations
6. No cash available for business operations
77. Don't know

[SHOW IF DOV_GROUP = 1 OR 2]

BO_REVENUE_1.
What was the amount of your income or sales and operating revenues, including grants, during 2025 from your work as [INSERT DOV_JOB]?

[INSERT DOV_JOB]

Your best estimate is fine. Please report whole dollar amounts. If none, report 0.

$[NUMBOX, 0-100,000,000] .00 dollars

[SHOW IF DOV_GROUP = 4 OR 5]

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.

$[NUMBOX, 0-100,000,000] .00 dollars

[SHOW IF DOV_GROUP = 1,2]

BUSINESS_INTERRUPTIONS_1.
In the last year, did you have any of the following?

Select all that apply.

RESPONSE OPTIONS

1. Domestic supplier delays
2. Foreign supplier delays
3. Difficulty locating alternative domestic suppliers
4. Difficulty locating alternative foreign suppliers
5. Production delays at this business
6. Delays in delivery/shipping to customers
7. Other (specify):
8. None of the above

[SHOW IF DOV_GROUP = 1,2,4, OR 5]

BO_PLMARGIN_1.
[IF DOV_GROUP = 1 OR 2: In 2025/ELSE: During the last year of your business' operation], did you have profits, losses, or break even?

RESPONSE OPTIONS

1. Profits

2. Losses
3. Break even
4. Not applicable (My business started in 2025)

[SHOW IF DOV_GROUP = 1 OR 2]

BO_PRIMARYINC_1.
Does your work as [INSERT DOV_JOB] provide your primary source of household income?

RESPONSE OPTIONS

1. Yes
2. No

[SHOW IF DOV_GROUP = 4 OR 5]

BO_PRIMARYINC_2.
In the last year of your business' operation, did your work as [INSERT DOV_JOB] provide your primary source of household income?

RESPONSE OPTIONS

1. Yes
2. No

[SHOW IF DOV_GROUP = 1 OR 2]

BO_GOALS_1.
What would you say your top goal is for the next five years related to work as [INSERT DOV_JOB]?

RESPONSE OPTIONS

1. Grow the business
2. Maintain the business' current level of operations
3. Scale back the business' operations
4. Exit the business (such as close, sell, or transfer ownership)
5. Other goal, specify:

[SHOW IF DOV_GROUP = 1 OR 2]

BO_GOALS_2.
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?

RESPONSE OPTIONS

1. Not at all
2. Somewhat
3. Moderately
4. Completely

Business Operations: Section 4 Questions

[SHOW IF DOV_GROUP = 1,2,4, OR 5]

DISPLAY_BO_CHALLENGES.
Now we want to ask you about some challenges you may or may not have encountered while [INSERT DOV_ACTIVITY].

[SHOW IF DOV_GROUP = 1,2,4, OR 5]

BO_CHALLENGE_1.
Which of the following <u>financial or economic security challenges</u> [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.

RESPONSE OPTIONS

1. Not being able to access and/or afford health insurance
2. Not having access to other employer-provided benefits *(aside from health care)*
3. Challenges with personal/family finances
4. Accessing capital to cover business operations
5. Making rent/mortgage payments on my business location(s)
6. Decreasing sales
7. Increasing business or operational costs
8. None of the above

[SHOW IF DOV_GROUP = 1,2,4, OR 5]

BO_CHALLENGE_2.
Which of the following <u>business operations challenges</u> [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.

RESPONSE OPTIONS

1. Maintaining the business' license/registration
2. Doing my taxes
3. Navigating local, state, or federal government regulations
4. None of the above

[SHOW IF DOV_GROUP = 1,2,4, OR 5]

BO_CHALLENGE_3.
Which of the following <u>customer reach challenges</u> [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.

RESPONSE OPTIONS

1. Finding customers
2. Keeping existing customers
3. Setting up/maintaining the business' digital/online presence
4. Identifying business opportunities in the market
5. None of the above

[SHOW IF DOV_GROUP = 1,2,4, OR 5]

BO_CHALLENGE_4.
Which of the following <u>resource or support challenges</u> [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.

RESPONSE OPTIONS

1. Finding and/or affording professional support like lawyers, accountants, or tax professionals
2. Finding support, advice, or finding role models in my network
3. Getting support from my family or friends
4. Getting support from my community
5. Balancing work and family
6. Feeling burnt out, or losing focus, interest, and/or motivation
7. Major life event (such as a new child, own or family medical issue)
8. Finding time to devote to the business; not enough time Growing my network with like-minded entrepreneurs
9. Accessing educational materials/content related to [INSERT DOV_ACTIVITY]
10. None of the above

[SHOW IF DOV_GROUP = 1,2,4, OR 5]

BO_CHALLENGE_5.
Which of the following <u>economy or market challenges</u> [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.

RESPONSE OPTIONS

1. Finding, affording, and/or retaining qualified employees
2. Competing against other/larger businesses
3. Supply chain issues
4. Decreasing demand for my product or service
5. Unfavorable economy
6. Understanding and navigating administrative and/or regulatory requirements related to hiring employees
7. None of the above

[SHOW IF DOV_GROUP = 1,2,4, OR 5]

BO_CHALLENGE_6.
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]?

RESPONSE OPTIONS

1. Yes
2. No

[SHOW IF BO_CHALLENGE_6 = 1]

BO_CHALLENGE_7.
What other challenges [IF DOV_GROUP = 1 OR 2: are you currently facing /ELSE: did you face in your last year of operation] [INSERT DOV_ACTIVITY]?

[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)]

BO_CHALLENGE_ADDRESS1.
Among the challenges you reported, did you take any of the following actions to obtain support or help?

Select all that apply.

You reported the following challenges:

- [SHOW IF BO_CHALLENGE_1_1 = 1] Not being able to access and/or afford health insurance
- [SHOW IF BO_CHALLENGE_1_2 = 1] Not having access to other employer-provided benefits *(aside from health care)*
- [SHOW IF BO_CHALLENGE_1_3 = 1] Challenges with personal/family finances
- [SHOW IF BO_CHALLENGE_1_4 = 1] Accessing capital to cover business operations
- [SHOW IF BO_CHALLENGE_1_5 = 1] Making rent/mortgage payments on my business location(s)
- [SHOW IF BO_CHALLENGE_1_6 = 1] Decreasing sales
- [SHOW IF BO_CHALLENGE_1_7 = 1] Increasing business or operational costs
- [SHOW IF BO_CHALLENGE_2_1 = 1] Maintaining the business' license/registration
- [SHOW IF BO_CHALLENGE_2_2 = 1] Doing my taxes
- [SHOW IF BO_CHALLENGE_2_3 = 1] Navigating local, state, or federal government regulations
- [SHOW IF BO_CHALLENGE_3_1 = 1] Finding customers
- [SHOW IF BO_CHALLENGE_3_2 = 1] Keeping existing customers

- [SHOW IF BO_CHALLENGE_3_3 = 1] Setting up/maintaining the business' digital/online presence
- [SHOW IF BO_CHALLENGE_3_4 = 1] Identifying business opportunities in the market
- [SHOW IF BO_CHALLENGE_4_1 = 1] Finding and/or affording professional support like lawyers, accountants, or tax professionals
- [SHOW IF BO_CHALLENGE_4_2 = 1] Finding support, advice, or finding role models in my network
- [SHOW IF BO_CHALLENGE_4_3 = 1] Getting support from my family or friends
- [SHOW IF BO_CHALLENGE_4_4 = 1] Getting support from my community
- [SHOW IF BO_CHALLENGE_4_5 = 1] Balancing work and family
- [SHOW IF BO_CHALLENGE_4_6 = 1] Feeling burnt out, or losing focus, interest, and/or motivation
- [SHOW IF BO_CHALLENGE_4_7 = 1] Major life event (such as a new child, own or family medical issue)
- [SHOW IF BO_CHALLENGE_4_8 = 1] Finding time to devote to the business
- [SHOW IF BO_CHALLENGE_4_9 = 1] Growing my network with like-minded entrepreneurs
- [SHOW IF BO_CHALLENGE_4_10 = 1] Accessing educational materials/content related to [INSERT DOV_ACTIVITY]
- [SHOW IF BO_CHALLENGE_5_1 = 1] Finding, affording, and/or retaining qualified employees
- [SHOW IF BO_CHALLENGE_5_2 = 1] Competing against other/larger businesses
- [SHOW IF BO_CHALLENGE_5_3 = 1] Supply chain issues
- [SHOW IF BO_CHALLENGE_5_4 = 1] Decreasing demand for my product or service
- [SHOW IF BO_CHALLENGE_5_5 = 1] Unfavorable economy
- [SHOW IF BO_CHALLENGE_5_6 = 1] Understanding and navigating administrative and/or regulatory requirements related to hiring employees

RESPONSE OPTIONS

1. Spoke with a friend or family member
2. Worked with a mentor
3. Consulted with industry experts
4. Sought out professional advice from a lawyer, accountant, marketing consultant or other business service provider
5. Attended trainings or workshops on relevant topics
6. Applied to a business support program
7. Other (specify):

8. None of the above

[SHOW IF (DOV_GROUP = 4 OR 5) AND (ANY(BO_CHALLENGE_1_1 - BO_CHALLENGE_1_7 SELECTED) 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))]

BO_CHALLENGE_END.
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?

GRID ITEMS

A. [SHOW IF BO_CHALLENGE_1_1 = 1] Not being able to access and/or afford health insurance
B. [SHOW IF BO_CHALLENGE_1_2 = 1] Not having access to other employer-provided benefits *(aside from health care)*
C. [SHOW IF BO_CHALLENGE_1_3 = 1] Challenges with personal/family finances
D. [SHOW IF BO_CHALLENGE_1_4 = 1] Accessing capital to cover business operations
E. [SHOW IF BO_CHALLENGE_1_5 = 1] Making rent/mortgage payments on my business location(s)
F. [SHOW IF BO_CHALLENGE_1_6 = 1] Decreasing sales
G. [SHOW IF BO_CHALLENGE_1_7 = 1] Increasing business or operational costs
H. [SHOW IF BO_CHALLENGE_2_1 = 1] Maintaining the business' license/registration
I. [SHOW IF BO_CHALLENGE_2_2 = 1] Doing my taxes
J. [SHOW IF BO_CHALLENGE_2_3 = 1] Navigating local, state, or federal government regulations
K. [SHOW IF BO_CHALLENGE_3_1 = 1] Finding customers
L. [SHOW IF BO_CHALLENGE_3_2 = 1] Keeping existing customers
M. [SHOW IF BO_CHALLENGE_3_3 = 1] Setting up/maintaining the business' digital/online presence
N. [SHOW IF BO_CHALLENGE_3_4 = 1] Identifying business opportunities in the market
O. [SHOW IF BO_CHALLENGE_4_1 = 1] Finding and/or affording professional support like lawyers, accountants, or tax professionals
P. [SHOW IF BO_CHALLENGE_4_2 = 1] Finding support, advice, or finding role models in my network

Q. [SHOW IF BO_CHALLENGE_4_3 = 1] Getting support from my family or friends
R. [SHOW IF BO_CHALLENGE_4_4 = 1] Getting support from my community
S. [SHOW IF BO_CHALLENGE_4_5 = 1] Balancing work and family
T. [SHOW IF BO_CHALLENGE_4_6 = 1] Feeling burnt out, or losing focus, interest, and/or motivation
U. [SHOW IF BO_CHALLENGE_4_7 = 1] Major life event (such as a new child, own or family medical issue)
V. [SHOW IF BO_CHALLENGE_4_8 = 1] Finding time to devote to the business
W. [SHOW IF BO_CHALLENGE_4_9 = 1] Growing my network with like-minded entrepreneurs
X. [SHOW IF BO_CHALLENGE_4_10 = 1] Accessing educational materials/content related to [INSERT DOV_ACTIVITY]
Y. [SHOW IF BO_CHALLENGE_5_1 = 1] Finding, affording, and/or retaining qualified employees
Z. [SHOW IF BO_CHALLENGE_5_2 = 1] Competing against other/larger businesses
AA.   [SHOW IF BO_CHALLENGE_5_3 = 1] Supply chain issues
BB.   [SHOW IF BO_CHALLENGE_5_4 = 1] Decreasing demand for my product or service
CC.   [SHOW IF BO_CHALLENGE_5_5 = 1] Unfavorable economy
DD.   [SHOW IF BO_CHALLENGE_5_6 = 1] Understanding and navigating administrative and/or regulatory requirements related to hiring employees

RESPONSE OPTIONS

1. Yes
2. No

[SHOW IF DOV_REASON3>1 AND DOV_GROUP = 4, 5]

BO_REASONS_1.
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.

RESPONSE OPTIONS

1. [SHOW IF BO_CHALLENGE_ENDA = 1] Not being able to access and/or afford health insurance

2. [SHOW IF BO_CHALLENGE_ENDB = 1] Not having access to other employer-provided benefits *(aside from health care)*
3. [SHOW IF BO_CHALLENGE_ENDC = 1] Challenges with personal/family finances
4. [SHOW IF BO_CHALLENGE_ENDD = 1] Accessing capital to cover business operations
5. [SHOW IF BO_CHALLENGE_ENDE = 1] Making rent/mortgage payments on my business location(s)
6. [SHOW IF BO_CHALLENGE_ENDF = 1] Decreasing sales
7. [SHOW IF BO_CHALLENGE_ENDG = 1] Increasing business or operational costs
8. [SHOW IF BO_CHALLENGE_ENDH = 1] Maintaining the business' license/registration
9. [SHOW IF BO_CHALLENGE_ENDI = 1] Doing my taxes
10. [SHOW IF BO_CHALLENGE_ENDJ = 1] Navigating local, state, or federal government regulations
11. [SHOW IF BO_CHALLENGE_ENDK = 1] Finding customers
12. [SHOW IF BO_CHALLENGE_ENDL = 1] Keeping existing customers
13. [SHOW IF BO_CHALLENGE_ENDM = 1] Setting up/maintaining the business' digital/online presence
14. [SHOW IF BO_CHALLENGE_ENDN = 1] Identifying business opportunities in the market
15. [SHOW IF BO_CHALLENGE_ENDO = 1] Finding and/or affording professional support like lawyers, accountants, or tax professionals
16. [SHOW IF BO_CHALLENGE_ENDP = 1] Finding support, advice, or finding role models in my network
17. [SHOW IF BO_CHALLENGE_ENDQ = 1] Getting support from my family or friends
18. [SHOW IF BO_CHALLENGE_ENDR = 1] Getting support from my community
19. [SHOW IF BO_CHALLENGE_ENDS = 1] Balancing work and family
20. [SHOW IF BO_CHALLENGE_ENDT = 1] Feeling burnt out, or losing focus, interest, and/or motivation
21. [SHOW IF BO_CHALLENGE_ENDU = 1] Major life event (such as a new child, own or family medical issue)
22. [SHOW IF BO_CHALLENGE_ENDV = 1] Finding time to devote to the business
23. [SHOW IF BO_CHALLENGE_ENDW = 1] Growing my network with like-minded entrepreneurs
24. [SHOW IF BO_CHALLENGE_ENDX = 1] Accessing educational materials/content related to [INSERT DOV_ACTIVITY]
25. [SHOW IF BO_CHALLENGE_ENDY = 1] Finding, affording, and/or retaining qualified employees
26. [SHOW IF BO_CHALLENGE_ENDZ = 1] Competing against other/larger businesses
27. [SHOW IF BO_CHALLENGE_ENDAA = 1] Supply chain issues

28. [SHOW IF BO_CHALLENGE_ENDBB = 1] Decreasing demand for my product or service
29. [SHOW IF BO_CHALLENGE_ENDCC = 1] Unfavorable economy
30. [SHOW IF BO_CHALLENGE_ENDDD = 1] Understanding and navigating administrative and/or regulatory requirements related to hiring employees

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[SHOW IF DOV_REASON3>2 AND ANY(BO_REASONS_1_1 – BO_REASONS_1_30 = 1) AND DOV_GROUP = 4, 5]

BO_REASONS_2.
Of the remaining reasons for closing your business or stopping working for yourself as a consultant, freelancer, or independent contractor, which was the <u>second most</u> important reason?

Select one.

[DISPLAY IF NOT SELECTED IN BO_REASONS_1]

RESPONSE OPTIONS

1. [SHOW IF BO_CHALLENGE_ENDA = 1] Not being able to access and/or afford health insurance
2. [SHOW IF BO_CHALLENGE_ENDB = 1] Not having access to other employer-provided benefits *(aside from health care)*
3. [SHOW IF BO_CHALLENGE_ENDC = 1] Challenges with personal/family finances
4. [SHOW IF BO_CHALLENGE_ENDD = 1] Accessing capital to cover business operations
5. [SHOW IF BO_CHALLENGE_ENDE = 1] Making rent/mortgage payments on my business location(s)
6. [SHOW IF BO_CHALLENGE_ENDF = 1] Decreasing sales
7. [SHOW IF BO_CHALLENGE_ENDG = 1] Increasing business or operational costs
8. [SHOW IF BO_CHALLENGE_ENDH = 1] Maintaining the business' license/registration
9. [SHOW IF BO_CHALLENGE_ENDI = 1] Doing my taxes
10. [SHOW IF BO_CHALLENGE_ENDJ = 1] Navigating local, state, or federal government regulations
11. [SHOW IF BO_CHALLENGE_ENDK = 1] Finding customers
12. [SHOW IF BO_CHALLENGE_ENDL = 1] Keeping existing customers
13. [SHOW IF BO_CHALLENGE_ENDM = 1] Setting up/maintaining the business' digital/online presence
14. [SHOW IF BO_CHALLENGE_ENDN = 1] Identifying business opportunities in the market

15. [SHOW IF BO_CHALLENGE_ENDO = 1] Finding and/or affording professional support like lawyers, accountants, or tax professionals
16. [SHOW IF BO_CHALLENGE_ENDP = 1] Finding support, advice, or finding role models in my network
17. [SHOW IF BO_CHALLENGE_ENDQ = 1] Getting support from my family or friends
18. [SHOW IF BO_CHALLENGE_ENDR = 1] Getting support from my community
19. [SHOW IF BO_CHALLENGE_ENDS = 1] Balancing work and family
20. [SHOW IF BO_CHALLENGE_ENDT = 1] Feeling burnt out, or losing focus, interest, and/or motivation
21. [SHOW IF BO_CHALLENGE_ENDU = 1] Major life event (such as a new child, own or family medical issue)
22. [SHOW IF BO_CHALLENGE_ENDV = 1] Finding time to devote to the business
23. [SHOW IF BO_CHALLENGE_ENDW = 1] Growing my network with like-minded entrepreneurs
24. [SHOW IF BO_CHALLENGE_ENDX = 1] Accessing educational materials/content related to [INSERT DOV_ACTIVITY]
25. [SHOW IF BO_CHALLENGE_ENDY = 1] Finding, affording, and/or retaining qualified employees
26. [SHOW IF BO_CHALLENGE_ENDZ = 1] Competing against other/larger businesses
27. [SHOW IF BO_CHALLENGE_ENDAA = 1] Supply chain issues
28. [SHOW IF BO_CHALLENGE_ENDBB = 1] Decreasing demand for my product or service
29. [SHOW IF BO_CHALLENGE_ENDCC = 1] Unfavorable economy
30. [SHOW IF BO_CHALLENGE_ENDDD = 1] Understanding and navigating administrative and/or regulatory requirements related to hiring employees

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[SHOW IF DOV_MICROBIZ = 1]

DISPLAY_BO_SERVICES.
Now we want to ask you some questions to help us understand the local availability of services and what supports you want that you may not have access to.

[SHOW IF DOV_MICROBIZ = 1]

BO_SERVICES_1.
Which of the following business support services do you have access to in your local community?

[HOVER TEXT ON "access": Access refers to the availability or opportunity for you to utilize or benefit from services available at no cost, for a flexible fee, or at a discounted rate.]

Select all that apply.

RESPONSE OPTIONS

1. Finding, affording, and/or retaining qualified employees
2. Competing against other/larger businesses
3. Networking opportunities
4. Mentorship
5. Consultation with industry experts
6. Professional advice from business experts (e.g., attorneys, accountants, marketing consultants, or other business service provider)
7. Personalized, one-on-one business coaching
8. Trainings or workshops to help develop key areas of your business
9. Business cohort programs [HOVER TEXT: Group-based training programs designed to help you launch or grow your business]
10. Services run through Small Business Development Centers (SBDCs)
11. Services run through local educational institutions
12. Other (specify):

PROGRAMMING NOTE: IF DOV_MICROBIZ=1 AND COUNT(BO_SERVICES_1_1-BO_SERVICES_1_11=0)=1 AND BO_SERVICES_1<>77,98,99, AUTOPUNCH BO_SERVICES_2 WITH RESPONSE OPTION LEFT UNSELECTED AT BO_SERVICES_1.

[SHOW IF DOV_MICROBIZ = 1 AND COUNT(BO_SERVICES_1_1-BO_SERVICES_1_11 = 0)>1 AND BO_SERVICES_1<>77,98,99]

BO_SERVICES_2.
You reported not having access to the following business support services. Which of the following business support services would you most like to have access to in your local community?

[HOVER TEXT ON "access": Access refers to the availability or opportunity for you to utilize or benefit from services available at no cost, for a flexible fee, or at a discounted rate.]

RESPONSE OPTIONS

1. [SHOW IF BO_SERVICES_1_1 = 0] Finding, affording, and/or retaining qualified employees
2. [SHOW IF BO_SERVICES_1_2 = 0] Competing against other/larger businesses
3. [SHOW IF BO_SERVICES_1_3 = 0] Networking opportunities
4. [SHOW IF BO_SERVICES_1_4 = 0] Mentorship
5. [SHOW IF BO_SERVICES_1_5 = 0] Consultation with industry experts
6. [SHOW IF BO_SERVICES_1_6 = 0] Professional advice from business experts (e.g., attorneys, accountants, marketing consultants, or other business service provider)
7. [SHOW IF BO_SERVICES_1_7 = 0] Personalized, one-on-one business coaching
8. [SHOW IF BO_SERVICES_1_8 = 0] Trainings or workshops to help develop key areas of your business
9. [SHOW IF BO_SERVICES_1_9 = 0] Business cohort programs [HOVER TEXT: Group-based training programs designed to help you launch or grow your business]
10. [SHOW IF BO_SERVICES_1_10 = 0] Services run through Small Business Development Centers (SBDCs)
11. [SHOW IF BO_SERVICES_1_11 = 0] Services run through local educational institutions

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[SHOW IF DOV_MICROBIZ = 1 AND ANY(BO_SERVICES_1_1-BO_SERVICES_1_11 = 0) AND COUNT(BO_SERVICES_1_1-BO_SERVICES_1_11 = 0) > 2 AND BO_SERVICES_2<>77,98, 99]

BO_SERVICES_3.
Which of the remaining business support services would you second most like to have access to in your local community?

[HOVER TEXT ON "access": Access refers to the availability or opportunity for you to utilize or benefit from services available at no cost, for a flexible fee, or at a discounted rate.]

RESPONSE OPTIONS

1. [SHOW IF BO_SERVICES_1_1 = 0 AND BO_SERVICES_2 <> 1] Finding, affording, and/or retaining qualified employees
2. [SHOW IF BO_SERVICES_1_2 = 0 AND BO_SERVICES_2 <> 2] Competing against other/larger businesses
3. [SHOW IF BO_SERVICES_1_3 = 0 AND BO_SERVICES_2 <> 3] Networking opportunities
4. [SHOW IF BO_SERVICES_1_4 = 0 AND BO_SERVICES_2 <> 4] Mentorship
5. [SHOW IF BO_SERVICES_1_5 = 0 AND BO_SERVICES_2 <> 5] Consultation with industry experts

6. [SHOW IF BO_SERVICES_1_6 = 0 AND BO_SERVICES_2 <> 6] Professional advice from business experts (e.g., attorneys, accountants, marketing consultants, or other business service provider)
7. [SHOW IF BO_SERVICES_1_7 = 0 AND BO_SERVICES_2 <> 7] Personalized, one-on-one business coaching
8. [SHOW IF BO_SERVICES_1_8 = 0 AND BO_SERVICES_2 <> 8] Trainings or workshops to help develop key areas of your business
9. [SHOW IF BO_SERVICES_1_9 = 0 AND BO_SERVICES_2 <> 9] Business cohort programs [HOVER TEXT: Group-based training programs designed to help you launch or grow your business]
10. [SHOW IF BO_SERVICES_1_10 = 0 AND BO_SERVICES_2 <> 10] Services run through Small Business Development Centers (SBDCs)
11. [SHOW IF BO_SERVICES_1_11 = 0 AND BO_SERVICES_2 <> 11] Services run through local educational institutions

Business Operations: Section 5 Questions

[SHOW IF DOV_GROUP = 1, 2, 4, OR 5]

DISPLAY_BO_POSTPLANS.
Now we want to ask you some questions about what you [IF DOV_GROUP = 1 or 2: plan to do after you finish; IF DOV_GROUP = 4 or 5: did after you finished] [INSERT DOV_ACTIVITY].

[SHOW IF DOV_GROUP = 1 OR 2]

BO_LENGTH_1.
How long do you see yourself [INSERT DOV_ACTIVITY]?

RESPONSE OPTIONS

1. Less than a year longer
2. 1 to 2 years longer
3. 3 to 4 years longer
4. 5 to 9 years longer
5. 10 or more years longer

[SHOW IF DOV_GROUP = 1 OR 2]

BO_POSTPLANS_1.

What are your plans for after you finish [INSERT DOV_ACTIVITY]?

RESPONSE OPTIONS

1. Continue to work at another job in which I am currently employed
2. Take a new job/enter employment
3. Start another business
4. Retire
5. Go back to school
6. Take a break from work
7. Provide care for children and/or family/friends in need of care
8. Other (specify):

[SHOW IF DOV_GROUP = 4 OR 5]

BO_POSTPLANS_2.
What did you do immediately after you finished [INSERT DOV_ACTIVITY]?

RESPONSE OPTIONS

1. Continue to work at another job in which I am currently employed
2. Took a new job/enter employment
3. Started another business
4. Retired
5. Went back to school
6. Took a break from work
7. Provided care for children and/or family/friends in need of care
8. Other (specify):

[SHOW IF DOV_GROUP = 1,2,4, OR 5]

BO_NUMPREVBIZ_1.
Prior to establishing, purchasing, or acquiring this business/self-employment, how many previous businesses have you owned?

RESPONSE OPTIONS

1. 0
2. 1
3. 2
4. 3
5. 4
6. 5 or more

[SHOW IF DOV_GROUP = 4 OR 5]

BO_EXITSTRAT_1.
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?

RESPONSE OPTIONS

1. Sold your business at a loss
2. Sold your business at more or less break even
3. Sold your business at a profit
4. Bankruptcy or liquidation
5. Transferred business to a family member
6. Did not complete any forms/paperwork, just stopped working or taking work
7. Transferred business to a non-family member
8. Converted the business to an employee ownership model
9. Other, specify:

[SHOW IF DOV_GROUP = 1,2,3,4,5,6]

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?]

RESPONSE OPTIONS

1. Accommodation and Food Services
- [HOVER TEXT FOR RESPONSE OPTION 1:
    - Traveler Accommodation
    - RV Parks and Recreational Camps
    - Rooming and Boarding Houses, Dormitories, and Workers' Camps
    - Special Food Services
    - Drinking Places (Alcoholic Beverages)
    - Restaurants and Other Eating Places]
2. Administrative and Support and Waste Management and Remediation Services
- [HOVER TEXT FOR RESPONSE OPTION 2:
    - Office Administrative Services
    - Facilities Support Services

- Employment Services
- Business Support Services
- Travel Arrangement and Reservation Services
- Investigation and Security Services
- Services to Buildings and Dwellings
- Waste Collection
- Waste Treatment and Disposal
- Remediation and Other Waste Management Services]

3. Agriculture, Forestry, Fishing and Hunting
4. Arts, Entertainment, and Recreation

- [HOVER TEXT FOR RESPONSE OPTION 4:

  - Performing Arts Companies
  - Spectator Sports
  - Promoters of Performing Arts, Sports, and Similar Events
  - Agents and Managers for Artists, Athletes, Entertainers, and Other Public Figures
  - Independent Artists, Writers, and Performers
  - Museums, Historical Sites, and Similar Institutions
  - Amusement Parks and Arcades
  - Gambling Industries
  - Other Amusement and Recreation Industries]

5. Construction
6. Educational Services

- [HOVER TEXT FOR RESPONSE OPTION 6:

  - Elementary and Secondary Schools
  - Junior Colleges
  - Colleges, Universities, and Professional Schools
  - Business Schools and Computer and Management Training
  - Technical and Trade Schools
  - Other Schools and Instruction
  - Educational Support Services]

7. Finance and Insurance

- [HOVER TEXT FOR RESPONSE OPTION 7:

  - Monetary Authorities-Central Bank
  - Depository Credit Intermediation
  - Nondepository Credit Intermediation
  - Activities Related to Credit Intermediation
  - Securities and Commodity Contracts Intermediation and Brokerage
  - Securities and Commodity Exchanges
  - Other Financial Investment Activities
  - Insurance Carriers

- Agencies, Brokerages, and Other Insurance Related Activities
- Insurance and Employee Benefit Funds
- Other Investment Pools and Funds]

8. Health Care and Social Assistance

- [HOVER TEXT FOR RESPONSE OPTION 8:
  - Offices of Physicians
  - Offices of Dentists
  - Offices of Other Health Practitioners
  - Outpatient Care Centers
  - Medical and Diagnostic Laboratories
  - Home Health Care Services
  - Other Ambulatory Health Care Services
  - General Medical and Surgical Hospitals
  - Psychiatric and Substance Abuse Hospitals
  - Specialty (except Psychiatric and Substance Abuse) Hospitals
  - Nursing Care Facilities (Skilled Nursing Facilities)
  - Residential Intellectual and Developmental Disability, Mental Health, and Substance Abuse Facilities
  - Continuing Care Retirement Communities and Assisted Living Facilities for the Elderly
  - Other Residential Care Facilities
  - Individual and Family Services
  - Community Food and Housing, and Emergency and Other Relief Services
  - Vocational Rehabilitation Services
  - Child Day Care Services]

9. Information (such as publishers and telecommunications)

- [HOVER TEXT FOR RESPONSE OPTION 9:
  - Newspaper, Periodical, Book, and Directory Publishers
  - Software Publishers
  - Motion Picture and Video Industries
  - Sound Recording Industries
  - Radio and Television Broadcasting
  - Cable and Other Subscription Programming
  - Wired and Wireless Telecommunications Carriers
  - Satellite Telecommunications
  - Other Telecommunications
  - Data Processing, Hosting, and Related Services
  - Other Information Services]

10. Management of Companies and Enterprises
11. Manufacturing
12. Mining, Quarrying, and Oil and Gas Extraction
13. Other Services (such as repair and maintenance services)

- [HOVER TEXT FOR RESPONSE OPTION 13:
  - Automotive Repair and Maintenance
  - Electronic and Precision Equipment Repair and Maintenance
  - Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance
  - Personal and Household Goods Repair and Maintenance
  - Personal Care Services including Personal Trainer, Hair or Nail Salons, and Barbers
  - Death Care Services
  - Drycleaning and Laundry Services
  - Other Personal Services
  - Religious Organizations
  - Grantmaking and Giving Services
  - Social Advocacy Organizations
  - Civic and Social Organizations
  - Business, Professional, Labor, Political, and Similar Organizations
  - Private Households]

14. Professional, Scientific, and Technical Services

- [HOVER TEXT FOR RESPONSE OPTION 14:
  - Legal Services
  - Accounting, Tax Preparation, Bookkeeping, and Payroll Services
  - Architectural, Engineering, and Related Services
  - Specialized Design Services
  - Computer Systems Design and Related Services
  - Management, Scientific, and Technical Consulting Services
  - Scientific Research and Development Services
  - Advertising, Public Relations, and Related Services]

15. Public Administration

- [HOVER TEXT FOR RESPONSE OPTION 15:
  - Executive, Legislative, and Other General Government Support
  - Justice, Public Order, and Safety Activities
  - Administration of Human Resource Programs
  - Administration of Environmental Quality Programs
  - Administration of Housing Programs, Urban Planning, and Community Development
  - Administration of Economic Programs
  - Space Research and Technology
  - National Security and International Affairs]

16. Real Estate Rental and Leasing
17. Retail Trade
18. Transportation and Warehousing

19. Utilities
20. Wholesale Trade

General Population Questions

GP_CONSIDER_1.

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.

RESPONSE OPTIONS, RANDOMIZE

1. I don't know what kind of business I would start
2. It seems too risky
3. I'm not sure how well a business would do in my local community
4. I don't have enough savings or financial cushion to pursue starting a business
5. I don't know how to go about accessing financing to start a business
6. Family/friends are not supportive
7. It seems too challenging
8. The economy is too uncertain or unfavorable
9. It might take too much time
10. I like my current job/work arrangement
11. I need employer-provided benefits (such as health insurance)
12. I don't have the skills needed to run a business
13. I don't know where to go for help getting started
14. Major life event (such as a new child, own or family medical issue)
15. Retired or planning to retire
16. Health reasons
17. My credit score is too low to obtain the needed funding
18. Other reason, specify:

GP_CONSIDER_2.
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 <u>primary</u> reason for not starting your own business or working for yourself?

Select one.

RESPONSE OPTIONS, RANDOMIZE

1. [SHOW IF GP_CONSIDER_1 =1] I don't know what kind of business I would start
2. [SHOW IF GP_CONSIDER_1 =2] It seems too risky
3. [SHOW IF GP_CONSIDER_1 =3] I'm not sure how well a business would do in my local community
4. [SHOW IF GP_CONSIDER_1 =4] I don't have enough savings or financial cushion to pursue starting a business
5. [SHOW IF GP_CONSIDER_1 =5] I don't know how to go about accessing financing to start a business
6. [SHOW IF GP_CONSIDER_1 =6] Family/friends are not supportive
7. [SHOW IF GP_CONSIDER_1 =7] It seems too challenging
8. [SHOW IF GP_CONSIDER_1 =8] The economy is too uncertain or unfavorable
9. [SHOW IF GP_CONSIDER_1 =9] It might take too much time
10. [SHOW IF GP_CONSIDER_1 =10] I like my current job/work arrangement
11. [SHOW IF GP_CONSIDER_1 =11] I need employer-provided benefits (such as health insurance)
12. [SHOW IF GP_CONSIDER_1 =12] I don't have the skills needed to run a business
13. [SHOW IF GP_CONSIDER_1 =13] I don't know where to go for help getting started
14. [SHOW IF GP_CONSIDER_1 =14] Major life event (such as a new child, own or family medical issue)
15. [SHOW IF GP_CONSIDER_1 =15] Retired or planning to retire
16. [SHOW IF GP_CONSIDER_1 =16] Health reasons
17. [SHOW IF GP_CONSIDER_1 = 17] My credit score is too low to obtain the needed funding
18. [SHOW IF GP_CONSIDER_1 =18] [INSERT TEXT RESPONSE FROM GP_CONSIDER_1_18]

[SHOW IF DOV_REASON4>2 AND ANY(GP_CONSIDER_2_1-GP_CONSIDER_2_18=1)]A

GP_CONSIDER_3.
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 <u>second most</u> important reason for not starting your own business or working for yourself?

Select one.

[DISPLAY IF NOT SELECTED IN GP_CONSIDER_2]

RESPONSE OPTIONS, RANDOMIZE

1. [SHOW IF GP_CONSIDER_1 =1] I don't know what kind of business I would start
2. [SHOW IF GP_CONSIDER_1 =2] It seems too risky
3. [SHOW IF GP_CONSIDER_1 =3] I'm not sure how well a business would do in my local community
4. [SHOW IF GP_CONSIDER_1 =4] I don't have enough savings or financial cushion to pursue starting a business
5. [SHOW IF GP_CONSIDER_1 =5] I don't know how to go about accessing financing to start a business
6. [SHOW IF GP_CONSIDER_1 =6] Family/friends are not supportive
7. [SHOW IF GP_CONSIDER_1 =7] It seems too challenging
8. [SHOW IF GP_CONSIDER_1 =8] The economy is too uncertain or unfavorable
9. [SHOW IF GP_CONSIDER_1 =9] It might take too much time
10. [SHOW IF GP_CONSIDER_1 =10] I like my current job/work arrangement
11. [SHOW IF GP_CONSIDER_1 =11] I need employer-provided benefits (such as health insurance)
12. [SHOW IF GP_CONSIDER_1 =12] I don't have the skills needed to run a business
13. [SHOW IF GP_CONSIDER_1 =13] I don't know where to go for help getting started
14. [SHOW IF GP_CONSIDER_1 =14] Major life event (such as a new child, own or family medical issue)
15. [SHOW IF GP_CONSIDER_1 =15] Retired or planning to retire
16. [SHOW IF GP_CONSIDER_1 =16] Health reasons
17. [SHOW IF GP_CONSIDER_1 = 17] My credit score is too low to obtain the needed funding
18. [SHOW IF GP_CONSIDER_1 =18] [INSERT TEXT RESPONSE FROM GP_CONSIDER_1_18]

[SHOW IF DOV_GROUP = 2,3,5,6,7]

ENTR_CHALLENGES_1.
In your opinion, what are the three biggest challenges business owners and self-employed people are facing today?

Select up to three response options.

RESPONSE OPTIONS

1. Not being able to access and/or afford health insurance

2. Affording tax payments
3. Finding customers
4. Balancing work and family
5. Working long hours
6. Feeling burnt out, or losing focus, interest, and/or motivation
7. Not making enough money
8. Navigating government regulations
9. Finding and retaining qualified employees
10. Competing against other/larger businesses
11. Unfavorable economy

[SHOW IF DOV_GROUP = 7]

GP_EMPLOYEELENGTH_1.
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?

RESPONSE OPTIONS

1. Less than 1 year
2. 1 to 2 years
3. 3 to 4 years
4. 5 to 9 years
5. 10 to 14 years
6. 15 to 19 years
7. 20 years or more

[SHOW IF DOV_GROUP = 7]

GP_EMPLOYERLENGTH_1.
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?

RESPONSE OPTIONS

1. Less than 1 year
2. 1 to 2 years
3. 3 to 4 years
4. 5 to 9 years
5. 10 to 14 years
6. 15 to 19 years

7. 20 years or more

GP_NUMEMPSTART_1.
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.

RESPONSE OPTIONS

1. 10 or fewer employees
2. 11 – 24 employees
3. 25 – 99 employees
4. 100 – 499 employees
5. 500 – 999 employees
6. 1,000 – 4,999 employees
7. 5,000 – 24,999 employees
8. 25,000+ employees

GP_WEEKSWK_1.
During the past 12 months, how many weeks did you work? Include paid time off and weeks when you worked for a few hours.

Your best estimate is fine.

[NUMBOX, RANGE 0-52]

GP_HOURSWK_1.
During the past 12 months, in the weeks worked, how many hours did you usually work each week?

Your best estimate is fine.

[NUMBOX, RANGE 0-99]

[SHOW IF DOV_GROUP = 7 AND DOV_WORKING = 1]

GP_EMPBENEFIT_1.
Which of the following employee benefits are paid totally or partly by your primary employer?

Select all that apply.

RESPONSE OPTIONS

1. Health insurance
2. Contributions to retirement plans, including 401(k), Keogh, etc.
3. Profit sharing and/or stock options
4. Paid holidays or vacation
5. Paid sick leave
6. Paid parental or family leave
7. Tuition assistance and/or reimbursement
8. Other benefit, specify:
9. None of the above

[SHOW IF DOV_GROUP <> 1,2 AND DOV_WORKING = 1]

REMOTE_1.
Thinking of your main job, which of the following best describes whether you are allowed or required to telecommute or work remotely?

RESPONSE OPTIONS

1. I was allowed or required to telecommute/work remotely <u>only</u> during the coronavirus pandemic
2. I am allowed or required to telecommute/work remotely regardless of the coronavirus pandemic
3. I am not allowed to telecommute/work remotely
4. Telecommuting/working remotely does not make sense for my job

[SHOW IF DOV_GROUP = 7 AND DOV_WORKING = 1]

GP_NEWJOB_1.
In the next year, how likely is it that you will…

GRID ITEMS

A. Stay with your current employment arrangement

B. Look for/take a different job
C. Look for/take another job in addition to your current job(s)
D. Start your own business as a primary source of income
E. Start working for yourself as a freelancer, consultant, or independent contractor
F. Engage in gig work as a primary source of income
G. Engage in gig work as a secondary source of income
H. Retire
I. Exit the labor force (not for retirement)
J. Go back to school

[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.]

RESPONSE OPTIONS

1. Not at all likely
2. Somewhat likely
3. Moderately likely
4. Very likely

[SHOW IF DOV_GROUP = 7 AND DOV_WORKING = 0]

GP_NEWJOB_2.
In the next year, how likely is it that you will…

GRID ITEMS

A. Take a job
B. Start your own business as a primary source of income
C. Start working for yourself as a freelancer, consultant, or independent contractor
D. Engage in gig work as a primary source of income
E. Engage in gig work as a secondary source of income
F. Go back to school

[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.]

RESPONSE OPTIONS

1. Not at all likely
2. Somewhat likely
3. Moderately likely
4. Very likely

Microbusiness Owner Questions

[SHOW IF DOV_MICROBIZ = 1]

[DISPLAY]

DISPLAY_TECH_INTRO.
The next couple of questions are aimed at understanding your experience with "Generative AI" in your business.

"Generative AI" is a category of artificial intelligence (AI) that empowers machines to generate new content rather than simply analyze or manipulate existing data. By using models trained on vast amounts of data, generative AI can generate content – such as text, photos, audio, or video – that is sometimes indistinguishable from content developed directly by humans. Large language models (LLMs), which power chatbots and other text-based AI tools, represent one common type of generative AI (Federal Trade Commission, 2023).

[SHOW IF DOV_MICROBIZ = 1]

TECH_1.
Is your business currently using generative AI?

[HOVER TEXT ON "generative AI": "Generative AI" is a category of artificial intelligence (AI) that empowers machines to generate new content rather than simply analyze or manipulate existing data. By using models trained on vast amounts of data, generative AI can generate content – such as text, photos, audio, or video – that is sometimes indistinguishable from content developed directly by humans. Large language models

(LLMs), which power chatbots and other text-based AI tools, represent one common type of generative AI (Federal Trade Commission, 2023).]

RESPONSE OPTIONS

1. Yes
2. No
77. Unsure

[SHOW IF DOV_MICROBIZ = 1 AND TECH_1 = 1]

TECH_2.
How is your business currently using generative AI for administration?

Select all that apply.

[HOVER TEXT ON "generative AI": "Generative AI" is a category of artificial intelligence (AI) that empowers machines to generate new content rather than simply analyze or manipulate existing data. By using models trained on vast amounts of data, generative AI can generate content – such as text, photos, audio, or video – that is sometimes indistinguishable from content developed directly by humans. Large language models (LLMs), which power chatbots and other text-based AI tools, represent one common type of generative AI (Federal Trade Commission, 2023).]

RESPONSE OPTIONS

1. Taking notes during meetings or summarizing meetings
2. Creating internal documents
3. Reporting and compliance tracking
4. None of the above

[SHOW IF DOV_MICROBIZ = 1 AND TECH_1 = 1]

TECH_3.
How is your business currently using generative AI for creative design?

Select all that apply.

[HOVER TEXT ON "generative AI": "Generative AI" is a category of artificial intelligence (AI) that empowers machines to generate new content rather than simply analyze or manipulate existing data. By using models trained on vast amounts of data, generative AI can generate content – such as text, photos, audio, or video – that is sometimes indistinguishable from content developed directly by humans. Large language models

(LLMs), which power chatbots and other text-based AI tools, represent one common type of generative AI (Federal Trade Commission, 2023).]

RESPONSE OPTIONS

1. Creating advertising creative
2. Creating graphics
3. Creating logos
4. Creating other design elements
5. None of the above

[SHOW IF DOV_MICROBIZ = 1 AND TECH_1 = 1]

TECH_4.
How is your business currently using generative AI for communications?

Select all that apply.

  [HOVER TEXT ON "generative AI": "Generative AI" is a category of artificial intelligence (AI) that empowers machines to generate new content rather than simply analyze or manipulate existing data. By using models trained on vast amounts of data, generative AI can generate content – such as text, photos, audio, or video – that is sometimes indistinguishable from content developed directly by humans. Large language models (LLMs), which power chatbots and other text-based AI tools, represent one common type of generative AI (Federal Trade Commission, 2023).]

RESPONSE OPTIONS

1. Drafting product descriptions and catalogs
2. Chatbots and virtual assistants
3. Drafting emails
4. Developing advertising campaigns
5. Drafting advertising copy
6. Drafting social media posts, blog posts, or website text
7. None of the above

[SHOW IF DOV_MICROBIZ = 1 AND TECH_1 = 1]

TECH_5.
How is your business currently using generative AI for strategic decision-making?

Select all that apply.

[HOVER TEXT ON "generative AI": "Generative AI" is a category of artificial intelligence (AI) that empowers machines to generate new content rather than simply analyze or manipulate existing data. By using models trained on vast amounts of data, generative AI can generate content – such as text, photos, audio, or video – that is sometimes indistinguishable from content developed directly by humans. Large language models (LLMs), which power chatbots and other text-based AI tools, represent one common type of generative AI (Federal Trade Commission, 2023).]

RESPONSE OPTIONS

1. Developing business plans
2. Helping make better informed decisions
3. Analyzing/interpreting data
4. Scenario planning and simulation
5. None of the above

[SHOW IF DOV_MICROBIZ = 1 AND TECH_1 = 1]

TECH_6.
Besides the examples already discussed, is your business using generative AI for any other reasons?

[HOVER TEXT ON "generative AI": "Generative AI" is a category of artificial intelligence (AI) that empowers machines to generate new content rather than simply analyze or manipulate existing data. By using models trained on vast amounts of data, generative AI can generate content – such as text, photos, audio, or video – that is sometimes indistinguishable from content developed directly by humans. Large language models (LLMs), which power chatbots and other text-based AI tools, represent one common type of generative AI (Federal Trade Commission, 2023).]

RESPONSE OPTIONS

1. Yes
2. No

[SHOW IF DOV_MICROBIZ = 1 AND TECH_6 = 1]

TECH_7.
What other ways is your business using generative AI?

[HOVER TEXT ON "generative AI": "Generative AI" is a category of artificial intelligence (AI) that empowers machines to generate new content rather than simply analyze or manipulate existing data. By using models trained on vast amounts of data, generative AI can generate content – such as text, photos, audio, or video – that is sometimes indistinguishable from content developed directly by humans. Large language models (LLMs), which power chatbots and other text-based AI tools, represent one common type of generative AI (Federal Trade Commission, 2023).]

[TEXTBOX]

[SHOW IF DOV_MICROBIZ = 1 AND TECH_1 = 2 OR 77 OR 98 OR 99]

TECH_8.
Is your business planning to use generative AI within the next 12 months?

[HOVER TEXT ON "generative AI": "Generative AI" is a category of artificial intelligence (AI) that empowers machines to generate new content rather than simply analyze or manipulate existing data. By using models trained on vast amounts of data, generative AI can generate content – such as text, photos, audio, or video – that is sometimes indistinguishable from content developed directly by humans. Large language models (LLMs), which power chatbots and other text-based AI tools, represent one common type of generative AI (Federal Trade Commission, 2023).]

RESPONSE OPTIONS

1. Yes
2. No

[SHOW IF DOV_MICROBIZ = 1 AND TECH_1 = 1 AND SUM(BO_NUMEMPLOY_1_A : BO_NUMEMPLOY_1_I) > 0]

TECH_9.
How has the adoption of generative AI impacted your workforce? (*By workforce, we refer to all types of workers used in your business, from full- and part-time staff to independent contractors and gig workers.*)

Select all that apply.

[HOVER TEXT ON "generative AI": "Generative AI" is a category of artificial intelligence (AI) that empowers machines to generate new content rather than simply analyze or manipulate existing data. By using models trained on vast amounts of data, generative AI can generate content – such as text, photos, audio, or video – that is sometimes indistinguishable from content developed directly by humans. Large language models

(LLMs), which power chatbots and other text-based AI tools, represent one common type of generative AI (Federal Trade Commission, 2023).]

RESPONSE OPTIONS

1. Increased productivity
2. Changed job roles and responsibilities
3. Decreased workload
4. Other (specify):
5. No noticeable impact

[SHOW IF DOV_MICROBIZ = 1 AND TECH_1 = 1]

TECH_10.
How would you describe the impact of generative AI on the efficiency of your business processes?

[HOVER TEXT ON "generative AI": "Generative AI" is a category of artificial intelligence (AI) that empowers machines to generate new content rather than simply analyze or manipulate existing data. By using models trained on vast amounts of data, generative AI can generate content – such as text, photos, audio, or video – that is sometimes indistinguishable from content developed directly by humans. Large language models (LLMs), which power chatbots and other text-based AI tools, represent one common type of generative AI (Federal Trade Commission, 2023).]

RESPONSE OPTIONS

1. Very positive
2. Positive
3. Neutral
4. Negative
5. Very negative

[SHOW IF DOV_MICROBIZ = 1]

TECH_11.
How much do you agree or disagree with the following statement?

I find it difficult to keep up with technological changes in my industry.

RESPONSE OPTIONS

1. Strongly agree
2. Somewhat agree
3. Neither agree nor disagree
4. Somewhat disagree
5. Strongly disagree

[SHOW IF DOV_MICROBIZ = 1]

TECH_12.
Overall, how would you rate your confidence in your business's ability to leverage the following digital technologies?

GRID ITEMS

A. Generative AI for content creation
B. Customer relationship management software or platforms
C. Human resources software
D. Payroll software
E. Accounting software
F. Digital advertising
G. Social media
H. Website development software
I. Point of sale technology/payment processing
J. Project management software
K. Cybersecurity technologies and/or procedures
L. E-commerce or third-party selling platforms

RESPONSE OPTIONS

1. Not at all confident
2. Somewhat confident
3. Very confident
4. Not relevant
77. Don't know

Demographic Questions

[DISPLAY]

FINAL_DEMO_INTRO.
There are just a few more questions about yourself.

DEM_GENDER_BIRTH.

What sex were you assigned at birth on your original birth certificate?

RESPONSE OPTIONS

1. Male
2. Female

DEM_GENDER_CURRENT.

How do you describe yourself?

RESPONSE OPTIONS

1. Male
2. Female
3. Transgender
4. Do not identify as male, female, or transgender

[SHOW IF DEM_GENDER_CURRENT = 3]

DEM_GENDER_TRANS.

Would you say you are?

RESPONSE OPTIONS

1. Transgender, male to female
2. Transgender, female to male
3. Transgender, gender non-conforming
4. Other (specify):

[SHOW IF (DEM_GENDER_BIRTH = 1 AND DEM_GENDER_CURRENT = 2) OR (DEM_GENDER_BIRTH = 2 AND DEM_GENDER_CURRENT = 1)]

DEM_GENDER_CONF.

Just to confirm, you were assigned [DEM_GENDER_BIRTH; MAKE FIRST LETTER LOWERCASE] at birth and now you describe yourself as [DEM_GENDER_CURRENT; MAKE FIRST LETTER LOWERCASE]. Is that correct?

RESPONSE OPTIONS

1. Yes
2. No

DEM_SEX_ORIENT.

The next question is about sexual orientation. Which of the following best represents how you think of yourself?

RESPONSE OPTIONS

1. [IF DEM_GENDER_CURRENT = 1 DISPLAY] Gay [IF DEM_GENDER_CURRENT <> 1 DISPLAY] Lesbian or gay
2. [IF DEM_GENDER_CURRENT = 1 DISPLAY] Straight, that is, not gay [IF DEM_GENDER_CURRENT <> 1 DISPLAY] Straight, that is, not lesbian or gay
3. Bisexual
4. Something else
77. Don't know

DEM_HHINC.

What is your total annual <u>household</u> income before taxes?

Include income earned by anyone residing in your household full-time who is related to you by birth, marriage, or adoption.

RESPONSE OPTIONS

1. Less than $5,000
2. $5,000 to $9,999
3. $10,000 to $14,999
4. $15,000 to $19,999
5. $20,000 to $24,999
6. $25,000 to $29,999
7. $30,000 to $34,999
8. $35,000 to $39,999
9. $40,000 to $49,999
10. $50,000 to $59,999
11. $60,000 to $74,999
12. $75,000 to $84,999
13. $85,000 to $99,999
14. $100,000 to $124,999
15. $125,000 to $149,999

16. $150,000 to $174,999
17. $175,000 to $199,999
18. $200,000 or more

DEM_STUDENT.

During the past week, were you enrolled in or taking courses at a college, university, or trade school?

RESPONSE OPTIONS

1. Yes
2. No

DEM_INSUR.

From any source, do you currently have:

GRID ITEMS

a. Health insurance
b. Contributions to retirement plans, including 401(k), Keogh, etc.
c. Profit sharing and/or stock options
d. Paid holidays or vacation
e. Paid sick leave
f. Paid parental or family leave
g. Tuition assistance and/or reimbursement

RESPONSE OPTIONS

1. Yes
2. No

DEM_DEBT.

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?

RESPONSE OPTIONS

1. Have a manageable amount of debt
2. Have a bit more debt than is manageable
3. Have far more debt than is manageable
4. Do not have any debt

DEM_RELAOWN.

Do any of your immediate family members own a business?

RESPONSE OPTIONS

1. Yes
2. No

DEM_HOUSENUM_1.

Tell us a little about your household and the people who live with you. Including yourself, how many people lived in your household more than 3 months in the last 12 months? Please include any children as well as adults, including cohabiting partners, roommates and armed forces members living or staying in your household more than 3 months.

RESPONSE OPTIONS

1. One person, [CAWI: I; CATI: you] live by [CAWI: myself; CATI: yourself]
2. Two persons
3. Three persons
4. Four persons
5. Five persons
6. Six or more persons

[SHOW IF DEM_HOUSENUM_1 = 6]

DEM_HOUSENUM_2.

You said six or more persons live in your household.

Please enter the total number of adults and children who lived in your household for more than 3 months in the last 12 months below.

[NUMBOX accept 6-20]

[SHOW IF DEM_HOUSENUM_1 = 2,3,4,5,6]

DEM_HOUSEHOLD.

Who lives in your household?

Only count people who lived in your household more than 3 months in the last 12 months.

Select all that apply.

RESPONSE OPTIONS

1. Spouse
2. Unmarried partner
3. Age 17 or younger child(ren), stepchild(ren), adopted child(ren), and/or foster child(ren)
4. Age 18 or older child(ren), stepchild(ren), adopted child(ren), and/or foster child(ren)
5. Grandchild(ren) age 17 or younger
6. Grandchild(ren) age 18 or older
7. Sibling(s) or sibling(s)-in-law
8. Parent(s), parent(s)-in-law, or step-parent(s) under 65 years old
9. Parent(s), parent(s)-in-law, or step-parent(s) aged 65 or older
10. Other relatives, specify:
11. Roommate(s)
12. Other non-relatives, specify:

[SHOW IF DEM_HOUSEHOLD_3 = 1 OR DEM_HOUSEHOLD_5 = 1] [ADD IN TOTAL NUMBER OF CHILDREN AT THE BOTTOM OF THE GRID][ALLOW 77/99 TO BE ENTERED INTO NUMBOX IF CATI R SAYS DON'T KNOW OR REFUSED FOR THE QUESTION]

DEM_HOUSECHILD.
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.

Please enter the number of children/grandchildren in each category, not the age of the children. If no children/grandchildren in your household fall into a category, please enter 0. Only count people who lived in your household more than 3 months in the last 12 months.

GRID ITEMS:

AGE CATEGORY	NUMBER OF (GRAND) CHILDREN
DEM_HOUSECHILD_5. Under 5 years old	[NUMBOX, 0-30]
DEM_HOUSECHILD_511. 5-11 years old	[NUMBOX, 0-30]
DEM_HOUSECHILD_1217. 12-17 years old	[NUMBOX, 0-30]

Total number of (grand)children in household: _____[SUM THE AMOUNT AS R ENTERS RESPONSES]

DEM_HOUSECHILD_TOTAL.

RESPONSE OPTIONS:

[NUMBOX, 0-30,77,98,99]

[SHOW IF AT LEAST ONE ROW DEM_HOUSECHILD<>77,98,99]

DEM_HOUSECHILD_CONF.
There [IF DEM_HOUSECHILD_TOTAL=1: is; ELSE: are] [INSERT DEM_HOUSECHILD_TOTAL] [IF DEM_HOUSECHILD_TOTAL=1: child/grandchild; ELSE: children/grandchildren] under the age of 18 living in your household more than 3 months in the last 12 months. Is that correct?

CAWI RESPONSE OPTIONS

1. Yes
2. No, let me update my responses

CATI RESPONSE OPTIONS

1. YES
2. NO SURVEY WILL GO BACK TO DEM_HOUSECHILD GRID; UPDATE RESPONSES SO TOTAL IS CORRECT

IF DEM_HOUSECHILD_CONF=2, GO BACK TO DEM_HOUSECHILD TO ALLOW R TO UPDATE NUMBOX VALUES

DEM_MILITARY_1.

Have you ever served on active duty in the U.S. Armed Forces, Reserves, or National Guard?

RESPONSE OPTIONS

1. No, never served in the military
2. Yes, only on active duty for training in the Reserves or National Guard
3. Yes, on active duty now
4. Yes, on active duty in the past, now a U.S. Veteran

DEM_CITIZEN_1.
Where were you born?

RESPONSE OPTIONS

1. In the United States
2. Outside of the United States

[SHOW IF DEM_CITIZEN_1 <> 1]

DEM_CITIZEN_2.
[SHOW IF PANEL_TYPE<20: To help protect the privacy of participants in our panel, AmeriSpeak has obtained a Certificate of Confidentiality covering the AmeriSpeak Panel. This information is available to panelists (and publicly) at: https://www.amerispeak.org/privacy]

Are you a citizen of the United States?

As a reminder, your responses are completely confidential and will be used for statistical purposes only.

RESPONSE OPTIONS

1. Yes, born in Puerto Rico, Guam, the U.S. Virgin Islands, or Northern Marianas
2. Yes, born abroad of U.S. citizen parent or parents
3. Yes, U.S. citizen by naturalization
4. No, not a U.S. citizen

DEM_INCARCERATED.
Are you a returning citizen (i.e., an individual who was previously incarcerated)?

RESPONSE OPTIONS

---

1. Yes
2. No
3. Prefer not to answer

DEM_DISABILITY_1.
Do you have difficulty…

GRID ITEMS

A. Seeing, even if wearing glasses?
B. Hearing, even if using a hearing aid?
C. Walking or climbing steps?
D. Remembering or concentrating?
E. With self-care, such as washing all over or dressing?
F. Communicating or speaking in your usual language, for example understanding or being understood?
G. Doing errands alone such as visiting a doctor's office or shopping because of a physical, mental, or emotional condition?

RESPONSE OPTIONS

1. No difficulty
2. Some difficulty
3. A lot of difficulty
4. Cannot do at all

DEM_DISABILITY_2.
Do you receive income because of any kind of disability or health condition (such as Disability Insurance, Supplemental Security Income, or VA Disability Compensation)?

RESPONSE OPTIONS

1. Yes
2. No

END OF SURVEY