310 M Business Survey Questionnaire

Company: _____

Which Industry Cluster(s) do you best fit:

- ☐ Advanced Materials*
- ☐ Apparel & Textiles
- ☐ Arts, Entertainment, Recreation & Visitor Industries*
- ☐ Business & Financials Services*
- ☐ Chemicals
- ☐ Computer & Electronic Product Manufacturing*
- ☐ Defense & Security
- ☐ Education & Knowledge Creation*
- ☐ Electrical Equipment, Appliances & Component Manufacturing
- ☐ Energy

- ☐ Food & Beverage
- ☐ Fabricated Metal Product Manufacturing*
- ☐ Forest & Wood Products*
- ☐ Glass & Ceramics
- ☐ Information Technology & Telecommunications*
- ☐ Life Sciences Manufacturing & Research*
- ☐ Machinery manufacturing*
- ☐ Mining
- ☐ Primary Metal Manufacturing
- ☐ Printing & Publishing
- ☐ Transportation & Logistics
- ☐ Transportation Equipment Manufacturing

Ownership:

- ☐ Local
- ☐ Non-Local

How many employees:

- ☐ Total
  - ☐ Product ion
  - ☐ Office/Sales/Marketing/Management
  - ☐ Engineering/Design/IT

Year Founded: _____

Has there been a change in ownership? Y or N

Year over Year Revenue Growth – as a %

2014: ___〈 0%   ___0-3%   ___4-6%   ____7-10%   ___10%+
2015: ___〈 0%   ___0-3%   ___4-6%   ____7-10%   ___10%+
2016 projected: ___〈 0%   ___0-3%   ___4-6%   ____7-10%   ___10%+

Employee Growth # (% if they are uncomfortable with #)

2014 year-end count: #_____
2015 year-end count: #_____
2016 year-end projection: #_____

Are any of these organizations or programs a good resource for you?

- ☐ Antioch University
- ☐ Business & Industry Association (BIA)
- ☐ Chamber of Commerce
- ☐ City of Keene
- ☐ Dartmouth
- ☐ Franklin Pierce College
- ☐ Arts Alive/Discover Monadnock
- ☐ Hannah Grimes Center
- ☐ High Tech Council
- ☐ Keene Young Professionals Network (KYPN)
- ☐ KHS Career Center
- ☐ KHS Continuing Education
- ☐ KSC Career/Intern Program
- ☐ KSC Sustainable Product Design Institute (SPDI)
- ☐ Leadership Monadnock

- ☐ Manufacturing Extension Partnership (MEP)
- ☐ (MEDC) Monadnock Economic Development Corporation
- ☐ (DRED) NH Department of Resources and Economic Development
- ☐ (NH SBDC) NH Small Business Development Center
- ☐ (SCORE) SBA Senior Core of Retired Executives
- ☐ Realtors
- ☐ (RCAM) Regional Collaborative for Advanced Manufacturing
- ☐ River Valley CC Workforce Training
- ☐ Other _____
- ☐ Best/most frequently used _____

Business Challenges

- ☐ People – experience, skill sets, other
- ☐ People – training in _____
- ☐ People – availability
- ☐ People – recruitment , selling the region
- ☐ Leadership/Management Skills
- ☐ Facilities
- ☐ Logistics
- ☐ Infrastructure – Broadband

- ☐ Infrastructure – energy costs
- ☐ Limited supply chain
- ☐ Tax climate
- ☐ Workforce housing
- ☐ Unique issues related to my business – competition, new technologies, other
- ☐ Other _____

Favorable attributes of region – how would you sell the region to an employee/another business?

- ☐ Educational resources
- ☐ Arts & culture
- ☐ Business environment
- ☐ Educated workforce
- ☐ Work ethic
- ☐ Outdoors & Recreation
- ☐ Main Street
- ☐ Other _____

What is the most important outcome of the 310M initiative for the business? (select 3)

- ☐ Increased business profitability
- ☐ Attract & retain talent
- ☐ Improve workforce quality
- ☐ More collaboration among businesses
- ☐ Better connection between businesses and resources
- ☐ Improved business resources
- ☐ Infrastructure improvements: _____
- ☐ Other:_____

Opportunities the business sees – e.g. local supply chain, sharing – lab space, 3D printer, outsourced services closer, etc.

Ideas, needs, opportunities, notes and thoughts from the Interviewer

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ENTREPRENEURSHIP
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