

General Instructions:

- o Interviewer must read each set of instructions for each part of this questionnaire.
- o Interviewer must record all responses clearly and verbatim where required.
- o Interviewer must avoid paraphrasing or rewording responses.

RECORD FOLLOWING INFORMATION:

Respondent's Name: _____

Telephone #: _____

Community: _____

Postal Code: _____

Sample ID: _____

INTERVIEWER INSTRUCTION: PLEASE NOTE, IT IS VERY IMPORTANT TO RECORD ALL INFORMATION REQUESTED IN THE PRECEDING “GENERAL INSTRUCTIONS” BOX.

Hello, may I please speak with **[NAME FROM SAMPLE]**? **CONTINUE IF RESPONDENT IS AVAILABLE OR SCHEDULE CALLBACK.**

My name is _____ and I work for Corporate Research Associates, a public opinion research company. We are calling today on behalf of the Atlantic Canada Opportunities Agency, or ACOA. ACOA is conducting a study with Atlantic Canadians 15 to 29 years of age who currently have ownership or in the past had ownership in a business.

CONTINUE IF RESPONDENT IS AVAILABLE OR SCHEDULE CALLBACK. IF RESPONDENT ASKS, SAY THE QUESTIONNAIRE TAKES ABOUT 15 MINUTES TO COMPLETE. IF RESPONDENT ASKS HOW WE OBTAINED HIS/HER NAME, SAY: “Corporate Research Associates collected the names of more than 2,000 young Atlantic Canadians who we believe currently own a business. These names were collected from various business magazines, university business development centres, government agencies, members of the general public, as well as several other sources.”

1. Is now a good time to ask you some questions about owning a business?

- | | | |
|---|-----------------------------|-------------------------------------|
| 1 | Yes | CONTINUE |
| 2 | No | ARRANGE CALLBACK |
| 6 | Refuses to participate | THANK, TERMINATE, AND RECORD |
| 7 | Never have owned a business | THANK, TERMINATE, AND RECORD |

2. **TERMINATION SCRIPT IF CODE “6” OR CODE “7” IN Q.1:** “Would there be anyone in your household who is 15 to 29 years of age and who currently has ownership or had past ownership in a business”? **IF “YES” TO TERMINATION SCRIPT:** “Would I be able to speak with that person now?” **ARRANGE CALLBACK IF NECESSARY. IF “NO” TO TERMINATION SCRIPT:** “Do you know the names of any other young Atlantic Canadians 15 to 29 years of age who own a business and who we might invite to participate in this ACOA survey of young business owners in the region? **PROBE:** Any others? **RECORD NAMES, TELEPHONE NUMBERS, NAME OF COMPANY, AND COMMUNITY/ ADDRESSES – RECORD AS MANY AS OFFERED – OFFER TO CALLBACK IF RESPONDENT DOES NOT HAVE INFORMATION AT HAND**

-
- 96 **SCHEDULE CALLBACK IF NECESSARY AND CONTINUE**
 - 97 Refused
 - 98 Don't know any other young business owners

3. May I have your age? Are you ... : **READ RESPONSES IN ORDER – CODE ONE ONLY**

- | | | |
|--------------------|--------------|-------------------------------------|
| 1 | Under 15 | THANK, TERMINATE, AND RECORD |
| 2 | 15 to 19 | CONTINUE |
| 3 | 20 to 24 | CONTINUE |
| 4 | 25 to 29, or | CONTINUE |
| 5 | 30 or older | THANK, TERMINATE, AND RECORD |
| VOLUNTEERED | | |
| 7 | Refused | THANK, TERMINATE AND RECORD |

4. **TERMINATION SCRIPT IF “REFUSED” OR NOT 15-29 YEARS OF AGE IN Q.3:** “Would there be anyone in your household who is 15 to 29 years of age and who currently has ownership or had past ownership in a business”? **IF “YES” TO TERMINATION SCRIPT:** “Would I be able to speak with that person now?” **ARRANGE CALLBACK IF NECESSARY. IF “NO” TO TERMINATION SCRIPT:** “Do you know the names of any other young Atlantic Canadians 15 to 29 years of age who own a business and who we might invite to participate in this ACOA survey of young business owners in the region? **PROBE:** Any others? **RECORD NAMES, TELEPHONE NUMBERS, NAME OF COMPANY, AND COMMUNITY/ ADDRESSES – RECORD AS MANY AS OFFERED – OFFER TO CALLBACK IF RESPONDENT DOES NOT HAVE INFORMATION AT HAND**

-
- | | |
|----|--|
| 96 | SCHEDULE CALLBACK IF NECESSARY AND CONTINUE |
| 97 | Refused |
| 98 | Don’t know any other young business owners |

5. Do you presently operate or have you in the past owned a business or had ownership in a business?
CODE ONE ONLY – PROBE FOR DETAILS IF “YES”

- | | | |
|---|---------------------------|------------------------------------|
| 1 | Yes, now | CONTINUE |
| 2 | Yes, in the past | CONTINUE |
| 3 | Yes, both in past and now | CONTINUE |
| 4 | No | THANK, TERMINATE AND RECORD |
| 7 | Refused | THANK, TERMINATE AND RECORD |

WATCH QUOTA IN TERMS OF WHETHER RESPONDENT PRESENTLY (“YES, NOW” IN Q.5) OR PREVIOUSLY (“YES, IN THE PAST” IN Q.5) OWNED A BUSINESS. IF QUOTA FILLED IN TERMS OF “YES, IN THE PAST” OWNED A BUSINESS, THANK AND TERMINATE BY SAYING: “This concludes our survey with young Atlantic Canadians who formerly owned a business. Thank you for your time today.”

6. **TERMINATION SCRIPT IF “REFUSED” OR “NO” IN Q.5:** “Would there be anyone in your household who is 15 to 29 years of age and who currently has ownership or had past ownership in a business”? **IF “YES” TO TERMINATION SCRIPT:** “Would I be able to speak with that person now?” **ARRANGE CALLBACK IF NECESSARY. IF “NO” TO TERMINATION SCRIPT:** “Do you know the names of any other young Atlantic Canadians 15 to 29 years of age who own a business and who we might invite to participate in this ACOA survey of young business owners in the region? **PROBE:** Any others? **RECORD NAMES, TELEPHONE NUMBERS, NAME OF COMPANY, AND COMMUNITY/ ADDRESSES – RECORD AS MANY AS OFFERED – OFFER TO CALLBACK IF RESPONDENT DOES NOT HAVE INFORMATION AT HAND**

-
- | | |
|----|--|
| 96 | SCHEDULE CALLBACK IF NECESSARY AND CONTINUE |
| 97 | Refused |
| 98 | Don’t know any other young business owners |

7. Of the languages you understand, which one do you use most often in your everyday life? **DO NOT READ**

- 1 English
- 2 French
- 3 English and French equally
- 9 Other

8. In which language would you prefer to be interviewed? **CODE ONE ONLY**

- 1 English
- 2 French

9. Gender: **(BY OBSERVATION): CODE ONE ONLY**

- 1 Male
- 2 Female

10. Do you know the names of any other young Atlantic Canadians 15 to 29 years of age who own a business and who we might invite to participate in this ACOA survey of young business owners in the region? **PROBE: Any others? RECORD NAMES, TELEPHONE NUMBERS, NAME OF COMPANY, AND COMMUNITY/ ADDRESSES – RECORD AS MANY AS OFFERED – OFFER TO CALLBACK IF RESPONDENT DOES NOT HAVE INFORMATION AT HAND**

96 **SCHEDULE CALLBACK IF NECESSARY AND CONTINUE**

97 Refused

98 Don't know any other young business owners

11. What type of business [do/did] you own? That is, what is the primary line of work your business [does/did]? **PROBE: Anything else? DO NOT READ RESPONSES – CODE AS MANY AS APPLY - IF RESPONDENT HAS OWNED MORE THAN ONE BUSINESS, ASK ABOUT MOST RECENT STARTED – RECORD FIRST/ SUBSEQUENT MENTIONS SEPARATELY**

- 01 Computer repair
- 02 Web design
- 03 Food service/Beverage service
- 04 Clothing sales
- 05 Coffee shop
- 06 Bakery
- 07 Washing cars
- 08 Painting houses
- 09 Auto repair
- 10 Graphic design
- 11 Retail (general)
- 12 Software development
- 13 Financial services
- 97 Refused
- 99 Other (Specify: _____)

12. Now or at any point in the past did you operate your business on a full-time basis, or has it been strictly on a part-time basis? **CODE ONE ONLY – PROBE FOR SPECIFICS - IF RESPONDENT HAS OWNED MORE THAN ONE BUSINESS, ASK ABOUT MOST RECENT STARTED - WATCH QUOTAS IN TERMS OF WHETHER RESPONDENT IS/HAS BEEN A PART-TIME OWNER ONLY IN Q.12 – DO NOT READ RESPONSES**

- 1 Full-time basis now
- 2 Full-time basis in the past
- 3 Part-time basis now
- 4 Part-time basis in the past
- 7 Refused

9 Other (**SPECIFY:**_____)

13. How old were you when you started your [first] business?

RECORD AGE: _____

97 Refused

98 Don't recall

14. What was your single most important reason for starting or owning your own business? **PROBE:** Anything else? **DO NOT READ RESPONSES – CODE AS MANY AS APPLY – RECORD FIRST/SUBSEQUENT MENTIONS SEPARATELY**

01 It is an income/a job

02 Change in lifestyle

03 Higher earnings potential/Make lots of money

04 Family tradition

05 Personal accomplishment

06 Fulfil a goal

07 Being my own boss/independence

08 Fun

10 Creating jobs

11 Contributing to my community

12 Providing a product or service

13 Able to pay the bills

14 Better than being unemployed

97 Nothing

98 Don't know/No answer

99 Other (**SPECIFY:**_____)

15. What is the highest level of education you have completed? **DO NOT READ RESPONSES – CODE ONE ONLY**

01 Elementary school (Grades 1-8)

02 Some high school

03 Graduated high school/vocational

04 Some community/tech. college

05 Graduated community/tech. College

06 Some university

07 Graduated university

08 Post-graduate training/degree

09 Trade school

97 Refused

99 Other (**SPECIFY:**_____)

16. Are you currently attending an educational institution, either full-time or part-time?
CODE ONE ONLY – PROBE FOR SPECIFICS IF “YES”

1 Yes, full-time

2 Yes, part-time

3 No

8 Don't know/No answer

17. **[ASK IF “YES, FULL-TIME” OR “YES, PART-TIME” IN Q.16. DO NOT ASK Q.17a OR Q.17b IF CODES 04-08 CODED IN Q.15]** Which, if any, of the following do you currently attend?
READ STATEMENTS IN ORDER – CODE ONE ONLY PER STATEMENT
- a. Junior high
 - b. High school
 - c. Undergraduate university programme
 - d. Graduate university programme
 - e. Community college
 - f. Private college
 - g. Other (**SPECIFY:** _____)
- 1 Yes
 - 2 No
 - 8 Don't know/No answer
18. **[ASK IF CODE 04, 05, 06, 07, OR 08 IN Q.15, AND/OR IF “YES” IN c, d, e, f, or g IN Q.17]** Which certificates, diplomas, or degrees did you earn or are you currently studying for in college or university? **PROBE:** Any others?
DO NOT READ RESPONSES - RECORD AS MANY AS APPLY – PROBE FOR ALL POST-SECONDARY STUDIES TAKEN CURRENTLY OR IN THE PAST
- 01 Bachelor of Arts (BA)
 - 02 Bachelor of Business Administration/BBA/Commerce
 - 03 Bachelor of Science (B.Sc.)
 - 97 Refused
 - 99 Other (**SPECIFY:** _____)
19. **[DO NOT ASK IF “YES” IN Q.17a, OR IF CODE “01” IN Q.15 – ALL SUCH RESPONDENTS SKIP TO Q.23]** In your high school, [did/do] you take any courses that discuss(ed) starting your own business? **CODE ONE ONLY**
- 1 Yes **CONTINUE**
 - 2 No **SKIP TO Q.21**
 - 7 No such courses offered **SKIP TO Q.21**
 - 8 Don't know/No answer **SKIP TO Q.21**
20. In general, would you say the courses you [took/are taking] in high school that discuss(ed) starting your own business [were/are] ... : **READ RESPONSES IN ORDER - CODE ONE ONLY**
- 1 Excellent
 - 2 Very good
 - 3 Only fair, or
 - 4 Poor
- VOLUNTEERED**
- 8 Don't know/No answer
21. **[ASK IF CODE 04, 05, 06, 07, OR 08 IN Q.15, AND/OR IF “YES” (CODE ‘1’) IN 17c, 17d, 17e, 17f, or 17g]** [Did/Are] you [take/taking] any courses that discuss(ed) starting your own business, at any of the educational institution(s) you have attended after high school? **CODE ONE ONLY**
- 1 Yes
 - 2 No
 - 8 Don't know/No answer

22. **[ASK IF “YES” IN Q.21]** In general, would you say the courses you [took/are taking] after high school that discuss(ed) starting your own business [were/are] ...: **READ RESPONSES IN ORDER - CODE ONE ONLY**

- 1 Excellent
- 2 Very good
- 3 Only fair, or
- 4 Poor

VOLUNTEERED

- 8 Don't know/No answer

23. **[DO NOT ASK IF “YES” IN Q.17A]** Now I would like to ask about business skills training or business advice you may have acquired either before or after starting your own business. I am **not** asking in this question about your formal educational training at school, college, or university. In which, if any, of the following areas have you received business skills training or business advice? **READ AND ROTATE STATEMENTS, EXCEPT ALWAYS READ STATEMENT “I” LAST – CODE ONE ONLY PER STATEMENT**

- a. Advice from a mentor or experienced business owner?
- b. An On-line course?
- c. Business seminars?
- d. Bookkeeping or accounting?
- e. Marketing?
- f. Employee motivation?
- g. E-commerce?
- h. Exporting?
- i. Business planning?
- j. Management skills?
- k. Sales?
- l. Any others? (**SPECIFY:** _____)

- 1 Yes
- 2 No
- 7 Not relevant to my business
- 8 Don't know/No answer

24. If a mentor, namely an experienced business owner were available to you with business advice at no cost, how likely, if at all, would you be to use this resource person? Would you be ... :

READ RESPONSES IN ORDER - CODE ONE ONLY

- 1 Very likely
- 2 Somewhat likely
- 3 Not very likely, or
- 4 Not at all likely

VOLUNTEERED

- 8 Don't know/No answer

25. Some young business owners say they lack business skills and this prevents their company from growing. In which, if any, of the following areas would you say you currently lack business skills? **READ AND ROTATE STATEMENTS, EXCEPT ALWAYS READ STATEMENT "i" LAST – CODE ONE ONLY PER STATEMENT**

- a. Bookkeeping or accounting?
- b. Marketing?
- c. Employee motivation?
- d. E-commerce?
- e. Exporting?
- f. Business planning?
- g. Management skills?
- h. Sales?
- i. Any others? (**SPECIFY:** _____)

- 1 Yes
- 2 No
- 7 Not relevant to my business
- 8 Don't know/No answer

26. If you were to take training to improve your business skills, which one of the following four formats would you prefer? Would you prefer training ... : **READ AND ROTATE RESPONSES - CODE ONE ONLY**

- 01 On-line using the Internet, whereby you can proceed at your own pace
- 02 One-on-one with a business trainer or counsellor
- 03 In a classroom course situation with other young business owners
- 04 In the form of one or two day seminars with other young business owners

VOLUNTEERED

- 98 Don't know/No answer
- 99 Other (**SPECIFY:** _____)

27. What has been the average number of employees you have had on staff, not including yourself, that have been employed by your business over the past year? **RECORD NUMBER – DO NOT ACCEPT A RANGE – IF RESPONDENT HAS OWNED MORE THAN ONE BUSINESS, ASK ABOUT MOST RECENT STARTED – IF ASKED, STATE THAT THE AVERAGE SHOULD INCLUDE ALL SEASONAL, TEMPORARY, ETC. EMPLOYEES**

RECORD NUMBER: _____

- 9998 Refused/No answer
- 9997 Can't recall

28. **[DO NOT ASK IF CODE 2 IN Q.5]** Which one of the following two statements comes closer to your thinking? Would you say ... : **READ STATEMENTS IN ORDER – CODE ONE ONLY**

- 1 You would like your business to expand in terms of sales and new markets

OR

- 2 You are content with the current size of your business

VOLUNTEERED

- 8 Don't know/No answer

29. What, if anything, would you say was the main obstacle you had to face when starting a business? **PROBE:** Anything else? **DO NOT READ RESPONSES - CODE ALL THAT APPLY – RECORD FIRST/SUBSEQUENT MENTIONS SEPARATELY**

- 01 Lack of money/finances/capital
- 02 Lack of time/too busy
- 03 Looking for right business opportunity
- 04 Still in school
- 05 Little demand for product/service
- 06 Still waiting for opportunity
- 07 Fear
- 08 Health reasons
- 09 Need more information
- 10 Need training/education
- 11 Have a job
- 12 State of the economy
- 13 Financial risk too great
- 14 Difficulty identifying markets for products or services
- 15 Difficulty finding qualified employees/staff
- 16 Personal situation (e.g. divorce)
- 17 Government regulations/bureaucracy
- 18 High taxes
- 19 Lack of interest/No desire
- 20 Too young
- 98 Don't know/No answer
- 99 Other (**SPECIFY** _____)

30. And what, if anything, would you say has been the main obstacle you had to face in terms of sustaining and expanding your business? **PROBE:** Anything else? **DO NOT READ RESPONSES - CODE ALL THAT APPLY – RECORD FIRST/SUBSEQUENT MENTIONS SEPARATELY – IF RESPONDENT HAS OWNED MORE THAN ONE BUSINESS, ASK ABOUT MOST RECENT STARTED**

- 01 Lack of continued access to money/finances/capital
- 02 Lack of time/too busy
- 03 Family and personal demands
- 04 Lack of technical expertise
- 05 Little demand for product/service
- 06 Lack of business skills
- 07 Fear
- 08 Health reasons
- 09 Need more information
- 10 Need training/education
- 11 Have a job
- 12 State of the economy
- 13 Financial risk too great
- 14 Difficulty identifying markets for products or services
- 15 Difficulty finding qualified employees/staff
- 16 Personal situation (e.g. divorce)
- 17 Government regulations/bureaucracy
- 18 High taxes
- 19 Lack of interest/No desire
- 20 Too young
- 98 Don't know/No answer
- 99 Other (**SPECIFY** _____)

31. Which one of the following six options would most help young people who want to start their own business? Would it be ... : **READ AND ROTATE RESPONSES – CODE ONE ONLY**

- 01 Having the guidance of a mentor, that is, an experienced business owner
- 02 Going on a student internship with a business
- 03 Attending courses or seminars about starting a business
- 04 Job shadowing at a business
- 05 Researching business ownership on-line
- 06 Having help identifying a good idea for a business

VOLUNTEERED

- 98 Don't know/No answer
- 99 Other (**SPECIFY** _____)

Moving along ...

32. Now I would like to ask a few more questions about specific people or factors that may have been influential in your career decision to own your own business. Overall, how important would you say [**READ AND ROTATE STATEMENTS**] [has been/have been] in influencing your decision to own your own business? Would you say...: **READ RESPONSES IN ORDER - CODE ONE ONLY PER STATEMENT - ITEMS "d" AND "f" ARE DELETED.**

- a. Your high school guidance counsellor
- b. Your teachers/instructors
- c. Your parents/family members/guardians
- e. The media
- g. Local entrepreneurs or business-people
- h. Promotional materials and events such as pamphlets, career fairs, etc. that advertise career options
- i. Government programmes and information designed to help young people choose a career

- 1 Very important
- 2 Somewhat important
- 3 Not very important, or
- 4 Not at all important

VOLUNTEERED

- 7 Haven't yet made any career decisions
- 8 Don't know/No answer

33. Where can young people specifically get **financial** support to start a business? **PROBE:** Anywhere else? **DO NOT READ RESPONSES - CODE AS MANY AS APPLY - PROBE FOR DETAILS CONCERNING NAME AND SOURCE OF ASSISTANCE**

- 01 Federal government (**PROBE FOR DETAILS**)
- 02 Provincial government (**PROBE FOR DETAILS**)
- 03 Banks/Trust companies/Credit unions/Financial institutions
- 04 Federal Business Development Bank
- 05 Community Business Development Corporations
- 06 Y-Enterprise
- 07 University business centres
- 08 Young Entrepreneurs ConneXion Program/Seed Capital
- 09 ACOA's Business Development Program assistance
- 10 Business Development Bank of Canada programmes
- 11 ACOA programmes (**PROBE FOR SPECIFICS**)
- 12 Canada Business Service Centre programmes
- 13 Centre for Entrepreneurship Education and Development (CEED) programmes
- 14 Regional Economic Development Commission programmes
- 15 Regional Development Authority/Agency (RDA) programmes
- 16 Regional Economic Development Zonal Board programmes
- 17 Community Economic Development Corporation programmes
- 18 Human Resources Development Canada (HRDC) programmes
- 19 Friends
- 20 Family
- 21 Venture capital sources
- 22 Business Loan Program
- 23 Self-Employment Benefits (SEB) Program
- 24 Bridge Financing
- 25 Provincial government funding (**PROBE FOR SPECIFICS**)
- 97 There is none available
- 98 Don't know/No answer
- 99 Other (**SPECIFY:** _____)

34. **[DO NOT ASK IF "THERE IS NONE AVAILABLE" OR "DON'T KNOW/NO ANSWER" IN Q.33]** Where did you find out about the financial assistance available to young people? **PROBE:** Anywhere else? **DO NOT READ RESPONSES – CODE AS MANY AS APPLY**

- 01 Friends
- 02 Television/TV
- 03 School/University/Community college
- 04 Guidance counsellor
- 05 Parents/Guardians/Relatives
- 06 Radio
- 07 Poster/Billboard
- 08 Brochure
- 09 Internet/Surfing the web
- 10 Business person/Entrepreneur
- 11 1-800 career/business line
- 12 Newspapers/magazines
- 13 Development agencies
- 14 Government (**PROBE FOR DETAILS**)
- 15 Chambers of Commerce/Boards of Trade
- 16 Banks/financial institutions
- 98 Don't know/No answer
- 99 Other (**SPECIFY:** _____)

35. To the best of your knowledge, is **non-financial assistance** available for young people who want to start a business? **CODE ONE ONLY**
- | | | |
|---|----------------------|---------------------|
| 1 | Yes | CONTINUE |
| 2 | No | SKIP TO Q.37 |
| 8 | Don't know/No answer | SKIP TO Q.37 |
36. What types of non-financial assistance are available to young people who wish to start their own business? **PROBE:** Any others? **DO NOT READ LIST – CODE AS MANY AS APPLY**
- 01 Help with business plans
 - 02 Mentoring programmes
 - 03 Business counselling (**PROBE**)
 - 97 None available
 - 98 Don't know/No answer
 - 99 Other (**SPECIFY:** _____)
37. **[ASK IF “YOUNG ENTREPRENEURS CONNEXION PROGRAM/SEED CAPITAL” (CODE 08) NOT MENTIONED IN Q.33]** Have you ever heard of the Young Entrepreneurs ConneXion Program, sometimes referred to as the Seed Capital program? **CODE ONE ONLY**
- 1 Yes, have heard of it
 - 2 No, have never heard of it
 - 8 Don't know/No answer
38. Which, if any, of the following was the single most important source of financing that you used when starting your business? Was it ... : **READ AND ROTATE LIST, EXCEPT ALWAYS READ “SOME OTHER SOURCE” LAST– IF RESPONDENT HAS STARTED MORE THAN ONE BUSINESS, ASK ABOUT MOST RECENT STARTED – CODE ONE ONLY**
- 01 Government financial assistance
 - 02 Banks or credit unions
 - 03 Funding from family or friends
 - 04 Your own personal savings or funds
 - 05 The personal savings or funds of any partners you have in your business
 - 06 Credit cards
 - 07 The Business Development Bank of Canada
 - 08 Venture capital sources
 - 99 Some other source? (**SPECIFY:** _____)
- VOLUNTEERED**
- 98 Don't know/No answer
39. How important, if at all, would you say it is that the government make financing available to young people who want to start their own business? Would you say it is ... : **READ RESPONSES IN ORDER - CODE ONE ONLY**
- 1 Critically important
 - 2 Important but not critical
 - 3 Not very important, or
 - 4 Not at all important
- VOLUNTEERED**
- 8 Don't know/No answer

40. To the best of your knowledge, which, if any, of the following six types of assistance is available from the government to help young people start a business? **READ AND ROTATE LIST, EXCEPT ALWAYS READ ITEM "f" LAST – CODE ONE ONLY PER STATEMENT, EXCEPT PROBE IN Q.40f**
- a. Financial assistance
 - b. Business counselling and information
 - c. Promoting business ownership as a career
 - d. Business skills training
 - e. Courses about business ownership in the education system
 - f. And are you aware of any other type of government assistance? (**SPECIFY:** _____)
 - g. **DELETED**
- 1 Yes
 - 2 No
 - 8 Don't know/No answer

41. And do you feel more comfortable describing yourself as ... : **READ AND ROTATE RESPONSES - CODE ONE ONLY**
- 01 Self-employed
 - 02 A business owner
 - 03 An entrepreneur
 - VOLUNTEERED**
 - 97 None of the above
 - 98 Don't know/No answer
 - 99 Other (**SPECIFY:** _____)

Moving along to another topic ...

42. Which one of the following two statements comes closer to your own thinking?
READ AND ROTATE STATEMENTS - CODE ONE ONLY
- 1 All things considered, operating a business and protecting the environment are not compatible
- OR**
- 2 It is possible to operate a business without harming the environment
 - VOLUNTEERED**
 - 8 Don't know/No answer

And finally, just a few questions to help us classify the information. All answers provided will be kept strictly confidential.

43. Do either of your [parents/guardians] now own their own business, or did they own a business in the past?
CODE ONE ONLY
- 1 Yes
 - 2 No
 - 8 Don't know/No answer

44. On average, would you say you spend [READ RESPONSES IN ORDER] each week [READ AND ROTATE STATEMENTS]? **CODE ONE ONLY PER STATEMENT – ITEMS “f” AND “g” HAVE BEEN DELETED**

- a. Surfing the web/Internet
- b. Reading daily newspapers
- c. Reading weekly newspapers
- d. Watching television
- e. Listening to the radio
- h. Reading magazines

- 1 A lot of time
- 2 Some time
- 3 Not very much time, or
- 4 No time

VOLUNTEERED

- 8 Don't know/No answer

Interviewer Certification: I hereby certify that this survey was conducted in the manner in which it was intended and understand that a portion of completed interviews will be verified by a field supervisor.

Interviewer's Signature: _____ Date: _____

THANK YOU FOR YOUR ASSISTANCE AND COOPERATION.